

# FASTENERS INDIA

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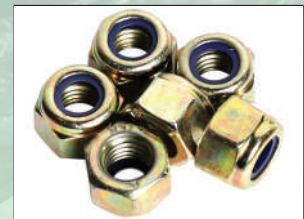
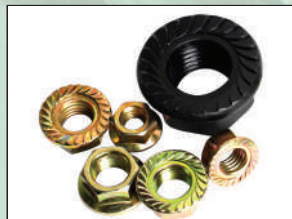
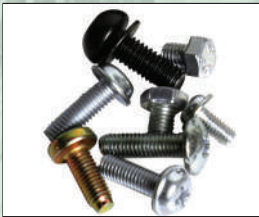
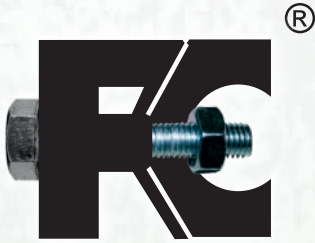


THE OFFICIAL MAGAZINE OF



**COVER STORY**  
**SUDHIR AUTOMOTIVE INDUSTRIES PVT LTD (SAI)**

**POST EVENT REPORT**  
**ONLINE CHINA FASTENER SHOW 2020**



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## THE IMPACT OF THE PANDEMIC

Due to the Covid-19 pandemic spreading at a scorching pace from March 2020 onwards, we apologize to our readers as we were forced to skip our April-June 2020 issue with most work at a standstill during that period. Around May 2020, most companies commenced work limping along with a new understanding of standard operating procedures (SOPs) to be maintained as Covid-19 preventive measures. Businesses were redrawing their entire systems with order books getting slimmer, payment recoveries becoming more difficult with cashflow largely affected and limited attendance, forcing companies to operate at part capacity. It was fiercely evident that as we hope for a vaccine in 2021 to end the pandemic. The impact of the pandemic on the global economy will last longer though.

The tragic truth for most of the Indian fastener manufacturers was that as they faced curtailed business in Q2 with some recovery in Q3. By the time orders were getting better, raw material steel supply became a serious issue. There was limited availability with price jumps sometimes as often as thrice a month. For most manufacturers, dealing with OEMs and with annual rate contracts, it becomes extremely difficult to work on supplies without bottom line further affected. This is at a time when payment cycles have not recovered completely to normal levels. Unfortunately, several MSMEs will not be able to survive the pandemic.

Another big impact is disruption using virtual communication. Millions have soon adapted to Zoom or other platforms for online meetings. This change is here to stay for most sectors. As the year has been disastrous for travel, most trade fairs globally have brought in virtual fairs. Companies are understanding how to operate digital booths and benefit from these fairs, which do cut costs for the exhibitor drastically. Match & Meet 2020 by International Fastener Expo, USA and China Fasteners Online are some of the major fastener online events this year. It will be interesting to see how Fastener Fair Stuttgart in May 2020 pans out being one of the most important global shows for the Fastener industry. It is obvious that physical interactive shows will remain important events for businesses but virtual shows like these will be supplements that potential exhibitors can use to their advantage. 2020 has been relentless and has changed a lot of perspectives forever. It will now be the survival of the fittest.



Source: FAI

**ABHIJAT SANGHVI**  
President  
Fasteners Association  
of India (FAI)

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This is at a time when payment cycles have not recovered completely to normal levels. Unfortunately, several MSMEs will not be able to survive the pandemic.

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Historically Hylite Group started off in 1943 as an electroplating plant in south Mumbai catering to local industrial requirements. With progressive growth and adaptation to newer technologies in the metal finishing industry it is now a group of Six plants spread across Mumbai and Pune providing a variety of metal finishing processes and also engineering solutions on turnkey basis.

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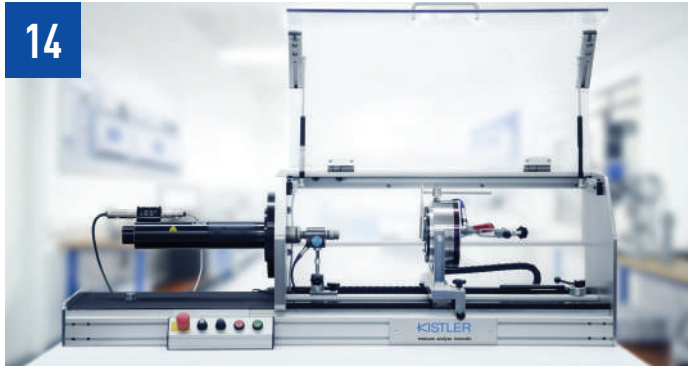


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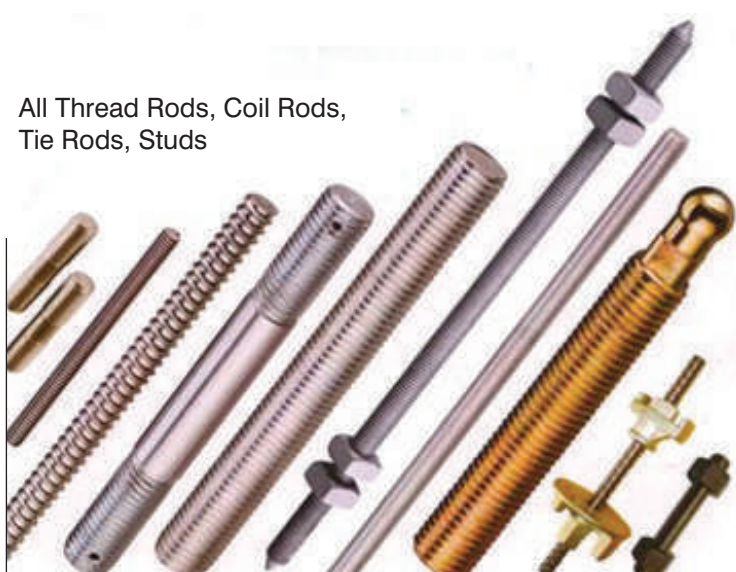
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# GOING WITH THE FLOW



**MURALI SUNDARAM**

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As per the 'Industrial Fasteners Market Global and India 2018-2023' report, until a few months ago, the Indian industrial fasteners market was expected to reach a value of Rs 460 billion by 2023 expanding at a CAGR of ~9.6% from 2018. However, the unprecedented Covid-19 situation has altered the scene, thereby delaying goals of various industrial segments including that of Fasteners.

The Indian industrial fasteners market suffered a severe setback during the ongoing pandemic crisis as most economic activities were halted during Q2 2020. Major revenue-generating end-users such as construction, automotive, and machine tools industries were heavily impacted, leading to a decline in demand for new fasteners. Additionally, the domestic automobile sector, which was expected to be the largest consumer of industrial fasteners according to the report, has been witnessing a continued downtrend owing to the cyclical and structural changes along with the added pandemic uncertainties.

On a brighter note, there is a possible relief for the Indian industrial fasteners market in the coming quarters. Driven by ever-evolving end-user expectations and the rise of advanced technologies such as Industry 4.0 and IoT, increased diversity of substrate materials is the major factor that influences the growth of the market.

