

Industry Update

Curbs on Steel Imports Would Harm Economy, **Industry Leaders**

Tell White House Fifteen industry groups are warning President Donald Trump that a proposal to curb steel imports would harm national security, the economy, and the U.S. steel industry. In a Sept. 7 letter, they

said import restrictions



would result in critical raw materials shortages for them because many types of steel products are not available from domestic sources.

The groups supply steel products used by the defense and other industries. They include gear, fastener and can producers, as well as steel fabricators and forgers. Collectively, the industry groups said they employ more than 1 million vs. the 81,900 who work in the U.S. basic steel industry.

"Unavailability and increased costs would force our customers to go offshore to make or buy their products, and this will inevitably result in less demand from domestic steel mills," the industry groups told Mr. Trump. U.S. steelmakers urged the president to curb imports in a letter last month, warning that subsidized foreign competitors are "undermining the viability of the U.S. steel industry." U.S. Secretary of Commerce Wilbur Ross, is overseeing an investigation. He had hoped to make recommendations to the White House by the end of June. But his report has been complicated by evidence that import restrictions would hurt other sectors of the domestic economy and could prompt retaliation by major U.S. trading partners.

Top Tips OEMs Should Consider When **Purchasing Automotive Fasteners**

(Excerpt from Buckeye Fasteners Company's blog)



issues caused by fastening problems by using the design expertise of fastener manufacturers. It is essential to choose a manufacturer who not only has the expertise and capacity to meet strict specifications, but also

can incorporate design features that save on assembly time and cost, while improving the quality and resilience of completed assemblies.

Below are tips to help OEMs collaborate with their fastener manufacturers to optimize the design and production process associated with the installation of their fasteners.

Include Fastener Engineers Early in the Design Phase

Early communication with a hands-on fastener engineer is essential in the automotive assembly process. The sooner the fastener engineer comes into the design phase, the better. Early input from the fastener manufacturer's engineering staff helps you create a simpler design, saving OEMs significant costs and production time. Providing samples and prototype testing can aid in the selection of the proper fastener. One of the most common causes of budget overruns is over-engineering. Including your fastener engineer from the beginning in your design process helps improve assembly efficiencies, reducing or even eliminating problems down the line.

Choosing the Right Custom Fastener Manufacturer

Many times, a product design will push the OEM to require a custom fastener. However, custom fasteners are typically more expensive and time-intensive to produce. Choosing an experienced fastener manufacturer, who specializes in custom manufacturing is key to keep products on time and on budget.

DC Torque Tool Market Worth 3.38 Billion USD by 2023



According to the new market research report published by MarketsandMarketsTM, the market is expected to grow from USD 2.81 Billion in 2017 to USD 3.38 Billion by 2023, at a CAGR of 3.16% between 2017 and 2023. DC torque tool also known as electric fastening systems. Factors that are driving the growth of the market include the increasing sales of commercial and passenger vehicles, the use of Industry 4.0 accelerating the adoption of DC torque tool, and the requirement of specific torque as well as flexible and efficient fastening tools.

Europe is expected to hold the largest share of the overall DC torque tool market between 2017 and 2023. The presence of a huge automotive industry, many wind turbines installations (more than one-third of the global cumulative installations in 2016), and home appliance manufacturing plants helps Europe to hold the largest share of the global DC torque tool market. Atlas Copco AB (Sweden), Robert Bosch GmbH (Germany), Stanley Black & Decker, Inc. (US), Apex Tool Group, LLC (US), and Ingersoll Rand plc (Ireland) are some of the leading players in the DC torque tool market.

The Simpler, the Better

Whenever possible, keep the design for the fastener as simple as possible. Your fastener manufacturer should be equipped with the knowledge to problem solve and create a simpler solution, which eliminates the need for multiple parts.

Aim for Shorter Lead Time

With lead time being one of the biggest issues facing manufacturers today. The more local your manufacturer is, the quicker your lead time will be.

Inside Tesla -- And What's Really Disrupting The Automotive Industry

(The following is an excerpt and edited from the same article published on Forbes homepage.)

Earlier this summer, Worm Capital and I published our first report on electric vehicles and solar and wind energy. In it, we document a core thesis of our firm: We believe electric vehicles, automation, and renewable energies are disrupting entire industries—and it's happening quicker than most people realize.

