

2020/21

# Press Pack

**Our fasteners enable innovation today  
to build a better tomorrow**





<https://www.trfastenings.com/news/products>

## An increase in fastener demand to support the medical equipment manufacturing sector during the Covid-19 pandemic



**For over 25 years, TR Fastenings has been working with leading healthcare organisations and their subcontractors as a total solution provider of fasteners and cat c products. TR has geared up its capacity to support the medical technology industry during this critical time.**

By Jeremy Scholefield, Director of Strategic Business, TR Fastenings Ltd

### The current landscape

The outbreak of Covid-19, a major worldwide public health emergency, created an unprecedented demand for medical products, a situation never before experienced on this scale at any time in living memory. In response to the outbreak, the world turned to medical companies for vital help, which has galvanised the industry into action and to work in uncharted territories.

To meet the urgent global demand and to alleviate shortages, many manufacturers from outside of healthcare are now reconfiguring their business to develop and produce medical equipment and supplies.

It has been a high growth market for many years and according to the Evaluate MedTech Report produced in 2018, the global medical technology industry is expected to grow at 5.6% per year to reach worldwide sales of US\$595 billion by 20241. Covid-19 will most likely have significant influence on this forecast in the coming months. As the pandemic unfolded, the governments and public health services of England, Scotland, Wales and

Northern Ireland established several NHS Covid-19 critical care field hospitals in various locations across the UK. These temporary hospitals, named NHS Nightingale after nursing pioneer Florence Nightingale, were set up to cope with the anticipated overflow from existing hospitals. We have also seen similar actions being replicated globally.

Medical devices are playing a crucial role in the fight against Covid-19. The critical products requiring fasteners and components are:

- Respiratory support and monitoring equipment such as ventilators, which help to treat hospitalised patients.
- Personal Protective Equipment (PPE) such as face masks and protective visors.
- Diagnostic tests which identify those infected and further limit the spread of the virus.

TR Fastenings responded to the UK Government's urgent request to support the immediate needs of established medical equipment manufacturers and new companies diversifying into this sector. With technical expertise, real time inventory availability, a wide range of fasteners and an intricate global supply chain already in place, TR has been able to accelerate time to market.

### The role fasteners play in medical devices

Although fasteners are typically the smallest components in medical devices, they play an important role in the assembly, functionality and structural integrity of the device. Working directly with a knowledgeable fastener





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manufacturer early on in the design stage mitigates the possibility of a costly redesign after the product has been launched.

### The challenges of working in a changing world

TR's fast-track approach to delivering a high volume of products, often within hours, supported the sudden acceleration of customers' needs. TR worked through weekends and bank holidays to respond quickly and engage with various medical companies around the world.

The main products TR supplies are sheet metal fasteners, high grade stainless steel fastenings, plastic and rubber products plus specially manufactured parts to be used in a range of medical equipment. This includes ventilators, medical beds & furniture, ultrasound machines, medical imaging equipment, defibrillators, incubators, medical computer stands, volumetric pumps & infusion devices, vacuum extractors and many other vital pieces of medical equipment.

### New medical hardware products introduced

TR has introduced two new products to its range – the L-bow Handle and a Face Visor Kit:

#### L-bow Handle

The L-bow Handle can be retrofitted to an existing compatible door handle and allows the door to be opened "hands free" with your forearm, reducing the risk of direct contact with viruses and bacteria on the door handle. The door opener is made from plastic with stainless steel

components and works on various door types with both horizontal and vertical handles from 19mm up to 22mm diameter. Available from stock in black and to order on any other RAL colour (minimum 1000 pcs).

#### Face Visor Kit

The Face Visor Kit contains two Polypropylene clips and a 330mm elastic strap which is quick and easy to fit.

A secure, lockable and adjustable method of attaching a strap to a face visor. The kit can be manufactured in various colours. Simple finger pressure closure and release mechanism. The standard 19mm elastic strap can also be provided in a 15mm width, and 1mm increments up to 19mm.

### Application Engineering has proved to be key

In addition to choosing a high quality fastener manufacturer and distributor with a diverse product range, it is also important to work with a company that offers application engineering expertise. TR engineers are fully engaged in the design and make critical recommendations for the interface between the fastener and the medical device.

Due to Covid-19 lockdown restraints, TR engineers have fully utilised the Modern Workplace by using various methods of online virtual communication to ensure the customer receives the highest level of service and technical support.



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### The future

As the medical landscape changes, preparing for the future has never been so important. TR Fastenings is ready to meet the challenge.

Source: Market size extrapolated from EvaluateMedTech Report, World Preview 2018, Outlook to 2024 <https://www.evaluate.com/thought-leadership/medtech/evaluatemedtech-world-preview-2018-outlook-2024>





## TR Fastenings grows and invests in sheet metal portfolio



**TR Fastenings, the global specialist in the design, engineering, manufacture and distribution of high quality industrial fasteners, has made a substantial investment in its range of fasteners for sheet metal. This strategic move is in direct response to a growth in enquiries in this extensive product line, across multiple sectors.**

TR has been at the forefront of sheet metal fastening solutions for over 45 years, stocking in excess of 100,000 sheet metal products and supplying to more than 5000 companies worldwide.

