

# Brazilian News

## ZwickRoell: 10 Years in Brazil

**The German manufacturer of material testing machines celebrated with all cares needed**

April 22, 2020 marked the 520th anniversary of the Discovery of Brazil, the same day that ZwickRoell Group completed ten years of opening its subsidiary in this South American country.

However, it is almost unnecessary to recall the reason that led the company to postpone its commemorative event, which ended up taking place in November 26, in Campinas City, SP, home of ZwickRoell's local subsidiary.

"On a scale of 10, I consider a grade 7, which could be much better, but our start was a little difficult, especially since we spent the first two years operating in a joint venture formed with a local company. But it was in solo activity that we improved the results, especially in the last three years", commented Gustavo Videira, the Brazilian Managing Director.

As global leaders in machinery and technology for material testing and quality control - with a history that begins in 1854 - Zwick and Roell are individual companies in the same segment and country, Germany, which have joined together since the 1990s.



**Roberto Simioni**



## The Âncora Founder Died

After many years as the founder and owner of R. Simioni store and fastener distributor, in São Paulo State Capital, Roberto Simioni and Renato, his son, founded Âncora Fastening Systems, a Brazilian company that combines activities of a manufacturer and importer in fasteners. Since then, the company established in Vinhedo town, SP, has expanded rapidly, mainly in the construction sector, currently operating with more than 200 employees on an area of 25 thousand m<sup>2</sup>, with 7 thousand m<sup>2</sup> as the manufacturing floor.

## November was the Best Month for the Auto Industry

**But the Brazilian sector was haunted by shortage and high prices**

According to the monthly survey showed on December 7, 2020, from Anfavea, the Brazilian Automaker Association, November was the best month of 2020. However, almost all industries, not just cars, were haunted by shortage of raw materials, components and constant price increase, as well as the restrictions generated by the pandemic.

In November 2020, 238,200 units of vehicles were produced, a growth of only 0.7% over October, and therefore, the industries are unable to keep up with the increase in demand caused by problems mentioned above. This result is a 4.7% growth over the same month in 2019, a period that there were around 330 thousand units of vehicles in stock, while until the conclusion of monthly report were just 120 thousand units of vehicles in stock. In the factories and in the stores network the stock was just for only 16 days of sales.

However, the year-to-date production at 1,804,759 units was 35% lower than 2019.

## Fastener Imports Closed with a 23% Drop

**Currency depreciation was good to local producers**

The sales of bolts, screws, nuts, rivets, nails and other kinds of fasteners (made of iron, steel, copper, or aluminum) to Brazil closed the year with a drop of around 23%, but seller countries - such as China (with 25% market share by value), USA (16%), Japan and Germany (10%) and Taiwan (5.6%) - were already in recovery, resulting mainly from the second quarter of 2020. In November 2020, US\$ 46.87 million (9,765 tons) worth of fasteners landed on the Brazilian ports, while in October 2020 were US\$ 43.50 million (9,115 tons). Closing in November, the imports totaled US\$ 451.4 million (93,733 tons), with a 22% drop.

## SouthWind International: 25 years

**One of the most important and solid sales agents of machines and tools for the fastener manufacturers in Brazil**

When it comes to machinery and tooling for the fastener industry in Brazil there are two names that work as a guide and reference on the subject: SouthWind International (SW) and the company's founder, J. Graef.

Founded in 1995, these two names merge as SW market share is growing not only in Brazil but also Latin America and in the US where the company has started a subsidiary in Florida since 2015.

SW's expertise reaches all fastener production areas, from raw-material preparation, throughout all steps of the production processes, including the inspection and packing of final products.

Some of the companies that SW has exclusivity in Brazil, as the sales agent are Nedschroef, Weighpack, Universal Punch, PTG-Reed, Wrentham Tool Group, Reed Machinery, Tecno Impianti, Videx and others.

