

Nedschroef Machinery Announces Joint Venture in China

In recognition of the growing opportunity to introduce the Nedschroef brand to more customers worldwide, Nedschroef Machinery has announced a joint venture with PMC in China to serve its business for the East Asia region.

PMC is an industrial group engaged in the design, manufacturing and sale of advanced machinery parts and components. Nedschroef explains that the joint venture is part of that transformation and confirmation that Nedschroef Machinery is committed to fulfilling its strategic growth plans. The company expects that sales and services outside Europe will exceed 65% of the total by 2030 and growth in the markets that make up East Asia region are a key part of achieving that goal.

"This joint venture will help us better and more quickly respond to our East Asia customer's needs," explains Cees Sijm, managing director at Nedschroef Machinery. "Our increased focus on customers outside Europe is an exciting time for us, since many East Asian countries have a well-established cold and warm metal forming industry".

The East Asia operation will be based in China and all Nedschroef Machinery functions critical to developing and supporting the East Asia region are represented, including procurement, sub-assembly, marketing, sales, service, and others.

Nedschroef Machinery Announces Distributor in India

Nedschroef Machinery has announced Kriti Tools as its distributor for machine sales and after-sale services in India. A leading provider of cold and warm forming multi-stage horizontal metal presses and services, Nedschroef Machinery chose Kriti Tools Pvt Ltd due to its broad experience in the metal forming industry. The distributor agreement with Kriti Tools is for Nedschroef Machinery products and services and will commence immediately.

With after-sales service an essential component for customers, Kriti Group personnel are being trained to handle customer service related to spare parts and field service throughout May and June. Field service and spare parts fulfilment will be initiated by Kriti Group after training has been successfully completed.

Further, Kriti Group will store Nedschroef Machinery spare parts inventory in Delhi to provide timely services to our customers. Sadeesh Premananth, managing director at Kriti Group, commented: "We see good opportunities to cooperate and to team up to offer the best service possible to our customers." Cees Sijm, managing director at Nedschroef Machinery, added: "We believe with a local presence we can get closer to our customers and respond quickly to their needs – satisfying customers and engaging them over the long-term".



**FASTENERS
& TOOLS**

New CEO of Rivit

Rivit Srl, a specialist in blind rivets and riveting tools and part of FERVI Group, has appointed Francesco Montanari as its new CEO. Francesco joined FERVI Group in November 2022, initially serving as general manager of Rivit.

Francesco has a vast experience within international markets, graduating in electronic engineering from the University of Bologna – with several postgraduate executive programs. He began his work at Andersen Consulting, now Accenture, with periods in the USA, Italy and France, dealing with marketing information systems.

Francesco then joined Datalogic in 1993 as product manager, then moved on to sales management, marketing management, and was then appointed director of marketing & communication. From 2002 to 2005, he was president and general manager of Datalogic France (Paris office), returning then to Bologna in 2005 as director of the mobile computer business unit.

Following the incorporation with PSC Inc, and the subsequent reorganisation of the Datalogic Group in April 2007, he was first appointed general manager and then product and services vice-president of Datalogic Mobile. From 2012 to 2016, he was vice-president and general manager of the mobile computing business unit of Datalogic ADC, after the incorporation between Datalogic Mobile and Datalogic Scanning. Within the reorganisation of the group, he was



appointed chief marketing officer of Datalogic Spa, with responsibility for all corporate marketing and communications activities of the Datalogic Group.

"It is with great pleasure that I intend to make my experience available to consolidate Rivit's positions on the global market, with the aim of both optimising the approach to the domestic market and to strengthen Rivit's presence worldwide," states Francesco Montanari. "We already operate with the two Rivit's subsidiaries in India and Morocco, but we also want to organise a consistent approach to the local needs in all other countries, starting from those already served by Rivit. We start from a company that has been on the market for half a century, already a leader in some sectors, and which we are going to strengthen by working on a mix of products and services, also with external partnerships. The goal is to be even more of a reference point for fastening."

Concrete Screws with Wider Applications

Combining ease of installation with safety when introducing high loads into concrete, the UltraCut FBS II screws from fischer are now suited to a wider set of applications, as a result of latest tech developments to the range.

For instance, the FBS II 6-10 versions can now also be used in masonry, in accordance with the European Technical Assessment (ETA) certification. In addition, the new FSW adjustment disk, in conjunction with the FBS II 10 US gvz, enables sleepers and beams to be adjusted and aligned quickly and easily. This whole range of concrete screws combines maximum load bearing capacity with quick installation and comes in both steel and stainless steel versions, both meeting ETA standards covering their use in cracked and non-cracked concrete, indoors and outdoors, as well as with seismic loads of performance categories C1 and C2. They are also rated to fire resistance level, FRL R120.

Further advantages of using the UltraCut FBS II include its reliable power transmission and installations free of expansion pressure, due to its precise fit. Patented thread geometry and its large core diameter introduce very high tensile and shear forces into the concrete, which means fewer fastening points are needed than was previously the case.

The UltraCut FBS II can also be re-used under certain conditions and allows small edge and centre distances, and offers power-saving, safe assembly. As for loads, the concrete screw allows maximum flexibility, depending on the diameter, with up to three approved screwing or anchoring depths. Using the screw is also very simple, the user simply screws the UltraCut FBS II concrete screw into the drill hole using push-through installation, with no further drill hole cleaning required for vertical drilling in floor and ceiling areas or when using hollow drills with a suction function.



