

Fastener World News

compiled by Fastener World

Unstable Politics in Italy May Affect Taiwan's Fastener Export to Italy

Taiwan's fastener export to Italy has continuously demonstrated 2-digit growth since the beginning of 2018 (whether it is calculated in volume or in value). According to the statistics of Taiwan Customs, in 2017 Italy was the 7th largest destination for Taiwan's fastener export. Italy bought 38,815 tons of fasteners from Taiwan in the same year and the average price was US 2.51 per KG. In the first 4 months of 2018, Taiwan exported 13,180 tons of fasteners to Italy, up 17.46% from 2017 and the average price was USD 2.67, up 15.01% from 2017.

However, the politics in Italy seems to be quite unstable currently, some experts worry that it may affect the economic development of Italy. As a result, whether there will be growth in Taiwan's fastener export to Italy in H2 2018 remains unclear.

Trump Administration Imposes Extra 25% Tariffs on Certain Chinese Goods Totaling US\$200 Billion, Including Fasteners

On July 10th, The Trump Administration announced a list of 10 % tariffs on US\$200 billion in Chinese goods (later increased to 25%), shocking the global market again. China was also very upset about the announcement. The trade "war" between USA and China seems to have become tit for tat.



In the more than 200-page report, 16 items of fasteners (within the category of HS code 7318) are also included, which are:

- 7318.11.00 Iron or steel, coach screws
- 7318.12.00 Iron or steel, wood screws (o/than coach screws)
- 7318.13.00 Iron or steel, screw hooks and screw rings
- 7318.14.10 Iron or steel, self-tapping screws, w/shanks or threads less than 6 mm in diameter
- 7318.14.50 Iron or steel, self-tapping screws, w/shanks or threads 6 mm or more in diameter
- 7318.15.20 Iron or steel, bolts and bolts & their nuts or washers, imported in the same shipment
- 7318.15.40 Iron or steel, machine screws (o/than cap screws), 9.5 mm or more in length and 3.2 mm in diameter
- 7318.15.50 Iron or steel, threaded studs
- 7318.15.60 Iron or steel, screws and bolts, nesoi, having shanks or threads less than 6 mm in diameter
- 7318.15.80 Iron or steel, screws and bolts, nesoi, having shanks or threads 6 mm or more in diameter
- 7318.19.00 Iron or steel, threaded articles similar to screws, bolts, nuts, coach screws & screw hooks, nesoi
- 7318.21.00 Iron or steel, spring washers and other lock washers
- 7318.22.00 Iron or steel, washers (o/than spring washers and other lock washers)
- 7318.23.00 Iron or steel, rivets
- 7318.24.00 Iron or steel, cotters and cotter pins
- 7318.29.00 Iron or steel, nonthreaded articles similar to rivets, cotters, cotter pins, washers and spring washers

A senior U.S. official said that the US\$200 billion figure is approx. equal to China's exports to U.S. and he said U.S. Government has made it extremely clear to China in terms of its concerns about trade, but China has been unresponsive.

Many product items (already included in the Made-in-China 2025 policy) were also involved.

However, the new tariffs are still in discussion and will not come into force immediately. It will undergo a 2-month review process and public hearings will take place on Aug. 20-23.

Brazilian Fastener Trade Statistics in 2014-H1 2018

by Gang Hao Chang, Vice Editor-in-Chief of Fastener World

Data source: Ministry of Industry, Foreign Trade and Services of Brazil

Import

According to the latest trade statistics released by the Ministry of Industry, Foreign Trade and Services of Brazil, in the first 6 months of 2018 Brazil imported around 62,942 tons of fasteners (SH code 7318) in total, more than 52,478 tons in the same period of 2017. If calculated by US\$ FOB, in the first 6 months of 2018 Brazil imported around 340.37 million US\$ FOB worth of fasteners from the world, more than 290.08 million US\$ FOB in the same period of 2017.

In terms of main fastener import origins of Brazil, if calculated by net weight, the top 5 import origins were: USA, Argentina, Russia, China and Colombia; if calculated by US\$ FOB, the top 5 import origins were: China, USA, Japan, Germany and Italy.

Top 5 fastener categories Brazil imported from the world in the first 6 months of 2018 were: Threaded screws and bolts, of iron or steel, whether or not with their nuts and washers (excl. coach screws and other wood screws, screw hooks and screw rings, self-tapping screws, lag screws, stoppers, plugs and the like, threaded) (731815), Nuts of iron or steel (731816), Self-tapping screws, of iron or steel (excl. wood screws) (731814), Wood screws of iron or steel (excl. coach screws) (731812), and Non-threaded articles, of iron or steel (731829). If calculated by US\$ FOB, top 5 fastener categories Brazil imported in the first 6 months of 2018 were: Threaded screws and bolts, of iron or steel, whether or not with their nuts and washers (excl. coach screws and other wood screws, screw hooks and screw rings, self-tapping screws, lag screws, stoppers, plugs and the like, threaded) (731815), Nuts of iron or steel (731816), Non-threaded articles, of iron or steel (731829), Washers of iron or steel (excl. spring washers and other lock washers) (731822), and Self-tapping screws, of iron or steel (excl. wood screws) (731814).

