



## S. African ITAC Approves Increase of Import Duties on Fasteners



International Trade Administration Commission of South Africa

The South African fastener manufacturer CBC Fasteners told that since 2008 the volume of fasteners imported to South Africa has been increasing year by year, giving more and more pressure to local fastener manufacturers including higher manufacturing cost, 18% capacity drop during 2010 to 2012, and the rising unemployment rate. Even though a regulation came into force in 2012 in South Africa for imposing 104.5% import duties upon the Chinese-made non-stainless steel screws with hexagonal heads. It is said by relevant local fastener manufacturers that the current measure has not been good enough to tackle with such difficulties. Therefore, CBC Fasteners submitted the application to South African International Trade Administration Commission (ITAC) asking for the increase of import duties against fasteners, which was also favored by The South African Fastener Manufacturers' Association (SAFMA).

of the UK with businesses ranging from multinational PLCs to local, family owned distribution businesses. The association offers a number of membership options to suit different companies and, as its latest General Meeting in May has just demonstrated, is strongly supported by fastener distributors and also businesses supplying the sector, which are eligible for an associate membership.

subject to antidumping duties. In order to avoid the fraudulent behaviors of labeling Chinese-made products as "made-in-Taiwan" to apply for the certificates of origins, the authorities will strictly audit the applications for fasteners exported to the EU.



## Vietnamese Industrial Fasteners Exported to US Face Antidumping Lawsuits

US-based Mid Continent Steel & Wire, In. has submitted its petition to U.S. Department of Commerce (DOC), alleging that fasteners exported from 7 countries including Vietnam to the U.S. are being dumped illegally, which has caused the material injury to U.S. industries. It asked the DOC to investigate the import of industrial fasteners incl. screws, bolts, and nuts from these 7 countries. According to the statistics of U.S. Customs, USD41 million worth of fasteners from Vietnam were exported to the U.S. in 2013. Compared to the record of the previous year, it was a 42% increase. The final decision of the DOC was officially announced on June 18th, 2014.



## Nedschroef Acquired by Shanghai Prime Machinery



Shanghai Prime Machinery listed in Hong Kong Stock Exchange acquired the Netherlands-based Nedschroef, which is a screw and auto fastener supplier with business operations in 14 countries, for 325 million euros. Nedschroef was originally controlled by Gilde Buy Out Partners and Parcom Capita (a venture capital company based in Europe). After the acquisition, Nedschroef will still be headquartered in Netherlands with all its facilities and production being open. This deal can further enhance the reach of Shanghai Prime Machinery to European car manufacturers and also assist Nedschroef in getting access to the vast market in China.



## BAFD Renamed BIAFD

In May 2014 the association formally became the British & Irish Association of Fastener Distributors.



This change reflects the extension of membership to fastener distributors based in the Republic of Ireland. At its May General Meeting BIAFD was

pleased to welcome representatives from Tuck Fasteners, Century Fasteners Ltd and Appian Fasteners Ltd. TR Southern of Mallow is also now a BIAFD member as part of the Trifast Group membership. Profast Ltd has also just confirmed its membership. The association is committed to ensuring BIAFD members are better informed and the quality of its information services and meetings was a key factor in Irish distributors requesting the opportunity to become members. BIAFD has a growing membership from all areas



## Taiwan to Strictly Audit Certificate Issuance of Fastener Origins After July 21st

The International Trade Bureau of Ministry of Economic Affairs (Taiwan) announced that after July 21st 2014 it would strictly audit the issuance of certificates of origins for fasteners exported to the EU. Carbon steel fasteners exported from China to the EU under tariff codes CC7318.12, 7318.14, 7318.15, 7318.21, 7318.22 are



announced that after July 21st 2014 it would strictly audit the issuance of certificates of origins for



## FinnvedenBulten Focuses Entirely on Fasteners for the Automotive Industry and Divests Finnveden Metal Structures to American Shiloh



FinnvedenBulten AB has signed an agreement with Shiloh Industries Inc., a US supplier to the automotive industry and general industries, concerning the sale of the Finnveden Metal Structures (FMS) division. The purchase price

for all shares in FMS amounts to SEK 372 million and will be paid in cash on the planned closing date on 30 June 2014. The price corresponds to a purchase price of SEK 490 million on a debt free basis. In connection with the implementation of the takeover, Tommy Andersson, presently President of Bulten AB, will become President and CEO of FinnvedenBulten AB. Johan Westman, presently President and CEO of FinnvedenBulten AB, will take up a position in the executive management team of the Shiloh Group as head of the European operations with continued responsibility for FMS. "Through the sale of FMS, FinnvedenBulten's business will be entirely focused on the fast growing and international fastener business," says Roger Holtback, Chairman of the Board of FinnvedenBulten.



