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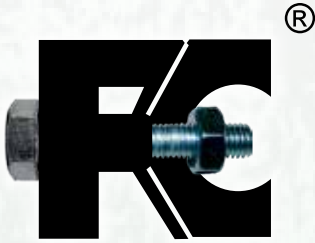


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INDUSTRY 4.0 IN THE NEXT DECADE

We will be entering a new decade which will see major disruption through giant leaps in technological advances. This will have a phenomenal effect on our everyday lives. The Global Industry is undergoing rapid changes, evolving every day, and the concept of Industry 4.0 or Smart Factories was doing the rounds of many global conferences I attended in 2019. Essentially, it is the fourth industrial revolution. To explain it simply, it would be automation with connectivity and systems that optimizes among many things, productivity. Usage of artificial intelligence will play a big role towards effecting this with continuous innovations.

Conceptualized in 2011, obviously in Germany which is one of the leading innovators in Science and Engineering, the roadmap was set and evolved over the years with many International manufacturing plants implementing the smart factory blueprint in several ways. Bosch Automotive Diesel System Factory in China connects its machinery through sensors to optimize and monitor its production systems. It alerts workers when bottlenecks in the systems are identified and also predicts equipment failures which are prevented through maintenance operations. Fetch Robotics in California developed autonomous Mobile Robots for moving inventory in its warehouses. This helped reduce order cycle time by 50 percent. Using digital technology, it will empower businesses for better decision making, reducing the risk of errors.

Notwithstanding the massive advantages it can add to a business, there are several challenges in its implementation. Firstly, it will add extremely large capital costs, which if systems are not adapted to the business correctly, will not give the expected financial benefits. Another major social effect would be the loss of jobs for millions of people over time. To balance automation and employment, government policies could tinker with business plans made by companies. Now coming to the Indian context, while we may be far away from this concept as compared to several other countries, there are a few Indian companies which have charted their paths towards Industry 4.0. As we enter 2020, there will be many more companies which will take steps towards the concept over this decade. In a country where inexpensive labor has been its strength with many international companies moving their manufacturing hubs from the west to the east choosing India, the transition to this phenomenon would take time. We are now reaching a stage where finding skilled labor for our Manufacturing Industry is getting increasingly difficult. A similar situation is being witnessing by Fastener manufacturers too.

We need to plant the seed of thought of this concept in the Indian Fastener Manufacturing SMEs too as the process of planning and implementation would take several years. But unless we use the tools of advancing digital technology to our advantages, we will find it difficult to keep pace with the Global Industry.



Source: FAI

ABHIJAT SANGHVI
President
Fasteners Association
of India (FAI)

We need to plant the seed of thought of automation in the Indian Fastener Manufacturing SMEs too as the process of planning and implementation would take several years.

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FASTENER INDUSTRY TARGETS LONG-TERM BUSINESS



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Here's hoping that the New Year ushers in favorable changes for the industry and its associates!

Dear Readers,

We are at the beginning of a promising New Year after having navigated through one of the toughest years in the recent history. The automotive sector, that had to witness a substantial drop in sales and piling stocks, is now anticipating a turnaround and 2020 will be the year when the sector will begin its revival with liquidation of BS-IV stocks and building of new inventories with BS-VI norms. An uptick in sales is on the cards for the Fastener industry that works closely with the automobile manufacturers.

Interestingly, the global Fasteners market, valued at \$78.63 billion in 2018 is projected to grow at a CAGR of 4.03 percent and reach \$108.05 billion by 2026, as per a recent report by Verified Market Research. Global developments will have significant impact on the growing Indian market as well. Although currently, China is the market leader in the Asian Fastener market, projected to reach \$44.12 billion in the coming year, India is seen as one of the brighter spots with growing industrial production and rise in disposable income.

Advertently, Fastener manufacturers need to tap the opportunities presented by construction equipment and heavy engineering industries and the railway sector which are buckling up to meet the infrastructure spends from public and private enterprises. Indian Fastener market has grown steadily over the last several years on the back of developments in these sectors. The trend is likely to continue with the market expected to reach ₹460 billion by 2023, at a CAGR of 9.6 percent, as per the Industrial Fasteners Market Global and India 2018-2023 report.

It is pertinent to note that the presence of numerous companies on the Fastener manufacturing landscape makes the market highly fragmented, and this volatility needs to be eliminated. It is dawning upon companies that the ways of working which garnered business for them in the last several decades are unlikely to succeed in the coming decades unless they transform and innovate. Business opportunities will emerge when industries manufacture products using innovative techniques and manufacturers need to tune themselves to this.

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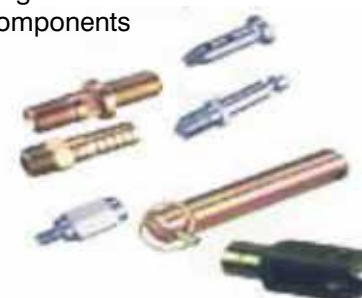
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BUSINESS BUILT ON TRUST

In a journey spanning nearly three decades, Mangal Industries has built credibility among its Indian and overseas customers by consistently offering them value added solutions. A snapshot of its evolution, from humble beginnings to the current leadership stature in the industry...



Source: Mangal Industries

Widely recognized as a trusted component partner offering a wide range of tensile fasteners, Mangal Industries, part of \$1.35 billion Amara Raja Group, has made its mark as a design-led organization. The company which began its journey when India was still in the pre-liberalization era with metal fabrication business, today boasts of serving major Indian and international companies such as Ashok Leyland, Royal Enfield, Yamaha Motors, TVS Motors, Bosch, Hanon Systems, SAME DEAUTZ FAHR, Motherson Automotives, Nissan India, Wheels India, Rane TRW, JM Frictech and many more.

Thriving business

Mangal started its journey with

its Metal Fabrication business in 1990. It currently has six Strategic Business Units (SBUs), serving customers from diverse industries. "We differentiate ourselves by combining the synergies of advanced engineering, state-of-the-art manufacturing and top-notch customer service to offer world-class quality products to our customers," shares Harshavardhana Gourineni, Managing Director & CEO, Mangal Industries. High Tensile Fasteners is part of the Auto Components SBU, which was started in 2004 in Chittoor District, Andhra Pradesh. "Originally, the plan was to serve captive requirements. From the year 2011, we started working with

external market opportunities. During the last 3 years, investments have been done in specific areas to augment capacities in Forging, Heat Treatment and Plating. Current plant capacity is 12,000 MT with further capacity additions expected during FY20," he adds.

Wide range of products

Mangal products have various applications in both Automotive and Non-Auto industries such as Electronics, Engineering, Industrial and Power etc.

"Our product range covers Standard, Special, Chassis and Engine Bolts, Screws, Studs and Nuts," shares Gourineni. Standard fasteners in the company portfolio include



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Source: Mangal Industries

“We firmly believe that each major challenge gives us an opportunity to arrive at new solutions. Our group tagline, ‘Gotta be a better way’ is our driving inspiration.”

Harshavardhana Gourineni
Managing Director & CEO
Mangal Industries

Hexagon screws and bolts, Hex flange screws and bolts, Cross recessed screws, Socket head cap screws, Studs and Nuts. Special fasteners are manufactured to suit customer specifications with a variety of surface plating options. Chassis Fasteners include Hub/ Wheel Bolts, Propeller



Source: Mangal Industries



Source: Mangal Industries

Shaft Bolts, Suspension Bolts, and 2W Axle Bolts. Engine Fasteners include Bearing cap bolts, Connecting Rod Bolts/ Screws, Cylinder head bolts/ screws and studs, and Fly wheel bolts.

Coming to business operations, the company is currently focused on the Indian market and assessing overseas opportunities.

World-class manufacturing

The company has set up state-of-the-art manufacturing facilities. Gourineni reveals that the layout of the fastener plant has been designed for optimum space utilization and reducing material movement. It has invested in the best equipment for various processes, most of which are automated, thus meeting the QCDS requirements of its OEM customers.

“We are collaborative with customers for VA-VE activities

by giving inputs on design and process optimization to meet customer cost targets. Our APQP process is robust for meeting customer NPD timelines and also any EC revisions,” he adds.

All of the company’s processes have SCADA controls which ensure that process variation is restricted and product quality levels are met. Except for RM, all of the operations related to manufacturing are under one roof.

Mangal follows major Indian and international standards such as IS, DIN, JIS, ASTM, BS and ISO.

“We have a world-class inspection laboratory to check product quality in various processes to ensure that the products delivered to OEMs are with zero defects,” informs Gourineni.

Mangal Industries also has a sophisticated automatic surface coating line which has zero water discharge. “We currently offer zinc phosphating, zinc trivalent and zinc iron plating with various passivation (Bright/ Silver, Yellow and Black),” he adds.

Process-driven approach

Speaking about product innovations, quality standards and processes, Gourineni shares, “The engineering team at Mangal is well-experienced and has the latest software tools to carry out tool design and process engineering activities for various projects. Our expertise in tool design to minimize secondary operations supports process



Source: Mangal Industries



Source: Mangal Industries

optimization and gives the needed cost benefit to the customers. Our quality systems are very robust to ensure that the products manufactured meet specifications and have a clear record for traceability. This helps us address customer grievances, if any."

