

FASTENER WORLD NEWS

compiled by Fastener World

Regulations and Measures

Trump: Additional Tariff Against Chinese Goods Worth of US\$ 200 Billion Has Increased to 25% Since May 10th

The tension in trade between China and USA seems to be mounting again. U.S. President Trump tweeted on May 5th that the punitive additional tariff against Chinese goods worth of US\$ 200 billion has increased from the initial 10% to 25% since May 10th and he is also considering imposing the additional 25% tariff against other Chinese goods worth of US\$ 325 billion currently not included on the list. According to Trump, although the negotiation with China is still in progress, but it goes too slow and he would like to say “no” to China’s intention to make the negotiation start over.

Chief representative for the negotiation from China and Vice Premier of PRC’s State Council Liu He arrived in Washington D.C. on May 8th to negotiate with U.S. chief trade representative Robert Lighthizer. Some overseas media conjectured that Trump’s abrupt decision to increase the tariff may be a strategy to exert more pressure to China and force it to offer more favorable conditions.



China Imposes Additional Tariffs Against Goods Imported from USA

The U.S. Government announced on May 9th that it has determined to impose a 25% additional tariff against US\$ 200 billion worth of goods imported from China effective May 10th (the original tariff was 10%). China then responded that such an act from the U.S. resulted in the increasing tension between both countries and was against the original consensus reached between China and USA to solve trade disputes via negotiations. China also added that such an act will not do any good to both sides and is not what the international community generally expects. Accordingly, The Tariffs Regulations Committee of PRC’s State Council has determined to impose the additional tariffs against certain goods imported from the U.S. effective June 1st, 2019.

Below are products relevant to fasteners and tools involved in the list:

Items subject to the 25% additional tariff: 73181200 Other Wood Screws, 82042000 Interchangeable socket wrenches.

Items subject to the 20% additional tariff: 73181400 Self-tapping Screws, 73181590 Other Screws and Bolts, 73182100 Spring Washers and Other Self-Locking Washers, 73182300 Rivets, 82041100 Hand Operated Spanners and Wrenches

Items subject to the 10% additional tariff: 73181100 Coach Screws of Iron or Steel, 73181300 Screw Hooks and Screw Rings of Iron or Steel, 73181510 Screws and Bolts Having Tensile Strength Equal to or More Than 800 MPa With or Without Nuts or Washers, 73181600 Nuts, 73181900 Threaded Articles of Iron or Steel, n.e.s., 73182200 Other Washers, 73182400 Pins and Cotter Pins, 73182900 Other Non-Threaded Articles, 82041200 Adjustable Hand-Operated Spanners and Wrenches, 82051000 Hand-Operated Drilling, Threading or Tapping Hand Tools, 82055100 Household Hand Tools, Non-Mechanical, With Working Parts of Base Metal, n.e.s., 82055900 Other Hand Tools, 82059000 Hand Tool Sets.



Industry Updates

Fastener Export of China in March Reaches 240,000 Tons, up 43.4% from the Same Period Last Year

Fastener export of China in March is shown as below:

Data source: China Customs

Unit for value: 10,000 RMB									
Item	Unit for weight	March		January-March (Cumulative)		Figure in March Compared to the Same Period Last Year (±%)		Figure in January-March Compared to the Same Period Last Year (±%)	
		Weight	Value	Weight	Value	Weight	Value	Weight	Value
Iron/steel Or Copper Standard Fasteners	10,000 tons	24	330,545	72	995,359	43.4%	48.5%	4.5%	12.8%

Taiwan's Fastener Export Reached New High in 2018

According to the statistics of Taiwan Industrial Fasteners Institute (TIFI), Taiwan's fastener export volume in 2018 was up to 1.68 million tons (up 5.25% from the same period of 2017) and the export value was US\$ 4.846 billion in 2018 (up 12.75% from the same period in 2017). The average price per KG increased by 7.13% to US\$ 2.884/KG. TIFI noted that the economic recovery in USA and Germany, the increase in the average price and stable material supply are all main reasons for Taiwan's record-high fastener export in 2018. The top one fastener export destination of Taiwan in 2018 was USA, followed by Germany (showing around 2% growth from 2017). Up to 41.5% of Taiwan's fasteners were exported to USA in 2018 (up 7.12% from 2017)



