

Hardware World & Association News 五金產業與協會新聞

arranged by Fastener World

Mergers & Acquisitions

MW Industries Announces the Acquisition of Ameriflex, Inc.

美國MW Industries宣布併購 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.

G.L. Huyett Acquires AZ Lifting Hardware

美國G.L.Huyett併購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.



DRIV-LOK Has Been Acquired by The Mendota Group

美國DRIV-LOK被The Mendota集團併購

DRIV-LOK has been acquired by The Mendota Group, in partnership with Capital for Business and Konza Valley Capital, Inc. (KVCI).

DRIV-LOK is the preferred brand for the broadest range of press-fit fastening and joining components for the leading OEMs and fastener distributors. Founded in 1936, DRIV-LOK manufactures over 2,000 SKUs comprising spring pins, grooved pins, dowel pins, barbed pins and more, and specializes in manufacturing engineered, application-specific "specials" as well as standard parts through stocking distributors. With more offerings than any other press-fit fastener manufacturer, DRIV-LOK offers customers flexibility without bias on the best fastening solution. DRIV-LOK is headquartered in Sycamore, Illinois.

The Mendota Group, based in Madison, Wisconsin focuses on private investments to support ownership transition and growth opportunities.

The Mendota Group acquired DRIV-LOK in partnership with St.

Louis-based Capital for Business and Kansas City-based KVCI.



ABC Supply Co. Inc. Acquires the Assets of DRI Supply Co.

美國ABC Supply Co.Inc.併購DRI Supply Co.

Building products distributor ABC Supply Co. Inc. has acquired the assets of DRI Supply Co., a distributor of drywall, roofing and insulation products. ABC will continue to serve customers from the three former DRI locations: 746 Church Hill Road in San Andreas, California; 2300 Cooper Ave. in Merced, California; and 5831 Highway 50 East in Carson City, Nevada.

The acquisition allows ABC Supply to enhance its service in both existing and new markets and strengthen relationships with professional contractors. Current DRI Supply associates will continue to work at the locations, ensuring customers receive seamless access to the products and services they need to run and grow their businesses.



"We're happy to welcome the DRI Supply team to our ABC family," said Matt Cooper, vice president of ABC Supply's West Region. "Contractors will continue to work with the knowledgeable people they've come to know, trust and rely on while enjoying access to a wider selection of product options and delivery capabilities."

Bufab Acquires Rudhäll Industri AB

瑞典Bufab併購Rudhäll Industri AB

Bufab has acquired the Swedish company Rudhäll Industri AB ("Rudhäll") including its three wholly owned subsidiaries ("Rudhäll Group"), with annual sales of approximately SEK 210 million.

The Rudhäll Group is a producer and distributor of components and other C-parts to the Swedish and European markets, specialized in advanced machined components. It consists of three units in Sweden and one in China. Approximately half of the total sales refers to distribution and about half to in-house production. Rudhäll was founded in 1952, and has since 2004 been owned and run by its current Managing Director, Jesper Emanuelsson. Under his leadership, the company has expanded organically and via acquisitions to an international supply chain partner to customers across many industries. In 2017, Rudhäll Group had 74 employees and sales of approximately SEK 210 million with a 9% normalized operating margin.

The acquisition will be financed within Bufab's existing credit facilities. The purchase price amounts to approximately SEK 100 million on an enterprise value basis of which the majority will be paid upon closing of the transaction. The transaction will close and take effect immediately, and will be reported within Bufab's segment Sweden.

Bufab will book total acquisition-related costs of approximately 5 MSEK in the third quarter of 2018.



The Rudhäll Group is expected to contribute marginally to Bufab's earnings per share starting from the fourth quarter of 2018.

Calsonic Kansei and Magneti Marelli to Create a Leading Independent Automotive Components Supplier

康奈可併購馬瑞利，期盼世界排名大幅躍升至第11名

Fiat Chrysler Automobiles N.V. ("FCA") (NYSE: FCAU/MTA: FCA) announces that it has entered into a definitive agreement (the "Transaction") to sell its automotive components business Magneti Marelli S.p.A. ("Magneti Marelli") to CK Holdings Co., Ltd. ("CK Holdings"), a holding company of Calsonic Kansei Corporation ("Calsonic Kansei"), a leading Japanese automotive component supplier. Following the closing of the Transaction, CK Holdings will be renamed as Magneti Marelli CK Holdings*. The combined businesses of Calsonic Kansei and Magneti Marelli will create the world's 7th largest global independent automotive components supplier based on total revenues.