We have been through an extremely difficult period that has incurred palpable financial and operational challenges on businesses. The manufacturing sector is among the worst hit. And though the post-lockdown phase seems optimistic with Government's announcement of various relief measures and economic revival strategies, there are massive changes to be introduced in the ways we operate our businesses and get equipped with a must-have trait of adaptability. The days to come are as uncertain as the past months. For the time being, what is needed is practicing some hard-learned lessons of changing with time, thinking long-term, and cutting costs wherever possible to stay afloat and wait this phase out.

Driven by ever-evolving end-user expectations and the rise of advanced technologies such as Industry 4.0 and IoT, increased diversity of substrate materials is the major factor that influences the growth of the market.

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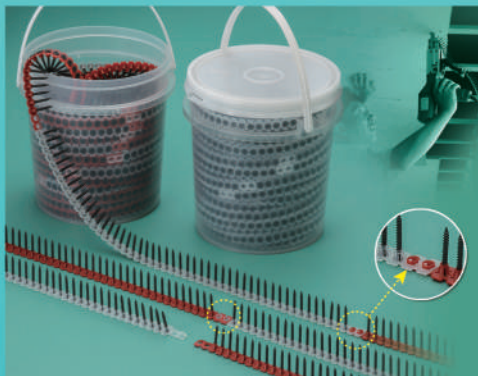


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# EXPANDING FRONTIERS

*Sudhir Automotive Industries' focus on maintaining top product quality and a committed approach towards customers make for its core values. The company has perfected this recipe for success to further expand its customer base and attain its goal of being a leader in the industry.*



Source: Sudhir Automotive Industries Pvt Ltd (SAI)

**F**ounded in 1989 as an ancillary to one of India's largest companies of fasteners, Sudhir Automotive Industries Pvt Ltd (SAI) has, over the years, become one of the leading Indian manufacturers of stainless steel fasteners. Rising from a humble beginning, the company today is spread over a manufacturing area of three acres with an installed capacity of 500 MT.

"During the start of the new century, we felt that there was a potential scope for stainless steel fasteners as there were

very limited manufacturers and the future looked bright. We then started developing stainless steel fasteners for OEMs, and also developed special parts, and slowly and steadily rose to where we are in our business today," shares Sudhir Jain, Managing Director, SAI.

#### Offerings for all sectors

The company has a diversified range of products that it manufactures. That includes Hexagon Head Screws, Grub Screws, ALLEN CSK Bolts,

various kinds of Nuts, Screws, Washers, Self-Tapping Screws, Thread Bars, Square Head and T Bolts, Torx Screws, Rivets, and Screws assembled with washers. "Our main products are Hex Bolts, ALLEN Bolts, ALLEN CSK, and Nuts. But we specialize in special products as per customer-specific requirements. For the last many years, we have been developing critical parts for our customers that have been of value to them as well as us. Our main grades are stainless steel 304 and 316. The products



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are used in almost every private sector as well as the government sector," he adds.

Austenitic fasteners give high levels of corrosion resistance in the stainless family. They cannot be hardened by heat treatment and are almost always non-magnetic. The most widely used grade is called 304. Typical industries that use these fasteners include Food, Dairy, Wine, Chemical, Pulp & Paper, Pharmaceutical, Boating, Swimming Pool, Pollution Control, Electronic, Medical & Hospital Equipment, Computer, And Textiles.

Type 316 stainless has nickel and molybdenum (moly). Moly increases corrosion resistance against chlorides and sulfates including sulfurous acids in the Pulp industry. It has superior

tensile strength as compared to 304 at high temperatures. Typical industries that use 316 in addition to Pulp & Paper include Photographic & other Chemicals, Dye, Textile, Bleach, and Rubber.

#### Ensuring nationwide presence

SAI has two state-of-the-art manufacturing facilities in Rohtak (IDC, Hissar Road, and Kharawar), Haryana which is about 70 km from the national capital Delhi. It is equipped with cutting-edge machinery comprising Bolt Makers (multi-station), Headers, Flat Thread Rolling machines, Circular Rolling Machines, Traubs, Centerless Grinding machines, CNC machines, Indexing Traubs, Dies &



"We are very excited about the nation's vision of 'Make in India' and are fully prepared for that. We have already started developing more products in house as a replacement for a few imported fasteners which were earlier used. Our products are widely exported to Europe, and we aim to increase that supply in the future."

**Sudhir Jain**  
**Managing Director**  
**Sudhir Automotive Industries**  
**Pvt Ltd (SAI)**

Tooling Workshop, Shaker Hearth Furnace (GEC), and Tempering Furnace.

"We have multi-station high-speed bolt makers and high-speed thread rolling machines. Our cleaning plant is fully automatic, and we have a full-fledged in-house laboratory. Since stainless steel manufacturing technology is slightly different as compared to alloy steel and the RM investment is very high, you need to be extremely careful and efficient in manufacturing stainless steel. We are proud to say that we have a team that is highly well-versed with the technology," explains Jain.

The company has a registered office in New Delhi, with a nationwide presence through sales offices in Mumbai, Kolkata, and Chennai.





Source: Sudhir Automotive Industries Pvt Ltd (SAI)

### No compromise in quality

"We strongly believe in quality systems and making them work. We have ensured that our people follow these systems. We have ISO9001:2015 quality management system and we are also seeking IATF 16949 certification as per our automotive customers' requirements. This will help us be yet better in systems and meet our customers' expectations to the T," he shares.

SAI's inspection and testing process ranges from the raw

tensile testing facility is provided by A2LA/NABL accredited laboratory of LPS, which is close to the plant. The company's quality policy focuses on customer satisfaction by adopting a well-defined quality system in line with ISO-9002, fulfilling technical requirements and adhering to delivery schedules of customers.

Minimization of in-house rejection through preventive and corrective measures, optimum utilization of resources, manufacturing

an important criterion for customer satisfaction. This it achieves by following a well-defined and approved quality system, optimally utilizing resources, and developing a culture of continuous quality improvement with the aid of the latest equipment and technologies.

To meet or exceed customer expectations and reduce rejection from their end, the company has thoroughly prepared itself for any timely corrective and preventive actions. "We keep a close watch on the changing scenarios in the market. Our customers are highly cooperative; they keep us informed on the upcoming demands in the future. We have to act as per their projections, and also keep a good stock of raw materials to cater to any of their immediate requirements. It is due to this, we could serve our customers as per their specifications even during the Covid-19 lockdown period," explains Jain.

### Plans going ahead

With the present turnover and target for the next fiscal being a whopping ₹200 Crore, SAI must have some solid plans for the time to come. It aims to add to the already impressive client list that comprises premier domestic players like Siemens, Tata, Honda, L&T, and Goa Shipyard, and international clients of a likewise caliber such as King Inox, Apex, and Inox Mare.

"We believe we are partners to our customers and not just suppliers. We have the vision to be number one in India in stainless steel and special fasteners, and aim to specialize in special techniques and add value to our products. We seek to live by our values and be of some use to our people and the society at large," sums up Jain.