Company Focus



Chinese Car Manufacturers Offer Discount to Boost Sales. Shanghai Prime Machinery is Expected to Gain Benefits from This

Shanghai Prime Machinery Co., Ltd. (SPM) reported the profit gain of RMB 0.28 bn with a YoY ratio of 10.66% and the revenue of RMB 9.028 bn with a YoY ratio of 6.47%. Its main business – fastener, showed an increasing revenue, which benefited from its acquisition of CP Tech in Aug. 2017. In particular, the automotive fasteners representing 83% of its total fastener sales showed the sales of RMB 5.597 bn last year, a growth of 9.7%.

The car sales and production in China appeared to be weak in 2018, which to some extent caused an impact on the demand for automotive components.

According to SPM's President Chou, not only in China, the demand growth

in the world also shows a slowdown. It is expected that the increasing demand for related components in Q1 this year will continue to slow down. However, the tax reduction policies of the Chinese Government, the price reduction announced by certain car manufacturers and the incoming car sales boosting measures proposed by the Chinese Government will be definitely helpful to boost car sales and will be beneficial to the company indirectly.



Robust Sales Drive Shanghai Prime Machinery's Deployment in Pan Asia

FINET (Hong Kong pres) reports the machinery parts maker and service provider, Shanghai Prime Machinery, released its full year sales record for 2018. The group's revenue last year grew 6.5% to RMB 9.03 billion, with a comprehensive gross profit of 19.7%, down 0.2% from 2017's 19.9%. The gross profit of the fastener business, the biggest contributor to the group's revenue, saw a minor decline mostly because the automotive market weakened in China and Europe and the gross profit slipped down due to the price factor. The vice president said the overall gross profit may have slipped a little last year, but the fastener business with an increasing proportion will improve in the future. He said the group is deploying for "Shanghai Prime Machinery- Pan Asia" to target Southeast Asia and India.

The general manager said the trade conflict between the U.S. and China has brought bigger uncertainty to the international trade environment. The conflict has a certain level of effect on the group's export to the U.S. For one, some of the acquisitions may have been suspended. For the other, the group imports a great deal of raw materials from the U.S. and it increased the cost last year. The vice president said the income from exporting to the U.S. used to grow 10% annually. Since the trade conflict, the growth slowed. He said if the U.S. and China could find common ground, the income growth from exporting to the U.S. could return to over 10%.

标准(超高/长行程)立式
非标(特殊款)搓丝机
高速/DCS磨利/铣制/滚制
搓丝板

M30X200型搓丝机

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Japanese OHTAKE Expands Screw Feeder Sales with Its First Overseas Base

OHTAKE-ROOT KOGYO is going to expand sales of automated screw feeders used for production lines. The company is to set up a sales base in New Jersey State of the U.S. targeting sales to the U.S., Canada and Latin America. This is the first overseas base for the company which is expected to push sales by 260% to JPN 2 billion. The new base will be wholly owned by OHTAKE with a capital investment between JAN 1-2 million. The current goal is to raise sales to JPN 200 million 3 years from now.

As the main product of OHTAKE, the automated screw feeders take up 75% of the total revenues. They are mainly exported to China, South Korea, Taiwan among other Asia Pacific countries, while 3% to 4 % of the export goes to the Americas. These screw feeders are mostly used by the automotive industry. OHTAKE has more customers in the west side of Tokyo, so the company is considering setting up a base in Tokyo or Sendai.