Export

In terms of fastener export, part of the performances were also better than those in 2017.

In the first 6 months of 2018 Brazil exported around 12,299 tons of fasteners (SH code 7318) in total, better than 10,418 tons in the same period of 2017. If calculated by US\$ FOB, in the first 6 months of 2018 Brazil exported around 58.41 million US\$ FOB worth of fasteners to

the world, better than 53.45 million US\$ FOB in the same period of 2017.

In terms of main fastener export destinations of Brazil, if calculated by net weight, the top 5 import origins were: Argentina, Paraguay, USA, Uruguay and Germany ; if calculated by US\$ FOB, the top 5 export destinations were: Argentina, USA, Paraguay, Germany and India.

Top 5 fastener categories Brazil exported to the world in the first 6 months of 2018 were: Threaded screws and bolts, of iron or steel, whether or not with their nuts and washers (excl. coach screws and other wood screws, screw hooks and screw rings, self-tapping screws, lag screws, stoppers, plugs and the like, threaded)(731815), Nuts of iron or steel (731816), Threaded articles, of iron or steel, n.e.s. (731819), Non-threaded articles, of iron or steel (731829), and Coach screws of iron or steel (731811). If calculated by US\$ FOB, top 5 fastener categories Brazil exported to the world in the first 6 months of 2018 were: Threaded screws and bolts, of iron or steel, whether or not with their nuts and washers (excl. coach screws and other wood screws, screw hooks and screw rings, self-tapping screws, lag screws, stoppers, plugs and the like, threaded)(731815), Non-threaded articles, of iron or steel (731829), Nuts of iron or steel (731816), Threaded articles, of iron or steel, n.e.s. (731819), and Washers of iron or steel (excl. spring washers and other lock washers) (731822).

Digitalization of Die Design to Shorten Development Period, Helping Taiwan Fastener Industry Enhance Global Competitiveness

Taiwan is one of the major exporters of screws, nuts, bolts and many other fastening products in the world. According to the statistics of MIRDC, up to 93% of Taiwan's fastener output is for export and the export value is more than 100 billion NTD in total, making Taiwan ranked the 3rd place, only after China and Germany. Its products are exported to over 150 countries in the world, as a result, it is a very export-oriented industry. Although metal fasteners belong to the traditional industry, the applications in the markets are quite important. In the future, it must be upgraded to intelligent manufacturing as well and introduce the idea of Industry 4.0.

The progress or transformation of the fastener industry into intelligent manufacturing is slow, due to the influences of "too many workers in manufacturing lines."

The traditional industry mostly relies on technique of veterans, so when these veterans leave, talent gap or misjudgment happens. Some automotive fasteners companies set up their own expert systems, digitalized the experience learned from veterans and developed intelligent die calibration systems and successfully made breakthrough in the technical combination of forming machines, optical sorting machines and robots. Operators in the future can finish the calibration of dies fast and effectively only by following the systematic guidance.

The upgrade and transformation into intelligent manufacturing must be implemented right now. So far, the fastener industry has become one of the

top 5 export-oriented industries in Taiwan and is supported by Taiwanese government. It is estimated that in 2018 the export value of Taiwanese fasteners will increase further by 10%.



Mild Orders Growth and Stable Price for Taiwan's Fastener Export in July

The export volume increased mildly and the export price remained stable for Taiwan's fasteners in this July. The depreciation of Taiwanese dollar gave Taiwan an edge in stabilizing order intake and increasing competitiveness.

China's wire price upturned after 3 consecutive weeks of drop to a stable status. The US manufacturing capacity picked up in June and so did the manufacturing value, but the numbers of housing starts and construction permits were less ideal in June. If the EPD between Japan and EU takes effect, the combined GDP of both countries will exceed USD 21 trillion taking up 28% of the world's GDP, and the total trade value will take up 37% of the world's total.

Taiwan's fastener export in August had mild orders growth and stable price due to the depreciation of Taiwanese dollar.

Taiwan Fastener Industry Strengthens Its Position in the Global Automotive Fastener Supply

Taiwan fastener industry has been very active in recent years in business transformation to the development of products with higher added value. In terms of screws in particular, though the total export volume was lower than that of China, the percentage of automotive fasteners in the total export is expected to increase by 5%. The current quote for automotive fasteners per kg in Taiwan is USD 3.8, 35% higher than the average price of general parts and 164% higher than the average price of similar articles in China, giving Taiwan an opportunity to be recognized as the "Automotive Fastener Kingdom" in the future.

