Autumn 2024 **ISSUE 1**

Let's fasten.it

Connecting the fastener and fixing community

AUTUMN EDITION 2024

FEATURED COMPANY Pages 6-7

KEBA Fastenings

Engineering the global sourcing challenge



Your industry news focus

FEATURED INDUSTRY PROFESSIONAL

Carlo Ferri

Fasten.it Co-Founder

Pages 22-23



Where it all began for fasten.it in Lake Como, Italy

"It's really nice to see my business passed on to a company that wants to maintain the fundamentals of the Fasten.it platform..."

Carlo Ferri on the future of Fasten.it



Fastener Fair Italy



SUNCO Industries



pgb-Europe



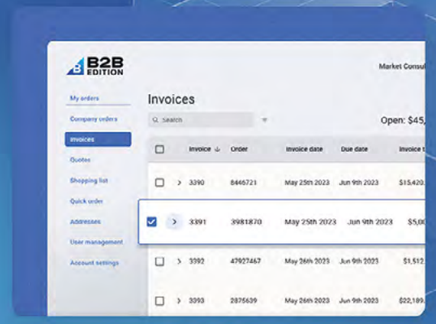
TAIWAN HARDWARE

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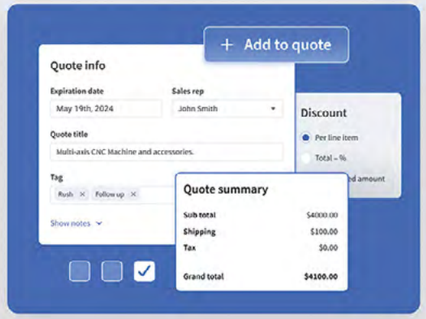
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Welcome to the first edition of Let's Fasten.it!

Let's fasten.it

Connecting the fastener and fixing community

AUTUMN EDITION 2024



In this edition, we explore KEBA's high-performing thread forming screws, dive into Fastener Fair Italy's return to Milan, and highlight innovations from industry leaders such as Rivet S.r.l as they celebrate over 50 years of premium service. We also cover the highly anticipated FASTENER POLAND international trade fair for fasteners taking place in September, offering insights into the latest trends and technological advancements in the fastener industry.

Additionally, we feature SUNCO's significant expansion with their new English website and the launch of their engaging newsletter, SOCKET BOY, aimed at keeping industry professionals informed and connected. The TAIWAN HARDWARE SHOW continues to be a focal point of innovation and growth, with exciting developments on the horizon for its 2024 edition.

Get to know our sister companies, BearingNet and FluidPowerNet, and discover more exciting developments within our network.

Lastly, we bring you an exclusive interview with Carlo Ferri, the previous co-owner and the visionary who started it all, providing a unique perspective on the origins and evolution of our magazine.

We would like to start by thanking you, our readers and contributors, for your unwavering support. The past year has been a thrilling journey, and we are delighted to introduce the first edition of our bi-annual magazine, Let's Fasten.it.

At Fasten.it, we take pride in being the leading portal for fasteners and fixing elements, offering a seamless marketplace where industry leaders can buy and sell with ease. With a range of membership options — from free access to premium subscriptions — we ensure that businesses of all sizes can leverage our comprehensive services.

We are so happy with the positive reception of the first-ever Let's Fasten.it magazine and we look forward to featuring even more of you in the next edition.

In December 2023, Fasten.it officially joined the BearingNet and FluidPowerNet family, expanding our operations from Italy to the UK and further afield, enhancing our global connectivity. This milestone has allowed us to better serve our members worldwide, providing unmatched networking opportunities and industry insights.

Thank you once again for reading this magazine and to everyone who has contributed to its success. We look forward to connecting with you throughout the year. If you have any questions about Let's Fasten.it, or would like to contribute to the next edition, please contact our team at **marketing@fasten.it.**

Happy reading!

Gus and Sophie

Web: www.fasten.it
Email: marketing@fasten.it
Call: +44 3330 164455

fasten.it

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This is the first edition of Let's Fasten.it magazine, your industry news focus for the fastener and fixing elements sector.

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AUTUMN 2024

FEATURED COMPANY

KEBA FASTENINGS

Premium Member

KEBA FASTENINGS

ENGINEERING THE GLOBAL SOURCING CHALLENGE

Supplying high-performance thread forming screws, cold and hot formed parts, turned parts, stamped parts, and custom-made fasteners to multinational industrial leaders throughout the world.

Since 2002, KEBA Fastenings has established itself as a leading global provider of tailor-made fasteners. Headquartered in Istanbul, Turkey, with international offices in Germany and the United States, KEBA has grown to be recognised as a solution partner to full-service providers and tier one suppliers.



Guaranteed Quality: Certifications That Set Them Apart

At KEBA, quality is paramount. KEBA back their commitment to excellence with industry-leading certifications that guarantee exceptional standards throughout the entire operation. These certifications include IATF 16949 for automotive quality management, ensuring they meet the rigorous demands of the automotive industry. They are also in the process of receiving ISO 14001, demonstrating the dedication to sustainable manufacturing practices.



Additionally, their pending IRIS certification signifies the qualifications to supply the railway industry, adhering to the strictest quality and safety requirements for rail applications. By choosing KEBA, “you can be confident you are receiving fasteners produced with the highest quality standards, a commitment to environmental responsibility, and the expertise to meet the specific needs of your industry.” – KEBA.

Unmatched Flexibility: Custom Fasteners Made to Exact Needs

KEBA’s advanced production capabilities allow them to tackle unique challenges with custom-made special fastener solutions. They excel in both cold and hot forming processes, allowing them to craft a wide range of fasteners from various materials. Additionally, their expertise extends to turned parts and stamped parts, providing a comprehensive solution for all fastening requirements. Whether the customers require low volume orders or rapid turnaround times, KEBA delivers. They understand the importance of efficiency and can provide quotes within 24 hours through the streamlined RFQ (Request for Quote) process. This flexibility, combined with efficient manufacturing processes, ensures the customers receive special fasteners that meet their exact specifications without sacrificing speed or quality.

The Trusted Source: KEBA Licensed Fasteners

KEBA is a licensed partner for leading products such as Torx® and Torx Plus® fasteners, renowned for their superior driving performance and tamper resistance. Additionally, KEBA provides Motiontite® threaded bolts, known for their exceptional high-performance, anti-vibration mechanism that ensures secure and reliable fastening in even the most demanding applications. This commitment to innovation, alongside their custom engineering expertise, allows KEBA to deliver a comprehensive range of solutions to meet the customer’s project's specific needs.





Bridging the Distance: Fastening Solutions Delivered Worldwide, Quickly

Distance is no barrier with KEBA. Their extensive logistics ensure that their customers have access to expertise and high-quality products, regardless of location. KEBA goes beyond global reach, offering exceptional responsiveness with a 24-hour enquiry response time and quick production lead times of 4-6 weeks. This ensures the customers receive the perfect fastener solution quickly to keep projects on track efficiently and effectively.

Choose Excellence: Partner with KEBA Fastenings

Elevate projects with KEBA Fastenings' comprehensive range of tailor-made, sustainable fastening solutions. Whether it is in automotive, renewable energy, construction, or rail systems, KEBA’s dedicated teams stand ready to surpass expectations.

Contact here:
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sales@kebafastenings.com
www.kebafastenings.com

Scan to find out more





A big thank you...

To every company that contributed to the first ever edition of Let's Fasten.it magazine. We couldn't have done it without you.

Let's make the second edition even bigger and better!

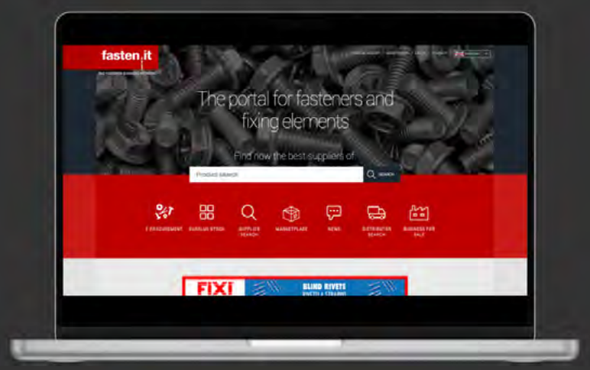


Scan here to email us about the **Spring 2025** edition

Frequently asked questions

How does E-Procurement work?

