

Hardware & Fastener Components WORLD NEWS

五金零組件全球新聞

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Association News

ISA Appoints 2024-2025 Board of Directors

美國工業供應協會選出 2024-2025 年董事會成員

The Industrial Supply Association (ISA) appointed several industry leaders from distribution, manufacturing and manufacturer representatives to its Board of Directors for the 2024-2025 term. Beginning July 1, the following volunteer leaders are responsible for charting ISA's strategic direction while overseeing initiatives that drive the advancement of the industry and the association.

ISA 2024-25 Executive Chairs

- Chair: Joyce Lansdale, Vallen USA Vice President of Industrial Sales
- Vice Chair: Keith Mudge, Kennametal Vice President of Sales in the Americas
- Treasurer: Brent Williams, US Tool Group President
- Secretary: Patrick Baliva, Saint-Gobain Abrasives' Executive Sales Director of North America
- Immediate Past Chair: Rob Keenan, Seco Tools President



ISA 2024-25 Directors

- Mike Page, R.S. Hughes Chief Marketing Officer
- Jessica Yurgaitis, Industrial Supply Company CEO
- Jim Biel, BlackHawk Industrial Vice President Product Management
- Bill Davis, Snap-on Industrial Vice President of Industrial Distribution Sales
- Jim Johnson, LineDrive President
- Teresa Wu, 3M Industrial Channel Vice President for United States and Canada's Safety and Industrial Business Group
- Jim Terry, CEO/Owner of P.F. Markey
- Matt Sisco, Safety Products Global Executive Vice President

"This group of leaders brings a fresh perspective and a wealth of experience that will be instrumental in driving our strategic initiatives forward," ISA CEO Brendan Breen said. "I look forward to working closely with them to foster collaboration, innovation, and growth within our association and the entire industrial supply industry."

Industry Development

Evergreen Awards Its Members & Suppliers of the Year

Evergreen Supply Network 授予年度會員和供應商獎



The Evergreen Supply Network recognized five distribution members and five manufacturers as 2023 Distributor Members or Preferred Suppliers of the Year. The awards were presented during the Evergreen Conference in San Antonio, TX on Sept. 10.

The 2023 Distributor Members of the Year include:

- Colony Hardware Corp. of Orange, CT (Tier 1)
- Darragh Company of Little Rock, AR (Tier 2)
- Pro Tool & Supply of Waltham, MA (Tier 3)
- Whitehead Hardware Co. – Div. of Miller Hardware of Valdosta, GA (Tier 4)
- Phillips Bros. Supply of Amherst, NY (Tier 5)

Distributors were ranked based on factors such as their contribution to the group, growth, participation and feedback from members and suppliers.

The 2023 Preferred Suppliers of the Year include:

- Milwaukee Tool (Tier 1)
- Werner Co. (Tier 2)
- Diamond Products (Tier 3)
- United Abrasives (Tier 4)
- Ergodyne (Tier 5)



Liew: "Malaysia Must Start Carbon Pricing and Taxation Before EU CBAM in Force by 2026."

劉鎮東：「馬來西亞必須在2026年歐盟正式實行CBAM前開始碳定價和徵稅」

Malaysia is about to introduce carbon pricing to promote carbon trading and will explore the imposition of a carbon tax, according to Mr. Liew Chin Tong, Deputy Minister of Investment, Trade and Industry. Liew stressed that the revenue from these initiatives should be used for green investment, especially in the green steel sector. He also said: "Carbon pricing, trading and taxation are key steps in the decarbonization agenda. Malaysia must implement carbon pricing and taxation before the EU's 2026 carbon border tax kicks in." Liew explained that the implementation of CBAM means that steel and other products exported by Malaysia will be taxed by the EU unless Malaysia imposes a similar tax.



Integration of the UK's and EU's CBAM Faces Challenges

英國與歐盟碳邊境調整機制整面面臨挑戰

British industries are affected by CBAM, especially the steel industry, which exports about 75% of its products to the EU. Corporations have recently expressed dissatisfaction with the significant bureaucratic differences between the EU and the UK. The British CBAM is mainly regarded as a tax system similar to VAT, administered by HM Revenue & Customs and requiring businesses to provide quarterly reports as with VAT. However, the EU CBAM is a customs system managed by national customs authorities and will require local companies to provide annual reports when it comes into force in 2026.

To further complicate matters, the UK decides to include glass and ceramics in its CBAM (building materials are a major source of emissions) due to domestic factors, whereas the EU does not and includes electricity in a slightly separate CBAM regime.