The total export volume and value of Taiwan's fasteners last year both reached a new high. The export volume in particular climbed to nearly 1.6 million tons and the export value reached nearly USD 4.3 billion. This year, with the recovery of the global economy, it is expected that the record will be broken again. The percentage of automotive fasteners in Taiwan's total fastener export is expected to increase from 30% to 35% and the price per kg is expected to reach USD 3.8 (higher than China's USD 1.7). Taiwan's CSC plays an important role in supplying wire rods with consistent high quality, while MIRDC is also a key part that has excellent inspection and surface treating capabilities and technology.



Taiwan's Fastener Export Volume Dropped to Less Than 60,000 Tons in June But Export Price Rose Instead

After Taiwan's fastener export volume to the US set a monthly record in May, the volume dropped to less than 60,000 tons in June, but the export took an opposite upward turn. Taiwan exported nearly 333,000 tons of fasteners to the US in the first 6 months of 2018, up 3.85% from the previous period. Double digit growth was seen in average price as opposed to the price last year. The export volume and price have both risen.

The rise could remain for the second consecutive year by the end of 2018 due to the stable growth of the US economy and the rise of export volume and price to the US in the first half of 2018. Furthermore, the US is the top destination for Taiwan's fastener export. If the sales to the US are in good condition this year, this will drive the growth of Taiwan's fastener export for the whole year.

The First Half of 2018 Sets New Records for Taiwan's Fastener Export

The fastener export of Taiwan did well in the first half of this year, setting new records in export volume, price and value. The export volume of fasteners in the first 6 months of 2018 totaled 83,0299 tons, up 5.65% from the previous period. The average export price was USD 2.866 per kilogram, up 10.63%, and the export value was USD 2.379 billion, a significant increase of 16.89%. Since last year, the growth of the American and European economy, coupled with increased demand in overseas markets and steel price raised to China Steel Corp raising the price of wire rods, which provides the drive for Taiwan's fastener export to hit new records. The annual performance for the full year has a good chance of raising the bar again.



Export Statistics of Top 10 Fastener Products (Including Steel Nails) in the First 6 Months of 2018 (in Monthly Order)									
Year	Month	Volume (KG)			Value (USD)			Average Price (USD/KG)	
		Volume	Proportion	YOY Change	Value	Proportion	YOY Change	Average Price	YOY Change
2018	Jan.	143,189,893	17.25%	2.91%	406,610,542	17.08%	15.47%	2.84	12.20%
	Feb.	116,380,265	14.02%	4.31%	333,098,936	14.00%	18.29%	2.862	13.41%
	Mar.	143,602,791	17.30%	8.45%	414,791,346	17.43%	23.04%	2.888	13.45%
	Apr.	130,210,982	15.68%	6.25%	375,123,240	15.76%	16.88%	2.881	10.00%
	May	156,985,106	18.91%	2.75%	446,960,547	18.78%	11.56%	2.847	8.57%
	Jun.	139,930,453	16.85%	9.80%	403,384,132	16.95%	17.36%	2.883	6.89%
Sum		830,299,490	100.00%	5.65%	2,379,968,742	100.00%	16.89%	2.866	10.63%

Export Statistics of Top 10 Fastener Products (Including Steel Nails) in the First 6 Months of 2018 (Country Ranking)									
Country	Volume (KG)			Value (USD)			Average Price (USD/KG)		
	Volume	Proportion	YOY Change	Value	Proportion	YOY Change	Average Price	YOY Change	
1	USA	322,817,367	40.08%	3.85%	904,594,071	38.01%	14.80%	2.718	10.54%
2	Germany	77,863,341	9.38%	6.62%	228,399,418	9.60%	26.86%	2.933	18.99%
3	Netherlands	47,997,890	5.78%	5.97%	136,581,917	5.74%	21.39%	2.846	14.55%
4	Japan	37,605,891	4.53%	9.80%	126,382,069	5.31%	19.17%	3.361	8.53%
5	Canada	30,210,669	3.64%	23.89%	80,931,226	3.40%	28.65%	2.679	3.84%
6	UK	28,542,024	3.44%	-8.68%	88,831,374	3.73%	2.99%	3.112	12.78%
7	Italy	21,556,381	2.60%	15.93%	56,794,881	2.39%	28.83%	2.635	11.13%
8	Poland	18,101,363	2.18%	-2.76%	36,753,927	1.54%	12.95%	2.03	16.15%
9	Switzerland	15,539,201	1.87%	-7.27%	50,361,441	2.12%	6.09%	3.241	14.41%
10	Spain	14,524,568	1.75%	8.81%	35,759,608	1.50%	23.07%	2.462	13.11%