The company's plant operations are certified with major quality standards like ISO 9001:2015, IATF-16949:2016 and ISO EMS 14001-2015.

Mangal is also a recipient of numerous quality and excellence awards in various arenas including

Manufacturing, 5S, QCC, GB, and Six Sigma. It started its TPM journey in 2018, and is progressing as per the plan.

Meeting ever-changing needs

"We firmly believe that each major challenge gives us an opportunity to arrive at new solutions. Our group tagline, 'Gotta be a better way' is our driving inspiration," notes Gourineni, when asked on the company's way to tackle challenges that keep emerging in today's volatile market.

The Corporate Strategic Planning wing in Amara Raja Group facilitates multi-level

meetings to define objectives, strategies and programs for achieving business goals. "It is a systematic and structured approach to analyze various elements, which forms the basis for the business plan. This, in turn, leads to a clear roadmap for execution in line with the company vision and mission. These actionable strategic plans give direction to respective business on various perspectives like finance, marketing, technology, business excellence, and CSR," Gourineni explains.

And then there are challenges such as rise in raw material prices and counterfeit products which can majorly impact the industry. "We have taken certain actions to de-risk RM volatility by monitoring suppliers' ecosystems and price-related governing dynamics. We wish to engage with supplier partners who follow the same core values as Amara Raja so that there is alignment and harmony in the relationship. Counterfeit products are a major issue plaguing the industry for some time now. In return, we put in place steps to create brand awareness and improve our channel network," he concludes.



Source: Mangal Industries



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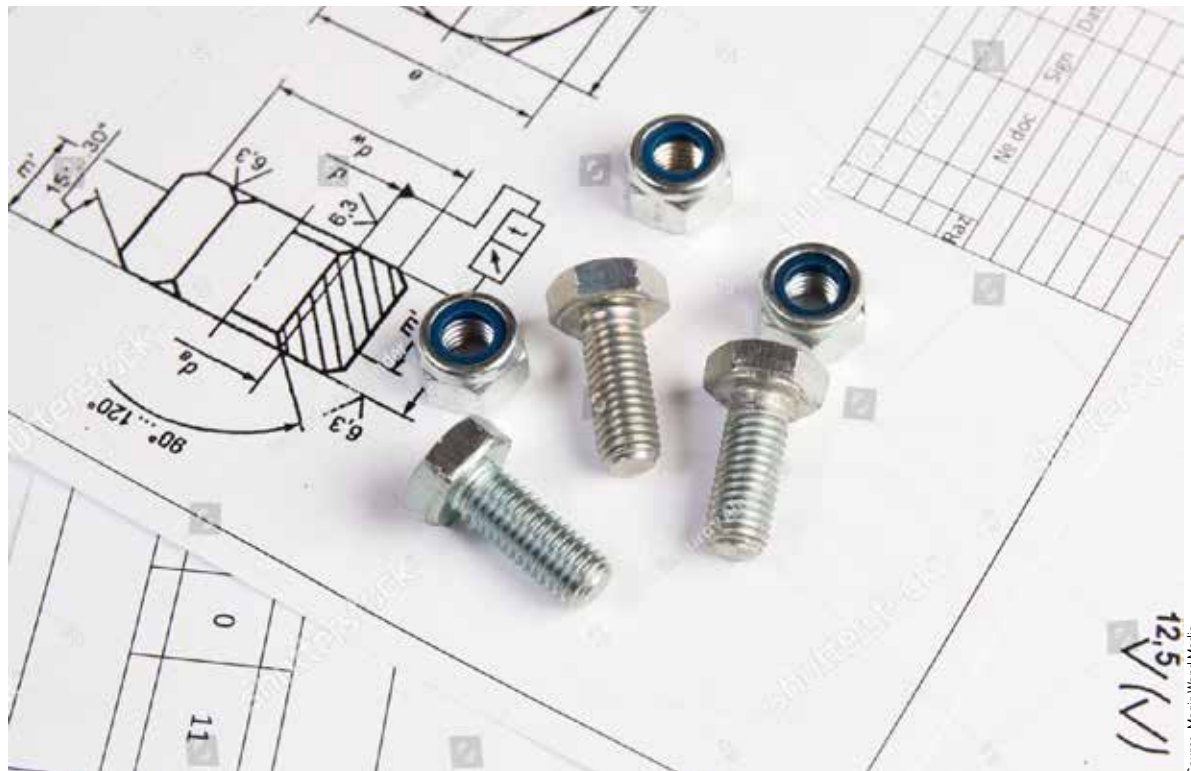
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STAYING ON TOP OF CHANGING STANDARDS

If you are in the business of making, selling, buying or using fasteners, you must always have access to the latest revisions of the technical standards and data governing these products. Your customers and quality auditors expect you to keep your library of standards current. Ignorance is no excuse!



Source: Magic Wand Media

Not infrequently, I speak to people in the industry who tell me, sometimes sheepishly, “Yeah, I have this ‘older’ Industrial Fasteners Institute (IFI) Book sitting on my book shelf. I don’t know which edition, but it’s so beat up because I use it so often. It’s a great book! Do you think I should get the latest one?” My response to this well-intended inquiry is always, “You should know that none of the standards in your book is current. They have all been revised! So yes, definitely; you

should get the latest edition of the IFI Book!”

Revising standards

Books of Fastener Standards have been published by the IFI since the Institute published the first edition in 1941. The ‘IFI Book’ is considered as the ‘BIBLE’ for the fastener industry as an authoritative reference for fastener specifications and technical data. But not many know that nearly half of the 91 standards included in the 9th Edition were revised between publications

of the 9th Edition (2014) and the 2018 Edition (aka 10th Edition)! There were also two significant new standards (i.e., that did not exist at the time of the 9th Edition publication) that were included in the 2018 Edition.

Now, not to sound too alarmist, but you should also know that since publication of the 2018 Edition one year ago, already 9 of the 92 standards included in the book have been revised. One of them, ASTM A370 has been revised three times! Some revisions are mi-



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nor or simply re-approval of the existing standard, but a few revisions are significant. For example, ASTM F3125/F3125M-2015a, the material standard governing structural bolts (included in the 2018 IFI Edition), has since been revised by ASTM Committee F16 on Fasteners to ASTM F3125/F3125M-2018, and another revision is already in the works. The ASTM F16 committee made several significant modifications and clarifications, notably in relation to coatings and the requirement for rotational capacity testing. If you are in the structural bolting business and you do not have access to the latest revision of this standard, you are not only putting yourself at a serious disadvantage, but you also risk costly remediation resulting from unintended non-compliance.

Reasons to revise

There is a good reason why standards (ASTM, ASME, SAE, ISO, IFI) are updated and revised on a continuous basis. These consensus standards are living documents. They provide a technical blueprint for producers, sellers, buyers and users of fasteners. To be effective, the standards must reflect the 'state-of-the-art' as it is today, not as it was in the past.

Consensus standards organizations, in this case, ASTM, ASME and SAE, require that

their technical committees systematically review their standards every five years, and to make revisions when necessary. Sometimes, there are no changes required; the committee simply reapproves the standard. In such a case, the designation of the standard is changed to the current year, but it also references the original approval. For example, the designation, ASTM F1940-07a(2019) means that the 2007a revision of the standard was reapproved verbatim (i.e. without any modification) in 2019.

Often, however, the technical committees do revise the standards, either upon the systematic 5-year review period or before the 5-years are up to reflect changes in technical requirements in our continually evolving industry. From time to time, an entirely new standard specification is published that did not previously exist. These revisions are brought about by changing market conditions and evolving needs resulting from the introduction of new products, improvements in manufacturing capabilities, or simply rewriting the way the requirements are specified in the standard to clarify and eliminate gray areas of interpretation that occur in practice.

IFI Online Book of Fastener Standards

The 2018 Edition IFI Book of

Fastener Standards is available in the traditional hardcover format. For all the reasons I indicated above, the Book begins to become obsolete the moment it is printed. It is like a perishable fruit with a 'best before' date. Now, that does not mean you can't use it. If you know which standards are being revised and you keep on top of the changes, you can keep the book for years. Eventually, it will become a useful source of historical standards. I keep all the old IFI Books in my personal library for that exact reason. But you will not be able to use the book as a reliable source of the latest standards. Certainly, the Book would not be acceptable to an auditor who assesses your 'document control' procedures within your accredited quality system.

To address this problem, while adding other useful capabilities, a new format of the Book called the IFI Online Book of Fastener Standards was launched at the same time as the publication of the hardcover. It is an online library that provides access to the same 92 standards available in the hardcover Book. The online platform is a convenient and essential 'one-stop' collection that is always current, making it the perfect source of the latest standards for an auditable quality management system. As soon as a new revision to a standard is released,



Source: Industrial Fasteners Institute

the Online Book is updated within days.


