

Industry Update



Global Fastener Demand Projected to Grow 3% in 2017, According to Freedonia

Global industrial fastener demand will grow 3% in 2017, according to Ken Long, manager of capital goods research at the Freedonia Group. Long spoke at the inaugural Fastener Industry Summit, held June 7th in Rosemont, Illinois.

"Growth in world fastener demand in 2017 will be bolstered by a rebound in US sales," Long said. The fastest market gains will be posted in China, India, and other developing parts of Asia, fueled by increases in durable goods production. US fastener demand, which declined in 2016, is projected to climb 2.3% in 2017.

Bolt Loosening Led to Deviated Guard Rail on JR New Tokaido Line

On March 31, a guard rail for preventing derailment was found deviating on the "Sizuoka-Kawagawa" segment of JR New Tokaido Line in Japan. There were signs indicating that the guard rail had collided with the bogie of a passing train, but luckily did not collide with other trains and no injury was reported. According to JR, 4 bolts and pieces of hardware were fastened onto a side of the guard rail. The bolts loosened to the vibration when the train was passing. The collision mark was found below the bogie which was 9 centimeters away from the guard rail. The guard rail bounced up and collided with the passing train. JR has done a check on a total of 700 thousand bolts along the 430 kilometers

line. Nothing unusual was found but JR still reinstalled the bolts and performs a round check every week.



Congresswoman Cheri Bustos Visits Specialty Screw Corporation

Illinois' 17th District Congresswoman Cheri Bustos visited Specialty Screw Corporation on Wednesday, May 10th, 2017 as a part of her "Cheri on Shift" initiative. The Congresswoman was on the plant floor learning hands on what workers do every day and taking back with her to Washington the needs of people working in the Stateline. "I especially like small and medium sized manufacturing companies, because these are jobs that pay well, where people can support their families", says the Congresswoman in an interview seen on WIFR.

U.S. Finds Possible Injury From Steel Wire Rod Imports; Probe To Continue

The U.S. International Trade Commission said it had made a preliminary finding that U.S. producers were being injured by imports of carbon and alloy steel wire rod from 10 countries.

As a result, the U.S. Commerce Department will continue an investigation it launched in April into whether the product was being dumped by Belarus, Italy, South Korea, Russia, South Africa, Spain, Turkey, Ukraine, the United Arab Emirates and Britain. The department is also examining whether imports from Italy and Turkey are being subsidized.

Gerdau Ameristeel US Inc, a subsidiary of Gerdau SA, Nucor Corp, Keystone Consolidated Industries and Charter Steel had requested the trade probe.

In 2016, the United States imported an estimated \$10.4 million of carbon and alloy steel wire rod from Belarus; \$12.2 million from Italy; \$45.6 million from Korea; \$32.3 million from Russia; \$7.1 million from South Africa; \$40.7 million from Spain; \$41.4 million from Turkey; \$55 million from Ukraine; \$7 million from the United Arab Emirates; and \$20.5 million from the United Kingdom.



Companies Development



Action Fasteners Reports Rising Revenue Trend

Tim Jackson started Action Fasteners & Supply Inc. in 1994 out of his garage. Today, the wholesale fastener distribution company operates in 10,000 square feet of space and is a multimillion dollar operation. He says the company expects to see an increase in revenue this year of between 15 percent and 20 percent over last year.

Action Fasteners had a revenue gain of 18 percent in 2016 over 2015, and had an 11 percent increase in revenue in 2015 compared with 2014. The company has 16 employees, including 4 sales representatives. Most of the company's customers are specialty contractors in the manufacturing sector.



Huttig Announces Made in the USA Fastener Selection

Huttig Building Products, Inc. (Huttig), a leading domestic distributor of millwork, building materials and wood products, is pleased to announce an agreement with American Fasteners Co. (AFC), expanding the fastener offering at Huttig.

AFC will produce collated fasteners in the Southwest United States, offered under the Huttig-Grip brand, including plastic-strip round-head framing nails as well as paper-tape metal-connector nails. This domestic production will complement Huttig's complete fastener offering, one of the most comprehensive in the country.

The AFC partnership is the result of Huttig's effort to secure more brands and broaden national offerings to enhance Huttig's role as the preferred distributor for millwork, building materials and fasteners.