Source: Sudhir Automotive Industries Pvt Ltd (SAI)

material stage to the final inspection. The equipment includes Profile Projectors, Digital Micrometers, Slip Gauges, Universal Gauges, and a fully-equipped Metallurgical Laboratory of its own.

Spectro Analysis for raw material composition and

upgradation, inspection, and testing capabilities make for SAI's prime objectives.

### Catering to a volatile market

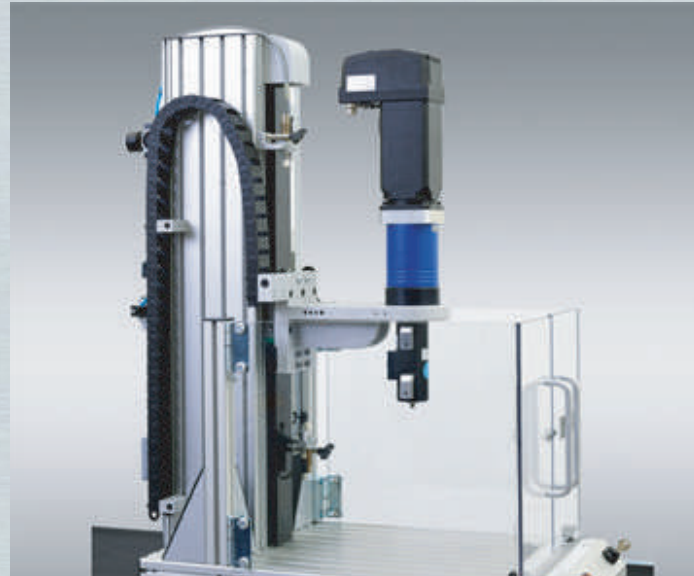
SAI is committed to producing quality precision fasteners and is highly cost-conscious,



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# RELIABLE TESTING FOR THREADED CONNECTIONS, FASTENERS AND JOINTS

*Following are a few offerings from Kistler's wide range of offerings for the Fastener industry.*

By integrating Schatz GmbH into the Group, Kistler has added new depth to its application know-how in bolted joint technology, giving customers across the globe access to expertise on bolted joint testing. Even the smallest errors in the development or

assembly process can cause costs running into millions. Fastener assembly has to meet demanding requirements for quality and productivity – and this calls for continuous monitoring and testing of the tools and fasteners that are deployed. Kistler, a leading provider of solutions to

enhance quality and boost efficiency, offers an extensive portfolio of testing and analysis systems to achieve this goal.

Up to customers' request, it can offer specific systems out of many standard and customer-specific systems.

## Horizontal ANALYSE System

With the Kistler horizontal ANALYSE system, fast and precise tests and analysis of fasteners are possible in conformity with international or customer-specific standards – especially as regards determining friction coefficients.

**System structure:** One or two drive units are mounted on the basic horizontal mechanical unit with the help of a torque/rotation angle sensor. They introduce the tightening torque into the test specimen via a suitable

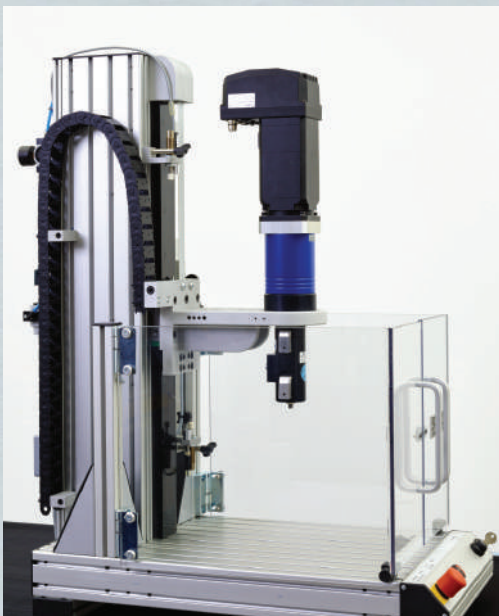
tool. The preloading force/thread torque sensor is mounted on a slide that can be moved and fixed; it captures the adaptations of the test specimen for the specimen's bearing surface and the counter thread in the thread dimension required for the test without any risk of rotation. The horizontal configuration of the test system components ensures easy, barrier-free access to the test specimen. The system can be equipped with a gas spring to test prevailing torque nuts with a clamping element. In this case, the slide moves with the sensor during the test, and contact between the tool and the test specimen is guaranteed during tightening and loosening.



## Vertical System for Small Thread Dimensions

Threaded joints are still one of the most important methods of connecting materials in assembly technology, as they always have been. They provide a reliable way of joining several components or parts together until the joint is released as intended. This means that a threaded joint is the only connection method that can be released without destruction – and as a general rule, the joint can be used again.

**System structure:** A drive unit is mounted on the basic vertical mechanical unit, on a movable slide with a smooth-running linear guide. This unit fixes the torque/rotation angle sensor with the help of a click mechanism so as to secure it against rotation and prevent it from falling. The sensor introduces the tightening torque into the test specimen via a suitable tool. As this happens, the slide with the drive unit is kept in a 'floating' state by a weight balancing mechanism. A manual lever allows vertical movement of the system during tightening. Optionally, movement of the slide and defined loading of the test specimen in the vertical direction can be implemented with additional weights or via pneumatic operation.



## System for Special Requirements

In addition to standard systems, Kistler offers a vast array of special solutions based on requirements specified by customers or standards, with individual planning and design of each system. This service is available for all components including sensors, mechanical units, drive units, measurement and control technology, software, mechanical adaptations, and so



## Calibration and Certification in One

Kistler combi TEST is a mobile system that features dual capabilities: it combines calibration of manual torque wrenches with testing of automated bolting systems. Convenient, on-the-spot testing of all the tools on an assembly line is now possible thanks to this compact device, powered by a rechargeable battery. By ensuring the process ability of their tools, customers can substantially cut their outlay on tool sampling tests that must be carried out regularly, accurately and in compliance with the standards.



## Steel Wire Units May Close Owing to Raw Material Paucity

According to a senior industry body official, steel wire makers, belonging to the labor-intensive small and medium enterprises (SME) sector, are facing acute shortage of raw material. This may lead to the closure of several units. He added that about 100 units in the organized sector that offer employment to about five lakh workers in the country are already operating below 50 percent of their rated capacity, and if situation continues, several of them will have to close down.



Source: Magic Wand Media

The steel wire makers have appealed to the government to ensure raw material supply and imports of specialized items that are not produced in the country.

"The industry is facing acute shortage of high-grade wire rods, the main raw material for wire production, which has varied application in nation-building," Tirthankar Banerjee, Secretary-General, Steel Wire Manufacturers Association told PTI.

"The paucity of high-grade wire rods is 50 percent, and it is due to inadequate domestic supply and import restrictions," he added. The association has urged the Union Government to ask Steel Authority of India (SAIL) to streamline its specialized wire rods plant at Burnpur and advise Rashtriya Ispat Nigam (RINL) and other private steel makers to supply enough raw materials to the SME sector at fair prices.