Japanese Nissei in a Collaborative Rolling Machine Sales Partnership with Italian EVIRT Italia to Co-develop Japan and EU Markets

Nissei and EVIRT Italia, both rolling machine makers, co-established a brand named "Nissei • EVIRT" to co-develop Japan and EU markets. They will first purchase main products from each other to get to know their respective technologies. The main product of Nissei is a series of CNC 2-die rolling machines with up to 30 tons of rolling force, while EVIRT's main product is a lineup of large 2-die rolling machines with up to 120 tons of rolling force. As for 3-die rolling machines, Nissei provides vertical type machines, while EVIRT provides horizontal CNC machines. From now on, they will look for an appropriate way to sell products together.



Nedschroef Celebrates 125 Years of Ideas Coming Together

This year, it's exactly 125 years ago that Nedschroef was established by Dutch entrepreneur and founder Hendrik van Thiel. Back in 1894, it was still a family business producing rivets for the shipbuilding industry. Over the course of time, it gradually started shifting the supply of its fasteners to car manufacturers.

Today, Nedschroef is seen as a leading engineering and manufacturing partner in forming technologies, offering services that vary from design and production to trading and logistics. With this renewed portfolio, the company aims to fulfil the needs of customers at any point along their supply chain to help advance their business.

Throughout history, the people at Nedschroef have always been pioneers, as well as engineers. That is why in 125 years, the company has transformed many great ideas into proven solutions that hold together or help make the products of customers in a wide variety of industries. Besides automotive, these nowadays also include many other business areas such as machinery, racing and aviation.

After having turned 100 in 1994, Nedschroef's heritage was recognized by the House of Orange, by being granted the predicate 'Royal'. Its 125th anniversary is an even more remarkable milestone, made possible by thousands of dedicated employees and esteemed customers with whom it jointly forms ideas that are put into action.

Therefore, 2019 is the year in which Nedschroef is celebrating 125 years of ideas coming together.

Würth Revcar Fasteners Celebrates 50th Anniversary

Würth Revcar Fasteners, Inc. is celebrating its 50th anniversary as a leading distributor of fasteners, industrial components and vendor-managed inventory. Original equipment manufacturers (OEMs) benefit from the completely transparent, data-driven vendor-managed inventory program of their fasteners and industrial components with Revcar.



On March 10 1969, Revcar, a regional fastener supply store, was founded by Jim Revercomb, Sr. and Jack Carter in Roanoke, Va. A couple of years into the venture, Carter left and Revercomb took over the entirety of the growing business. Looking to expand throughout Virginia, Revcar cultivated a customer base north and east of Roanoke. They opened another branch in Richmond, VA in 1983 to better serve these customers. During this time, Revcar began its foray into vendor-managed inventory, contracting with OEMs to provide their fasteners.

In 1996, Würth, another family-owned company from Germany that was looking to establish a presence in the United States, purchased Revcar. With Würth's name associated with Revcar, the company began to acquire global customers. Würth Revcar's growth and expansion continued. Today, it has six full-service branch locations in the Mid-Atlantic and Northeast and 180 employees.

During the past five decades, Würth Revcar has built a tradition of excellence in providing superior customer service to its customers in almost every industry, including heavy equipment, transportation, agriculture, fitness, recreation, lawn/garden, and the military.

Looking ahead, to meet the needs of ever-evolving manufacturing industry, Würth Revcar is upgrading various warehousing systems and launching a new state-of-the-art quality program.



The LISI Group Generated Sales of 445.0 Million Euros in the First Quarter of 2019, up +6.1% Compared to 2018

LISI AEROSPACE: +7.2% (Q1 2018: -15.1%)

- Strengthening of the “Fasteners” market in Europe
- Consolidation confirmed in non-commercial aviation segments in the United States: a more moderate increase in activity with Boeing (before adjustments to the 737 production rates)
- Sustained ramp-up of new engine programs in the “Structural Components” segment
- Significant exchange rate effect related to the strengthening of the dollar, which represents +4.0% of Q1 sales

LISI AUTOMOTIVE: +1.4% (Q1 2018: +19.4%)

