



## TR PRESS PACK

### Press Releases

**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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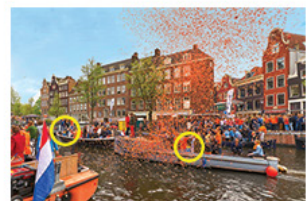
February 2020



Congratulations to Samantha Parker from Fife Fabrications who has won our annual calendar competition!

Well done Samantha, we hope you enjoy your new Ultimate Ears Boom 2 Bluetooth Speaker.

Check out the answers above to see if you managed to find where Terry Torque and Ruby Rivet were hiding too, we would like to thank everyone who took part in this years competition!



February 2020



Faltec Europe employs TR Fastenings to deliver competitive fastener supply and tooling solution

### About Faltec Europe

Faltec Europe Ltd, part of the global Faltec Group, is a world-class manufacturing company and an accredited Tier 1 supplier to the automotive sector. Faltec Europe manufacture many of the interior and exterior vehicle trim products you see every day on the most popular cars on UK roads.

Faltec's European division produces over 300 car products from front bumpers to radiator grills, roof mouldings, door mouldings, door sashes, roof finishers, weather strips and lots more.

Faltec's business model is based on being robust, flexible and adaptable to meet customers' requirements within a fast-changing market and global economy. This case study is a true demonstration of that ethos.

### Industry landscape

The automotive industry is a vital part of the UK economy. The industry has an £82 billion turnover (plus £20.2 billion value added). More than 30 vehicle manufacturers in the UK rely on a complex network of suppliers - a single car has around 30,000 parts. In the UK there are also around 2,600 component manufacturers supplying parts directly to OEMs.

The automotive industry has a traditional tiered supply chain (Tiers 1, 2 and 3, with Tier 1 feeding directly into OEMs), but some lower tiered component manufacturers, such as TR Fastenings (TRF), are challenging the existing market structure, taking a much larger role in innovation and Tier 1 production-line support.

### Project background

Faltec Europe required a bespoke fastening for a new major programme it had recently secured with a key global OEM. The trim product to be developed was an injection moulded exterior trim part for a new vehicle due for release in November 2019.

A late design change to improve the fit of the part to the vehicle required the attachment of a strengthening support via a Peel type rivet. Peel rivets are a type of blind rivet designed to offer improved support in brittle, soft or ductile materials, applicable to the vehicle trim products in this project.

Fired using bespoke tooling, the head of the Peel rivets explode and become mushroom-shaped as they enter the moulding. This



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creates a large blindside bearing surface, significantly reducing the risk of the rivet sinking into or breaking the moulding.

TR Fastenings (TR) and Faltec are both active within the North East Automotive Alliance (NEAA) network. Following a successful pitch, TR Fastenings was appointed By Faltec as the company's provider.



### Approach and solution

As a global specialist in the design, engineering, manufacture and distribution of high quality industrial and Cat C fastenings, TR was able to identify the original equipment source and submit a competitive supply solution. TR is renowned for working with clients from design table to production line to achieve innovative, effective and efficient solutions. The TR product and tooling for this project offered a robust solution and would guarantee efficient production - this secured the initial business.

Not only could TR provide the specific fastener solution, but in this instance, it was also able to supply bespoke tooling compatible for the fastener. The tooling required a bespoke rivet gun that would not only automatically fire the rivets into the moulding to be joined, but also have capability to apply rivets in a fast production environment.

### Project challenges

Timescales were challenging for both parties but with close co-operation qualified parts were supplied along with tooling for development and ongoing production, both being delivered on time. Not only did TRF have to supply production intent rivets in a short timescale but also the gun was ordered late due to last-minute design changes, requiring 24 hour delivery.

The late design change by the OEM required special rapid response by TR and Faltec. TR was able to take the lead on supplying fast-production intent rivets and tooling in a very short period.

