

Fastener NEWS REPORT

GLOBAL BUSINESS & MARKET INFORMATION

February 15, 2016
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INSIDE THIS ISSUE

Joe Greenslade Receives ASTM Award	2
WAFIOS & EWMenn Merger.....	2
Berkshire Hathaway's PCC Acquisition	3
FIC to Select Hall of Fame Inductees	4
Industry 4.0 Implementation Roadmap	4
IFI Technology Connection™ Adds Tools.....	5
NAM's "Power of Small" Campaign.....	5
Industrybuying.com Partners with Grainger..	6
Fastener Distributor Index Drops to 45.6	7
International Auto Markets Report.....	7
Sales, Income & Dividends Numbers.....	7
Fastener Zone Added to wire China 2016	8

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ITW to Acquire EF&C Business from ZF TRW

Illinois Tool Works Inc. (ITW), Glenview, IL, USA, announced that it has reached a definitive agreement to acquire the **Engineered Fasteners and Components (EF&C)** business from **ZF TRW**, Livonia, MI, USA, the Active and Passive Safety Division of **ZF Friedrichshafen AG**, for approximately US\$450 million. EF&C, a leading global supplier of engineered fastening systems and interior technical components to the automotive OEM market, generated revenues of approximately US\$470 million in 2015. Headquartered in Germany, the company operates 13 manufacturing facilities globally and employs approximately 3500 people.

"The Engineered Fasteners and Components business will be a highly complementary addition to ITW's automotive OEM segment that will broaden our ability to serve our customers and further expand our long-term organic growth potential," said ITW Executive Vice President, **Sundaram Nagarajan**. "In addition, we believe there will be significant opportunity to enhance the performance of the business through the application of ITW's 80/20 business process."

"ZF TRW's Engineered Fasteners and Components business is a well known and respected manufacturer of highly-engineered fasteners and components serving leading automotive manufacturers in all major regions," said **Franz Kleiner**, ZF TRW CEO and ZF Board of Management Member. "We are fortunate to be selling this business to a highly respected expert in the development and supply of fasteners/components that is seeking to grow its global business."

ITW plans to fund a majority of the purchase with nonUSA cash. Including all acquisition related noncash costs, ITW expects the acquisition to be slightly accretive to earnings per share in the first 12 months and to generate long-term returns on invested capital at or above the company's 20%-plus target. The transaction is expected to close in the first half of 2016. www.itw.com ■

Bulten Awarded FSP Fastener Contract from Chinese Automotive Manufacturer

Bulten AB, Gothenburg, Sweden, has been awarded a new FSP (Full Service Provider) contract for the supply of fasteners to a Chinese automotive manufacturer. Total order value over two years initially, is about SEK 60 million. The deliveries will start and ramp up during 2017 and are expected to reach full volumes in 2018.

"An important part of our strategy for organic growth is to expand on growth markets. The fact that we have signed a contract with a new customer in China is very pleasing and means that we are advancing our position on the Chinese market," said **Tommy Andersson**, President and CEO of Bulten.

The technical competency within Bulten, along with many years of experience of successfully supplying complex and critical fasteners to the automotive industry, were the main contributors in winning this contract.

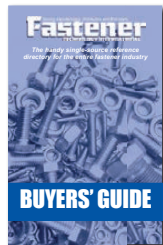
Bulten AB is one of the leading suppliers of fasteners to the international automotive industry. The company's product range includes everything from customer-specific standard products to specialist, customized fasteners. www.bulten.com ■

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February 15, 2016

Notebook

Joe Greenslade Receives ASTM Award

Joe Greenslade, former Director of Engineering Technology at the **Industrial Fasteners Institute (IFI)**, Independence, OH, USA, has received the Fred F. Weingruber Award from **ASTM International Committee F16 on Fasteners**, W. Conshohocken, PA, USA.

