

## Industry Update

### Taiwan CSC: Steel Market Turns up with Uptick Foreseeable Through Q1 2021

Taiwan CSC president said in a TIFI meeting that Taiwanese fastener export now sees a sign of a turnaround, but that the industry has to work harder on export of aerospace fasteners which remains under challenge. According to steel experts, after the long vacation in October in China, the steel price surged to USD125.7 per ton on October 9 and then dipped four days to below USD120 per ton. This was due to restricted steel production in China that led to reduced material demand and lowered price which reduced steel supply and stabilized steel price. Taiwan CSC president said the steel market in Q4 is picking up. The market has a positive prospect with momentum from increased automotive and white appliance demand, which hopefully will continue through Q1 2021.



### Ukraine Made a Definitive Anti-dumping Duties Determination on Certain Chinese Steel Fasteners

Ukraine announced on September 26 a definitive affirmative determination to impose anti-dumping duties on certain steel fasteners originating in China starting September 29, based on the final decision stated in document AD-465/2020/4411-

03. The duty rate will be 32.47% for Haining Hisener Trade Co., Ltd. (Hisener Industrial Co., Ltd.), 38.37% for Ningbo Jinding Fastening Piece Co., Ltd., and 67.40% for other Chinese suppliers, effective for a period of 5 years, involving product codes falling within 7318156890, 7318158290, 7318158890, 7318159590, 7318169290, and 7318169990.

Ukraine initiated an anti-dumping investigation on certain Chinese steel fasteners on December 7, 2019. May 28, 2020, Ukraine announced a preliminary affirmative determination on involved Chinese products, according to the decision stated in document AD-447/2020/4411-03 that the products involved would be subject to a temporary 19.75% anti-dumping rate effective for 4 months.

### Taizhou City Fastener Industry Alliance Established in Jiangsu (China)

A convention for establishing a fastener industry alliance was held on October 19 in Jingjiang City, Jiangsu Province of China. Nearly 200 guests from political circles, the industry and academia attended to witness the signing of a contract including 5 collaboration projects. Jingjiang City has over 400 fastener manufacturers, taking up 60% of the total in Taizhou City. Jingjiang City also has a well-developed supply chain of assorted fasteners and a complete range of equipment for electroplating, heat treating and wire drawing. The alliance combines fastener R&D institutes, universities and peripheral fastener manufacturers in Taizhou. It is an important platform merging the industry, the academia, and a strong force for industrial transformation and upgrade.



## Companies Development



### Changes in Bulten's Group Management

Earlier this year, Bulten acquired the global fastener supplier PSM International (PSM). In connection with the start of the integration work, PSM's CEO Marco Suzuki has chosen to leave his position.

Bulten's President and CEO Anders Nyström will take over the management of PSM until a new management structure is in place.

"Marco Suzuki has, since taking over as CEO of PSM in 2018, in an excellent way led PSM to the profitable company it is today. We thank Marco for his efforts and begin the next phase in PSM's strategic development in the Bulten Group", says Anders Nyström, Bulten's President and CEO.



## Goebel Fasteners, Inc. Announces Accufast, Inc. as Official Master Distributor for Western Canada

Goebel Fasteners, Inc. announces a new and exciting partnership with Accufast, Inc. as their official master distributor for Western Canada. The two companies entered into an agreement that sees Accufast, Inc. become the exclusive master distributor for Goebel Fasteners, Inc. M-Grip™ Lockbolt System and entire blind fastening product lines across Western Canada which by definition includes the four provinces of Alberta, British Columbia, Manitoba, and Saskatchewan.

"Accufast is an industry leader who provides extensive knowledge about blind fastening systems and the proper tooling to ensure the best parts are used in every application.", said Marcel Goebel, CEO of the Goebel Group.

Murray Mathers, President of Accufast, Inc. was equally pleased stating, "Over the last few years our inventory has grown significantly, and by partnering with Goebel to look after western Canadian distribution, we will be able to better fill client's needs from our recently acquired much larger Edmonton warehouse facility and provide even faster access to the extensive range of fasteners, cordless tools, and unique products such as the all new stainless M-Grip."

## Apex Tool Group Names Bob Heisner as Chief Marketing Officer

Sparks, MD. – Apex Tool Group (ATG) recently announced the appointment of Bob H. Heisner to SVP and Chief Marketing Officer. In this position, Bob will lead the further development of all ATG hand tool and power tool brands – which include GEARWRENCH®, APEX®, Crescent®, Weller®, Cleco®, and SATA® – while continuing to sharply accelerate ATG's e-commerce capabilities. As a member of the Executive Leadership Team (ELT), Bob will report directly to Jim Roberts, Chief Executive Officer, ATG, and be based in the company's Lexington, SC, office.