## Norma Group Purchases U.S. Five Star



Germany-based Norma Group currently paid much attention to Crest Hill, Chicago-based technology and has purchased its business activities on April 28th 2014, which both sides agreed to maintain confidentiality on the transaction (Five Star was established in 1987 and supplies high quality clamps to customers in over 50 countries). CEO Werner Deggim of Norma Group said, "The deal will reinforce the position of Norma in U.S. market, expand the production/distribution/sales, and grow the customer base further." Five Star generated USD5 million of revenue in 2012, which is expected to be more financially consolidated after becoming one part of Norma Group.

## Norma Receives PACCAR 50 PPM Award for the Third Time Running

NORMA Group, a global market leader for engineered joining technology, receives for its locations in Saltsburg, US, and Juarez, Mexico, the 50 PPM award of the US motor vehicle manufacturer PACCAR Inc. ("PACCAR") for 2013. The quality seal is a reward for selected suppliers with a

defect rate of 50 parts per million (PPM). The annual 50 PPM award goes to NORMA Group for the third year running. PACCAR's 50 PPM award process examines the quality of suppliers over rolling six-month periods. Additional nomination criteria for the award include product innovation, the production parts approval process (PPAP), the number of warranty cases and timely delivery. Eligible candidates must also have quality systems in accordance with QS-9000, ISO/TS 16949 or ISO 9001 for 2008 in place and successfully pass performance testing by PACCAR.



## John Hassall Files for Chapter 11 Bankruptcy Protection



Having started its business for 157 years, John Hassall Inc., a company supplying custom-made metal parts and fasteners mainly for automotive, aerospace, national defense industries, currently announced that it has filed for bankruptcy protection due to declining revenue caused by the general downturn in the market and the lower-than-expected result of the first quarter. Employees of John Hassall have also been notified that the company may be closed in July (note: according to the Worker Adjustment and Retraining Notification Act required by the local state, any company planning to lay off its employees has to deliver the notification 90 days before the actual implementation for closing or lay-off). The current balance sheet of Hassall shows that it has the assets worth USD8.5 million and the liabilities of roughly USD5.5 million.



## Taryn Goodman Named VP of Finance in Industrial Rivet & Fastener Co.



Industrial Rivet & Fastener Company, a global manufacturer, distributor and importer of quality rivets and fasteners, announced that Taryn Goodman has been assigned the role of Vice

President of Finance in the company. Ms. Goodman, who began working for the company in 2012, brings a wealth of financial experience with her. In May 2014 she earned a Master of Business Administration (M.B.A.) from The Wharton School at the University of Pennsylvania. Prior to this, she worked at Barclays Capital as an Investment Banking Associate in the Risk Solutions Group. "I felt the best choice for me was to come home and help my own family's company continue to grow and prosper," explains Ms. Goodman. Ms. Goodman will focus on the administrative and finance side, working closely with her cousin, Steven Sherman, who has been with Industrial Rivet for 17 years.



## Elgin Fastener Group Adds Technical Sales Rep



Elgin Fastener Group (EFG) has announced the addition of Clayton Morris to their outside sales team. Based in Charlotte, North Carolina, Morris will serve as EFG's Technical Sales Representative in the southeast U. S. region, covering the states of North Carolina, South Carolina, Georgia, Florida, Alabama, Mississippi, and Louisiana. He holds an AS in Electronic Engineering Technology, and is a 16-year veteran of the domestic fastener industry, with previous experience in automotive and electronics testing, specialty fastener design, and distribution sales/warehouse management. Marty Goeree, EFG Vice President of Sales & Marketing, said "We are excited to have Clayton join EFG. His engineering and design background will be extremely helpful to the customer base that EFG has established in the southeastern states, while his addition enables the strategic repositioning of other EFG sales personnel without sacrificing skill or talent in that area." Elgin Fastener Group is comprised of ten domestic specialty fastener manufacturers and metal finishing operations, making them the largest single source supplier of industrial fasteners in North America.



