Optimas Solutions is Opening Manufacturing Plant in Mexico to Minimize Supply Chain Risk

Optimas Solutions, Wood Dale, IL, USA, will open a cold form manufacturing plant in Monterrey, Mexico, in the second half of 2024. The production center will complement world-class fastener manufacturing facilities in Wood Dale and Droitwich Spa in the UK and continue the company’s near-shoring efforts to minimize supply chain risk.

“We designed the Mexico facility to mirror our capabilities at our manufacturing operations in Wood Dale so they can effectively play off each other. This ensures access to the same engineering, tooling, manufacturing and quality processes regardless of where we produce the fasteners.” said Ricardo Alonzo Rodríguez, VP/GM of Optimas in México. Daniel Harms, CEO of Americas, said, “Our expanding localization strategy enables us to be more agile with our manufacturing and sourcing capabilities for industrial customers and suppliers.”

Optimas says that by working with a full-service distributor that is also a manufacturer, industrial producers can take advantage of multiple procurement paths and be supported by automated replenishment services, predictive analytics, engineering creativity, a certified quality management system and existing carrier relationships that ensure reliable delivery. www.optimas.com

Brighton-Best International & Parker Fasteners Announce Strategic Partnership on Domestic Stainless-Steel Sockets

Brighton-Best International (BBI), Long Beach, CA, USA, and Parker Fasteners, Buckeye, AZ, USA, announced the formation of a strategic partnership on October 10, 2023, at the International Fastener Expo (IFE) show in Las Vegas, NV, USA, starting in 2024.

This partnership is likely to revolutionize the fastener industry by having quicker lead times on domestic stainless-steel sockets. Parker Fasteners, a manufacturer with a strong foothold in the domestic market, has been operational for over a decade and has earned a reputation for being customer-centric. Brighton-Best International has been operational for nearly 100 years and is known for its commitment to socket products and national high levels of stock.

The agreement will focus on promoting the expansion of BBI’s stainless-steel lines. The partnership is expected to support distributor companies to expand their reach and increase their revenue and product offering of stainless steel. www.brightonbest.com • www.parkerfasteners.com
White Cap announces CEO retirement & succession plan

White Cap, Atlanta, GA, USA, the leading distributor of specialty construction supplies and safety products for professional contractors, announced that John Stegeman has made the decision to retire from his position as Chief Executive Officer (CEO), on January 28, 2024. Concurrently, as part of the multi-year succession plan, the White Cap Board of Directors has approved the promotion of Alan Sollenberger, President of White Cap, to CEO effective January 29, 2024.

Stegeman will continue to serve on White Cap's Board and Sollenberger will join White Cap Board of Directors on January 29, 2024. John and Alan have partnered closely on all White Cap company strategy and business decisions following Alan's appointments to CFO of White Cap in 2010 and President in 2020. During their partnership, White Cap has grown from a multi-regional distributor with under US$1 billion in revenue to the North American industry leader with more than US$6 billion in revenue. www.whitecap.com

GMS expands with acquisition of AMW Construction Supply

GMS Inc., Tucker, GA, USA, a leading North American specialty building products distributor, has provided an update on the continued execution of its growth strategy with the acquisition of AMW Construction Supply, LLC, a highly respected tools, fasteners and other complementary products distributor servicing the Phoenix, AZ, USA, metro area.

Also, following its acquisition by GMS in December 2021, the AMES platform over the summer continued to execute against its growth strategy by adding two new AMES® store locations in San Antonio, TX, USA and Palm Desert, CA, USA. www.gms.com

CMC refreshes its brand to reflect company evolution

CMC (Commercial Metals Company), Irving, TX, USA, a global solutions provider to the construction industry, has unveiled a refreshed identity to better represent the goals, commitments and evolution of the 108-year-old company.

From a single scrap yard in Dallas, TX, USA, in 1915, CMC has grown into a Fortune 500 company with hundreds of facilities and nearly 13,000 employees serving customers around the globe.

