

# Fastener World News

## Canadian Trade Tribunal Initiates Interim Review for Certain Fasteners from China and Taiwan

On August 29, The Canadian International Trade Tribunal initiated an interim review of its order made on January 5, 2015, in Expiry Review No. RR-2014-001, concerning certain carbon steel fasteners, originating in or exported from the People's Republic of China and Taiwan. This interim review was initiated at the request of Canimex Inc. and after the Tribunal determined that the request was properly documented. The purpose of this interim review is to determine if the findings should be modified to exclude the product identified by Canimex Inc.

The Tribunal is an independent quasi-judicial body that reports to Parliament through the Minister of Finance. It hears cases on dumped and subsidized imports, safeguard complaints, complaints about federal government procurement and appeals of customs and excise tax rulings. When requested by the federal government, the Tribunal also provides advice on other economic, trade and tariff matters.

## U.S. DoC Determines to Extend AD Measure on Stainless Steel Wire Rod from Japan, S. Korea, and Taiwan, and Repeal the Same Measure on Italy and Spain

On Aug. 15, 2016, U.S. Department of Commerce (DoC) announced the extension of the antidumping measure against stainless steel wire rod from Japan, S. Korea, and Taiwan; on the other hand, the DoC also announced the repeal of the antidumping measure against the same product imported from Italy and Spain. The extension has become effective since the announcement. U.S. DoC determined that revoking the existing antidumping measure against stainless steel wire rod from Japan, S. Korea, and Taiwan (except for Italy and Spain) would be likely to lead to continuation or recurrence of material injury within a reasonably foreseeable time. The antidumping measure on stainless steel wire rod from Japan, S. Korea, Taiwan, Italy, and Spain was initiated on Sep. 15, 1998 and the sunset review of this measure was launched on May 1, 2015. HS codes of the products involved are 7221.00.0005, 7221.00.0015, 7221.00.0030, 7221.00.0045, and 7221.00.0075.

## US Made a Preliminary Determination on China's Steel Nails

On September 12 of 2016, the US Department of Commerce made a preliminary determination on China's steel nails, determining that 22 China-based companies with independent tax status are subject to a 5.9% tax rate, and other 14 China-based companies (including Tianjin Lianda Group Ltd.) are subject to a 118.04% provisional tax rate.

On October 6 of 2015, the DoC reviewed this case and the investigation period spanned from August 1 of 2014 to July 31 of 2015. HS codes involved included 7317.00.55, 7317.00. 65, 7317.00.75 and 7907.00.6000.



## Profit Declines as Fastener Business Remains Weak

Fastenal Co. reported its profit fell in its third quarter, coming in below expectations, as its core fastener business remained weak. The Winona, Minn.-based distributor of nuts, bolts, hand tools and other supplies has suffered from the slowdown in construction, and continuing economic uncertainty. The company said fastener sales remain relatively weak due to sustained weakness of its heavy-equipment and construction markets. The company said the revenue growth was due to higher unit sales. For the quarter ended Sept. 30, Fastenal reported a profit of \$126.9 million, down from \$136.5 million a year earlier. Sales climbed 1.8% to \$1.01 billion.