## New CEO of Align Aerospace



Align Aerospace Holdings, Inc., a leading global provider of hardware components,

logistics and supply chain solutions in the aerospace and defense industries, announced the appointment of Andrew C. Roberts as Chief Executive Officer. Richard C. Organ will transition from his current role as Chief Executive Officer with Mr. Roberts' appointment. Andrew Roberts is a highly qualified aerospace and commercial aviation executive with over 25 years of experience in the sector. Most recently, he was President and Chief Executive Officer with Permaswage, the global leader in fluid fittings for aerospace applications, providing proprietary and standard fitting components, tooling and training for all major aerospace platforms. He led Permaswage through a period of dramatic sales growth and profitability improvement during his tenure. Roberts commented: "Align Aerospace is a strong competitor in the hardware distribution marketplace and has the potential to grow its market share significantly by investing in product and capabilities and focusing on superior execution to meet the demanding needs of our customers." Align Aerospace is a leading global distributor of aerospace fasteners and other hardware, primarily to aerospace original equipment manufacturers (OEMs) and OEM suppliers. Through its distribution centers in California and France, and forward stocking locations in Texas, Canada, Australia and China, the Company sells more than 100,000 SKUs, including fasteners, machined parts, bearings, small assemblies and other highly specialized components.



## Fastenal's Sales Accelerate in May

After distributors of industrial and construction supplies announced their sales results in May, Fastenal's stock price soon increased. Compared to the sales results in March and April this year, the daily sales in May continued to improve, which increased 13.5% to USD14.93 million over May last year (as



well as increased 10% and 11.6% compared to April and March). The net sales in May grew 8.3% to USD313.5 million.

Daily sales of Fastenal to manufacturing customers representing 50% of its total revenue grew 12.9% (only 5.8% last year) while daily sales to non-resident construction customers grew 8.4% (only 0.7% last year). The total average daily sales growth rate in the first quarter was 8.7%.



## Fastenal Company Invests \$13 Million to Expand Its Indianapolis, Manufacturing Center



Fastenal Company, a distributor of industrial and construction equipment, announced plans to expand its operations in Indianapolis, Indiana, creating up to 60 new jobs by 2016. The Winona, Minnesota-based company will invest \$13 million to construct and equip a 167,000 square-foot addition to its current 900,000 square-foot regional distribution facility in Indianapolis. The facility, which will be fully operational by end of year, will allow the company to expand its national corporate distribution.



## Shamrock Int'l Fasteners Opens New "Quality Fasteners & Components" Online Store



Shamrock International Fasteners currently announced that a new online store especially for easily buying bulk quantities of high quality fasteners and components is now open.

Shamrock Express has a large amount of fasteners in stock for the specific demand of customers at a very competitive price. With more than 40,000 SKUs of

fasteners, it is able to offer customers with products like screws, bolts, nuts, washers, anchors, pins, clips and hooks. Orders can be quickly processed in a very efficient way.

Users of this online platform can search for any product by certain description, name or SKU. Customers can look up past orders for simple reordering.



## TR Fastening Anti-corrosion Components Greatly Admired in Yacht Industry



TR Fastening is one of the major fasteners and fitting parts suppliers for the global yacht manufacturer- Sunseeker and can offer a series of self-adhesive fasteners and injection-molded fasteners. General Manager Jerry Howe of TR Fastening marine division said that the company is working closely with Sunseeker and helps it achieve the result of time saving and cost reduction. Currently, it has offered anti-corrosion parts to Sunseeker, including those MT3510 organic finish black screws, which are cosmetically excellent and have been through 240hrs of salt spray test. Other strong, lightweight, and anti-corrosion fastening cable ties and wire accessories are also the ideal water-proof parts for Sunseeker.



## Anderson Manufacturing Earns ISO/TS 16949 Certification

Anderson Manufacturing has earned ISO/TS 16949 certification for its facility in Bristol, Wisconsin, where it manufactures cold formed fastener solutions and standard and specialty pins and rivets. The certification enables Anderson Manufacturing to align its quality management systems with its automotive customers' strict requirements. Without a valid certificate, parts manufacturers are unlikely to serve a Tier 1 supplier and cannot supply standard parts to OEMs in the auto industry. Anderson Manufacturing is a trusted supplier to automotive manufacturers, providing products such as complex cold formed terminals, pins, semi-tubular rivets,



shoulder rivets, screws, contacts, threaded forming screws, self-tapping screws, clinch studs and anti-cross threaded products. The company also offers secondary operations including thread rolling, tapping, grinding, sorting and packaging, and value-added services such as cost reduction and manufacture ability reviews.



## BeA Awarded by ISO 9001:2008

BeA Fastening Systems, the specialist manufacturer of fastening tools, technology and consumables for the pallet manufacturing and refurbishment industry, has successfully achieved a globally recognized quality standard. Following a rigorous and robust auditing process carried out by an independent assessor, the business has been awarded ISO 9001:2008 certification, which is viewed internationally as the quality benchmark for business and organizations across every sector. Concluding, Managing Director John Mercer adds: "BeA holds a number of quality certifications and awards but ISO 9001:2008 remains one of the most important because of its universal, high profile and far reaching nature."



