



### EU's Acknowledgement on China's Market Economy Status and Its Probable Outcome

EU's latest decision is almost as much as acknowledging that China and other 9 countries are eligible to "market economy status". This will change the way EU calculates anti-dumping taxes for those countries, and make it more difficult for EU's industries to defend from the threat of imported rebars, bikes, and screws.

The EU used to adopt Surrogate Country System on China, through which the data of other countries were used to calculate the anti-dumping tax on China's products so that the EU could impose higher tax rates on products imported from China. However, this system expired last year. Additionally, the aggregating sentiment of protectionism in the U.S. has made the EU's decision in favor of China by EU acknowledging China's market economy status. The acknowledgement will in turn change the way the EU calculates anti-dumping taxes for other 9 countries, making it more difficult for EU countries to provide proof when putting up charges against other countries in the future. EU's latest decision will make it more difficult for itself to defend from the threat of imported rebars, bikes, and screws.

# Fastener World News

Compiled by Fastener World

### Japan Raises Price of Wires Used for Fasteners



Nippon Steel & Sumikin Stainless Steel Corporation (NSSC) announced on December 21 2017 that the price of stainless steel wires used for automotive parts and constructions would be raised for the December 2017 to February 2018 period. The price of chromium steel used for automotive fasteners will be raised to JPY15,000 per ton (approximately 5%), which reflects the price raise of nickel and chromium, as well as the Japanese yen depreciation.

The contract price of stainless steel wires is subject to the change of material price and exchange rate in recent 3 months. This is the first time since the past 3 quarters that the company raises the price. The international nickel price rose 8% and chromium price rose 25% in recent 3 months. Given the recovery in Japan's new car production and constructions, the company said market demand will remain positive in 2018. The company's primary plant will remain in full-line operation during January and March 2018.

### "The Rise of Electric Cars will Have a Negative Impact on Auto Fastener Industry," said Fu Hui Screw Chairman Fu-Jen Tang



Following the trend of electric vehicles (EV), the auto fastener industry will be adversely affected and fall drastically. Tang pointed out, over the past years the fastener manufacturers have invested 60 million dollars on multi-stage fastening machines specialized for auto industry, but now that the trend is changing, the demand for fasteners will be 70% lower from 2,500 fasteners used per car to 1,000 as the number of EV grows.

Nowadays up to 31% of global auto fasteners market share is taken by Taiwan and the government has been calling for high-value auto fasteners products. However, facing the growth of electric vehicles, whose global sale is expected to reach 3.5 million units of cars in 2020 and which will be regulated as the only street-legal vehicles by EU, the auto fastener manufacturers and government should be aware of what's happening and start to develop strategies to counter future problems.

## Companies Development

### First Suppliers Innovation Day by LISI AUTOMOTIVE



This first Suppliers Innovation Day was organized on November 23rd, 2017 and it was devoted to exchange and collaboration. The aim was to support and encourage innovation.

The objective of this day was to mobilize some of LISI AUTOMOTIVE main suppliers on the future challenges of the automotive market while allowing an exchange between these suppliers and LISI AUTOMOTIVE employees.

### Heller Tools GmbH Secures Future With New Board Of Directors

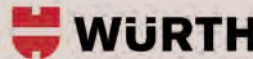


On 1 October 2017, Dr. Robert Untiedt succeeded Dr. Frank Schubert as spokesman of the Board of Directors. After almost 20 years with Heller, Dr. Schubert has retired at the end of 2017. Dr. Untiedt is responsible for the fields of Sales, Marketing, Product Development and Administration (Finance, HR and IT). In the future, Heller will continue to put a special emphasis on serving customer requirements. Dr.

Schubert's retirement means the loss of a profound industry expert. Apart from various other international executive positions, he successfully managed Heller Tools GmbH as Director for a period of 19 years.

Before joining Heller, Dr. Untiedt had worked for Körber AG in Hamburg, Germany, where he was lastly responsible for the organic growth of the technology group's six divisions as Head of Strategic Marketing & Sales. Previously, he had served as a strategy consultant for the Boston Consulting Group.

### Würth Group Achieves Records in Sales and Operating Result



Sales grow by 7.5 percent to new record level of EUR 12.7 billion

- Operating result also at record high
- E-business share continues to grow

According to the preliminary annual financial statement, the Würth Group reports a sales volume of EUR 12.7 billion in 2017 (previous year: EUR 11.8 billion). This corresponds to a growth of 7.5 percent. Adjusted for foreign currency

effects, growth comes to 7.9 percent. In particular, companies in Eastern and Southern Europe grew dynamically. With respect to the business units, Electronics and Production show above-average growth rates.