IFI Technology Connection

The indispensable companion product to the IFI Online Book of Standards is the IFI Technology Connection (ITC). The ITC is an online database that compiles technical data for any inch or metric fastener. All the data in inch (ASTM, ASME, SAE, IFI) and Metric (ISO) standards has been integrated in the ITC. Like the Online Book of Standards, the ITC is always kept current and as the standards from which the data are taken are revised, the ITC is also revised.

The ITC is the product of years of development and is unique in the world. It offers the most valued and incredible time savings in terms of definitive access to data for inch and metric fasteners.

The ITC database is available for an annual subscription fee of \$1,000 per year for one user. Multiple user packages are also available. There is a 30-day free trial available with the purchase of the IFI 2018 Edition at the following link.

The IFI 2018 Book of Fastener Standards (Hardcover and Online) and the IFI Technology Connection are available for purchase at the IFI webstore at <http://www.indfast.org/shop/>

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Season's Greetings for a Productive 2020!



Invitation for Contributions

We will be glad to feature your breakthrough stories, case studies, technical articles in Fasteners India.

Please feel free to send us your views on the issue on info@fastenindia.com.

Fasteners India 2020 Team!





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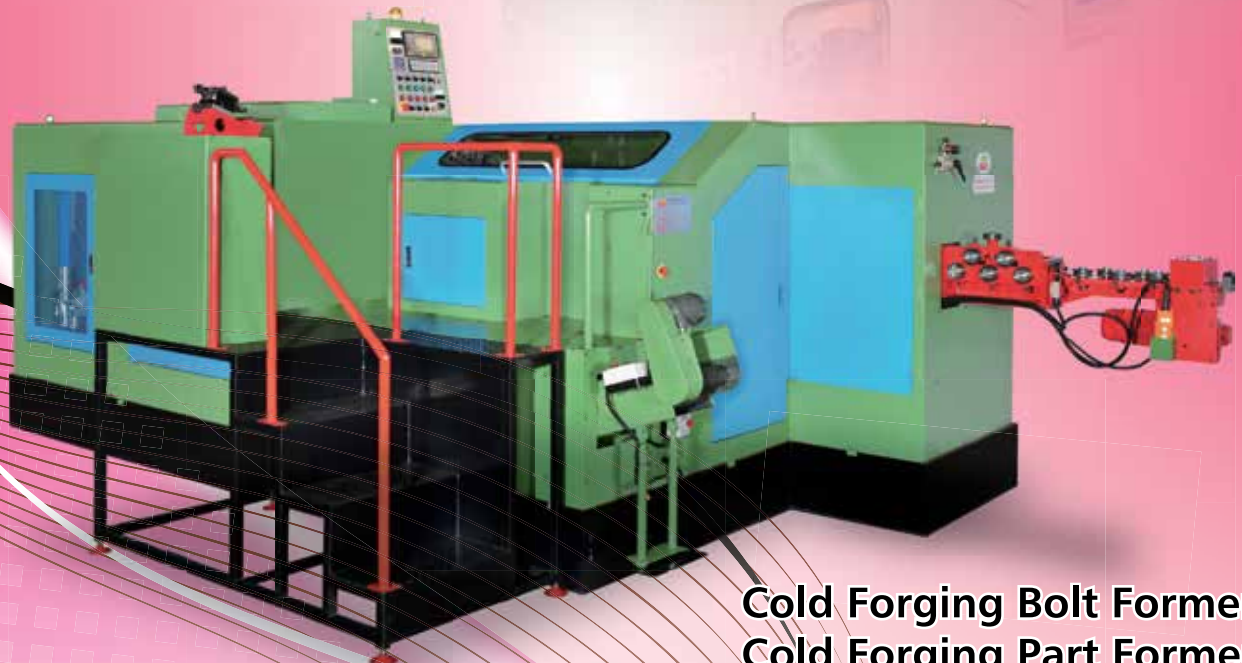
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High-Quality Governance Needed for Economic Growth

DV Sadananda Gowda, Union Minister for Chemicals and Fertilizers, speaking at 'Rethinking Quality for New India', a summit organized by the Confederation of Indian Industry (CII), said that the government was focusing on implementing its flagship schemes. He added that the center was striving hard to improve the economy along with social inclusion and strong governance.

"New India at 75, should be different. The government has a sharper focus on implementing flagship schemes that have already been launched. The government is also willing to accept growth proposals from trade bodies like the CII," he noted.

Vikram Kirloskar, Chairman, CII and Vice President, Toyota Kirloskar Motors, in his opening address at the summit said that quality is not just about following processes; skill development is also important to ensure and maintain quality. "Quality has to be looked at from a customer perspective. Our revenue is the sum of each customer's experience and not overall number. Quality is all about sustained relationships. So the core focus should be on building trust. We have a lot to do in terms of improving relationships between governments, industry, and the society in general," he added.

Concurring with Kirloskar's views, Suresh Krishna, Chairman, Sundaram Fasteners, said that quality must begin from the top management who has a primary responsibility of inculcating quality aspects across the board. "A top down approach is required, then only employees can be motivated to learn and deliver better quality on their own. Upskilling-driven quality enhancement is a must, else robots will take away a lot of our current jobs," he noted.

Emphasizing the co-relation between technology and quality, R Mukundan, Executive Director, Tata Sons, said that quality is not just a destination but a movement and a journey.



Source: Magic Wand Media

Kurali Gets First Common Effluent Treatment Plant



Source: Magic Wand Media

Punjab's Kurali district will have its first common effluent treatment plant catering to electroplating industry for treatment of its effluents. The plant, with a daily capacity of 150 kl, will be constructed at Chanalon.

The land for setting up the treatment plant has been leased for two decades by Punjab Small Industries Export Corporation on a build-on-operate basis. The metal surface finishing industry is expected to benefit from this arrangement.

Up until now, these units would send effluents to Ludhiana for processing. Some 550 units in the district will get advantage from this common effluent treatment plant.

Sundram Fasteners Chairman Receives 'Quality Ratna'

Suresh Krishna, Chairman, Sundram Fasteners, has been conferred with the 'Quality Ratna' award by the Confederation of Indian Industry (CII). In its citation, the CII Institute of Quality said, "Suresh Krishna has been a role model for the society in embracing the principles of Quality, in both personal and professional life. He pioneered the constitution of the TPM Club of India in collaboration with the Japan Institute of Plant Maintenance (JIPM) in 1998 and was its first Chairman. Thanks to his leadership and contribution to the TPM/Quality movement, India today has the maximum number of TPM award winners outside Japan."

Adhesives to Aid EV Designs

Electric vehicles (EVs), unlike conventional vehicles, need light-weighting, and adhesives can aid in EV designs. Companies such as Henkel Corp, DuPont, and 3M are using their experience in EV battery designs, as per a report by Automotive News.

Adhesives can replace/reduce heavy mechanical fasteners in the battery designs and make it lighter and thinner. The bond can separate materials faster as against the traditional

nuts and bolts. Adhesives have accurate gap control and bond parts such as battery cells, battery module side panels, cooling plates and more.

The report says that 3M uses two-part epoxy and acrylic structural adhesives, which bond to a broad range of materials for different levels of strength, and urethane epoxy adhesives, which are best for modules or individual cells and have cooling applications.

German-based Henkel Corp has been developing adhesive products for EVs under different brands. The report further reveals that Henkel is known for Bergquist silicone-free materials, and these liquid gap fillers manage the thermal load generated from the battery pack.

Commenting on the ongoing developments in the auto industry the report tells that automakers are setting bigger goals like longer range, quick charging, and cost-effectiveness and to achieve this all, adhesives are needed. Industry sources believe that innovation and light-weight materials are the need of the hour and adhesives add much value in this.



Source: Magic Wand Media

Reed Exhibitions Takes Up the Baton for Fastener Fair

Reed Exhibitions has announced full ownership of three events in India - Blech India (Mumbai), Fastener Fair (Mumbai and Delhi) and ExpoRail (Delhi) - previously organized by Inter Ads-Brooks (IAB), a 50/50 joint venture in India.

Gregory Zaraisky, CEO, Reed Exhibitions India, said, "We are pleased to have now completed the next step of the Mack Brooks acquisition journey. I look forward to seeing all events thrive from our team's accumulated and significant knowledge and expertise within respective industry sectors."

Rajan Sharma, Director, Inter Ads Exhibitions Pvt Ltd, stated, "While we pass on the legacy that we have built over the past decade to Reed Exhibitions, Inter Ads India will continue with its endeavor of bringing focused international exhibitions and conferences to the Indian market."