- European and global markets decline in line with Q4 2018
- Integration of the US company Hi-Vol in accordance with the plan
- Disposal of Beteo (Germany) since December 31, 2018

LISI MEDICAL: +21.2% (Q1 2018: -20.3%)

- Sales increase driven by the minimally invasive surgery sector
- Significant exchange rate effect related to the strengthening of the dollar, which represents +3.8% of Q1 sales

Assuming stability in most of its end markets the Group aims in 2019 to return to positive organic growth and to exceed its financial performance of 2018 thanks to the management measures already taken and to generate a largely positive Free Cash Flow.



ABC Supply Co. Inc. Promotes Bryan Olson to Managing Director of Mule-Hide Products Co. Inc.

Bryan Olson has been promoted to managing director of Mule-Hide Products Co. Inc., a subsidiary corporation of ABC Supply Co. Inc. In this position, Olson will build on the momentum that former President Jonathan Shepard and his team created before Shepard’s promotion to vice president of ABC Supply’s Southwest Region.

Prior to his promotion, Olson was the director of merchandising and exterior systems for L&W Supply. Olson joined L&W Supply when the company acquired NexGen Building Supply in May 2018. During his time as general manager of NexGen Building Supply, sales tripled, and the company gained significant market share throughout the Midwest. Olson has also held executive leadership positions in the stone and tile industry after graduating from the University of Kansas.

As managing director of Mule-Hide Products, Olson will be responsible for the complete business performance of the company, which offers low-slope roofing products, including membranes, adhesives, sealants and coatings.

PSM Awarded “2018 Quality Improvement Award” by Minth Group

PSM has gone through major improvements on Quality aspects during 2018, and has met Minth Group “A” category supplier rating with Quality requirements of not exceeding 20 PPM of defective parts delivered accumulative throughout the whole year of 2018. Hence on 10 Jan 2019, during Minth Group South China Strategic Suppliers Day 2018, PSM was nominated and also awarded the award for “2018 Quality Improvement Award”.



NLMK Metalware Masters the Production of Furniture Fasteners

NLMK Metalware, part of NLMK Group’s Long Products Division, is pleased to announce that now it is supplying a new type of steel products - 7x50 mm galvanized furniture fasteners used in the production of cabinet furniture. The first batch of this popular fastener has already been shipped to consumers.

Furniture fasteners (confirmat screws) are used for furniture assembly, joinery and in wood construction. They ensure stable joining of parts and are easy to use.

The machines of NLMK Metalware’s fasteners shop were equipped with the necessary tools - dies, bushings, punches, etc. to enable the production of furniture fasteners. The plant will produce close to 650 tonnes of confirmat screws annually.

Dmitry Stopkevich, Head of NLMK Russia Long Products Division, said:

“Under Strategy 2022, NLMK Metalware focuses on manufacturing high value-added products. The production of furniture fasteners is the first step in this direction. This new product will help the Company enter the segment, in which the share of imports was close to 80% in 2018.”

NLMK Metalware is one of the largest producers of metalware in Russia. The company’s product mix includes close to 900 types of wire, screws and nails.



TR Fastenings Picks up Innovation Prize at Fastener Fair Stuttgart

TR Fastenings (TR), the global specialist in the design, engineering, manufacture and distribution of industrial fasteners, has been named the winner of Fastener and Fixing (F+F) magazine's 'Route to Fastener Innovation 2019' award for its self-extruding EPW screw. A record 27 products were entered into the competition and the TR screw was announced as the overall winner ahead of two runners up at Fastener Fair Stuttgart on Wednesday 20th March.



Designed, manufactured and patented at TR VIC in Italy, the EPW screw is a self-extruding, high strength thread-form fastener which creates its own female thread in punched sheet metal, thereby dramatically reducing assembly times and costs. The screw works by being aligned to the pilot hole in the sheet metal, where it then forms the extruded collar, combining the forming of the thread and the creation of a strong extruded profile, before finally tightening and clamping into the metal.