The ASTM committee noted, "Greenslade's leadership and dedication have helped make F16 a premier body for fastener standards." An ASTM member since 1994, Greenslade works on multiple F16 subcommittees as well as on Committee B08 on Metallic and Inorganic Coatings. Greenslade assumed his role at the Industrial Fasteners Institute in 2007. Prior to that he was President of **Greenslade & Co. Inc.**, Fort Worth, TX, USA. He mainly specializes in mechanical fastener design, applications, manufacturing and quality, and holds 13 USA patents.

Greenslade is a member of the **American Society of Mechanical Engineers**, the IFI, the **International Organization for Standardization**, the **Research Council on Structural Connections** and **SAE International**.

www.astm.org

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Lawson names Matthew Brown VP; Will report results

Lawson Products, Inc., Chicago, IL, USA, a distributor of MRO products and services, has announced the appointment of Matthew Brown as VP of Field Sales, reporting to President/CEO, Michael DeCata. Brown will set strategy and oversee the field sales team with regional sales directors reporting to him.

Brown has nearly 30 years of sales experience. He has been serving as Senior Director of Sales and previously held the role of Senior Director of Sales for Kent Automotive, a brand of Lawson Products. Brown joined Lawson Products as a Regional Manager for Kent Automotive in 2001 as part of an acquisition.

Lawson will also report results for



Q4 and full-year 2015 on February 18, 2016, pre-market. The company will hold a conference call to review fourth quarter and year-end results beginning at 9 AM ET.

www.lawsonproducts.com

TR Fastenings launches new website

Leading global manufacturer and supplier of industrial components, TR Fastenings, of the UK, has launched its new website (listed below) designed to be the ultimate go-to resource for engineers, designers and buyers, with improved navigation and functionality throughout.

With annual output of more than 50 billion components, TR supplies to a wide range of industries, from automotive, electronics, telecoms and domestic appliances to marine, audio, petrochemical and general

WAFIOS & EWMenn Merger— Several Times Stronger

WAFIOS Umformtechnik GmbH, Wuppertal, Germany, has taken over **EWMenn GmbH & Co. KG**, Hilchenbach, Germany. Both companies manufacture machines for the fastener industry and thus complement each other synergistically. Through the merger, WAFIOS Umformtechnik becomes one of the most capable providers of cold forming systems solutions. **Sven Nieper**, spokesman for WAFIOS Umformtechnik company management, said, "We are pleased about this merger as EWMenn GmbH ideally complements our product range. With the know-how, the expertise and the technical solutions of EWMenn, we will become the most comprehensive supplier in the cold forming industry, and will also now assume technical leadership in the field of thread rolling." EWMenn is acknowledged as the leading company technically for thread rolling machines on which screws and other fasteners with threads and similar round profiles are produced. The range of products focused on this specialist area complements the wide equipment portfolio of WAFIOS Umformtechnik. As a consequence, WAFIOS can expand its market position worldwide and now has available, in addition

to the renowned machine brands **HILGELAND**, **NUTAP**, **KIESERLING** and **HILGELAND** rolling dies, another strong brand from the field of machine construction.

wire 2016 in Düsseldorf, Germany, has become a fixed date in the calendar for experts in the field of forming technology. Also for this year's event, WAFIOS Umformtechnik, inclusive EWMenn, once again promises visitors from all around the world interesting presentations and innovative technologies. We are looking forward to your visit at the show in Hall 10 Booth 10F40 and Hall 15 Booth 15B06 (Rolling Dies).

www.wafios-umformtechnik.com



Ernst W. Menn, Managing Director (left) and Sven Nieper, CEO of WAFIOS Umformtechnik (right).

February 15, 2016

industrial. The new website features an on-line catalog of over 40,000 products for use in all sectors, from TR's own branded range of fasteners including Hank self-clinch fasteners and rivet bushes, self-locking nuts, inserts and screws for plastic, blind rivets and rivet nuts, plastic fasteners and cable management products to screws, nuts, washers and specially manufactured parts.

Users search for the product or product range required using any number of search terms and choose from a range of items available and related technical information. Once the product and size needed are selected, users can view, send or download a dynamically generated 2D drawing for the part that includes all related dimensional data, download the related 3D model in a number of formats and save the part to the enquiry basket.

www.trfastenings.com

CMG opens new Sales & Application Center



Continental Midland Group (CMG), Park Forest, IL, USA, has announced the opening of a new Sales and Application Engineering Center located in Southfield MI, USA. The new Engineering Application Center will include on-site application engineers, lean product assembly experts and fully stocked samples for testing as well as ap-

plication development.