Requests for quotations for fasteners, coming from all over the world and updated daily. Quote enquiries directly to potential customers, without any intermediaries or commissions charged.



How does Surplus Stock work?

Find a buyer for the unsold products being stored in your warehouse. Publish your stock and reach many potential buyers easily, with more than 1,000 daily visitors to the Fasten.it portal.

How to promote your company on Fasten.it?

From a simple company presentation up to a structured marketing plan, we can help to elevate your business with our range of digital advertising options.

How does the Marketplace work?

Find the part that you require instantly! Select a norm, choose the size, indicate the material, select the quantity from the product list.

How does the Docs service work?

The latest news regarding fastener EU import duties and regulations, as well as other useful information for the operators of the fastener sector.



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For over fifty years, we have mastered the science of plastics. We study, analyze, and develop solutions for every plastic material. Our range of fastening systems is specifically designed for you, providing the perfect answer for every application.

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PSM CELADA FASTENERS



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Roof & Facade



Window Montage



Timber- & Drywall-Construction



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Fastener Fair Italy

The International Gathering of Fastener and Fixing Professionals

Fastener Fair Italy returns to Milan — The fastener industry will be welcomed at CityLife - Allianz MiCo, Hall 3, from 29th to 30th October 2024.

Everything is ready for the 4th edition of Fastener Fair Italy, the biennial event dedicated to the fastener and fixing industry, that will take place at CityLife - Allianz MiCo, Hall 3, from 29th to 30th October, with opening hours from 10 a.m. to 6 p.m.

Online registration is already open at www.fastenerfairitaly.com/it-it/tickets.html and will allow free access to this unmissable two-day event.

Fastener Fair Italy 2024 is a unique opportunity and meeting point for industry professionals. Here they can share new trends, launch new products, foster corporate marketing activities, and personally meet customers, suppliers, and business partners at a single event in one of Europe's leading industrial economies.

"We are excited to return once again to Milan and look forward to welcoming the fastening industry to Fastener Fair Italy 2024," states Stephanie Cerri, Event Director for Fastener Fair Italy and Fastener Fair Global.

"Once again this year, the vast participation of exhibitors at the fair, and the wide presence of international companies, confirm how vital the sector is for the Italian and global economy.

Thanks to the networking opportunities for visitors attending the fair, it will be possible to discover the latest solutions of the industry and gain real insights into the latest technologies presented by the industry's leading suppliers."

The global fastener market is becoming more strategic for various fields, such as automotive, aerospace, manufacturing, and construction. With an annual growth rate of 2.3% and an expected sales value of around $2 billion by 2025, Italy is no exception: the Italian fastener market is booming.

The fair, sponsored by Assolombarda and supported by numerous media partners (including Fasten.it), will welcome 190 exhibitors from more than 18 countries, with a significant representation of Italian, German, Turkish, Chinese, and Taiwanese companies. This confirms the importance of the event, a unique opportunity for industry professionals to share new trends, launch new products, and personally meet customers, suppliers, and business partners.

Contact here:
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fastenerfairitaly@rxglobal.com
www.fastenerfairitaly.com

FASTENER FAIR ITALY





Worldwide Fastener Experts to Meet in Poland this September

The FASTENER POLAND® international trade fair for fasteners, will take place on 25th – 26th September 2024 at EXPO Kraków.

FASTENER POLAND® is a key forum for exchanging experiences, learning about new products, as well as building lasting business relationships. Every year, 70% of exhibitors and 50% of guests travel from abroad to participate.

International and professional

This year's topics will certainly include environmental issues such as carbon duties and sustainable development, increased quality and normative requirements, shortened supply chains, technological progress and rising prices of materials.

More than 150 exhibitors have confirmed their participation in the fair. In addition to Polish suppliers, companies from the Czech Republic, Spain, India, Malta, Germany, Turkey, Taiwan, Italy, and China will be present. They will showcase the most modern industrial connectors and fasteners (from screws, through rivets, to nuts, dowels and wedges), construction connectors (anchors, concrete screws, fastening of facades and insulation), advanced assembly and installation systems (with a presentation of the latest riveting devices, screwdrivers and systems inserting screws or mounting brackets), as well as connector production technologies and devices for their storage and distribution.



End users in the spotlight

The trade fair is addressed to industry buyers who use fasteners to produce products. The information campaign is especially targeted at industries with the greatest potential. The machinery industry, photovoltaics, household appliances, automotive, power engineering and electronics are the sectors with the greatest demand for all types of connectors and fasteners. This year, FASTENER POLAND® will be accompanied by a special zone of fasteners for construction, which will allow specialists in the insulation industry, installers of air conditioning, ventilation and refrigeration systems, facade installers, scaffolding manufacturers, and contractors of industrial and warehouse halls to establish contacts with suppliers.

The trade fair will be accompanied by expert speeches, training and presentations. Online registration for the event is now available. Detailed information at www.fastenerpoland.pl/en



EXPO Kraków hosting the FASTENER POLAND® international trade fair

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Large warehouse operations

Celebrating 28 Years of Success: The Evolution of Fastening

In an ever-changing market, Viterie Libo continues to provide quality and service to the fastener and fixings industry, with consistent growth since opening in 1996.

In 1996, following his extensive experience as a commercial agent, Mr Stuppia decided to start his own business, starting his most ambitious project: Viterie Libo.

Viterie Libo is an Italian company operating in the field of normed and special fasteners. The company, which is constantly growing, has been able to equip itself with state-of-the-art machinery and equipment, and guarantees fast and adequate service, thanks to its staff.

Thanks to the flexibility demonstrated in adapting to any type of requirement, Viterie Libo can really be defined as a company at the customer's service, underlines Mr. Stuppia. The constant commitment to research and innovation has led to the enrichment of the range of special products, bespoke for each customer. Today, products according to drawing, account for 70% of goods sold.

In addition to their flexibility, Viterie Libo have a strong ability to adapt to market



changes. For instance, during the Covid crisis, the company took the opportunity to reinvent themselves and develop new projects, managing to maintain a stable turnover despite unprecedented challenges. This achievement shows the team's resilience and determination to turn challenges into opportunities for growth.

"The passion and dedication that the Viterie Libo team invest in their work on a daily basis ensure that every detail is attended to with the utmost care."

Mr Stuppia, Viterie Libo

This precision shows the high level of professionalism of the company.

Since 2002, the company has been operating in its current, well-established 1,400 m2 facility, with a capacity of around 1,000 pallets.

As they celebrate their 28 year business anniversary, the company looks to the future with determination. With ambitious plans for expansion and continuous innovation, the company is ready to face the challenges of the future with optimism and to seize new opportunities.

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More and More Client Friendly Thanks to the New Customer Area by PSM CELADA Fasteners

Always focused on simplifying the working life of their customers, PSM CELADA Fasteners launch their new Customer Area: a simple, intuitive and user-friendly platform, created to ease the management of business processes.

Rich in new features and accessible everywhere, the new Customer Area offers a revamped interface, acting as a virtual showcase and providing users with a complete and prompt view of their entire historic archive. The clients can have all the information they need at hand, with just one click: from quotations to orders, to invoices and technical and quality documentation.

And that's not all: PSM CELADA Fasteners aim to establish an ever more direct dialogue with their customers and are at their disposal to solve any critical issues, ready to respond to support requests, which customers can submit to the Support Team in the relevant section of the platform.

The renewal of the Customer Area is part of a strategy that PSM CELADA Fasteners has always been committed to pursuing: to be close to their customers and attentive to their market, to be the ideal partner in their customers' design challenges. All this, thanks to a constant search for quality, innovation, and efficiency. The company constantly works to guarantee the highest standards of excellence and to always become better.