Since joining ATG in July 2016 as VP Marketing – Global Power Tools, Bob has helped champion the company's Marketing Build and Transform initiative for the past several years. Prior to joining ATG, Bob led the development of some of the industry's leading brands, including: DeWalt Accessories, Kwikset Locks, Hennessy Tools (a division of Danaher), Lenox Industrial Tools, and Rubbermaid Commercial Products.

## Optimas Solutions Supports Its Manufacturing Solutions Strategy with Standard Fastener Program for Faster Access to Common Parts

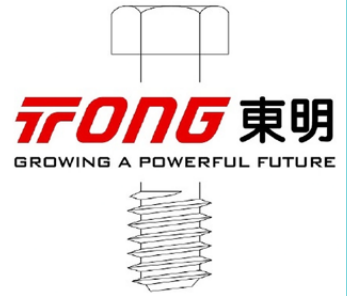
Optimas Solutions, a global industrial distributor and service provider, has announced the launch of a Standard Fastener program that offers on-demand access to common screws, washers and nuts for maintenance, repair, and production applications with minimal quality documentation requirements. The service is part of its Manufacturing Solutions strategy and will better meet the existing and future requirements of its customers.



## Tong Ming Enterprise: Positive Prospect for China's Domestic Demand in Q4 2020

According to Tong Ming's spokeswoman, "With strong domestic demand in China and the upward trend of the int'l nickel price,

Tong Ming's monthly sales grow 20% over the same period last year and the outlook for Q4 2020 is positive. Prices of Tong Ming's products are proportional to the int'l nickel price and are reflected on its export prices."



Additionally, as China is pushing policies to boost the domestic demand, Tong Ming is also expanding deployment in China by raising the number of its authorized distributors from 5,800 to 6,800. Starting this March, its monthly shipment has been always maintained at about 7,000 tons. Tong Ming sells 70% of its fasteners to the domestic Chinese market and sells the remaining 30% of fasteners and niche products to the world. According to Tong Ming's spokeswoman, "The upgrade of Tong Ming's production lines will continue in order to correspond with the market demand. The company's expenditure this year is at about NTD 100 million, which is also expected to be around the same figure for next year. Tong Ming will continue to increase its competitiveness and stocking capacity."



## Volvo Japan to Switch All Vehicles to EV by Yearend

Volvo Japan announced to switch all of its domestic models to electric vehicles (EV) and end sales of internal combustion vehicles by 2020. Richard Snijders, managing director, stresses the next step is to introduce the safest EVs into the Japanese market. He will introduce XC40 which is Volvo's first EV in 2021, and 5 types of EVs within 5 years. The target is to make Volvo's EVs take up 50% of global vehicle sales by 2025.



## Double Coiled Spring Washers for Railway Track with Dörken® Coating System Approved by DB



Another positive result out of the great cooperation between Growermetal and Dörken®: DB (Deutsche Bahn) has recently approved the Delta-Protekt® KL100 coating on Growermetal's patented double coiled spring washers, produced according to UIC 864-3. These washers are widely used for railway applications, to fix the rail to the railroad ties. The partial serrations on the bearing surfaces of the washer prevent the loosening of the bolt and the risk of breakage. Railway washers are frequently exposed to challenging weather conditions. For this reason Growermetal supplies its Double Coiled Spring Washers coated with the high-performing Dörken® coating system Delta-Protekt® KL100 able to reach outstanding anti-corrosion performances with over 720 hours in neutral salt spray test according to ISO 9227, without adhesion issues during operational stress or reduction in anti-loosening performance.

## Simpson Strong-Tie Moves Maryland Warehouse and Annex to Larger Facility



Simpson Strong-Tie, the leader in engineered structural connectors and building solutions, announced the relocation of its warehouse and annex facilities in Jessup, Maryland. Both facilities have moved to a new building located at 7951 Oceano Avenue, Jessup, MD 20794. The new facility is 35,000 sq. ft. larger than the previous location, and is located 2.5 miles away. All 21 employees in Jessup have transferred to the new location. The company has invested in the move as a commitment to future growth and to better serve our customers with faster product delivery and Will Call access. The new location provides more dock and office space, a training center, more efficient order picking and enhanced warehouse safety.