The agreement represents a transaction value of EUR 6.2 billion. The Transaction is expected to close in the first half of 2019 and is subject to regulatory approvals and other customary closing conditions.

The Transaction represents a unique opportunity to combine two successful businesses to create one of the leading global independent automotive components suppliers, with combined revenues of EUR 15.2 billion (JPY 1,975 billion). The combination is a decisive step towards both companies' strategic ambition to become a leading globally-diversified tier-one supplier.

The combined company will be well positioned to serve its customers around the world due to its enhanced scale, financial strength and the highly complementary nature of its combined product lines and geographic footprint. The new entity will operate out of nearly 200 facilities and R&D centers across Europe, Japan, the Americas, and Asia Pacific.

Apex Tool & Fasteners, Inc. Joins SouthernCarlson, Inc.

SouthernCarlson公司併購Apex Tool & Fasteners公司

SouthernCarlson, Inc., one of the nation's leading fastener, tool and packaging distributors, announces the acquisition of Florida-based Apex Tool & Fasteners, Inc. The acquisition was finalized on Dec. 31, 2018.



This latest acquisition strengthens SouthernCarlson's footprint in Florida, adding capabilities and local distribution presence in the Fort Myers, Orlando and Tampa markets. Eric Heath, President of Apex Tool, stated, "We are excited to join the SouthernCarlson family. The support and backing of a national company will enable us to expand our Florida business even faster and provide more products and services to our customers."

Kenneth Sweder, SouthernCarlson's Chairman & Chief Executive Officer, commented, "Florida is an important market for us and I am pleased to welcome the outstanding associates of Apex Tool & Fasteners to SouthernCarlson. Eric Heath and his team have built a strong business, and I look forward to accelerating our growth together."

Sandvik Acquires US-based Wetmore Tool & Engineering



瑞典Sandvik併購美國Wetmore Tool & Engineering

Dormer Pramet, a division within Sandvik Machining Solutions, has acquired the US based company Wetmore Tool & Engineering, a manufacturer of round tools specialized for the aerospace industry. The acquisition not only expands Dormer Pramet's range of round tools but it also facilitates an improved position in key aerospace markets such as the United States, United Kingdom, etc.

"The acquisition is aligned with Sandvik Machining Solutions' growth strategy. Wetmore Tool & Engineering will add competence in application areas that complements our existing offering in round tools," says Klas Forsström, President of Sandvik Machining Solutions.

"I am very pleased that we have acquired Wetmore Tool & Engineering as they are a leader in air frame hole making, and this acquisition enhances our position as a one-stop-shop," says Stefan Steenstrup, President of Dormer Pramet.

In 2017 Wetmore Tool & Engineering generated revenues of about 160 million SEK and had 170 employees.

The parties have agreed not to disclose the purchase price and the transaction was simultaneously signed and closed. The deal is accretive to earnings per share from the start.

Company Focus

Optimas Retains VDA 6.2 Accreditation to Assure Quality of Automotive Supply

Optimas英國廠再次取得汽車業供應品質認證VDA 6.2

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.



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

Hilti北美分公司獲前50大最佳銷售雇主企業殊榮

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 its 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."

Brighton-Best International Preferred Brand Wins Two Pro Tool Innovation Awards

美國大國鋼Preferred品牌手工工具榮獲兩項專業工具創新獎

Judging for the 2018 Pro Tool Innovation Awards completed and Brighton-Best International received two PTIA awards for products from the new Preferred line.



The winning products include Preferred Drywallz™ (P64040) and the Preferred 8" Ratcheting Adjustable Wrench (T09002).

"Manufacturers are consistently improving their tools. Each year, however, some exceed the norms and develop products that truly deserve recognition. Business owners, builders, contractors, and tradespeople really need to understand which products can help them work smarter and more efficiently," said Clint DeBoer, Executive Director of the Pro Tool Innovation Awards.

A panel of judges made up of tool and media professionals from across the United States and Canada weighed in on entries from top global manufacturers. This year, over 60 different tool manufacturers submitted nearly 300 tool entries in dozens of categories for a shot to win a 2018 Pro Tool Innovation Award.

