



## Fastener Fair Stuttgart 2019

### Taiwanese Exhibitors Brought by Fastener World Unfold Excellent Fastener Manufacturing Technology

The biennial Fastener Fair Stuttgart entered its 8<sup>th</sup> edition. It is the world's largest show for the fastener industry with not only European exhibitors but also exhibitors from Asia, Southeast Asia, India and the Americas who attend almost every year. Around 170 exhibitors came from Taiwan which became the third largest exhibiting country of the 8th edition. The show had two Taiwan Pavilions, one located in Hall 5 and the other in Hall 1, and both were aimed to offer a complete fastener supply chain for global buyers. According to the organizer, 987 exhibitors from 45 countries came to exhibit on the total 22,200 sqm exhibition space. Compared to the last edition, the number of exhibitors increased by 10% and the total exhibition space increased by 5%.

This 3-day event drew buyers from around the world including Europe, South Africa, Argentina, Russia and the U.S, who hoped to find more fastener purchase platforms there. According to the data released by the organizer, a total of 12,070 visitors from 90 countries came to Stuttgart to discover the latest trends and products from all areas of fastener and fixing technology and to network with other industry experts. Many buyers said Fastener World's publications and online B2B platform provide complete and fast search for global suppliers.

We interviewed Bülte, Ambrovit and Saima, the annual participants of the show, who said their primary goal at the show was to announce the launch of new products and meet with new/existing clients. The exhibitors came from a diversity of industries including materials, finished products, machinery and peripheral products. Everyone wanted to grow business and sales through this biennial event.

Apart from the show, visits to the M. Benz and Bosch plants were arranged for Taiwanese exhibitors and helped them better understand German craftsmanship. The Benz museum spanning 16,500 square meters displayed over 160 cars. The Bosch plant offered the opportunity to experience Industry 4.0, and demonstrated how to utilize the Internet to digitally analyze and optimize procedures in a supply chain.

The next edition of Fastener Fair Stuttgart is scheduled to take place May 18-20, 2021 at Messe Stuttgart.



Drywall Screws  
Wood Screws  
Chapboard Screws  
Stainless Steel Screws  
Hard Board Screws  
Conent Board Screws  
Self-Drilling Screws  
Self-Tapping Screws  
Roofing Screws  
Collated Screws  
Bi-Metal Screws  
Automotive Fasteners





# 2019德國 司徒加特螺絲展 台灣展現最完美成 功演出

文惠達 張乃文

兩年一度的司徒加特螺絲展今年已經是第八屆，是世界規模最大螺絲展，不只歐洲展商參加，許多亞洲、東南亞、印度、美洲廠商幾乎都年年參加。由滙達展覽所率領的台灣廠商約有170家報名參與，是本屆第三大展出國。主辦單位數據顯示，今年共有來自45國987家廠商報名參展，使用了22,200平方公尺展出面積。整體展商數目較上一屆成長10%，展場使用面積也成長了5%。

為期三天的展會，買家來自世界各地，不僅來自歐洲當地，更有遠從南非、阿根廷、俄羅斯、美國等其他國家買家遠道而來，都渴望能在這個盛大的展會找到更多螺絲採購平台。根據主辦單位展後公布數據，三天的展期共吸引90國12,070名訪客，與上屆相比成長3%，到場蒐集最新扣件和緊固元件趨勢和產品，並且與產業專家進行意見交換與交流。

本次會展規模相當大，為了能服務到所有在展會中的買主以及台灣廠商，滙達展覽也分別在一、五館設置攤位，讓無論是在哪個展區的買家都可以快速地找到滙達的蹤跡，也替來自世界各地的買家提供完整的扣件供應鏈訊息。

台灣廠商參展反應熱烈，不少參展商都表示相當期待2021年的司徒加特展，續展意願相當踴躍。台灣總代理滙達公司利用開展前便開始協助台灣的螺絲扣件業者宣傳，針對以歐盟為主的全球採購買主發送5萬本多期雜誌，利用電子報強對全球潛力買主宣傳放送，許多會場參觀買主表示，滙達旗下多款刊物和網站b2b搜尋平台對他們搜尋全球供應商來說不僅完整，更重要的是也非常快速。

展期中特拜訪Bülte、Ambrovit、Saima等年年參與司徒加特的知名廠商表示，此行最大目標著重在新品發表及與新、舊客戶會面。本次會展展商產業多元豐富，其中不乏原料、成品、機械和週邊相關廠商，大家都希望藉由兩年一次的產業盛會讓今年業績和發展更上層樓。

滙達展覽在台灣團區展覽期間安排參觀賓士汽車組裝廠和Bosch工廠，位於司徒加特的賓士汽車組裝廠年產汽車60萬輛，Bosch工廠則是能夠親身體驗工業4.0，展示如何利用AI技術對供應鏈中的流程進行數位化分析及優化。對德國精緻工藝表現又有進一步認識。另外還安排參觀賓士博物館，館內展出超過160輛名車。許多台灣扣件業者參觀完後，對於如何將大數據應用在扣件製程中有更大的反思，期盼能夠透過這次的行程開啟台灣扣件業者對於工業轉型實踐有更多幫助。

