

Country in Focus:

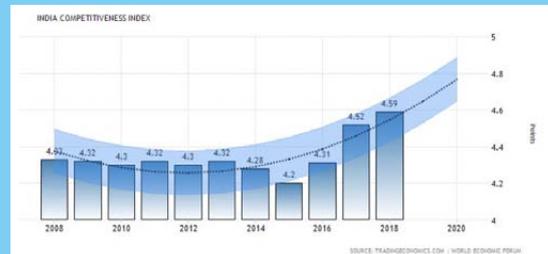
INDIA

Edited by Fastener World

In 2018, several industrial trade events dedicated to fasteners, hardware, industrial components and related machinery/service were held in India. These events drew a lot of leading companies from Europe, USA and Asia in attendance, fully revealing the high interest of global buyers and sellers in the emerging and huge market consumption and increasing demand from manufacturing industries in recent years in India.

According to the 2017-2018 global competitiveness report released by World Economic Forum (WEF), India scored 4.59 points out of 7, the highest record in its history. In the period from 2007 to 2018, the global competitiveness of India averages 4.36 points.

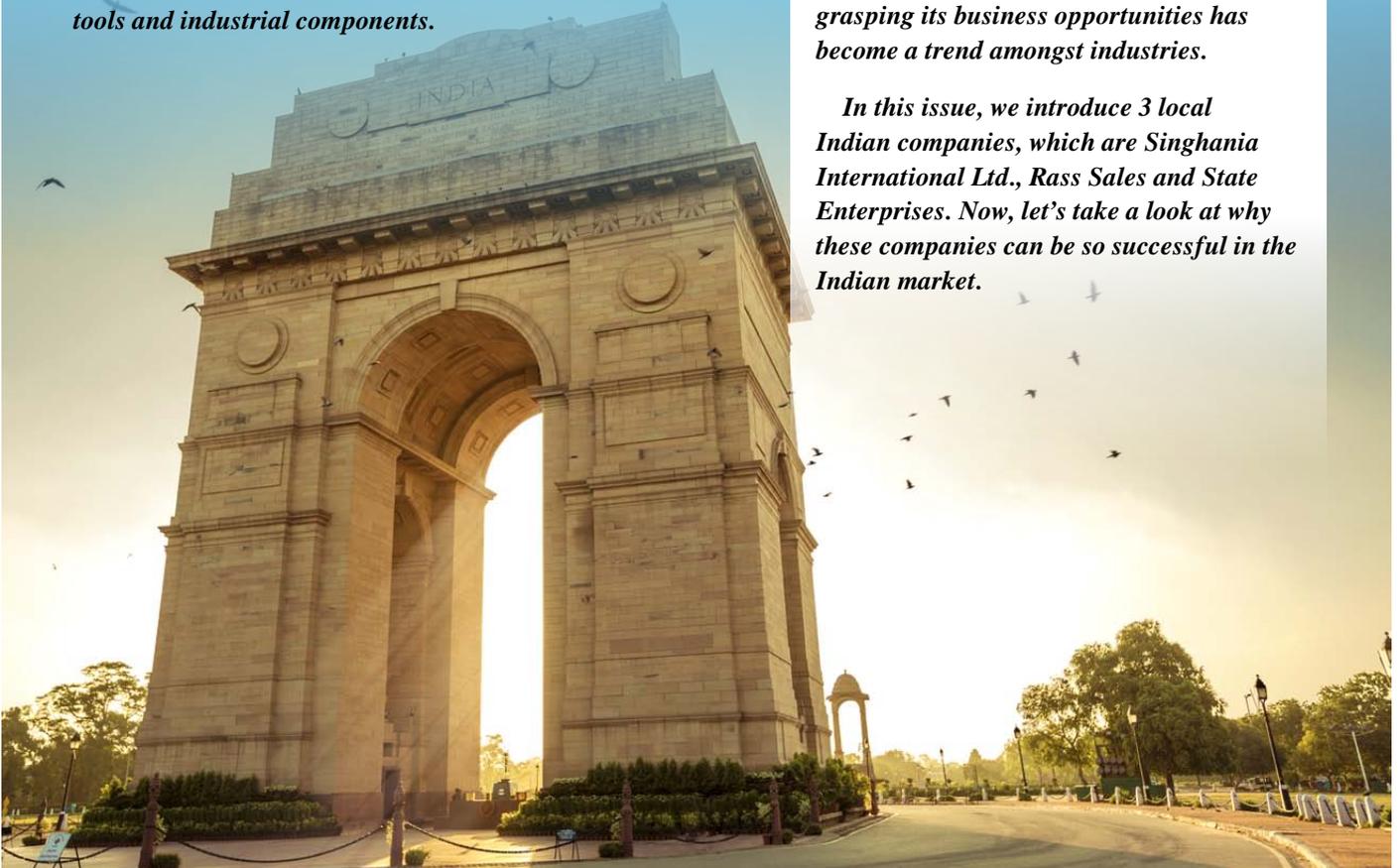
India has a vibrant cars and motorbikes manufacturing industry and the development of its infrastructure is also boosting the urgent demand for fasteners, hardware, hand tools and industrial components.