SFS Amongst the Top 3 at the Swiss Employers' Award

SFS獲瑞士最佳雇主獎第三名

The SFS Group reached 3rd place in the large companies category at the 18th Swiss Employers' Award.

At this year's Swiss Arbeitgeber Award 46,130 employees from 140 companies were rating their employer. The SFS employees from the Distribution & Logistics, Industrial and Services areas also took part in the comprehensive employee survey and answered questions on central aspects of their working situation, their work satisfaction and their commitment towards SFS. The best employers were ultimately derived from the answers from all participating companies. The SFS Group reached 3rd place in the large companies category (1000 or more employees) and therefore, as at the last participation in 2016, finished in the top 3.

The management and the whole organization happily accept the good finish as feedback and appreciation on the part of the employees and take this opportunity to thank them for their dedication and loyalty. SFS can draw valuable indications for further development and improvement from these responses. In a broadly based process the indications will be discussed in the teams and appropriate measures taken.



PennEngineering® Wins \$14M Judgment Against Patent and Trademark Infringer

美國PennEngineering 贏得專利和商標侵權案並獲得1400萬美元賠償

PennEngineering® has obtained a \$14,000,000 judgment and permanent injunction against Dongguan Fenggang Pinconn Hardware Factory trading as "Pinconn," based on Pinconn's counterfeiting and infringement of more than 12 PennEngineering patents and trademarks.

In addition to being permanently restrained from selling the infringing products and being ordered to remove the infringing content from its website, Pinconn was ordered to pay PennEngineering \$14,000,000 for statutory damages. The final order has been recorded with Customs to prevent importation to the U.S. of Pinconn products.



DEWALT® Partners with Statue of Liberty - Ellis Island Foundation

美國手工工具大廠DEWALT 與Ellis Island基金會合作自由女神博物館興建計畫

DEWALT, a leading manufacturer of industrial power tools, hand tools, storage solutions, and accessories, announced a partnership with The Statue of Liberty-Ellis Island Foundation, Inc. to support the construction of the Statue of Liberty Museum. The museum, which is scheduled to be completed in 2019, will allow millions more visitors to enjoy the Statue of Liberty experience and be inspired by her history and message of freedom and opportunity.

Through its partnership, DEWALT has provided funding and donated thousands of premium power tools, hand tools, and accessories, including a variety of contributions from the FLEXVOLT® System, to assist with on-site construction services. DEWALT has also provided infrastructure services through the DEWALT Jobsite WiFi System, enabling connectivity throughout the remote location for both construction crews and visitors alike.



Allison Nicolaidis, Chief Marketing Officer for DEWALT said, “As part of our pursuit to equip extreme jobsites around the world with DEWALT’s premium cordless tools, we are thrilled to support The Statue of Liberty-Ellis Island Foundation’s significant and deserving efforts in constructing the Statue of Liberty Museum. It is a privilege to take part in honoring Lady Liberty’s continued legacy as a symbol of freedom and opportunity.”

STANLEY Announces Exclusive Partnership with The Home Depot

美國STANLEY宣布與The Home Depot建立獨家授權夥伴關係

STANLEY announces that The Home Depot will now be the exclusive home improvement retailer for its STANLEY hand tools and storage product portfolio, both in store and online, beginning in 2019. In addition, The Home Depot will also garner exclusivity across the STANLEY FATMAX product line, the world’s leading tape measure brand known for innovation and durability. With a 175-year history in designing and manufacturing the most reliable tools for all users, the STANLEY



brand, including STANLEY FATMAX, is now entering into one of the largest exclusivity partnerships in the tools and storage industry.

PSM International Wuxi China Plant Renovation Project Completed

PSM International 中國無錫廠完成翻新

PSM International’s Wuxi China plant is working hard to expand its cold form and machining capability and capacity in 2018. Its effort has been well paid off by winning substantial strategic important projects from an international 1st tier Automotive supplier.

Other than production expansion, it also built a new room for Laboratory, CMM and optical inspection. It had upgraded its Lab to improve the raw material chemical analysis and mechanical properties test. A new coordinate measuring machine has been purchased in CMM room to measure precision parts and its dimensional layouts. This room is also equipped with machines capable of evaluating surface roughness and contour.

On the optical inspection room, it had space to further expand its capacity by adding new equipment. This expansion project has been completed since Oct 2018.



PSM’s Wuxi plant will continue to expand its capability and capacity in order for the company to serve customers well and fulfill customers demand on quality, quantity and diversity of parts. Once the expansion project is completed, together with its sister company in Pembroke UK, it is capable of serving in global footprint on its cold form products.