## Water Based Adhesives in India to Outperform All Other Adhesive Types Through 2019

Adhesives offer one of the most versatile binding techniques available in the market among other technologies like welding, bolting, screwing, etc. Adhesives have many advantages over other techniques such as elimination of corrosion, superior aesthetics, uniform stress distribution, quick and cost effectiveness, and hence, their consumption is high in the manufacturing sector. The packaging industry, which is the most important end-user industry for adhesives, was valued at USD27.6 billion in 2012-13 and is expected to grow at an annual rate of over 15% through 2016. Many global



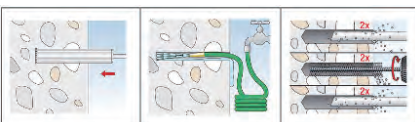
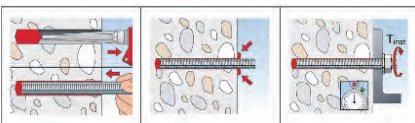
adhesive players are investing heavily in India as the infrastructure industry, automotive industry and flexible packaging industry continue to grow in the country. Henkel, Huntsman, and 3M are some of the multinational companies, which have expanded their operations in India.

According to "India Adhesives Market Forecast & Opportunities, 2019", a growing trend prevalent in the industry is increasing use of water-based adhesives. As per the report forecasts, water-based adhesives are projected to hold a share of around 42% of the country's adhesives market by the end of 2019. With upcoming infrastructural projects such as railway tracks, metro rails as well as new wind energy farms, the country is set to witness a strong growth in the adhesives industry over the next five years. Also, automotive adhesives are expected to witness growth as the demand for lightweight and composite joining adhesives from automobile manufacturers continues to increase. The manufacturing sector in India is still growing and adhesive industry's growth is directly aligned with the country's manufacturing growth. Industrial adhesives are replacing mechanical fasteners for bonding requirements. In India, Pidilite Industries Ltd. is currently the largest player in the adhesives market, and the country is witnessing an increasing number of international players foraying into the market.



## Fischer Japan Releases Epoxy Resin Injection Type Anchor

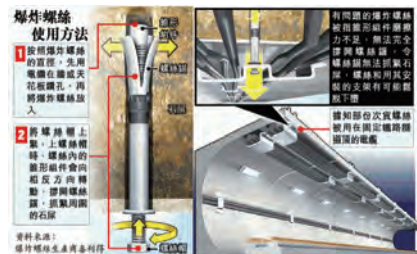
Fischer Japan has started selling "FIS ER 309S", a highly efficient epoxy resin injection type anchor, through distributors. 309S is a cartridge-type anchor adopting epoxy resin, which demonstrates stability of fastening performance. Besides, 309S contains no isophoronediamine, and less than 8% (aminomethyl) benzylamine as regulated by Deleterious Substances Designation Order. In other words, the product is



free from poisonous substance, therefore eliminating special procedures during distribution, sales, storage, and application. Furthermore, the product can be used under water.



## HK High-Speed Rail Conceals Use of Defective Expansion Anchors



On April 10 Australian anchor system manufacturer Hilti warned its contractor that the use of 3 defective HSL-3 M24 series of anchors in Hong Kong High-Speed Rail produced during May 2011 through August 2013 may reduce the tension capacity largely by 60-70% though without influencing the shear strength.

Diameters of the expansion anchors involved are from 3mm to 24mm (the longest and 1.4kg in weight). Every piece costs RMB260-298 and is usually used on the fixation of large-size components on concrete. The design of the expansion anchor is for gripping the concrete tightly with expansion of the screw anchor when the conical unit inside is reversely turned. The notice explained that the cause of such problem was the insufficient friction coating on the conical unit making it unable to achieve complete expansion to grip the concrete tightly.



## Terry Tu Relected as Sheh Kai's Director

Sheh Kai, a bimetal screw manufacturer, has recently completed the reelection of its directors and president Terry Tu has been relected again. The reelection also announced the financial report in 2013 (revenue: NTD555 million, net profit: NTD45 million, EPS: NTD1.08). "The result last year was influenced by the antidumping duties of as high as 23.6% imposed by the EU against



stainless steel fasteners from China and Taiwan. But this year we'll take back what we lost last year," said general manager Lin.

The combined revenue of Sheh Kai in Q1 this year reached NTD155 million (net profit: NTD15 million, EPS: NTD0.37), higher than the result of last year. The artificial person pointed out, "The bimetal screw manufacturer Sheh Kai's major market is Europe, so it was greatly influenced by the antidumping duties the EU imposed on stainless steel fasteners from China and Taiwan. However, it was later active in filing petitions to the EU and had been successfully accepted. The preliminary determination has been announced, saying that Sheh Kai's bimetal screws can be excluded from the stainless steel fasteners involved in the case, which is good news to Sheh Kai."