## Punjab Industrialists and Exporters in Trouble Amidst Farmer Protests

In view of the 'Rail Roko' agitation by farmers, the Engineering and Export sector in Punjab is facing a major crisis due to non-movement of containers from Punjab to the port and disruption in supplies of the raw material. Hence, the North Region chapter of Engineering Export Promotion Council (EEPC India) has appealed to the Punjab Government to come up with a solution to ensure movement of industrial goods and raw material.

In a recently-held press conference, Kamana Raj Aggarwalla, Chairperson, EEPC India (NR), said that while the association supports the protesting farmers, the industry in Punjab was up for major crisis due to non-movement of goods amidst its struggle to emerge out of the severe setback caused by the Covid-19 pandemic and the prolonged lockdown.

"All the industries including bicycles, fasteners, hand tools, agriculture machinery, sports goods, hosiery, and auto parts are struggling to get the raw material. Export of existing orders is getting delayed due to non-movement and unavailability of containers in Punjab. Containers are not moving from Ludhiana dry port and there is scarcity of empty containers for exporters," she added.

Tushar Jain, EEPC Panel Convenor (Agriculture Machinery), said at least 3,500 customs cleared and ready-to-dispatch containers were stuck in Ludhiana. "Road transport remains a short-term expensive solution but that does not solve the problem completely due to national permit issues and additional high costs."

Sharad Aggarwal, Industry Representative, said that the holiday season is fast approaching in Europe, the US, and Russia, and most of the orders from these countries are for festive sale. The buyers, he said, are panicking and this situation is fetching a bad repute to the Punjab exporters.

"This can have long-term consequences due to loss of trust of buyers," he said, adding that the payment of the exporters of Punjab are also stuck as buyers are not releasing the payment without having received the product.

Guneet Rana, Deputy Regional Chairman (NR), EEPC, said Haryana is facing similar protests but is able to move the containers at night. The Punjab Government, he added, should come up with a similar solution with the protestors.



Source: Magic Wand Media

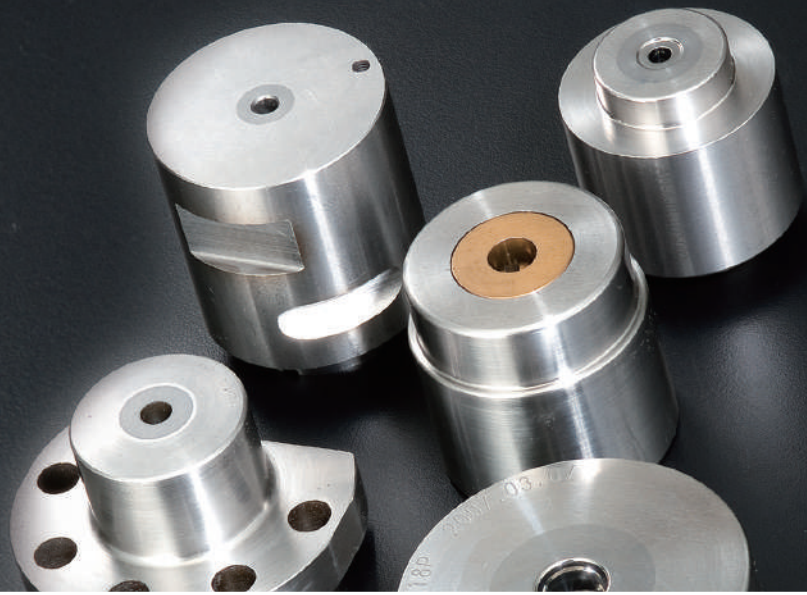


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# YESWIN

MACHINERY CO., LTD.

**FRIENDSHIP · SERVICE · QUALITY · SINCERITY**

## INTRODUCTION

Yeswin follows up CEO Mr. Chu's concept of management-friendship, quality, service, and sincerity—to run the business. For building up a long-term friendship with customers, Yeswin considers quality as the most important asset for enterprise and insists on making machine parts in Taiwan. We offer prompt and professional service and treat customers by sincerity for credibility.

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# 連翔工業

LIAN SHYANG INDUSTRIES

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## IFE 2020 Cancelled Until 2021

**Since** 1981, the International Fastener Expo (IFE) has been bringing together the fastener industry together in one place to see customers and vendors network with colleagues and source new products and suppliers. "However, driven by our responsibility to serve the best interests of the participants, we regret that we are cancelling this year's IFE, which was scheduled for September 28 - 30, 2020, at the Mandalay Bay Convention Center, Las Vegas, NV, USA," said Morgan Wilson, Show Manager, IFE.

"Recent developments have made it impossible to bring our community together safely and successfully. This is due to the ongoing progression of the Covid-19 pandemic including the latest government data, measures and guidelines on phased reopening plans in the USA; number of confirmed cases globally and domestically; current quarantines, containment areas, stay-at-home orders, and restrictions on gatherings imposed by states and other government and public health authorities; international travel restrictions and bans; and company-imposed travel restrictions. The health and safety of our customers, partners and employees remains of paramount concern to us," he added.

Meanwhile, the IFE team is finding new ways to keep the industry connected and is in the process of launching IFE Online Experience, a platform where one can virtually meet customers, have access to a proven match-making program and learn from industry leaders and about current trends. The show is confirmed to return to the Mandalay Bay Convention Center in Las Vegas from September 21 - 23, 2021.

**INTERNATIONAL  
FASTENER  
EXPO 2020**

## SPIROL Expands E-Commerce Platform with Disc Springs

SPIROL has announced that Disc Springs have recently been expanded into a product offering on the company's e-commerce platform - Shop.SPIROL.com. While all SPIROL's engineered components will eventually be available for purchase through Shop.SPIROL.com, Disc Springs are the second product launched for on-line purchase. SPIROL now provides the full range of DIN EN 16983 (formerly DIN 2093) Group 1- and 2-Disc Springs in Series A, B and C. In addition to the DIN specified sizes, SPIROL stocks its own standard sizes with outside diameters in the range from Ø8mm to Ø200mm based on the standardized calculations of DIN EN 16984 (formerly DIN 2092). Standard materials include high-carbon steel, alloy steel and stainless steel (after stainless steel) Disc Springs may be used individually or assembled into stacks to achieve the desired force-deflection characteristic required for the application. Along with providing single Discs, SPIROL also offers pre-stacked Disc Springs (greased or ungreased) in custom configurations packaged in shrink wrap with a perforated tab for ease of insertion into the assembly.

In addition to being able to purchase SPIROL's standard Disc Springs online, customers are also able to view or download 2D drawings and 3D models directly from Shop. SPIROL.com. Drawings and models will be available for each product line as they are offered. SPIROL initially launched its e-commerce program in 2018 for Coiled Spring Pins and has been expanding its availability for purchases globally and for local currencies.



