World Industrial Fastener Demand to Rise 5.4% Yearly Through 2018

According to the industry study, World Industrial Fasteners, produced by The Freedonia Group, Cleveland, OH, USA, worldwide demand for industrial fasteners is forecast to climb 5.4% annually through 2018 to US$93.8 billion, accelerating from the 2008-2013 pace. Increases in motor vehicle, machinery and other durable goods production will all support growth in fastener markets as the global economy expands and fixed investment expenditures rise. In addition, product prices will climb at a faster pace than during the 2008-2013 period, boosting demand in value terms.

Industrial fastener market gains are expected to be strong in both developing and developed regions through 2018. However, advances in developing areas including the Asia/Pacific and Africa/Mideast regions, Central and South America and Eastern Europe, will outpace demand in the USA, western Europe and Japan. Sales gains will be driven by healthy economic growth and ongoing industrialization efforts in most developing nations, resulting in higher manufacturing output and fixed investment spending. Rising living standards in these areas will help fuel demand for motor vehicles and other fastener-containing durable goods.

Motor vehicle original equipment manufacturing, the biggest market for industrial fasteners, will post the largest value gains through 2018. In addition, rising fixed investment spending and industry output will boost demand for fasteners used in machinery applications, the second largest market. Although it is comparatively small in absolute terms, the construction market will register the strongest increases in percentage terms through 2018, spurred by an acceleration in construction expenditures worldwide.

Standard externally threaded fasteners accounted for half of industrial fastener sales in 2013 and will record the largest dollar gains through 2018, bolstered by continued strength in motor vehicle production and a pickup in overall durable goods manufacturing activity. However, the largest advances in percentage terms will be posted by standard internally threaded and nonthreaded fasteners, supported by an acceleration in construction spending growth and sustained increases in global aerospace equipment output. www.freedoniagroup.com

China & USA Driving Automotive Growth

Eckehart Rotter, Head of Department Press at the German Association Industry (VDA), Berlin, Germany, reports that in November 2014, the three major automotive markets all expanded again, although at different speeds: China increased by 7.7% and the USA by 4.5%, while Western Europe recorded growth of only 1%. Sales of new cars decreased in Brazil -3%, in Russia -1% and in Japan -10%. By contrast, India achieved market growth of 5.4%.

In the new European Union (EU) Member States, new car registrations climbed by a good 5% in November 2014 to 70,200 new cars. Double-digit growth was seen in the markets in Estonia (+26%), Hungary (+19%), Latvia (+13%), the Czech Republic (+11%) and Cyprus (+11%). Poland, which is the largest individual automotive market of all the new EU Member States, increased by just 1%. www.vda.de
Mid Continent Nail Plans US$5 Million Expansion

Mid Continent Nail, in Poplar Bluff Industrial Park, Broseley, MO, USA, has announced plans for a nearly US$5 million expansion project and the hiring of 91 workers. The firm said it will install a new line in its original 118,000 ft² plant. Equipment has been ordered and will be installed as soon as possible.

Mid Continent Nail has 400 employees in its main nail manufacturing facility.

“This good news is really exciting to all of us,” said Steve Halter, President of the Greater Poplar Bluff Area Chamber of Commerce and Poplar Bluff Industries. “The new jobs will be an additional US$2.4 million annual payroll in our community.”

In February 2012, Deacero US Inc., based in Monterrey, Mexico, purchased Mid Continent Nail and announced plans to increase production while adding 100 jobs. At that time, around 300 workers were employed.

Mid Continent Nail, a division of Mid Continent Steel & Wire, is the largest bulk pallet nail maker in the USA and is the largest supplier of nails to the wooden pallet and crating industry.

www.magnumfasteners.com

Hillman Group Capital Trust announces cash distribution on securities

James P. Waters, CEO of The Hillman Companies, Inc., Cincinnati, OH, USA, announced a cash distribution declared by Hillman Group Capital Trust for the month of December 2014, in the amount of US$0.241667 for each Trust Preferred Security. The distribution was paid December 31, 2014, to holders of record December 22, 2014.

Hillman is a leading value-added distributor consisting of fasteners, key duplication systems, engraved tags and related hardware to over 26,000 retail customers in the USA, Canada, Mexico, South America and Australia including home improvement centers, mass merchants, national and regional hardware stores and other retailers. www.hillmangroup.com

Tree Island taps into the screw fastener market

Tree Island Steel, Canada’s largest manufacturer of nails added a line of quality screws to its construction fastener line-up for 2014.

