

TR PRESS PACK EXHIBITION

TR FASTENINGS IS RECOGNISED THROUGHOUT
THE INDUSTRY FOR WORLD CLASS PRODUCTS
& SERVICES

WE MANUFACTURE, STOCK & DISTRIBUTE
A VAST RANGE OF INDUSTRIAL
FASTENERS & COMPONENTS

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TR Press Release

TR Fastenings Exhibiting at Durham Oktoberfest



2013



TR Fastenings will be exhibiting at Durham Oktoberfest for the second year running on the 17th October.

County Durham Oktoberfest provides a platform for engineering & manufacturing companies to promote their talent and capabilities locally, regionally and nationally.

Organised by employers for employers! County Durham Oktoberfest facilitates making new contacts, initiating new commercial prospects and provides an opportunity to meet buyers from large organisations who are looking to improve and strengthen their supply chain network.

TR Press Release

TR Exhibiting at Fastener Fair Russia



2013



Fastener Fair Russia will be held at Lenexpo Exhibition Centre in St Petersburg. The exhibition profiles industrial fasteners and fixings, construction fixings, assembly and installation systems, fastener manufacturing technology as well as storage and logistics services.

Come and visit TR at this premier event on stand 1000.

Our product range consists of Hank self clinch fasteners, Hank rivet bushes, fasteners for plastics, Binx nuts and the new K-Series Nuts and Euro Rivet Bushes as well as a huge selection of general fasteners including nuts, bolts and screws and our new range of PCB hardware and cable management products.

Product samples and literature will be available on our stand, manned by Roberto Bianchi, Managing Director of TR Sweden and Group Director of Sourcing along with his dedicated team. Dont miss out, come and visit us!

TR Press Release

TR Exhibiting at London Boat Show

2013



As a leader in fastener distribution for the Marine industry, our customers have come to depend on us as a proven source, known for exceptional quality and delivery for all of their fasteners and related components.

A massive range of standard and specialist fasteners are available in different grades of stainless steel. Engine/gearbox bolting, high tensile steel, Durlock bolts, shackle pins, tube ends for pulpits and pushpits, upholstery fixings, push buttons, tee nuts, male bigheads, screw caps, pozi caps, anti vibration mounts. Stainless steel A4 316, A2 304, silicone bronze, brass, aluminium, plastic, nylon, rubber and other non ferrous specialist materials.

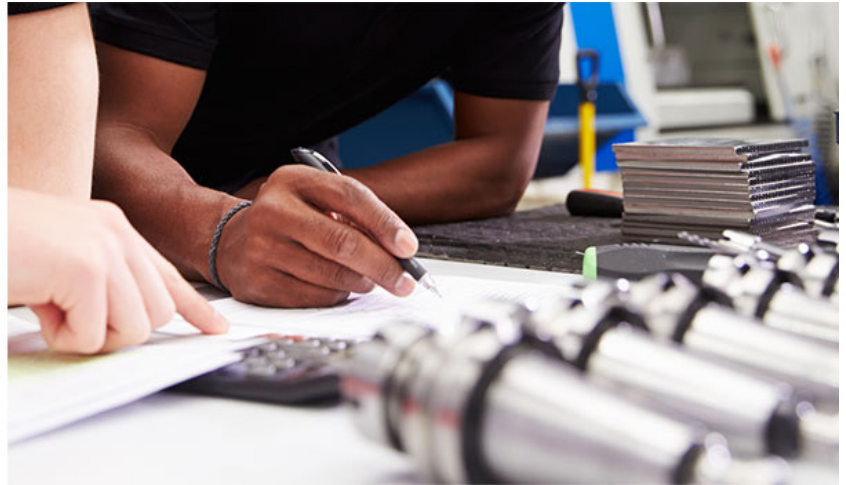
TR Press Release

TR exhibiting at Engineering Design Show
October 2013 - Ricoh Arena, Coventry



2013

Engineering
design show



TR will be presenting its capabilities at the exhibition, Jeremy Scholefield, Director of Strategic Business at TR will be showcasing our engineering and design skills that offer our customers a cradle to grave service.

TR Fastenings will be promoting its engineering and application support services along with its extensive portfolio of fasteners and fixings, including its own branded range of sheet metal fasteners and the recently launched plastics range for PCB hardware and cable management at this years Engineering Design Show.

The Engineering Design Show with its high level conference, free practical workshops and an exhibition demonstrating and promoting cutting edge technology and innovation from market-leading suppliers, provides UK design engineers with all aspects of engineering design under one roof.

TR will be presenting its capabilities at the exhibition, Jeremy Scholefield, Director of Strategic Business at TR will be showcasing our engineering and design skills that offer our customers a cradle to grave service.

TR Press Release

Subcon show a success for TR

2013



SUBCON

2013



Subcon is the premier event for all aspects of manufacturing from design and prototyping to finishing and testing.