Special Steel Materials and Various Hardware Accessories for CNC Lathes.



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Hillman Canada Invests in State-of-the-art Facility

Hillman Canada 投資新廠



The Hillman Group, Inc. (“Hillman”), a leading solution provider to the retail hardware market and member of the CHHMA, announced on November 15th that it will relocate its Canadian National Distribution Centre and Head Office to a newly designed, 400,000 square foot facility in the Metro East Business Park in Toronto.

Now that construction of the 350-employed new facility is approaching completion, Hillman is entering the last phase of its Canadian modernization plan, consolidating seven operations around the Greater Toronto Area. Starting in early 2019, a phased move of the company’s \$200+ million Canadian business will begin in the new location.

The new facility is located at 1395 Tapscott Road, in Toronto.

Simpson Strong-Tie Increases Number of University Student Scholarships

美國五金大廠 Simpson Strong-Tie 增加大學生獎助計畫申請名額

Simpson Strong-Tie, the leader in engineered structural connectors and building solutions, announced it has increased the number of scholarships in its Student Scholarship Program for the 2019-2020 academic year. The company added 32 more scholarships to the program, bringing the total number of scholarships available to 100.

The Simpson Strong-Tie Student Scholarship Program supports education and encourages the design and building of safer structures in our communities by assisting architecture, structural engineering, and construction management majors in meeting their education costs. Up to 100 scholarships of \$2,000 per recipient are awarded every academic year to university students at 93 participating schools.

The online application for the 2019-2020 academic year is now available for interested students at strongtie.com/scholarships. The deadline to apply is March 25, 2019. Awards are for undergraduate study only and are not

renewable, but students may reapply to the program each year they meet eligibility requirements.



New MD – Bufab Hungary

Bufab 匈牙利分部新總經理上任

András has wide experience, working for Hilti Hungary for the past fifteen year, last position as the Marketing & Engineering Director. András also has extensive experience within new Business Development and Sales- and Customer Relationship Management.

“My first impression of Bufab, which really has impressed me, is that Bufab is not just a large international and professional company, it is rather a large international and professional family. Bufab has a very explicit culture of entrepreneurship, strong teamwork and a way of thinking that always put the customer in the focus point, which really appeals to me and the way I want to conduct business, says András. Now I look forward to grow together with the great team of Bufab Hungary,” András ends.

YENCHANG

HARDWARE HOOK & SPRING FACTORY

- SPECIAL FASTENER
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Bufab Hungary is located in Budapest and is a Supply Chain Partner who supplies C-Parts and services to the Hungarian manufacturing industry. Bufab helps its customers to reduce total cost and complexity, free up capital, achieve stable quality and deliveries. What it boils down to is a seamless supply chain, where the headache with C-Parts is gone.



Cromwell Appoints Neil Jowsey Managing Director

英國Cromwell指派Neil Jowsey為新任總經理

Cromwell, the leading broad line supplier of maintenance, repair and operating (MRO) products serving businesses and institutions in the UK, and a subsidiary of Grainger, announced the appointment of Neil Jowsey as Managing Director, effective September 7, 2018.



Jowsey has deep experience driving profitable growth at both business-to-

business (B2B) and business-to-consumer (B2C) companies. Most recently, he was joint managing director and chief executive of Arco, a position he was appointed to in 2013. During his 11-year tenure at this leading provider of B2B safety and workwear supplies, Jowsey helped grow profitable sales, attain high customer satisfaction and team member engagement, and improve digital and supply chain capabilities. Prior to Arco, Jowsey held leadership positions of increasing responsibility in the UK at Mars, Asda/Walmart and The Scotts Miracle-Gro Company.

Jowsey has completed the INSEAD Advanced Management Programme and has a BSc (Hons) in Civil Engineering from City University, London.

PFERD Announces Successor To President

Pferd公司宣布董事長接班人選

Pferd Inc., a Milwaukee-based manufacturer of abrasives, brushes, and power tools, has promoted Mariano Presas to president – Americas effective Aug. 31, 2019. He succeeds Gene Huegin, who will retire at that time.

In this newly expanded role, Presas will be responsible for operations of Pferd Canada, Pferd Inc., and Pferd Latin America. Currently Presas serves as president of Pferd Latin America. Before joining the company, he was managing director – Latin America for Dayton Superior and sales and technical services director – Mexico for Hilti.