Würth Industry North America Acquires Fasco Fastener

Würth Industry North America (WINA), Indianapolis, IN, US, has acquired Fasco Fastener, a strong brand and 40-year old distributor of stainless steel, silicon bronze and brass fasteners to the wholesale, OEM and large retailer trade. The purchase will better serve the needs of WINA customers in the recreational marine, solar and general manufacturing markets. The acquisition fits WINA's strategy to provide expert supply chain solutions, and complements WINA's strength in the marine market from Marine Fasteners, the top distributor of stainless steel fasteners for marine OEMs. With Marine Fasteners, Fasco will expand services to



Brazil. The Fasco brand name will continue as a division of Marine Fasteners.

customers across the US, Mexico, Canada and

Fastener Fair USA in MAY 2020

Fastener Fair USA will hold its third annual trade show and conference in May 2020 in Charlotte, NC, US, a major manufacturing hub. The event for the entire fastener supply chain runs from May 18-20, 2020, at the Charlotte Convention Center. This year's show theme, 'Holding Industry



segments that touch fastener and fixing.

Together', reflects the event's expanding mission to serve all industry

IFE 2019 Records Over 5,000 Visitors

The International Fastener Expo (IFE) 2019 attracted more than 5,000 professionals from the fastener, machinery and tooling and industrial-related industries. Held from September 17-19, 2019, at the Mandalay Bay Convention Center in Las Vegas, NV, US, the event recorded an increase in qualified buyers per exhibitor. The show organizers noted an increase in the exhibiting companies, particularly in the North American segment, with over 59 new exhibitors, bringing the total number of exhibitors to over 650. A two-and-a-half-day conference agenda of 12 sessions and two full-day workshops offered

INTERNATIONAL FASTENER EXPO insights on new fastener innovations and solutions to finding skilled workers. With more than 900 delegates, this year's annual welcome reception at IFE 2019 had full capacity attendance. The 2020 International Fastener Expo will take place from September 28-30, 2020, again at Mandalay Bay in Las Vegas, NV, US.

Source: American Fastener News Report



www.fastenertech.com
November/December 2019



Mike McNulty
VP & Editor
Fastener Technology International

Sherex Appoints G.L. Huyett as Master Distributor

Sherex Fastening Solutions LLC has named G.L. Huyett a master distributor of Sherex Blind Rivet Nut Inserts and Rivet Nut Installation tools in a strategic move meant to enrich the supply chain of the OEM fastener distribution market. G.L. Huyett will support the market with safety stock, broken-box small order fulfilment and technical support, all at a competitive price. Adam Pratt, President & CEO, Sherex, said, "We see G.L. Huyett as a leading supply chain innovator in the industry with a unique combination of value-added technical tools, superior customer service and one of the most highly-trained field sales teams in the business." Tim O'Keeffe, CEO, G.L. Huyett, noted, "This will be a great partnership with a market leader in rivet nuts with a nearly worldwide operation."

Bufab to Acquire American Bolt & Screw

Bufab AB, has entered into an agreement to acquire all outstanding shares in the US company, American Bolt & Screw Manufacturing Corporation (ABS), Ontario, CA, US. With annual sales of approximately US\$52 million, ABS is a leading distributor of fasteners and other C-class components in the North American market. The company also has branch offices in the states of Indiana, Georgia, Texas, Oregon and Arizona. The acquisition will be financed within Bufab's existing credit facilities. The purchase price paid upon transaction closing amounts to US\$30 million on a cash-free/debt-free basis. A further deferred purchase price of US\$30 million will be paid in instalments, mainly from 2023 to 2024. Finally, a performance-based additional payment may happen in 2023, conditional on a significantly improved operating profit.



Fastenal Reveals Preliminary Designs for New Office

Fastenal has shared preliminary designs for a new downtown Winona, MN, US office. Although

construction won't begin until 2020, Opportunity Winona has released new preliminary designs of what the four-story building might look like. Currently, it is estimated that the office's construction will be completed in fall 2021. The new office is expected to have space for about 400 to 600 employees. The building, which will be located on Second and Washington streets and will fill an entire city block, has been designed by Kubala Washatko Architects. The building's general contractor will be CD Smith Construction. According to Opportunity Winona, the design makes a strong connection with the rest of Winona's downtown.



SPIROL Launches E-commerce in Europe

SPIROL has announced the launch of Shop.SPIROL.com for online purchasing of coiled spring pins in the UK and Germany. While all of SPIROL's engineered fasteners will eventually be available through the website, the first product available for purchase is the coiled pin. As the inventor of the coiled spring pin in 1948, the company has set the industry standard for this engineered fastener. It offers the world's largest standard offering of coiled pins available in light, standard and heavy duties in diameters ranging from 0.8 up to 20 mm (1/32" to 3/4"). Visitors to Shop.SPIROL.com can request certifications, search by part number or specification, select materials and finishes and submit a custom RFQ.

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Fasteners India issues:
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About FAI: Fasteners Association of India (FAI) being the only Pan India Association has received a phenomenal response since its inception under two years back with around 350 members and has conducted several technical seminars and Industry meets till date, details of which can be viewed at www.fastenindia.com. Its efforts endeavour to impart skill and technology especially at the SME level to propel India to its true potential at the international stage.

Frequency: Quarterly

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Full Page	297 H x 210 mm W (+3 mm bleed)	25,000	637
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Demand Woes Hit Bossard's Earnings

Bossard's interim report for the first half of 2019 reported a 3.2 percent fall in sales to CHF 218.7 million (-1.6 percent in local currency) for its second quarter. For the first half, Bossard posted a 1 percent increase to CHF 450.9 million (+1.9 percent in local currency). Bossard says the slowing economy and strong Swiss Franc are notably affecting business in Europe.

European sales at CHF 125.9 million in the second quarter were 1.9 percent down as against same period in 2018. In America, net sales fell 9.9 percent to CHF 55.3 million (-11.2 percent in local currency) for the second quarter.

Asian sales in the second quarter increased 3.9 percent to CHF 37.5 million (+7.1 percent in local currency). Bossard continued to post growth in China, India and Taiwan. It reported a net income of CHF 41.6 million for the first half of 2019 as against CHF 49 million from the previous year. Return on sales dropped to 9.2 percent, from 11 percent in same period last year. Bossard cited waning demand and additional investments to expand the services portfolio in smart factory logistics and engineering.

Based on the declining trend in purchasing manager indices, Bossard expects demand to be moderate in the second half of the year. Against this backdrop, it says, the EBIT margin for 2019 is expected to be at the lower end of the 10 - 13 percent.



Source: Magic Wand Media

Cooper & Turner Acquires Beck Industries

Andaray (Holdings) Ltd and its direct and indirect subsidiaries (Cooper & Turner) have announced the acquisition of Beck Industries, a manufacturer and distributor of fully certified, high-security bolting components.

The combined company aims to be the first truly global manufacturer of safety-critical fastening applications,

supporting a broader range of industries such as renewable energy, downstream oil and gas, power generation, nuclear, rail, tunnelling, construction and heavy equipment, etc.

"We are excited to join the Cooper & Turner family," stated Hugues Charbonnier, former Beck President, who along with his wife Karine Charbonnier, is selling Beck. Both remain on the management team as Executive Vice Presidents of Cooper & Turner. "Our complementary technologies, facilities, services and product portfolios will form an unequalled platform to serve local and international clients," he added.

"Today's acquisition strengthens our position as a seamless, one-stop shop for the highest-quality, mission-critical industrial fasteners," stated Tony Brown, Group CEO and President, Cooper & Turner. "Supported by our partners at the Watermill Group, we see tremendous opportunity to accelerate innovation and growth within the global energy and infrastructure markets," he added.



Source: Magic Wand Media

Würth Group Sales Up 5.2% in H1 2019

Würth Group reported sales of €7.2 billion, a 5.2 percent increase in the first half of 2019 as against 2018. However, operating results declined. In Germany, Würth generated sales of €3 billion, a 3.6 percent year-on-year growth. Southern European companies reported highest growth rate at 11.8 percent. Adolf Würth GmbH & Co KG, the parent company and the largest in the Group reported sales of €1.035 billion (+ 6.6 percent) and is sure to surpass the €2 billion mark for the full year. Würth's electrical wholesale unit reported strongest growth overall, at 13.8 percent, partially attributable to acquisitions.

Organic growth was 6.5 percent.

At €340 million at the end of the first half of 2019, the operating result of the Würth Group is down against previous year (2018: €400 million). "Our gross profit margin is under pressure. We cannot fully pass rising purchasing prices on to our customers in the market," Robert Friedmann, Chairman, Central Managing Board, Würth Group, explained. "In addition, our continued investments for expansion have an impact on the result. Yet, they are a means to prepare the ground for future growth. Nonetheless, we expect to close the financial year 2019 reporting an operating result comparable to last year's." In 2018, Würth's operating result was €870 million.



Source: Magic Wand Media

Bossard Acquires Boysen

The Bossard Group has completed the acquisition of Boysen distribution business of German Aquaero group (owner of SACS Boysen Aerospace). With this acquisition, Bossard significantly expands its presence in the aerospace industry. Founded in 1967, the distribution company Boysen has a superior reputation for high-quality fastening solutions

and is characterized by a large international customer base.

Boysen, headquartered in Munich, employs 54 people and generates an annual sales equivalent to CHF 29 million (€26.3 million). The company has offices in Hamburg, Germany, and Irving (Texas), USA. Boysen's main market is Europe.