The show was a huge success with an increase in visitors by over 60% this year. Subcon offered the opportunity to keep up to date with the latest developments, benchmark suppliers across regions and network with peers.

TR showcased its vast product range including sheet metal fasteners, inserts for plastic, self-locking fasteners, sets, bolts, studding, screws, nuts, security fasteners, blind rivets and nuts, micro diameter and now including an extensive stock of circuit board hardware, plastic rivets and screws, cable ties and accessories and spacers and pillars.

Pete Warren, Sales Development Executive from TR Fastenings who was part of the team manning the stand over the 3 days commented, *"The highlight for me was speaking to customers face to face, from shop floor staff to directors, engineers to buying officers. An enjoyable show with a real buzz."*

Thank you to all who visited TR on stand E30, we look forward to next years show.

TR Press Release

Northern Manufacturing & Electronics Exhibition success for TR Manchester



2013



Due to market demand, the organisers of the Southern Manufacturing & Electronics Exhibition took this successful format to the North of England.

The Northern Manufacturing & Electronics Exhibition took place at Event City, Manchester on 2-3rd October.

The TR Manchester team manned the stand and had a hugely successful show with many leads and enquiries gained over the 2 days. Shear-form, UK distributor for Haeger Press Machines co-exhibited with the team showcasing their range of sheet metal machinery.

Sean Cushen, Business Development Manager at TR Manchester commented, *"The show seemed to be well attended, particularly in the mornings. Some other exhibitors reported that the show was busier than Southern Manufacturing & Electronics show, despite the fact that NME was a smaller venue."*

"We received great feedback from a number of visitors that our stand looked really effective. Each member of the team worked together and chatted to visitors about the products and services supplied by TR. TR Manchester look forward to another opportunity like this in the near future."

2013



While exhibitor numbers were slightly down visitor numbers seem to have been on level with last year, certainly visitor numbers to the stand seem to have been quite high with most company information in short supply on the last day!

We tried a number of events during the show from the stand, to help encourage customers both trade and public to stay and get involved in the stand. These included a Business Support event, PIMMS reception, Leather and Lycra Charity Night and the Beautician Day. These events were all well attended and worked in relation to creating interest in stand companies and retaining customers on the stand. The Leather and Lycra event raised 3.5K and the Beautician event £60 for charities also.

The stand has drawn a number of really positive comments from the trade and customers alike, both in terms of presentation and the professional running of the facility. We had all of the UK Boat Builders come on the stand during the show and the Trade Minister visited the stand on Friday also!

TR Press Release

Elmia Subcontractor 12-15 November 2013, a continuing tradition for TR in Sweden



2013



visions
become
reality

Elmia Subcontractor

NORTHERN EUROPE'S LEADING SUBCONTRACTING TRADE SHOW

Elmia Subcontractor is Northern Europe's leading trade show for subcontractors in the manufacturing industry and their customers - a genuine specialist fair for product development and purchasing.

The fair is held annually at Elmia in Jönköping, Sweden. Every year it brings together around 1,200 exhibitors from some 30 countries. In 2012 the fair attracted more than 14,000 visitors. Elmia is a great opportunity for the industry to network and find new business opportunities, learn about innovative products or simply to be inspired. With its experience in the Swedish automotive and manufacturing industry in both standard and customer specific products, TR is well prepared to offer something for everyone.

TR Press Release

Successful Show for TR at Fastener Fair Stuttgart 2013



2013



With over 600 exhibitors from over 30 countries attending this years Fastener Fair, TR's prime objective was to stand out in the crowd by not only offering visitors an opportunity to view its complete branded product portfolio, but also to use this show to showcase and launch its new plastics product range.

TR introduced the new plastics literature and product samples to each of the distributors and end-users that visited its stand.

TR also aimed to meet and discuss opportunities with distributors in regions where it is not currently represented, by highlighting its distributor programme in story-board style it gave prospective distributors a clear overview of its distribution philosophy.

Adam John, European Distributor Sales Manager commented, *"We were conscious that our stand needed to also attract visitors from the OEM/end-user market sectors for a potentially wide cross-section of fastenings, consequently we were also displaying a number of specialist fastening products manufactured from within our own company to gain essential new sales leads and unearth potential new sales opportunities."*

"Many of our existing Master Distributors attended the show and without exception, each one was excited at the prospect of now being able to promote and sell our new plastics product range, in addition to our current branded product portfolio. A number of large-scale OEM's visited us, including key contacts from some of the worlds largest manufacturers from various industry sectors. As in previous years we were also visited by a large number of existing and prospective distributors from around the globe including Australia, America, Serbia, Latvia, Russia and of course many from throughout Europe."

"In general, overall visitor numbers throughout the show appeared higher than the previous years' Fastener Fair in Hannover and crucially "the word on the street" was that although market conditions are challenging, this years Fastener Fair had a very positive and optimistic feeling to it when talking with visitors and exhibitors alike."