Tree Island’s line-up includes flooring, construction, drywall and decking screws in a variety of sizes and thread types. The screw line is available in do-it-yourself and bulk pallet packaging to meet the needs of the market.

“We believe that retailers want a high-quality product from a company recognized in the fastener industry. Tree Island Steel is that source.” stated Alan Graham, Canadian Sales Manager for Residential Construction Products for Tree Island Steel.

Tree Island Steel currently manufacturers over 400 types and sizes of nails for the market.

DOC Preliminarily Finds Dumping of Imports of Steel Nails from Korea, Malaysia, Oman, Vietnam & Not from Taiwan

On December 18, 2014, the Department of Commerce (DOC) announced its affirmative preliminary determinations in the antidumping duty (AD) investigations of imports of certain steel nails from Korea, Malaysia, Oman and Vietnam, and its negative preliminary determination in the AD investigation of imports of certain steel nails from Taiwan.

DOC determined that certain steel nails from Korea, Malaysia, Oman and Vietnam have been sold in the USA at dumping margins ranging from 2.13% to 12.38%, 2.14% to 39.35%, 9.07% and 93.42% to 323.99%, respectively. DOC did not find dumping of imports of certain steel nails from Taiwan.

In the Korea investigation, mandatory respondents, Daejin Steel Co. and Jinheung Steel Corp. received preliminary dumping margins of 12.38% and 2.13%. All other producers/exporters in Korea received a preliminary dumping margin of 7.26%.

In the Malaysia investigation, mandatory respondents, Inmax Sdn. Bhd., Region International Co. (its affiliated producer Region System Sdn. Bhd.) and Tag Fasteners Sdn. Bhd. received preliminary dumping margins of 2.14%, 2.56% and 39.35%, respectively. All other producers/exporters in Malaysia got a preliminary dumping margin of 2.20%. Tag Fasteners Sdn. Bhd. failed to respond to DOC’s questionnaire, so got a margin of 39.35%.

In the Oman investigation, mandatory respondent, Oman Fasteners, LLC received a preliminary dumping margin of 9.07%. All other producers/exporters in Oman got a dumping margin of 9.07%.

In Vietnam, mandatory respondents Region Industries Co., and its affiliated exporter Region International Co., and United Nail Products Co. received preliminary dumping margins of 103.88% and 93.42%, respectively. Separate rate applicant Kosteel Vina Ltd. Co. received a preliminary dumping margin of 98.65%. All other producers/exporters received a preliminary dumping margin of 323.99%.

DOC will announce its final determinations on or about May 11, 2015.

www.hillmangroup.com

www.TreeIslandSteel.com

www.fastenernewsreport.com
“We believe our expansion into screws will provide our customers with an enhanced and value-added product mix,” stated Graham. www.treeisland.com

Wurth Louis moves forward with new Director of Sales

As part of Brea, CA, USA-based Wurth Louis and Company’s long-term strategic plan, Rob Berrett has been promoted to Director of Sales overseeing the organization’s sales efforts company-wide. Prior to this, ᵉ‐WÜRTH Berrett was Regional Manager of the Mountain Region, consisting of branches in Idaho, Utah, Colorado, New Mexico, Nevada and Arizona.

“Rob has successfully managed Wurth Louis and Company’s Mountain Region, and has elevated the level of service we provide to our customers,” said Vito Mancini, President and CEO.

Berrett has been with Wurth Louis and Company since 2004, and prior to that worked at Machinery Hardware Supply for 18 years.

In addition to his sales and management role, Berrett has contributed his talents to Wurth Louis and Company’s new product committee, pricing committee, vendor distribution councils and has served as a mentor to Wurth Louis and Company’s new managers.

Wurth Louis and Company is a leading provider of surfacing, hardware, shop supply, woodworking machinery and coating products. The Würth Group is reportedly the world’s largest trading company of machinery and coating products.

SPIROL receives 2014 GM Supplier Award for 3rd Year

For the third consecutive year, SPIROL Industries Ltd., Windsor, Ontario, Canada, has received the General Motors Supplier Quality Excellence Award.

The award was received on behalf of the entire SPIROL team by Daniel McLean, Quality Manager and Chris Stanton, Operations Manager. General Motors (GM) has 2300 North American suppliers and SPIROL was one of 80 companies to receive the award all three years.