Starting in early 2019 and throughout the year, Presas will gradually assume more responsibility and spend more time in the U.S. culminating with Huegin's retirement.

Hoffmann Group Appoints Manav Goel as India Director

歐洲Hoffmann集團指派Manav Goel為印度分公司總經理

European tooling major Hoffmann Group has appointed Manav Goel as its India Director to bolster its expansion plans for the country.

Goel will be responsible for driving the group's sales and strategic business partnerships in India, Hoffmann said in a statement.

The Germany-based group describes itself as a Europe's leading system partner for quality tools with major listed companies as customers in more than 50 countries. In 2017, it generated a worldwide turnover of over 1.2 billion euros.



“India has always been a huge market for the company and we see immense growth potential for us here.

At Hoffmann Group, we have the ability to support the manufacturing industry with our comprehensive portfolio and machining expertise of Germany,” Goel said.

The group's senior vice president (Asia) Christian Kober said Goel's appointment further bolsters its expansion efforts in India and he is expected to strengthen its brand presence in the Indian market.

Chicago Pneumatic Welcomes Business Line Manager with Proven Record in Industrial Tools and Global Marketing

美國Chicago Pneumatic歡迎新任工業工具及全球行銷經理上任

Chicago Pneumatic, international manufacturer of professional automotive and industrial tools, announces that Philip Warmbier has joined the team as Business Line Manager in the company's U.S. Headquarters located in Rock Hill, South Carolina.



Warmbier will direct the Chicago Pneumatic Tools sales teams in the North American territory, which includes the United States, Canada, and Mexico. The team services industrial and vehicle service clients.

A Midwest native, Warmbier holds a degree in communications and business management from Concordia University of Chicago, and an MBA from Marylhurst University near Portland, Oregon.

Nominations for Canadian Hardware & Housewares Industry Hall of Fame Now Open

加拿大五金產業名人堂正式開放提名

Since 1984, the Canadian Hardware & Housewares Industry Hall of Fame award has honoured individuals who have been builders of successful enterprises in the industry, and have made outstanding contributions to the industry through their leadership and innovation. In the 35th year, the CHHMA is honoured to serve as the custodian of the Hall.



like Sales and Customer Service and more practical skills like Digital Marketing and Merchandising are key in helping developing businesses in the sector compete against online and offline challenges to trade. □

The award is given to an individual in recognition from his or her peers for outstanding achievement, service and contribution to the Canadian hardware and housewares industry over a long career.



Nominations for the Hall of Fame award come from the CHHMA general membership. The following criteria are taken into consideration when selecting a nominee:

- must be Canadian
- total years in the industry (minimum 15)
- examples of innovation and pioneering
- must be a builder of a successful business
- involvement in outside activities that benefit the whole industry
- can come from the retail, distribution, manufacturing or agencies sector
- personal characteristics such as ethics and integrity

The 2019 inductees will be announced in the New Year and will be inducted into the Hall of Fame during an industry luncheon held in conjunction with the annual CHHMA Spring Conference & AGM.

HAI Announces Launch of Spring 2019 Training Schedule

愛爾蘭五金協會公布2019春季產業訓練課程規劃

After a highly successful Autumn, with more courses, topics and participants than ever before, HAI is pleased to launch its Spring 2019 training schedule with classroom-based courses tailored specifically to the needs of hardware retailers, merchants, agri-businesses and suppliers.

Thanks to continued feedback from members and training attendees the schedule comprises all of HAI's most popular and successful courses and workshops including Credit Control, Stock Control and Digital Marketing and Social Media, along with the return of newer courses like Merchandising Techniques and Leadership and Communication Skills.

After the hugely successful level of attendance in Autumn it is encouraging to see the number of employers and managers in the sector becoming more involved in investing in their business's and employees' future by investing in training and development. Training in soft-skills

MATERIAL: Steel, Stainless Steel
SIZE RANGE: #2-516 (M2-M8)

MATERIAL: Steel, Stainless Steel
SIZE RANGE: 3.5x9.5mm-6.3x300mm

CORROSION RESISTANT:
1. SALT (ASTM B-117) 500hours - 2,000hours
2. ACID (DIN 50018) 15 - 20 Cycles

ITEMS: EPDM WASHER, DOME WASHER, BONDED WASHER

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