Phil Johnson, President and CEO stated, "The expansion of our business into this application engineering center will help improve our speed to market with safety and application engineered products. We are excited to partner with our customers and local universities on products and services that provide total enterprise savings."

CMG also announces its rebranding effort. The rebranding of the company is a very important step in communicating our new direction to our employees, customers and supply partners. Our rebranding effort includes a new logo. The new logo will help our customers and partners recognize CMG as a company with a long-standing history in safety, critical fastener products and application solutions. The company said it will continue to leverage its 100+ year history, proud heritage, strong brands and application engineering solutions.

www.contmidgroup.com

Brad Burel to Sales Manager at Advance Components

Dallas, TX, USA-based Advance Components has promoted Brad Burel to National Sales Manager. For the past five years, Burel has been the Regional Sales Manager working with customers in the southwest and western areas of the country. He also served as Advance's Regional Account Manager in inside sales. He will continue to offer customers value-added solutions and technical support while furthering Advance's sales, marketing and business development initiatives.

"Brad has a proven record of facilitating long-term business relationships with customers and



Brad Burel

Notebook

Berkshire Hathaway Completes Acquisition of Precision Castparts Corp.

Berkshire Hathaway Inc., Omaha, NB, USA, and Precision Castparts Corp. (PCC), Portland, OR, USA, have announced the

BERKSHIRE HATHAWAY INC.

completion of the acquisition of PCC for US\$235 per share in an all-cash transaction valued at US\$37.2 billion including outstanding PCC net debt.

PCC is now a wholly-owned subsidiary of Berkshire. PCC's headquarters remain in Portland, and the company continues to be led by Mark Donegan.

www.berkshirehathaway.com

KLX Inc. to Buy Stock in Repurchase Program

KLX Inc., Wellington, FL, USA, a distributor and value-added service provider of aerospace fasteners and consumables, and a provider of services and products to the oil and gas industry, plans to repurchase up to US\$100 million of its common stock under its previously authorized US\$250 million share repurchase program.

Repurchases will be made in open market or privately negotiated transactions.

www.klx.com



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www.jackieventura.com



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www.ndindustries.com

February 15, 2016

Notebook

NIFMSE Taps FIC to Select Hall of Fame Inductees

The National Industrial Fastener and Mill Supply Expo (NIFMSE) has announced a



partnership with the **Fastener Industry Coalition (FIC)** to select future inductees into its annual Hall of Fame. The FIC said it is excited that show owner **Emerald Expositions** has reached out to the FIC, which is comprised of fastener associations from across the USA. FIC board members will review

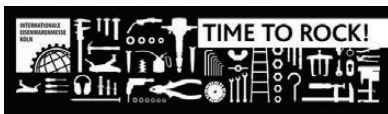


all nominations and select the 2016 Hall of Fame inductee. Nominations are now open and entry forms are due February 28, 2016.

www.fastenershow.com/prod/wp-content/uploads/2016/01/HOF-Nomination-Form.pdf
www.fastenercoalition.org

Hardware in Germany

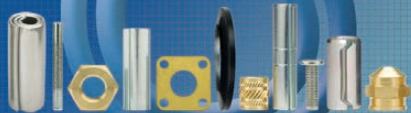
From March 6 to 8, 2016, decision-makers, manufacturers and trade visitors from all over the world will meet in the exhibition halls of Koelnmesse in Germany for the *Eisenwarenmessen International Hardware Fair Cologne*.



www.eisenwarenmesse.com

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www.SPIROL.com

Industry 4.0 Implementation Roadmap Published in Germany by DIN & DKE

Standards are essential for the successful implementation of Industry 4.0. They provide a common language for ensuring the reliable and efficient interaction of very different systems. Existing standards that lay down this common language, and the need for new standards, are presented in the updated version of the German Standardization Roadmap on Industry 4.0, recently published by **DIN** and **DKE**. Many core recommendations made in the first version have already been implemented. This second version focuses on human-machine interaction in Industry 4.0, communications and IT security.



