

NORM FASTENERS

Diverse Manufacturing Methods in Fasteners Industry

In the fasteners industry, having access to various manufacturing techniques is essential for versatility, cost efficiency, and quality. Different methods, such as hot forging, cold forging, stamping, and machining, allow for the production of a wide range of components with specific material properties, precision, and surface quality. This diversity enables companies to adapt to varying design requirements, optimize production costs, and meet stringent quality standards, ultimately ensuring the ability to respond effectively to market demands and technological advancements.

Norm Fasteners excels in diverse manufacturing techniques that enhance both the strength and precision of metal components and offers robust and versatile manufacturing solutions tailored to meet the highest standards.

Hot forging results in a more homogeneous metal structure by realigning the grain structures within the metal through heating and shaping. This process significantly enhances the material's overall strength and durability. The technique improves the metal's grain structure, which boosts the mechanical properties and strength of the forged parts. Moreover, the thermal processing involved in hot forging minimizes the chance of cracks, further increasing the material's durability.

Cold forging is a metalworking process that shapes metal at room temperature using high-pressure dies, preserving the material's original properties without the need for heating. This method is highly effective for producing parts with complex geometries and excellent surface quality. Additionally, Cold forging increases the mechanical strength of components without compromising the material's structure. It is ideal for high-volume production, providing cost-effective and high-quality fasteners.

Stamping and sheet metal forming are ideal for high-volume production runs, offering cost reduction and increased capacity. Progressive dies, aligned with lean manufacturing principles, integrate multiple processes seamlessly, maximizing efficiency and minimizing waste. As a precision manufacturing method, stamping ensures high accuracy and repeatability, making it a preferred choice in industries like automotive, where consistent quality is crucial. This precision enhances product quality and ensures each production cycle reliably meets strict specifications.

Machining is a precise technique for producing high-accuracy components in various shapes and materials. It offers tight tolerances, excellent surface finishes, and the ability to create complex geometries. The process minimizes waste through accurate material removal and supports both small-batch and large-scale production.

By combining these methods, Norm Fasteners also optimizes production efficiency and cost-effectiveness. This comprehensive approach allows Norm to reinforce the commitment to excellence and innovation in the fasteners industry.

Norm Holding Presented at the Leaders Summit in USA

Norm Holding presented with its project within the scope of the "SDG Innovation Accelerator for Young Professionals" at the Leaders Summit, organized by the UN Global Compact, the world's most inclusive sustainability platform, which brings together opinion leaders and business pioneers in the field of sustainability on the global stage.

The UN Global Compact Leaders Summit, held on September 24-25, 2024 in New York, brought together global business leaders, UN officials, heads of state, and civil society professionals as part of the UN General Assembly and the 2024 Summit of the Future.

Representing Norm Holding, Senior Sustainability Specialist İzel Özgür Tekeli, Method Engineer Elif Yegen, and Strategy and Business Development Specialist Berk Akşit, under the leadership of Sustainability and Management Systems Director



Muhsin Doğan, participated in the program and presented the project proposal they developed after participating in online training and workshops for 6 months within the scope of the SDG Innovation Accelerator for Young Professionals.

At the Leaders Summit held on September 24, 2024 in New York, the team representing Türkiye garnered significant praise for their project proposal on waste energy recovery. They are now continuing their new initiatives with significant momentum.

Norm Holding Sustainability Committee Chairman Mustafa Sabri Doğrusoy stated, “We place great importance on supporting the transformation and development of society and the business world, especially our customers. While driving this transformation with high value-added, high-quality, safe, and innovative products, we also support the development of the sectors and regions in which we operate through the responsible investment approach we have adopted as a holding. Sustainability is critical in every department and area of our company, serving as a core focus across all our business processes. The project we presented at the Leaders Summit was brought to life by a team composed of individuals from various departments within our company. The project developed through the collaboration of our colleagues from sustainability, strategy, and methodology departments, holds special significance as it reminds us once again that sustainability is a responsibility shared by all departments and, indeed, by all of us. While experiencing the joy of representing Norm Holding at the Leaders Summit, we congratulate our team for presenting their project and extend our gratitude for the pride they have brought us.”

Turkish Automotive Industry October 2024 Results

In the January-October period of 2024, total automotive production decreased by 7% and automobile production decreased by 5% compared to the same period of the previous year. In this period, total production was 1 million 122 thousand 567 units and automobile production was 742 thousand 303 units.

In the January-October period of 2024, the total market decreased by 2% compared to the same period of the previous year and amounted to 983 thousand 968 units. In this period, the automobile market amounted to 750 thousand 935 units in parallel with the previous year.

In the commercial vehicle group, production decreased by 12%, light commercial vehicle group by 10% and heavy commercial vehicle group by 25% in the January-October period of 2024. Compared to the January-October period, the commercial vehicle market decreased by 7%, the light commercial vehicle market decreased by 6%, and the heavy commercial vehicle market decreased by 10%.