KLX: Seattle, WA Area Office Relocations Notice

As it completes the final phase of the integration of Herndon Products, LLC into KLX Aerospace Solutions, KLX is proud to announce that it has opened two new facilities in the Seattle, Washington area. One facility, located in Kent, Washington, is home to its Customer Support office team. The second facility, located in Everett, Washington, is home to its Warehouse and Operations team.

These locations are staffed by both KLX and legacy-Herdon personnel. KLX is very pleased to have its combined personnel working together at these locations. Its new, larger warehouse allows it to more efficiently support customers in the greater-Seattle area and beyond.



Hillman Group Announces Retirement of Hillman Canada President

The Hillman Group, Inc., and The Hillman Group Canada ULC announced that the President of The Hillman Group Canada ULC, Richard Paulin, retired on July 1st, 2017. Mr. Paulin joined H. Paulin & Co., Limited in 1977 and started his career as a financial analyst. The company was family owned and operated until 1972 when it went public on the Toronto Stock Exchange. Hillman acquired H. Paulin in 2013. Richard took on the role of President of Hillman Canada at that time. Under Mr. Paulin's leadership, H. Paulin and Hillman Canada's sales grew from \$15 million to \$175 million with over 700 employees last year. Scott Ride transitioned to being Hillman Canada's President effective May 1, 2017. Mr. Ride has been with Hillman Canada for two years as Chief Operating Officer.



Toyota 4Runners with Roof Racks That Could Detach While in Motion Recalled

Gulf States Toyota is recalling certain model year 2016-2017 Toyota 4Runner vehicles equipped with the TForce accessory package. The fasteners for the aftermarket roof rack may have been improperly tightened. If the roof rack fasteners loosen, the roof rack may detach from the vehicle while it is in motion—increasing the risk of a crash. Approximately 1,020 Toyota 4Runner vehicles are affected by this recall. Gulf States has notified owners of the recalled vehicles beginning on June 1, 2017. Dealers then inspect and tighten the roof rack fasteners as necessary. This repair is completed free of charge to vehicle owners.



Stanley Black & Decker Expects Company to Double Sales in Six Years

The chief executive officer of Stanley Black & Decker Inc. said it has set an "aggressive growth goal," seeking to post \$22 billion in sales by 2022. Stanley posted revenue of \$11.4 billion in 2016. The tools and fastening systems manufacturer will achieve growth by boosting sales by 4 percent to 6 percent and adding acquisitions of between \$6 billion and \$8 billion, he said. Mergers and acquisitions "will be pursued across the segments" as part of Stanley's approach.

The drive by Stanley to double its size should not come as a surprise. Last October, it agreed to buy Newell Brands Inc.'s tools business for \$1.95 billion. In January, Stanley announced it's buying the Craftsman line of tools from Sears. Stanley posted \$2.81 billion in revenue in the first quarter, up 5 percent from the same period in 2016. Earnings more than doubled, to \$393.1 million, or \$2.59 per share.

Stanley raised its 2017 profit outlook in April, to between \$7.08 and \$7.28 per share on an improved outlook for its industrial businesses that include equipment for manufacturers, oil and gas pipeline construction and heavy construction.



doxsteelfasteners

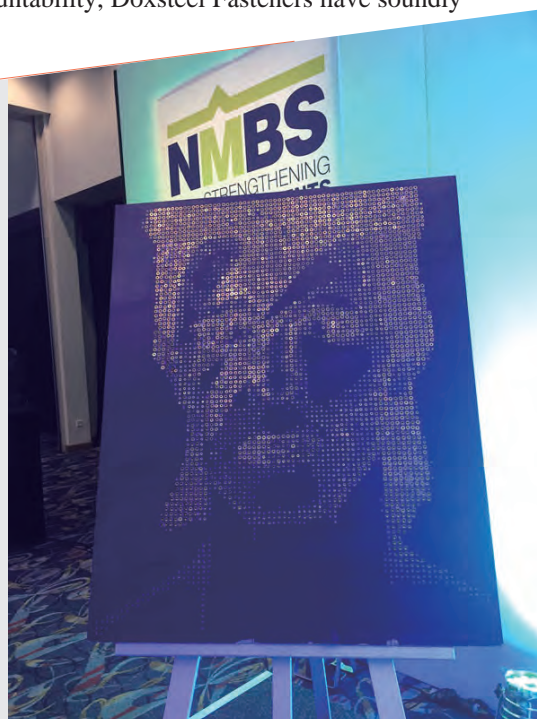
Doxsteel Fasteners Provide No Seize Solutions to Eliminate Hot Bolting