"The Roadmap is a 'living' document that will be regularly revised to reflect the current situation as needed," said **Dr. Günter Hörcher**, Head of the DIN/DKE working group, Standardization Roadmap Industry 4.0, and Head of **Research Strategy at the Fraunhofer Institute for Manufacturing Engineering and Automation IPA**.

The German version of the Roadmap is available at:
www.din.de/go/roadmapindustrie40

The English version of the Roadmap is available at:
www.din.de/go/roadmapindustrie40-en

www.din.de

suppliers," said Advance President, Gary Cravens. "His strengths are an asset that compliment our mission to be industry's premier resource for specialty fastening solutions."

www.advancecomponents.com

Pac-West launches regional networking events

The Pacific-West Fastener Association (Pac-West) launched a new series of regional events on January 14, 2016, in Seattle, WA, USA, called *Pac-West After Hours*.

Pac-West says you can network just about anywhere—at a trade show, sales call, even where you work. The catch is that while all of these locations may be full of people who would make a great addition to your professional network, these are not times and places that are optimized for networking.

Pac-West After Hours gives people in the fastener industry a chance to meet their peers and expand their professional networks. And there's no charge to attend.

Nearly 50 people attended the first event in Seattle, which took place at Via Tribunali in the trendy Georgetown neighborhood. Pac-West owes a debt of gratitude to Rick and Jill Peterson of All-West

Components and Fasteners for organizing the event and hosting food and beverages.

The next *Pac-West After Hours* is scheduled for April 7, 2016, at Faultline Brewing Company in Sunnyvale, CA, USA.

www.pac-west.org

Prospect Fastener launches e-commerce website

Wauconda, IL, USA-based Prospect Fastener has launched an e-commerce website (seen below) to give customers easier, faster service and delivery of the items they need.

"It is our goal to get products to our customers how they want them and when they want them," said Rich Pratt, Jr., V.P. Quality Assurance for Prospect Fastener. "We have promised our customers a transparent pipeline of value. This is it."

The new e-commerce site provides direct access to products and information much more efficiently.

www.prospectfastener.com

Upcoming ALMA Events

The Aircraft Locknut Manufacturers Association® (ALMA), Wayne, PA, USA, will hold the ALMA Technical



Fastener
NEWS REPORT

NAM Launches "Power of Small" Campaign

The **National Association of Manufacturers (NAM)**, Washington, DC, USA, recently kicked off its "Power of Small" campaign



during the 2016 State of Manufacturing Tour's final stop in Baltimore, MD, USA. The "Power of Small" campaign highlights the critical role small and medium-sized manufacturers play in fueling the sector as well as their importance to the broader USA economy. More than 85% of the NAM's 14,000 manufacturers are small and medium-sized businesses. The event was held at **Marlin Steel Wire Products**, in downtown Baltimore.

"America was made great by small manufacturers with big dreams," said NAM President and CEO, **Jay Timmons**. "Our success as a country depends on these companies. It also depends on our ability to speak out together as a united voice for the priori-

ties and policies that allow us to thrive and create jobs. That's what we do at the NAM. And that's the power of small."

"Across this country, small manufacturers not only offer incredible opportunities for the families in their communities, but they also have a global impact," said **Neenah Enterprises, Inc.**, President/CEO and NAM Small/Medium Manufacturers Group Chair, **Tom Riordan**. "Small and medium-sized manufacturers drive industry that drives America's economy."