下一屆2021年將在5月18-20日在德國司徒加特舉辦。







ABS METAL 得鈺



ACCURTEK 力鉞



AEH FASTEN 鉞昌



AIMREACH 盛融



ALEX SCREW 禾億



ANCHOR 安拓



ANGELRAY 全岑



A-PLUS



A-STAINLESS 淳康



BI-MIRTH 吉瞬



BOLTUN 恒耀



BRILLIANT 敬順



CHAEN WEI 鍵璋



CHANG YI 長益



CHANGING SUN 長晉盛



CHANG CHIN 常進



CHIAN YUNG 將運



CHIEH LING 捷領



CHIN LIH HSING 金利興



CHINA PNEUMATIC 中國氣動



CHING IEE 慶益





DURA / RODEX 華祺 / SZU I / PT. SHYE.



CHU WU 雷堤



CHUN YU 春雨



DAR YU 達宇



CPC FASTENERS 冠誠



DA YANG 大揚



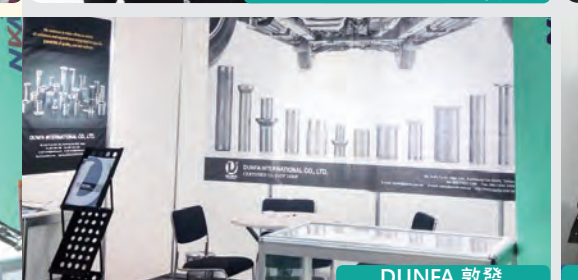
DICHIA SOMBRILLA 集財



DIING SEN 鼎昇



DE HUI 德慧



DUNFA 敦發



DRAGON 龍昌



DRA-GOON 丞耀



ENCORE GREEN 儀吉



ESSENCE METHOD REFINE 精法



FANG SHENG 芳生



FAREAST METAL 億萬年



FAST-ASIA 迅亞



FASTENER JAMHER 占賀



FASTFIX-IT 緊固



FENG YI 豐益



FILROX 惠錄





FONG PREAN 豐騰



FONTEC 鋒泉



FWU KUANG 福光 / MULTI-TEK 聚巨豐



FRATOM 福敦



FU HUI 福輝



JOINER 喬亞



GOFAST 喬邁



GOOD USE 固特優



HAO MOU 豪茂



HEADER PLAN 祺諾



H-LOCKER 重原



HOME SOON 宏舜



HOMN REEN 宏穎



HSIEN SUN 憲順



HSIN CHANG 欣彰



HSIN JUI 欣瑞



HSIUNG JEN 雄仁



HUANG JING 皇晉



HWA HSING 華興



HWALLY 樺麟





J.C. GRAND 俊良



JAU YEOU 朝友



JET FAST 捷禾



JI LI DENG 吉立登



JIN SHING 竣鑫



JOCKEY BILL 全盈



JOKER 久可



K. TICHO 帝潮



KAI SHYUN 凱馴



KAO WEIN 高源



KATSUHANA 濱井



KCS 寶源



KEY-USE 凱雍



KHEIRON 鼎富隆



KOT 金萬財



KU FU 格福



KWANTEX 寬仕



KARAT 寶資



LIH TA 力大



LOCKSURE 今澁



L & W 金大鼎





LONGHWA 隆華



LOH TORNG 陸同



MASTERPIECE 金全益



MASTER UNITED 永傑



MAUDLE 茂異



METALINK 美聯



NCG TOOLS 昶彰



NEWPACK 杉錡



OFCO 久陽



PANTHER T & H 元揚



RAY FU 瑞滙



REXLEN 連宜



RIU 日友精密



S&T FASTENING 順通



SAN YUNG 三永



SCREWTECH 銳禾



SEN CHANG 昇錫



SHEN CHOU 神洲



SHENG LONG 昇隆





SHIN CHUN 昕群



SHIN JAAN 新展



SOON PORT 鴻錡



SPECIAL RIVETS 恆昭



SUN THROUGH 三友環



SUPER DPD 三御



SUPER NUT 傑螺



TAIKYU 台京



TAI HUEI 台輝



TAIWAN PRECISION 台灣精密



TAIWAN SHAN YIN 慶達



THREAD 英德



TIFI 螺絲公會



UNIPACK 全立發



UNITECH 永鉞



VERTEX 緯紡



WA TAI 和泰



WAN IUAN 萬淵



WATSON 華盛



WE POWER 威力寶



WEI IN 瑋瑩





WIN POWMAX 優力克



WINGTON 運通



WYSER 緯聯



Y.Y. CABLE 精奕



YANG YI 陽屹



YI CHUN 誼峻



YICISCREW 佑誠



YOANG MING 擁明



YOUR CHOICE 太子



YOW CHERN 侑城



YUN CHAN 雍昌



YUO CHUN 佑春



LEE KING 麗綺



MAO CHUAN 貿註



STEEL STONE 岡岩



TZONG JI 宗基







Taiwanese exhibitors visited the manufacturing plant of **M. Benz.**

台灣展商特別參訪  
**賓士車廠**



Taiwanese exhibitors visited the plant of **Bosch** utilizing Industry 4.0 technology