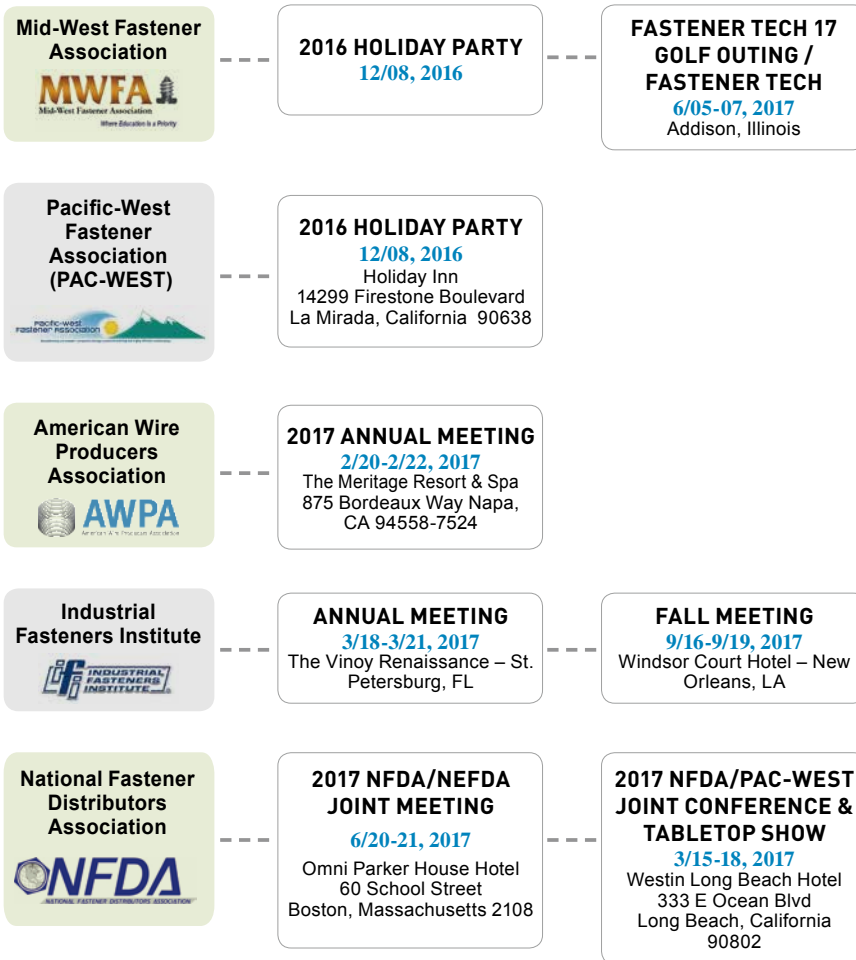
## BOSSARD Receives Swiss Arbeitgeber Award 2016

Every two years, Bossard participates at the largest employee survey in Switzerland. In 2016, 151 Swiss companies participated in the survey to measure the satisfaction of their employees. Bossard holds the excellent 5th place in the category 250-999 employees.



91% of employees have participated in the survey. This gives Bossard important and meaningful insights about the current state of the organizational framework and the personal attitude of the employees. Among others, employees rate job content, structures and processes, cooperation, dealing with change, leadership, personnel development and compensation systems.

## Fastener Association 2016-2017 Events Update




## to Acquire Chinese Self-pierce Riveting Solutions Business

Atlas Copco, a leading provider of sustainable productivity solutions, has agreed to acquire the self-pierce riveting business of Phillip-Tech (Beijing) Co., Ltd.

Based in Beijing, with a sales and engineering site in Shanghai, Phillip-Tech has about 45 employees. The company sells self-pierce riveting products and solutions designed by Atlas Copco-owned Henrob, a market leader for this innovative joining technology that the Group acquired in 2014. Phillip-Tech's customers include several major automotive manufacturers.

"Henrob's riveting solutions are increasingly in demand by automakers because of their advanced assembly needs, and the strong team at Phillip-Tech plays a crucial role in marketing the technology in China," said Mats Rahmström, President of Atlas Copco's Industrial Technique business area. "This assembly solution will keep growing as automakers seek to build lighter vehicles to reduce fuel consumption."

Self-pierce riveting is a mechanical fastening process for joining sheets of material where welding is difficult, such as aluminum. Car manufacturers' use of this technology is increasing as they use new materials to make the vehicles lighter and more energy efficient.

The acquisition is expected to be completed in the fourth quarter of 2016.

The parties have agreed not to disclose the purchase price. The acquired business will become part of the Industrial Assembly Solutions division in the Industrial Technique business area.

## bigHead<sup>®</sup> is Now EN 1090-1 Certified

Recently, bigHead<sup>®</sup> has been EN 1090-1 certified. This really proves that its products are quality.

The EN 1090 certifications are a European standard that was developed in order to regulate the creation and assembly of steel and aluminum structures. The EN 1090-1 specifically deals with the requirements for conformity assessment for structural components.

A Conformity Assessment Body specialist certified the Factory Production Control (FPC) so that the bigHead<sup>®</sup> can be given the CE certificate of conformity.

bigHead<sup>®</sup> fasteners have many different versions. They are available in over 400 standard versions to increase versatility and range for use in many types of projects. These fastening solutions can also be used in a variety of industries including but not limited to automotive, marine and mechanical engineering.