The new Customer Area allows PSM CELADA Fasteners to follow up with the customer more efficiently after purchase and meet their needs through a platform designed to streamline and speed up business processes.

Increasingly user-friendly, intuitive and immediate tools demonstrate PSM CELADA Fasteners' commitment to increasingly simple and sustainable work management and interaction.

Contact here:
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www.psmcelada.it

PSM CELADA FASTENERS



A new user-friendly customer platform

Scan to find out more:

Bearing and power transmission parts

BearingNet is the world's largest bearing and power transmission enquiry system designed exclusively for bearing and power transmission distributors and manufacturers, offering an unmatched marketplace that makes it simple for industry professionals to buy and sell with ease. With more than 2,000 global distributors, ranging in size from small, independent to major, international wholesalers, who can browse the 16,000,000+ parts BearingNet has listed on the database.

BearingNet's mission is to provide a global trade e-marketplace. With the aim to give members the ability to trade internationally and to make better-informed decisions through innovation with a network of like-minded people.



On the BearingNet platform distributors post available in-stock bearings and other power transmission parts that are ready for shipment. Then enquiries are made straight to the distributor regarding the part. If a part cannot be found on the database, BearingNet has a Wanted page for difficult-to-find obsolete parts allowing distributors to know what is in need and if they have it. This allows customers to reach international markets, sell to new markets and establish new partnerships.

BearingNet User Meetings

As well as the online service BearingNet also holds User Meetings. These meetings give distributors the ability to meet existing and potential customers in person. With hundreds of distributors from all around the world in one location, networking, socialising and making new connections is made easy. BearingNet User Meetings have been running since 2005 and have now grown to over 500 exhibitors at the events.

The meetings take place both in Europe and the US, providing people with the opportunity of meeting different members from different regions.



Manufacturers' Advertising Platform

BearingNet additionally has a Manufacturers' Advertising Platform (MAP). The Manufacturers' Advertising Platform (MAP) is an all-in-one sales and marketing tool helping manufacturers with sales growth, lead generation and brand exposure. This platform gives users access to the 2,000+ bearing and power transmission distributors. The platform allows for additional promotional opportunities and personalised membership packages catered to best suit the company's needs.



Testimonials

"BearingNet is a vital part of publicising our extensive radial ball bearings range on a worldwide platform, driving relevant sales enquiries direct to our door (with over 500 enquiries for our stock received every month)."
SMB Bearings

"Our partnership with BearingNet has given us the opportunity to grow both our network and reputation as a worldwide distributor of bearings and power transmission."
Howcroft Group Limited

"BearingNet helps Godiva Bearings advertise our vast stocks around the world, to places we would never be able to reach under normal circumstances. A truly great partnership!"
Godiva Bearings

Scan to find out more:

FluidPowernet connecting the industry

FluidPowerNet: your premier industrial marketplace for hydraulics and pneumatics.

Who we are

At FluidPowerNet, we are a dedicated team of specialists committed to revolutionising the way businesses in the fluid power industry source and trade products. Our platform is designed specifically for distributors, manufacturers, and service providers in the hydraulics and pneumatics sectors. Unlike many other platforms, we do not cater to end users, ensuring our focus remains on enhancing B2B interactions and providing a network exclusively for industry experts.

How it began

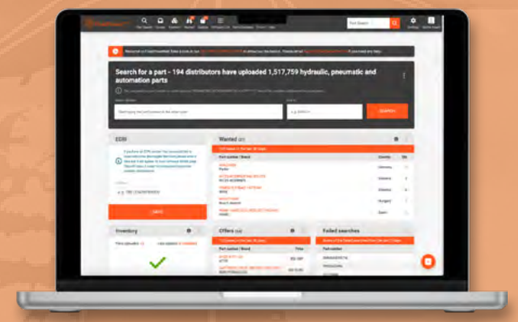
FluidPowerNet was born from our extensive experience in the bearing and power transmission industry, where we have been successfully operating through BearingNet, since 1996. With over 2,000 members from 80 countries and a database boasting over 16 million lines of inventory, we have a proven track record of building effective, and efficient marketplaces. Our goal with FluidPowerNet allowed us to replicate this success, tailoring our platform to meet the needs of the fluid power industry.

Our commitment

We aim to be the best resource for your fluid power needs, offering solutions to source hard-to-find products, sell surplus stock, and facilitate more efficient trades. Our platform is designed to complement your existing sales channels, making it faster and easier to find and trade spare parts and services. By joining the platform, you gain access to a global network of fluid power companies, enhancing both your local and international business connections.

FluidPowernet

Join FluidPowerNet today!



Banners:

Place digital banner advertisements on the most prominent pages across our platform. Banners are an effective way to promote your latest products, special offers, or brand messages, significantly increasing your brand's visibility and awareness among our network.

Webshop Integration:

Link your inventory on FluidPowerNet with your webshop, enabling customers to purchase directly from your listings. This feature allows your customers to bypass the traditional Request for Quote (RFQ) process and place orders instantly, making transactions smoother and faster.

Join us today

Whether you are looking to expand your business horizons, streamline your inventory management, or simply connect with more industry experts, FluidPowerNet is your ideal partner.

Our platform is built on years of industry experience and a deep understanding of your needs. Join us today and become part of a vibrant, growing community dedicated to advancing the fluid power industry.

For existing members, our Bolt-On features are a perfect way to get even more out of your membership. Enhance your listings, boost your brand's visibility, and make your sales processes more efficient. Explore our Bolt-Ons today and see how they can help you achieve your business goals.

Get started

Ready to join? Sign up for a 14 day free trial on our website today!

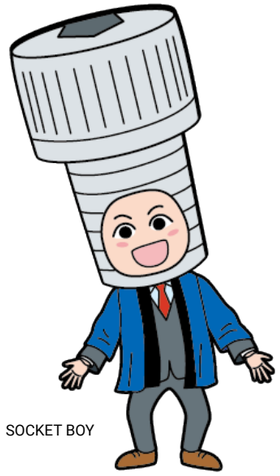
Experience the future of the fluid power industry with FluidPowerNet – where your business growth is our top priority.

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www.fluidpowernet.net

FluidPowernet

SUNCO Expands Operations with English Website and Launches SOCKET BOY Newsletter

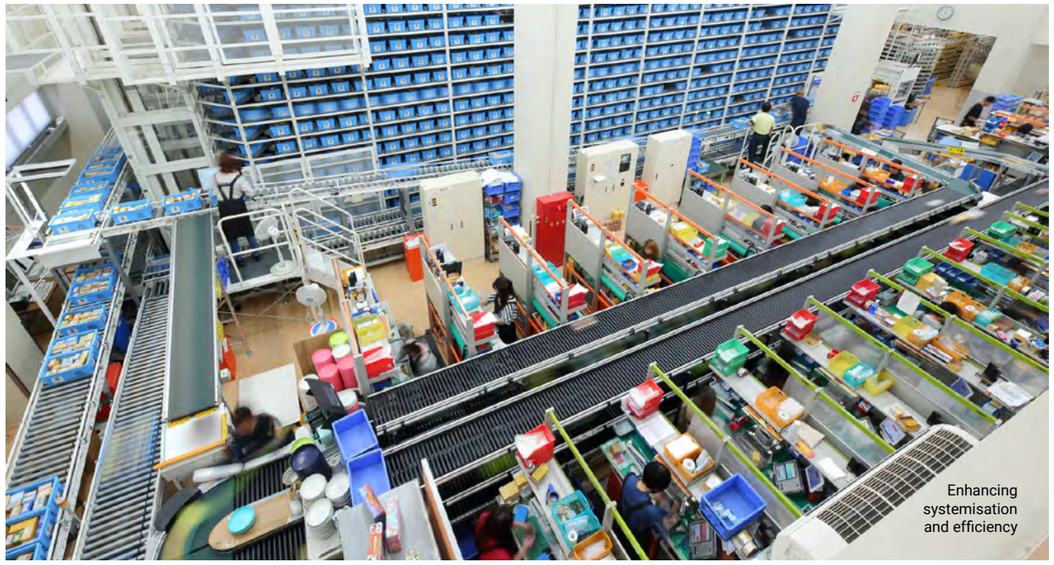
With global expansion, a new mascot and company newsletter, SUNCO Industries CO., Ltd aims to reach new heights, introducing the fastener world to the Japanese culture and screw industry.