The company has updated its branding including its logo to better reflect its expansion into new markets as well as its commitment to developing innovative and sus-
The 2023 Industrial Distribution Big 50 List Includes Several Fastener Suppliers

Anna Wells, Executive Editor of Industrial Media, LLC, reported, “This year’s edition of the Industrial Distribution Big 50 is packed with companies who have largely shrugged off the pandemic and come out at an advantage. The average company on our list achieved year-over-year sales increases in the double digits.” The complete list can be found at the website below. Major fastener-related distributors making the 2023 list are as follows:

1. W.W. Grainger
2. Fastenal
3. 6 White Cap
4. 7 Wesco (Industrial)
5. 8 Applied Industrial Technologies
6. 9 MSC
7. 11 Würth Industry North America
8. 18 Distribution Solutions Group
9. 23 Optimas Solutions
10. 24 BlackHawk Industrial
11. 28 Endries International
12. 30 Kimball Midwest
13. 33 Bossard Inc.
14. 45 Martin Supply

www.inddist.com/big-50

Vossloh Wins Supply Contract for Rail Fastening Systems in Central China

Vossloh has again been commissioned to supply rail fastening systems for selected sections of two high-speed lines under construction in central China. One line is almost 300 km long and will link Xi’an, the capital of Shaanxi province to the automotive stronghold of Shiyan in Hubei province. The other line is twice as long and will shorten the journey between the of Chongqing and Wanzhou in central China.

www.vossloh.com

Blackhawk names Todd Sanzone GM; announces Big Red Fasteners integration

BlackHawk Industrial, Tulsa, OK, USA, a market-leading distributor of metalworking and other mission-critical industrial products, has named Todd Sanzone as General Manager of BlackHawk Manufacturing. In this newly created and pivotal role, Todd will lead efforts to integrate and optimize the manufacturing operations of the company’s recently acquired companies Tool Fab, XPress, J & S, and JET Tool. BlackHawk is strategically acquiring manufacturing operations to benefit customers and enhance its reputation in the tooling sector. Achieving seamless integration and maximizing equipment utilization presents challenges. Sanzone will

www.DPABuyingGroup.com

Fastenal Names New Executive VP - Operations

Fastenal Company, Winona, MN, USA, has appointed Anthony P. Broersma as the company’s Executive Vice President - Operations, effective on October 11, 2023. In his new role, Broersma will oversee the supply chain, compliance, supplier development, content, property management, eCommerce, supply to fulfillment distribution and logistics operations of the company.

www.fastenal.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
Bastian Rottenberg to CEO of Würth MRO, Safety, and Metalworking
Würth MRO, Safety, and Metalworking, a division of Würth Industry North America (WINA), Frankfurt, NY, USA, has appointed Bastian Rottenberg Chief Executive Officer. He succeeds Eric Wilk, who recently announced his departure from the company. Rottenberg will fulfill his new role while also acting as Chief Information Officer of Würth Industry North America.
www.wurthindustry.com

Rivit Introduces Range of Cordless Riveters
The hydropneumatic riveters Series 400 is now offered by Rivit. The range consists of the model RIV402, RIV403 and RIV406, all equipped with ergonomic handle, steel cone, pull start button, air supply connection, integrated suction system, nonslip rubber base and semi-transparent container for collecting mandrels. The riveters can place blind rivets of different sizes on most popular surfaces and materials from plastics to wood including electrical panels, building materials, solar panels and insulated roofs.
www.rivit.it

FDI Drops to 48.5 & FLI Decreases to 44.8
The FDI ticked downward slightly last month, dipping to 48.5 after climbing to 50.0 in August, seasonally adjusted. The Forward Looking Indicator (FLI) also softened, dropping to 44.8 after reading 45.9 the previous month. Listened to episode #193 of the Fully Threaded Radio podcast as Fastener Technology International (FTI) magazine Editor Mike McNulty provides further commentary along with Quinn Fredrickson, Vice President, Senior Research Associate at Baird. Please share the FDI with North American fastener distributors and encourage them to participate at: www.fastenersclearinghouse.com/fch/main.nsf/FastenerDistributorIndex www.fullythreaded.com www.fdisurvey.com