Seized fasteners provided the impetus to find a smarter solution to source industrial steel bolts. Doxsteel Fasteners are made from carbon steel and are coated with a Nickel-Cobalt alloy. This coating offers improved resistance against corrosion, extending the life expectancy of the bolt. With bolts which do not seize, maintenance is easier to manage and is more predictable. Furthermore, the elimination of hot bolting reduces costs, saves time and promotes safety.

The products are backed up by a 5-year warranty against seizing. A representative for Doxsteel Fasteners stated "Some fasteners may last for long periods of time, but none last as long as Doxsteel, and none do the job with the same level of measurability or certainty. Our dedication to proven solutions, made with controlled processes that have been heavily tested for the end user, has given us the opportunity to provide our customers with a unique promise: our fasteners- which we expect will last 21 years without seizing- will not seize for 5 years guaranteed. Thanks to our design and a holistic certification process that provides complete end-to-end accountability, Doxsteel Fasteners have soundly outperformed other bolts in corrosion tests."

ForgeFix Turns Fastening into an Art

ForgeFix has donated a portrait of David Bowie, created using 4000 of the company's ForgeFast elite performance woodscrews, for sale at a charity auction. The picture, which is a 1.2m by 1m portrait of music icon David Bowie, sold for £1000. ForgeFix began creating the portraits as a way to demonstrate the capabilities of its ForgeFast woodscrews. All of the ScrewsArt portraits were created with the help of existing and potential customers who attended ForgeFast launch events, and by visitors to ForgeFix stands at various trade shows and exhibitions over the last nine months. People were asked to insert screws into a template so they could experience some of the benefits to using the ForgeFast range first-hand.





Kaz Grala Welcomes New Sponsor, Outlaw Fasteners, For Charlotte

Making his NASCAR Camping World Truck Series (NCWTS) debut this May at Charlotte Motor Speedway, Kaz Grala welcomed a new sponsor along for the journey on his No. 33 Chevrolet Silverado, Outlaw Fasteners.

Transforming the construction industry, Outlaw Fasteners prides itself on having a screw and drive system that allows for no stripping or dropped screws and a “one bit fits all” ability. This technology makes Outlaw Fasteners’ screws “The World’s Best Screw.”

“We are excited to have teamed up with Kaz and the No. 33,” said David Sitton, a representative of Outlaw Fasteners’ distributor. “The NCWTS is ideally aligned with our product, and we believe that both Kaz and Outlaw are emerging standouts in their respective fields. We look forward to the growth ahead for both Kaz and Outlaw Fasteners’ in NASCAR.”



Herndon Products Name Change Notice

Effective May 1, 2017, as a part of Herndon’s integration into the KLX Aerospace Solutions segment, Herndon Products, LLC changes its name to KLX Aerospace Solutions Defense LLC. Following the name change, Herndon continues to operate its business with the same legal structure, officers, personnel, account information, and policies and procedures.



Phillips Screw Company™ Revamps Their Corporate Image



The Phillips Screw Company™ has updated their corporate image with the launch of a new logo. The updated logo is a way to help customers better identify The Phillips Screw Company™ as the original inventor and licensor of the Phillips cruciform drive system.

“Our previous logo didn’t truly convey our origins”, stated Ken Hurley, CEO of Phillips Screw Company™. “It was time to update our image and ensure that our customers understand our brand positioning.” The new logo incorporates a set of right-hand threads into the letter “P” of Phillips. Also, there is a graphic of what most would consider a Phillips cross recess head. Phillips Screw Company, Inc. is the world leader in the design of proprietary high-performance fasteners. The company was founded in 1933 and patented the Phillips drive system in 1935.