SOCKET BOY

This year SUNCO launched a brand-new English website, SOCKET BOY newsletter, and are now offering free shipping from September to November to deliver JIS (metric) products to customers globally.

The new English homepage started to run in June of this year. Not only will it feature many of the items SUNCO routinely handles but will also include new items that they particularly recommend to their customers. You can view the new English website at www.jisscrew.com.



Enhancing systemisation and efficiency

In January 2024, SUNCO published the inaugural edition of their company newsletter 'SOCKET BOY'. They plan to publish the newsletter three times a year. The aim of SOCKET BOY is not to generate advertising revenue, but rather to introduce Japanese culture and the Japanese screw industry, with an emphasis on Higashi Osaka City, directly east of Osaka, an area known for its deep manufacturing infrastructure. In addition, there will be features recommending their latest products, and interviews with their foreign customers. The newsletter will be mailed directly to foreign customers, and will also be distributed free of charge at the exhibitions SUNCO participate in.

SUNCO Industries CO., Ltd, established in 1946, has been at the forefront of digitisation, specialising in plated items and trivalent zinc cr+3 plating products. They have consistently led the industry with constant innovation. Recently, SUNCO shifted their focus to accommodate small quantity shipments, even as little as a single unit, to cater to customers' diverse needs.

Their logistics centres have leveraged a unique mathematical model to enhance systematisation, efficiency, and labour savings, creating a system that sets a new industry standard. SUNCO is actively expanding its reach into international markets, striving to meet the swift and safe delivery of products that their domestic and international customers require. At present, they collaborate with approximately 1,300 suppliers and serve 6,000 clients, including around 70 international clients.

In terms of distribution, SUNCO continues to invest in their logistic centres. Their investments include rotary racks for fulfilling individual item orders, and another dedicated to small boxes to enhance the efficiency of small box



SUNCO distribution centre in Japan

picking. Looking ahead, they plan to introduce one of the largest automated warehouses in the industry. Their commitment extends beyond borders, addressing customer needs both locally and globally. Recognising that not all customers require large quantities of niche sizes or products, SUNCO use their logistical expertise and product range to promptly deliver the exact quantities that customers need, exactly when needed.

SUNCO's strength lies in their extensive product line-ups, boasting over two million types of items, predominantly JIS products, with 300,000 types consistently in stock. While JIS fasteners may not be the mainstream choice outside of Japan, their significance is underscored by the multitude of Japanese companies manufacturing automobiles, machinery, and electronical products worldwide. There are also local fastener trading companies that provide these essential components within their respective regions. SUNCO Industries can support fastener companies that are struggling with parts not being readily available or in small enough quantities to manufacture.

SUNCO can offer support to those looking to broaden their product range, including both JIS standard items and other standard products.

In order to meet the demands of its clients, SUNCO is always adding items to its inventory at their request and ensuring that products that a client has previously requested are still accessible. This approach has served SUNCO well in Japan, and they are extending this service for overseas companies too. The SUNCO motto, "Your special is our standard" reflects the commitment to fulfilling customers' unique requirements.

The SUNCO ranges of flat washer sizes and pre-assembled screws are one of the widest in the world. They have, for example, machine screws in increments of 1mm length, threaded rods with varying 5mm and products plated with trivalent zinc cr+3. They also deal with a wide range of fine pitch screws. The products SUNCO plan to enhance will be changing with customers' needs.

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www.jisscrew.com

SUNCO





kilton.it

20.000
ITEMS IN STOCK

kilton.it

STANDARD AND SPECIAL FASTENERS

vendite@kilton.it

Technical specs:

Diameters: **M2,3 - M16**

Lengths: **4 - 150**

Materials: **Iron - Carbon steel - Stainless Steel**

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Tel. +39 02 907 248 17 Fax: +39 02 907 229 77 - info@kilton.it

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MECHANICS, TECHNOLOGY AND PASSION

Carlo Ferri

Recently retired Fasten.it Co-Founder, Carlo Ferri, takes us on a journey through the years, discussing the highs and lows of a fantastic career.

In December 2023 Italian based, Fasten.it, was acquired by UK based BearingNet Ltd. Both companies share similar business models offering their members ways to locate parts, sell their inventory and connecting companies together. Fasten.it is a very small team and by joining BearingNet, benefit from their larger technical and marketing teams to help bring new features to the Fasten.it website as well as giving the Fasten.it team assistance with their promotional activities.

At what age did you enter the fastener and fixing industry?

At 30, after 8 years of work experience in the Milan area, in the lifting and transport field, along with a degree in economics and commerce from the Catholic University of Milan.

What made you want to start your own business? (Fasten.it)

I have always worked for companies in the fastener sector. My own business, if it can be called this now, has been the creation of Fasten.it which was born from the belief of creating something, with the help of the internet, which would serve as a meeting point for the fasteners and fixing elements sector that did not exist before. At the beginning, the aim was to help to easily find suppliers in an increasingly global and difficult market. The business then expanded to many other services.

What is the best part about running a company in this industry?

The great thing about the fastener and fixing industry is that products almost never become obsolete.

What is the most challenging part about running a company in this industry?

In my opinion, a distinction must be made between producers and distributors. If we talk about manufacturers, unfortunately, all aspects of the activity are a challenge. For example, compliance with delivery times, the ability to produce customised parts, and keeping the production of standard parts despite the fierce competition. For trade I do not see any major challenges to overcome.

What has been your most memorable moment in the industry?

Here too, I must distinguish between producers and distributors. The memorable moment in production, in my opinion, was the transition for the big companies, to directly supply the entire immense automotive, construction, and other sectors, bypassing the distributors. For the small-medium companies the transition from commercial strategies mainly aimed at domestic markets to a large-scale development of exports. As far as distributors are concerned, I remember how in a short time they became absolute masters of the market.

Did you have a business role model, or was there someone who influenced you growing up?

Regarding fasten.it I didn't have a specific model to follow - but support of Paolo Capelli (my late business partner in Fasten.it who sadly passed away) and Federica Capelli (who is now working with Fasten.it & BearingNet) in managing the software and all the necessary developments, was fundamental to helping the portal grow.

Where do you see the Fasten.it business in five years' time?

I see it as the largest e-commerce platform in the industrial and professional fasteners world. All companies now have their own e-commerce, but none can offer all the availability and savings that the Fasten.it platform can provide, combined with the various warehouse availability of many companies around the world. In addition to the undoubted economic and competitive advantages, a great help in the availability of parts that are difficult to produce.

I see Fasten.it as a fundamental e-procurement service for purchasing products without having to waste a lot of time searching for the appropriate supplier.

Did the acquisition of BearingNet come at a good time?

We met BearingNet initially at the Fastener Fair in Stuttgart, they then made contact with me as were interested in acquiring a business that complimented their own business model, which Fasten.it did perfectly. The purchase came at a good time for me as I was ready to retire and it's really nice to see my business passed on to a company that wants to maintain the fundamentals of the Fasten.it platform, and enhance it with their own skills. BearingNet, although still a small company, have a much bigger team, with great technical and marketing capabilities to help Fasten.it grow and become the platform I know it can be!

Nicola Beer, Managing Director & Chris Howard, Commercial Director of BearingNet talk to us about the future BearingNet & Fasten.it...

BearingNet has been in business for 26 years and has over 2,000 members from 80 countries with over 16 million lines of inventory listed on the site. In 2017 we created a similar platform in the fluid power industry and then decided that instead of creating another platform we would look at buying one in a horizontal industry. Fasten.it was a perfect fit for us, we loved the family business, the passion and love they had for their business and the industry they work in and we could see ways that we could implement features we already have on our platforms to make their business better and continue to grow.