## New Chairman, Vice Chairman, Board of Directors Onboard IFI



**The** Industrial Fasteners Institute (IFI), Independence, OH, USA, held its Annual Meeting in Clearwater Beach, FL, USA, from March 7 - 10, 2020. The new IFI Chairman for the period 2020 to 2021 is Kevin Johnson of Birmingham Fastener, Inc. and the newly elected Vice Chairman is Edward Lumm of Shannon Precision Fastener, LLC. In

addition to Johnson and Lumm, the Board of Directors also includes: Manny DeSantis, Valley Fastener Group LLC; Pat Wells, The Young Engineers; Don Kubkowski, Sems and Specials; Paula Tognetti, MNP Corp.; Jeff Liter, Wrought Washer Mfg.; David Hebert, Freeway Corp.; Brian Stark, Rockford Fastener; Dan Curtis, MacLean-Fogg Co.; Richard Brittan, Tri Star Metals; and Wayne Drysol, 3V Fastening. 2020 Division Chairs for IFI are: Division I – Industrial Products: Steven Sherman, Industrial Rivet & Fastener; Division II – Aerospace Fastener Products: Pat Wells, The Young Engineers, Inc.; Division III – Automotive Industry Fastener Group: Gene Simpson, Semblex Corporation; and Associate Suppliers’ Division: Richard Brittan, Tri Star Metals. IFI is an association of the leading North American makers of bolts, nuts, screws, rivets, pins, washers, and custom formed parts.

## Paul Sundstrom Now GM at ND Industries



**ND** Industries, Clawson, MI, USA, has named Paul Sundstrom General Manager of its Northbrook and Rockford, IL, USA facilities. He takes over the position from John Thramann, who has recently announced his retirement. Thramann has been at ND Industries since 1970 and has played an integral role in making ND one of the current leaders in the fastener locking and sealing

industry. Whereas, Sundstrom has been ND’s lead Sales Manager in Illinois for the past two years.

## LISI Group Acquires Full Ownership of TERMAX LLC

**The** LISI Group has signed an agreement to acquire the remaining 49 percent of TERMAX LLC’s equity. This transaction, initially planned for the first quarter of 2021, has enabled the LISI Group to become the sole owner of TERMAX LLC as of July 01, 2020. “With TERMAX LLC, LISI Automotive has extended its global footprint in clip-fastening solutions in a lasting manner. The commercial and industrial synergies between our Clipped Solutions Business Group and TERMAX LLC will continue to bear fruit. These synergies will allow us to bring to a wider customer base the best development and production capabilities to offer innovative solutions in the areas of weight reduction, electrification and autonomous vehicle equipment,” said François Liotard, Chief Executive Officer, LISI Automotive. For customers in North America and its employees, Termax will continue to operate under the Termax brand and current management, while being 100 percent a part of LISI Automotive and able to offer the full range of Clipped Solutions products to customers in North America and globally.



Source: American Fastener News Report

**Fastener**  
TECHNOLOGY INTERNATIONAL

[www.fastenertech.com](http://www.fastenertech.com)  
August 2020 Edition



**Mike McNulty**  
VP & Editor  
Fastener Technology International

## WÜRTH GROUP

### Würth Group Satisfied with Performance During Pandemic

**The** Würth Group reported sales of €6.9 billion in the first half of 2020, down 3.1 percent over the same period last year. However, its eBusiness share increased to 20 percent.

Adjusted for currencies, its sales dropped by 2.9 percent. Sales declined both in Germany (-0.5%) and, to a greater extent, abroad (-4.9%). "Considering the current backdrop of a global pandemic, we are more than satisfied with this relatively stable development," said Robert Friedmann, Chairman, Central Managing Board, Würth Group.

In Germany, the Würth Group generated sales of €2.9 billion, which corresponds to negative growth of 0.5 percent. "We profited from the fact that the construction industry still posted growing sales in the first months of 2020," Friedmann explained. "As an automotive supplier, on the other hand, we do feel the effects from the still suffering automotive industry."

Adolf Würth GmbH & Co. KG, the original parent company and at the same time, the largest company of the Würth Group, generated sales of €1,061 million including intragroup sales in the first half of 2020 (+2.5%).

In the first half of 2020, global sales in the Construction Division grew by 9.2 percent over the same period last year, driven by the continuing strong demand in the construction sector. The companies in the Electrical Wholesale business unit also reported strong growth of 13.7 percent. Positive factors influencing the unit's sales development included stable supply capacities and an acquisition in Spain, which had been completed in 2019.

## BUFAB

### Bufab Group Reports Stable Result

**Bufab** Group reported a stable result for the second quarter of 2020 despite a very weak market in the wake of the Covid-19 pandemic. Order intake for the second quarter of 2020 was SEK 987 million (2019: SEK 1.08 billion) and net sales declined 6 percent to SEK 1.02 billion (2019: SEK 1.09 billion).

At an early stage of the outbreak, Bufab established three main goals - to protect its employees, its customers, and the business from the effects of the pandemic. The Group's 43 subsidiaries, in 28 countries, embraced these goals and took the actions required.

"We can now see the result of these efforts. We have avoided any spread of the disease in our workplace. We are also very proud that we have maintained unbroken precision deliveries with good quality to our thousands of customers throughout the world," stated Jörgen Rosengren, President & CEO, Bufab. "This has been achieved despite the major disruptions to global supply chains during the spring. From April onwards, the pandemic forced many of our customers to reduce their production, which led to a strong decline in organic growth. To address this, we rapidly introduced comprehensive short-time work schemes and other cost-saving measures in all our subsidiaries."

As a result of these measures, Bufab retained a stable operating margin of 9 percent, despite negative organic growth of 25 percent for the quarter.

### SFS Confirms Upturn in Business Activity



**SFS** Group has reported that business has picked up in the ongoing third quarter compared to its second-quarter levels amid the persisting volatile economic environment.

After a significant downturn in the second quarter, business at SFS picked up during the first two months of the current third quarter. Sales for July and August extended the recovery that commenced in June. Business with customers in the automotive industry, that had been affected the most by precautionary measures, showed the greatest improvement during these two months. Compared to the corresponding numbers from the previous year, total Group sales for July and August declined by mid-single-digit percentage figures. While sales in local currency at the Fastening Systems and Distribution & Logistics segments almost matched the prior-year levels, the Engineered Components segment was about 10 percent below the prior-year level. Earnings in all three segments have shown positive developments in the ongoing third quarter.



## Fastener Fair Stuttgart Sets the Scene for a Strong Return in 2021

The ink on the new exhibitor brochure for Fastener Fair Stuttgart 2021 has hardly dried and yet 80 percent of the available exhibition space is already booked by companies keen to launch and present their latest fastener and fixing technology at the industry's leading international trade event.

"We are very pleased to see so many companies booking with confidence as the industry moves forward to meet the growing demand of a post-pandemic economy," says Liljana Goszdziewski, Exhibition Director, Fastener Fair Stuttgart. "Many companies are preparing for new growth in sectors such as Medical, eMobility, Construction and Building Materials, as society moves further towards sustainability and a healthier lifestyle. Fastener Fair Stuttgart is the leading event of the international fastener and fixing industry and we are fully committed to offering the industry the marketplace it needs to respond to the rising demand for industrial fasteners over the coming years."