The key benefits of the EPW screw include:

- Removable and strong screw joint
- High stripping torque
- High break loose and prevailing torque
- Excellent vibration resistance, meaning it can withstand pressured environments
- Combined thread forming and creation of strong extruded profile
- Very high radial compression on screw shank
- Standard machine screws can be used in the thread created by the EPW screw

PennEngineering® Wins Continental (HBS CHINA) 2018 Supplier of the Year Award

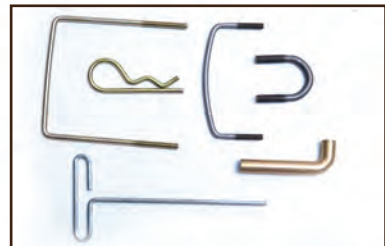


PennEngineering, a global leader in the fastening industry, announced that the company's PennAuto division in China has been recognized as a 2018 Supplier of the Year Award by Continental Brake Systems China. The company was recognized at Continental's Annual Supplier Conference held in Xiaoshan, ZheJiang Province, on March 15th 2019. Continental is one of the world's leading automotive tier one suppliers.

"PennEngineering is proud to be a global premium supplier for Continental-Schaeffler, and it's an honor for our PennAuto division to be recognized by Continental as a top-class supplier. We value their partnership and look forward to continuing our high level of quality and service for this global industry leader," said Qiang Sun, President, PennEngineering Asia.

PennAuto has been a key strategic partner with the Chassis and Safety Systems division of Continental China since 2009, supplying a wide range of fasteners and precision components globally. They have won various awards each year since 2013 for quality and technical performance.

Echo Fasteners EF has ten years of experience in standard fastener production and sales. Since 2014, EF began the production and sales of special parts, such as machining parts, stamping parts, casting parts, forging parts and other non-standard products. Material covers copper, aluminum, plastic, rubber, carbon steel, stainless steel, alloy steel, etc., and the products are mainly sold to North America and Europe. Our registered headmarking are EF and 01XG.



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Association News



TIFI Chairman Tsai: Japan Confirmed Withdrawal from The Five Regions Fastener Association Conference

The Five Regions Fastener Association Conference previously with 5 members (Taiwan, Japan, S. Korea, China and Hong Kong) has been held for the 20th consecutive year and Taiwan has been appointed to host the next conference scheduled to take place at the Grand Hi-Lai Hotel Kaohsiung on November 14-15, 2019. However, after the recent withdrawal announcement of Japan from the conference, the conference is very likely to be suspended forever or take place in a different name.

TIFI (Taiwan Industrial Fasteners Institute) Chairman said in a recent interview, "The helms of many Japanese enterprises have been gradually taken by the second generation and they prefer technique exchange to general social activities, which they consider to be not quite beneficial in the perspective of technical development. Consequently, in February 2019 the representatives of Japan expressed their decision to withdraw from the conference."

In addition to mailing a formal letter to inform the host country – Taiwan of its decision to withdraw from the conference, the Chairman of the Fastener Institute of Japan (FIJ) and his team also came to visit TIFI Chairman Mr. Tu-Chin Tsai and the management. According to FIJ, they do cherish the solid friendship established with all the Taiwanese friends over the past 3 decades. However, the cost of participating in the conference every year is really high, so they would like to maintain such friendship with Taiwan perhaps in other more feasible exchange activities. S. Korea is also considering withdrawing from the conference and recommends that the conference be held every two years.

The 2-day Five Regions Fastener Association Conference welcomes more than 200 participants every year and TIFI Chairman Tu-Chin Tsai is continuing his coordination with existing members from S. Korea, China and Hong Kong to discuss the possibility of reducing the scale of the event for the continuation of such a meaningful event across the regions.