While researching this report, we came across the work of Tony Seba, a clean energy guru, Silicon Valley entrepreneur, and Stanford lecturer. Seba's most recent study on automotive disruption makes the fascinating argument that by 2021, oil prices will collapse, electric vehicles will go mainstream, and that by 2030, about 95% of the U.S. population will be served by electric, self-driving vehicles. He calls it "Transportation as a Service," or "Taas," for short.

Seba sees that the revolution is happening in real-time, not in some far off future. Some companies are moving quickly and innovating within the automotive industry, but others are stuck in the past. Tesla, meanwhile, is building Gigafactories all around the world and turning itself into the gold standard brand for fully electric, automated vehicles. We reached out to Seba to talk a little more about his views.

Tony Seba said:

"What I see, in my latest work, is that a convergences of autonomous technology, electric vehicles and ride hailing—meaning Uber, Lyft and so on—will essentially bring a completely new model of transportation that we call "transport as a service". What we see is by 2021, the cost of transportation service will be so low, 10x lower, that folks are going to essentially stop buying new cars. As a society, we're going to need 80% fewer cars. So here's what the OEMs are facing: They're facing a market that is going be 70 to 80% smaller than what it is today, and they are facing a market that is only going to buy autonomous electric vehicles. On top of that, you have new entrants. You have all the computer companies that are getting into the car business. If you don't see this as an existential threat, I don't see what constitutes an existential threat. And this is going to happen within the next few years."

"The autonomous disruption is more like a Big Bang disruption, meaning—on the day that the autonomous vehicles are approved, that day the cost of that is going to be ten times cheaper. That date depends, though, on the technology being ready, and more than that, on regulatory approval. Also, it depends on where these AVs are going to be available. They are first going to be available in the highly dense, highly populated cities—San Francisco, New York, Chicago, Los Angeles, Singapore and so on."





Pin Anchor Importer Challenges Chinese Nail Duty at CIT

A Michigan-based importer of strike pin anchors from China has filed a complaint with the U.S. Court of International Trade protesting a Commerce Department decision this August that the product is subject to anti-dumping duties on certain steel nails from the country.

Midwest Fastener Corp. contended in its filing that the department ignored substantial evidence showing that the strike pin anchors it imports from China — which involve hammering a steel pin into a wall anchor and are used primarily to attach items like masonry walls — clearly fall outside the scope of a 2008 steel nails anti-dumping duty order.

In June, the company asked Commerce to issue a scope ruling that the strike pin anchors it imports from China fell outside the scope of that anti-dumping duty order, arguing that the product, which consists of a threaded body, a steel pin, a nut and a flat washer, could hardly be considered a steel nail.

On Aug. 2 though, Commerce issued its final ruling, which found that Midwest Fastener's strike pin anchors fall within the physical description of the types of steel nails described in the 2008 antidumping order.

The company pointed out that U.S. Customs and Border Protection classifies strike pin anchors under subheading 7318 of the harmonized tariff schedule — a section that relates to screws, bolts, nuts, rivets, washers and similar items made of iron or steel. Commerce representatives did not immediately return a request for comment.

Turkey's Automotive Industry

Turkey's automotive-manufacturing sector is thriving, with the industry planning to increase exports this year despite turmoil stemming from political instability at home and war in neighboring countries. According to data from the country's Automotive Industry Assn., of the \$142.6 billion in goods and services exported by Turkey in 2016, about \$24.3 billion were manufactured by the automotive sector.

Speaking July 9 at the association's general-assembly meeting in Istanbul, Chairman Kudret Ören said Turkish automakers expect to boost the value of their exports to \$27 billion this year. The chairman of Turkey's Association of Automotive Parts and Components Manufacturers, Alper Kanca, says despite the turmoil prompted by an attempted coup in July 2016, Turkey's automotive sector last year reached its highest level of production of the past decade by manufacturing 1.48 million automobiles.

A government initiative will see public money devoted to new technology under its Industry 4.0 policy, Kanca says. He says with Turkey having manufacturing costs 10% to 15% lower than Europe's, it has the potential to invest in and create new "smart factories" that could further boost productivity.

Kanca says while Turkey continues to break its own records in automotive production and exports (manufacturing 950,000 cars), this growth may be maintained only if the country's auto sector embraces smart factories. Meanwhile, overall economic growth in Turkey is continuing despite the political disruption. The World Bank forecasts the country will see 3% growth this year, 3.5% in 2018, and 3.7% in 2019.

IF YOU BUY ANCHORS FROM ANY OTHER SOURCE, YOU'LL PAY TOO MUCH.