Fastener Distribution Trends: September 2023

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<th>FDI</th>
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<td>September 2023</td>
<td>49.0 47.6 46.4 46.9 47.1 46.3 47.7</td>
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<td>FLI</td>
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<td>Declining Faster</td>
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(Other Metrics)
Sales: 44.9 48.8 22.3 41.9 35.9 43.2 49.5 51.4 Declining Faster
Employment: 41.9 45.7 38.3 44.8 55.6 46.3 54.2 55.0 Declining Faster
Supplier Deliveries: 50.0 52.9 43.3 46.6 42.6 40.0 43.1 55.0 Same Slow
Respondent Inventories: 71.0 70.0 73.3 69.0 75.9 73.8 73.6 73.3 Growing Faster
Customer Inventories: 53.6 50.0 56.7 51.7 50.0 57.5 48.6 45.0 Growing Faster
Pricing, month-to-month: 54.8 55.7 48.3 55.2 55.6 55.0 52.8 53.3 Growing Slow
Pricing, year-to-year: 62.9 61.4 61.7 62.1 72.2 60.0 62.5 68.3 Growing Faster

6-Month Outlook - September
Higher: 23% Same: 57% Lower: 20%

Source: Baird, FCH Sourcing Network, Institute for Supply Management

be tasked with optimizing these crucial facets of the business.

BlackHawk Industrial has also announced the integration of Big Red Fasteners into its fastener portfolio significantly bolstering the company’s fastener division.

This integration marks an exciting milestone in the company’s ongoing fastener expansion effort and makes BlackHawk’s Fastener Division one of the most comprehensive and robust in the industry.

John Mark, CEO of BlackHawk Industrial said, “We are excited to expand the category coverage of our fastener division, deliver value that is unprecedented and continually sharpen our blade to be relevant to our customers and the industry.

Our mission is to be the clear number one choice for manufacturing customers and our commitment to meeting the diverse needs of our customers is unwavering.”

With this move, BlackHawk reaffirms its dedication to providing the highest quality fastener products and supply chain services to its customers and supporting businesses in various industries across North America. Customers will experience enhanced operational visibility, notice a greater level of inventory optimization and see quicker response times.

BlackHawk acquired Big Red Fasteners in 2022 as part of its long-term growth initiative. Today’s change is yet another step forward in the company’s commitment to offer fasteners as a core product line to both existing and new customers.

As the company continues to expand in the months and years ahead, it is actively seeking opportunities to acquire new partners and integrate them into its
Swissturn purchases Malden Centerless Grinding

Swissturn/USA, Inc., headquartered in Oxford, MA, USA, has announced that the company has purchased the assets of Malden Centerless Grinding. Malden Centerless has been a key provider of centerless grinding services to Swissturn and other area manufacturers for many years.

The addition of Malden Centerless Grinding’s capabilities will allow Swissturn to integrate an important process into its machining of precision turned products. The integration of Malden Centerless Grinding’s capabilities also offers Swissturn the opportunity to provide additional services to its current customers as well as to continue to provide grinding services to Malden’s long-term customers.

The equipment and employees of Malden Centerless Grinding have been transferred to Swissturn’s facility, centrally located in Oxford.

Rick Laviolette, who is the President of Swissturn/USA, said that Malden Centerless Grinding’s capabilities are a natural fit for Swissturn. “Having this capability in-house is going to benefit our customers by managing costs and lead times,” said Laviolette. “We’re looking forward also to working with Malden Centerless Grinding’s customers. It goes without saying that the entire Swissturn Team enjoyed working with Bob Jordan over the years and wishes Bob well in his future endeavors.”

In announcing the acquisition, Laviolette appointed Dean Russell, Swissturn’s VP of Commercial Operations to lead the integration and management of the centerless grinding operations at Swissturn.

To learn more about Swissturn’s CNC Swiss screw machine products and centerless grinding services, visit the company’s website. www.swissturn.com

Grainger names Matt Fortin Chief Human Resources Officer

Grainger, Chicago, IL, USA, the leading broad line distributor of industry-leading operating system. Interested parties should contact the Blackhawk acquisitions team www.bhid.com

Fastener Training Week Heads to Los Angeles in December

Fastener Training Institute (FTI), Glendale, CA, USA, holds Fastener Training Week in Los Angeles, CA, USA, December 4 to 8, 2023. It comes on the heels of a sold-out session, so advance registration is encouraged.

