



International Federation of Hardware and Housewares Association (IHA)

Invitation Letter to the 54th IHA Congress

The 54th IHA Congress will be held on 18th to 23rd October 2017 in Shanghai, China.

This will be the second time IHA has hosted the congress. The 2006 IHA Congress, hosted by the CNHA, was held successfully in Shanghai. The meeting not only improved IHA's visibility in China, but also enhanced the international influence of the CNHA and China's hardware industry. It promoted the development of the globalization of the China's hardware industry and brought a series of win-win results. After a lapse of eleven years, the 2017 IHA Congress will draw a lot of attention to the industry; especially since China's economic development has drawn the global attention already, at the time of the hardware manufacturing industry's accelerated pace of transformation and upgrading. It will have far-reaching consequences.

全球五金協會新聞及2017活動快訊

Global Hardware Association News & 2017 Events Update



Security Hardware Distributor Association (SHDA)

2017 SHDA Summit Summary

Over 300 industry professionals joined together at the Pointe Hilton Squaw Peak in Phoenix, AZ for SHDA's 47th Annual Industry Advancement Summit. The event featured an astounding educational session with Sam Richter, exceptional networking events, and the most vital part of attending the Summit, One-One-Sessions, all of which provided invaluable business opportunities for the attendees.

Sean Steinmann has become SHDA's immediate past president. John Burke of IDN-Armstrongs, Inc., having been serving faithfully on the Board as SHDA Vice President, has now become the new president of SHDA.

CHHMA

Canadian Hardware & Housewares Manufacturers Association (CHHMA)

Oct/04/2017 CHHMA 16th Annual Industry Memorial Golf Classic

(Location: Blue Springs Golf Club Acton, Ontario, Canada)



Hardware Association Ireland (HAI)

5th Global DIY-Summit 2017 in Berlin

At the end of the 5th Global DIY Summit, held in Berlin, the delegates gave the event an overwhelming 81.4% 'very good' to 'excellent' rating; with a further 15.2% rating the event as 'good'. A record 1000 delegates from 55 countries attended the congress, which included over 320 of the top retailers from around the world.

Due to the highly multicultural audience attending the Summit this year, the voting tool threw up very interesting results. The audience was predominantly composed of men with 77% of the total number of delegates. This year over 30% of the audience were retailers, a huge increase compared to the congress held in Stockholm last year. Suppliers are still the largest share among the different type of attendees: approximately 57% of the delegates were manufacturers.

Regarding expectations, the delegates have for their business development for this year compared to last year, 21% of them think very optimistic as they estimate it will be better than 10%. Around 39% of the audience was more cautious as they only forecasted a growth between 0% and 4%. Approximately 22% of the suppliers think they will grow more than 10% compared to last year, while 20% of the retailers forecast the same growth.

The industry still seems to be skeptical regarding the swift change from bricks & mortar into online retailing, as 22% of the total delegates think that online sales shares in DIY in five years will be less than 10%. Almost 30% of the audience predicted a range between 10% and 15%. Even more interesting is that 18% of the delegates forecast more than 25%.

The delegates using the voting tool "voted" this event as the best ever. The next Global DIY Summit will be held in Barcelona from 13 to 14 June 2018.



Builders Hardware Manufacturers Association (BHMA)

Architectural Products of Virginia Vice President, David Henry, Receives 2017 BHMA Award of Excellence

The Builders Hardware Manufacturers Association (BHMA) is pleased to announce David Henry, AHC, vice president of sales at Architectural Products of Virginia (APV), as the 2017 BHMA Award of Excellence recipient for his commitment to serving the builders hardware industry through his support of architects, contractors and facility managers.

Each year, BHMA recognizes a non-member distributor or hardware professional who demonstrates outstanding service to the builders' hardware industry. Since its founding, David has helped build a reputation for APV in the access control market as a security integrator. Headquartered in Richmond, VA, APV provides and maintains access control and video security systems, with a particular focus on buildings of higher education. David has also played a critical role in orchestrating the company's comprehensive business model, which addresses the construction of these systems from the planning and specification stages to building and installation.

"David has been touted in the building and architectural community as a leader whose quality of work speaks for itself," said Ralph Vasami, the executive director of BHMA. "David exemplifies the type of professionalism and perseverance that BHMA values, and we're proud to present him with this year's Award of Excellence."

David began working in the builders hardware industry 45 years ago at Oscar F. Henry Company, a business owned and operated by his father in West Virginia. It was in 1972, under David's supervision, that the Henry's opened APV in Virginia Beach, VA—and later expanded throughout the state—before settling in Richmond. Today, APP is a third-generation business, operated by David and his two sisters, Susan Cox (president) and Diane Lunde (corporate secretary).

Since its origination in 1989, the BHMA Award of Excellence has honored 29 hardware professionals and distributors for their service and contributions to the building and architectural community. □

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