## AIDC to Go Listed in Sep. Good News to Taiwanese Aerospace Fastener Manufacturers



Taiwan Stock Exchange (TWSE) has agreed the application of the Taiwan-

based Aerospace Industrial Development Corporation (AIDC) to go publicly traded this September, which will generate the effect of price comparison within the aerospace industry.

One consultant said that the demand for aircrafts in emerging Asian markets prolongs the orders made out to Boeing and Airbus by 6-7 years and the oil prices continue to be high, so the development of lightweight aircrafts will take the lead in the market with high strength carbon fiber materials being greatly introduced in making frames. The activities of aerospace fastener suppliers like NAFCO or San Shing Fastech are also likely to be influenced when AIDC goes publicly traded in Sep.



## Increasing Nickel Price May Boost TCI's Q2 Gross Profit by 15%

Publicly traded steel company Ta Chen International Inc. reported May revenue to be NTD4.265 bn, 4.86% less than last April. However, as the prices of products delivered previously were increased by



the hiking global nickel price in March, the artificial person estimated that the gross profit rate would rise by 15% rather than only 8% and the profit in Q2 would be expected to increase. The current inventories of the company are able to continue to satisfy the market demand with low-cost inventories for at least 6 months.

TCI said that last time when the nickel price increased USD20 thousand per ton, the gross profit had been expected to increase. However, if the nickel price is stable, it will be beneficial to achieve stably growing operation. Even though the current nickel price dropped by USD16 thousand per ton, it still had an 8% gross profit rate. TCI's expected sales this year are 260 thousand tons for stainless steel and 110 thousand tons for screws & nuts, 1.33% and 6.08% less than last year respectively. With the growing result of BBI in USA (43.2% shares held in TCI's hands), the sale of TCI is also expected to grow further.



## Rodex Extends Focus to R&D of Bi-metal Screws and Expects Small Batch Production Next Year



In order to increase the product portfolio and improve the profit of the company, Rodex has been dedicated to the R&D of bi-metal screws

since last year. General Manager Chang said that the product has not been developed yet and the company would like to promote this product to European high-end building material market. It is very likely that a small batch of bi-metal screws will be produced soon next year.

Rodex's delivery this year remains stable. In order to improve the profit, the company will continue to upgrade the manufacturing techniques and efficiency as well as develop new products. Its R&D cost last year represented 1.19% of the total revenue at the highest level in the most recent years. As the bi-metal screw has both the hardness of carbon steel and the corrosion-resistant ability of stainless steel, in addition to the sophisticated processing, higher unit price, profit margin, and technical level, the product is still in the phase of R&D.



## Anshida Hardware to Supply Titanium Alloy Fasteners for Chinese- made Airplanes



Wuxi Anshida Hardware Co., Ltd. has signed a cooperative agreement with China

Aerospace Science & Industry Corporation (CASIC) in which Anshida will produce titanium alloy fasteners in 3 to 4 types of specifications used for Chinese-made C919 airplanes, starting H2 2014.

To further improve technical level of products, Anshida has been cooperating with Nanjing University of Aeronautics & Astronautics and Shanghai Jiao Tong University since 2009, introducing the latest production line from Italy, Germany, and Taiwan to develop high-end blind rivets and riveted nuts. So far Anshida has developed more than 520 types of specifications, placing itself among other state-of-the-art companies. Within a few years, Anshida's products passed German DIN7337, American IFI114 and other certifications from more than 20 countries. Over 70% of the products have been exported to 206 nations/regions, making Anshida one of the top fastener export companies in China. Starting in 2015, Anshida will supply more than 2 million titanium alloy fasteners not only for China-made airplanes but also for other planes like ARJ21.



## Malaysian Chin Well Announced 50.1% Increase in Q3 Net Profit



Chin Well Holdings Bhd, the largest carbon steel fastener producer in Malaysia, currently announced that the net profit of the 3rd quarter of the financial year (ended March 31, 2014) went up 50.1% over the corresponding period to reach RM 7.1 million (approx. USD 2.21 million) and the revenue increased 13.7% to RM 130.8 million (approx. 40.68 million), mainly resulted from the increasing fastener export to the eurozone. Managing director Tsai of Chin Well expressed good expectation toward the upcoming future of the company, though the Vietnam-based plant was temporarily halted due to the anti-Chinese riot, but has resumed the operation on May 16 again.