NORMA Grows in Q1 of 2023

NORMA Group reported moderate growth in the first quarter of 2023 with group sales up 3.5% over the same period in 2022 to €315 million (Q1 2022: €304.4 million). Organically, the company grew by 2.1% in the first three months of 2023. NORMA attributes this growth primarily to higher selling prices to compensate for inflation related cost increases. Positive currency effects in connection with the US dollar contributed 1.3% to sales growth.

In the EMEA region, sales increased by 10.9% in the first quarter of 2023 to €138.2 million (Q1 2022: €124.6 million). Strong organic growth of 11.8% was diminished slightly by 0.9% due to negative currency effects. The primary growth driver was a significant upswing in customer demand in the European automotive sector. Business with standardised joining technology for industry applications also developed well.

In the Americas region, NORMA Group increased sales moderately in the first quarter of 2023 by 2.5% year-on-year to €137.6 million (Q1 2022: €134.3 million). In addition to positive currency effects of 4.6%, price increases were the main contributors to this growth. Volume related sales in the region fell 2.1% organically in the period from January to March 2023. While business with joining solutions for general industry applications, and for vehicles, both developed positively, business with water management products declined in the wake of extremely strong growth in the prior-year quarter. This business is, for the most part, driven by end users who have been reluctant to buy due to the prolonged severe flooding in California earlier in the year.

In the Asia-Pacific region, sales in the first quarter were €39.1 million, which represent a decrease of 14% compared to the same period in the previous year (Q1 2022: €45.5 million). Organically, sales were down 11.8%; negative currency effects reduced sales growth by an additional 2.3%. Compared with the prior-year quarter, demand from the Chinese automotive industry in particular was significantly lower – an after-effect of the Covid-19 pandemic and the associated restrictions in China. In the business with joining solutions for industry applications, the sales level of the previous year was also not achieved.





Hilti Group Remains on Growth Track

Hilti Group increased sales by 5.4% over the first four months of 2023, reaching CHF 2.142 billion (€2.198 billion). In local currencies, growth amounted to 9.7%. Hilti continued on its growth path and posted a sales growth of 10.3% in local currencies in Europe. An increase of 13.7% was recorded in the Americas region, with double-digit growth in both North and Latin America. In the Asia/Pacific region sales grew by 17%, led by strong results in South Asia and the Pacific region. On the other hand, the recovery in China was sluggish because of a delayed project business resumption after the Covid-19 lockdowns. Sales growth in the Eastern Europe / Middle East / Africa region was at -15.1%, which was expected due to the ongoing war in Ukraine.

The Swiss franc remained strong against the euro, US dollar and other currencies, resulting in -4.3% points sales impact from January to April. "Interest rate hikes, continued inflation and geopolitical tensions still have a negative impact on the global construction market. However, we observe geographic differences with a negative sentiment in Europe, a mixed picture in the Americas and positive signals from Asia. We are adapting to this situation and our growth level for the first four months is in line with our expectations," explained CEO Jahangir Doongaji.

The Hilti Group continues to expect a high-single digit sales growth in local currencies for the full year 2023.



Jeveka B.V to be Renamed Bossard Nederland

Jeveka B.V will be renamed to Bossard Nederland B.V in the course of 2023 as part of a rebranding process that better aligns Jeveka with Bossard's brand identity and values.

Acquired by Bossard in October 2021, Jeveka has been recognised as a quality leader in technical fastening products, and it remains committed to delivering exceptional products that meet high-quality standards. Through its alignment with Bossard, the company will leverage the group's global network and expertise, making more products and services available to its customers in the Benelux market. These solutions will help Jeveka's customers and partners optimise processes, while increasing efficiency and productivity in a sustainable way.

"Over the coming weeks and months we will introduce our customers to Bossard products and services, including updates on our website, social media channels, and hopefully during a visit to our premises in Almere, in the Netherlands," mentions Jeveka. "We want to assure customers that our core values and principles will remain unchanged, and we will continue to deliver exceptional products and services, build strong relationships with our stakeholders, and create value for all."



Double Digits Sales Again for Würth

Würth Group has once again reported double-digit annual sales growth, with sales for the financial year 2022 reaching €19.9 billion, well above the previous year, when they were € 17.1 billion, corresponding to growth of 16.8%.

Germany remains the most important single market in the group, with a sales share of 39.4%. The group's German companies achieved a sales increase of 13.1%, due to both the stability of individual business models and very high product availability. The company's Electrical Wholesale Unit and Würth Elektronik Group were particularly successful, but with a 21.4% sales increase, Division Wood achieved the highest growth among the divisions of the Würth Line, with Division Industry a close second at 20.9%. The group's parent and largest single company, Adolf Würth GmbH & Co KG, increased its sales volume by 10.5%, including intra-group sales. The companies outside Germany also reported a successful year with an overall sales increase of 19.4% from top performing markets in the Americas, as well as southern and eastern Europe.

Besides its 43,000+ sales force, and over 2,500 pick-up shops worldwide, e-business is one of the strategic growth areas of the group, with digital procurement channels having become an integral part of the company's customer order routine during the Covid-19 pandemic. This trend is reflected in sales, where Würth's e-business accounts for €4.1 billion of sales across the group.

With all this strong growth requiring similarly strong logistics processes, Würth Group's strategy is set on exploiting the full potential of digitalisation and automation, which will also help meet social challenges, such as demographic change and the shortage of skilled workers. Commenting on this, Robert Friedmann said: "On the one hand, our logistics robots improve productivity. On the other hand, they relieve our employees of physically demanding tasks. Automated processes enable us to supply our customers quickly and reliably." Würth Group actually has a Logistics 2030 Vision, which specifies an automation strategy for the development of logistics, with a group goal of achieving an automation level of 75% by 2030 in those companies with the highest sales volumes. ■