Export Statistics of Top 10 Fastener Products (Including Steel Nails) in the First 6 Months of 2018 (Product Ranking)									
Products	Volume (KG)			Value (USD)			Average Price (USD/KG)		
	Volume	Proportion	YOY Change	Value	Proportion	YOY Change	Average Price	YOY Change	
1	7318159000-Other screws and bolts	443,246,919	53.38%	6.12%	1,210,057,141	50.84%	17.13%	2.73	10.38%
2	7318160000-Nuts	156,599,539	18.86%	6.90%	492,414,655	20.69%	15.62%	3.144	8.16%
3	1318140000-Self-drilling screws	105,430,875	12.70%	11.12%	278,300,201	11.69%	24.38%	2.64	11.93%
4	7318120000-Wood screws	44,033,726	5.30%	10.89%	112,102,719	4.71%	22.98%	2.546	10.90%
5	7317009010-Steel nails	36,661,445	4.42%	-16.88%	52,785,010	2.22%	-4.58%	1.44	14.81%
6	7318220000-Other washers	9,700,921	1.17%	4.64%	47,120,150	1.98%	14.35%	4.857	9.28%
7	7318190000-Other threaded products	9,625,838	1.16%	-11.57%	47,097,479	1.98%	7.81%	4.893	21.92%
8	7318290000-Other non-threaded products	9,384,952	1.13%	18.93%	41,589,202	1.75%	25.25%	4.431	5.31%
9	7318230000-Rivets	3,974,089	0.48%	3.87%	16,734,442	0.70%	1.14%	4.211	-2.63%
10	7318240000-Pins	3,573,487	0.43%	-1.47%	17,358,944	0.73%	6.11%	4.858	7.69%

Taiwan's Fastener Industry Expected for a Stable Growth in the Wake of EU's Temporary Safeguard Measure

Following the China-US trade war and Section 232 Tariffs, the EU joined the safeguard tariff battle on July 19 and imposed a 200-day temporary safeguard measure on 23 types of specific imported steel products. However, the tariff mostly involves upstream steel billets and downstream steel plates, which is less likely to directly affect Taiwan's fastener manufacturing in the short term. Since fasteners are at the bottom of the steel supply chain, they are not subject to the safeguard tariff and will not end up with substantial loss of orders. Taiwanese fastener companies are optimistic about the market and fastener price is expected to rise mildly with the materials. Overall, Taiwan's fastener revenues were growing stably in the first half of this year and the next half is expected to remain the same.

Optimas Solutions Licensed to Manufacture Phillips Drive Systems

Optimas Solutions, a leading full service provider of fasteners and c-class components, is licensed by The Phillips Screw Company to manufacture a number of its innovative drive systems. In addition to managing a global network of high-quality suppliers, Optimas also has its own manufacturing capabilities. Optimas' manufacturing facilities specialise in cold forming and offer services from design and prototype testing to full-scale production of highly-specialised components.

Optimas' manufacturing sites, located in Wood Dale, IL, U.S., and Droitwich, UK, are licensed to produce PHILLIPS SQUARE-DRIV®, ACR® PHILLIPS II®, MORTORQ® Super and External MORTORQ® Super drive systems for automotive and heavy industrial applications.

Phillips Screw Company is the inventor of the original 1930s' Phillips® drive system and continues to develop innovative, high-quality fastening solutions such as MORTORQ® Super high strength spiral drive and External MORTORQ® Super bolting systems. These are a family of products that, thanks to their long product lives, are used in challenging environments. MORTORQ® spiral drive products feature high torque control which is achieved by providing a greater contact surface area between the driving tool and fastener head.



Enduralock Introduces Radial Lock Fastener to Oil & Gas Industry

Enduralock, a custom fastener engineering solutions company based in Lenexa, Kan., that develops proprietary vibration resistant fasteners, recently announced the selection of its technology by Superior Energy Services in Houston, TX.

"We have collaborated with Superior Energy Services to develop an integrated solution aimed to address a critical need in the oil & gas industry," said Harold Hess, CEO and co-founder, Enduralock. "Enduralock aims to create custom solutions for critical applications in the oil & gas, aerospace, and defense industries. By utilizing our proprietary locking technology, we can individually address the needs and wants of our customers."

Enduralock offers multiple fastener designs, all intended for use in high vibration environments across numerous industries. All Enduralock fasteners are permanently locking, highly vibration-resistant, fully reversible and reusable, and may be reapplied using a blind approach. Enduralock fasteners ensure ease of installation, reversibility, and reusability with standard sockets, and they provide for reduced time and cost of installation and maintenance. The National Aerospace Standard 1312-7 requires a self-locking nut to withstand 30,000 cycles of vibration. Enduralock's fasteners have withstood 300,000 cycles (10x the industry standard) without loosening. In recent customer specified vibration testing, Enduralock's fasteners survived 1 million cycles of vibration.

