

# EUROPEAN NEWS

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## Hilti Group Continues Growth in a Challenging Environment

Over the first four months of 2024, Hilti Group recorded sales growth of 2.9% in local currencies compared to the same period of the previous year. Translated into Swiss francs, sales declined by 1.8% to CHF 2.103 billion (€2.161 billion) resulting from an ongoing significant negative currency effect.

Jahangir Doongaji, CEO at Hilti, explains: "Construction activity in Europe has slowed down significantly, while in other parts of the world, such as Asia and Latin America, we still see some market growth. We are confident that our robust global footprint will enable us to outperform the market." Although the Swiss franc has weakened against the euro and the US dollar in recent weeks, the negative currency effect on sales remains significant and amounts to -4.7% for the first four months of the current year.

The sales development in the business regions varies strongly. Europe recorded a slight growth of 0.5% in local currencies, with southern Europe being the only region to escape this downward trend. The Americas increased sales by 2.6%, primarily driven by double-digit growth in Latin America. The Asia/Pacific region took advantage of an improved market environment to increase sales by 6.7%. The eastern Europe / Middle East/Africa region also remained on the growth track (+16%).

For 2024, the company anticipates sales growth in the low to mid single digit range in local currencies.



## A New CEO Europe at KAMAX

Peter-Thomas Büsing recently took over the role of CEO Europe at KAMAX, a global technological leader for high strength fasteners and complex cold form parts in the automotive industry. In his role, Peter-Thomas Büsing is in charge of all European plants, the subsidiary GALOL, and the sales, supply chain, technology and tools departments – making him responsible for around 2,500 employees, more than half of KAMAX's workforce.

At KAMAX he will now drive forward the development of processes and the organizational structure. "My goal is to consolidate KAMAX's position in Europe as a strategic partner for our customers that can be relied upon even in times of upheaval and complex challenges. Technologically, we will continue to build on our strengths to offer innovative and individual solutions in the future," states Peter-Thomas Büsing.

Previously, the 55-year-old was president of the EMEA region and, since October 2022, a member of the executive committee of Grammer AG. In this role, he had overall operational responsibility for Europe, Middle East, and Africa, which has 18 organizational units.

Peter-Thomas succeeds Dr. Reinhard Rupprecht, who has been appointed CEO of the KAMAX Group, with Peter-Thomas reporting directly to Dr. Rupprecht.

## Novastone Capital Advisors Acquires Mecavit

Novastone Capital Advisors GmbH, a Swiss company renowned for managing the world's largest Entrepreneurship Through Acquisition (ETA) programme, has successfully acquired 100% of Mecavit Srl, through an Italian special purpose vehicle.

With a 40 year history and based in Castel Guelfo di Bologna, Mecavit has established itself as a trusted name in the fastener manufacturing industry, known for its high-quality products. The company's growth and reputation have been carefully nurtured by its partners over the years. The sellers will reinvest in the project, ensuring its continuity and future success.

Nicoletta Nutrito, an engineer and local resident with extensive experience in both national and international industries, will lead the company. Her vision is to maintain the company's high standards of quality while fostering innovation and growth. "Our goal is to prioritise quality, technical expertise, and reliability, while expanding our offerings to new markets," explains Nicoletta Nutrito.





Former partners Giuseppe Verdoliva and Giorgio Grillini will continue to support the company alongside Mrs. Nutrito. “We are pleased to pass the management to a professional from our region who not only possesses the necessary skills but also shares our values and is committed to ensuring growth and continuity,” adds Bruno Carafa, director, speaking on behalf of the other partners.

## AICHELIN Group Signs Joint Venture Agreement

AICHELIN Group and Sistem Teknik have signed an agreement to establish a joint venture in Austria, to produce and distribute industrial vacuum heat treatment technologies and services in Europe.

With this joint agreement, AICHELIN Group is adding a promising segment to its existing product portfolio. Christian Grosspointner, CEO of AICHELIN Group, explains: “As one of the global market leaders in the production of industrial furnaces for industrial heat treatment, we want to become an even stronger partner in the supply of vacuum furnaces for the industry. The joint venture combines the best of two worlds, with the products developed by Sistem Teknik and our global aftersales and service network, we create maximum customer focus – a perfect combination to better meet the increasing demand for vacuum solutions in the future.”

Mehmet Özdeslik, CEO of Sistem Teknik Sanayi Firinlari A.S, adds: “The motivation of our joint venture is to offer the best possible technology that fits our time, which inevitably demands environmental efficiency and sustainability. We have noticed that there is a strong market for megatrends such as carbon footprint, electromobility and lean production. With our vacuum furnaces, we aim to provide solutions that ensure low carbon emissions and maximum process quality. I am very confident that this collaboration will not only bring innovation, but also benefit our industry.”



# BOSSARD

Proven Productivity



## Bossard Acquires Dejong

Bossard Group has expanded its market position within innovative fastening technologies, acquiring Belgian company Dejong Fastening – a manufacturer of blind rivet nuts and specialist in the distribution of high-quality fastening systems.

Dejong Fastening N.V, headquartered in Antwerp, employs 68 people and expects net sales of around €15 million for the current financial year. With its own brand Tubtara®, the company is a pioneer in innovative solutions for sheet metal, profiles, composites and plastic fastening solutions for a wide range of industries. Dejong’s solutions enable engineers to optimise both their product design and manufacturing processes, which fits well with Bossard’s ‘Proven Productivity’ philosophy. With this acquisition, Bossard will further strengthen its market presence in the Benelux region.

“Bossard has been working with Dejong for over 30 years. We have consistently been impressed by the company’s reliability and innovations ever since. By combining technical expertise with our global market reach, technical sales expertise, and access to a wide range of industrial customers, we see great potential to offer even more value to our existing and new customers,” reports Daniel Bossard, CEO of Bossard Group.

“Becoming part of the Bossard Group guarantees continuity for our existing customers and it opens up completely new possibilities to expand the global market presence of Tubtara®. It will give us new opportunities to widen our product offering and invest in new technologies and sales capabilities,” concludes Jan Maeyens, director R&D and manufacturing at Dejong.

The metal business, including the Metal Service Center, is not part of the acquisition and will continue to operate independently under the name Dejong N.V. ■