After the successful launch in 2019, the Bonding and Adhesive Technology Area will return to Fastener Fair Stuttgart 2021. Located in Hall 7, it offers companies a dedicated area to present their latest bonding and adhesive solutions for industrial applications in manufacturing.

Fastener Fair Stuttgart has established itself as the leading international market place for manufacturers, wholesalers, distributors and suppliers to present the full spectrum of fastener and fixing solutions, including industrial fasteners and fixings, construction fixings, assembly and installation systems, distribution and storage solutions, and fastener manufacturing technology.

The previous show in 2019 saw a record attendance of more than 12,000 trade visitors from 88 countries, seeking to make business with 987 exhibiting companies on a total net exhibition space of 22,200 sq mt. Exhibitor surveys recorded top scores for the high-quality and internationality of visitors and the number of positive business enquiries received. The majority of visitors were fastener and fixing wholesalers, manufacturers, distributors, suppliers, and engineers looking to trade and source fasteners and fixings for a wide range of industries.



## Dejond Adds New Seal to Watertight Range

Dejond N.V has added a sealing solution to its watertight range of Tubtara® rivet nuts, the HDKX series with Precote® 5 resin seal, for applications requiring a flush installation. The new Precote® 5 resin material is applied on the rivet nut body, underneath the small or countersunk head, and was created after customers looking for a leak proof rivet nut for flush installation approached Dejond to find a reliable watertight solution.

During installation of the rivet nut, excess resin material is scraped from the shank towards the head, forming a seal between the flush head and the parent material, into which the insert is riveted. The seal is only 0.25mm thick, applies well on stainless and zinc plated steel and offers a good thermal and chemical resistance, making it suitable for use with water and many automotive fluids. For semi-hex rivet nuts the advised hex hole radius needs to be observed, but if correctly installed in properly formed holes, this resin seal ensures an IP 67 waterproof assembly.

With the popular HX and HDPX series, featuring an O-ring or Rimlex® seal, Dejond states that the Tubtara® has set the standard for watertight rivet nut assembly.

Dejond is an EN9100 certified Belgian manufacturer of Tubtara blind rivet nuts, with an expertise in cold forming stainless steel and innovative bespoke rivet nuts, and serves the general, automotive and aviation industries worldwide through a network of expert fastener distributors.

Source: Fastener + Fixing Magazine



**FASTENER  
+FIXING**  
MAGAZINE

**Will Lowry**  
Editor  
Fastener + Fixing Magazine

## Brazilian Automotive Production Shows Recovery Signs

**Brazilian** automotive vehicle production, one of the most important barometers for the fasteners industry, witnessed a giant fall in the first semester due to the pandemic. However, industrial activities have resumed, offering hope at the end of 2020. Normally, the first half year is taken into consideration. But it has become essential to include July 2020 since it was the last complete month of normal activities after February in Brazil.

According to the Anfavea (the Brazilian automotive industry association), the January-July 2020 period ended with 847,784 cars/light commercial vehicles produced (1,658,279 units in the same period in 2019 /-48.8%); 41,617 trucks (66,314 / -37.25%); 10,211 buses (16,794 / -38.80%) and 24,691 agricultural/road machinery (30,875 / -20.03%). According to the Abraciclo (the Brazilian motorcycle industry association), in the seven first months 490,137 units of motorcycles were made (628,818/-22.06%).

	Cars/light commercial vehicles		Trucks		Buses		Motorcycles		Agricultural/road machinery	
	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020
Jan.	190,415	183,136	6,811	7,169	1,919	1,426	83,920	100,292	2,506	2,941
Feb.	245,782	192,516	9,631	9,131	2,526	2,550	101,305	94,442	3,448	3,585
Mar.	230,773	179,560	8,319	8,406	1,671	1,992	91,535	102,865	4,462	4,271
Apr.	255,351	1,048	9,412	403	2,798	396	91,226	1,679	4,418	1,820
May	261,742	37,807	11,230	4,054	2,775	1,219	100,998	14,809	5,072	3,449
June	220,782	91,487	9,993	5,634	2,375	1,385	68,121	78,130	4,418	3,319
July	253,434	162,230	10,948	6,820	2,040	1,237	94,713	97,920	6,151	5,106
Aug.	256,360		10,732		2,666		114,738		5,593	
Sep.	234,636		10,406		2,413		92,894		4,795	
Oct.	274,583		11,286		2,650		109,118		5,189	
Nov.	216,645		8,764		2,046		93,128		4,386	
Dec.	163,338		5,974		1,192		69,062		2,287	
	<b>Total Jan-Jul.</b>		<b>Total Jan-Jul.</b>		<b>Total Jan-Jul.</b>		<b>Total Jan-Jul.</b>		<b>Total Jan-Jul.</b>	
	1,658,279	847,784	66,314	41,617	16,794	10,211	628,818	490,137	30,875	24,691
		▼-48.80%		▼-37.25%		▼-38.80%		▼-22.06%		▼-20.03%

Sources: Anfavea/ Abraciclo

## Gerdaul in Profit in Q2

**Incepted** in 1901, Gerdaul is the largest Brazilian steel producer – one of the main suppliers of long steel in the Americas, and special steel in the world. Present in 10 countries and with 30,000 direct and indirect employees in all its operations, Gerdaul’s shares are listed on the São Paulo (B3), New York (NYSE) and Madrid (Latibex) stock exchanges.

The company ended the second quarter (Q2) 2020 with adjusted Ebitda (earnings before interest, taxes, depreciation, and amortization) at around R\$1.3 billion, with an Ebitda margin of 15.1 percent. The result was influenced by the gradual recovery of steel consumption levels in Brazil after the impact caused by the Covid-19 pandemic, and excludes non-recurring effects, mainly linked to the recovery of credits and provisions, as well as fixed costs of mills stopped during the period.



## T-Cross Recalled for Shock Absorber Nuts



**Volkswagen** has announced a recall for the 2020 T-Cross. In a press release, the automaker has highlighted the possibility of the loosening of shock absorber nuts that can cause noise in the suspension. In the case of continued use in this condition, the nut and the buckle can come loose, compromising the stability of the vehicle and also material damage. It can also lead to serious physical damage to the occupants of the vehicle and third parties. Such repair implies the replacement of nuts and the application of a chemical lock.

