



Feature:

The Americas Market

Interviewed/Edited by Fastener World

2022 has particularly restructured the economy of some of the world's great powers as well as global supply chains. Will globalization get, or is globalization getting more multilateral or fragmented? Reshoring is an obvious global occurrence and more so in the U.S. which is entangled with political complication as shared with Europe. All these factors amount to re-composing (or de-composing, so to speak) some of the world's largest manufacturing hubs, and as a result, purchasing orders have been redirected to several regions in the world that are regarded as the top beneficiaries, including Mexico, Brazil, the U.S. and Southeast Asia.

The world is out of the haze of 2021 and yet goes head-on with a string of new challenges of elevated prices and costs. With that said, the Americas has taken a fair share of the strike but still shines with innumerable business opportunities. Featured this month, the U.S. socket products manufacturer Socket Source Inc continues its growth trajectory and is en route to globalized distribution capabilities which cover sales to parts of Europe, Latin America and Asia. In Japan, Sunco Industries announced to provide English purchase support for Americas and the rest of the world— a giant leap into bringing top Japanese quality fasteners to English-speaking markets. From India, the multi-certified and full-range fastener manufacturer Singhania International has a large chunk of revenues from the U.S. and is ready to push further on the whole Americas continent. TR Fastenings, from UK, confirms North America as its fastest growing region and is actively seeking acquisitions of fastener manufacturers there.

These companies are here in this featured column to bring you their latest development in Americas. Read on for our exclusive scoop on what they have to offer.

FOCUS THIS MONTH



SUNCO INDUSTRIES



SOCKET SOURCE



SINGHANIA INTERNATIONAL



TR FASTENINGS



Heads up, Americas! SUNCO INDUSTRIES Launches English Purchase Support

by Dean Tseng, Fastener World

The mass distributor of JIS/Metric fasteners from Japan is going full steam ahead to reach out to the world market. After Fastener World's exclusive coverage on Sunco Industries tapping into Europe, the company is taking a step further to cater to the Americas customers. "There are no fasteners that we don't have in stock.' We are conveying this message through the media and we'd want Europe, the Americas and even the world to know us more. That's why **we're working on English support and on-screen USD price display for global customers. We want them to feel close with us.**"

The Americas customers use a lot of Japanese machines, especially machine tools and electrical products which require JIS and Metric fasteners for maintenance. The scarcity in the supply of such fasteners overseas has kept local importers away and creates a hurdle against obtaining those fasteners. That's where Sunco Industries steps in with **"3Q-Net", a now full English-support purchasing interface for overseas customers' access and convenience. "We're now bringing Japanese quality fasteners to the Americas and everywhere on the planet.** We're convinced that our know-how and service level will satisfy customers as we expand into Americas."

"We could have the products you want. Just name it."

What characterizes the company as a strong fastener source is having over 1,200 collaborative Japanese suppliers, 1.4 million types of JIS/Metric fasteners, and 200 thousand instant-delivery items in stock. "We can serve as your warehouse to help you expand sales. We can even deliver just a single piece of screw if you want. We're also reaching out to Americas wholesalers to build a long-term and trustworthy partnership."



The company's logistics center in east Osaka, the industrial heartland of Japanese fasteners, is enabled with automated Rotary Rack technology to make for the world's largest warehousing capacity. It is scheduled for implementing a cutting-edge system utilizing graphic processing to achieve ultra-speed delivery to the Americas and elsewhere.

The products recommended for Americas are Pitakku Screw (thin-head, gap-free and space-saving screw for plate width down to 0.1mm), patented Eight Lock Washer (with inclined bearing surface design to provide loosening resistance), Micro Screws for smart phone assembly, branded screws, Sunco-exclusive space-saving screws, anti-theft screws and assorted construction screws with versatile material, size and surface treatment options. RoHS and other evidence documents are available upon request.

English Corporate Website Coming up Yearend

"Not just our purchase portal '3Q-Net', we're glad to tell you that **our whole corporate website will support English display by yearend.** We'll be making a huge announcement so be sure to check in on us." Sunco Industries is looking for partners and making it simple for purchases from overseas. "Call out for Sunco Industries if you can't find what you are looking for. It's what we are here for."



Contact: Mr. Tomokazu Takada
Email: takada@sunco.co.jp / tradeinfo@sunco.co.jp

Vibration tests carried out on standard screw vibration testers NAS3350 3354.