"The vast majority of manufacturers in the United States are small businesses, many of which continue to thrive domestically while competing globally," said **Marlin Steel Wire Products**, President and Owner, and NAM Small and Medium Manufacturers Group Vice Chair, **Drew Greenblatt**.

www.nam.org

Notebook

IFI Technology Connection™ Adds Two New Search Tools

The **Industrial Fasteners Institute (IFI)**, Independence, OH,



USA, has added

two new search tools for finding crucial fastener data quicker and easier. In the past, to locate only the thread sizes for a part or only the material strength of a given fastener, the IFI Technology Connection user used the product search tool to look up an entire product description to find the desired info. Now there are independent search tools for finding thread sizes and strength information. Existing subscribers can try these new search tools immediately. For nonsubscribers, a free 60-day trial is available.

www.indfast.org

MWFA 70 Year Anniversary & Scholarships Awards Event

The **Mid-West Fastener Association (MWFA)**, Lake Zurich, IL,

USA, will hold its 70th Anniversary



Celebration and scholarship awards dinner on October 6, 2016, at the Brookfield Zoo.

This elegant and unique event will include cocktails and appetizers in one area of the zoo, then a ride in the Zoo Limo to another special area for dinner.

www.mwfa.net

Committee Meeting, April 12, 2016, at the Long Beach Marriott, Long Beach, CA, USA, and the ALMA Board of Directors Meeting on April 12, 2016, at the Long Beach Marriott.

www.almanet.org

Brighton-Best International promotes Jessie Portillo

Brighton-Best International (BBI), Long Beach, CA, USA, has announced the promotion of Jessie Portillo to the



position of Branch Manager for the Los Angeles and San Francisco, CA, USA, locations. Portillo has a proven track record in sales and management and is ready to serve BBI customers in her new position.

www.brightonbest.com

Record sales for Bossard

The Bossard Group took another step forward in its growth strategy in the 2015 fiscal year. Despite the renewed appreciation of the Swiss franc, Bossard's net sales rose by 6.2% to CHF 656.3 million, boosting revenues to their highest level ever. A significant portion of this growth

Fastener
NEWS REPORT

came from the acquisitions that Bossard carried out in 2014 and 2015. These transactions enabled the Group to solidify its market position decisively in the USA, Scandinavia, Italy and France.

In its American business, Bossard grew thanks to the acquisition of Aero-Space Southwest, Inc. With this acquisition, the Group solidified its presence in key industrial locations in California and Arizona in the USA, and in Mexico.

www.bossard.com

NORMA Group to reduce CO₂ & Water Consumption

NORMA Group, Maintal, Germany, has set binding environmental targets for its global production sites. Carbon emissions are to be reduced by 9% and water consumption by 6% by 2018. Also, all plants are to be certified to the international environmental standard *ISO 14001* by the end of 2016. The goals have been defined in the Corporate Responsibility Roadmap for 2018, which was published earlier this year.

www.normagroup.com



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WWW.NATIONALMACHINERY.COM

February 15, 2016

Notebook

Industrybuying.com Partners with Grainger to Expand Product Line

The New Delhi B2B e-commerce marketplace, called, **Industrybuying.com**, has allied with **Grainger Inc.**, a USA-based industrial supply company, to expand its product catalog. As a result, Industrybuying.com anticipates augmenting its product offering and brands that are otherwise inaccessible to Indian customers. Grainger aims at expanding globally and its growth to be led by its e-commerce arm.

www.industrybuying.com
www.grainger.com

Anchor Design Calculation Software from INDEX

INDEX Fixing Systems, manufacturer and industrial supplier of anchor systems, is offering its consumers two calculation software systems. INDEXcal has been designed in the framework of the European Consortium of Anchor Producers (ECAP). The software facilitates those anchors of the general catalog appropriate for fixing in a specific case. INDEX-mor allows you to calculate the number of chemical cartridges needed to install a certain number of anchors on solid material.

www.indexfix.com



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Fastener Distributor Index (FDI) Decreases to 45.6