Greg Lynch, Automotive Business Development Manager at TR said, *"Perhaps the biggest challenge came with technical advice and training. TR had to ensure correct and safe operation of the rivet gun. Due to its bespoke nature, Faltec staff responsible for the operation had no experience in the use of this particular tool and engineering."*

Greg further explained that when Faltec first tried the application they thought it had failed. However, once it had been confirmed that the rivet was in fact the correct specification, it was understood that perhaps further assistance would be required in how to use the tool and rivets in a fast production environment.

TR's Quality Manager, Dave Fearon, visited Faltec at the production facility to help lay out the process and demonstrate how to use the Rivet tool in a safe manner. It was acknowledged that without correct use, the application could have been dangerous to operators.

# TR Press Release

## TR Fastenings provides bespoke fastening solution to leading Tier 1 automotive company (Cont...)



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As full service was of the utmost importance to TR their engineers visited Faltec several times, initially to explain how the Rivet gun would operate, but then to train staff in appropriate use and safety.

TR provided ongoing support throughout the initial trial phase and was asked to assist in technical evaluation ready for onsite production at Faltec. This project is indicative of TR's service which goes far beyond product supply and applications.

### Project outcomes and advantages

Following success with this project, TR has been nominated to supply serial production, cementing its ongoing relationship with Faltec.

### Outcomes and advantages of the project included:

- Parts and tooling were delivered on specification and on time given challenging timescales
- Due to TR's extensive capability, it was able to offer Faltec additional product tooling over and above the initial bespoke fastening RFQ
- TR provided ongoing project support ensuring onsite production timescales were met
- The successful project has resulted in ongoing work for TR for the supply of serial production for a further three years

	
<p><i>"TR Fastenings want to be the first point of contact for Faltec's ongoing fastener requirements and business development, so providing a first-class service and gaining trust from Faltec Europe was of paramount importance to us. Being an active member of the NEAA has enabled good business networking opportunities with new and existing customers."</i></p> <p><b>Greg Lynch, Automotive Business Development Manager</b></p>	<p><i>"Following late design changes on a project, Faltec Europe was faced with a challenging timeline to find a solution. We contacted TR for their input and support, which proved invaluable. TR quickly offered a product that met the design requirements and they also suggested solutions on the assembly equipment that could be used, speeding up our process development. The final result was a change delivered on time and on budget."</i></p> <p><b>Wayne Turnbull, Senior Manager</b></p>

March 2020



## International Women's Day

IWD 2020 is being celebrated across the world today, March 8th 2020 and TR is marking the occasion by sharing latest information on our female apprentices across our UK locations.

Our apprentices make a huge impact on TR, at all levels of the business. We are immensely proud of their achievements and commitment to the company.

We currently have four female apprentices:

- Shani Coker – Administration Apprentice, Uckfield
- Lydia Ball - HR Apprentice, Uckfield
- Emily Cowens – Business Apprentice, North East
- Emily Haigh – Warehouse Apprentice, North East

We are also proud to have five out of seven of our UK locations headed up by females!

### Q&A with our Apprentices

#### Shani Coker, Uckfield

*"The best part of my role is the variety of work I do here at TR, every day brings something different. I am looking forward to progressing within the company and to developing my skills further by learning new things. This is an exciting opportunity for me."*

[Click here](#) to read more about Shani and her Apprenticeship at TR.

#### Emily Cowens, North East

"I love working at TR, I would say my greatest achievement is that I am the main point of contact for our kitting companies, which I am really proud of, as I have full control of checking what is going out to them on a weekly basis and what we are receiving back. Another achievement is that I have never had a sickness day in the full year and 7 months that I have worked here."

[Click here](#) to read more about Emily and her Apprenticeship at TR.

Interested in finding out more about an Apprenticeship with TR? Visit our [Careers](#) pages.

May 2020



Chris Black, Director of Automotive Business Development at TR Fastenings has been invited to be the industrial lead for the new Trade Working Group set up by the North East Automotive Alliance (NEAA), the largest and fastest growing organisation of its kind in Europe.