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Automotive Plastic Fastener Market Size Worth GRAND VIEW RESEARCH

The global automotive plastic fasteners market is expected to reach USD 3.67 billion by 2021, according to a new report by Grand View Research, Inc. Increasing substitution of metal fasteners in automotive interiors owing to improved aesthetics and lightweight characteristics is expected to propel demand.

The plastic fasteners production is highly influenced by high production volumes of automotive vehicles across major economies of the world. The market is highly fragmented and competitive owing to various small-scale manufacturers concentrated in countries including Thailand, China, and Germany. The industry rivalry is expected to be high owing to manufacturers of low switching cost of manufacturers from metal to plastic products. However, factors including low tensile strength of the fasteners in high stress applications are expected to impact the product demand. Illinois Tool Works Incorporated (ITW), ARaymond and Alcoa, Inc. are the major manufacturers dominating the market. Profit margins of companies vary in the range of 15 to 20% owing to reduced manufacturing costs.

Further key findings from the report suggest:

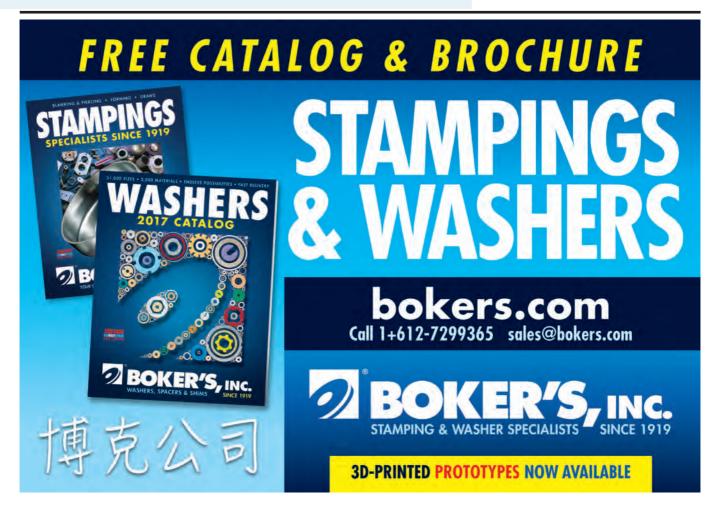
- The product demand in automotive interior application is expected to grow at a CAGR of 11.8% from 2017 to 2021, owing to their light weight, wide variety, and compatibility with the internal ambience of the vehicle.
- The average price and weight of a plastic fastener is significantly lower than a metal fastener, which lowers the vehicle cost and improves the overall automobile efficiency. As a result, the product demand in passenger cars is expected to reach the revenue of USD 1.96 billion by 2021.
- The demand for plastic fasteners in Europe was valued at USD 461.5 billion in 2016 and is expected to grow at a CAGR of 7.7% from 2017 to 2021. The presence of a large number of automotive companies, including General Motors Company, Ford, Fiat, Toyota Motor Corporation, and AM General in the region is expected propel growth.
- Japan & South Korea have been a major market for the product accounting about 25% of the overall fasteners demand in Asia Pacific.

Analysts Positive on Malaysian Automotive Sector



Analysts are positive on the Malaysian automotive sector, with expectations of strong momentum in the second half of 2017 (2H17), following higher total industry volume (TIV) in August. "The eight months 2017 TIV sales volume has achieved 67% of our 2017E TIV sales of 592,000. We believe 2H17 momentum will likely remain strong," Affin Hwang Capital said in its report.

The Malaysian Automotive Association (MAA) reported automotive sales of 51,700 units for August, reflecting a 6.5% monthon-month growth. Year-to-date, automotive sales hit 384,700 units, growing 3.9% yearon-year. MIDF Research said the latest TIV is still well above its forecast growth of 2.7% year-on-year to 596,000 units, and sees possibilities of further upside to its target.



Fastener Manufacturers See Fierce Competition



As the most globalized industry in Taiwan, Taiwanese fastener industry is generally not inclined to be affected by domestic economy. However, the sustainable development of the industry has been overshadowed in that material prices have been unable to reflect industry demand over a couple of years,

progressively resulting in poorer order intake and decline in profits. Moreover, with less orders due to the increasing production in Southeast Asian countries, fastener manufacturers cannot but face tougher challenges from the market alone.