Using a bigHead<sup>®</sup> can allow your fastener to be integrated "invisibly" into many plastic components and composites. They also improve upon conventional fasteners because they don't require holes that could impair the component strength.



## IVISYS Publishes Interim Report for the Period January to September 2016

### Nine Months (Jan.-Sep. 2016)

- Revenue for the period was 217 KSEK
- Operating income was -7467 KSEK
- Earnings per share were -0.84 SEK
- The equity ratio was 57.3%

### Third Quarter (July.-Sep. 2016)

- Revenue for the period was 50 KSEK
- Operating income was -2799 KSEK
- Earnings per share were -0.32 SEK

IVISYS AB was formed on 16 December 2014. The company provides independent vision system solutions for quality control and offers "plug-and-play" solutions with an easy installation process. The solutions perform quality inspections at high speed and allow multiple control points in a single inspection.

## BULTEN Makes Further Investment for Increased Cost Efficiency

Bulten takes further steps towards becoming the industry's most cost-efficient producer of fasteners to secure continuous profitable growth by investing in a new plating line in its German production unit. "The investment will provide the company with both value added and increased competitiveness as well as better flexibility and control of the process", says Tommy Andersson, President and CEO of Bulten.

Bulten AB (publ) has decided to invest approximately EUR 2.8 million in a new plating line in its German production unit. The investment is expected to generate annual savings of approximately EUR 1.4 million with an estimated payback period of approximately two years. Start of production is planned in 2018.

Through this investment, together with the approximately EUR 6 million investment in a new plating line in Poland, which was announced on June 9, 2016, the company gets both value added and increased competitiveness and is expected to improve profitability and reduce working capital. The investments will also mean less transportation, which will lead to a significantly reduced impact on the environment. The investment is subject to obtaining necessary permits.

## vossloh Supervisory Board of Vossloh AG Appoints New CEO with Effect from April 1, 2017

The Supervisory Board appointed Mr. Andreas Busemann, 50, as CEO of Vossloh AG with effect from April 1, 2017, for a term of three years as the successor to Hans M. Schabert. Andreas Busemann has been Member of the Executive Board for Sales and Marketing at DB Cargo since January 1, 2016. Prior to this, he served as a Member of the Executive Board for Production of DB Fernverkehr AG and Chief Technical Officer as well as CTO/CIO Infrastructure (IT) of DB Netz AG. After graduating with a degree in Aviation and Aerospace Engineering from Braunschweig, Andreas Busemann started his career at Siemens AG. There, he held several positions, most recently CEO of the Rail Automation division, to which he belonged for more than 10 years.

The contracts of the two other Executive Board members of Vossloh AG, Oliver Schuster and Volker Schenk, have been extended by a further three years as planned i.e. until spring 2020.

"Vossloh has been strengthened with the comprehensive transformation and is on a good path after the necessary cuts. This process was driven by Dr. Schabert very successfully and in a very short time. With the appointment of Andreas Busemann, we have appointed a proven expert in the rail industry and have thereby ensured the continuous development of Vossloh", says Heinz Hermann Thiele, Head of the Supervisory Board of Vossloh AG.



## Würth Service Supply, Inc. Names Marty Goeree as President

Würth Service Supply, Inc. (WSSI) is pleased to announce that Marty Goeree has been named President of Würth Service Supply, Inc. In addition to his 20 years of fastener experience, Goeree has spent the last year working with Würth Industry North America (WINA) as the National Accounts Manager where he became familiar with WSSI customers and business.

Goeree will oversee operations and sales for WSSI, which is headquartered in Indianapolis, IN and has branches in New York, Ohio, Michigan, Illinois, Kansas, North Dakota, and Arizona. "I am very excited to join such a storied company and am looking forward to working with our team and customers to deliver industry leading supply chain solutions," said Goeree, on his new position.





## Opens Two New Warehouses

To support its goal of accelerating international sales growth in Asia and Europe, OMG Roofing Products has established new warehouses in Rotterdam in the Netherlands as well as in Shanghai, China.

The two new warehouses are centrally located within their regions to enable OMG to rapidly supply products to roofing contractors and OEM partners in each of these critical markets. Both warehouses will stock a wide range of products sold locally, including OMG Fasteners and Plates, RhinoBond Tools and Plates, OMG Telescopic Tubes, OlyBond500 insulation adhesives, OlyFlow Drains, and EverSeal Roof Repair Tape.