Green Product Awards 2018 for BECK LignoLoc® Wooden Nail Fastening System

LignoLoc® - Collated Wooden Nail System made it into the list of Green Product Award Winner 2018. Since 2013, the international award has presented innovative, sustainable design products for sustainable consumption in 14 categories.

The Green Product Award is an international prize for innovative, sustainable products & services awarded every year. Contestants for this award are established companies and start-ups worldwide. The focus of this institution is networking with designers, producers and experts, as well as presenting unusual ecological solutions for different environmental problems. The Green Network provides a platform to transfer knowledge between individual entrepreneurs and helps them to develop, introduce and market their products and services. The award has been granted since 2013 and has already received applications from over 40 different countries around the world.

In 2018, a total of 400 manufacturers and designers from 25 countries participated. The members of the jury discussed the distinction of the LignoLoc® wood nail in the areas of design, innovation and sustainability for a long time. Finally, they decided that the BECK LignoLoc® deserves the first prize in the Free-style category: a category created to transcend the boundaries of application areas and create an area for disruptive innovation.

In the middle of July, the public voting began. Everyone participated and chose his/her own winner from the approx. 100 products of the Selection on www.gp-award.com for a period of six weeks. The award ceremony takes place in October.



Stanley Black & Decker Elects Dmitri L. Stockton to Its Board of Directors

Stanley Black & Decker (NYSE: SWK) has elected Dmitri L. Stockton, 54, former Chairman, President and Chief Executive Officer of GE Asset Management to the company's Board of Directors.

"Dmitri is an excellent addition to our Board, bringing an impressive set of experiences managing and leading complex, global organizations," said George W. Buckley, Stanley Black & Decker's Chairman of the Board. "He is known for being an innovative leader with a strong focus on accelerating growth and developing human capital, traits which will be tremendous assets for the organization as Stanley Black & Decker continues its organic and inorganic growth plans."

Stockton is a 30-year veteran of GE, having retired in March 2017 after the successful sale of GE Asset Management to State Street Corporation. While at GE, Stockton spent 10 years abroad and led businesses in 26 global markets with approximately 40,000 employees in his final assignment internationally.



BOSSARD

Accelerated Growth in Second Quarter – Sales and Net Income at New Record Highs

The Bossard Group continues its high-level growth. In the second quarter, the Group posted an impressive 15.1 percent sales growth to CHF 225.9 million after 10.9 percent in the first quarter. Sales in the first half of 2018 rose by 13.0 percent to CHF 446.3 million. This boost in performance reflects the high growth in sales across all three market regions: Europe, America and Asia. The results for the first half of 2018 also underscore once more the profitability growth strategy that Bossard is following: Excluding last year's extraordinary income of CHF 4.5 million net from a real-estate sale, net income in the first half of 2018 rose an impressive 20.4 percent to a new record high of CHF 49.0 million.

BULTEN

Bulten Releases Financial Report for H1 2018

JANUARY – JUNE

- Net sales amounted to SEK 1,663 million, an increase of 11.9% on the same period last year.
- Operating earnings (EBIT) totaled SEK 124 million, equating to an operating margin of 7.4%.
- Earnings after tax amounted to SEK 88 million.
- Order bookings amounted to SEK 1,634 million, an increase of 10.0% on the same period last year.
- Cash flow from operating activities totaled SEK 80 million.
- Earnings per share were SEK 4.42.



IFI Membership Grows with the Addition of Six New Members

The Industrial Fasteners Institute (IFI) is pleased to announce the addition of six new members in the last twelve months: Transvalor Americas Corporation, Loomis International Ltd., All Metals Processing of Orange County LLC, Atotech USA LLC, Risco Incorporated, and Industrial Rivet & Fastener.

"The North American fastener industry continues to grow despite the challenges manufacturers are facing today," said IFI's new Managing Director Dan Walker. "The addition of these six companies to the institute's ranks is evidence that producers of fasteners, and their suppliers, find tangible value in what the IFI is doing right now. IFI's long history of technical leadership, as well as its commitment to keeping members up-to-date on the happenings in Washington, creates a tremendous amount of value for those that are members."

"We're very excited about the continued growth of IFI and what these new member companies will bring to the table as they get involved in the activities of the institute," said current IFI Chairman Phil Johnson of Agrati. "An organization can only be effective if it has the active support of its membership. IFI's members are very involved, and we're creating things that have real value to manufacturers. That's why we continue to see this kind of growth in our numbers. We're accomplishing amazing things in the areas of technical research, training, government relations and workforce development that no one company could do on its own."