In the early days of Brexit, compliance with the EU's CBAM by UK exporters, with the exception of Northern Ireland, was thought to have no significant impact. This was because the CBAM only applied to the difference in carbon prices between the EU and the exporting countries, and the UK carbon price at the time was close to the EU's, but the situation today is very different. The carbon price difference between the UK and the EU is currently about 30 euros. A recent report by Frontier Economics, an economy analysis company, shows that the difference in carbon prices between the UK and Europe may result in a revenue loss of 3.5 billion to 8 billion pounds for the British treasury between 2025 and 2030.

The most obvious solution is to integrate the UK and EU emissions trading systems (ETS). After all, the UK was part of the EU ETS before Brexit, and the UK-EU Trade and Cooperation Agreement makes it clear that both parties should seriously consider integrating each other's systems.

China Steelmakers Stocked 15.65 Million Tons of Steel in September 2024, Up 4.5% from August



中鋼協：今年9月中旬鋼鐵企業鋼材庫存1,565萬噸，環比上升4.5%

Data from China Iron and Steel Association shows that in mid-September, the steel inventory level of steelmakers was 15.65 million tons, up 680,000 tons or 4.5% from the previous month; an increase of 3.29 million tons or 26.6% over the beginning of the year.

CSE India's New Report Shows How Global South Can Minimize the CBAM



Impact

印度新報告出爐揭示南半球國家如何降低CBAM衝擊

The report by the Centre for Science and Environment (CSE) of India estimated that at a rate of €100 (or US \$106) per tonne of carbon dioxide equivalent, CBAM would impose an average tax burden of 25% annually over and above the value of CBAM-covered goods exported to the EU by India. The report shared recommendations on how developing countries can proactively take steps to mitigate CBAM's liability, while also transforming their manufacturing sectors to shift towards low-carbon processes.

In line with their demand for financing, developing countries must have sectoral mitigation plans in place outlining specific measures and targets for emissions reductions in key emitting sectors of their economies, the report suggested. In order to lessen the effects of paying the tax to the EU (or any other nation enforcing a similar mechanism), developing nations should tax their exports domestically and reinvest the proceeds into a decarbonisation fund under government management, the report recommended.

This strategy does not interfere with fair trading conditions with the EU and satisfies the EU's demand for the establishment of a domestic carbon pricing system, in this case, a carbon tax. Additionally, it keeps the money in the developing nation. The report suggested that emerging nations take into consideration varied production techniques for various markets and trade partners as a stopgap strategy. Using green production methods for products going to areas with CBAMs may be a temporary measure while the nation's manufacturing sector progressively becomes less carbon-intensive.

The report said that if climate policies are to permeate trade agreements, climate justice must be at the core of this development. In this light, the report proposed a system where developing countries could impose a 'historical polluter tax' on trade partners to fund their own decarbonization efforts. Trade partners who have contributed a specific amount to the total historical CO2 emissions since the pre-industrial era may be subject to this tax.

Trust Shattered with Indian Finance Minister's Decision to Reduce the SME's Budget

印度盧迪亞納城扣件業者對財政部長的信任徹底崩潰



The trust of Ludhiana-based industrialists got shattered as Finance Minister Nirmala Sitharaman did not announce relaxation in the 45-day payment rule for the micro, small and medium enterprises (MSMEs).

During the campaigning for the Lok Sabha poll, the industrialists had met Sitharaman, who had promised a rollback of the rule. Further, the Finance Minister's decision to reduce the Budget of the Ministry of Micro, Small and Medium Enterprises from Rs 23,177 crore to Rs 21,549 crore has taken the industrial hub by surprise.

Badish Jindal, president, Federation of Punjab Small Industries Association, said, "Finance Minister Nirmala Sitharaman didn't speak a word on Section 43B (45-day payment rule), which she had promised to roll back while campaigning in Ludhiana. MSMEs are feeling cheated throughout India. Instead of announcing subsidies or incentives, the Budget of the Ministry has been reduced. The only saving grace is that one can avail loan up to Rs 20 lakh instead of Rs 10 lakh," said Jindal.

Gurmeet Kular, chief of the Federation of Industrial and Commercial Undertaking, said the industrialists had appealed to the Finance Minister to review the 45-day payment rule due to the cancellation of contracts by buyers and suppliers who need to pay tax on delayed payments. "This new clause came into effect from April 1. The Finance Minister had promised to review it, but nothing has been done in this regard," he added.

Even the Fastener Manufacturers' Association of India is extremely disappointed. Narinder Bhamra, president, Fastener Manufacturers' Association of India, said, "There is nothing much for the MSMEs. They should have taken steps to form a steel regulatory authority, upgradation of credit linked capital subsidy scheme, reduction in import duty on machinery and provisions of social security for taxpayers. There is no fresh subsidy or support in the Budget for the MSMEs. There is no word on withdrawal of Section 43B, which is hurting the MSMEs." Several schemes such as the Pradhan Mantri Mudra Yojana, credit support to the MSMEs during stress period and credit guarantee scheme for the MSMEs in the manufacturing sector existed only on paper, said Bhamra.