Headquartered in Agawam, Massachusetts, U.S.A., OMG Roofing Products is the leading global supplier of commercial roofing products including specialty fasteners, insulation adhesives, roof drains, pipe supports, emergency roof repair tape as well as productivity tools.

## TriMas Announces Plans for Further Facility Consolidation

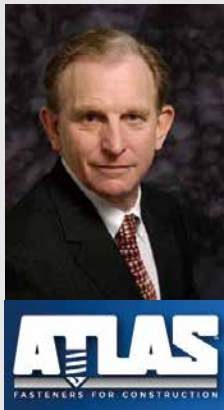
TriMas, a diversified, global manufacturer of engineered products such as fasteners and components, announced that it has initiated facility consolidation actions to more efficiently utilize existing locations and better serve its customers. These actions are incremental to certain facility closure and consolidation efforts completed over the past year as part of the Company's Financial Improvement Plan, and are part of the Company's continuous improvement initiatives.

The following TriMas facilities, listed by segments, will be impacted:

- Aerospace: Paris, Arkansas production will be consolidated into the Ottawa, Kansas facility;
- Engineered Components: activities at two Tulsa, Oklahoma facilities will be consolidated into another existing Tulsa, Oklahoma location; and
- Packaging: Mexico City, Mexico, production will be consolidated into a recently launched facility in San Miguel de Allende, Mexico.

In addition, within the Energy segment, the Company is exploring options to improve the performance of its Wolverhampton, United Kingdom facility.

Certain activities at the impacted facilities may continue through the end of the year and into early 2017 before the consolidation efforts are finalized. The Company will provide more information related to these consolidation activities, expected one-time costs to achieve and estimated future savings, on its third quarter earnings call.



## Atlas Bolt & Screw President Ridenour to Retire

Randy Ridenour, President of Atlas Bolt & Screw Company LLC, has decided to retire at the end of 2016 after 32 years with the company. Ridenour joined Atlas in 1984 as Central Region Branch Manager and became President in November 2009.

With Ridenour's retirement, Scott Bowers, Atlas Business Unit Manager for Metal, and Don Bratcher, Business Unit Manager for Wood, will each have full autonomy to run their business and both will report directly to Hartley.

Atlas Bolt & Screw Company, a Marmon/Berkshire Hathaway company, offers a wide range of construction fasteners that reduce installation costs and extend the lives of metal buildings worldwide. Its broad product line serves both metal to metal and metal to wood applications. Founded in 1896, Atlas is one of the oldest and most knowledgeable companies in the fastener industry.

## StanleyBlack&Decker

## to Acquire Tools Business of Newell Brands

Stanley Black & Decker, an S&P 500 global diversified industrial company, announced that it has entered into a definitive agreement to acquire the Tools business of Newell Brands ("Newell Tools"), which includes the highly attractive industrial cutting, hand tool and power tool accessory brands Irwin® and Lenox®, for \$1.95 billion in cash.

Newell Tools is an industry leader with an array of strong brands and products that are highly complementary to Stanley Black & Decker. Newell Tools is well-positioned to enhance the offerings and broaden the reach of Stanley Black & Decker's global tools and storage business. Newell Tools operates a global manufacturing footprint, maintains strong distribution relationships in its served markets, and has more than 2,500 employees around the world.

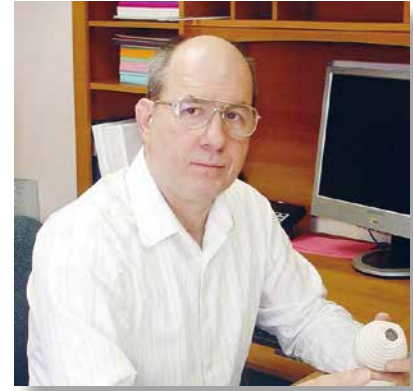
The transaction, which is subject to customary closing conditions, including regulatory approvals, is expected to close in the first half of 2017.

## NH Inventor Testing New Fastener Tech

Inventor Dale E. Van Cor has partnered with a mechanical engineer in Massachusetts to test his patented nuts and bolts. The fastener technology, he said, results in fasteners that are stronger and more durable than standard ones. He has designed five threaded connections, three of which have been patented. Engineers have been resistant to adopt Van Cor's wave thread nuts and bolts, however, and testing is vital to moving his product to the market, he said.

