

FASTENER + HARDWARE

China's fastener market is gaining momentum with strong local demand and sales performance. The local international fastener shows there attract many Chinese and foreign buyers to place orders. This column features the following stories:

- **Sharp-Eyed** with a plant in China has high technical skills and a new software it rolled out for its plants in Taiwan and China.
- **Ningbo Huashen Yulu Set Screws** has grown 200 times bigger in screw sales for the past 20 years.
- **Jiaxing Goodway** with strong R&D capability is now the go-to source of non-standard fasteners in China.
- **Dongguan STL** has established an advanced fatigue test center equipped with ground-breaking devices.
- **Haiyan Weishi Fasteners** is taking orders from a critical American client and actively tapping into the world market.

Now let us learn the pulse of China fastener market through the stories of these featured companies.



Sharp-Eyed Precision Parts Co, Ltd. by Dean Tseng, Fastener World

High-tech Precision Technology Boosting Sales Across the World

For the last 30 year of business, Sharp-Eyed has become the largest precision parts and surface treatment OEM in Taiwan. It provides brass nuts, clinching nuts, CNC machined parts, forging parts and surface treatment, and supplies to various automotive OEMs and other industries including bike, shipbuilding, medical, tool, and electronics (such as wearable smart watch). It has a variety of materials available, including titanium alloy 6AL-4V, stainless steel SUS316, copper alloy C6801/C3604-3A, lightweight strong aluminum alloy 6061/7075, and eco-friendly free cutting steel.

4 Business Pillars: Automobile, Ship, Medical, Electronics

Sharp-Eyed's automotive fasteners are mainly supplied to clients in Germany, Japan, China (Shenzhen), and Taiwan. It also has a plant in Wuxi City of China. For the domestic market, it offers automotive fasteners as well as bike fasteners, ship fasteners, medical fasteners and electronics fasteners. By integrating product design and R&D, it has earned the trust from the market. One of its clients is the world's largest American bike components maker. Besides, it has become Taiwan's largest core components supplier for smart watch. Sharp-Eyed is also an OEM of various heat treatments including carburizing, quenching and tempering, as well as various surface treatment including anodizing, electroplating, chemical nickel plating, special metal electroplating, and composite plating. Among them, the coating thickness of chemical nickel plating is not subject to electric current density distribution, and therefore is suitable for products with complex shapes. Based on the requirement for even coating thickness on workpieces, chemical nickel plating can be used on precious metals (such as palladium), copper, stainless steel, ceramics, plastic and silicon semiconductor.



Precision Parts Offering & Tech-driven Value-add Service

Sharp-Eyed is equipped with sliding-head and turning-milling machines with processing precision ranging from 5μ to 10μ. It can

produce customized parts of various special geometric tolerances according to clients' requirement on the drawings. To meet clients' request for quality, Sharp-Eyed established a trustworthy clean room classified as level 3/4 (SGS's onsite measurements are 62-180 particles per 0.5µm in reference to ISO-14644-1). The room conducts full size measurement, torque and torsion test, surface roughness test, hardness test, salt spray test, and sorting of hazardous material content. Furthermore, the company bought the latest German Zeiss scan measurement system to improve product precision and maintain reputation.

The eye opener of Sharp-Eyed is its "AR/VR app of parts processing and post-production" that is co-developed with a tech team. The app allows for account and password-free login by Apple Pad users who can interact with Sharp-Eyed's main manufacturing equipment through AR technology and glance each factory area through VR technology. They can also view a brief introduction of surface treatment process and inspection procedures. Sharp-Eyed is now the first of the industry to engage in an app as such. Through the app, customers can comprehend Sharp-Eyed's manufacturing operation and processing capability through virtual and digital images. Sharp-Eyed's integration on precision manufacturing and digital technology is sure to bring continuous inflow of orders!

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Ningbo Huashen Yulu Set Screws Co., Ltd.

Professional Screw Maker in a Rapid Business Growth *by Dean Tseng, Fastener World*



Huashen manufactures hexagon socket set screws, hexalobular set screws, Phillips set screws, and nylon set screws. Its main products are knurled set screws, steel-ball-end set screws, and cone-end cylindrical set screws. Available materials are alloy steel, stainless steel, brass, aluminum alloy, titanium alloy, stainless steel, and nylon. Available sizes are M3-M30 and 4#-1" in diameter, as well as 3mm-80mm and 1/8-3" in length. It also offers surface treatments including natural finish, black oxide finish, galvanizing, nickel plating, silver plating, tin plating, passivation and anti-loosening.