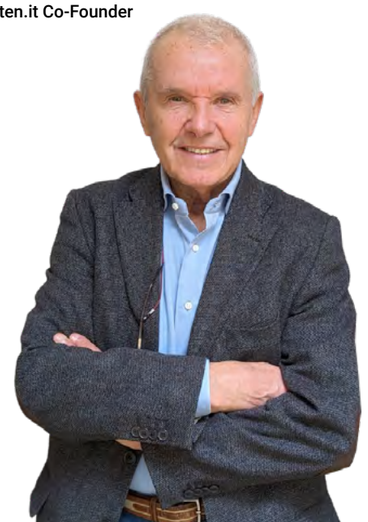
Federica and Vera, two of Fasten.it's employees are continuing to work with us from Italy, we speak every day and already have a close working relationship. We have been out to Italy to visit them and they have been to the UK to work with us, we will all be meeting again soon in Vienna at our networking event and so far everything is working really well.

Our technical team are working hard on recreating their platform, so it looks the same but works with our systems and the marketing team have taken over all of their communication and social media which has given Federica and Vera much more time to talk to the customers and grow the platform.

BearingNet will join Fasten.it this October at the Milan Fastener Fair and look forward to meeting people from the fastener industry, if you are attending please come and say hello at Stand 218.

Carlo Ferri

Fasten.it Co-Founder





Carlo at the beginning of the Fasten.it journey

Over the years

1980 Activity started in the world of fasteners in the largest stainless steel fastener factory at that time, Vefe-Verinox.

1984 Carlo began the discussion of the degree thesis 'Problems of international marketing for industrial goods' after attending evening courses at the Catholic University of Milan.

2003 Fasten.it was established to help fastener companies find the items they were looking for. The platform was idealised and created through the Nextmove software house of Marco Beretta and Fabrizio Conti and the indisputable collaboration of Paolo Capelli.

2007 The great collaboration with Jerry Ramsdale, the founder of Fastener Fairs. This was an important moment and led to the global success of the Fastener Fairs, bringing many industry professionals together.

2019 The Marketplace feature was implemented and introduced to Fasten.it, allowing thousands of professionals to find what they need instantly.

2023 Fasten.it was acquired by the BearingNet family, and Carlo decided it was time to retire. Federica and Vera based in Italy, continue to work alongside the BearingNet and FluidPowerNet team in England.



Left to right: Federica Capelli, Chris Howard, Cheryl O'Hara, Nicola Beer, Vera Scaccabarozzi, Tom Irving, and Carlo Ferri

The BIG B2B Catalogue: 4 Ways Ecommerce Tech Elevates Brands

Trusted global commerce solution provider BigCommerce explains how new B2B technology can boost businesses, taking advantage of worldwide digitalisation.

In today's digital age, B2B ecommerce has emerged as a vital component of global trade. In the past, traditional sales channels dominated the B2B landscape, but recent shifts in macroeconomic conditions and increased digitalisation have prompted a surge in B2B companies investing in the online realm.

BigCommerce, as an ecommerce platform, has witnessed this B2B ecommerce boom, especially in Europe, where approximately 20% of their customers primarily engage in B2B sales. A global study BigCommerce conducted revealed that 74% of B2B buyers now use online platforms for business transactions, with 50% making online purchases multiple times a week.

While ecommerce offers opportunities for B2B brands to expand their customer base and boost sales, it also presents challenges. Questions arise regarding the best channels to reach B2B buyers and how to create online experiences that cater to diverse buyer needs.

Acquiring new customers is crucial, but retaining existing ones is equally vital. Fortunately, modern, agile technologies are now accessible to a wide range of B2B businesses, provided they choose the right solutions and integrate them effectively.

In this guide, BigCommerce, in collaboration with prominent European partners like Brave Bison, Adacto | Adiacient, rb2, Actum, and Blackbit, demystifies various technical solutions that empower B2B companies to achieve their objectives.

1. Building your B2B ecommerce foundation

MKM Building Supplies, the UK's largest independent builder's merchant, exemplifies how to establish a robust B2B ecommerce presence. MKM, with its complex business model serving B2B, B2C, and B2B2C customers, required an ecommerce platform that seamlessly integrated with existing systems.

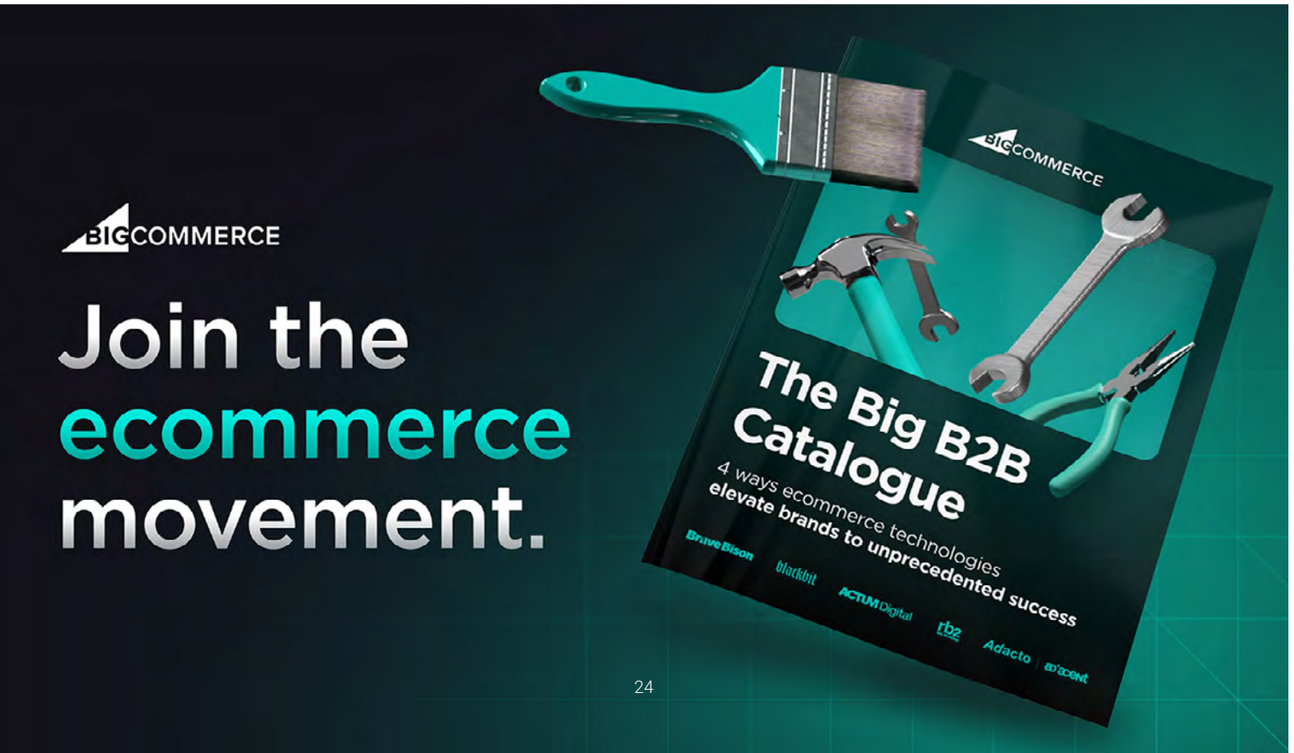
BigCommerce, with its API-first approach, allowed MKM to automate workflows, simplify tasks, and empower teams.

Utilising microservices like Bloomreach, MKM enhanced its CMS, product search, and SEO capabilities, while the headless architecture of BigCommerce facilitated handling complex business rules, such as customer-specific pricing and branch-specific stock management.

The result was a 23.1% increase in YoY traffic, a 31% rise in web orders, and a 31.5% boost in revenue.

Key takeaways: Choose solutions that align with your business needs and integrate seamlessly. Prioritise flexibility, security, and a unified online/offline experience.

Recommendations for B2B companies include gradually transitioning toward composability, selecting back-end systems with strong APIs, and adapting to evolving technologies.