## Vossloh Supplies Fastening Systems for New Heavy-haul Line in Mongolia

Vossloh won a first contract for the supply of rail fastening systems for a heavy-haul line in Mongolia. The about 270 km long line will connect the Tavan Tolgoi with Gashuun Sukhait port at the Chinese border. After its completion, about 30 million tonnes of goods, primarily raw materials for steel production, will be transported on the new rail link each year – with significant environmental advantages compared with the current road haulage. The deliveries of the fastening systems started some time ago, and an approximately 70 km long section has already been completed. Under the current plans, construction work will be completed by the end of 2021.

## SCREWS & NAILS

- Masonry screw. Self-Drilling screw. Roofing screw. Chipboard screw
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**SIMPSON**

**Manufacturing  
COMPANY**

**Simpson Manufacturing Co., Inc. Announces Michael Olosky as Chief Operating Officer**

Simpson Manufacturing Co., Inc. (the “Company”), an industry leader in engineered structural connectors and building solutions, announced Michael Olosky will be joining the Company as Chief Operating Officer effective November 30th, 2020. Mr. Olosky succeeds Simpson’s former COO Ricardo Arevalo, who retired in February 2020 after 20 years of service to the Company. Mr. Olosky will primarily be responsible for overseeing Simpson’s sales and operations globally, and will report directly to the Company’s President and Chief Executive Officer, Karen Colonias. His proven expertise in strategy and innovation, marketing, and manufacturing will play a critical role for the next chapter of Simpson as it continues to lead the industry with its trusted building solutions.

Prior to joining Simpson, Mr. Olosky spent over 22 years in numerous leadership positions at Henkel, a global chemical and consumer goods company. He most recently served as the Regional President Henkel, North America and Head of the Electronics and Industrial Division since 2019. Mr. Olosky has a BS in Mechanical Engineering from Michigan Technological University, an MBA from Michigan State University, and a MS in Mechanical Engineering from Oakland University.



**Japanese Yahata Neji Establishes New Heat Treatment Technology Utilizing Water Vapor**

Yahata Neji Corporation teamed up with Shibaura Institute of Technology and successfully developed a heat treatment technology using water vapor which can simultaneously achieve high strength and high corrosion resistance for fasteners, such as aluminum screws and special parts. With this technology, it’ll need only one process to form uniform coating on target objects (with or without complex shapes) by exposing them in high-temperature and high-pressure water vapor, while achieving the same level of corrosion resistance as acquired from anodizing treatment. The company will optimize the technology through multiple processing tests and is looking to complete the mass production system in two years.

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ISO 9001:2015





**Proffered**

## BBI Appoints Scott Gibson to Proffered Global Sales and Product Director

BBI/Proffered is pleased to announce the appointment of Scott Gibson to the position of Proffered Global Sales and Product Director. Scott will direct Proffered's sales efforts with its building and drywall customers. He will also support customers on a global level, work with buying groups, and on its tradeshow.



## NAFCO Awaiting a Ray of Light in the Midst of Short Demand for Aerospace Components

The pandemic has landed a strike on the aerospace industry. Aircraft makers Boeing and Airbus have a full stock of planes and can only reduce production to cope with the shortage of demand. Fewer flights mean reduced demand for aerospace components, putting aerospace fastener maker NAFCO in a place where it has to wait for the demand to come back up.

Although flights have been back online since April, it seems to be only partial recovery. According to the statistics by OAG Aviation Worldwide, the global aerial transportation is less than half the level before the pandemic outbreak, and one third of the world's airplanes are still grounded. As of this July, the number of undelivered commercial aircrafts from Boeing and Airbus increased to 628 in total. Aircraft makers have greatly cut the expense on aftermarket components.

In terms of production, as of this July, the aircraft orders made to Boeing this year have been reduced by 836 and Boeing is going to manufacture just 240 aircrafts by the end of this year in estimate, around two thirds down from last year. Airbus has also informed its component suppliers of its plan to reduce aircraft production in the next few years.



## Hai Kwang Enterprise Taps into Fastener Manufacture

Originally a rebar manufacturer in Taiwan, Hai Kwang Enterprise invested NTD 1.5 billion in equipment to tap

into fastener manufacture in the midst of a growing steel market. The company has negotiated collaborations with the big names of the fastener industry. The production including surface treatment, pickling and electroplating will be launched in the 4th quarter before the end of the year and is expected for additional gains in revenues. In addition to Hai Kwang, the same positive performance was shared by electric furnace companies such as Feng Hsin Steel, Weichih Steel and Tungho Steel, given the return of Taiwanese and domestic infrastructure construction. The steel market outlook is positive.