In the full year of 2017, USA exported US\$35,478,287 worth of fasteners to India; the EU exported 23,464 tons of fasteners; Japan exported 11,207 tons of fasteners; Taiwan also exported 13,810 tons of fasteners. Not to mention the fact that India was included in the top rankings of many countries' fastener export statistics.

Entering the huge Indian market and grasping its business opportunities has become a trend amongst industries.

In this issue, we introduce 3 local Indian companies, which are Singhania International Ltd., Rass Sales and State Enterprises. Now, let's take a look at why these companies can be so successful in the Indian market.



Rass Sales Systems India Pvt. Ltd. Stainless Steel Fastener Manufacturer

Rass Sales Systems India Pvt. Ltd. is an ISO certified company pioneering in the manufacturing of “Stainless Steel Fasteners” and “Stainless Steel Hardware Fittings”.

The team of Rass specializes in providing best in the industry products at the most competitive prices. With an experience of more than 25 years in manufacturing, Rass is currently manufacturing more than 400 products on a regular basis in its state of the art facility. What started as a big dream in a small shop in Chawri Bazaar, New Delhi has now flourished into a large scale manufacturing unit. The team at Rass ensures that every single fastener that leaves the facility is perfect and meets all the industrial standards.

Rass believes that every single product is a reflection of its goals and values to the world.



Pioneering in Manufacturing SS Fasteners

At Rass they manufacture a wide range of stainless steel fasteners. They pioneer in the manufacturing of “stainless steel self-tapping screws”, “stainless steel machine screws” and “stainless steel nuts & bolts” catering to all industrial requirements.

“We believe Stainless Steel is the ultimate solution for industrial and commercial use fasteners as it has a longer life span as compared to other metals and is rust free. Stainless steel is the best solution to all water related fastener problems. Stainless Steel like other metal doesn’t need additional coating to make it rust proof or non-magnetic as they are its natural properties,” said Rahul Gupta, Director of Rass.

“We ensure that all the products that we manufacture meet all the industrial standards and are easy to use so that they can fulfill their purpose. Every product of ours is regularly inspected and tested by our qualified R&D team. We manufacture with the vision of satisfying the needs and requirements of the end consumer of our products.

At Rass we manufacture more than 400 Stainless Steel products in different grades, lengths and widths as per customer requirement,” added Gupta.

Company Strengths & Values

Since its inception Rass Sales Systems India Pvt.Ltd. has become a reliable source of best quality stainless steel fasteners.

Rass ensures that all its customers are satisfied with products and all materials are delivered to them on time. Rass makes sure that all of its customer enquiries and problems are addressed instantly in the most professional manner. It believes in establishing relationships based on trust and excellent service from its end.

With a state of the art manufacturing unit, Rass ensures efficient and effective use of all its resources so as to minimize the cost of production and provide maximum value to its customers in the form of a standardized product and minimum prices.

Gupta emphasized, “We at Rass aim to provide the best quality fasteners at the most competitive prices. We believe that our goodwill that we have earned because of years of excellent customer service and product delivery have played a huge role in our success and we continue to deliver excellent products and services to our clients.”

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Singhania International Limited Solving Your Fixing Needs with "STURDFIX"



Singhania International Limited was established in 1995. Located in Ludhiana City (North India), it has a state of the art manufacturing and testing facility for processing steel wires & fasteners. It started as a trading company for trading various ferrous alloys and additives used in steel manufacturing, and gradually started processing (wire drawing & spheroidized annealing) steel wires. It is an ISO 9001:2015 certified company.

"STURDFIX" Now Available on the Market

In 2016, Singhania launched a fastener brand - STURDFIX. This brand has been registered in India, China, Turkey, Germany, UK and many other countries. It has in-house facilities for wire processing (3,500 MT/month) and fastener manufacturing (350 MT/month). It also sources a lot of fasteners from China, Taiwan, India & Thailand, which are then brought to its warehouse in India, and after testing and quality check, dispatched to its customers all over India. In merely 2 years, it has increased its fastener sales from 0 to over US\$4 million. In its STURDFIX range of fasteners, it has regular availability of most of standard fasteners, including high tensile fasteners (8.8, 10.9, 12.9), nylon insert lock nuts, flange nuts, spring washers, anchor fasteners & other standard fasteners.

Strong Focus on Quality

Main products of Singhania are high tensile fasteners (8.8, 10.9, 12.9 hex bolts – M5 to M30), spring washers (M3 – M48) and standard/OEM/custom made nut fasteners.

"What makes our products special and different from others is our strong focus on quality and our fully equipped state of the art lab for in-house testing of our fasteners at each and every stage of manufacturing. All our fastener goods are accompanied with complete inspection records, right from raw material test records (steel wire) to end products test record. Further, Our products are already approved in many OEMs in India, and are under-approval in many other OEMs (Including the railways). Our cold forged range of high tensile fasteners (hex bolts) are available in lengths up to 200 mm and we also have hot forging capabilities for bigger diameter and long length bolts. Further, all our fasteners are available in a range of packaging options (depending on customer requirements)

like bulk packing in bags/cartons, small box packing and retail packaging for super markets," said Anshul Singhania, Executive Director of Singhania International Ltd.