Fastenal Posts Best Vending Quarter in 4 Years

Fastenal Co. surpassed 5,000 contracts for new vending machines in a quarter for the first time since early 2013. The company signed 5,437 industrial vending machines during the first quarter, an increase of 17 percent from the same period a year ago. The total count of installed FAST Solutions machines grew 13.3 percent to 64,430 vending machines in the quarter. Fastenal's goal is signing 22,000 to 24,000 vending machines for the year.

The company also signed 64 new onsite locations (a dedicated sales and service operation within a customer's facility) during the first quarter, up 33.3 percent from 1Q 2016. Fastenal's 437 active sites on March 31 represent a 51.2 percent bump from a year ago. The number of stores open in the first quarter was down 5.6 percent year-over-year to 2,480, but the mix of onsite and vending is what's driving the company's recent sales boost.

The company is enjoying some other tailwinds heading into the second quarter, including the recent acquisition of industrial and fastener distributor Manufacturer's Supply Co., Hudsonville, MI, which reported sales of \$50 million in 2016.

And Fastenal's customers are emerging from the recession. "National accounts grew over 9 percent during the quarter," said Florness, who added that 64 of Fastenal's top 100 customers grew during 1Q, almost back to early 2015 levels.



Würth Industry of North America (WINA) announced impressive first quarter results.

WINA's 2017 Q1 sales were \$179.2 million USD, an 8.3% increase from Q1 2016. "Our mission to provide an innovative solution for our customers and the response continues to be positive," says EVP Marc Strandquist.

WINA consists of a cohesive network of 11 companies in the U.S., Canada and Mexico that provide customizable inventory management solutions for assembly fastener components and maintenance, repair and operations (MRO).

Strandquist credits WINA employees for the successful quarter. "Success is dependent on having a strong team," says Strandquist. "We are fortunate to have one of the best. Their dedication and heart is unrivaled."

The growth is a further continuation of WINA's achievements. "In three years WINA has doubled in size to almost \$700MM in sales," says Strandquist. "Our strategic acquisitions and expanded logistics capacity have been key in upholding our commitment to customer service."

This success isn't just limited to WINA. The Würth Group, of which WINA is a part, posted a double record in March. It succeeded in setting a new monthly sales at \$1.28 BUSD (EUR 1.178bn).

Mountz, Inc. Certifies to New ISO 9001:2015 Standard



Mountz Inc., the expert in torque and fastening solutions, announced that it has successfully made the transition from ISO9001-2008 to the new ISO9001-

2015 standard. The transition included several updates to the Mountz quality management system. In September 2015, the International Organization for Standardization released a new revision of the ISO 9001 standard, giving ISO 9001:2008 certified organizations three years to transition.

Mountz, Inc. is 100% focused on torque products and solutions. It is known to the industry as the premier torque tool supplier. Mountz tools comply with ISO6789:2003 and are constructed from high quality materials, engineered for reliability and safety and backed by an industry leading warranty.

Bossard Honored with the 2017 Flex Preferred Supplier Award

Bossard was one of the preferred suppliers at this year's Flex Global Supplier Summit in Milpitas in the heart of Silicon Valley. This award recognizes outstanding performance, strategic value-add, excellent service, innovation and collaboration. Of more than 14,000 global suppliers, Flex invited only 150 to the 2017 Flex Global Supplier Summit held at their facility in Milpitas, California on May 31, 2017.

Bossard's Outlook First Half of 2017

The business performance of the Bossard Group is considerably stronger than early-year expectations. High sales growth continued in all market regions after the first quarter 2017. This positive trend yields an above-average mid-year profit.

The favorable business development is rooted in above-average growth rates across all market regions. This is particularly true for America, but also for Europe and not least for Asia. As a result, the Group will post an above-average profit. Consolidated net income in the first half of 2017 is expected to be more than 30 percent above last year's CHF 31.3 million. In addition to the above-average operating profit development, the Group is also enjoying an extraordinary gain from the real-estate sale at its former site in Austria.

Bossard China Moves to New Location

On April 25, 2017, Bossard moved its main Chinese operational unit from the Wai Gao Qiao Free Trade Zone to the Xin Zhuang Industrial Zone in Shanghai.

The move provides Bossard with 16,000 m² of space. The 5,000 m² warehouse offers room for up to 40,000 cubic meters of inventory capacity.