In recent years, Southeast Asian countries have been proactively encouraging local production. In addition to cost-competitive material advantages, local fastener manufacturers actively introduce fastener formers, dies from Taiwan, and even high-end products are manufactured with Taiwan-made steel wires, and the local factories are mostly built with whole-factory export capacity. Although the factories still only mass produce low-end fasteners in early stage, they are expected to catch up with Taiwanese factories in the future. Under the circumstances, manufacturers of steel wires, formers and dies in Taiwan can benefit from this, yet causing the gradual decline in the leading fastener manufacturers in Taiwanese fastener industry chain, for the local production in the Southeast Asian countries will directly contribute to the decrease in orders with Taiwanese manufacturers. The manufacturers even have to confront the competition from those in Southeast Asian countries later, similar to the previous situation where manufacturers in China rose to power in the market.

Thailand Automotive Market Optimistic for the Full Year



Automakers are raising their sales forecasts for full-year sales in Thailand after a robust first half. Toyota Thailand says first-half sales rose 11.2% year-on-year to 409,980 units. It credits an economic recovery boosted by government stimulus programs. The car market rose 25.0% to 161,483 deliveries with commercial-vehicle sales climbing 3.8% to 248,498 units.

The sales of Mazda Thailand has breached the 100 thousand mark and it says it is seeing tremendous growth in the Thai market. In addition, after Toyota Thailand's success in the Thai automotive market, it will double its manufacturing capacity for Toyota cars when its new 670,000-sq.-m plant at Bukit Raja, Selangor (Singapore), opens in 2019. The plant will launch with a production capacity of 50,000 units a year and is designed to expand to 100,000 units as the market develops.



Companies Development

BMW Seeks Critical Mass for Autonomous Alliance

BMW is seeking one more automaker to join its autonomous driving partnership with Fiat Chrysler Automobiles by the end of 2017. That year-end timing is necessary to keep the project on track to produce BMW's self-driving iNEXT electric vehicle by 2021. Having a maximum of three automakers on the project also will keep the development pace from slowing.

BMW formed the partnership in 2016 with technology companies Intel and Mobileye. Tier 1 suppliers Continental and Delphi Automotive joined this year. FCA came on board in August. The idea is to pool resources and expertise to create a scalable platform that multiple companies can use to produce self-driving vehicles.



Century Fasteners Corp. Achieves Coveted ISO 9001:2015 and AS9100D Registration

Century Fasteners Corp. has been approved for and issued



a Certificate of Registration for ISO 9001:2015 and AS9100D. Century Fasteners Corp. is a Master Distributor of fastener and non-fastener components to the military, aerospace, electronics, automotive, sheet metal fabrication, contract manufacturing, telecommunications and medical industries. The ISO 9001:2015 and AS9100D registered company stocks more than 100,000 discrete parts, and offers a wide variety of value-added services, including VMI in-plant programs, custom kitting, engineering services, and supply chain management solutions. Century Fasteners Corp. is an authorized stocking distributor for Cherry® Aerospace.

IVISYS AB Appoints New Chief Operations Officer

IVISYS AB ('IVISYS') is announcing that the company has promoted regional sales manager David Joelsen to the role of the company's Chief Operations Officer. David has been with IVISYS since the beginning of 2015, has



prior management experience and has been responsible for selling IVISYS solutions; a combination which makes him an ideal fit with IVISYS' need for a new COO.

The management of IVISYS has decided to promote regional sales manager David Joelsen to the position of Chief Operations Officer (COO). The COO job has been temporarily vacant after the departure of the previous COO, earlier this year. 'I am pleased that David has accepted this new challenge. As one of our early employees, he knows every corner of the company very well and, in addition, he has international management experience from an earlier position. Moreover, he has proven that he successfully can build up a client base from scratch. Therefore, he is a very well suited candidate for the COO job,' says IVISYS CEO Jakob Kesje.

EJOT Receives the Seal for "Germany's Most Innovative Companies"

Innovations are important drivers of our economy. Those who are prepared to make investments and have the knowhow to drive innovation in their own company can be successful and competitive in the long term. Innovative companies generate larger turnovers and are also seen as an attractive partner and employer. This has different reasons: innovations are usually associated with new products or applications. This leads, on the one hand, to increased customer loyalty, on the other hand to more employee satisfaction and more qualified applicants.

Within the scope of a study carried out by Focus and Focus Money, 5,000 German companies with a larger number of employees where evaluated with regards to their innovative capacity, investment readiness, research & development, product innovations and technology. For this the study reviewed consumer voices in the digital media. EJOT was able to convince, based on its willingness to innovate and the resultant positive consumer voices and has therefore received the seal "Germany's most innovative companies" in the metal industry category.