Customer-oriented Service, the Backbone of Your Businesses

Singhania's business philosophy is to hold a variety of stock of standard fastener items in order to help reduce client's inventory levels. It strives to constantly increase its stock range, but place product competence above the range of sizes. It believes that this competence is a prerequisite to being a successful strategic partner to customers. Whilst quality of its product has always been its number one priority, but it is the service that it offers, which is the backbone of its business. It never loses its focus on client's requirements, no matter how small.

"We at SIL believe in working hand in hand with our customers. Our scope of products / business is not limited by any boundaries.

We procure and supply our goods globally, to/from developed and developing countries. With years of specialized knowledge of importing & exporting fasteners around the world, we are happy to help all of our clients find the appropriate items for their many endeavors," said Anshul Singhania.



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State Enterprises 3+ Decades of Experience in Rivets, Nuts and Tools

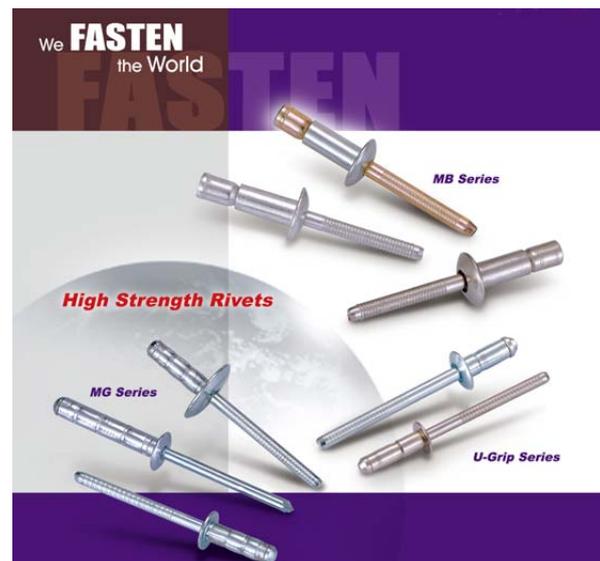
State Enterprises is a Kundli, Haryana based company, whose mission is to be successful by effectively utilizing the philosophy of high quality, advanced techniques, and customer service. State Enterprises, established in 2005, is a manufacturer, distributor, supplier and exporter of industrial fasteners. Its high-end fabrication unit, which is well equipped with modern machines and tools, helps the company cater to a large number of clients all across the globe. In addition to this, it also follows ethical business policies that have helped the company gain the trust of clients. Furthermore, its dealership and service network ensures a high degree of consumer satisfaction and excellent after sales service to the end users.

The main products of State Enterprises include Riveting Tools, Blind Rivets and Rivet Nuts Inserts. It is leveraging on its more than three decades of industry experience and modern fabrication facilities to fabricate a wide range of blind rivets, rivets, nuts and tools.

How do State Enterprises' Blind Rivets and Rivet Nuts Function?

Blind Rivets: Unlike solid rivets, blind rivets can be inserted and fully installed in a joint from only one side of a part or structure, "blind" to the opposite side. Due to this feature, blind rivets are used mainly when access to the joint is available from only one side. The rivet is placed in a drilled hole and is set by pulling the mandrel head into the rivet body, expanding the rivet body and causing it to flare against the reverse side. As the head of the mandrel reaches the face of the blind side material, the pulling force is resisted, and at a predetermined force, the mandrel snaps at its break point, also called blind setting. A tight joint formed by the rivet body remains, the head of the mandrel remains encapsulated at the blind side, although variations of this are available, and the mandrel stem is ejected.

Rivet Nuts: A rivet nut, also known as a blind rivet nut, threaded insert or rivnut, is a one-piece internally threaded and counterbored tubular rivet that can be anchored entirely from one side. There are two types: one is designed to form a bulge on the back side of the panel as a screw is tightened in its threads. The other is similarly drawn in using a screw, but is drawn into the sleeve instead of creating a bulge. In the field of aviation, rivet nuts are often used to attach various items, such as static dischargers and inspection access covers, to the surface of an aircraft. Rivet nuts are an ideal replacement for weld nuts because they will not distort base materials, eliminate weld splatter, toxic fumes, and other by-products of the welding process, and can be installed in many different kinds of material including steel, plastic, composites, and fiberglass.



A Company Customers Can Definitely Rely On

State Enterprises has several highly significant competitive advantages, including engineering and technical support service, automated system design and build, customer service and support, engineering and technical skills, cross-functional teams and quality systems in place. Moreover, its products and service are also well-known for their on-time delivery, high quality and competitive prices.

"It is important that the company continues to provide superb customer service and fast delivery. At the same time, the company's further success will depend on securing new customers in the served market niches. Our market research shows that these customer segments are the most demanding in terms of the engineering, technical service support, and automated design. State Enterprises is particularly strong in these areas and will utilize our capacities to serve these clients. The company will seek customers who require production of components used in upper-end product lines," said Mr. Saurabh Sood from State Enterprises.

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