## Ting Sin Expects Higher Revenue Amid Recovering Automotive Market

As the American automotive market regains momentum, automakers speed up recovering production to cater to the uptick of automotive sales. Aluminum alloy manufacturer Ting Sin says increased orders from downstream clients will propel continuous revenue gains. The company supplies aluminum alloy for clients to trial manufacture fasteners. Although the pandemic has slowed mass-production, the aluminum alloy fastener market is expected to grow from electric vehicle demand and automotive lightweighting. Ting Sin is the only supplier in Asia providing aluminum alloy for fastener manufacturing. Mass production will be a main pillar for the company's growth.

## Mate Precision Tooling Announces Corporate Name Change to Mate Precision Technologies



Mate Precision Tooling, a global leader in sheet metal fabrication products and solutions, announced that it is changing its corporate name to Mate Precision Technologies. The name change reflects the company's broader commitment to metalworking and using its expertise to drive innovations to shape the future of factory productivity. Firmly committed to its existing product lines, the name change allows for the expansion into the metal cutting and machining industry with the release of a major new product line in 2021. The new name is effective September 1, 2020, and will be implemented across the company's product and services through 2021.

## AIS Receives Reward for Outstanding Quality

AIS-All Integrated Solutions, an MSC Company, proudly announces its recent award for Outstanding Quality. It was awarded at the Motus Annual 2020 Suppliers Conference. The award recognizes AIS for shipping over 10,000,000 pieces with zero defects. AIS was the only supplier to receive this award in 2020. Everyone from AIS' quality, warehouse, sales, and account executive teams worked together to provide exceptional service to Motus---they deserve all the credit for the award.

"We are extremely proud of our entire team



this year. They have truly come together to make sure our customers receive the highest quality services and products. Earning this award is confirmation that AIS' focus on quality, company culture, and employee training is paying off for our customers," stated Nick Ruetz, president of AIS-All Integrated Solutions.



## Acquisitions

### Würth Industry North America Acquires Techni-Tool, Inc

Würth Industry North America (WINA) announced that it has acquired the Louisiana Assets of Techni-Tool Inc. (formerly MDM Tool and Supply), a strong brand with 41 years of history supporting the machining, metalworking, and industrial industries by supplying premium cutting products, superior service, and technical support. The purchase will better serve the needs of Würth Industry's customers in the metalworking and machining markets, specifically in oil, gas, transportation, and logistics industries and will deepen their geographic footprint in the gulf region. This acquisition fits into Würth Industry's strategy to provide expert supply chain solutions of industrial fasteners, safety, and MRO products and complements Würth Industry's strength in the metalworking market from Würth Van Horn, the premier distributor of fabrication products for OEMs. The Louisiana Assets of Techni-Tool, together with Würth Van Horn, will provide expanded services to customers across the US, Mexico, Canada, and Brazil.



### Avantus Aerospace Acquires California Screw Products

Avantus Aerospace, a global leader of C-Class and Composite parts for the aerospace and defense industry, is pleased to announce the acquisition of California Screw Products ("CalScrew") in Paramount, California. CalScrew manufactures unique, high-strength fasteners for commercial and military aerospace applications and has a natural fit with other companies within the Avantus group, including FTC (Fastener Technology Corp), acquired in December 2019, and FIT (Fastener Innovation Technology), acquired in September 2020. CalScrew, founded in 1984, has built a strong reputation as an innovative and reliable supplier of difficult-to-manufacture 'standards' serving more than 45 aircraft platforms. Some customer relationships span multiple decades, such as those with Boeing (including BDSI), Incora (Wesco), Honeywell, Collins, Pratt & Whitney, GE, Airbus and Lockheed Martin. The existing management teams will continue to operate and grow the business under the guidance of Fastener President Dennis Suedkamp, and Director of Business Development Larry Valeriano. Larry was formerly the President of CalScrew.



### L&W Supply Acquires Assets of Drywall Supply Inc.

L&W Supply Corporation, a leading distributor of top-quality building materials and specialty products in the United States, announced that it acquired the assets of Drywall Supply Inc. ("DSI"), a building materials distributor with locations in the north and western suburbs of Denver, Colorado. Founded in 1996, DSI focused on residential and commercial markets, providing drywall, acoustical ceilings, insulation, steel stud and related products. The acquisition includes three DSI branches in Loveland, Lafayette and Golden, Colorado, that will remain open. The Drywall Supply team has a long history of providing contractor customers with the support and expertise they need. As part of L&W Supply, they will join a company committed to being the go-to partner for contractors nationwide, recognized for an unparalleled level of service and top-quality products.

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