In recent years, Bossard has shown substantial commitment to building up its expertise in the aerospace industry. In 2015, it acquired US distributor Aero-Space, Southwest Inc. In 2016, Bossard received its official aerospace certification for France and Switzerland, and recently, Italy. The Group believes that based on the quality of its fastening solutions and engineering services, as well as its proven expertise and innovation strength in the field of logistics solutions, it will be able to unlock additional development and growth potential in this demanding industry. In this respect, the completed acquisition may be seen as an important element in Bossard's long-term strategy.



Source: Magic Wand Media

Modest Growth in Challenging Environment

SFS Group reported modest growth in a challenging environment during Q1 of 2019. Group sales increased 1.4 percent to CHF 867.8 million. However, sales declined by 2.4 percent due to weak economy and trade tensions. Overall SFS expects better development in Q2.

SFS reported earnings 'marked by mix effects and demand-driven fluctuations in capacity utilization'. EBIT was CHF 105.5 million for the half year, with an adjusted EBIT margin of 12.6 percent, down 13.6 percent against the previous year. The Group strengthened its market position in the US through acquisition of Triangle Fastener Corporation (TFC). It also commissioned a new manufacturing platform in Nantong, China.

Fastening Systems segment reported strong sales growth of 16.6 percent to CHF 248.3 million driven by consolidation of HECO and TFC. Organic development was negative at -1.8 percent with further negative impact from currency exchange effects (-2 percent). Segment operating profit increased 15.5 percent against H1 2018 to CHF 24 million with EBIT margin maintained at 9.4 percent.

SFS reported divergent trends among its fastening divisions with stable demand in the construction industry. The division also benefitted from close collaboration between TFC and HECO, expanding the product portfolio with innovative solutions in timber construction. SFS expects the positive trend to continue in the second half. SFS Distribution & Logistics segment in Switzerland experienced positive organic growth (+0.3 percent) with sales at CHF 165.3 million, attributed to tools business, e-shop and retail stores. EBIT at CHF 13.3 million reflected 7.4 percent growth as against 2018, with adjusted EBIT margin increasing from 7.2 percent to 7.9 percent.

Bulten Q2 Hit by Automotive Downturn

Bulten AB announced second quarter sales at SEK 781 million, a decrease of 3.5 percent on same period in 2018. EBIT fell to SEK 21 million equating to an operating margin of 2.7 percent. Net sales for the first six months were SEK 1.591 billion, a decrease of 4.3 percent against the first half of 2018. EBIT totalled SEK 79 million, down from SEK 124 million for the first half of 2018, and equating to an operating margin of 4.9 percent. Order bookings totalled SEK 1.485 billion, a decrease of 9.1 percent against last year. Bulten said that earnings for the second quarter were negatively affected due to lower production rate in order to adjust the stock level. Anders Nyström, President and CEO, Bulten AB, said, "We saw a further decline of car sales, which began in the second half of 2018 and the market situation was reflected in Bulten's lower volumes. Net sales decreased by 3.5 percent. Earnings were affected by lower rate of production and sales towards the end of the quarter. Lower production rate brought reduction in inventories and resulted in lower utilisation of production units' capacity and under-absorption of fixed costs. The ambition of adapting inventory levels was communicated in connection with Q1 report. The under-absorption had negative impact on earnings of approximately SEK 25 million during Q2."

Bufab Reports Positive Q2

Bufab Group's net sales rose 11 percent to SEK 1.089 billion in Q2 of 2019. Net sales for Q1 of 2019 were up 13 percent to SEK 2.18 billion, organic sales increased 4 percent. Operating profit (EBITA) for the quarter was SEK 103 million. Operating margin was 9.5 percent. Half year EBITA increased to SEK 222 million with operating margin of 10.2 percent. Order intake for Q1 rose by 13 percent to SEK 2.164 billion, somewhat lower than net sales. Bufab completed the acquisition of HT BENDIX A/S, which has annual sales of around SEK 500 million. Acquisition costs of SEK 3 million were charged to Q2 of 2019. Bufab described the acquisition as a significant complement to its operations in the Nordic region.

Jörgen Rosengren, President and CEO, Bufab, said, "Bufab continued to perform well in Q1 of 2019. Cash flow increased compared to Q2 of 2018. We continued to invest in our 'Leadership 2020' strategy, and in July we completed a significant acquisition. All of this was achieved against an increased uncertainty in the market. The underlying demand decreased during the quarter, particularly in industries such as automotive and geographies such as China. Despite this, Bufab posted organic growth of 3 percent, due to increased market shares in many regions."

New JV Takes Ribe-Aluform to North America

Duncan MacLean, President and CEO, MacLean-Fogg, has announced the joint venture formation of Aluform USA between Richard Bergner Verbindungstechnik GmbH & Co KG (RIBE) of Schwabach, Germany, and MacLean-Fogg Component Solutions (MFCS) of Mundelein, Illinois, USA. The RIBE-Aluform product is a market leader in the automotive industry for high-strength aluminum bolt, screw and stud fasteners for lightweight, and corrosion-sensitive automotive applications.

Aluform USA combines RIBE and MFCS strengths to bring the Aluform range to the North American marketplace, with application engineering, customer support and manufacturing in the USA. European sales at CHF 125.9 million in the second quarter were 1.9 percent down as against same period in 2018. In America, net sales fell 9.9 percent to CHF 55.3 million (-11.2 percent in local currency) for the second quarter.

"The RIBE-Aluform product line sets the global standard for high-strength automotive aluminum fasteners. Vehicle lightweighting will continue to be a major industry trend as OEMs work to improve fuel economy and battery range," said MacLean. Frank Bergner, Managing Partner, RIBE, said, "MacLean-Fogg's excellent manufacturing capabilities, application engineering and high customer service makes them an ideal partner to support and grow Aluform in North America."

Aluform USA LLC will be headquartered within the existing MacLean Maynard division of MFCS in Chesterfield, Michigan.



Change in Hilti Executive Board

Marco Meyrat, a Member of the Executive Board since 2005, will leave the board as planned at the end of the year and join the Board of Directors and the Martin Hilti Family Trust. Joaquim Sardà, currently Head of Southern Europe region will succeed him on January 01, 2020. Meyrat started as a Product Manager in 1989 in direct fastening at the headquarters in Liechtenstein. Important positions over his 35-year Hilti career included handling the Swiss and German markets. In 2005, he became a Member of the Executive Board responsible for worldwide sales and marketing. Since 2017, he has been responsible for North America region and emerging markets.

Sardà has been with Hilti for 15 years in different positions. He began with corporate development at the headquarters and later held multiple management positions in sales in Italy and Germany. In 2012, he took over as the Head of Market Operations in Italy.



Source: Fastener + Fixing Magazine



Will Lowry
Editor
Fastener + Fixing Magazine

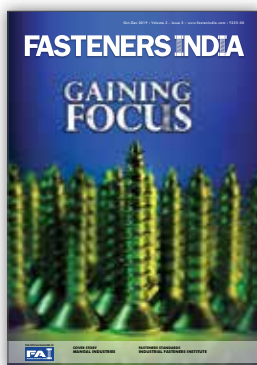
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About FAI: Fasteners Association of India (FAI) being the only Pan India Association has received a phenomenal response since its inception under two years back with around 350 members and has conducted several technical seminars and Industry meets till date, details of which can be viewed at www.fastenindia.com. Its efforts endeavor to impart skills and technology especially at the SME level to propel India to its true potential at the international stage.

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Rodrigo Egêa with his aerospace fastener team

Rodrigo Egêa New Metalac President

Rodrigo Barranqueiro Egêa has become the new President of Metalac from June this year. Metalac, originally a Brazilian company, founded in 1953 in Sao Paulo City, is a fastener manufacturer. Julio Milko and Léo Braun led the company from 1957 to 1995 on an ambitious growth plan, in tune with high-tech fastener production. In 1970s, the company moved to Sorocaba town which is its current address.

Currently, Metalac is a subsidiary of Precision Castparts Corp. (PCC), US. PCC is a worldwide manufacturer of a wide range of complex metal products for aerospace and industrial applications. It operates in three main segments: castings, forgings and structural aeronautical components.

Egêa, an engineer, joined Metalac in 2001 as a

fastener specialist. In 2011, he was transferred to the US to work in PCC in the development and implantation projects. He returned to Brazil recently.

Egêa has gained expertise in working for an ambitious and innovation process on Metalac operations including diversification and, especially on the implantation of an aerospace fasteners line production. In 2018, the company got AS9100 certification, which permits it to produce for the aerospace sector.

Metalac is one of the most important fastener companies not just in Brazil, but also in South America with a significant presence in the automotive sector providing critical items. However, it is not enough for Egêa who believes that the potential of the Brazilian PCC unit is still evolving.