“We had an incredible full class in Chicago last month and are eager to be on the west coast for an equally successful training week,” shared FTI’s Jo Morris, FTI Marketing Director. “It’s wonderful to support students on the path to acquiring advanced knowledge, skills and confidence.”

Fastener Training Week is the five-day, intensive version of FTI’s Certified Fastener Specialist™ (CFS) advanced technical training program. It’s for seasoned fastener professionals with at least two years of experience or those having completed FTI’s Fastener Basics or Product Training series. The program includes classroom education, discussions, hands-on exercises, plant/testing facility tours and networking. "Fastener Training Week in Los Angeles will be taught by Laurence Claus and Salim Brahimi, at the Holiday Inn La Mirada. Register at www.fastenertraining.org. Early bird fees are available until November 20, 2023. A US$500 discount is available for Pac-West, NFDA, IFI, MWFA, NCF and SFA members. www.fastenertraining.org

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**Norm Fasteners Seeks to Build a Manufacturing Facility in Michigan**

Local reports say that a Turkey-based manufacturer of bolts and fasteners wants to build a 365,000 ft² manufacturing facility on nearly 20 acres off Webster Road north of Interstate 69 in the USA state of Michigan that would be its first in the USA.

Norm Fasteners’ manufacturing site, which is just north of the Greater Lansing Food Bank center, eventually could employ over 200 people, said Koray Gurbuz, a General Manager with the company.

“We believe that it will take about three years to reach that,” Gurbuz said. Gurbuz declined to comment on the cost of the facility or the pay range for the jobs it would create, saying only that they would be “well-paying” positions.

www.normfasteners.com

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**New Undercut Anchors from the fischer Group**

The fischer Group of Companies has launched its new undercut anchor FSU for fastenings in concrete that require a particularly high load and safety level. The latest addition to fischer’s range of products also offers added advantages through secure and convenient installation thanks to self-undercutting. The company takes another major step in the digitalization of fastenings, as the anchor is the first product to feature an integrated DMC (Data Matrix Code) to identify and read product data.

The self-undercutting FSU undercut anchor was made for heavy-duty fixings to anchor steel structures, heavy pipe systems and industrial machines as well as many other indoor fixtures and attachment parts in cracked and noncracked concrete. It is simple and easy to install. Two different undercut anchor versions enable push-through (FSU-P) and prepositioned installation (FSU). The anchor is placed into a drill hole created with the FSU-SD stop drill bit using the FSU-ST setting tool. Upon cleaning the drill hole, the anchor is placed with the FSU-ST setting tool.

www.fischer.group
TFC Opens New Local Supply Chain Facility

Leading vendor managed inventory (VMI) provider, TFC, an AFC Industries company, has opened a service centre in South Wales to help manufacturers in the region ensure their C-Class components are in the right place at the right time. The new 900 m² facility, based in Ebbw Vale, is in striking distance of South Wales and South West England industrial hotspots, meaning that TFC can help local manufacturers drive productivity, profitability and growth with its VMI supply chain solutions.

With the site open, TFC can manage the purchasing, stockholding and handling of a wide range of components and products for local manufacturers. The company’s skilled team designs and operates VMI solutions to individual customers, based on a comprehensive site survey and by listening to customers’ needs to significantly improve production performance.

www.tfc.eu.com

Quarterly Dividends Report...

- Fastenal Company, Winona, MN, USA, declared a dividend of US$0.35/share to be paid in cash on Nov. 24, 2023 to shareholders of record on Nov. 14, 2023.
- MSC Industrial Supply Co., Melville, NY, USA and Davidson, NC, USA, declared a cash dividend of US$0.83/share, payable Nov. 28, 2023 to shareholders of record on Nov. 14, 2023.
- Nucor Corp., Charlotte, NC, USA, declared a quarterly dividend of US$0.51/share on common stock, payable Nov. 9, 2023, to holders of record Sept. 29, 2023.

Conference Calls & Webcasts...