Mechanical engineer Harrison Frye of Lowell, Mass., has been testing the Van Cor-designed threaded connections using fasteners made from a 3-D printer. Frye pressure tested a wave threaded cap-and-tube connection that held 20 pounds of water pressure for one hour without using glue or gaskets.

According to Van Cor, "The wave thread is a total surface contact thread, a new genre in physical connections. The goal is to relegate O-rings to secondary seals using the wave threads inherent sealing capacity." The advantages to the wave thread design is that there is total surface contact, which transmits vibration instead of absorbing it, and efficient heat conduction. They are also less prone to erosion because of the complete seal. Frye said the best applications for this innovation would be in the construction of airplanes or space shuttles, machines. "The reason being is that these threads are much stronger than traditional threads because they are fully contacting," Frye said.



## My Deck, LLC, Selects CAMO® Edge Fastening and AZEK®, the Latest Deck Solutions, for Large Deck Project in Hunterdon County, NJ

Robert Lascelle, president and owner of My Deck, LLC in Flemington, NJ, has selected the CAMO® Edge Fastening system for the installation of four decks for a large-scale project in Lebanon, NJ. "The CAMO Edge Fastening system speeds up installation time and gives the decks a fastener-free look," said Lascelle.

According to Lascelle, a high-end deck project like this one requires the benefits that CAMO products deliver – reduced installation time, great looks, low-maintenance and long-term performance. As an added advantage, CAMO makes it easy to change boards. The crew used CAMO® Marksman Pro®, known for its consistent angle of entry and depth of drive that ensures test-proven holding power. The proprietary CAMO Deck Screws go into the edge of solid or grooved deck boards for fast installations and offers automatic 3/16" spacing.

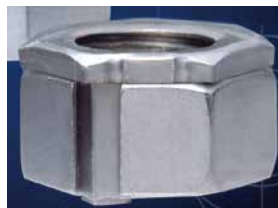


## Japanese Screw Distributor TOUYO Started New Headquarters Operation in Saitama Prefecture

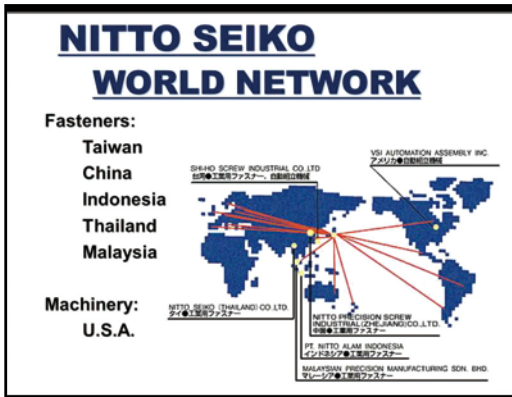
In May 2016, Touyo Screw Co., Ltd. moved its headquarters to Inamachi City and started operation. Besides screws, the company also distributes tools, welding materials and other products from Shimakyu Co., Ltd as part of its product line expansion. The new headquarters spans the area of 2,270 sqm with a one-story warehouse that makes product picking more efficient. The company now has as many as 20 thousand screw items in stock.



## Japanese Mitsuchi to be Listed at Nagoya Stock Exchange; Revenue to Break JPY 15 Billion in 5 Years



The automotive fastener maker Mitsuchi Corporation (traded over the counter of JASDAQ) announced its mid-term business plan on August 25. Mitsuchi has officially entered Kyushu (southern Japan) and overseas markets. The goal is to boost the revenue level recorded this year to show a 12% growth and reach JPY 15 billion by 2021. In addition, the company has decided to be listed at emerging stock market at Nagoya Stock Exchange on September 1. The company's move on Nagoya Stock Exchange is to lift its reputation in central Japan and retain young talents.



## Japanese Public Fastener Maker Nitto Seiko Performs Well in the Automotive Market

Nitto Seiko Co., Ltd has performed well in selling automotive screw fastening device in North America and Southeast Asia, thereby offsetting the loss from exchange rate. The special loss due to alternating production lines has been compensated by selling portfolio investments, and therefore the final profit increased. Nitto Seiko will expand its product line for the construction and automotive industry in the future.