2. Developing new acquisition channels

Recent global events have accelerated the adoption of digital sales channels in the B2B sector. B2B businesses must maximise the potential of multichannel strategies and digital marketing to attract new customers. Millennials and Gen Z, who are increasingly becoming B2B buyers, are accustomed to online purchases, making social networks a primary channel for reaching them.

To cater to these new buyers, businesses should establish a presence on various social networks, adapting their content to suit each platform's tone and audience. Marketplaces also offer opportunities for visibility and lead acquisition. B2B companies should choose marketplaces wisely and use syndication tools to manage catalogue publication efficiently.

Moreover, businesses should consider transitioning to a direct-to-consumer (DTC) model to reach end consumers in the supply chain. To do this successfully, they need a modern, flexible, and secure digital commerce platform that offers a B2C-like user experience.

Key takeaways: Adapt to customer habits while addressing B2B-specific needs for efficiency and payment methods.

3. Expanding your potential market by selling cross-border

Selling cross-border is an option for B2B merchants looking to reach new customers directly. This strategy requires managing price lists in different currencies, translations, and localisations for web stores. A multi-storefront approach tailored to different markets allows for localised experiences, including pricing, product information, and user experience.

Smooth, secure international payment options and robust logistics and shipping processes are crucial for success. Additionally, offering multilingual customer support helps build trust with international customers.

Key takeaways: Expand your business by tailoring your online presence to foreign markets while ensuring seamless payments, logistics, and customer support.

4. Creating a Customer Experience that Drives Loyalty

Customer experience is a cornerstone of successful ecommerce, subscription, and loyalty platforms. Improving the front-end customer experience by focusing on site speed, multiple payment methods, mobile-first design, intuitive navigation, personalisation, and detailed product information enhances the B2B shopping journey, mirroring the ease found in B2C platforms.

AI-driven tools can segment B2B customers based on behaviour and preferences, allowing for personalised product recommendations and targeted email marketing. Collecting and analysing data to understand customer needs and preferences is essential for creating a Single Customer View (SCV) and delivering tailored experiences.

Key takeaways: Enhance customer experiences through technical improvements, personalisation, and data-driven insights.

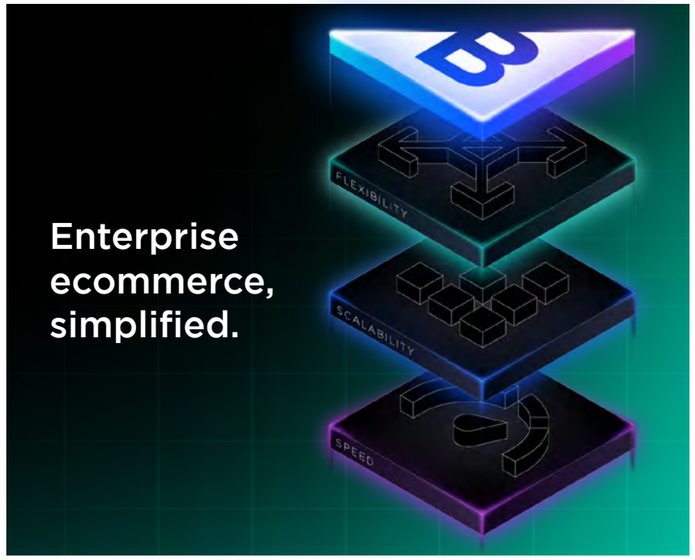
A New Era of B2B Commerce

Leveraging appropriate technologies and understanding their applications is key to adopting an omnichannel approach that aligns with the new generation of B2B buyers.

Focus on building frictionless and personalised online experiences, leaving maintenance and security to your ecommerce platform. Empower your teams with the right support and technologies to boost productivity and efficiency. Embrace these strategies and solutions to unlock efficiency, productivity, and ecommerce success in this exciting new era of B2B commerce.

Contact here:
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michela.delussu@bigcommerce.com
www.bigcommerce.co.uk

BIGCOMMERCE



Corbetta Ermanno Srl: Where Know-How Meets the Right Place

Corbetta Ermanno Srl rely on the new automatic rotating warehouse to optimise the tool park and maximise the production process.

A few months ago, Corbetta Ermanno Srl incorporated an automatic rotating warehouse into their structure in order to optimise the management of tools to prepare production machinery.

“The idea had been on our minds for a long time,” explain the owners. “Since the beginning of our business, we have collected an endless range of tools and components, which need an organised space. We have already managed to fit many of these in, but most still need to be catalogued and stored in boxes.

“We are very satisfied with this tool, which will be a great help in speeding up the operations of picking the right tools for the various tasks during the production start-up phase and repositioning them once the work is finished, without wasting time and energy that will be invested more wisely, in other steps of the production process.”

Corbetta Ermanno Srl is a family business with a far-sighted vision, borrowed from the vast experience in the special fastener sector, where they have been active for almost 60 years.

“In order to keep up with the times and offer our full potential, it is necessary to think smart and be ready to seize the opportunities on the market. Since our company has strong personal and professional values, we want both our long-standing and newly acquired customers to see us as a solid point of reference, able to compete successfully in an increasingly changing and challenging industry.

“The aim for a constant innovation is a clear sign that Corbetta is there, ready to face the challenges of every day for a long time to come”.

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Rivit S.r.l. Celebrates Over 50 Years of Premium International Service

For more than half a century, Emilia-based company Rivit has specialised in fastening solutions, supplying the industrial, retail, and construction sectors to name a few.

Rivit S.r.l. is a company based in Ozzano dell'Emilia, Italy, and since 1973 has been supplying the industrial, retail, and construction sectors with products and consulting on fastening systems and tools for the assembly and machining of sheet metal. Thanks to its high-quality standards, Rivit is well established both nationally and internationally, being present in over 65 countries. The company, whose core business is fasteners and tools, became part of the FERVI Group in 2021.

With a rich history, Rivit has come to set the company core business in three separate macro-divisions: industry, building, and products for dealers, with particular attention to the fields of industrial auto body shop, electronics, household appliances, sheet metal working, metal furnishings, roofing, metal roofing, air conditioning and metal frames.

The latest model presented by the Emilia-based company is at the top of the premium range of Rivit, which has specialised in fastening solutions for 50 years. Thanks to the enhanced motor, which guarantees a force usually obtainable only on tools with a booster, the RIV943 finds its place in heavy carpentry and assembly applications for the automotive, railway and naval sectors; moreover, the wide adjustment possibilities make the new RIV943 a machine not only powerful, but also flexible, therefore suitable to cover a wide range of fastening needs.

The elements that make this riveting tool for rivet nuts unique are: the one-stage operation that allows the rivet nuts to be deformed and unscrewed in a single step, the double adjustment of force (an impressive 32000 N) and stroke (10 mm), adjustable by pressure switch and ring nut respectively, the high-performance enhanced motor, and the piston return valve (100% pneumatic). The latter feature allows for faster and more precise actuation, but also greater force output, increasing the machine's overall performance.

In addition, this riveting machine covers a wide range of applicable rivet nuts, from M4 to M12. In particular, RIV943 is used with RIVSERT female threaded rivet nuts from M4 to M12 and RIVBOLT male threaded rivet nuts from M4 to M10. RIV943 is supplied in a practical, fully equipped case, complete with a technical guide for maintenance, troubleshooting and repairing the machine.

Contact here:
+39 051 4171111
info@rivit.it
www.rivit.it

Rivit FASTENERS & TOOLS



The new RIV943 machine

Explore how Rivit has developed over the last 50+ years

1973: At the very beginning a small reality started its operations in San Lazzaro, close to Bologna, dealing with fixing systems, and marketing small metal parts such as blind rivets, rivets, nut and bolts.

1981: To widen its production activities, Rivit moved to Idice.

1990: Rivit started production of blind rivets. Blind rivets were produced in different alloys, responding to the needs of many application sectors.

2002: At this stage the goal was the International Market, daring to compete with new realities and to widen the strategies of partnership and marketing.

2006: It was time for a new challenge: Rivit moved into a new, bigger, and more modern building located in Ozzano dell'Emilia (BO) and equipped with an automatic store, which assured and supported a cutting-edge logistic system, able to fulfil the widening demands of the international market.