The new ISO17025 accredited engineering laboratory provides Bossard's customers with the opportunity to have fasteners and corresponding connections tested, thus ensuring high quality and advanced fastening technology consulting. This allows Bossard China to serve customers better with the state of the art engineering laboratory.

At the opening ceremony, Mr. Song Shixiong, Director of Economic and Technology of Minhang District, Mr. Xi Weisong, Vice General Manager of Xinzhuang Industrial Economy Development Co., Ltd., and Mr. David Dean, CEO of the Bossard Group, cut the ribbon to open the new location. Both Mr. Xi Weisong and Mr. David Dean praised the close collaboration between the local government of the Industrial Zone and Bossard. A traditional lion dance and visit to the engineering laboratory concluded a successful opening of Bossard's new location.



Cooper & Turner Opens in Refurbished Building at PuebloPlex

Cooper & Turner, an England-based company with a U.S. sales division in Denver, makes precision steel stud bolts for wind turbines and other products.

Globally, the company has been the top fastener supplier for Vestas wind turbines for 20 years. In 2014, the company made the decision to follow Denmark-based Vestas' lead and open its own U.S. division. The company also considered a plant site in Richmond, Va., before choosing Pueblo.

The plant currently employs about a dozen workers with plans to add a second production line and expand to 20 or more workers by late summer. Longer term, the company will look to keep expanding. The Pueblo plant opens up a whole realm of possibilities in the U.S. market.

One of the company's key skills is its precision threading but it's also good at the handling of the large heavy raw steel rods that are converted into the stud bolts. The rods can measure up to 4 inches in diameter and stretch as long as 50 feet in length and on average the plant houses up to 1.5 million tons of the stock. Cooper & Turner is Europe's largest manufacturer of large diameter fasteners.



Ford Honors Bulten Joint Venture Company at 19th Annual World Excellence Awards

BBB Services Ltd was recognized as a top-performing global supplier for Ford Motor Company at the 19th annual Ford World Excellence Awards. Fifty-four companies were selected from thousands of Ford global suppliers.

BBB Services Ltd was presented with a Special Recognition Award by Hau Thai-Tang, Ford Motor Company group vice president, global purchasing.

"We are extremely honored and proud to receive this award," said Tommy Andersson President and CEO of Bulten and Chairman of BBB Services Ltd.

"The Ford World Excellence Awards recognize the outstanding achievements of our top-performing global suppliers," said Thai-Tang. "Suppliers like BBB Services Ltd are key to Ford's continued success as we transform to an auto and mobility company."



Bulten's Q1 Report 2017- Best Ever Quarter

- Net sales reached SEK 778 million (715), an increase of 8.8% on the same period last year.
- Operating earnings (EBIT) were SEK 63 million (55), which corresponds to an operating margin of 8.1% (7.7).
- Earnings after tax were SEK 51 million (40).
- Order bookings amounted to SEK 720 million (699), an increase of 3.0% on the same period last year.
- Cash flow from operating activities was SEK -2 million (78).
- Earnings per share were SEK 2.59 (2.03).
- Net cash was SEK 54 million (-114) and the equity/assets ratio at the end of the period was 69.7% (65.2).
- Bulten is strengthening its position by establishing a production company in the US and by forming a joint venture with Ramco for fasteners for the North American market.



Don Bratcher Named President of Atlas Bolt & Screw

Don Bratcher was promoted to President of Atlas Bolt and Screw effective June 1, 2017. He joined Atlas in April of 2015 as the Business Unit Manager for the Wood Segment.

Bratcher's career spans more than 25 years with Butler Manufacturing, a designer and manufacturer of metal buildings. At Butler, he successfully managed commercial activities for 16 years and then transitioned to a general manager's role.

Mike Hartley, President Construction Fasteners Group, a Marmon Engineered Components Company, commented: "There are many exciting projects underway at Atlas. Executing these projects properly will require strong leadership and the talents of the many people in the Atlas organization. I am personally excited about the opportunities for Atlas with the support of Don's leadership."



Vossloh Q1 Profit Rises, EPS & Orders Down

Vossloh Group reported that its first-quarter income increased to 4.7 million euros from 3.8 million euros a year ago. Earnings per share, meanwhile, fell to 0.18 euros from 0.21 euros last year.