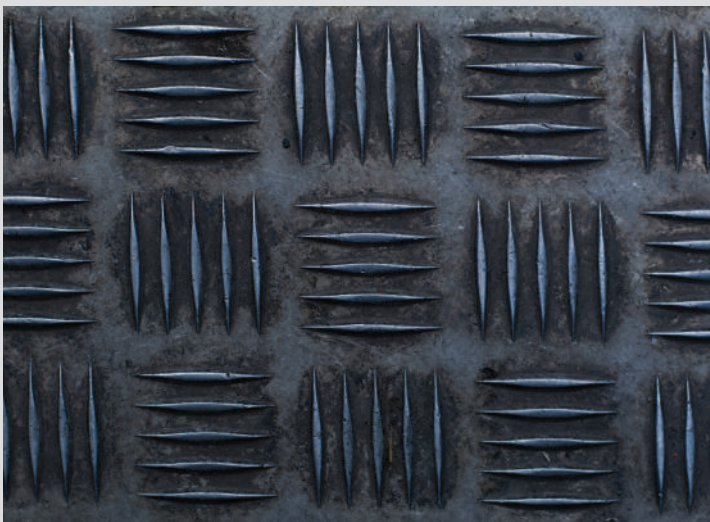
## Steel Production Decreased by 17.9%

**The** crude steel production in Brazil fell by 17.9 percent in the first half of 2020 compared to the same period in 2019, while domestic sales suffered about 10.5 percent from January to June, the same decreasing percentage of apparent consumption (-10.5%). Exports decreased by 8.1 percent and imports by 17 percent.

The sector's negative performance in the first semester is likely mainly by the pandemic. However, the figures for June concerning May reflected the beginning of recovery.

Domestic steel sales in June showed an increase of 29.6 percent compared to the previous month, while consumption appeared below 29.4 percent and an increase of 14.5 percent. Steel production in June, however, fell by 5.0 percent over the previous month.

Currently operating with only 48.5 percent of its installed capacity, the sector has 32 blast furnaces, with 10 of them paralyzed. In the domestic market, the sector expects that infrastructure and civil construction projects will be the main drivers of consumption of steel products, followed by the automotive sector.



## New Recall Involving Bicycle Crank

Procon-SP, the local consumer protection entity, has issued a recall that involves SIRRUS and SIRRUS X models sold between 2019 and 2020. In these bikes, fastening on cranks are prone to failure, and this, in turn, could lead to a sudden loss of control and accidents. The responsible company, Specialized Brazil, must provide necessary clarifications as determined by the law.

## Agricultural Machinery Exports Shrunk

**A division** from the Brazilian Machinery Builders' Association (Abimaq), the Sectoral Chamber of Agricultural Machinery and Implements, has more than 400 machinery manufacturers. That group produces machinery and equipment to use on soil preparation, planting, crop treatment, harvesting, post-harvesting, animal husbandry (livestock, poultry, pig farming, fish farming, etc.), tractors, grain storage facilities, parts and components.

The sector's exports have lowered by 18.1 percent in June 2020 as compared to the same month last year. However, between January and June 2020, exports were just 0.4 percent less than the same period in 2019. Meanwhile, imports in the segment shrunk by 35.7 percent in June and is 28.4 percent less as compared to the same time in 2019.



Source. Revista do Parafuso  
(The Fastener Brazil Magazine)

# REVISTA DO PARAFUSO



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## Fourth CIIE Starts Registering Business Exhibitors

The fourth China International Import Expo (CIIE) has already opened registration for its business exhibitors. Overseas enterprises can register on the



中国国际进口博览会  
CHINA INTERNATIONAL  
IMPORT EXPO

CIIE's official website.

The fourth exhibition only accepts legal corporate enterprises registered outside the customs areas of the People's Republic of China including Hong Kong, Macao and Taiwan. Only products produced overseas or services provided from overseas can be accepted for the exhibition.

The CIIE is the first dedicated import exhibition in the world and has seen fruitful outcomes at the past two expos. The third CIIE is scheduled from November 5 to 10, 2020.

## China, EU's Top Trading Partner till July 2020

In the first seven months of 2020, China became the top trading partner of the European Union (EU), a position previously held by the United States, said Eurostat.

EU's imports from China increased by 4.9 percent in the January-July period, compared to the same period last year, whereas its imports from the US dropped by 11.7 percent.

The bloc's exports to China recorded a slight drop of 1.8 percent, while those to the US fell by 9.9 percent, according to the EU's statistical office.

China and the US were followed by the UK, Switzerland, and Russia on EU's main trading partner list in the first seven months.

In accordance with the world's changing epidemiological situation during the first seven months, the EU's international trade started to fall in January, and regained momentum after May, when confinement measures were gradually eased.



Source: Magic Wand Media

In July, EU exports out of the bloc stood at €168.5 billion, down by 11.3 percent compared to July 2019, and its imports from the rest of the world reached €142.6 billion, down by 16 percent year-on-year, according to Eurostat estimates.

## Former US Ambassador to Help Ford Explore Chinese Market

Jon Huntsman Jr., US Ambassador to China during President Barack Obama's tenure, will return to Ford Motor Co.'s Board of Directors as the US automaker looks to tap into his trade expertise and global experience, especially in China, the Detroit News reported.

Ford China reported a 25.4 percent sales increase year-on-year in the third quarter of this year, the largest quarterly growth since the fourth quarter of 2016. In all, Ford and its joint ventures, Changan Ford, JMC and Ford Lio-Ho, sold 1,64,352 vehicles in Greater China.

"Jon Huntsman is exactly the right guy at the right time for Ford," the local newspaper quoted Michael Dunne, CEO, Hong Kong-based advisory firm ZoZo Go LLC. "As Ford constructs a comeback in China, Huntsman can play a pivotal role, especially on the crucial company-to-government relations front."

Huntsman's election to Ford's Board brings the total number of directors up to 14. He will serve on the Board's nominating and governance, compensation, and sustainability and innovation committees.



Source: Magic Wand Media

## China Foreign Trade Up 7.5% in Q3

China's foreign trade increased 7.5 percent year-on-year in the third quarter (Q3) of this year, as per official data.

Exports jumped 10.2 percent year-on-year while imports climbed 4.3 percent in yuan terms, the General Administration of Customs (GAC) said.

The quarterly value of both exports and imports reached a record high in Q3, according to Li Kuiwen, Spokesperson, GAC.

In the first three quarters, China's foreign trade of goods totaled 23.12 trillion yuan (\$3.44 trillion), up 0.7 percent year-on-year, reversing declines reported in the first two quarters when the country's foreign trade was weighed down by the Covid-19 pandemic.

The Association of Southeast Asian Nations remained China's largest trading partner during the period, followed by EU and the US, while trade with countries along the Belt and Road went up 1.5 percent, as per GAC data.

Private companies played a significant role in propelling trade growth, with their foreign trade expanding by 10.2 percent in the first three quarters.

China has seen a notable rebound in exports during the period, led by strong sales of pandemic control supplies and gadgets such as laptops and tablet computers, Li said.



Source: Magic Wand Media

As the country strives for production resumption amid containment of the pandemic, it has managed to restore export orders while stimulating domestic demand, which led to a rebound in imports, Li added.

# China Launches New Free Trade Zones

**China** has officially opened three new pilot free trade zones (FTZs) and expanded one as it seeks greater opening-up and high-quality development.

The three new FTZs are in Beijing and the provinces of Anhui and Hunan, increasing the total number of the country's FTZs to 21, while the expanded one is in the coastal province of Zhejiang.

The launch came after the State Council issued a master plan to outline the priorities for the three new pilot FTZs and adopted a plan to double the area of the pilot FTZ in Zhejiang.