FASTENER DISTRIBUTION AT A GLANCE								
January 2015								
	Index Values						Dec.-->Jan.	
	Jan.	Dec.	Nov.	Oct.	Sep.	Aug.	Change	Direction
PMI (Manufacturing Sector)	48.2	48.0	48.4	49.4	50.0	51.0	0.2	Declining
FDI (Fastener Sector)	50.4	49.4	46.2	49.6	44.6	45.5	1.1	Growing
FDI (Seasonally Adjusted)	45.6	50.6	47.5	50.1	48.1	47.5	(5.0)	Declining
Sales (SA)	36.6	50.4	37.0	48.3	34.9	45.8	(13.8)	Declining
(Other Metrics; NSA)								
Employment	46.4	48.8	50.0	53.1	48.7	52.3	(2.3)	Declining
Supplier Deliveries	55.4	55.0	59.1	51.6	56.4	56.8	0.4	Slowing
Respondent Inventories	69.6	68.8	68.2	65.6	67.9	70.5	0.9	Too High
Customer Inventories	50.0	50.0	45.5	42.2	43.6	29.5	0.0	Too Low
Pricing, month-to-month	48.2	45.0	42.4	43.8	44.9	45.5	3.2	Lower
Pricing, year-to-year	41.1	50.0	48.5	53.1	51.3	54.5	(8.9)	Lower
	Higher Same Lower							
6-Month Outlook - Jan.	18%	39%	43%					

FDI and Pricing are diffusion indexes. At 50, the performance of the category listed met expectations. A reading above 50 suggests the category outperformed expectations, while a reading below 50 suggests the category underperformed expectations.

Source: BB&TCM, FCH Sourcing Network, Institute for Supply Management

Eric Dudas of FCH Sourcing Network, reports, "The Index took a hit during the month, which was widely expected by many industry operators. The FDI dropped to 45.6 in January versus 50.8 in December, seasonally adjusted. Please tune in to the analysis of the FDI and respondent comments on **Fully Threaded Radio 102**, found at www.fullythreaded.com, with **Mike McNulty** and **Bob Baer**, coming 2/18/16."

About the Fastener Distributor Index (FDI): The FDI is a monthly survey of North American fastener distributors, conducted by **BB&T Capital Markets** with the **FCH Sourcing Network** and the **National Fastener Distributors Association (NFDA)**. It offers insights into current industry trends/



outlooks. As a diffusion index, figures above 50 signal strength, while readings below 50 signal weakness. Visit www.fdisurvey.com to participate in the process.

www.bbandtcm.com
www.fastenersclearinghouse.com
www.nfda-fastener.org

SFS Group sees decline in year-over-year sales

SFS Group AG of Switzerland, generated consolidated sales of CHF 1376 million in the 2015 financial year, which corresponds to a decline of 0.5% from the previous financial year.

The company's reported sales were diminished by the surge in value of the Swiss franc. Factoring out the effect of exchange rate movements, sales growth amounted to a pleasing 4.6%, to which all segments contributed.

Additionally, changes in the scope of consolidation had a positive effect of 2.1%. Compared to

the first half of 2015, sales grew by 5.3% to CHF 705.9 million in the second half.

www.sfsintec.biz

Hilti posts 5.8% growth in local currencies

Sales that have been generated by the Hilti Group, Schaan, FL, USA, in 2015 have grown in-line with the company's expectations. While sales in local currencies were increased by 5.8%, sales in Swiss Francs remained 2.5% below the level of the previous year.

Sales have risen substantially by 10.2% in North America with the



Sales & Net Income Table

Company	Sales	%Δ	Net Income (Net Loss)	%Δ
Anixter	1836	26	5.5	-85
Applied Industrial Technologies	610	-12	24	-19
Carpenter Technology	444	-19	12	-52
Fastenal	3869	3.6	516	4.5
Grainger	2478	-1.3	145	-2.4
Illinois Tool Works	3275	-6.5	450	0
MSC Industrial	707	-3.3	55	-4.2
Stanley Black & Decker	2845	-4.6	266	82
WESCO	1862	-6.7	48	-35

Latest Quarterly Sales and Net Income (Loss) numbers are shown in US\$ millions.
%Δ relative to 2015 quarterly data.

construction sector continuing to show solid growth.

www.hilti.com

ITP adds Holly Vandiver to sales team

Interstate Threaded Products (ITP), Dallas, TX, USA, has announced the addition of Holly Vandiver to the company's sales team. Vandiver is an experienced fastener sales professional. She brings a wealth of knowledge and the ability to understand as well as respond to customer needs to her new position.

www.interstatethreadedproducts.com

WESCO wins award from United Technologies

WESCO International, Inc., Pittsburgh, PA, USA, a leading provider of electrical, industrial and communications MRO/OEM products, construction materials and advanced supply chain management and logistics services, has received the Supplier Gold designation from United Technologies Corp. (UTC), a

leading provider of high-technology systems and services to the global aerospace and building systems industries.