Steel Production to Close Negatively in 2019

Brazilian crude steel production has fallen by 5.4 percent until August this year. Despite the growth, a little shy on the metal industrial sector, the Brazilian crude steel production was 22.2 million tonne in the first few months of 2019, which represents a 5.4 percent drop compared to the same period of the previous year. The production of rolled products in the same period was 15.4 million tonne, about 2.5 percent low in relation to the same accumulated in 2018. The production of semi-finished products for sales totalled 5.9 million tonne from January to August, 2019, a 10.7 percent retraction on the same basis of comparison.

Domestic sales recorded 12.4 million tonne from January to August 2019, which represents a 1.5 percent retraction when compared to the same period of the previous year. While the domestic apparent consumption of steel products was 13.9 million tonne accumulated until August 2019. This result represents a decrease of 2.3 percent compared to the period of 2018. Imports reached 1.7 million tonne, accumulated until August 2019, a decrease of 1.1 percent compared to the same period of the previous year. In value, imports reached US\$ 1.7 billion and retreated 5.7 percent in the same period of comparison. Exports reached 8.6 million tonne, or US\$ 5.1 billion, from January to August 2019. These results represent, respectively, an increase of 1.7 percent and a retraction of 4.8 percent compared to the same period of 2018.

Brazil to Hit 4M Vehicle Production Target

The Brazilian automotive production ended the year 2018 totalling 3,916,597 units including 2,745,739 light vehicles, 105,534 trucks, 28,536 buses, and 1,036,88 motorcycles. Additionally, the industry also produced 65,656 units of agricultural and road machinery, resulting in 3,982,253 units being produced overall.

From January to August 2019, the industry has manufactured 1,914,690 passenger cars (2.0%); 77,046 trucks (13.1%); 19,379 buses (-7%) and 743,556 of motorcycles (6.6%), totalling, a growth of 2 percent, as on date. Hence, the goal of manufacturing 4 million vehicles seems achievable if the current rise in vehicle

production of around 2 percent does not fall. The results will still be good if the mark of 3 million on cars, trucks and buses is hit. The production of agricultural and road machinery is low, with 36.5 thousand (- 9.8%). Not considering motorcycles and agricultural and road machinery, the last time that Brazil closed a year with more than 3 million automotive vehicles produced was in 2014 (3,146,386), the absolute record occurred was in 2013 (3,712,380), while the motorcycles record production hit its best result in 2008 (2,140,907).

REVISTA DO PARAFUSO



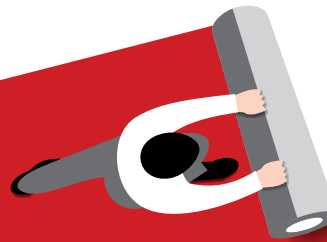
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Source: Revista do Parafuso
(The Fastener Brazil Magazine)

BRAZILIAN AUTOMOTIVE SECTOR PRODUCTION 2018-2019	Segments	2018 (Jan/Dec)	2019 (Jan/Aug)
	Light vehicles	2,745,739	1,914,690
	Trucks	1,05,534	77,046
	Buses	28,536	19,379
	Agricultural and Road Machinery	65,656	36,500
	Motorcycles	1,036,88	743,556
Total	3,982,253	2,791,171	

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HengYao to Invest in New Factories

HengYao industry, the world's largest manufacturer of welding nuts, is establishing new factories in Rende and Yongkang, Tainan, in response to the government's vigorously promoted policy of Taiwanese backflow.



Source: Magic Wand Media

With a total investment of NT \$1 billion, it is expected to create more jobs in the local market.

HengYao, which mainly produces special fastener nuts and extrusion fastener products for vehicles, has now production bases in Taiwan, Germany and Mainland China, providing one-stop manufacturing and sales services for the global market. According to the company, the new investment plan is expected to build new factories in Rende district and a new Yongke Factory in Tainan Yongkang Science and Technology Park.

High-Strength, Light-Weight Fastener Project in Changshu

The foundation for a high-strength and light-weight fastener project with an annual output of 60,000 tonne has been laid in Changshu Economic and Technological Development Zone. This is one of the key projects in Changshu in 2019 which will provide high-strength fastener and relating services for Chery Jaguar Land Rover, Guanzhi, Volkswagen and other domestic mainstream automobile manufacturers as well as new energy vehicle manufacturers.

Changshu Changli Fastener is a high-tech enterprise in Jiangsu province. It won the Small Giant Enterprise award and is a model enterprise of 'intelligent manufacturing' in Changshu. The company is committed to automobile fastener manufacturing and wheel assembly, providing services for major domestic automobile production companies. After years of exploration and practice, the company is known for its first-class production technology, advanced automatic intelligent equipment and excellent product quality. Its orders and market shares have been increasing year-on-year and the business maintains a sound development trend. In 2018, the company achieved

operating revenue of 308 million RMB, a total profit of 18.28 million RMB, and tax revenue of around 15 million RMB.

The project is based on environmental protection, energy saving and intelligent manufacturing. By adopting information technology, Internet of Things, Big Data analysis and other means to accelerate deep integration of enterprise information technology and intelligent manufacturing, it aims to improve production efficiency and quality control of the traditional fastener industry. Bao Zhengfang, Chairman, Changshu Changli Fastener, said that the new project construction will be taken as an important engine to expand market share and promote development, so as to improve the company's competitiveness and innovation.



Source: Magic Wand Media

Yueyi Technology Lays Foundation Stone

The foundation stone laying ceremony of Yueyi Technology Ltd was recently held in Jiangsu, which was attended by the management of the company along with its supplier representatives.

Yue Laipeng, Chairman, Yueyi Technology, said, "Owing to the hard work of the team, since the establishment of Shanghai UAZNC Precision Technology Co. Ltd, growth rate has been maintained at 48 percent each year. The company has set a goal to increase its sales by 70 percent in 2019."

According to him, UAZNC has achieved great success in the last six years, and is gearing up for scaling up further. It has plans to conduct in-depth lean production and invest heavily into research and development. The company also aims to cultivate a team of excellent sales personnel to spread awareness of its products and mark its presence in markets, he informed.



Source: Magic Wand Media

Shanghai Prime Starts Restructuring of Berlin Plant

Leading fastener manufacturer in China, Shanghai Prime has announced that after a strategic review of the group's business in Europe by the Board of Directors, the company is now closing its production plant in Berlin, Germany to restructure it.

The Berlin plant is the smaller of the two plants, owned and operated by Nedschroef Fraulautern GmbH (an indirect wholly-owned subsidiary of the company), engaged in the production of standard automotive fasteners for the European market. The sister plant of the Berlin plant is located in Fraulautern, Germany.

The Board of Directors took into account various factors including the current business environment, location and prospects of the Berlin plant, as well as the overall operation of the group (especially in the European sector). The European and Chinese auto markets suffer from the downturn which is expected to last until 2020.

The Berlin factory produces semi-finished standard fastener products, which are transported to Fraulautern factory for further processing. The two factories are about 750 km apart that generates additional transportation costs. In addition, the situation of the plant in Berlin limits further improvements in production efficiency.

The proposed restructuring will involve the permanent closure of the Berlin plant operations, redundancy of all existing employees and the transfer of almost all existing businesses and assets of the Berlin plant (mainly machinery) to certain other production plants of the group in Europe.

The Board believes that restructuring is in the best interest of the company and shareholders as a whole. The group expects to begin restructuring soon (including communication with existing employees and other internal and external stakeholders of the Berlin plant), with the goal of completing the proposed restructuring in the third quarter of 2020.

Gem-Year's Net Profit Reaches 126M RMB

Gem-Year, a leading fastener manufacturer in China, specializes in producing bolts, nuts and screws.

In the first three quarter of 2019, the company's total revenue was 2.36 billion RMB, a decrease of 3.8 percent year-on-year. Net margin, that belonged to the parent company, was 130 million RMB, an increase of 5.8 percent year-on-year. The earning of each share was 0.16 RMB. Within the report period, gross profit rate was 22.8 percent, an increase of 3.5 percent year-on-year. Net profit rate was 5.2 percent, almost the same as the last period.

Expenses rate was 13.4 percent, an increase of 3 percent year-on-year, which became a burden to company's performance. Cash flow returned from -8.056 million RMB to 310 million RMB.

As reported, the increase of operating income was due to the settlement of railway fasteners. In recent years, Gem-Year has invested heavily in high-end fasteners. Through upgrading manufacturing and inspection equipment, strong R&D development, Gem-Year provides customers with all-round support such as design, manufacturing, sale, service, logistics, etc. Further, due to cross-border e-commerce, the market share of Gem-Year has continued to grow.

First 'Made in Zhejiang' Standard of Fastener Industry

This year, Zhejiang Provincial Brand Building Federation has approved and released the group standard of T/ZBB 1086-2019 '500MPa high speed railway screw' drafted by Qifeng Seiko Technology Co., Ltd, marking the birth of the first product standard 'Made in Zhejiang' drafted by Haiyan fastener industry.

The high-speed railway screw is an important fastener in the railway industry. With strong technical research and development ability, Qifeng Seiko Technology is the main supplier of high-speed railway screws in China. By formulating the 'Made in Zhejiang' standard it will further promote the product quality of high-speed railway screws, and will also improve the 'Made in Zhejiang' 500MPa high-speed railway screw market competitiveness and share.

