

Q & A

# Your questions on blind riveting answered

**Mike Diesendorff provides answers to the questions he is frequently asked as managing director of Gesipa Blind Riveting Systems**

## *What makes blind rivets an appropriate fastener?*

Blind Rivets are a simple and effective fastening solution – offering a permanent fix to specified tolerances even with access only from one side. The range of tools offered by Gesipa Blind Riveting Systems also means that a complete solution is available from hand tools, through battery tools and air tools all the way up to fully automated riveting machines which can set up to 45 rivets per minute.

## *What can be done if an off the shelf product doesn't suit my application?*

Gesipa Blind Riveting Systems offers a full range of high quality standard products, but are finding that more and more customers

are using our specification expertise to get a unique fastening solution. At Gesipa we can design, test and manufacture bespoke products to help save time and money for the customer where a standard product may be a compromise in terms of quality or value

## *How do you ensure the quality of fasteners?*

As Gesipa Blind Riveting Systems Ltd is a major supplier in to the automotive industry we are fully accredited to ISOTS16949, which means our quality standards and procedures are independently audited twice a year. Furthermore quality is instilled in to every area of the business and KPIs are displayed for all areas of the business to see and be aware of. A weekly operations meeting also takes place to discuss any issues / potential issues and all



Mike Diesendorff is managing director of Gesipa Blind Riveting Systems and works from the UK head office and manufacturing site in Keighley. Mike started his career in the consumer goods industry and was eventually responsible for the UK, German and Swiss markets for his company at the end of the 1990s. Mike also had a brief spell in Japan researching the market and putting a plan together to set up a subsidiary.

In 2001 he became managing director of Lindab UK – an HVAC company – and that was when his interest in technical solutions was formed. Mike commented: “In a similar way to how Gesipa Blind Riveting Systems operate, Lindab looked at quality solutions for their customers and my time with them really helped me to develop an understanding and passion for solution sales.”

Mike joined Gesipa Blind Riveting Systems in 2006 and was able to help continue to develop the business and reaffirm the company's commitment to quality, service and innovation.

Mike lives in Leeds with his wife and 6-month-old son. His interests are varied but he enjoys or endures watching Leeds United as often as he can

are parts have full traceability back to raw material source so that customers can have full confidence that what they get is what they ordered and will work as specified.

#### *What is defined in the DIN 7337 Standard for blind rivets?*

The DIN 7337 Standard defines only a few characteristics of blind rivets: rivet body diameter, diameter of the installation hole, minimum shear and tensile, as well as grip range and combination of materials. For its standard range of blind rivets, Gesipa offers additional features: mandrels are long enough for the rivet to be set with a nosepiece extension of up to 10 mm; all mandrels are zinc plated to ensure clean work and low maintenance time for the tools; the mandrel breaking point is located in accordance with the length of the rivet body, which ensures mandrel break and extraction with a single tool action and simultaneously increases the shear resistance.

#### *When should we use peel blind rivets?*

Use peel blind rivets when the materials to be assembled are pressure sensitive. Peel rivets are designed in such a way that the rivet body will be split longitudinally in four petals by the specially shaped mandrel head during setting. The petals spread outwards until they make contact with the material to be riveted. The mandrel head is then ejected from the set rivet.

#### *How do you ensure you are always meeting the needs and expectations of your clients and customers?*

We have an external sales team who constantly visit customers and prospects offering help, advice and support with their fastening needs. This is backed up by a customer services team at our factory in Keighley who can offer technical support over the telephone if needed and customer visits. We believe that when we get an order from a customer it is the start of a long term relationship and we are committed to helping develop and streamline customers manufacturing processes. One example of this is we had a customer who was suffering supply problems from an overseas supplier – we were able to manufacture parts for them through the night and drive the delivery to them so that they were able to carry on with their production process – several of the team were involved and worked through the night to help out.

#### *What environmental initiatives do you have?*

We are fully accredited to the latest ISO 14001 environmental standards within facility, but that is just the beginning – riveting has a low impact on the environment compared to welding for example and the Health and safety implications are much less. A rivet can be set by a number of tools – for instance our latest range of air tools uses up to 66% less air than the competition and we can now also offer a cut off valve which means once the tool is laid down the air stops – saving the customer valuable resources and money and helping the environment.

#### *How can a special design speed up assembly time in the production line?*

There are many ways in which the provision of a well-designed blind riveting solution can speed up a manufacturing process. One example is we replaced a stud and screw for a customer with a blind rivet which had a profiled eyelet. The customer was able to fix the rivet earlier in the production process in a single operation, reduce inventory and reduce installation time compared to the stud and screw and had the same permanent result as they had before – they not only saved money buying 1 part from us rather than 2 from elsewhere but saved on production time and labour.

#### *How does Gesipa stay at the forefront of the industry?*

We constantly invest and innovate. The factory is upgrading its existing machinery on an ongoing basis and getting new machinery and technology to complement it. Just in the last year we have invested in a new rivet nut stud machine and a brand new eyelet machine. This is complemented by an experienced and knowledgeable work force. Gesipa Blind Riveting Systems Ltd have been manufacturing in the UK for 40 years this year and have further plans to expand the facility.

#### *How do you ensure you are always in the vanguard of change and industry developments?*

We listen to our customers and internally within our group to make sure that ideas are shared and solutions developed. With our commitment to innovation and investment we are always looking at new ways to help customers find a solution to their needs. It may be that they are currently using two parts such as a nut and bolt where a single rivet will meet their needs, or they could be using a range of different size rivets where Gesipa can offer a Polygrip rivet that covers up to three hole sizes reducing inventory and changeovers. We have our experience and where necessary a blank piece of paper to help solve customers' application issues and as we manufacture in the UK, samples can be turned around quickly.

#### *Where is the manufacturing unit based?*

We are based in Keighley where we currently have over 20,000 sq feet of factory and office space – we are hoping to expand this further shortly

#### *What does it take to maintain its competitive edge?*

As part of the Gesipa Group headquartered in Germany, our manufacturing base in Keighley is part of a much bigger story which means we can share ideas and initiatives with the whole group. The factories in Keighley, Germany and America consistently invest to improve quality and efficiency. Furthermore Gesipa were bought by SFS Intec in late 2008, a company which champions innovation. As part of such a wide group the knowledge and experience to solve customers' application fastening issues is second to none