

FASTENER + FIXING MAGAZINE

In this January issue...

Fastener industry review

wire 2012 supplement

Chemical anchors + resins

WAFIOS  
UMFORMTECHNIK

Hilgeland
Kieserling
MRP
Nutap



The WAFIOS Economic Miracle

Uncovering new saving potential

www.wafios-umformtechnik.de



Visit us at WIRE Düsseldorf 26.03. - 30.03.2012, Booth Hall10 F40

Sockets

... Failure is not an option!

Only trust the **BEST**

New FULL Stock range

Hexagon Bolts Din 931 933
8.8 Zinc Plated & Plain
10.9 Zinc Plated &
Stainless Steel A2-70 & A4-80

Nuts
Full range In
Plain, Zinc Plated &
Stainless Steel A2 & A4

Washers
Plain, Zinc Plated &
Stainless Steel A2 & A4

**Coming Soon to
UK branch !**

8.8 Socket Cap Screws Plain & Zinc Plated

Hexagon Bolts Din 931 933 10.9 Plain

- The most comprehensive line of standard and semi-standard socket products in the industry
- Metric / Inch
- Alloy / Stainless
- Deep inventories
- Highest quality A2LA / ISO certified supplier
- Full material and dimensional certifications
- Single head mark (YFS)
- Highest quality packaging
- Servicing our customers from 20 - U.S.A. / 31 - worldwide service centers
- Since 1925

All available through our Web Shop www.brightonbest.org

5% On Line Discount

Euro Trade Available



BRIGHTON-BEST INTERNATIONAL



www.brightonBEST.org
sales@brightonbest.org

tel. +44(0) 1384 568144
fax: +44(0) 1384 413719



product solutions are manufactured for a series of different vehicle platforms. The fluid pipes are an integral part of the "Selective Catalytic Reduction" (SCR) technology that reduces nitrogen oxides in exhaust gases. Going forward, we expect to provide our systems for the SCR technology also to other OEMs.

As a leading supplier to the manufacturing industry, NORMA Group contributes to the development of many products and solutions for technological megatrends. Reducing emissions in transportation and mobility across the globe is essential. Hybrid engines and the overall reduction of exhaust gases in vehicles best testify to this effort as standards for internal combustion engines become ever stricter. Exhaust treatment (SCR) can reduce emissions while also optimising the engine performance

and fuel consumption. Our joining technologies support these reduction processes. At the same time, the trend towards hybrid cars increases the need for lightweight components. NORMA responds to this challenge by using thermoplastic materials instead of heavy flexible conduits (elastomers).

Exhaust treatment is increasingly in demand not just in Europe but also in Asia. This development is underpinned by increasing emission regulation. While Europe is already preparing the EU6 directive, demand in China, India and Japan is driven by the introduction of the EU5 directive in 2012/2013 and 2015 respectively at which time we plan to introduce our SCR components to these countries.

Jun Xu

director of purchasing: Brighton Best International

For the past 3 years, BBI has been driven by one mantra, which is to provide a greater value proposition to our distributors through increased inventory depth and breadth, quality products, competitive prices, and the best service in the fastener wholesale industry. This has served BBI well as each year has surpassed the previous in sales and market share globally.

2011 will be a record year for BBI, and we are projecting 2012 to likewise surpass 2011. While the United States is still BBI's main market, we believe 2012 will be the year that our international branches will drive the growth as we diversify our presence globally.

No matter which side of the pond you sit, I think each of us has some hesitation and concern as we look into 2012. Western economies continue to struggle as countries deleverage their debt. Meanwhile, our political systems seem paralysed in debate

and gridlock. This will almost certainly have a negative impact on economic growth as spending programmes and government incentives are cut. However, I think each of us struggle with the translation of how this macroeconomic change will impact our individual businesses.

The companies that will survive this economic crisis will be the ones that know their true value in the marketplace. If you do not know your value, you will be taken advantage of as companies become more aggressive in pushing their supply chain. Trust me, when everyone else is watching their bottom lines so closely, you don't want other people to define yours.

My advice to everyone is to stay true to who you are, continuously work to refine and strengthen your niche, and think of what kind of company you want to be in 5 - 10 years. For most of us, we've been through worse. So stay positive. Your customers, your employees, your suppliers, and your company depend on it.

David Dean

CEO: Bossard Group, Switzerland

The major concern is the increasing protectionism that we can see around the world, which is a big hindrance for free trade. It manifests itself in politically motivated anti-dumping duties, with increasing discussions in various countries to revert to similar methods. There are protective and prohibitive import duties in many countries, above all India, Brazil and Russia, as well as bureaucratic customs and taxation.

European anti-dumping measures need to be lifted because they are long-term counterproductive for the European manufacturers because of countermeasures by others. Such protectionism is not making Europe more competitive in the world arena. Looking at the import statistics in the recent years we can see that the anti-dumping duties did not lead to less imports in the EU and have thus not led to more business for the European manufacturers. On the contrary many customers with factories in the Far East and other areas are putting pressures on the distributors to localise parts that were originally imported from Europe. This pressure has increased and the conversion accelerated with the introduction of the anti-dumping duties. Manufacturers in China, Taiwan and elsewhere have upgraded their quality consciousness and manufacturing capabilities and through this have become even more competitive in comparison to manufacturers in Europe and America.

Radoslaw Koelner

CEO: Koelner Group, Poland

A retrospective on 2011

Instability characterised the situation in the construction market during 2011. We observed large sales fluctuation and irregular orders. According to our observation the most stable market was Northern Europe; the biggest growth we noted was in Eastern Europe; the crisis was the most noticeable in Southern Europe.

In the passing year we were focused on improving the work organisation inside the Koelner Group to collaborate more effectively with our local offices and branches abroad. Through the implementation of rationalisation and launching new products we increased sales in the Group by 20%.

In October 2011 we launched TFIX-8ST, the most innovative patented fastener for insulation for façades. In December

