

# One-Stop Fastener Source for Trading/Packaging/Manufacturing

## GRANDIND Hangzhou Grand Imp. & Exp.

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### Targeting on North America/Europe/ Australia and Having Exported to 35 Countries

Founded in 2004, Grand focuses on the selling, packaging, producing and exploring of fasteners and hardware. It has been focusing on the market of North America, Europe and Australia in the past years, and has been exported to 35 countries. Grand achieved the export volume of about 120 containers per month in 2021, which equals to 2400 tons, and reached the export value of USD 46 millions. Grand attaches the importance to the growth of technique. There is perfect production equipment, skilled production technology and professional inspection machines to ensure the quality of products.



### Taking a Different Path

Compared with industry peers, general manager Will Wang said: People always said from a manufacturer to a trader, and became both, but we chose an opposite path. That is starting from trading, then into packaging and finally manufacturing. This is because there is a wide variety of fasteners, and it's hard to meet clients' demand only through one factory.

Grand initially served clients through trading, that is arranging cargoes for clients. Until 2014, it registered a packaging and inventory plant to meet clients' differentiated and personalized requests on packaging and shipment. Also, this plant makes it possible for Grand to reserve stock to meet the demand of customers who require a quick delivery time. Furthermore, Grand set up its own laboratory to control the quality of products. And it can also control the product quality in the last phase which is packaging.



In 2019, Grand registered a screw manufacturing plant which greatly enhances the competitiveness in the field of screws, and also guarantees the on-time delivery. By combining trading, packaging and manufacturing, Grand had a great jump on product price, quality control, delivery time and packaging satisfaction.

### “TO BE SIMPLE, TO BE BETTER”

“Our slogan is: TO BE SIMPLE, TO BE BETTER” said Will, “We want to keep it simple while doing business with clients. They just need to place the order, and we will handle the left things for them, including product quality, packaging, inventory and delivery. If they have requirements on mechanical properties, our technicians can make drawings and lab staff can apply the experiments. If they require the demand of

design of packaging and labels, our designers can propose solutions. The same applies to their requirement on inventory and shipment. Letting them have nothing to worry about is our best service guideline.” Besides, Will always encourages employees to improve their own ability and fortifies his team moral to promote development of company.