Consolidated EBIT significantly improved to 7.1 million euros from previous year's 2 million euros, thanks especially to a project mix with higher margins in the Fastening Systems business unit. The EBIT margin rose to 3.1 percent from 1.0 percent last year.

Revenues grew 18.2 percent to 224.3 million euros from previous year's 189.8 million euros. Revenue growth mainly reflected the acquisition of Vossloh Tie Technologies in the USA.

Looking ahead, the company continues to expect fiscal 2017 sales between 1.0 billion euros and 1.1 billion euros. The sales growth will primarily be driven by the inclusion of Vossloh Tie Technologies and increasing sales revenues in the Transportation division.

The Executive Board estimates that the company will reach an EBIT margin between 5.5 percent and 6.0 percent.



German Schotte Automotive Passed the TS 16949 Audit

Automotive fastener maker Schotte Automotive GmbH & Co. KG has started the transition phase of its Integrated Management System for the new IATF and the ISO 9001/2015.

On the 14/15th February TÜV Saar performed 2nd control audit based on ISO 9001:2008 and ISO/TS16949 at Schotte Automotive head office. Besides, the new ISO 9001:2015 and the IATF 16949 cover more and more space. Schotte Automotive is on the road to perform most of the new regulations already today as has implemented many new processes. The recertification audit along with new ISO and IATF will start at the beginning of 2018.



TR Fastenings Enters World of 3D Modelling with Brand New Product Animations

TR Fastenings is upgrading its online product catalogue with the introduction of exclusive new 3D models and animations to its website. The models and animations, which allow users to move the product images around and see how they are installed and used with other materials or components, are hosted on Sketchfab which acts as an online library for 3D models and virtual reality (VR) content.

TR embarked on the project in 2016, and so far has 50 models and 10 animations online. TR will be adding new models to the site over the coming months and aim to have a 3D interactive model for each one of the 800 products categories on the website by the end of 2017.



South Korean DongJin Bolt Certified as a Professional in National Essential Technology by SMEs Agency

The SMEs Agency in Gyeongnam region of South Korea announced on May 25 that it selected DongJin Bolt as the 71th proficient company representing South Korea's essential technology. The so-called essential technology refers to the fundamental constructions, including automobile, shipbuilding, and IT industries that are indispensable to mainstream industries in South Korea. The Agency assessed on technical capability, patent records, and revenues and select qualified companies from 6 categories (casting, forming, welding, surface treatment, heat treatment, plastic working) to represent South Korea's essential technology.

DongJin Bolt is a specialized bolt and nut maker within the plastic working category. Last year alone its revenue reached KRW 11.6 billion. The Agency will provide monetary and consulting support for DongJin Bolt's technical development, talent deployment and investments.

The chief of the Agency visited DongJin Bolt on the same day and stated, "Besides the mainstream industries like shipbuilding and machinery, the Gyeongnam region had relatively lower support and interest for peripheral component industries. The Agency will enhance the competitiveness of those essential industries through various government systems." There are 554 companies across South Korea that are selected as representatives of essential technology. The Gyeongnam region is ranked third with 71 select local companies.



South Korean GeumsungBolt Chosen as a Partner Company for BNK Kyungnam Bank

On May 29, GeumsungBolt was chosen as a partner company for BNK Kyungnam Bank. The Bank's director visited GeumsungBolt and presented a plaque and "certificate of partner". The director said, "We have had a long collaborative relationship with GeumsungBolt. Through this partner certificate, we expect to further enhance collaboration and provide various financial support, enabling GeumsungBolt to keep developing as a representative bolt/nut maker for South Korea."

GeumsungBolt is an SME established in 1978, manufacturing bolts/nuts and developing new products for the past 40 years. Particularly through product development, it achieved the first localized production of 155mm howitzer bolts in South Korea, along with successful R&D of aerial bolts, taking the lead in the industry.

South Korean KPF Expands and Speeds up Development in the European Construction Fastener Market

Fastener and automotive component maker KPF signed a partnership agreement for supplying construction fasteners with a sales agent from Poland and another from Italy. The construction fasteners, which KPF will supply to the two agents, are the high value-add products that KPF has been supplying to German and Italian makers by far. KPF has made tactical preparations from R&D to marketing to tap into this market.