China's decision to set up a new batch of pilot FTZs demonstrated the country's firm determination to accelerate the formation of a new development pattern through a higher level of opening-up, Wang Shouwen, Vice Commerce Minister said at a recently held press briefing.

Experts believe that the new FTZs will further improve trade and investment liberalization and facilitation in China through a new round of system and mechanism reform and innovation. They will also grasp the strategic opportunities brought about by the scientific and technological revolution and promote the transformation and upgrading of China's foreign trade and the development of strategic emerging industries.

Zhou Mi, with the Chinese Academy of International Trade and Economic Cooperation under the Ministry of Commerce, said the new zones are a supplement to the layout of the existing 18 pilot FTZs. "From the coastal areas to the central inland regions, it shows that China hopes to promote diversified and higher-level opening-up," said Zhou.

Experts said the expansion of the FTZs is an effort to boost the development momentum of the entire central region and further expand the entire Chinese market, and therefore, foreign-funded enterprises will focus more on the Chinese market in the future.

Zhou believes that the three new FTZs will attach greater importance to the overall investment environment, seeking to meet more and higher demands of foreign investors to realize coordinated development with local companies and industries.

"The new step provides foreign-funded enterprises with good expectations for China's continuous opening-up. It also provides system innovation and more experimental attempts which can effectively cut investment costs and loosen investment restrictions," Zhou added.

Xu Xiangping, Head, Hunan's Commerce Department, said the 21 FTZs cover the eastern, central and western regions, and each one has its strategic positioning and development goals.

The Beijing pilot FTZ will focus on supporting the construction of an innovation center with global influence. It will accelerate the construction of a leading area for the expansion of trade in services and a pilot area for the digital economy.

The new pilot FTZ in Hunan will focus on building a world-class advanced manufacturing cluster and an international investment and trade corridor linking the Yangtze River Economic Belt and the Guangdong-Hong Kong-Macao Greater Bay Area. It will also be a leading area for in-depth economic and trade cooperation between China and Africa.

Expected to set the standard for opening-up in the inland region, the pilot FTZ in Anhui will focus on promoting the in-depth integration of scientific and technological innovation and the development of the real economy. It will accelerate the pace of its pioneering role in scientific and technological innovation and the cluster development of advanced manufacturing and strategic emerging industries, and promote the integrated development of the Yangtze River Delta.

The expanded area in Zhejiang will focus on building a new type of international trade center and a global shipping and logistics hub, as well as the construction of a commodity resource allocation base centered on oil and gas. It will also see the construction of a digital economy development demonstration zone and a cluster area for advanced manufacturing industries.

FTZs are the new high ground for China's reform and opening-up and an important platform to absorb foreign capital. Seven years into China's pilot FTZ mechanism, a total of 260 institutional innovations have been formulated and replicated nationwide with remarkable results.

In the first seven months of 2020, more than 3,300 new foreign-funded enterprises were established in the already existing 18 pilot FTZs. These FTZs also reported an actual use of foreign investment of over 90 billion yuan (\$13.3 billion) and contributed 2.7 trillion yuan of foreign trade, accounting for 16.8 percent and 13.5 percent of the country's total, respectively.



Fany Fan  
English Editor

Source: ChinaFastener Magazine

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# ONLINE CHINA FASTENER SHOW 2020: A PROMISING START

Operated and supported by [www.chinafastener.com](http://www.chinafastener.com), the maiden Online Fasteners Show 2020 was organized from August 10-18, 2020. Woven around the theme of 'new model and new business opportunities', it focused on the new form of exhibition for the fastener industry.



Source: China Fasteners (for all photos)

The first Online China Fasteners Show 2020 turned out to be a successful event.

The global pandemic has brought physical exhibitions around the world to a halt. Most of the shows have either been postponed or cancelled. To break the limitation of space and make suppliers and buyers negotiate and close the deal smoothly online, [www.chinafastener.com](http://www.chinafastener.com) hosted first Online China Fastener Show. The online format of the Show helped meet the requirements of upstream and downstream enterprises. The exhibition hosted a virtual exhibition hall with live videos providing the facility of real-time negotiations, supply and procurement connections and real-time transactions, making this a unique interactive and immersive

shopping experience for attendees. The buyers were provided detailed information of the products and suppliers through e-business cards and e-catalogs.

### Key exhibitors

Over 300 companies participated in the show featuring the entire supply chain of the fastener industry. Some of the exhibitors were Jiangsu Washen Fastener Manufacture Co Ltd, Zhejiang Xinchun Fastening Piece Co Ltd, Shanghai Fast-Fix Rivet Corp, Jiaxing Kinfast Hardware Co Ltd, Foshan Sailuk Rivet Co Ltd, Shanghai Welfast Enterprise Co Ltd, Zhejiang Ansheng Automobile Parts Co Ltd, Jiaxing Qimu

Trading Co Ltd, Jiaxing City Qunbang Hardware Co Ltd, Hebei Hanwang Stainless Steel Products Co Ltd, Jiangxi Kaixu Automobile Fitting Co Ltd and so on.

In addition, 19 enterprises did live broadcast during the exhibition days, which included Fasteners (Jiaxing) Co Ltd, Wuxi Anshida Hardware Co Ltd, Shenzhen Da He Industrial Co Ltd, Macdermid Enthone Industrial Solutions, GEM-YEAR Industrial, Beijing Jinzhaobo High Strength Fastener Co Ltd and many more. The full e-process control system and automatic production process of Tong Ming Enterprise Co Ltd was widely appreciated by the audience.



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### Buyers' special zones

With 55 exhibitors presenting the strength of Haiyan fastener manufacturing, Haiyan Special Area was established to help exhibitors effectively explore online distribution

of the event. An intelligent and efficient docking system was used to connect buyers and suppliers. The organizers also created a professional service team that offered excellent and timely support.

were closed. The first of its kind exhibition was well accepted as most of the buyers were satisfied with the quality of the suppliers. It turned out to be helpful in strengthening economic



channels to develop new growth points for enterprises. More than 30 online activities were conducted to further improve brand exposure such as a '1-on-1' purchase meeting, cloud factories visiting, live broadcasting, technology sharing, cross-border e-commerce, etc. The '1-on-1' purchase meeting was one of the key highlights

The invited industry experts shared their opinion on technical sharing, quality inspection planning using big data of failure analysis, ultrasonic measurement of clamping force, self-locking thread technology and so on.

### Wrap up

By the end of the show, about 300 purchase meetings

and trade cooperation under the Covid-19 circumstances coupled with international travel restrictions. The next Fastener Show (Online) for the European market will be held from October 26-31, 2020. [FAI](#)





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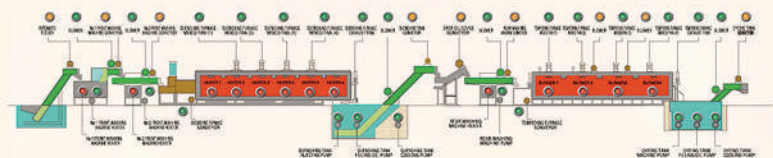
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