2009: Achieves UNI EN ISO 9001:2015 Certification for design and production.

2011: Rivit India Fasteners Private Ltd is born. The new production and distribution company for India and the Far East, based in Chennai, services all companies of sheet metal working: automotive, transportation, appliances and electronics.

2017: Rivit Maroc was founded, the new subsidiary in Rabat, the capital of Maroc, an open window on the African market.

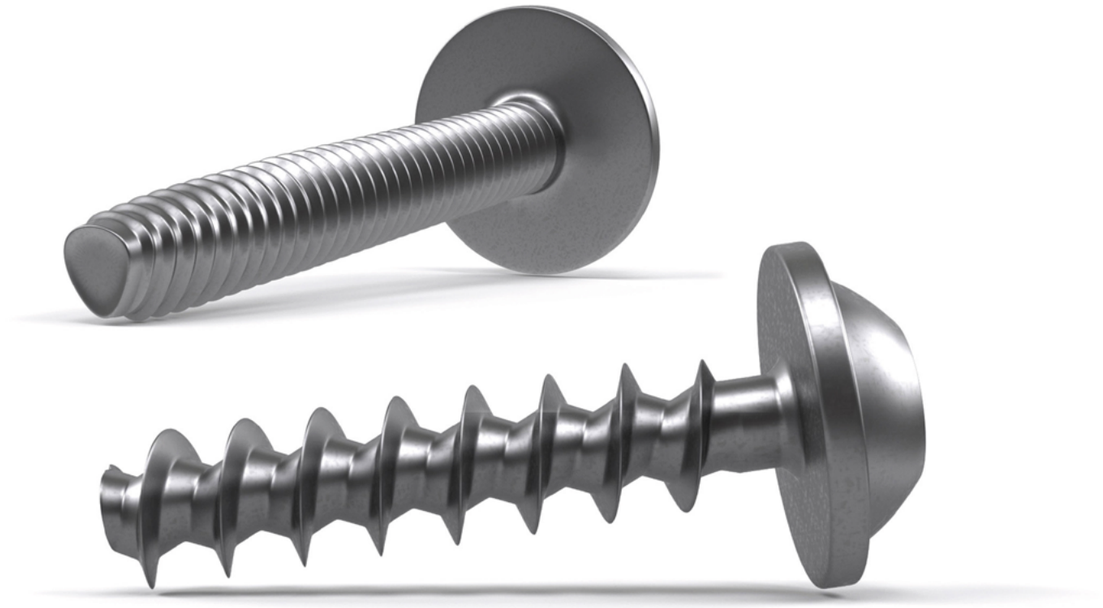
2021: Rivit joins FERVI GROUP, the Italian group active in the MRO (Market, Repair and Operation) sector.

2023: Rivit celebrates 50 years on the market.

2024: Rivit presents a new model of a hydropneumatic riveting tool for rivet nuts, featuring exceptional performance in industrial applications.

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Corporate Sustainability — No Hollow Words for pgb-Europe

Belgium-based fastener and fixings supplier pgb-Europe are taking 'sustainable entrepreneurship' very seriously, working towards a greener way of doing business.

We all have the same goal, which is to build sustainably and be environmentally conscious. Therefore, 'sustainable business' is not a hollow concept for pgb-Europe, but a matter of doing. One goal for pgb-Europe is to reduce their impact on the environment. On a daily basis, they work hard to improve their processes and reduce their CO2 impact. Here's how they do it:

Green energy

• The head office and warehouse in Belgium are equipped with 2,400 high-efficiency solar panels, generating solar energy, and creating a fully self-sufficient environment.

• pgb-Europe is transitioning to an environmentally friendly fleet, equipped with plug-in hybrid and fully electric vehicles.

• All offices and warehouses are excellently insulated and equipped with energy-efficient LED lighting which lowers the energy consumption drastically.

Environmentally friendly materials

• The galvanised and specially coated fasteners are always CrVI-free and RoHS compliant.

• The packaging and shipping boxes are made from recycled cardboard.

• The business operations are increasingly digitised, and employees work as paperless as possible.

• The paper that is still used in the office and which the catalogues and brochures are printed is FSC-labelled paper.

Circular production

• pgb-Europe is committed to a closed production circuit. Waste and by-products generated during the production process at the factory in Poland are returned to the production chain as much as possible, from materials to the heat released from the machines.

• pgb-Europe separates waste into plastic, wood, metal, and cardboard and are registered with Fost Plus and Valipac for declarations of their product packaging.

• They minimise the use of packaging within their logistics process.

pgb-Europe continues to strive towards a sustainable business model and to have a positive effect on the global environment, community, and society. Will you join in?

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TAIWAN HARDWARE SHOW Continues Expansion Growth Path for 2024 Edition

TAIWAN HARDWARE SHOW is one of Asia's top trade fairs for the entire hardware and DIY sectors offering specialist traders and buyers with a comprehensive category of products and services.

TAIWAN HARDWARE SHOW (THS), Asia's leading premium hardware show organised in the home ground of Asia's most competitive hardware manufacturing market – Taipei, Taiwan. Scheduled for the 23rd - 25th October 2024 at the Taipei Nangang Exhibition Centre, as announced by its organiser, Kaigo Co; Ltd. Amplifying its objectives to facilitate regional trade flow by 'Bridging borders, empowering supply chains in Taiwan', THS will build on its successful path to strengthen local manufacturing capabilities as Taiwanese companies serve global partners better and with more innovative products marked with trusted quality standards.

This 23rd edition of the TAIWAN HARDWARE SHOW in 2024 will see an expanded show floor with the introduction of another co-located new show; the first Refrigeration & HVAC TAIWAN (RHVAC) – the dedicated trade platform for Taiwan's refrigeration, heating, ventilation and air-conditioning sector. iMT Taiwan – the International Metal Technology Taiwan and T-SAFE – the Occupational Safety Show for Taiwan will continue their co-location with THS for their 9th and 2nd edition respectively. Together, the four synergistic shows will deliver a wholesome manufacturing focused trade platform for suppliers and distributors to sell or buy in-demand production and engineering technologies from reliable Taiwanese manufacturers with multi-sector product deliverables.

Success for Market, Gains for Manufacturers

According to Statista Market Insights December 2023 report, Taiwan's hardware and building materials market is projected to generate a revenue of US $8.55bn in 2024 and will continue to experience an annual growth rate of 4.51% (CAGR 2024-2028). The growing demand for housing and lateral need for home renovation locally as well as in neighbouring Asian markets or further across Europe and the Americas will drive Taiwan's hardware and building materials market upwards as Taiwanese manufacturers gain more supply demands due to their advanced manufacturing capabilities and quality product innovations.

Some of the confirmed exhibitors include GOLDEN ROOST, GONG FONG, JEOU SHENG, KUKA, MATATAKITOYO, SHEN YU PLASTIC, and many more.

They will showcase a diverse range of products covering THS's 10 exhibit categories: power tools, tools & accessories, fasteners & fittings, building supplies, machine & plant equipment, garden & plant equipment, garden & outdoor equipment, automotive supplies & accessories, locks & fittings, plumbing hardware and safety equipment and products.

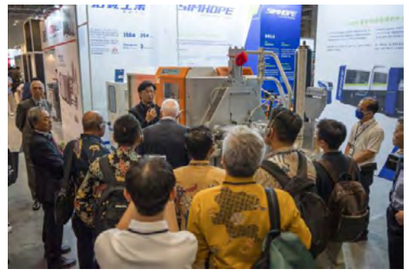
The international reputation of THS will be fulfilled with over 300 local and overseas exhibiting companies taking up over 10,000 sq m of exhibition space at Hall 2 of the exhibition centre.

Contact here:
+886 2 2595 4212
claudialeung@kaigo.com.tw
www.taiwanindustryweek.com

THS TAIWAN













Fasten.it Team Gears Up for a Year of Global Exhibitions and Events

Come and join us this year and next as we visit FASTENER POLAND®, the BearingNet User Meeting, Fastener Fair Italy, and Fastener Fair Global.