This partnership signifies that KPF's technology is recognized by Europe with promising growth in future revenues and profits. Additionally, KPF as a global manufacturing giant will keep on developing high value-add products and continue to expand in the European market.



Japanese Nitto Seiko Set up an R&D Center in Kyoto

Nitto Seiko set up its "Kyoto R&D Center" within the Advanced Chemical Technology Center in Kyoto (ACT Kyoto) on June 1. The company has been investing in industry/academia collaboration in recent years to enhance technical development. Through this R&D Center, Nitto Seiko expects to speed up the exchange with universities. The R&D Center is positioned as: (1) a base for industry/academia exchange; (2) an R&D base tailored for business fields through industry/academia exchange; (3) a base for collecting intelligence.



Japanese Yura Sansho Officially Launches a New Warehouse for Its Aerospace Segment

Yura Sansho Co., Ltd has officially launched its new warehouse established at the Kobayashi Higashi Logistics Center in Osaka City. This is an exclusive warehouse for Yura Sansho's aerospace business segment and its trademark "Japan Aero Network", and is used for stocking materials, final inspection, and stocking finished products waiting for shipping. Yura Sansho is a fastener wholesaler. It applies long accumulated know-how to the aerospace industry, and has put up an abundant inventory and established just-in-time supply.



Japanese Importer OSY Sold 200 Jern Yao Fastener Formers in 20 Years



The Japanese press reports, up till the end of this April, the Japanese fastener machine importer OSY has sold a total of 3,850 fastener machines across the world. Among them, a total of 200 formers were made by the Taiwanese Jern Yao Enterprises Co., Ltd., the sole agent to Japanese companies in Japan and overseas markets.

Association



**SECURING
THE FUTURE**

EFDA Explains Modern Fastener Distribution

EFDA has published “Securing the Future”, a sixteen-page insight to European Fastener Distribution in the 21st Century. The document aims to provide a deeper understanding of the complexities of today’s fastener supply chain particularly to European politicians, civil servants and regulators. EFDA president, Dr. Volker Lederer, explains:

“EFDA regularly connects with members of the European Commission at many levels, as well as with European Parliamentarians. During these discussions it is clear there is a limited, and in many ways out-dated, understanding of the role that today’s fastener importers and distributors play in supporting a very wide spectrum of European industry, as well as in providing employment, and contributing generally to the European economy.”

“Securing the Future provides a concise but extensive insight into a sector comprising more than 2,500 major distribution companies across Europe, employing more than 44,000 skilled personnel and holding more than 2,000 million euros of inventory, in order to supply more than 130,000 different components, worth more than 10,000 million euros annually.”

“As we say in the brochure, ‘Try finding an industry sector where fastener are not needed’ or where fastener distribution specialists are not active and professional partners to that industry, ensuring that the right fastener, is in the right place, at the right time.”

“Securing the Future’s message is that our sector is no longer a simple ‘box-shifter’ that can adapt overnight to changes in the regulatory environment. In the face of its customers’ increasingly complex demands, the distribution industry has evolved radically. We are now a strategic contributor that literally holds industry together, investing in equipment, connectivity and people to effectively manage a complex global supply chain – both sourcing and supplying fasteners and parts worldwide.”

“We ask for recognition of that contribution and that it should be reflected in a regulatory environment that realises European businesses today that are globally interconnected and need a fair and free trading platform that ensures a reliable, value-aware supply chain to support their futures.”

Record Attendance at BIAFD Spring Meeting 2017



The British & Irish Association of Fastener Distributors welcomed a record number of members to its Spring General Meeting on 18th May in Stratford upon Avon.

Seventy-five representatives from Irish and UK fastener distributors assembled at the historic Welcombe Hotel - catching up with each other over a buffet lunch before being welcomed to the afternoon’s business by BIAFD vice-chairman, Andy Witts.

Matthew Fleming, director at KMPG’s legal services, provided the keynote presentation – taking on the unenviable challenge of exploring the implications of Brexit on the fastener distribution sector, particularly its international trade relationships. While, of course, no-one is yet in a position to provide definitive answers, Matthew clarified many of the issues likely to be faced over the next two years, and provided clear markers for BIAFD members to consider, both in relationship to their own companies and in the wider business environment.