WESCO achieved UTC Supplier Gold status by demonstrating, during the preceding 12 months, 'best in class' quality and delivery performance, implementation of a lean culture and overall strong customer satisfaction.

www.wesco.com

Quarterly Dividends Report...

- **Alcoa**, New York, NY, USA, has declared a quarterly common stock dividend of US\$0.03 per share payable February 25, 2016, to holders of record of the common stock at the close of business on February 5, 2016; a dividend of US\$93.75 cents per share on Alcoa's US\$3.75 cumulative preferred stock payable April 1, 2016, to holders of record of the Class A Stock at the close of business on March 11, 2016; and a dividend of US\$6.71875 per share on Alcoa's 5.375% Class B Mandatory Convertible Preferred Stock payable April 1, 2016 to holders of record of the Class B Stock at the close of business on March 15, 2016. www.alcoa.com

- **Carpenter Technology Corporation**, Wyomissing, PA, USA, has declared a quarterly cash dividend of US\$0.18 per share of common stock, payable March 3, 2016, to shareholders of record on February 9, 2016. www.cartech.com

- **Grainger, Inc., W.W.**, Chicago, IL, USA, has declared a cash dividend of US\$1.17 per share payable on March 1, 2016, to shareholders of record on February 8, 2016. www.grainger.com

- **ParkOhio Holdings Corp.**, Cleveland, OH, USA, has declared a quarterly cash dividend of US\$0.125 per share on the common stock outstanding, to be paid on February 29, 2016, to shareholders of record at close of business, February 15, 2016. www.b2i.us

Notebook

International Auto Markets: China Breaks 20 Million; USA Shows Strong Result

Per the **German Association of the Automotive Industry (VDA)**, the 2015 automotive year saw new records in both the USA and China. Western Europe also showed a strong increase and achieved its best result for five years. These three automotive markets grew in December 2015. But double-digit falls were seen in Russia and Brazil, and Japan's showing was also weak.

The Chinese passenger car market showed clear growth again in December. Sales volume came to just over 2.3 million vehicles, up 19% over previous year. Total passenger car sales for 2015 climbed by 9% in China to a good 20 million units.

The USA market for light vehicles grew by 9% last month to 1.6 million units. Over 2015 as a whole, the market hit a new record of 17.4 million light vehicles (up 6%). Here 9.9 million units were sold, or 13% more light trucks than in 2014. But passenger cars dropped 2% to 7.5 million units.

In western Europe, new registrations grew by 15% in December to 1.1 million passenger cars.

In Japan, December new passenger car registrations fell by 15% to 307,900 units.

www.vda.de



Don't Miss On-Demand Fastener Talk Radio!

FTT 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

www.fastenercoalition.org



Special Fastener Zone Added to *wire China 2016*

China Fastener Info reached a cooperation agreement with **Messe Düsseldorf (Shanghai) Co., Ltd.** and **Shanghai Electric Cable Research Institute**, the organizers of *wire China 2016*, to jointly host the "Fastener Special Zone" at *wire China 2016*. The event will be held at the **Shanghai New International Expo Centre** in Shanghai, China, from September 26 to 29, 2016.

www.fastenertradeshow.biz

Gilchrist Foundation Scholarship Application is Now Available

Robbie Gilchrist of **Capital Marketing, Capital Consulting**, says the Gilchrist Foundation scholarship application is now available on the website listed below. Applications will be received until May 1, 2016. The scholarship is available to any child of a fastener employee or person working in the fastener industry attending school part or full time.