Multiple Patents & Awards Acquired

Huashen is a government-recognized professional fastener company with R&D capability. It has acquired 6 patents with steel-ball-end set screws, cone-end cylindrical set screws, hexalobular set screws and WP set screws, and was awarded grand prize (2012) and merit prize (2013, 2014) of China general components. It has made its trademark a well-known brand and acquired ISO9001 certificate early in 2002.

International Clients' Favorable Brand; Selling Across Countries

Huashen's products are compliant to international standards including GB, JIS and ANSI. The company offers non-standard products as well. Stringent production process control helps it gain sophisticated technique and continue enhancing R&D capability. Therefore for many years it has been designated by more than 60 international big companies such as EPT, METFIX, REGAL, SKF, NSK, and FM. Its products are used in multiple fields such as bearings, sprockets, textile machines, locks, sanitaryware, sports equipment, and military machines. They are supplied to more than 20 countries including the U.S., UK, Germany, Japan, and Italy.

200-fold Exponential Growth in the Past 20 Years

Huashen's annual revenue since 2000 was just below USD 50 thousand, but now its revenue has reached USD 10 million, which translates to a growth margin of 200 folds within the past 20 years. This shows the unfathomable growth speed of the company. Owner Ms. Chen said, "This year we are targeting a 15% growth! We have top-notch quality, short lead time, profession and strong R&D capability, so we can help clients reduce development time and greatly improve their applications." Huashen is witnessing double-digit annual growth and it can already expect the next exponential growth.

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Jiaxing Goodway Co., Ltd.

Offering Non-standard Fasteners that Meet Global Fastener & Hardware Demand

by Dean Tseng, *Fastener World*

Goodway is a maker and trader of fasteners and hardware with an experienced and supportive production team, as well as a broad selection of products that a trader has. Since its founding in 2010 in Jiaxing City, the largest fastener manufacturing base in China, it perfectly implements its manufacturing and trading functions, allowing any clients to find their perfect fit of fastener products.

**Corporate Position:
Non-standard Fasteners
Quality, Service, and
Lead Time Exceeding
Clients' Expectation**

Goodway focuses on non-standard fasteners including various fasteners, cold headed parts, hot forged parts, pressed parts, machined parts, and customized parts. Materials are available in carbon steel, stainless steel, copper, aluminum, and sizes in M3-M72. Goodway has a professional tech team and inspection team. It is ISO9001-2015 certified with complete inspection equipment including plug gages, ring gages, vernier calipers, torsion testers, hardness testers, and projectors. Quality is assured.

As a professional exporter of non-standard fasteners and parts, most of Goodway's products strictly follow clients' drawings and significantly reduce clients' purchase costs. Goodway discusses with clients during product development and then manufactures samples after that; therefore it can offer the most price-competitive products with no customer complaint. Through carefully carried communication with clients, it saves manufacturing time and improves efficiency, and its short and punctual lead time exceeds clients' expectation, therefore leading to a high ratio of re-purchase orders. This helps spread its products to Germany, Poland, New Zealand, South Africa, S. Korea,



U.S., Canada and other countries. The company supplies to a variety of industries such as automobile, aerospace, agricultural machinery, construction and DIY. Its most competitive products in Europe are the cold headed and secondary-processed products.

Footprints in International Exhibitions Goodway Expands Its Global Empire

Goodway will attend Fastener Expo Shanghai in June, International Fastener Expo in October and Fastener Fair Stuttgart Show next March. General manager Jack Chang welcomes current and new clients for business discussion. Goodway follows the principle of "Customer First, Active Progression" and is open for manufacture as per drawings, dedicating itself to offering clients the best solutions. "I hope clients will think of us when they need non-standard fasteners. Let Goodway become the leader in non-standard fasteners!"

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Dongguan STL Metal Products Co., Ltd.