IFI welcomes new members, and encourages those who want to learn more about the benefits of institute membership to visit www.indfast.org or to call 216-241-1482.

SCOVILL

Great Designs Deserve Great Fasteners.

Scovill Fasteners Expands Brand Reach in Europe

US-based Scovill Fasteners is expanding its reach through a new partnership with Durable Fasteners as its new agent in the United Kingdom and continental Europe. The partnership will increase Scovill's coverage in the UK market.

Based in London, Durable Fasteners works closely with apparel designers, buyers, production teams and manufacturers. Its experienced team of agents will enhance Scovill's knowledge base, empowering Scovill to better serve its clients and the industry.

Scovill is one of the world's largest manufacturers of apparel and light industrial fasteners, and also provides a full range of support from product design and delivery to application. The combination of Durable Fasteners 20 plus years' experience in the European market with Scovill's over 200-year history in the fastener industry will create a truly dynamic partnership.



The LISI Group Records an Operating Profit of € 67.7 Million and a Positive Free Cash Flow of € 34.5 Million in the First Half of 2018

- Activity has declined compared to the high level of the first half of 2017
- The impact of the exchange rate dollar to euro was less important towards the end of the period. However, the impact remains significant for the first half of 2018.
- Contrasted performance across the 3 divisions of the group:
 - o LISI AEROSPACE: significant adjustment of demand in the “Europe Fasteners” market
 - o LISI AUTOMOTIVE: continued growth
 - o LISI MEDICAL: development efforts at LISI MEDICAL Remmele
- EBIT down to €67.7 million, or 8.1% of sales
- Free cash flow up to €34.5 million with sustained capital expenditure

Jim Ruetz Awarded NFDA’s 2018 Fastener Professional of the Year Award

The National Fastener Distributors Association is pleased to announce the 2018 recipient of its Fastener Professional of the Year award is Jim Ruetz of AIS (Franksville, Wisconsin).



The Fastener Professional of the Year award was created by NFDA to honor individuals and companies that make a substantial positive impact on people’s lives.

The inaugural award in 2017 was presented to Robbie Gilchrist of Capital Marketing (High Point, North Carolina).

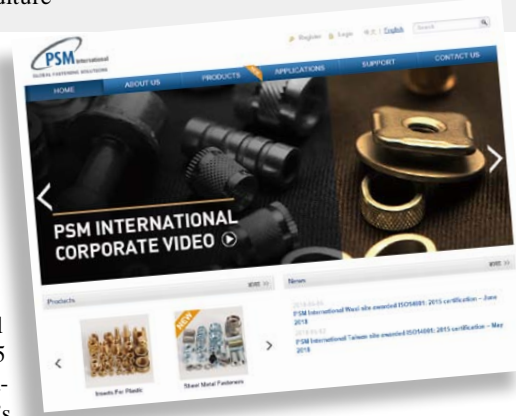
In his nomination of Jim to receive this award, Robert Ward of IFE Americans said, “Jim has been a giant in the fastener industry. He is a long time NFDA member and has been a great leader in the association and in his company, taking All Fasteners through tremendous growth and transitioning it to private equity ownership to become AIS. Jim has been a mentor and a role model to many in the fastener industry.”



PSM International Wuxi Site Awarded ISO14001: 2015 Certification

Following the successful upgrade of the ISO 9001: 2015 and ISO 14001: 2015 certifications for PSM International’s Taiwan operations, PSM is glad to announce that its Wuxi operations successfully upgraded to the ISO 14001 Environmental Management System certification 2015 standards.

PSM International is working on a continuous improvement program of policy and objectives to monitor its impact on the environment, reduce and control the generation of waste, and use resources effectively.



Birmingham Fastener Wins 2018 Alabama Manufacturer of the Year Award

Birmingham Fastener and Supply Inc. has won the 2018 Alabama Manufacturer of the Year Award in the medium category. This award, given by The Business Council of Alabama and the Alabama Technology Network, recognizes individuals and companies that “bring uncompromising excellence to Alabama manufacturing.” Companies are awarded based on criteria including financial growth, manufacturing leadership, market leadership, leadership development, and workforce enhancement. Awards are presented in three categories based on employee size and revenues.

Governor Kay Ivey gave the keynote speech at the awards luncheon, highlighting the importance of manufacturing in Alabama, as well as our nation. “Alabama’s manufacturers create high-quality jobs and produce substantial economic benefits,” Ivey said.

One of the goals of this award is to increase public awareness about the strength and economic significance of Alabama’s manufacturing community. As the South’s largest and most diversified fastener supplier, Birmingham Fastener and Supply Inc. continues to grow and achieve goals as a manufacturer and distributor.