PennEngineering® Invests in 80,000² ft. Facility Expansion in Ireland

Global leader in innovative fastening technologies and solutions, PennEngineering®, has increased its presence in Ireland with the development of a new, 80,000² ft. facility located in Galway on the west coast. The development highlights PennEngineering's commitment to its European customers and expanding its production capabilities.

The new facility will become the primary manufacturing site for all PEM clinch products sold in Europe. In addition to the existing onsite manufacturing facilities, the site has a Research and Development Centre and an Application Engineering Centre, offering full custom fastener and installation design and test capabilities. The new facility will make the Galway site a 'centre-of-excellence' focusing on developing innovative solutions for the European market.

Mary Ann Fergus, Managing Director, EMEA at PennEngineering, comments "As we celebrate our 75th anniversary, we continue to go from strength to strength, growing our company with strategic acquisitions and state-of-the-art

new facilities such as this one. The development of our Galway plant demonstrates our commitment to providing innovative fastening solutions to companies operating in Europe."



DIMAC, Turning Partnerships into Winning Solutions

ESKA AUTOMOTIVE GMBH, highly esteemed German brand focused to meet the special demands of automotive target industries, decides to rely on the Italian inspection & sorting technology of DIMAC.

"In the development and manufacture of safety-relevant fasteners," BOLTUN CORPORATION Owner Mr. Wu argues "an outstanding quality must be guaranteed. All the companies of our group are interlinked by this common core".



Confirming this policy, the fresh news of the Summer 2017 is that BOLTUN's owner Mr. Wu and his general manager Mr. Teng

and DIMAC GM Mr. Massimo Agrati have joined forces in an international business agreement for the high-tech machines supplying in ESKA plant (Chemnitz – DE) and China plant (Xiamen – CHINA).

"ESKA is a renowned member of BOLTUN's group," GM Mr. Teng continues "a European excellence which products are high-strength connecting elements and forming parts for specific applications. They require more integrity than ever. This is why we have chosen DIMAC's expertise". Actually, HT Control, among all the inspections demanded to get ESKA



demanded to get ESKA zero-defect special parts, is the most challenging for the Italian company.

DIMAC, in cooperation with ESKA and IBG Prüftechnik, topclass manufacturer of Eddy Current test instruments for non-destructive testing (NDT), carefully analyzed any possibility before implementing a thoroughly satisfactory solution in the form of the new generation Eddy Current station on Dimac MCV3 series.

The original high performances of this model have been furtherly upgraded and enhanced with the installation of an innovative station for heat treatment sorting in hardness classes.

DIMAC and IBG's with ESKA engineers made several tests demonstrating the validity of the new HT control station. The latest Eddy Current technology combined with IBG state-of-the-art fork probes guarantee that the material is ideally penetrated with the magnetic field, with a better focus on the microstructure and a higher detection stability, while the fork probes use makes irrelevant any runout error during the inspection.



Omnes Capital invests in Aero Negoce International

Omnes Capital has acquired a minority stake in the ANI group through a EUR11.7 million investment. Based in Béziers (Occitanie region in France) and created in 1993, the ANI group is a fasteners distributor dedicated to the aerospace industry. Its main customers are aircraft manufacturers (eg Airbus, Dassault) and their main suppliers (eg Zodiac, Safran). The group, which employs 25 staff, generated annual revenue of EUR16 million as of 30 June 2017, up 17 per cent compared with the previous financial year.

ANI's executives, say: "Our group is experiencing very rapid growth through the signing of new long term supply agreements. The quality of our products and services combined with the flexibility of our structure, makes us very competitive and encourages industrial companies to award us an increasing number of contracts. We were looking for a motivated partner, capable of supporting us in our development, in particular internationally. It was for these reasons that we decided to work with Omnes Capital."



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South Korean KPF Enters Europe with Wind Power Fasteners Supply to Enercon

On September 5, KPF announced it had gained



orders from Enercon to supply fasteners for wind power facility. Through the orders, it expects to build foundation for regular supply of wind power fasteners to the European market. It plans to expand client base to Siemens, Vestas, Gamesa and other wind power companies.

KPF not only focuses on its primary U.S. and South Korean markets, but also expands business to Europe to increase revenues. In the long term it plans to actively tap into Asia's wind power market through the Vietnam subsidiary. Therefore, it set up a subsidiary in Ho Chi Minh City in addition to the plant in Hanoi City.