According to preliminary calculations regarding the operating result, a new record amounting to EUR 760 to 770 million is expected. This is a considerable increase over the previous year (2016: EUR 615 million). "These figures motivate us and prove us to be on the right track implementing our multi-channel strategy. E-business is gaining momentum: so with our developments and services, which we tailor to the needs of our customers, we have our fingers on the pulse of time. We must ensure speed, reliability and availability. These aspects are important to our customers," Robert Friedmann, Chairman of the Central Managing Board of the Würth Group, declares himself satisfied with the preliminary figures. In 2017, e-business sales grew above-average by 19.3 percent.

### Dimac, Always on the Move



Dimac Srl aims to be the favorite partner of fasteners OEMs, manufacturing a complete line of sorting & inspection systems which incorporate mechanical, laser & vision and eddy current latest technology for detecting metallurgical not conformities and for dimensional measurement as a method for achieving zero defects.

Because of its 30-year history specializing in working with the higher and higher standard criteria for the most demanding application domains, it is today recognized as a reliable benchmark for the fasteners manufacturers looking for 100% quality.

Actually, the Italian company has improved its facilities, performing an overhaul of its machines: 8 new models, covering a complete working range, from standard dimensions and geometries to the most customized ones, and a wide spectrum of fasteners, from micro screws to large size special parts.

8 special controls guaranteeing to detect any small localized defect with high accuracy and the highest sorting rates in the market are the outcome of R&D investments, remaining key to Dimac success.

The solidity and user-friendliness of its machines, combining efficiency and functionality, mirrors also the passion for high precision mechanics and state-of-the-art solutions.

Dimac attitude is dynamic, young, its most important goals are always to find out fresh solutions and new developments, continuing to revolutionize the inspection technology.

### 50 Years of Collaboration with Synergon S.p.A. from Italy



In October, 2017 Hatebur and Synergon S.p.A. from Milan celebrated 50 years of collaboration. Synergon took on the role of representing Hatebur on the Italian market back in 1967. The Sanclemente family founded Synergon, and Hatebur collaborated with Luigi Sanclemente for many years before his son, Mauro, took over the company and continued it successfully for both sides.

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Even though Hatebur now has its own presence in Italy thanks to a subsidiary (Carlo Salvi S.p.A.), it is convinced that, in the hot-forming industry in particular, the outstanding cooperation between Synergon and Hatebur, along with the excellent expertise of its long-term representative, continues to be important to Hatebur. Both companies are looking forward to many more years of working together!

### Hatebur Integrates Subsidiary

Hatebur Metalforming Equipment Ltd. from Reinach, Switzerland, has reorganized its company structure. The Hatebur Swiss Precision AG assembly plant, which has been operating under its own name as an independent subsidiary, integrated into the parent company on January 1st 2018. The name of the manufacturing site for Hatebur machines will be removed from the market. "In practice, nothing about the relationships will change," emphasizes Thomas Christoffel, CEO of Hatebur Metalforming Equipment Ltd. The assembly plant in Brugg will continue to operate and all staff will be retained. Plant manager Christian Bürgin will continue to manage the site.

The plant in Brugg has always and will continue to exclusively assemble forming machines for Hatebur. The manufacturing site, which was founded in 2012 and covers around 1600 m<sup>2</sup>, is and will remain the assembly plant for small and medium-sized machines from Hatebur Metalforming Equipment Ltd., through to the Hotmatic HM 35 and Coldmatic CM 725. In 2013, the plant became the legally independent Hatebur Swiss Precision AG due to concerns about risk spreading. Hatebur hopes that the integration will lighten the administrative and financial load.

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### Bulten's 2017 Full Year Report

**BULTEN** 

Net sales reached SEK 2,856 million, an increase of 6.7% on the same period in 2016.

- Operating earnings (EBIT) were SEK 210 million, which corresponds to an operating margin of 7.4%.
- Earnings after tax were SEK 159 million.
- Order bookings amounted to SEK 3,015 million, an increase of 11.0% on the same period last year.
- Cash flow from operating activities was SEK 58 million.
- Earnings per share were SEK 7.98.
- Net debt was SEK 49 million (net cash of 30) and the equity/assets ratio at the end of the period was 66.8%.
- The Board of Bulten AB proposes to the AGM that the dividend be SEK 3.75 per share (SEK 4.50 in 2016, of which SEK 3.50 was an ordinary dividend and SEK 1.00 an extra dividend).