Practicing Brand Concept by Setting up Fatigue Test Center

by Dean Tseng, Fastener World

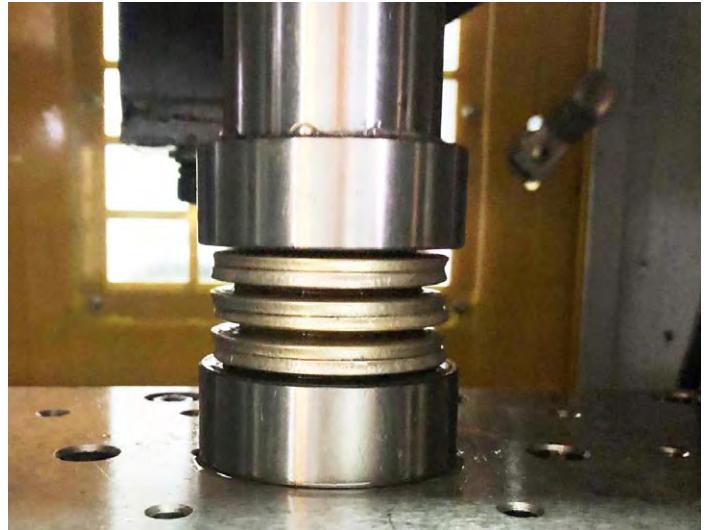
Dongguan STL is dedicated to developing and studying locking washers, providing comprehensive solutions of locking washer skills. Products are widely used in locomotives, automobiles, aerospace, weapons, nuclear, electrical appliances and other industries.

In addition to the domestic market, its products are also exported to Europe, USA, Southeast Asia, Russia and other countries or regions, and successfully supplied to large well-known spring manufacturers, such as Mitsubishi Group, General Standards Corporation, Alcoa, etc.

Test Center Equipped with Ground-breaking Test Equipment

Dongguan STL has experienced continuous growth in export business for European and US railways in recent years. Aiming to practice its quality-oriented brand concept and ensuring safety, stability and reliability of its products, Dongguan STL has set up a washer fatigue test center with a total investment of RMB 800,000 yuan. Inclusive of initial investment in R&D, the expenditure exceeds RMB 1 million yuan.

As a professional manufacturer of high-performance locking washers, Dongguan STL is well aware of the importance of quality stability. The company has worked with Professor



Zhou (Master of Engineering Degree in Germany) from Guijin Ruite Testing Machinery Co., Ltd. to develop a new fatigue testing machine for spring washers. In terms of performance and software application, it is the first and leading equipment in China, which can carry out up to 400,000 times of fatigue testing for washers per day. By utilizing formulas, the equipment can automatically calculate the mechanical value after the corresponding specifications are entered in the software.

At present, the fatigue testing of STL's disc spring washers used in the European railway sector can exceed 1.8 million times. It is understood that even today the national test center has not been equipped with such advanced equipment. The establishment of the new test center means that the technical gap between Dongguan STL and its competitors is getting wider.

The testing center is highly appraised and trusted by an international French customer, who is convinced of Dongguan STL in the presence. There is no doubt that the introduction of the fatigue testing equipment will bring tremendous changes to the business development of Dongguan STL.

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Haiyan Weishi Fastener Co., Ltd.

Quality, Service, Timely Delivery, Global Market Share Expansion

by Dean Tseng, Fastener World



The ISO9001:2008 certified Haiyan Weishi has 2 decades of history producing various bolts, nuts, threaded rods, pressed parts, washers, wood screws, machine screws, rivets and non-standard fasteners that are compliant to international GB, German DIN, American ANSI, and British BS standards. At a monthly capacity of 1,200 tons, the company can provide fasteners and hardware in M5-M30, 1/4-1", and materials including Q195, 35K, 45K, 10B33, and 40CR. Among these products, DIN934 nut is the bestseller.

By introducing domestic and overseas advanced cold heading and pressing equipment while utilizing advanced production technique, Haiyan Weishi offers premium service to provide construction, highway/railway, automotive parts, and furniture clients with high quality fasteners. Its strengths are timely delivery, high quality, good service and therefore good reputation. It can reduce unnecessary troubles for clients and give them access to the best products in the shortest time available.

Regarding its market, Haiyan Weishi mainly sells to Southeast Asia, Italy, U.S., S. America, France, the Middle East, N. America and Europe. Currently it is actively expanding market shares in the U.S. and already has premium American clients there. "Our expansion is driven by the gradual expansion of the nuts market. This year we have added threading machines. As a target of this year, we will be increasing overseas sales proportion and out footprints in other countries," said general manager Andy Huang.



This year Haiyan Weishi will not cease its appearance in global exhibitions. It will appear in Shanghai Fastener Show and next year's fastener show in Germany. "I'd like to tell you that you will not be disappointed by choosing us. We will be strict with ourselves and offer you the best products!" The general manager's requirement on quality and his confidence will bring his business to a full bloom across the world.

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