Companies Development

Hand Tools Maker Wright Adds Ebbert Pacific as Manufacture Rep

WRIGHT  手動工具製造商 **Wright** 任命 **Ebbert Pacific** 為製造代表

Livermore, CA-based Ebbert Pacific is a manufacturer's representative agency that connects constructions brands to distributors. The company offers sales and field support to distribution partners in Northern California, Northern Nevada and Hawaii.

"As leaders in American manufacturing of professional and tools, we trust this representation will bring tremendous value to both our organizations and more importantly to our customers," Wright President and Co-owner Tom Futey said in a September news release.

Founded in 1927, Wright holds three patented technologies: Wright Grip 2.0, Wright Drive 2.0, and Wright Square. The company's main product categories consist of wrenches, sockets, ratchets and attachments, offering over 4,000 SKUs, including impact sockets.

"We're excited to provide service, support and safety training to distributors and users on Wright's product offerings," Ebbert Pacific President Trevor Ebbert said. "At Ebbert Pacific, we're passionate about educating the industry, and we believe we can position Wright for success in our markets."

MSC Industrial COO Promoted to Company President

MSC Industrial 營運長晉升為公司總裁



Metalworking and MRO supplies distributor MSC Industrial Supply appointed Martina McIsaac to President and Chief Operating Officer, effective Sept. 23. McIsaac previously served as Executive VP and COO for MSC.

"Over the past two years, Martina has made significant improvements to our internal and external operations," MSC CEO Erik Gershwind said in a Sept. 24 news release. "She has elevated the customer experience by improving service levels, executed strategic initiatives across our Supply Chain and further improved our working capital efficiencies. Over this time, she has shown an ability to execute large, complex initiatives to guide the business to be more focused operationally and strategically."

In her new role, McIsaac will oversee daily operations, which include — sales, marketing, solutions, supply chain management, category management, supplier relations, sustainability and information technology.

"This move tightens the connection and improves our ability to capture synergies between our technology functions and the operations of our business," Gershwind added. "It also allows me to put greater focus on our long-term strategic direction and cultivating the next generation of MSC's competitive advantage, business development, and talent development."

McIsaac joined the company in October 2022 after nine years at Hilti Corporation, where she served as Regional Head and CEO. She also held various roles at Avery Dennison in sales, marketing and operations across Mexico, Argentina, Chile, Canada and the U.S. before becoming VP and General Manager of the Performance Polymers Division.



Grainger Posts 3.1% Sales Growth in Q2

Grainger 第二季銷售額成長 3.1%

MRO and other industrial supplies distributor Grainger reported its Q2 2024 financial results on Aug. 1, showing a continued deceleration in year-over-year sales growth and a lowered full-year outlook.

Chicago-based Grainger posted Q2 total sales of US\$4.312 billion, up 3.1% year-over-year, with daily, organic sales up 5.1%.

Grainger's Q2 2024 gross margin was 39.3%, which was flat compared to the second quarter of 2023 and flat from Q1 2024. The company's Q2 2024 operating profit of US\$649 million was down 1.8% year-over-year, with an operating margin of 15.1%, down 70 basis points year-over-year. Grainger had a Q2 2024 net profit of US\$490 million — flat compared to a year earlier.



Acme Tools Leader Daniel Kuhlman Dies at 82

Acme Tools 領導人 Daniel Kuhlman 去世，享年 82 歲



Acme Tools executive Daniel Kuhlman, who served as President of the tools and equipment distributor for over 50 years, died on Sept. 9. He was 82.

In 1962, Kuhlman joined his father at Acme Electric and expanded the family-owned company into tool sales across the Upper Midwest. Kuhlman continued to expand operations into North Dakota, adding stores in Bismarck, Fargo, Minot and Williston.

The Tool Crib of the North Branch was created by Kuhlman and used to launch the company's first eCommerce website in 1999 — sold the same year to Amazon. In 2010, he invested in new eCommerce technology and re-launched as AcmeTool.com.

Additionally, Kuhlman founded Acme Rents in 1995 and later established Acme Equipment in 2013. He also contributed to the advisory board of Stanley Black & Decker, among other tool and equipment manufacturers. The company celebrated its 75th anniversary in 2023.



Sundram Fasteners Limited

Sundram Fasteners Secures 4,000 Crore in EV Orders

印度 Sundram Fasteners 奪下 400 億盧比 電動車訂單

Sundram Fasteners Ltd, a leading auto parts manufacturer, is experiencing significant growth in its electric vehicle order book. The company currently holds around 4,000 crore worth of EV orders, with more contracts in the pipeline. Despite some challenges, the transition to EV technology in India is accelerating, fueled by government subsidies, increased awareness, and more frequent product launches across various categories. Consequently, Sundram Fasteners has seen a robust inflow of orders for EV parts.