### MacDermid Enthone Industrial Solutions (MEIS) Receives ISO 9001:2015 Certification

 **MacDermid Enthone**  
INDUSTRIAL SOLUTIONS

MacDermid Enthone Industrial Solutions (MEIS) is proud to announce that its ZinKlad quality assurance program has achieved the internationally recognized ISO 9001:2015 certification by Lloyd's Register Quality Assurance (LRQA). ISO's flagship quality management systems standard, ISO 9001:2015 is granted when businesses demonstrate consistent quality of products and services, which meet customer and regulatory requirements.



**New Idaho Store Marks Tacoma Screw's 20th Branch Location**

Fastener distributor Tacoma Screw continues to enhance its presence across the U.S. northwest, recently opening its 20th location overall with a new store in Caldwell, ID. The new branch is a 12,000-square-foot facility that stocks more than 45,000 items. Items not available there can typically be shipped from the company's 65,000-square-foot Tacoma distribution center the next business day. Caldwell is Tacoma Screw's fourth location in Idaho, joining Boise, Twin Falls and Idaho Falls. It is Tacoma's third new branch opened in less than 2 years.

**Change in the Board of Directors of Bossard Holding AG**



On April 9, 2018, the Annual General Meeting of Shareholders of Bossard Holding AG will vote on a change in the Board of Directors. After 16 years of dedicated work on the Board of Directors, Helen Wetter-Bossard decided not to serve another term. To succeed her, the Board of Directors nominated Martin Kühn, who has been with the KIBAG Group since 2010 and serving as its Chief Financial Officer (CFO) since 2014.

**Change in the Management of the BECK Fastener Group**



Effective 1st of February 2018 Dipl.-Wirtsch.-Ing. Günther Beck, the long-standing Chief Executive Officer transferred the company responsibility to his son Dipl.-Kfm. Christian Beck.

Mr. Christian Beck succeeds as Chief Executive Officer with immediate effect and will continue the family tradition in the 4th generation.

Together with his brother, Dipl.-Ing. Dipl.-Wirtsch.-Ing. Marcus Dickow, who is further responsible for all concerns in the area of operations, Mr. Christian Beck wants to continue the successful work of his father and progressively adjust the company based on the present company structure to the challenges of the market.



**Simpson Strong-Tie Renews Partnership with Habitat for Humanity to Help Build More Disaster-Resilient Homes**

Simpson Strong-Tie is renewing its partnership with Habitat for Humanity to continue supporting the housing organization's efforts to make homes resilient to disasters. This is the 12th consecutive year of the partnership to help more families in need of a decent and affordable place to call home. To date, the manufacturer of structural product solutions has contributed more than \$2.75 million toward Habitat's mission.

The company will donate structural connector framing hardware and prefabricated shear walls for new construction and will continue to support Habitat Strong, a program that backs building disaster-resilient homes in weather-sensitive areas.

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### Sherex Fastening Solutions Announces Pacific Warehouse Sales as its TEC Series Western Region Master Distributor

Sherex Fastening Solutions, a global leader in engineered fasteners, tooling, and automation, is pleased to announce Pacific Warehouse Sales (PWS) as the Western Region Master Distributor for its TEC Series wedge locking washer product line.

PWS will provide sales and service to distributors in Arizona, California, Colorado, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, and Wyoming. TEC Series products will be stocked in their distribution facility in Chino, California to provide short lead times to customers throughout the region.

TEC Series washers maintain clamp load in high vibration and load applications, protecting fastened joints from vibrational loosening using proven wedge locking technology. TEC washers secure joints using tension, rather than friction, as other traditional methods use.

TEC Series washers are available in standard and large outer diameter styles in carbon steel and stainless steel, in sizes from M3 (#5) through M72 (3"). Sherex's engineering and technical sales team is available to custom design products with special dimensions, materials, and coatings.

### Grainger Named to Fortune's World's Most Admired Companies' List For 2018



Grainger, the leading broad line supplier of maintenance, repair and operating (MRO) products serving businesses and institutions, is again named to Fortune's annual list of "World's Most Admired Companies" for 2018. Among competitors in the Wholesalers: Diversified category, Grainger ranks No. 1 for the fifth consecutive year.

Fortune's "World's Most Admired Companies" list is a definitive report card on corporate reputations. To determine the best-regarded companies in 52 industries, the survey asked executives, directors and analysts to rate enterprises in their own industry on nine criteria, such as investment value, quality of management and products, social responsibility and ability to attract talent.