This recently launched trade group is a key part of the NEAA's 5 year strategy to better understand and support the trade activity of its members. With over 35 years of industry experience and an active alliance member, Chris Black is well placed to share latest insights, best practices and successes achieved through his global leadership position with international specialist TR Fastenings.

Founded in 2015, the NEAA is an industry-led automotive cluster which aims to be at the forefront of the Government's strategy to progress automotive technologies within the UK. The north east produces 30% of all UK passenger vehicles, which includes 20% of all electric vehicles across Europe and 10% of all UK non-highway vehicles per year. The region has firmly established itself as the leading UK location for battery manufacturing and is now the world leader in power electronics, motors and drives. It is home to a globally competitive supply chain which consists of 31 tier 1 suppliers and a host of specialist SMEs, R&D centres and a strong support network.

Chris Black feels passionately about his involvement with the NEAA; *"Since joining the alliance five years ago, I've been actively involved attending meetings, events and providing guidance, whilst also encouraging collaboration between members. The alliance has grown significantly during this time which reflects the buoyancy in this sector and a need for a trade support mechanism for members."*

*"TR has a vast global footprint which continues to expand and by sharing our experiences with fellow members, we can help to find solutions to the challenges of growing overseas such as investment, recruitment and securing new business."*

*"This trade group brings together ambitious companies looking to scale up, within the UK and abroad, and I am truly delighted to be working with Rohan Kohli at the NEAA to support this new initiative."*

**The NEAA Trade Group meetings are held quarterly with the first meeting hosted in November 2019 at the Port of Tyne in South Shields.**

June 2020

TR Formac, part of Trifast plc with corporate world headquarters in East Sussex, U.K. has expanded its global presence by moving into larger premises in Prawet, Bangkok, in response to strong growth across Asia and winning new business from global OEMs. The new facility provides around 3000 sq. ft. of space enabling the company to trade more efficiently and to help further strengthen its position in the growing EV market.

Operations in Thailand are headed up by Country Manager David Ng, a knowledgeable and well connected individual who has witnessed the fast development of the automotive sector across the country. Chris Black, Global Director of Automotive Business Development, will be supporting David and the TR Formac team to increase their market share of the Automotive EV sector, sharing his experience and knowledge with the Thailand team.



David commented; *"There are huge growth opportunities in Thailand with key focuses on technology and innovation of electric vehicles. With this in mind, and to collaborate with other companies, we decided to join the Electric Vehicle Association of Thailand (EVAT) which the Thai government was instrumental in launching.*

*"There are three phases involving intensive R&D to enable the production of 1.2 million units by 2036 and 690 EV smart charging stations. All types of electrified vehicles are on the agenda; battery, hybrid, plug-in and fuel cell. Moving into bigger premises facilitates our continued growth; it's a key part of our strategic business development initiative to move us forwards."*

The Electric Vehicle Association of Thailand (EVAT) was set up in 2015 by individuals from the private and public sectors to promote and support industrial manufacturing, research and development, and EV usage in Thailand. There has been strong recognition within the country, specifically at government level, to strengthen knowledge and global competitiveness of Thailand as an EV manufacturer. Supported by the Ministry of Energy and the Energy Regulatory Commission, the EVAT enables members to exchange information and initiate changes towards a low-carbon transport community.

TR's manufacturing capacity in Malaysia, Singapore and Taiwan totals over 359,000 sq. ft. of factory space producing 525 million components per month. Thailand is the 13th largest automotive parts exporter and the sixth largest commercial vehicle manufacturer in the world with aims to become one of the top performers in the global automotive market.<sup>1</sup>

TR Formac is recognised throughout the industry for world-class products and services, manufacturing and distributing a huge range of industrial fasteners and associated components. PSEP (Power Steel & Electro-Plating) in Malaysia was acquired in 2011 and the Thailand office opened in 2013.