Merger News

Mobile, Ala.-based Threaded Fasteners Inc. Expands its Reach with Acquisition of Stateline Fasteners in Rossville. Ga.

Threaded Fasteners, Inc. (TFI), an employee owned business specializing in

the manufacturing, custom packaging and distribution of steel fasteners recently welcomed Stateline Fasteners of Rossville, Ga., to its growing family of businesses. "Stateline's entire team will be joining forces with the TFI team already established in Chattanooga, Tenn., to serve our expanding market in Tennessee and north Georgia," said Billy Duren, president of Threaded Fasteners, Inc. "Stateline's staff brings a wealth of knowledge to our company. With this new customer-base we look forward to broadening our footprint in the region."

Opened in 2016, TFI's Chattanooga office is located at 806 N. Holtzclaw Ave., Suite A. Stateline's previous staff members are now working at this location. Inventory from the Georgia business also has been acquired by Threaded Fasteners. Founded in 1979 in Mobile, Ala., TFI marks 38 years in business in 2017 as the firm continues to expand operations and launch new ventures. With more than 140 dedicated employee owners, Threaded Fasteners has 181,000 square feet of warehouse space with over 42 million individual parts in stock at its locations in Alabama, Mississippi, Florida, Oklahoma and Tennessee to meet the global needs of its customers.

HellmermannTyton to Set up India Facility in 2018



Global fastener and cable tie supplier HellermannTyton Pvt. Ltd. plans to set up its first production facility in India. The facility will be in India's automotive manufacturing hub in the city of Pune. "We have already bought land in Pune to start building a factory by the end of 2017," said Anubhav Saxena. "The plant will likely be fully operational by the second quarter of 2018.

Currently, the company has an office in

Ghaziabad, near New Delhi, where it handles sales and service for India. "We have started focusing on two major auto OEMs in the north and southern part of India in 2006 onwards, and over the years the auto business has grown 100 percent," Saxena said. About 80 percent of its sales in India comes from the auto business, with the rest coming from appliance, telecommunciations and aerospace. Its automotive clientele includes global and domestic manufacturers, including Tata and Mahindra.

ParkOhio Acquires Heads & All Threads Ltd. to Enhance Their Global Footprint

ParkOhio announced that it has acquired Heads & All Threads Ltd. (HAT), headquartered in Birmingham, United Kingdom. HAT, founded in 1986, is a leading European supplier of supply



chain management services and has operations in the UK, Czech Republic, Poland, and India. HAT specializes in developing vendor-managed inventory programs of fasteners, machined parts, and other class C components to many end markets, including construction, automotive and various EMS markets.

Edward F. Crawford, Chairman and Chief Executive Officer, stated, "The strategic acquisition of Heads & All Threads, with annual revenues of approximately \$35 million, will immediately be accretive to earnings. HAT has an impressive history of sales growth and will strengthen our market position for supply chain management services." ParkOhio is an international company providing world-class customers with a supply chain management outsourcing service, equipment used on their production lines, and manufactured components used to assemble their products. Headquartered in Cleveland, Ohio, ParkOhio operates 63 manufacturing sites and 65 supply chain logistics facilities.

Swissturn/USA Purchases J.I. Morris Company Fasteners



Swissturn/USA announced that it has purchased the miniature fastener business of J.I. Morris Company (Southbridge, MA). J.I. Morris Company, which has operated in Southbridge for 97 years, is recognized as a world leader in the manufacturing of miniature screws and nuts. They are known best for their miniature

number and UNM (metric) screws, self-tapping screws, hex nuts, flat washers, and turned parts.

J.I. Morris Company was founded in 1920 to supply the optical industry with polishing pads. As the company grew, lines of optical accessories and miniature screws were added. John B. Dirlam, who has been President of J.I. Morris Company for 37 years, served on the screw thread subcommittee that developed the industry standards for the unified miniature thread series.

Swissturn/USA is a world-class precision Swiss screw machine products manufacturer. Production of miniature screws and nuts will shift immediately to Swissturn's Oxford, Massachusetts facility. Swissturn frequently uses its modern CNC Swiss screw machines for production of miniature parts, so assuming production of the J.I. Morris fastener line is a natural fit for the company. Swissturn currently has 60 employees and expects the new fastener line to add three to four new jobs. Swissturn will market miniature fasteners as J.I. Morris Miniature Fasteners and will maintain the current J.I. Morris website.