Optimas Retains VDA 6.2 Accreditation To Assure Quality Of Automotive Supply

Optimas' Bredbury facility in the UK has retained its VDA 6.2 and ISO9001:2015 certification for 2018, allowing the industrial distributor and service provider to continue delivering quality fasteners and c-class components directly to automotive manufacturing lines globally. Optimas is a key player in the automotive industry, supplying component solutions to some of the world's most recognisable car brands and tier suppliers.



ISO9001:2015, a certification of quality management systems within a business, forms the backbone of VDA 6.2. The standard permeates through all aspects of the automotive product lifecycle, providing OEMs and Tier 1 suppliers with the assurances that a supplier provides a consistently high level of service.

Optimas is independently assessed annually for adherence and performance to requirements against the standard, with analysis carried out to identify correlations in service improvements. Only on successful completion of this annual assessment can certification continuity be granted.

NAFCO Develops New Hot Forged Fasteners for Aircraft Engines with Potential Business Opportunities

Since its inception, NAFCO has been accumulating its manufacturing and R&D capabilities for fasteners used in aircraft engines. Nowadays it has had the ability to do mass production and control material cost efficiently. However, due to the lack of information and technology for mechanical parameters of materials in high temperature, metallurgical changes after forging and required testing data for slight adjustments in various manufacturing procedures, the defective rates of their products could not be improved further until now.

Supported by the "NICE Program" guided by IDB of MOEA (Taiwan) for the upgrade and transformation of Taiwan fastener industry, NAFCO has begun the development of forming technology for hot forged fasteners used in aircraft engines, in order to effectively enhance the technical level and added value of its products.

During the development, NAFCO is working with domestic/foreign institutes in the research and development of a series of nickel-base superalloy. In addition to working with MIRDC in the research of mechanical parameters of hot forged materials for engines and observing metallurgical changes after forging, NAFCO is also working with ITRI to facilitate the digitalization of key manufacturing procedures for bolts and nuts. Through data collection, NAFCO could have a further understanding of relevant manufacturing technology. With the implementation of this program, NAFCO has not only set up its database for manufacturing technology, but also introduced technology for wireless machine connection, smart factory and more into the company, which is estimated to reduce effectively the material cost by 20% and working hours by 30% and generate the sales of more than NTD 0.6 billion.



Hilti Ranked as One of the Top 50 Best Companies to Sell for



The corporate research team at Selling Power has identified Hilti as one of the best companies to sell for. Hilti has received a top 20 placement in the magazine's annual evaluation of the best sales employers in the United States, and 2018 marks our 13th consecutive year on the list.

"As an organization with a direct sales force, it's great to once again be recognized by Selling Power," says Avi Kahn, president and CEO of Hilti North America. "There isn't just one thing that makes Hilti such a special place to work. I see it as an aggregate of everything our teams are doing to support each other every day. Our caring and performance-oriented culture impacts team members in every role - and definitely those who are working on the front line with our customers."

Sherex Taiwan Receives IATF Certification

Sherex Fastening Solutions, a global leader in engineered fasteners, tooling, and automation, is pleased to announce that their Sherex Taiwan production facility has received IATF 16949:2016 certification.

IATF 16949:2016, which establishes specific quality management system requirements for the automotive market, replaces ISO/TS 16949:2009. To gain accreditation, businesses must possess quality systems that focus on continuous improvement to prevent defects, and eliminate high variation and waste throughout the supply chain.

"Since its inception in 2005, Sherex Taiwan, led by Dr. Alex Hsiao, has provided industry-leading new product development and manufacturing utilizing robust quality systems," says President Adam Pratt, "we are excited to see our efforts acknowledged through the IATF accreditation."



Fastener Jamher Taiwan Offers Automotive Fasteners with Excellent Quality and Lead Times

Passing the audit of German TÜV and acquiring the certificates of ISO 9001:2008 and IATF 16949, Fastener Jamher Taiwan accepts OEM/ODM orders for customized fasteners in different materials (e.g. carbon steel, stainless steel, copper, aluminum, alloy (8640, 8740), superalloy (A286) with the specifications of M3-M20 in the length of 3-80mm.



Fastener Jamher Taiwan's main products are automotive fasteners. It's well known for its stable lead times and quality and its customers are mainly from Europe, USA and Japan. Fastener Jamher Taiwan said, "Our quality control policy is based on zero customer's complaint. From the very beginning of material feeding, we'll test each wire/coil with precision instruments, especially those orders for parts made of special materials, thus avoiding the risk of man-made errors. Professional labor division, our colleagues' strict compliance with SOP, introduction of QC systems allow us to meet all car manufacturers' requirements for fastener quality. In addition, in our factories we have many sets of multi-stroke nut formers, reducing the secondary processing cost. Our tapping machines were also designed and manufactured by ourselves, which can automatically deal with issues like abnormal functioning and mixed materials and meet the quality requirement for 0 ppm."