www.gilchristfoundation.com

Growth Forecasts Set Scene for Milan Fastener Show

Forecasts of market growth are providing an optimistic backdrop for this year's *Fastener Fair Italy* in Milan, Italy. Worldwide demand for industrial fasteners is forecast to climb 5.4% annually through to 2018, boosted by the rapid growth in the Internet of Things, which is expected to see an increase from 6.6 billion connected devices in 2015 to 50 billion by 2020, and by moves towards Industry 4.0—the industrial application of digital technologies. Forecasts value the fasteners market at US\$124 billion (€103.2 billion) by 2023. The show takes place at **MiCo-Milano Congressi**, September 28 to 29, 2016.

www.fastenerfairitaly.com



"World's Largest" Fastener Show Getting Larger

The 36th Annual *National Industrial Fastener & Mill Supply Expo (NIFMSE)*, October 25 to 27, 2016, at the **Sands Expo Center**, Las Vegas, NV, USA, is getting better with age. With the expansion and move from Hall A to Halls C & D, *NIFMSE* Show Director, **Susan A. Hurley**, projects a complete sell-out in exhibit space.

"We already reserved 70,000 ft² net of exhibit space for 500 companies, putting us well ahead of booth sales at this point last year", said Hurley. "With the rapidly growing Machinery & Tooling area, we already have 19 firms in 3800 ft² of space. We are aggressively marketing to the adhesives and specialty tools industries—gaining in popularity with today's distributor."

www.fastenershow.com

Fastener Fair India 2016 Expands into 5th Hall

Fastener Fair India 2016 has announced that it is expanding into Hall 7E at the **Pragati Maidan Exhibition Centre** in New Delhi, India. Following a period of strong interest and sales, this extra space will provide companies with the opportunity to showcase their products within this exciting market.

Fastener Fair India 2016 takes place May 19 to 20, 2016.

www.fastenerfair.com/delhi

Fastener Expo Shanghai

Fastener Expo Shanghai takes place June 23 to 25, 2016, at the **Shanghai World Expo Exhibition & Convention Center**, Shanghai, China. The estimated scale of the show includes an exhibit area of 42,000 m², hosting 800 exhibitors in more than 2000 standard booths.

Expected are 2000 overseas visitors and some 23,000 domestic show visitors.

www.fastenerfair.com/delhi ■

EVENTS

February 22 – 24, 2016

AWPA 2016 Annual Meeting
St. Petersburg, FL, USA
www.awpa.org

March 1 – 4, 2016

NFDA/Pac-West 2016 Joint Conference
San Diego, CA, USA
www.nfda-fastener.org / www.pac-west.org

March 30 – 31, 2016

Fastener Fair Turkey, Istanbul, Turkey
www.fastenerfairturkey.com

April 4 – 8, 2016

wire 2016, Düsseldorf, Germany
www.wire.de / www.mdna.com

April 11 – 13, 2016

Fastener Taiwan 2016, Kaohsiung, Taiwan
www.fastenertaiwan.com.tw

May 19 – 20, 2016

Fastener Fair India, New Delhi, India
www.fastenerfair.com/delhi

June 1 – 2, 2016

Fastener Fair Mexico, Mexico City, Mexico
www.fastenerfair.com/mexico

June 12 – 14, 2016

Guangzhou International Fastener & Equipment Exhibition, Guangzhou, China
www.fastenerchina-gz.com

June 14, 2016

MWFA 35th Annual Fastener Show
Ek Grove Village, IL, USA
www.mwfa.net

June 23 – 25, 2016

Fastener Expo Shanghai, Shanghai, China
shcn.fastenerexpo.cn

September 26 – 29, 2016

wire China 2016, Shanghai, China
www.fastenertradeshow.biz

September 28 – 29, 2016

Fastener Fair Italy, Milan, Italy
www.fastenerfairitaly.com

October 19 – 22, 2016

Korea 2016 Metal Week, Kintex, South Korea
www.korea-metal.com

October 25 – 27, 2016

National Industrial Fastener & Mill Supply Expo, Las Vegas, NV, USA
www.fastenershow.com

March 28 – 30, 2017

Fastener Fair Stuttgart, Stuttgart, Germany
www.fastenerfair.com/stuttgart