## Japanese Crown Fastener Enhances Secondary Processing Capability

Crown Fastener Co., Ltd will enhance its secondary processing capability such as cutting and stamping. Last August the company built a secondary processing plant aiming at improving in-house production and added values of products. Its revenue in 2015 was up 6% year on year and the target this year is JPY 1.2 billion. The increase in revenue stemmed from the increased orders from assembly plants and component makers, as well as the increased sales from its distributors in specific regions. The reason that the company could keep gaining revenues despite decreased shipment was due to its continuous investment in equipment to improve the added values of products.

Crown Fastener used to outsource cutting and pressing to other companies while keeping heading and threading as its core technology. Now all these technologies are to be done in its plant, which means that the company will no longer need to outsource. It also plans to increase comprehensive processing capabilities.



## Japanese Fastener and Parts Maker Mizuki En Route to Overseas Business Development

To develop overseas business, Mizuki Co. Ltd has been regularly introducing equipment and inventory management systems. This year it has introduced "NP-100" Parts Former, and developed 7 graphic sorting machines and 10 part feeders. Regarding overseas development, it has access to the Silicon Valley of the U.S. and has direct business with a smart phone maker. In February, the company sent its employees to Germany for technical training and in July it also welcomed students from German and Tokyo universities for training sessions. It has also translated its RoHS and REACH certificates into foreign languages, showing its ambition to expand overseas business.

## BBI Begins Trading on OTC with Its Stock Price Going up by 20%

The world-famous top fastener distributor Brighton-Best International (BBI) has begun its over-the-counter trading at Taipei Exchange since Sep. 7th, 2016, with the selling price per share being NTD 15 (which later went up to NTD 18 when the counter was open, a 20% growth). BBI's revenue in the first half of 2016 was NTD 5.287 billion (operating profit: NTD 0.339 billion, net profit: NTD 0.169 billion, EPS: NTD 0.28 (up NTD 0.01 from last year's corresponding period)). With the benefits brought by scale economy and its convenient online order system, BBI has gradually increased its USD 0.19 million U.S. daily sales to the current scale at USD 0.8 million every day. Furthermore, it acquired U.S. PFC in Oct. 2013 (which was then the largest carbon steel fastener distributor in the U.S.), which is considered an important step for BBI to consolidate its leading position in U.S. fastener distribution networks. The daily sales of BBI around the world is more than USD 1.3 million.



## Rodex Shows Promising Operation in H2 2016 Due to Continuously Increasing Nickel Price

The globally largest stainless steel small screws manufacturer Rodex reported NTD 0.178 billion revenue this June, up 31.90% from last year. Its revenue in H1 2016 was NTD1.065 billion, showing an excellent annual growth of 19.87%. With strict control over costs, its gross margin increased from 14.7% in Q1 2015 to 18.6%. Regarding the operation in H2 2016, Rodex is expected to bounce back. Moreover, as products of Rodex are mainly used in downstream and end-user applications, it's more advantageous for the company than for other stainless steel suppliers to control raw materials costs. The capacity utilization of manufacturing bases of Rodex in Thailand and Indonesia has been increasing and it is estimated that in Q3 the fastener prices will increase. The profit this year is still expected to grow, though the revenue will not show significant growth, and EPS is very likely to go up to more than NTD 3. The current stock price of Rodex reveals a trend of adjustment, and it is also very likely to climb up again in the future.



# TONG

## China Recognizes Tong Ming Enterprise (Zhejiang) as an 'Internet + Manufacturing' Exemplary Company for 2016

Tong Ming Enterprise Co., Ltd. was recently recognized by Jiaying City of China as an "Internet + Manufacturing" exemplary company for 2016. This means that the industry has recognized Tong Ming's 20-year-long quality, and is also a praise for Tong Ming's continuous adaptation to market development and its innovation.

As a leading stainless steel fastener manufacturer, Tong Ming proactively explores brand-new distribution platforms, and utilizes the Internet to innovate, evolving with time. While offering reliable quality, the company develops new sales routes and offers clients more purchasing channels. The development of Tong Ming's e-commerce will no doubt bring clients more convenience and mutual benefits. ■

## **Standard & Non-standard Fasteners** **Contact us today & Harvest tomorrow!**



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