*Vibration frequency : 1780-1800 cpm
Vibration stroke : 11mm
Impact stroke : 19mm

<p>Hex bolt Hex nut 8 lock washer</p> <p>More than 17 minutes</p> <p>*Tightening torque : 14N·m *Items are all M8.</p>	<p>Hex bolt Hex nut Anti-loose processing on hex bolt</p> <p>7 minutes 32 seconds</p> <p>*Tightening torque : 14N·m *Items are all M8.</p>	<p>Hex bolt Hex nut Spring lock washer</p> <p>1 minute 26 seconds</p> <p>*Tightening torque : 14N·m *Items are all M8.</p>
---	--	--

In the case of standard pre-assembled screws...

Incomplete Thread

Standard pre-assembled screws create a gap because they stop at the incomplete thread.

In the case of Pitakku screws...

They tighten perfectly!

Undercut

There is an undercut just below the washer...

0.1mm

They can perfectly tighten sheets 0.1mm thin!



SOCKET SOURCE, Specialized Source of US Quality Socket Products

by Dean Tseng, *Fastener World*

Socket Products and Dowel Pins in Stock

Socket Source, a 35-year master distributor of socket products decided 10 years ago to also begin manufacturing its own product line. The process began by manufacturing dowel pins for existing contract customers and then expanding the offering in sizes and materials to the entire industrial fastener distributor network. In 2017, the company further displayed its commitment to world class quality by becoming certified to AS9100D & ISO 9001, and investing in the people and tools necessary to ensure the products meet and exceed customer and industry requirements. This growth allowed Socket Source to begin offering products to Military and Aerospace distribution companies which has contributed to double-digit growth year over year.

Three years ago, the company began manufacturing its own Socket Product Line, including Socket Head Cap, Button Head Socket Cap, Flat Socket Cap, and Flange Button Socket Cap screws. Today, **Socket Source provides Dowel Pins (1/32 – 5/8 diameter up to 6" length; M1 – M14 diameter up to 150mm) and Threaded Fasteners (4-40 through 5/8 diameter up to 5"; M3-M14 up to 125mm) available in steel, alloy, stainless (18-8, 316, 410, 416), Inconel, A286, etc.** It stocks a full line of hydrogen embrittlement tested, zinc plated socket products and provides finishes including black oxide, phosphate, nickel, zinc nickel, silver, electropolish and more.



Capital investments in new equipment are made each year to either expand the product range or ensure maintaining desirable lead times. Socket Source also operates a complete secondary operation department with drilling for vented fasteners, head drilled parts for security wire applications and altering of products, length and point styles, etc. "We maintain multiple sets of ring gages, calipers, micrometers, tri roll gages, microscopes, plug gages, snap gages, comparators, and the latest inspection equipment with the addition of a Keyence Instant Image Dimension Measurement System. Any testing required that is not performed in house is done with NADCAP and ISO/IEC 17025:2017 certified 3rd party labs."

To Globalized Distribution Capabilities

In a time when the world stands on the crossroad of restructuring manufacturing and reshoring, Socket Source supports international trade. It has been happening for centuries and it will continue to evolve. It will ebb and flow but will never stop. "Is it important for the US to maintain a manufacturing base? Absolutely. American manufacturers make some of the world's highest quality products but ensuring best practices and continual improvement are critical to growing and maintaining our global competitiveness." While the majority of customers are in the US, Socket Source's customer base also extends to Canada, Mexico, South Africa, Europe and Asia, etc.

Socket Source will continue its growth with strategic investments and key partnerships throughout the supply chain that enable them to deliver high quality products and favorable lead times to their global distribution network. "As **the only stocking manufacturer and distributor focused on Socket Products and Dowel pins, including plated sockets and pre-applied nylon thread locking**, we believe that we can be competitive in this global market."



Contact: Rachele Palanca
Email: RPalanca@socketsource.com



SINGHANIA INTERNATIONAL, Attractive Prices at Quality Level for Americas

by Dean Tseng, Fastener World



An Indian fastener exporter and manufacturer with a root in trading, Singhania International is a one-stop full-range standard and customized fastener source handling raw materials as well as cold/hot forging, heat treatment, CNC machining, drilling, tapping, and robotic welding. The company exports to almost 30 countries like USA, Poland, Germany, Spain, Qatar, and UAE. Within just 5 years, its annual turnover from export soared from 5% to 45%. Product lineup includes cold/hot forged bolts and nuts, flat washers, lock washers and sheet metal components, high tensile threaded rods and studs (primarily B7, B8, B8M, B7M grades), etc.



Americas, a Booster for Export Sales

In the last 3 years, Singhania International's focus has been to increase its presence among distributors and wholesalers in the USA. "Americas is a huge market, not just for our fastener business, but for our steel business as well. Almost 50% of our export sales come from the USA, Brazil and Argentina. Sale to the USA is almost 30% of our annual revenue," said business development director Mr. Anshul Singhania. The company produces a lot of special products for USA customers, including CNC machined shafts, hot forged long bolts, welded studs, welded parts, and sheet metal parts assembled with fasteners. "We are very price-competitive compared with other Indian manufacturers."