The Chennai-headquartered company supplies components such as fasteners, hot-forged machine parts like bevel gears and pinions, battery coolant caps, and various types of shafts to OEMs in the EV sector. Additionally, it is developing an electric water pump. The current 4,000-crore order book is to be fulfilled over the next 5-6 years. The order book is expected to grow as Sundram Fasteners negotiates with several customers for new EV orders.

Acquisitions



Atlas Copco Acquires Pneumatic Holdings

Atlas Copco 收購 Pneumatic Holdings

Atlas Copco, through Atlas Copco Construction Mining Technique USA LLC, has acquired Pneumatic Holdings Inc., a U.S. provider of pneumatic light construction tools. Pneumatic Holdings, based in Santa Fe Springs, CA, provides tools including paving breakers, chipping hammers, rivet busters and rock drills. The company has 16 employees and had 2012 sales of US\$10.8 million. Its main customer segments consist of contractors and rental companies within the construction industry.

Ingersoll Rand Buys ILC Dover for USD 2.3Bn

Ingersoll Rand 以 23 億美元收購 ILC Dover



Ingersoll Rand completed its previously announced acquisition of ILC Dover for USD

2.325 billion, and acquired three other manufacturers for about USD150 million combined.

The acquisition of ILC will expand Ingersoll Rand's addressable market to a total of approximately USD65 billion in highly fragmented market segments with "significant and sustainable growth opportunities," company officials said.



Bossard to Acquire the Aero Necoce International Group and Significantly Expand Its Presence in the Aerospace Industry Bossard將收購Aero Necoce國際集團以擴大航太業影響力

BOSSARD

Proven Productivity

The Bossard Group has signed an agreement to acquire the French Aero Necoce International Group (ANI).

Aero Necoce International SAS, headquartered in Béziers, France, employs 33 people and expects net sales of around EUR 25 million for the current financial year. ANI is a leading French distributor of fastening solutions and provider of logistics services in the aerospace industry. The company also has locations in the USA and Malaysia. Through the contemplated acquisition, Bossard will significantly expand its market presence in the strategically important aerospace industry and in France. In combination with Boysen (now Bossard Aerospace Germany), acquired in 2019, Bossard would become a leading distributor of fastening systems and provider of logistics services in the European aerospace industry.

“The intended acquisition of Aero Necoce International SAS is an important step to accelerate our growth strategy in the aerospace industry and strengthens our strategic presence in the Aerospace Valley in France. In addition, we see great market opportunities in the cooperation with Bossard Aerospace Germany, which will further strengthen our position in the European aerospace industry,” says Daniel Bossard, CEO of the Bossard Group. “We are thrilled about this transaction. The Bossard Group’s backing will provide Aero Necoce International SAS with a great opportunity to continue its growth trajectory while preserving the service-oriented ethos that has defined our family business since its inception,” said Patrick and Nathalie Bianchini, who led the company in the second generation.

The closing of the transaction is expected within 2024 and is subject to the approval of the regulatory authorities and other customary closing conditions. The acquisition will be financed through the use of existing credit facilities.

Coventry Group Ltd Acquires Steelmasters Group Coventry集團併購 Steelmasters集團

Steelmasters Group is a leading Australasian supplier and manufacturer of industrial and speciality fasteners through its network of 12 branches (four in New Zealand and eight in Australia) with its head office in Auckland, New Zealand. Coventry Group Ltd announced the completion of the acquisition of SteelMasters Auckland Limited for AUD42.1 million on May 1. The acquisition will:

- Increase Coventry Group’s customer base and industry exposure;
- Broaden the trade distribution segment’s scale and reach through an additional 12 locations (8 in Australia and 4 in New Zealand);
- Expand the specialized fastener product range and add manufacturing capability.

Coventry Group will operate Steelmasters Group as a separate division of trade distribution to minimize integration risk and the division will continue to be run by Steelmasters Group’s existing management team.

CNC Auto Lathe

Major Products: Fiber-optic Telecommunications Equipment, Hydraulic/Pneumatic Components, Shafts, Mechanic Components, Electronic Components, Wire-cutting, Housing, Computer Connectors, Auto/Motorcycle Parts, Radio Wave Launchers, Radio Frequency Generators

Materials: Phosphor Bronze, Aluminum, Copper Beryllium, Free Cutting Copper, Stainless Steel

.SMA	BNG
.SMB/SMC	TNC
.MCX	1.0/2.3
.MMCX	1.6/5.6
.N	7/16





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