According to GM, “Suppliers who receive this award have met or exceeded a stringent set of quality performance criteria and have achieved the cross-functional support of the entire GM organization. The award recognizes those suppliers who have demonstrated the highest levels of quality performance over the past 12 months.”

Each supplier who won the award met 13 quality criteria over a period of 12 months with one notable criterion being: “Zero-Number of defects in parts and components.

TriMas is moving some fastener operations to Mexico

TriMas Corporation, Bloomfield Hills, MI, USA, a diversified global manufacturer of engineered and applied products, recently announced its final decision to move a portion of the gasket and fastener operations from its Lamons Houston facility to a new facility in Mexico. The move to Mexico will improve the Lamons global operating model and enhance the competitiveness of the business.

This transition is expected to be completed over the next 12 to 18 months.

TriMas provides engineered and applied products for growing markets worldwide. The firm is organized into six reportable segments: Packaging, Energy, Aerospace, Engineered Components, Cequent APEA and Cequent Americas. www.trimascorp.com

Lighter Composite Planes Could Reduce Carbon Emissions Up to 15%

A study, by the Universities of Sheffield, Cambridge and UCL (University College London), is the first to carry out a comprehensive life cycle assessment (LCA) of a composite plane, such as the Boeing Dreamliner 787 or Airbus 350, and extrapolate the results to the global fleet. The study compares the results to the traditional and heavier aluminum planes. Emissions during the manufacture of composite planes are over double those of aluminum planes. But because the lighter aircraft use significantly less fuel, these increased emissions are offset after just a few international flights. Over its lifetime, a composite plane creates up to 20% fewer CO2 emissions than its aluminum equivalent.

The study shows that the fuel consumption savings with composites far outweigh the increased environmental impact from their manufacture.

The study research estimated that by 2050, composite planes could reduce emissions from the global fleet by 14% to 15% relative to a fleet that maintains its existing aluminum-based configuration. www.cam.ac.uk

Global strategy and management consulting firm, A.T. Kearney, Chicago, IL, USA, has released its 2014 Reshoring Index®, the first in a series of studies looking objectively at the rate and pace of the return of manufacturing operations to the USA. In this inaugural index, manufactured goods flows are tracked over a 10-year period to show the change in ratio between USA manufacturing imports and gross output during that time period. The index is actually expected to show a year-over-year decline, lower by 20 basis points from 2013, as offshoring to foreign manufacturing markets outpaces reshoring.

Patrick Van den Bossche, Partner and leader of the firm’s Americas Strategic Operations Practice and co-author of the Index, said, “Our goal was to find out for ourselves whether companies are indeed leaning toward reshoring operations, and if so, what are the motivators driving them. We’ve been following these questions with interest since 2010, and have a growing database of 700-plus reshoring cases across all industries.”

“While the so-called reshoring trend has helped improve the mood of USA manufacturing since the recession, the reality is that the import value of manufactured goods into the USA from low-cost Asian countries has grown at an average of 8% per year in the last five years,” added Pramod Gupta, A.T. Kearney Principal and study co-author. Considering the millions of parts supplied to General Motors from SPIROL’s global locations.

www.spirol.com

Precision Process adds machinery & staff

Precision Process Inc. recently took delivery of a new, US$225,000 Swiss lathe to help meet increased capacity. The Niagara Falls, NY, USA company manufactures and installs equipment for wet processing and electroplating for domestic and international manufacturers. The industries the firm serves include semiconductor, solar, automotive...
Bossard acquires Aero-Space Southwest & 60% of Torp

The Bossard Group, Zug, Switzerland, has completed its acquisition of Aero-Space Southwest, Inc., the USA supplier of high-quality products for industries including electronics, telecom, aerospace and medical.

The Bossard Group also took an another step forward in its drive to further develop European sales markets with the acquisition of 60% of Norway-based Torp Fasteners. Torp supplies high-quality fastener solutions including complex plastic fastener products.

www.bossard.com

Superbolt tensioners secure Tata Steel’s BOS converters

The Tata Steel Port Talbot Basic Oxygen Steelmaking (BOS) plant in South Wales had been securing bolts on its BOS converters by heating nuts to 200°C in an oil bath, with the contraction upon cooling creating the tension in the bolt. This method was potentially hazardous to the employees and the plant.