NFDA Awards Three New Scholarships for Fastener Training Week

The National Fastener Distributors Association (NFDA) has awarded three scholarships for Fastener Training Week, an advanced fastener technical training program produced by the Fastener Training Institute.

- Brian Goolie, inside sales/customer service, Empire Bolt & Nut, Spokane, Washington
- Laura Lamanna, engineering/quoting, Buckeye Fasteners, Cleveland, Ohio
- David Pawletki, senior applications engineer, Shamrock International, Itasca, Illinois

Applicants were evaluated based on the recommendation from their employer, personal achievements, work experience, and an essay. Identifying information was redacted so that the team evaluating the applications did not know the names or employers of those applying.

The next deadline to apply for an NFDA Fastener Training Week scholarship is December 1. The application can be found at <https://www.nfda-fastener.org/fastener-training-week-scholarship>

For more information about Fastener Training Week, visit www.fastenertraining.org

Air Hydro Power Acquires Alabama Bolt and Supply



Air Hydro Power Inc. (AHP) located in Louisville, Kentucky has acquired Alabama Bolt and Supply Incorporated of Montgomery, Alabama effective July 1, 2018.

Alabama Bolt and Supply brings over 40 years of experience supporting customers throughout central and southern Alabama. Their areas of expertise include hydraulics, pneumatics, hose and fittings and industrial fasteners. They are currently a full line Parker distributor representing Parker Fluid Connectors, and have two Parker Store locations: Montgomery and Tuscaloosa, Alabama. With the addition of Air Hydro Power's product lines, Alabama Bolt and Supply will have complete Automation, Hydraulic, Pneumatic and Hose and Fitting offerings, along with industrial fasteners.

MW Industries Announces the Acquisition of Ameriflex, Inc.

MW Industries, a leading provider of highly engineered springs, specialty fasteners, machined parts, and other precision components, announced the acquisition of Ameriflex, Inc., a leading manufacturer of precision formed metal bellows and bellows assemblies used in applications supporting the semiconductor, microelectronics, and aerospace industries.

Located in Corona, CA, Ameriflex was founded in 1981 to supply bellows into the fledgling semiconductor industry. The company has maintained its semiconductor industry focus while diversifying into industrial equipment and aerospace.

Ameriflex produces bellows, flexible metal hoses, and metal flanges used in the vacuum electronics industry. The company's highly engineered products are chosen because of their exceptional performance in meeting the tight tolerances and exacting specifications demanded in vacuum applications. The company also produces custom assemblies, combining bellows and flanges together in value-added assemblies specifically meeting customers' system requirements. Ameriflex has earned a reputation for quality and excellence.

MW Industries has completed a number of acquisitions to strengthen its product offerings and enhance its value to customers. The company is currently evaluating a strong pipeline of possible transactions.



KLX Aerospace Solutions Acquires John Hassall's Laboratory Operations

KLX announced that it is acquiring the assets of John Hassall, LLC's laboratory operations. John Hassall is a wholly owned division of Novaria Group.

Specifically, KLX will be acquiring the Laboratory Controlled at Source (LCS) lab assets, and expert technical personnel associated with managing the lab. This acquisition further supports KLX Aerospace Solutions' focus on providing Engine and Engine-related customers with differentiated and industry leading services to support their unique product and quality requirements. These newly acquired capabilities will allow KLX to provide the additional required testing to support the strict quality requirements of this customer base.

John Cuomo, Group Vice President and General Manager for KLX Aerospace Solutions says, "acquiring the laboratory operations of John Hassall will allow KLX to better support the entire Engine manufacturing market. This allows KLX to ensure the highest level of product quality with the flexibility to assist our customers with new part approval from our global supplier base. We will save our customers time and money, while ensuring adherence to the highest quality of the products."

G.L. Huyett Acquires AZ Lifting Hardware

On Friday, July 13, 2018, G.L. Huyett announced its acquisition of Phoenix, Arizona, based AZ Lifting Hardware (AZLH), a privately held lifting hardware distributor.

G.L. Huyett's CEO, Tim O'Keeffe, explained, "This acquisition complements G.L. Huyett's strategy to grow our business exponentially through the addition of products and services that add value to our customers. We now have a warehouse located in the Southwest, allowing us to reduce freight costs to the West Coast for G.L. Huyett products, as well as plans to dispatch lifting hardware to our Tennessee Warehouse to reduce freight costs for customers on the East Coast."

Since 2006, AZLH has distributed a diverse range of lifting, rigging, and suspension hardware for shipping, construction, and architectural industries across North America. AZLH's primary product lines of eye bolts, turnbuckles, and shackles, along with chain and rope fittings, are immediately available.