Chairman of The Fasteners Institute of Japan on the Japanese Fastener Industry Performance in 2018

The Fasteners Institute of Japan



NIKKAN KOGYO SHIMBUN (news media) interviewed Mr. Tubaki Syoutirou, Chairman of The Fasteners Institute of Japan, a while ago on the performance of Japanese fastener industry in 2018. The Chairman said that the production volume and value of fasteners are expected to outpace 2017. The volume will range between 3.2 to 3.3 million tons, and the value will be around JPN 900 billion. Three consecutive years of growth will bring the industry's performance back to the level prior to the economic crisis in 2008. However, the Japanese fastener industry is in severe condition with shortage of talents and issues with business succession will continue. The Fasteners Institute of Japan will discuss a system to incorporate foreign talents into Japanese fastener manufacturing plants within 2019.

The Chairman said the evolution of AI and IoT will push the market to demand entirely different functions for fasteners. Fasteners are literally used everywhere, and say if we were to embed an IC chip into a screw to harvest big data, technically this is not something out of the question. Such screws will take an entirely different design. The Japanese fastener industry must think ahead of the current situation and find a way out. Speaking on the emergence of electric cars, he said developing fasteners of higher strength and higher quality is the way left for the Japanese fastener industry to survive the world market.



2019 IFI Soaring Eagle Awards Recipients Announced in San Antonio, TX

At an awards ceremony held during the 2019 Annual Meeting of the Industrial Fasteners Institute (IFI) in San Antonio, Texas, the IFI Soaring Eagle Service Award was presented to Richard P. Delawder, retired from SWD, Inc.; and the IFI Soaring Eagle Technology Award was presented to David C. Goss, P.E., of Acument Global Technologies.

The 2019 IFI Soaring Eagle Service Award Recipient is Richard P. Delawder. The IFI Soaring Eagle Service Award recognizes individuals who have contributed outstanding time and effort in the leadership of the Industrial Fasteners Institute and/or contributed to the health and well-being of the entire industrial fastener industry.

The 2019 Soaring Eagle Technology Award Recipient is David C. Goss, P.E.

The IFI Soaring Eagle Technology Award recognizes individuals who have extensive experience in the industrial fastener industry and who have made significant contributions to the technological advancement of the industry. Contributions may be through extensive work on fastener standards committees; the publication of widely acclaimed principles or documents; and/or through the development of fastener-related equipment, products or processes which have been widely acknowledged as advancements in fastener technology.

Industrial Fasteners Institute (IFI) Elects New Chairman and Vice Chairman

The Industrial Fasteners Institute (IFI), held its Annual Meeting in San Antonio, TX on March 9-12, 2019. The newly elected Chairman for the period 2019-2020 is Mr. Manny DeSantis of Valley Fastener Group, LLC; and the newly elected Vice Chairman is Mr. Kevin Johnson of Birmingham Fastener, Inc.

In addition to Mr. DeSantis and Mr. Johnson, the Board of Directors also includes:

- Preston Boyd, TRAMEC Hill Fastener
- Wayne Drysol, 3V Fastening Systems (CAM)
- Don Kubkowski, Sems and Specials, Inc.
- Chris Rink, Prestige Stamping, LLC
- Jeff Liter, Wrought Washer Mfg., Inc.
- Paula Tognetti, MNP Corporation
- Michele Clarke, Valley Forge & Bolt Mfg. Co.
- David Hebert, Freeway Corporation
- Pat Wells, The Young Engineers, Inc.
- Brian Bonebrake, Johnstown Wire Technologies Inc.
- Owe Carlsson, Arconic Fastening Systems

Division Chairs for IFI are:

- Div. I – Industrial Products: Brian Stark, Rockford Fastener, Inc.
- Div. II – Aerospace Fastener Products: Pat Wells, The Young Engineers, Inc.
- Div. III – Automotive Industry Fastener Group: Dan Curtis, MacLean-Fogg Company
- Associate Suppliers’ Division: Brian Bonebrake, Johnstown Wire Technologies, Inc.



Manny DeSantis
IFI Chairman



Kevin Johnson
IFI Vice Chairman





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