As a leading business-to-business organization, more than 3.2 million customers rely on Grainger for products in categories such as safety, material handling and metalworking, along with services like inventory management and technical support. Grainger offers more than 1.6 million quality in-stock products, a consultative sales approach, technical and product expertise, a premium digital experience and the ability to get complete orders to customers quickly to help keep their operations running and their people safe.



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**MSC Reports Fiscal 2018 First Quarter Results**



**FISCAL Q1 2018 HIGHLIGHTS**

- Net sales of \$768.6 million, a 12% YoY increase, with approximately 400 basis points of acquisitive growth
- Operating income of \$99.3 million, an increase of approximately 10% YoY
- Operating margin of 12.9%, including a negative 50 basis point impact from DECO
  - Diluted EPS of \$1.05, up approximately 9% YoY versus diluted EPS of \$0.96 in the prior quarter

**Japanese Fukui Byora with Promising Revenue Prospects**



Fukui Byora has entered the European and American high-end automotive fastener markets, and it has a manufacturing plant in Thailand. Its revenues in 2017 rose 10% to an estimated JPY 11.5 billion, and its income and profits are expected to increase. The new plant added to its current primary base has started operation since May 2017 which will increase its capacity of automotive parts by folds.

**Association News**

**Chief Market Officer Dr. Wolfgang Scheiding is Chairman of the German Association of the Fastener Industry**



Dr. Wolfgang Scheiding was elected as chairman of the German association of the fastener industry (Deutscher Schraubenverband e.V., DSV). As

chairman of the automotive section the Chief Market Officer of the KAMAX Group already was a member of the executive board for one and a half year.

Together with the Italian association of the fastener industry the DSV leads the way regarding international cooperation and is a member of the European Industrial Fasteners Institute (EIFI).

**Packer Fastener Launches E-Commerce-Enabled Online Platform**



WI-based distributor Packer Fastener announced the official launch of its new online platform that features e-commerce. Packer Fastener — which distributes threaded fastener products from Wisconsin. The company now allows customers the convenience of ordering products from their computer or mobile device. The e-commerce platform was developed in-house at Packer Fastener by IT staff, enabling the company to have full control over the process. Along with e-commerce, the company's new online platform includes regular e-mail blasts that include relevant and helpful insights for subscribers.

**Clarendon Specialty Fasteners is the New Name for Coast Fabrication**



Following the acquisition on October 16th 2017 the integration of the Coast Fabrication business into Clarendon Specialty Fasteners is now complete and it has traded under the new name since January 1st, 2018.

“As always, our central focus remains dedicated to providing exceptional customer support at every level. We are confident that our customers and suppliers will enjoy the benefits of the synergies that this acquisition will provide, and we look forward to supporting your business needs as Clarendon Specialty Fasteners,” said Clarendon Specialty Fasteners.

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- 塑膠螺帽
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- 各類塑膠橡膠製品

Dr. Scheiding is especially focusing on training and development. The DSV offers once per year a fastener technical training, which can be attended by 40 interested people. Furthermore, it is considered to establish an academy to offer even a higher number of participants a professional qualification as fastener specialist engineer, fastener specialist technician or fastener expert.



### Sphere 1 Announces New President, Eventual CEO Change

Tool, fastener and concrete accessory distributor cooperative Sphere 1 has announced that Rob Moe was promoted to president effective Jan. 1, and will assume the CEO position in January 2019. Prior to joining Sphere 1 in 2015 as senior vice president, Moe's more than 30-year career included working for Duo Fast, Allied Fastener and Tools, Powers Fasteners and Lackmond Products. Since being second in command, Moe has served as the architect for enhancing Sphere 1's communication and development strategy by increasing their offering through training and planning platforms. This has strengthened the engagement between its members and suppliers and has helped Sphere 1 grow organically by 14 percent.

Sphere 1 also announced that Carol Shackelford will be retiring on Dec. 31, 2018, transitioning to a consultant for Sphere 1 in January 2019. Shackelford helped develop Sphere 1 in 1999, along with its seven founding directors. Today, Sphere 1 has grown to 153 members, with more than 100 suppliers.

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## Merger News

### Würth Group Takes Over Lubricant Specialist Liqui Moly



The Würth Group took over the Ulm-based company Liqui Moly GmbH, purchasing all shares from the managing partner, Ernst Prost, effective as of 1 January 2018. With this transaction, the Würth Group will become the sole owner of Liqui Moly GmbH, a globally operating and successful manufacturer of high-quality lubricants, engine oils, additives and other vehicle care products. The Würth Group will continue operating Liqui Moly as an autonomous company with an independent brand within the Würth Group. In fiscal year 2016, Liqui Moly generated sales of approximately EUR 500 million with more than 800 employees. The transaction still needs to be approved by the responsible regulatory authorities.