TR Press Release

Shanghai CEO Summit attracts 200 strong audience

2013



The 2013 Global Fastener Industry CEO Summit, staged on the first day of the Fastener Expo Shanghai, fielded six keynote speakers and attracted an audience of more than 200 senior industry managers from the US, Canada, India and Singapore as well as China.

The summit was co-organised by Chinafastener.com and the Shanghai Fastener Industry Association at the Shanghai Grand Hyatt on the first day of the Shanghai Fastener Expo.

Opening the four-hour event, Mr Yang Junfeng, CEO of Chinafastener.com, expressed his hope that the summit would become an annual event attracting global speakers and an audience of directors and senior managers.

Jim Barker, CEO of Trifast plc focused on whether *“Customers need a solution or the product itself”* and was emphatic that *“today you cannot just supply the product to the customer drawing and walk away”*. He added, *“the demands are for a complete supply solution, requiring early involvement in the design”*. Trifast’s multinational OEM customers require *“our product on a least three continents”*, Barker said, explaining that *“while the design centres may be in America, the product may be required in Shanghai, Thailand, Houston, Czech Republic, England and Turkey”*. Logistics have to be *“inventive and efficient”*, with lead times and stock holding the responsibility of the fastener supplier, which has wide ranging implications for the management of foreign exchange and anti dumping issues. *“All very demanding”*, he reflected, and a far cry from the demands when the now global manufacturer and distributor of industrial fastenings was established in the UK forty years ago.

Executive editor of Fastener + Fixing Magazine, Phil Matten, considered what strategic branding offered Chinese fastener companies, exploring the critical importance of delivering genuine and credible brand values. He concluded with a warning that the Chinese Fastener Industry itself was a global brand and respectively suggested it needed to give greater consideration to the negative impact of the activities of a minority of fastener exporters intent on circumventing EU trade defence measures by transshipment through third countries. The surveillance systems of the EU, he emphasised, were proving increasingly effective at identifying circumvented imports and custom authorities were levying massive back duties on importers as a result. For the Chinese Fastener Industry these practices, Matten said, fueled the continued exclusion of China from legitimately supplying the EU fastener market.

TR Press Release

Shanghai CEO Summit attracts 200 strong



2013

Gian Marco Dalpane is owner and managing director of Bulloneria Emiliana Srl and current president of UDIB, the Italian association of fastener distributors. His theme, *"New media technologies applied to the Fastener Industry"* was amply illustrated by a sophisticated and highly engaging visual presentation. Mr Dalpane reflected on the deeply challenging outlook for the Italian economy, concluding that, *"in such an uncertain economic situation it is crucial to promote our products using new technologies and social media"*. UDIB, he explained, was already taking practical steps to *"upgrade our fastener system"*, working on the adoption of a unique Italian fastener bar code system to share technical information and ensure easier traceability and logistics. He envisaged the development of an international fasteners network and finished on a simple message that *"we are all sharing the same boat"*.

Mr Feng Jinyao, long servicing chairman of the China Fastener Industry Association and general manager of Shanghai SQB Automotive Fasteners, made an authoritative and passionate presentation on the current status of automotive fastener manufacturing in China, outlining a clear set of steps the industry needed to take to achieve globally comparable quality standards.

Robert Shieh, president of Brighton Best International, was equally passionate about how online trading had been the key to a sevenfold increase in his corporation's total supplied tonnage over the last four years. In the coming three year BBI projects that it will double the tonnage it sells in the USA, with the majority of that growth coming through medium and low carbon lines as well as stainless steel. The presentation went on to detail how Brighton Best International believed it had *"revolutionised the industry through web sales"*, achieving economies of scale via an in-house developed IT system that allowed the company the scalability and flexibility to adapt.

Recognising that a fastener is a commodity, and that Brighton Best was selling a product that people *"need, not want"* meant customers inevitably sought *"the highest overall value"*. For Brighton Best that meant a broad and deep inventory, competitive prices, customer service, quality products and a *"relentless focus on execution"*.

Concluding the Summit was a presentation on *"modern equipment and technology as the key to high quality and productivity in fastener production"* from Wilhelmus Romijnders, commercial director of Nedschroef Herentals N.V.. Citing detailed examples where Nedschroef multi die cold heading technology and tool design had eliminated machining and achieved significant material saving, Romijnders went on to consider the key advantages of Nedschroef's rapid changeover features and also of its bolt-formers. The ultimate goal, he said, was to achieve a new intersection between reduced operating costs and enhanced machine performance through a combination of modular, innovative and reliable machine solutions; unique features on new machines that could also be retrofitted on existing machines; tooling development and training.

The 2013 Fastener Expo Shanghai runs for three days until Saturday 22nd June at the Shanghai World Expo Exhibition & Convention Center.

Article written by Phil Matten - Executive editor of Fastener & Fixing Magazine



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