*Source: 1 ASEAN (Association of Southeast Asian Nations) briefing online report 2018*



June 2020



For over 45 years TR Fastenings' UK manufacturing plant in East Sussex has produced millions of products, including its own highly regarded Hank® brand.

The current purpose built factory which opened in 1992 houses 50 single and multi-spindle machines and produces 3 million parts each month. The multi-spindle machines can form, turn, drill, knurl and part off a steel component in as little as 1.2 seconds.

In an era where manufacturing is usually focused in the Far East, TR Fastenings is proud to have retained their manufacturing unit in the UK to maintain a competitive advantage through greater flexibility with pricing, volumes and short lead times. Additionally, sourcing raw materials locally allows faster production times to meet customer demands.

As the only producer of the genuine Hank® Rivet Bush, the site also manufactures the K-Series® nuts as well as bespoke items in aluminium, brass, stainless and steel. The diverse range of machines enables TR to produce products as small as M2 and as large as M36, which are used across a host of industry sectors.

Looking to the future, the TR Fastenings UK manufacturing plant will continue to make the product it is famous for – the Hank® Rivet Bush. As well as the design and manufacture of new products, such as the recently introduced K-Series® Thin Nuts, TR will continue to work with customers with any application requirements and manufacturing bespoke parts, when required.

Simon Lockyear, Production Manager, who has worked for TR Fastenings for the last 37 years comments: *'The company is proud of its factory, the quality of the products we produce and the loyal and skilled workforce. In a day of dominant foreign imports, it is a breath of fresh air to have a UK producer holding its own in a very competitive market place.'*

July 2020



The outbreak of the Covid-19 pandemic created a surge in global demand for medical equipment, with the subsequent knock-on effect of a huge demand for sheet metal fasteners, specifically for those companies producing essential equipment, including ventilators. International specialist TR Fastenings focused on being as responsive as possible to meet this demand and is now further investing in its sheet metal range to accelerate growth of this product portfolio.

TR has been leading the sheet metal fastening industry for over 45 years, providing products to more than 5,000 global customers from 32 business locations in 18 countries. TR's ability to move with the times and adopting a fast track approach has firmly positioned the company as a market leader; an internationally respected manufacturer who is flexible enough to continually adapt its range and stay ahead of the competition.

This latest investment sees expansion of its own highly regarded Hank® Self Clinch Fasteners and the launch of a new range of K-Series® Thin Nuts. TR's own facility in the UK can manufacture as small as M2 and as large as M36 which are used across a wide range of industry sectors.

TR has a robust business model for large OEM's and SME's and competitive advantage is achieved through flexible pricing, volumes and short lead times with the capability to source raw materials locally, allowing faster production times to meet demand.

There are many application challenges within the sheet metal industries and TR can offer fastener testing capabilities across mechanical, dimensional, installation, and plating and finishes. TR supplies sheet metal products for pressing, riveting or welding during manufacturing or assembly processes.

### **TR's website leads the way in showcasing sheet metal fastening solutions**

TR's industry leading website now further enriches the customer journey by showcasing the very latest information on sheet metal fasteners with technical, explanatory animations and visualisation tools showing how products can be installed.

The videos and enhanced online resources provide key insights including detailed product specifications such as dimensions, materials and performance guides, FAQs, spotlight pieces and customer feedback supported by global sales and marketing activity.

Steve Wallis, Sales Office Manager at TR Fastenings, said: *"The recent pace of change across the industry has been unprecedented and TR has been able to utilise years of experience to adapt to this. Customers are looking for higher quality and smarter application-based sheet metal fasteners, and selecting and installing the right fastener, within tight timeframes, is a challenge.*

*"This is where TR's global teams can add real value, from our knowledgeable customer services assisting with product suitability through to our expert quality and application engineers providing guidance from early design through to specification and manufacturing."*



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