This large-scale investment sees expansion of its own branded Hank® Self Clinch Fasteners, a new range of K-Series® Thin Nuts, access to a full suite of brand new resources on its already extensive website and improvements to all its sales and marketing brochures, in a move designed to provide customers with greater information and clarity.

TR's Hank® brand is highly regarded throughout the global sheet metal industries and has become synonymous with sheet metal fasteners. The brand is part of a wide-ranging product portfolio and for customers looking to press, rivet or weld during manufacturing or assembly processes; TR can supply products for a whole host of industry requirements across a wide range of applications.

To support this product focus, TR's website now provides a series of educational and informative videos to help clients

better understand which of their innovative products are best suited to their exact requirements. These helpful and explanatory animations – which also include product information and key considerations about each product – will reassure customers they are buying the correctly specified item. The videos form part of a wider revamp of the sheet metal industry section of the website, including in-depth product specification and FAQs.

Steve Wallis, Sales Office Manager at TR Fastenings, said:

*"We are particularly proud of our latest technical animations which highlight the features and benefits of the products in a way that is easy to understand. We hope it will make the decision making process smoother for customers and with our in-house quality and application engineers, and knowledgeable sales teams, we can provide a bespoke and full service for sheet metal requirements. We are confident that TR can offer a sheet metal fastening to suit just about any application."*



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# TR announces two new appointments to its Plastics and Rubber team



**International fastener specialist TR Fastenings announces two new senior UK appointments; Kevin Rogers moves into the new position of Director of Plastics and Rubber - Sourcing and Category Management, and Andrew Fletcher is named as the Director of Plastics and Rubber – Commercial and Technical.**

Kevin and Andrew will both play key strategic roles in spearheading the continued expansion of this commodity within the TR Group.

Kevin Rogers, Director of Plastics and Rubber - Sourcing and Category Management

Kevin Rogers joined TR's Global Strategic Team in 2012, and has been instrumental in growing this product range by developing the vendors that today support the huge increase in sales.

With his new focus primarily on sourcing and category management, Kevin will be fully utilising three decades of experience to find opportunities to further expand upon an already comprehensive portfolio.

Andrew Fletcher, Director of Plastics and Rubber – Commercial and Technical

Andrew Fletcher is a well-known expert in this Commodity.

Previously the Managing Director and Technical Director of Optimas Solutions - previously known as Anixter Components, Andrew's technical expertise lies in New

Product Introduction (NPI), and managing the entire process from initial inception through to final product launch.

Dan Jack, Global Sales and Commercial Director, Trifast plc commented;

*"We warmly welcome Andrew to the Team, he is a formidable asset to have on board with his deep knowledge and industry connections. Over recent years, we've developed our team and increased our knowledge to ensure we are not only keeping up to date with changing technologies but are staying ahead of the curve, and both Kevin and Andrew will be central to our on-going commitment in this area."*

*"We're proud that TR's core brand remains competitive in the market; the strength of our partnerships with companies on an engineering level enables us to react quickly to customers changing requirements. With our talented design engineers and in-house support team working closely with customers, we are hugely optimistic about the future."*



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## TR launches HUMMEL cable glands to enhance their Plastics & Rubber Hardware range

TR Fastenings announces further product expansion with the launch of a new premium range of HUMMEL cable glands, an important addition to its growing plastic & rubber hardware portfolio. This latest move confirms TR's commitment to increase their product offering to existing and new customers nationally and globally.

HUMMEL cable glands are made of the highest quality plastic, brass and stainless steel and hold all the relevant approvals for international use. This range spans across numerous industry sectors with specific products to suit their needs.

### Designed with safety in mind

Cable glands perform a number of essential roles in cable management. Designed to attach and seal the end of an electric cable, cable glands provide earthing, grounding, insulation and strain relief when connected to plugs, terminals, enclosures or electrical equipment.

They are often used outdoors or in harsh and hazardous environments where they need to contain electrical sparks or repel external contaminants such as dirt, dust, water and moisture. In addition, they prevent cables twisting, tearing and pulling to ensure continual performance and a secure connection.

### Adherence to strict specification

HUMMEL's range offers a wide choice of high specification plastic and metal materials and mounting thread types.

All products adhere to the strictest national and international specifications, for full information on all please visit the TR website.

## Cable Glands



Master Distributor  
Always supporting our distributors



Flammability rating  
of UL94 V0



NEMA & UL  
Certifications



IP68 (up to 10 bar)  
and IP69K



### Highest IP Rating

With the international Ingress Protection (IP) rating system in place, the IP rates the glands depending on their design and efficiency for different applications.

The HSK-K plastic range and HSK-M metal range meet the toughest requirements of industrial indoor and outdoor environments and provide the highest levels of IP ratings – IP68 and IP69K, compared to other competitors' product. This is mainly due to advanced seal design. The higher rated IP69K enables products to be used in conditions where equipment must be carefully sanitised such as in medical and food processing applications.