In May 2014, Tata Steel installed Superbolt tensioners from Nord-Lock on the BOS converters, resulting in multiple benefits for the plant including employee safety, significantly reduced installation time and reusability for cost savings.

www.nord-lock.com

Canadian automotive aftermarket future is bright

The Canadian automotive aftermarket industry is a tough and competitive one, but it has a rare advantage—it has a window into the future. And according to the Automotive Industries Association
Anixter Improving Distribution Center; May Sell Fastener Division

According to local reports, Anixter International Inc., Glenview, IL, USA, is poised to make improvements to its new Memphis Distribution Center. Anixter recently filed a US$851,590 building permit with the city-county Office of Construction Code Enforcement for its new distribution center, which is located at 4001 Hickory Hill Road. Grinder, Taber & Grinder Inc. is the general contractor. Anixter also recently leased 100,000 ft² at the building inside Memphis Distribution Center. The company will be relocating from 4580 S. Mendenhall Road. Additionally, The Financial Times Limited reported at www.ft.com, “Anixter International, backed by Sam Zell, has put its fasteners division up for sale a year after it failed to find a buyer for the whole company.

“The sale of the Anixter fasteners division, which produces nuts, bolts and adhesives, is likely to fetch more than US$500 million, with final bids due later this month.

“Exact details about potential buyers could not be ascertained, but the auction, which is being managed by Goldman Sachs, has attracted interest from private equity firms, rather than from strategic bidders. “Anixter, which has a market value of US$2.9 billion, had tried to sell itself early last year, with rival electrical equipment maker Rexel of France and private equity group Carlyle reported to be among the buyers. The process was pulled, however, after buyers failed to agree a price.”

Anixter counts Chai Trust Company, a subsidiary of Sam Zell’s Equity Group Investments, as its largest shareholder with 11.33% of the stock. Zell is on Anixter's board.

www.anixterfasteners.com

Brighton-Best Adds Branch Managers; Expands Atlanta Facility

Brighton-Best International (BBI), with global headquarters in Tainan, Taiwan, recently added Rachel Spilman (Seattle) and DuWayne Edmunds (Portland) as new Branch Managers.

Spilman will be the new Seattle, WA, USA Branch Manager. She worked at both PFC and HTI for numerous years prior to BBI. Her strong organizational and leadership skills will be an asset as BBI in Seattle expands from 35,000 ft² to 120,000 ft² in the second quarter of 2015.

Edmunds will be the new Portland, OR, USA Branch Manager. He has worked at BBI for over 22 years and has always been a strong presence in the BBI Portland office as well as in the company’s a well as in the company’s Northwest Region.

Additionally, BBI-Atlanta has recently expanded its facility to 267,000 ft². This more than doubles the facility’s size. BBI-Atlanta’s fully automated warehouse has the capacity to carry more bulk locations and package shelf locations, to provide more distributors support for all BBI product families.

www.brightonbest.com

Don’t Miss On-Demand Fastener Talk Radio!

FTR is talk radio for the fastener industry, featuring guests, commentary and conversation designed to inform and entertain fastener professionals. Available any time in streaming or download formats. Tune in today! Log on to listen to Fully Threaded Radio.

www.fullythreaded.com

WESCO reaffirms 2014 outlook, offers 2015 outlook, announces share repurchase program

John J. Engel, Chairman, President and CEO of WESCO, Pittsburgh, PA, USA, said, “We were pleased with our improving sales growth in aging of the record volumes of new vehicles sold in recent years. The majority of this growth will be seen in the industry’s service segment.

The 2014 Outlook Study is available to free of charge AIA members and for a fee to nonmembers.

www.aiacanada.com

ParkOhio completes acquisition of Saet SpA

ParkOhio, Cleveland, OH, USA, has acquired Saet SpA, Milan, Italy, for some US$20.7 million in cash. A leader in induction heating equipment and heat treat solutions, Saet SpA revenues are expected to be US$50 million in 2015.

ParkOhio provides supply management services and is a producer of highly engineered products.

www.pkoh.com
New Equipment Installed at Sems and Specials

Sems and Specials Inc., Rockford, IL, USA, has installed a new large-diameter, five-die, six-station parts former that will provide added-value items to the company's production capability. The machine will enable the cold forming of more complex parts.

Also recently installed is a new multi-station inspection, sorting and packaging machine that will enhance quality requirements to exceed product PPM levels.

Conference Calls/Webcasts...