A Multitude of Certificates & Whole Inspection

The company has added many new production and testing machines, manufacturing and supplying products compliant to different international standards. With a quality control team of 15 members, it performs in-house testing from checking chemical composition of raw materials to salt spray test and torque test. "Our manufacturing processes are ISO 9001, 14001, 45001 and IATF 16949 certified. Besides preparing our test lab for ISO 17025 certification, we are in the process of getting certified to API (American Petroleum Institute) Q1, 20E and 20F for our customers' access to fasteners for the oil and gas sector." Some very critical fasteners like ASTM193 B7 grade threaded rods and studs have a very critical test and certification requirement. Singhania International can provide samples and test reports of these fasteners and others upon request.

From Indian to Globally Recognized Brand

"Domestic demand has been stable, but we see increasing demand from EV and electronics manufacturers supported by the Indian government with investor-friendly policies," said the director, "As a fastener manufacturer, I think India is an attractive source for Americas fastener purchasers, because we have strong workforce, our steel is domestic, and currently we enjoy no anti-dumping duties." The most important benefit for customers is that Singhania International has raw materials in stock and a full record of heat and lot traceability. With all processes done in-house, it can control quality and provide competitive prices. "Now we have a huge scope of growth in Americas. We want to become a globally accepted fastener brand in the manufacturing, construction and automotive sectors."



STURDFIX[®]
FASTENERS & FIXINGS

Contact: Anshul Singhania, business development director
Email: anshul@singhaniainternational.com



TR FASTENINGS

by Dean Tseng, Fastener World

North America Registers Fastest Growth



Contact: Glenda Roberts, Global Projects and Marketing Director
Email: sales@trfastenings.com

Part of Trifast plc, TR Fastenings marked the latest financial year ended March 2022 with 18.7% revenue growth and 27.1% operating profit growth, an upward trajectory despite the pandemic. The Annual Report shows that North America is the company's fastest growing region, so the focus is on North America to level up the turnover in the other 3 regions, Asia, Europe and the UK. "We are conscious there is a growing demand for onshoring, and we are actively seeking acquisitions of fastener manufacturers in this geographical area," said Glenda Roberts, Global Projects and Marketing Director. "Our growth stems from our global supply approach which offers multi-nationals the same service and support wherever they are based. This means that platform builds of the same product can be consistent in quality, delivery and commercially attractive as we leverage the volumes consumed. Having 7 manufacturing locations globally gives us gravitas as a Distributor."

The company broadens supply capability through adding more products, technical data for the engineering community and animations and videos to assist in visualizing where the product is used. These are leading edge training tools for installation and application guidance.

One of TR Fastenings highlights is its position in EV fasteners and over 8 years of EV experience. The rapid EV growth has given great opportunities as many of the Tier 1's have invited the company in and often at the design stage. "Through active involvement much earlier on in the design process we can assist with finding cost effective solutions, support with technical knowledge and give engineering support. All too often we are sent drawings to quote against and at that stage it is only price driven. Early involvement saves time and money at inception."

"The new technology requirements extend to the battery and the housing units. TR Fastenings has met the challenges of the very differing fasteners being used. There is more demand for stainless components, compression limiters for the plastic mouldings, a resurgence of brass inserts and electrostatic finishes to name a few." Involved in many programs, including spin off companies and new startups, the company sees greater prospect for North America, a huge opportunity to be a part of.

Last year the company acquired Falcon Fastenings who have locations in Charlotte and Louisville Kentucky. "We have M and A advisors actively working on our behalf supported by Scott McDaniel the MD for TR Fastenings North America. He has a wealth of fastener experience and is also on the Board of NAFD. Acquiring manufacturing capability in North America will assist with rapid prototyping, shorter lead times, onshoring and this will create more capacity within our manufacturing portfolio." ■



International specialist in the design, engineering, manufacture and distribution of industrial fastenings and Cat 'C' components

Parts to customer drawings, Sheet Metal Fasteners including Self Clinch, Screws for plastic applications, Plastic & Rubber Hardware, Cable Glands, Compression Limiters, Security Fasteners, Enclosure Hardware, Stainless Steel & Brass Fasteners



Full Service Provider

www.trfastenings.com
sales@trfastenings.com
 t: +1 800-280-2181

Design & Engineering	Supplier	Distributor	Manufacturing	Quality	Logistics