Dr. Bertram Melzig-Thiel, Vice President Product Line Cable Glands at HUMMEL commented:

*"We are pleased to be able to expand our cooperation and we are sure that we will enrich TR Fastenings' high-quality product range with our premium cable glands."*

Andrew Fletcher, Director of Plastics and Rubber (Commercial and Technical) at TR commented;

*"TR is proud to offer this latest innovative range to customers, and working with a world-class manufacturer in the connector field such as Hummel, strengthens our commitment to growing this range."*

*"This isn't a one solution fits all scenario as we've seen the cable glands market change considerably over the years, with continuous product developments to meet industry demands. We do more than just deliver products, we provide solutions and we're well poised to react quickly to this evolving market whilst remaining competitive."*





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## Cable Glands for harsh environmental conditions



**TR Fastenings have recently partnered with the world-renowned manufacturer of connection technology and electromechanical components, HUMMEL AG to launch a range of [cable gland products](#) designed to meet a variety of demanding environmental applications.**

Article originally written for MEPCA

TR Fastenings have recently partnered with the world-renowned manufacturer of connection technology and electromechanical components, HUMMEL AG to launch a range of cable gland products designed to meet a variety of demanding environmental applications.

An example of such an application is in the use of industrial level sensing equipment. Sensors for level measurement are exposed to specific and often very demanding process and environmental conditions. They must resist liquids or dust and will often come into contact with product residues such as cement, lime or flour. It is imperative these sensors must function consistently and reliably. A failure can have extremely serious consequences.

An essential feature of a cable gland is the protective seal. This includes protection against powerful water jets (protection class IP 66) or watertightness when submerged (IP 68/10 bar). A particularly important aspect for applications in the process industry is the ability to thoroughly clean down systems, components and parts. HUMMEL cable glands also offer protection against water ingress during high-pressure and steam jet cleaning (IP

69K).

The ability of the HUMMEL glands to offer this high level of ingress protection is achieved through several unique design features of the cable seal and clamping splines. A flexible overlapping feature on the clamping splines prevent the elastomer seal from being dislodged during cable installation. A circumferential form feature on the seal sits precisely in a mating groove on the gland body, thus increasing the ingress protection.

Level sensors are used worldwide in the building materials and cement industries, in metal extraction, offshore in the oil and gas industry and in the recycling industry. It is often best practice to use cable glands that also provide the best possible fire behaviour and are classified with the fire protection class V0 in accordance with UL 94. In addition, there are other important mechanical performance aspects such as vibration protection and impact resistance. For outdoor applications, UV resistance must also be considered.

The range of HUMMEL [HSK-K](#) and [HSK-M](#) cable glands now available on the TR website, are specifically designed to meet these exacting requirements.

Another very important topic is explosion protection where the equipment is to operate safely in hazardous areas and must carry relevant Ex approvals. In certain industries, such as chemicals, oil and gas, Ex approval is vital. Global suppliers of sensor solutions are required to comply with the standards for Europe (ATEX), America (FM, CSA) and Asia (IEC). HUMMEL AG products meet these standards and offer explosion protection for the types: Ex e – increased safety, Ex d – flameproof enclosure, Ex t – Dust explosion protection.



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## Cable Glands for harsh environmental conditions

Continued



TR Fastenings also offer a comprehensive range of HUMMEL Ex cable glands, designed for use on electrical equipment in hazardous areas in accordance with EN 60079-0, EN 60079-1 and EN 60079-7.

Dr. Bertram Melzig-Thiel Vice President Product Line Cable Glands at HUMMEL commented:

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Andrew Fletcher, Director of Plastics and Rubber (Commercial and Technical) at TR commented:

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For more information on the HUMMEL Cable gland products [click here](#).



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## New Range Introduction: O-Rings and Bonded Seals enhance existing product offering

# O-Rings & Bonded Seals



**TR Fastenings has a comprehensive product range, now including an extensive selection of O-Rings and Bonded Seals, echoing their commitment to the ongoing investment in components that their customers need.**

The self-centralising Bonded Seals, manufactured from a combination of zinc-plated mild steel for the washer and nitrile for the seal, are available in a wide range of both metric and British Standard Pipe (BSP) sizes. They can be used in high pressure systems to provide leakproof seals for a variety of substances, including air, water and oil.

Similarly, TR's O-Rings are available in various specifications and can be ordered in specific sizes or in multi-size kits. Manufactured from either nitrile or fluorocarbon elastomer (FKM), they are available in more than 5,000 options, including all the major size requirements in BS, Metric, Imperial, and American Imperial. Relevant approval-related grades, such as WRAS, FDA and DVGW are also available.

O-Rings from TR can also be purchased in multi-size kits, which are ideal for engineers who need a supply for fast and effective repairs and replacements. O-Ring cord is available for repairs to non-standard applications as well as for making gaskets.

TR Fastenings design, manufacture and distribute industrial and Cat C components to more than 5,000 companies around the world, operating in business sectors including light vehicle, heavy vehicle, health & home, energy, tech & infrastructure and general industrial. The company, which has 34 locations including 7 high volume manufacturing sites and 3 Technical and

Innovation Centres, maintains a strong presence in the UK, Europe, the USA and Asia. We are continually listening to our customers' requirements which enable us to offer an increasingly extensive and diverse product range.