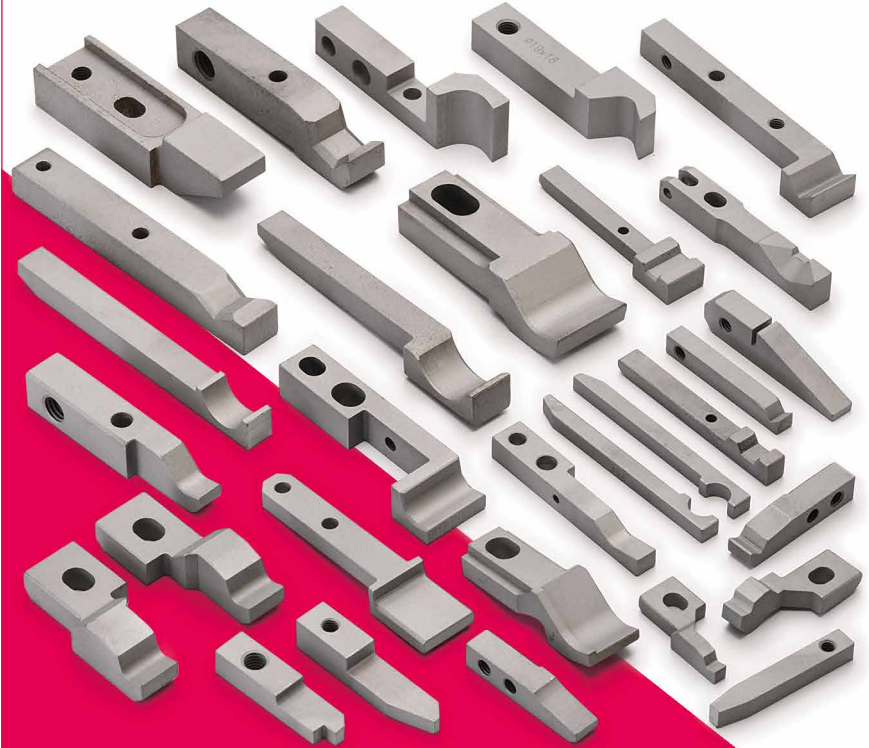
In the January-October period of 2024, compared to the same period of the previous year, total automotive exports were realized in line with the previous year on a unit basis, while automobile exports decreased by 2%. In this period, total automotive exports amounted to 826 thousand 259 units and automobile exports amounted to 531 thousand 680 units.

In the January-October period of 2024, compared to the same period of the previous year, total automotive exports increased by 3% in US dollars and 2% in euros. In this period, total automotive exports amounted to US\$30.2 billion, while automobile exports increased by 2% and amounted to US\$9 billion. Automobile exports in Euro terms increased by 1% to €8.3 billion.

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PRODUCTION

In the January-October period of 2024, a total of 1 million 122 thousand 567 vehicles were produced, decreasing by 7% compared to the same period of the previous year.

In the January-October period of 2024, total production including tractor production amounted to 1 million 162 thousand 178 units. Compared to 2023, the production of commercial vehicles carrying cargo and passengers decreased by 12% in the January-October period of 2024, while production on the basis of product group increased by 9% in minibuses and 1% in midibuses; 6% in buses, 31% in trucks, 12% in pickup trucks decreased at the rate.

In the January-October period of 2024, automobile production decreased by 5% compared to the January-October period of 2023 and became 742 thousand 303 units, and tractor production decreased by 18 percent to 39 thousand 611 units.

EXPORT

In the January-October period of 2024, 531 thousand 680 vehicles, 79 thousand 826 of which were automobiles, constituting 259 percent of the total production, were exported. Vehicle exports in the January-October period of 2024 were at a parallel level compared to the same period of 2023.

In this period, automobile exports decreased by 2% compared to the same period of the previous year, while commercial vehicle exports increased by 1%. Tractor exports, on the other hand, decreased by 24 percent compared to the same period of 2023 and amounted to 11 thousand 860 units.

According to the data of Uludağ Exporters' Associations (UIB), total automotive exports in the January-October period of 2024 increased by 3% compared to 2023 and reached US\$30.2 billion. In euro terms, it increased by 2% last year to €27.7 billion. In this period, main industry exports increased by 5% and supply industry exports increased by 2% in US dollar terms.

According to the data of the Turkish Exporters Assembly, total automotive industry exports (excluding exports exempt from the registration of exporters' associations and the difference between warehouses and free zones) ranked first in the sectoral export ranking with a share of 16 percent in the first ten months of 2024.



Turkey's White Goods Sector

The White Goods Industrialists' Association of Turkey (TÜRKBEŞD) evaluated the data for the first half of 2024 regarding the sector. According to the report, exports in 6 main product groups decreased by 4% compared to the previous year. Domestic sales, on the other hand, grew by 11% in the first half and shrank in the last 3 months. TÜRKBEŞD President Gökhan Sığın stated that despite the high season, the slowdown in domestic market growth and the downward trend in exports pose risks to production and employment.

According to the information shared by TÜRKBEŞD, which includes domestic, international, importer and manufacturer companies such as Arçelik, BSH, Dyson, Electrolux, Groupe SEB, Haier Europe, LG, Miele, Samsung, Versuni (Philips) and Vestel, an 11% growth was recorded in domestic sales in the first 6 months compared to the previous year in 6 main product groups. However, the domestic market growth, which was 28% on average in the first 3 months of 2024, fell to an average of -5% in the last 3 months. While the downward trend in exports continued, a decrease of 4% was recorded in the first 6 months of 2024 compared to the same period of the previous year. Total sales, consisting of exports and domestic sales in six main products, remained stable at approximately 16 million units, similar to 2023. However, there was a 1% increase in production compared to the previous year.

Turkey's white goods industry, which is the largest producer in Europe and the second largest in the world with a production volume of 7 percent, has a production capacity of 33 million units and an export capacity of 23 million units. Gökhan Sığın, President of TÜRKBEŞD, stated that the sector, which provides 60 thousand direct and 600 thousand indirect employment areas, competes worldwide with its R&D, digital transformation and green transformation investments. ■