- Buten, Gothenburg, Sweden, will hold a interim report webcasted conference call Oct. 26, 2023, at 3:30 PM CEST. www.buten.com
- Distributions Solutions Group, Fort Worth, TX, USA, will host a conference call to report Q3 2023 results on Nov. 2, 2023, at 9 AM ET. investor.distributionsolutionsgroup.com
- Howmet Aerospace Inc., Pittsburgh, PA, USA, reports Q3 2023 results in a conference call/webcast on Nov. 2, 2023, at 9:30 AM ET. www.howmet.com
- Illinois Tool Works Inc., Glenview, IL, USA, will hold its Q3 2023 earnings webcast on Oct. 24, 2023 at 7 AM CDT. investor.ite.com
- MSC Industrial Supply Co., Melville, NY, USA and Davidson, NC, USA, will hold a conference call to review 2023 Q4/full year results on Oct. 25, 2023 at 8:30 AM ET. www.mscdirect.com
- Fastenal Company, Charlotte, NC, USA, will hold a conference call on Q3 results on Oct. 24, 2023, at 10 AM ET. www.nucor.com
- Stanley Black & Decker, New Britain, CT, USA, will webcast a Q3 2023 earnings conference call on Oct. 27, 2023, at 8 AM ET. www.stanleyblackanddecker.com

“With this new building, we created a place where brilliant minds assemble and launch innovations,” the CEO of the EJOT group, Christian Kocherscheidt, emphasized at the recent ceremonial opening.

In operation, the new building is carbon-neutral. Ecology and efficiency play a central role and underline a strategic goal of EJOT to reduce the CO₂ emissions to zero by 2035. Wood is the dominating raw material for the TEC CENTER. Facade greenery, green water-retention roofs, photovoltaic and geothermic complement the integral concept. Learn more at the EJOT website. www.ejot.com
IFE Group Celebrates 120 Years of Innovation

IFE Group, with roots dating back to 1903, marks 120 years of innovation. Originating in Stockholm, Sweden, IFE's legacy includes developing the famous Penta engine and supplying Volvo cars with engines in the early days. Starting in 1982 IFE shifted focus to fluid system components. Today IFE offers the market a range of fluid system components that we developed over decades and supply to many industries.

IFE Americas USA, Brighton, MI, USA, celebrates 15 years of offering high-quality fluid systems parts with a first-class level of service. IFE thanks customers, employees and partners for all the support.

www.ife-group.com

Taiwan Fastener Showcase

The Taiwan External Trade Development Council (TAITRA), hosted a “Bolting into the Future” fastener showcase, organized by the International Trade Administration (TITA) on October 9, 2023, at the Mandalay Bay Convention Center during the IFE 2023 show in Las Vegas, NV, USA.

Taiwan Fastener Showcase: Bolting into the Future

The showcase provided insights and trends on the fastener industry in Taiwan, showcased advancements from Taiwan firms and provided a look at recent and upcoming Fastener Taiwan trade shows.

www.taitra.org.tw
www.fastenteraiwan.com.tw

Pac-West Officers & Board

Hans Fuller of Fuller Metric, Surrey, British Columbia, Canada, has been elected to serve a second year as President of the Pacific-West Fastener Association at a recent meeting of the Pac-West Board of Directors. Additionally, George Martinez of Brighton Best International, was elected as the association’s Vice President, and Ryan McCaffrey of Pacific Coast Bolt, was elected as Secretary/Treasurer. Clay Weaver of Industrial Threaded Products, will continue as Immediate Past President.

Also, Mallory Nichols of Advance Components, TJ McFarland of Goebel Fasteners, Carl Spackman of Copper State Bolt & Nut Co. and Patty Trautmann of Beawest Fasteners were elected by the Pac-West membership to serve three-year terms on the Board of Directors. Other members of the Pac-West Board are Joe Cenk of H.W. Eckhardt, Aaron Jones of Star Stainless Screw, Alfonso Ramirez of Southwest Fastener and Michael Yandoli of M & M Fasteners Supply (Valencia, CA). Thank you to retiring Board members Mark Thomas Cordova, Marisa Mudge and Ken Rosenblatt.

www.pac-west.org