- Illinois Tool Works Inc. (ITW), Glenview, IL, USA, will hold its 2014 fourth quarter conference call at 9 AM CT on January 27, 2015. The call will follow the company's release of fourth quarter financial results at 7 AM on that same day. www.itw.com

- Precision Castparts Corp., Portland, OR, USA, will host a conference call to discuss the company's third quarter fiscal 2015 earnings on January 22, 2015, at 7 AM PT. www.precast.com

Notebook

the second and third quarters, and our fourth quarter has continued the positive momentum. As a result, we reaffirm our full year outlook of approximately 5% sales growth and US$5.25 to US$5.35 earnings per diluted share, although at the lower end of the range."

Engel continued, “We remain sharply focused on executing our One WESCO strategy to deliver above-market sales growth, improve profitability and increase shareholder value. With our new organization in place and improving economic conditions anticipated in North America, we expect sales growth of 3% to 6% and EPS of US$5.50 to US$5.90 per diluted share in 2015. We are also pleased to announce a share repurchase program starting early next year.”

wesco.investorroom.com

Grainger changes stock exchange listings

Grainger, Chicago, IL, USA, plans to voluntarily withdraw the listing of its common stock from the Chicago Stock Exchange. Grainger’s common stock will continue to be listed on the New York Stock Exchange.

The company said it has made this decision to eliminate duplicative administrative requirements and costs inherent with dual listings. The Chicago Stock Exchange will continue to trade Grainger common stock on an unlisted trading privilege basis.

www.grainger.com

Fastener Distributor Index (FDI) data is collected and analyzed by the FCH Sourcing Network: www.fastenersclearinghouse.com

and the National Fastener Distributors Association (NFDA):


FDI seeks to identify demand, pricing and outlook trends within the American fastener distribution industry.

Also recently installed is a new multi-station inspection, sorting and packaging machine that will enhance quality requirements to exceed product PPM levels.

www.semsandspecials.com
Applications Being Accepted for Gilchrist Foundation Scholarships

Robbie and Gina Gilchrist established the Gilchrist Foundation Fastener Scholarship in 2000. Their goal was to return something to an industry that was very good and supportive to them. Those who receive awards from the Gilchrist Foundation are expected, upon completion of their schooling, to make an earnest effort to work in the fastener industry or to pursue employment in an industry trade association member company. Unlike many other scholarships, applications for the Gilchrist Foundation Scholarship are accepted during any year of a person’s schooling. Also, an applicant may be a part-time student currently working in the fastener industry.

Applications for the Gilchrist Scholarships are available on the website below, and will be accepted through May 30, 2015. www.gilchristfoundation.com

2015 Fastener Training Institute® Webinar Schedule

The Fastener Training Institute® (FTI) has announced its Fastener Product Training Webinar schedule for the first half of 2015.

Carmen Vertullo will return as FTI’s guide through this continuing series of high-content instructional webinars. Vertullo is the founder of CarVer Consulting, a San Diego, CA, USA consulting, engineering and training company specializing in fasteners and bolted joints.

The 2015 schedule is as follows:

- January 23, 2015, Understanding Fastener Materials – Beyond the Basics
- February 20, 2015, The Use, Misuse and Abuse of washers – Types, styles and applications
- March 13, 20 and 27, 2015, Fastener Basics – A Three Parts Series – You asked for it and we’re responding
- April 17, 2015, Choosing the Correct Strength of a Fastener – When is too much not a good thing?
- May 22, 2015, The Right Torque & When it’s not – A primer for all & introduction to our advanced class
- June 19, 2015, Vibration Resistant Fasteners – OK, Now It’s tight, but how to keep it that way

Webinars begin at 11:00 AM PST. To register, please visit: www.fastenertraining.org/webinars/

FTI also offers its regular in-person fastener training classes. There will be over 30 classes in 10 cities throughout the USA. www.fastenertraining.org

NFDA Winter Meeting

The Winter Meeting of the National Fastener Distributors Association (NFDA) will take place February 26 to 28, 2015, at the Francis Marion Hotel in Charleston, SC, USA. The historic Francis Marion hotel, which was restored in 1996, was named for the Revolutionary War hero, Francis Marion (the “Swamp Fox”) and dates back to 1924. The hotel combines 1920s style and grace with 21st century comfort and convenience.

The NFDA Winter Meeting will provide an ideal opportunity for attendees to network with their peers, learn about the industry and enjoy some fun. The meeting program includes educational sessions along with various activities that showcase this historic southern location. Register on-line at the website below to attend the NFDA Winter Meeting.

www.nfda-fastener.org