The technical indexes of the core meet the standards of German Federal Railway Corporation and China Railway Corporation, and are suitable for the design of high-speed railway ballastless track fastener system with a running speed of 350 km/h.



Source: Magic Wand Media

"The product standard puts forward higher requirements on the selection and inspection rules of raw materials for spiral spike, and presents a more stable plan for the control of forming so as to ensure the stability and reliability of product quality. It fully embodies the advanced nature of the product, and the technical level of the product reaches the international leading level as a whole," an official from Haiyan County Market Supervision Bureau quality and standard measurement section said.

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Tenglong Intelligent Manufacturing Industrial Park Inaugurated

Tenglong Intelligent Manufacturing Industrial Park was inaugurated recently in Zaozhuang. Around 2,000 people including Liang Xianting, Deputy Secretary, Zaozhuang; Sun Xinliang, Chairman, Zaozhuang CPPCC, and people engaged in the fastener industry, media, etc. attended the event.

The total investment of the industrial park is 5 billion RMB, of which 3 billion RMB will be invested in the first phase and 2 billion RMB will be invested in the second phase. The industrial park will aid the adoption of advanced manufacturing technology and international advanced production equipment. Besides R&D, processing and manufacturing of stainless-steel fine wire, and stainless steel and special alloy steel fasteners for special purposes will be carried out.



Source: Magic Wand Media

The first phase of the project covers an area of 16,54,000 sq mt with a building area of more than 1,00,000 sq mt. After this project is completed, the annual output of stainless steel fasteners and special alloy fasteners will be 84,000 tonne. The second phase is planned to cover an area of 20,000 sq mt, and introduce upstream and downstream enterprises of stainless steel manufacturing industry chain to Tengzhou.

National Technical Committee Holds Annual Meeting

Gem-Year, 3rd annual meeting of the 6th National Technical Committee for fastener standardization and the national standard review meeting were held in Xuzhou, Jiangsu province. Nearly 200 members, invited representatives and other representatives of the National Technical Committee for fastener standardization attended the meeting.

Ding Baoping, Chairman, the National Technical Committee for fastener standardization, gave a summary of the committee's work during 2018 and 2019. Five major units which participated in editing GB/T32076 series standards of preloaded high-strength bolted structure connection were honored with the third prize of the China machinery industry science and technology Award. Certificates were presented to six newly added members in 2019, one unit member and one observer.

The meeting reviewed 7 national standards and the list of standards such as 'A and B grades of hexagon head bolts with holes'. Representatives at the meeting reviewed the draft and discussed the summary of opinions to form the review resolution. It is required that the standard drafting working group shall modify and improve the standards according to the review, complete the standard draft for approval and report it according to the recommended national standards. Participants also discussed 'Fasteners for Nuclear Power Plants Part 1: Bolts, Screws, Studs and Nuts' and other national standards for fasteners for nuclear power plants and put forward suggestions for revision.

Taiwan's Fastener Industry to Improve in Q2, 2020

Cai Tujin, President, Fastener association, said that Taiwan's fastener export industry, which declined since the end of 2018, has not revived this year.

Tujin pointed out that the US-China trade war continues to affect Taiwanese fastener industry. In addition to China's low-cost competition, Taiwanese fastener industry is unable to smoothly join regional trade organizations such as the ASEAN and CPTPP, which makes the overall situation more difficult. In addition, the expected order transfer effect is not obvious, and most orders from the US to China are mostly transferred to Vietnam, Malaysia and other countries.

The industry calls for Sinosteel to open quotation of the fourth quarter in the interest of manufacturers and let Taiwan fastener industry spend a good year. According to the domestic base price announced by Sinosteel in August, the prices of bar line, and cold and hot rolling products also remained flat.



Fany Fan
English Editor

Source: ChinaFastener Magazine

ChinaFastener.com
We know China We know fastener

Taking the Lead in Machinery Customization

Fastener manufacturers seeking fastener machinery providers often contact Jern Yao in Taiwan, a company well known for its mature fastener manufacturing technology and also for the design and assembly of fastener machinery. Till date, Jern Yao has developed more than 250 types of machine models, topping its competitors around the world. Every year, the company assembles more than 180 sets of machines. Japanese Sugiara (supplier of Toyota), Italian top three leading industry giants - Fontana Group, Bontempi, SBE, and Turkish NORM Group are the primary customers of Jern Yao.

"Jern Yao's tries every possible way to satisfy its customers' customized demands and offer models at more competitive prices with performance on par with other leading brands," said Alec Tsai, GM special assistant, Jern Yao.

He further added, "Before we ask customers about their demands, our sales people try to explore the markets of their countries first to be able to offer advice to them. So far, the global sales footprints of Jern Yao have been expanded to more than 40 countries/regions including South East Asia, Japan, the US, India, Korea, Turkey, Ukraine, Russia, Italy, Spain, etc. Although customers from different regions usually have different demands, Jern Yao can always tailor-make ones that mostly fit with their products and required precision."



(Far left) Jern Yao special assistant to President; (Middle) Jern Yao President; (Second to right) Norm Group CEO from Turkey



Chen Nan Iron Wire Listed at Emerging Stock Market

As a wire processing and fastener production, R&D and sales enterprise in Taiwan, Chen Nan Iron Wire has become a listed company at the emerging stock market of Taiwan since September this year. According to the data shown in the company's 2018 financial report, its annual combined revenue was 1.892 billion NTD, earnings before tax was 0.112 billion NTD and EPS was 2.39 NTD.

The four plants in the New Plant Construction Project (Phase I) of the company have been put into operation. They are divided into Semi-finished Wire Zone, Spheroidizing Furnace Zone, Finished Wire Zone, Fastener Forming Zone and Heat Treating Zone. In addition, several sets of multi-stroke machines have also been introduced into the new plants to correspond with the increasing capacity and demands for wire and special screw exports. Automated inventory, packaging plants and the new office building (Phase II) are also scheduled to be completed by the third quarter of 2021. The whole plant of the Project spans the area of around 1,38,000 sq mt.



Boltun Corporation to Establish New Plants in Tainan

The world's largest weld nuts manufacturer, Boltun Corporation, has recently announced that in order to support the 'Homecoming' policy proposed by Taiwanese Government, Boltun is planning to establish new plants in Rende Dist. and Yongkang Dist. of Tainan. The total investment value is around 1 billion NTD, which is expected to create more job opportunities for the local industry.

As a manufacturer of special automotive screws, nuts and extruded parts, Boltun has manufacturing operations in Taiwan, Germany and China, providing the world market with a complete and vertically integrated manufacturing and sales service. According to Boltun, the new investment project will include a new plant establishment in Rende Dist. and the other one located at Yongkang Technology Park in Tainan.



Value Innovation of Stainless Steel Fasteners

Tong Hwei is able to offer various stainless steel bolts, screws, nuts and threaded rods in specifications of M2 - M24 and #2 - 1", shipped worldwide. So far, THE® has become a brand recognized by the stainless steel fasteners market. In order to manage massive production lines and customer service system, Tong Hwei has introduced automated warehousing systems. This means that access to all materials and finished products is controlled by a computer system and the relevant staff can get real-time information from the system.

Solar panels and their bracket system have substantial demand for stainless steel fasteners. Noticing the potential opportunities, Tong Hwei founded Ming Hwei Energy Co., Ltd in Douliu, Yunlin, in 2010 and began focusing on producing solar cells. It successfully developed Mono Crystal cells that are recognized for highest power generation efficiency in Taiwan.

Tong Hwei and Ming Hwei have integrated their product ranges to satisfy their customers' needs for one-stop shopping of stainless steel fasteners, and are now able to handle customized packages and labels required by them. Tong Hwei not only sells its current products worldwide, but is also active in developing various types of blueprint items for specific applications as well as special material types such as Duplex Stainless Steel in order to establish a long-term cooperative relationship with the customers through enhancing the product value.



Bird's eye view of Tong Hwei Enterprise and Ming Hwei Energy

Zyh Yin Enterprise Gets ISO 28000 Certification

As Taiwan's largest furniture screw manufacturer and the largest furniture screw supplier to Sweden's IKEA, Zyh Yin Enterprise has been awarded the certificate of ISO 28000:2007. The company is also a quality-approved enterprise certified to ISO 9001 quality management system for more than 15 consecutive years.

Chi-Hsiang Chen, President, Zyh Yin, said, "Although fasteners look small, they play a critical role in creating high-quality facilities.

Adhering to the core value of technology, efficiency, quality and service, we have got a superior and professional fastener supply team and successfully sell our products to more than 60 countries. With the certification of ISO 28000:2007, we want to exhibit our resolution for sustainability and customer-centric operation to create a win-win situation for us, and our customers and suppliers."