After the refreshment break, Pat Laight, CEO of Aspray24, the Willenhall-headquartered delivery and logistics specialists, outlined a spectrum of challenges currently facing the freight industry. Speaking to many existing customers, Pat’s presentation was invaluable in identifying issues that will impinge on how the delivery sector as a whole serves its customers over the next two to three years. Pat also used Aspray24’s unique position to act as a mirror to the fastener and hardware supply chain, exploring changing trends in its physical distribution requirements. Aspray24 is a long-standing associate member of the BIAFD – associates enjoy the same benefits as general members and have unique access to the key decision makers attending BIAFD’s events.

Rounding off the afternoon, BIAFD members were able to discuss some of the key external factors affecting the fastener distribution sector. For UK fastener importers and their customers - whether distributors or OEM fastener consumers - the top of the list has to be the acute impact of the devaluation of sterling against US Dollar and Euro, the primary currencies for sourcing fasteners for UK industry. Inflationary pressures continue to bear on fasteners, exacerbated by the rising cost of the key fastener raw material – cold heading quality steel wire rod – throughout the global supply market.

Earlier in the day, BIAFD Executive members discussed the implications of the impending authorization requirement for the use of hexavalent chromium compounds in fastener coatings and the obligations placed by the REACH regulation on manufacturers, importers and distributors of fasteners.

BIAFD is a founder member of the European Fastener Distributor Association, which represents the interests of national associations and major fastener importers/distributors across Europe.

Seminar

Atotech Corrosion Protection Conference 2017

On May 11-12, 2017, Atotech was joined by representatives and influential decision makers of the automotive and fastener industry for the Corrosion Protection Conference 2017. More than 160 guests from 15 European countries followed the invitation of Atotech to Milan in Italy and learned about latest breakthroughs and innovations in electrolytic corrosion protection and zinc flake technologies.

A special focus during this year's event was put on fastener technologies. Renowned guest speakers shared their insights into state-of-the-art corrosion protection technologies, current and upcoming market requirements as well as technology trends. Gabriele Ciaccio, Manager Surface Coating at Fiat Chrysler Automobiles, spoke about technical and functional requirements for corrosion testing capabilities defined by the multinational automobile manufacturer; a broad overview that impacted the invited participants and Atotech staff likewise. Sergio Pirovano, President of the Association of Italian Screws Makers (UPIVEB), shared fascinating insights into fastener trends, future challenges and opportunities for fastener manufacturers.



GreatStar[®] Arrow Fastener Co., LLC Acquired by Hangzhou GreatStar Industrial Co., Ltd.

Hangzhou GreatStar Industrial Co., Ltd, a leading global developer, manufacturer and supplier of hand and power tools, announced that it has entered into an agreement to acquire Arrow Fastener Co., LLC ("Arrow") from its parent company Masco Corporation.

GreatStar, based in Hangzhou, China, is one of the largest hand tool manufacturers in Asia, specializing in designing and manufacturing high quality products for DIY, professional and industrial markets globally. Arrow, based in Saddle Brook, NJ, is the leading manufacturer of staple guns and heavy duty staples in North America.

"As an iconic American tool brand, Arrow products are 'must-have' items for many retailers in North America and elsewhere and represent an important addition to GreatStar's global product portfolio. Arrow's sales and marketing capabilities and strong market position combined with GreatStar's manufacturing expertise, innovation pipeline and global reach will deliver more products, more innovation and more value to our customers around the world," said GreatStar Chairman and CEO Champin Chou.



Bufab Has Acquired Thunderbolts Group Limited

Bufab, through its subsidiary Montrose Holdings Ltd, signed an agreement to acquire 100 percent of the shares in the privately-owned company Thunderbolts Group Limited, in Southampton in the United Kingdom. The acquisition will be completed with immediate effect, and will be reported in Bufab's segment International.

Thunderbolts was founded in 1991 and has through steady growth developed into a significant supplier to the construction, manufacturing, marine and healthcare industries in the south of England. The company had net sales in 2016 of GBP 2.9 million, good profitability and 19 employees. Thunderbolts is expected to contribute marginally to Bufab's earnings per share from the third quarter of 2017.

Bufab expects to book acquisition related costs amounting to approximately SEK 5 million in the second quarter of 2017.