To ensure continuity in the management in the long term, Ernst Prost (60) will remain managing director of Liqui Moly after the sale of his shares. In addition, the long-standing head of sales at Liqui Moly, Günter Hiermaier (52), was appointed second managing director, effective as of 1 March 2018. Together, Günter Hiermaier and Ernst Prost will form the management team of Liqui Moly.

### Indutrade Acquires Dutch Company Tradinco Instruments



Indutrade has on 22 December 2017 signed an agreement to acquire all of the shares in the Dutch company Tradinco Instrumenten-Apparaten B.V. The agreement was signed after the market closed on Friday.

Tradinco Instruments was founded in 1963 and designs, manufactures and distributes test and calibration equipment for industrial applications and laboratories. The company is specialized in measuring pressure, temperature and electricity. The global customers are in a variety of industries, such as electronics, chemistry, power generation and medical technology. Tradinco Instruments has around 30 employees and sales of approximately EUR 7 million.

The closing took place on 22 December 2017 and Tradinco Instruments will be included in Indutrade's Business Area Special Products. The acquisition is expected to have a marginally positive impact on Indutrade's earnings per share.

### ETANCO Group Acquires IT-FIXING



As of February 5th 2018, IT-FIXING is now part of ETANCO Group. IT-FIXING is a company specialized in the design and manufacturing of thermal break fasteners for the construction business. Its range of products will be a natural add-on to ETANCO Group's existing set of fastening solutions for the building envelope.

Alain Bourgard, IT FIXING Manager: "We share with ETANCO the same view on the future product innovations. The collaboration between IT-FIXING and ETANCO has strengthened during the past 2 years. This new step is a major milestone for the future development of IT-FIXING." Through the acquisition of IT-FIXING, ETANCO internalizes a complete range of thermal break fasteners as well as strong set of competencies in the field of construction thermal insulation.

### AZZ Inc. Announces Acquisition of Rogers Brothers Company, Illinois-Based Galvanizer



AZZ Inc., a global provider of metal coatings

services, welding solutions, specialty electrical equipment and highly engineered services to the power generation, transmission, distribution and industrial markets, announced that it has acquired all the assets and outstanding shares of Rogers Brothers Company ("Rogers Brothers"), a privately held company, based in Rockford, Illinois. Rogers Brothers provides galvanizing services to a multi-state area within the Midwest. Terms of the transaction were not disclosed.

Located on a 2.7-acre site, the operations include a 13,000 square foot plant and 30,000 square feet of office warehouse, along with 3 kettles, galvanizing centrifuges and other key equipment used for hot-dip galvanizing. Going forward, the facility will operate as AZZ Galvanizing - Rockford and will complement AZZ's Midwestern locations in Illinois and surrounding states. The acquisition increases AZZ's Metal Coatings network of hot-dip galvanizing plants to 45 sites in the United States and Canada. AZZ expects the AZZ Galvanizing - Rockford facility will be accretive to earnings within the first year of operation.



We manufacture & export specialty fasteners to global markets.







## Fairmont Supply Acquires Fastener Distributor THB Inc.

MRO supplied distributor Fairmont Supply Company announced that it has acquired Salt Lake City, UT-based fastener distributor THB Inc. Terms were not disclosed. THB is also a service provider of kitting, packaging and quality control. Founded in 1986 the company carries more than 400,000 products. In 2004 they added ASME NQA-1 compliance for the nuclear industry. THB president and CEO Corey Bell will continue to lead the Salt Lake City location, while John Plazier — Boise branch manager — will also continue in that role. The two locations will become part of Fairmont Supply's Western Regional team.

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## Threaded Fasteners Acquires Bolt & Nut Inc.



Threaded Fasteners Inc expanded business in Florida with its acquisition of Bolt & Nut Inc in Tampa on Jan. 5. Financial terms of the deal were not disclosed. The Bolt & Nut team staff a 45,000-square-foot manufacturing space and a 5,000-square-foot sales office space. The recent acquisition marks a season of growth for the company as it recently acquired Stateline Fasteners in Georgia and the inventory of a company in Mississippi.

Threaded Fasteners was founded in 1979, and with 42 million parts in stock, has locations in Alabama, Florida, Georgia, Mississippi, Oklahoma and Tennessee. With more than 140 employee owners, it supplies customers from industries such as power generating utilities, chemical and electrical, commercial marine, construction, stainless steel fabricators, and metal building manufacturers. ■