NS TOOL Challenges Limits in Thread Cutting Mills

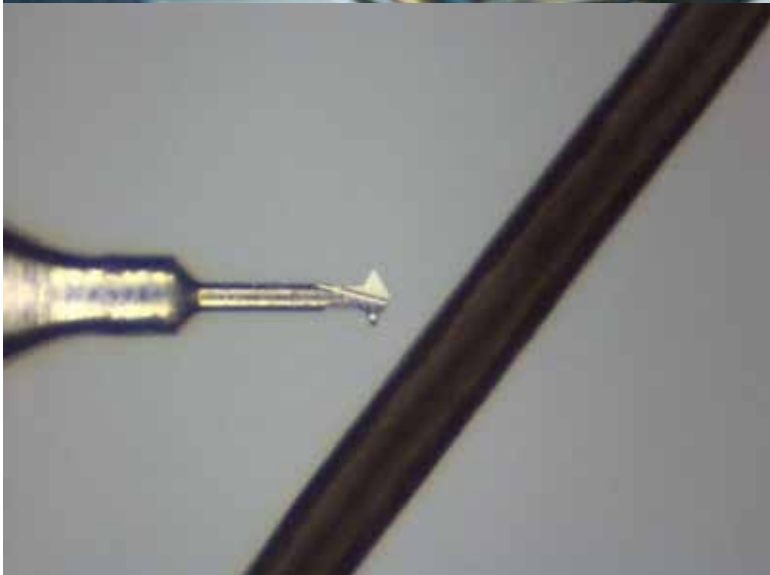
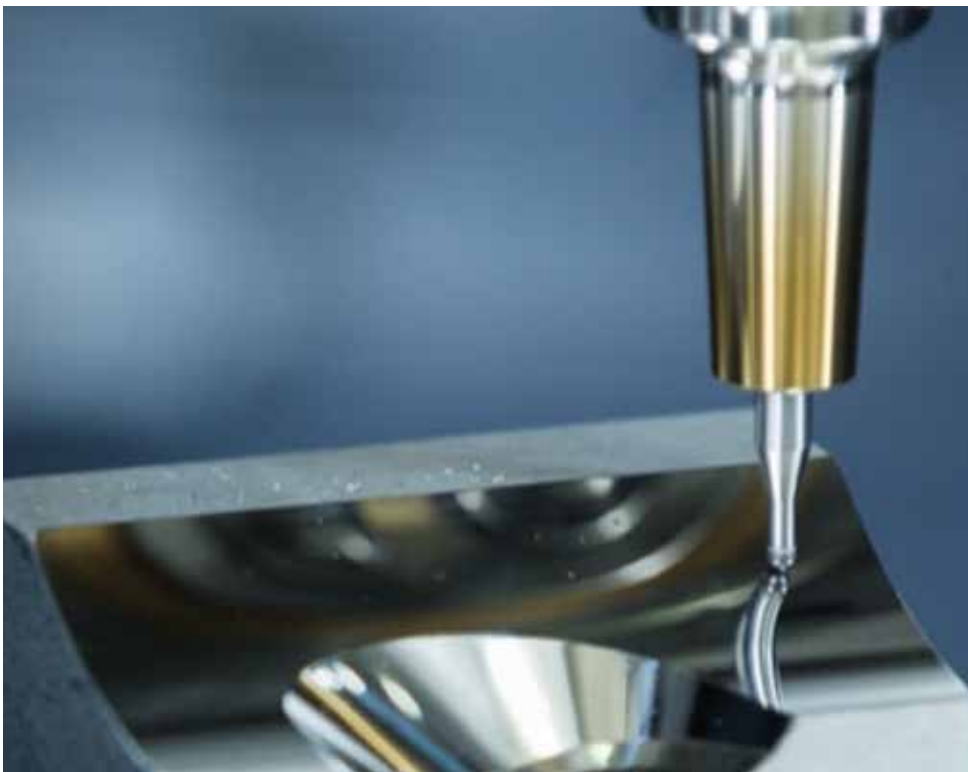
NS TOOL has become the only major company in Japan that sells end mills of 0.01mm diameter as its standard product. It provides over 9,000 types and has a market share of over 40 percent in Japan. "Unlike most of our counterparts adopting a 3-layer design, our thread cutting mills adopt a single-layer multi-cuts design, putting emphasis on sharpness to achieve highly efficient thread milling. The best thing about a single-layer design is that you get to freely specify a pitch depending on different cut route programming, so the same piece of thread cutting mill can mill not just standard but also fine threads, even client-specified special threads, to increase the variety of clients' own products. Our thread cutting mills can be easily removed when ruptured and prevent producing defective work pieces at the end of production," said the company.

MMTM (MUGEN-COATING M-Thread Mill) utilizes a multi-cut design. Available in M1-M6, it takes one minute and 25 seconds to machine a hole on a 52HRC (hardness) STAVAX die steel, and is perfect for machining metric female threads efficiently. MMTS (MUGEN-Coating Micro Thread Cutting Tool) has the tiniest cut diameter in the world. On titanium materials, it can produce threads of 0.1mm diameter and 0.025mm pitch. Available in S0.1-S1.4 sizes, even smaller than S0.3 specified by Japan Industrial Standard, it can produce mini-female

threads as thin as a hair. MMTU (MUGEN-COATING PREMIUM Thread Cutting Tool) adopts a cut shape with a focus on sharpness and increases machining precision. Available in No.0-80UNF~1/4-28UNF sizes, it is perfect for machining inch female threads. NSCV/NSCV-M (chamfer cutter) comes with a tough rake angle and great sharpness to ensure the integrity of the machined surface and suppress the occurrence of burrs.

NS TOOL's MUGEN-Coating is an aluminum-titanium coating with a hardness of Hv3,400 and an oxidation temperature of 1,100°C. The MUGEN-Coating Premium has higher performance with a hardness of Hv3,600

and an oxidation temperature of 1,300°C. It is perfect for milling high hardness (48~68HRC) materials and pushes tool life to its limit. The MMTM, MMTU and MMTS end mills use those respective coatings developed by NS TOOL.



Source: Fasteners World Inc.

www.fastener-world.com.tw



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INDIA PAVILION A GRAND SUCCESS AT IFE 2019

The India Pavilion at the International Fastener Expo 2019 (IFE 2019) organized by EEPC India, at Las Vegas, USA, from September 17 – 19, was a big draw. Designed as a platform for stakeholders to showcase their strength and market their products, the pavilion generated significant interest for forging partnerships between Indian manufacturers and other countries.



(L-R): Dr Rajat Srivastava, Director & Regional Head, EEPC INDIA and Abhijit Sanghvi, President, FAI with a visiting delegate at the show

The total amount of bilateral trade between India and the US in goods and service has increased from a mere US\$ 20 billion in the year 2000 to over US\$ 126.1 billion in the year 2017. The two countries have set a target of taking the total bilateral trade to US\$ 500 billion.

The 38th edition of IFE witnessed a colossal presence of exhibitors displaying an array of latest products and technologies for the manufacturing sector. The show offered the visitors an overview of the global market solutions.

IFE 2019 was crucial from a business perspective as it provided a significant opportunity to bolster bilateral relationship between India and US and facilitate greater economic and institutional collaboration in trade and investments.

Working towards Common Goal

With an objective to facilitate business promotion and explore new opportunities plethora of meetings took place between the Indian delegates and stakeholders at IFE. Around 27 participating

Indian companies have rated IFE 2019 as 'excellent' for promoting and forging ties for co-production and partnerships between Indian and foreign countries. Around 480 new contacts were made and approximately 10 enquiries were generated by the exhibitors at the show.

The exhibitors were extremely satisfied with the outcome and evinced their interest to participate in future editions of the show. Multiple Overseas Exports received an enquiry worth US\$ 500, 000 and made 40 new contacts; Strut Support Systems received an enquiry worth US\$ 2,60,000 and made 18 new contacts; J.V.E.C. received an enquiry worth US\$ 20,000; Neelkamal Enterprises and Karna International received an enquiry worth US\$ 15,000.

Building Relations

In engineering sector, Indian

products like heavy and light motor vehicle, heavy industrial machinery, fabricated steel structures, pharmaceutical machinery, auto parts, and fasteners have registered more than 30 percent export growth to US during April - January 2018-19 vis-à-vis April - January 2017-18.

The engineering sector of the country should extend its full support to the Government in terms of sharing key inputs and market intelligence from across various international markets, especially the markets in US where there are opportunities galore.

Over the years, India has been one of the major importers for USA. Amidst the raging trade war between US and China and the global economic scenario at large, India has substantial opportunity to enhance its trade relations with US. IFE 2019 has ignited that spark perhaps!

EEPC INDIA is slated to organize India pavilion in the coming edition too.





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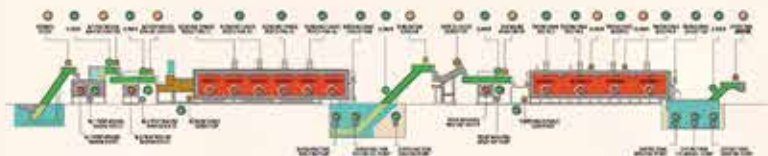


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