The Fasten.it team has an exciting year ahead with a global schedule of exhibitions and events. As an organisation we not only drive the industry forward through our innovative platform but also stay ahead of trends and updates in the fastener industry.

From September 2024 to May 2025, we have planned four dynamic visits, including the BearingNet User Meeting in October 2024.


Federica Capelli and Vera Scaccabarozzi

FASTENER POLAND®: 25-26 September 2024, EXPO Krakow, Poland

The show offers valuable insights into industry trends and provides essential information on the latest developments in the fastener and fixing sector.

A diverse range of technologies and products draws specialists, who unanimously agree that FASTENER POLAND® is the premier industry meeting forum in Central and Eastern Europe.

BearingNet User Meeting: 3-5 October 2024, Vienna, Austria

This sell-out event takes place annually across Europe. The User Meeting will bring the bearing industry together in one place to network and build valuable new business connections. Look out for future announcements from Fasten.it and our involvement with future User Meetings to come.

Fastener Fair Italy: 29-30 October 2024, Milan, Italy

This exhibition encompasses every facet of the fastener and fixing industry, showcasing a wide range of products, including locking mechanisms, assembly and installation systems, storage solutions, and more. It provides a unique opportunity to foster new connections and strengthen business relationships among manufacturers, retailers, suppliers, end-users, and industry professionals.

Fastener Fair Global: 25-27 March 2025, Messe Stuttgart, Germany

Fastener Fair Global is the premier international trade exhibition for manufacturers, wholesalers, distributors, and suppliers of fastener and fixing technology. The event encompasses the entire fastener and fixing industry, offering crucial insights into industry trends and essential information on the latest developments in the sector.


FASTENER POLAND®


BearingNet User Meeting


Fastener Fair Italy

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Are you interested in acquiring or selling a business in the fastener field?

View the current businesses for sale by scanning here:

Fasten.it Services Overview

There are a number of innovative tools on the Fasten.it platform that you can benefit from, allowing your business to perform at its best in the global fastener and fixing market.

Supplier Search

The best suppliers for fasteners and fixings, listed by products and countries. Suppliers of fastener related products are also listed, for raw material, machines, tooling, treatments and more.

E-Procurement

Requests for quotations for fasteners, coming from all over the world and updated daily. Quote enquiries directly to potential customers, without any intermediaries or commissions charged.

Surplus Stock

Find a buyer for the unsold products being stored in your warehouse. Publish your stock and reach many potential buyers easily, with more than 1,000 daily visitors to the Fasten.it portal.

Distributor Search

See the list of fastener and fixing distributors and sell your products on the global market. Search for the most suitable distributor for your business and filter search results by country.

Product Norms

A technical data and standards database with product dimensional data and comparison between DIN, ISO, UNI, AFNOR, EN, ASME standards.

Business for Sale

Fasten.it can provide useful support to anyone interested in buying or selling a fastener company, as well as assisting in improving its commercial network.

Docs

Discover the latest news regarding fastener EU import duties and regulations, as well as other useful information for the operators of the fastener and fixings sector.

Advertising

From a simple company presentation up to a structured marketing plan, we can help to elevate your business with our range of digital advertising options.

Marketplace

Find the part that you require instantly!
Select a norm, choose the size, indicate the material, select the quantity from the product list.

The convenient fasteners marketplace!

NEW

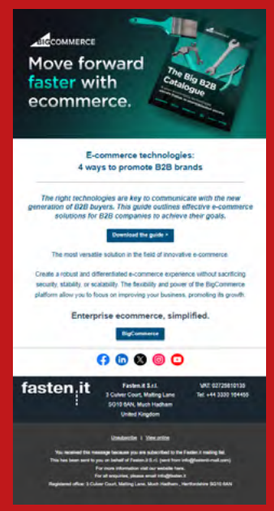
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Advertising Opportunities with Fasten.it

Advertise your brand to over 11,800 industry companies using our promotional opportunities. Use these advertising opportunities to grow your brand exposure and presence within the fastener and fixings industry.

We offer a range of advertising options not only on the Fasten.it platform but also on Industrial Now, our industry news site and Let's Fasten.it, our industry magazine.



Newsletters

Newsletters are sent to our vast mailing list of contacts from all over the world: companies, users, and professionals of the fastener and fixings field sent out in Italian, English and German. The Newsletters are hassle-free, we can edit the content, create graphics and produce the design for you. The newsletters are published in the news area of Fasten.it to be viewed anytime by anyone visiting the site, as well as being shared on all our social media networks, LinkedIn, Instagram, Facebook and X.

Industrial Now Advert



Advertise through a banner on the homepage of our news site Industrial Now. The site focuses on fasteners, bearings and power transmission, fluid power and much more. Additionally, you can send in news articles to info@fasten.it for free to feature on Industrial Now with the opportunity to be posted on our social media outlets, LinkedIn, Instagram, Facebook and X.



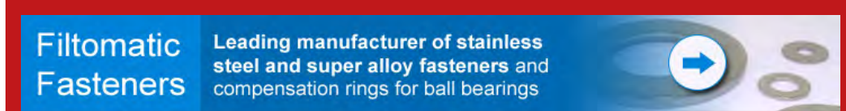
Magazine Adverts

As you read through this magazine you will notice our members adverts. These adverts are seen by thousands of industry professionals, increasing brand awareness and promoting products and services directly to your target audience.

Advertise your website with a digital banner on Fasten.it

The banners are located on the most prominent pages across the platform, giving you the opportunity to promote your latest products and generate more brand awareness. We can also assist you in creating a personalised banner, use our marketing team as your marketing team!





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Scan to find out more:



Media Partners

Fasten.it has consistently collaborated with the leading organisations in the fastener industry.

Scan to find out more:

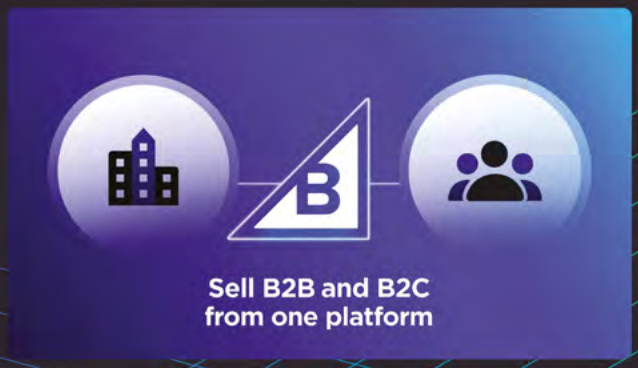
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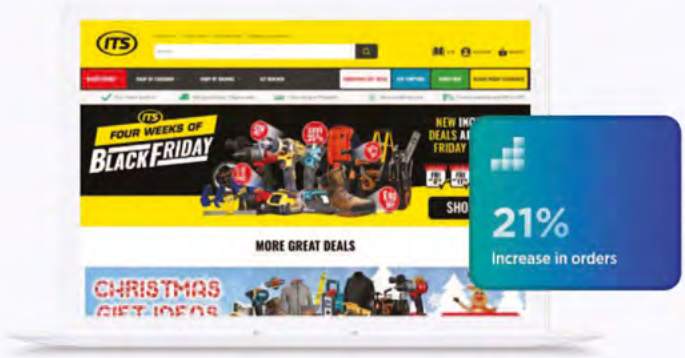
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A better way to sell B2B.

Meet buyer demands with a more intuitive, customizable ecommerce platform — built for the unique needs of B2B.



Free time. Lower cost and risk. Leave maintenance to us.



"We want to understand our products, understand our customers and focus on them. We don't really want to deal with the minutiae of servers and keeping the lights on, keeping the technology going."

Richard Hughes, Ecommerce & Marketing Mgr, Industrial Tool Company

B2B ecommerce your way.



Wholesale

Simplify with a single front and back end experience for retail and wholesale. Automate customer group management, and customize prices and discounts down to the unique SKU level.



Manufacturing

Manufacturing buyers are different from other consumers, but they still expect modern buying experiences. Deliver an engaging and frictionless journey to gain a competitive advantage.

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