台灣展商觀摩**Bosch**  
**工廠**的工業4.0應用





# 展會 特別 專訪

## Onsite Interviews with **Ambrovit, Bülte and Saima**

Onsite correspondent: Gang Hao Chang, Vice Editor-in-Chief of Fastener World

現場特派採訪／惠達副總編輯 張剛豪



### **Ambrovit S.p.A**

Adhering to the belief of “Together, No Challenge is Impossible,” the Italian leading fastener solution provider, Ambrovit, has been specialized in the supply of carpentry screws, chipboard screws, self-tapping screws, drywall screws, concrete screws, hex lag screws and a broad range of bolts/nuts/washers for years. Currently, it has the warehouse of 44,000 pallets in stock. However, for providing better service and broadening its supply range, Ambrovit still continues to introduce new product items to customers, which has won for itself the loyal and long-term support from customers. The detailed catalogue has been also now available on Ambrovit’s website.

As a professional distributor, Ambrovit buys only high-quality products from high-quality suppliers around the world. It sells products to many European countries and is working very well with customers not only in Italy, but also in Germany, France, Spain, etc. It is also considering strengthening its presence in Russia. Being a specialized provider, Ambrovit is able to offer customers any technical support.

The performance of Ambrovit in 2018 was a bit better than 2017. This year it also invested in its warehouse with new machines to improve its service.

To Ambrovit, it is important to maintain good relationships with existing customers and developing new ones, and attending fairs like FF Stuttgart is one of the good ways to realize these goals.

秉持著「合作，實現各種挑戰」的信念，義大利領導扣件解決方案提供商Ambrovit多年來專門供應木工螺絲、塑板螺絲、自攻螺絲、乾牆螺絲、水泥螺絲、六角木螺絲和一系列螺絲／螺帽／墊片等產品。擁有可容納44,000個棧板的倉儲面積。為了提供更好的服務以及擴大產品項目，Ambrovit仍持續為客戶引進新產品項目，也因此為其贏得客戶的忠實長期支持。最新的詳盡產品目錄也已經更新至Ambrovit官網。

作為專業的經銷商，Ambrovit只向全球的高質量供應商採購高品質的產品。產品銷售至許多歐洲國家，不只是在總部所在的義大利，跟德國、法國、西班牙等國客戶配合皆相當順暢。目前也積極考慮要拓展在俄羅斯的市佔率。作為專業的供應商，Ambrovit也有能力提供客戶任何技術性支援。

Ambrovit在2018的表現比2017的表現還要好。今年也同步投資倉儲設備來提升改善服務。

對Ambrovit來說，與現有客戶維繫好關係和開發新客戶至關重要，而透過參加像是德國司徒加特的展會也是實踐這些目標的好方法之一。





## Bülte

Established for more than 60 years, the Bülte Group has been specialized in design and production of various types of standard polyamide fasteners and many other specific innovative solutions made in different materials, such as ABS, PP, PE, PVDF, POM, PC, PTFE.

At Fastener Fair Stuttgart 2019, Bülte also showcased its latest range of products – Hex Head Screws Flanged with 6 Lobe Drive, which is with a washer faced design right underneath the head as well. According to Mr. Bülte, the new series of products are easy to use with a screwdriver and will not break easily in application due to its high strength attribute. Its 6-lobe drive design also makes it very suitable to be used in automotive systems.

Products of Bülte are all made in Germany and it has a strong R&D team to help customers meet their demand for standard or even special parts. To be more specific, if customers need something special, the team of Bülte with flexible manufacturing capabilities is able to manufacture exactly what they want.

Bülte sells products to all over the world. Its products have been successfully adopted by customers in Australia, South Africa, etc., and the biggest market for it is Europe. Mr. Bülte noted, “Many customers in European countries choose the products of Bülte.”

The performance of Bülte in 2018 was quite good and it also expects positive results in 2019 for the Group. Having been participating in FF Stuttgart for many times, Bülte said the Fair this year was a good platform to meet new customers, establish new contacts and showcase to the global fastener industry its new innovations. Moreover, it also expects to release one more new products and expand its presence a little bit to the potential Russian market this year.

成立至今超過60餘載，Bülte集團專門設計生產各式標準/非標準ABS、PP、PE、PVDF、POM、PC、PTFE製的聚胺材質扣件和其他各式創新緊固方案。

在2019年德國司徒加特螺絲展，Bülte也展出其最新產品系列-六角頭6瓣式鑽頭設計螺絲，在其頭部下方還有仿墊片的設計。據 Bülte先生表示，新系列的產品跟螺絲起子的搭配使用上非常容易，且實際應用時因其具有更好的強度屬性所以不易斷裂。其6瓣式鑽頭設計也使其非常適合使用於相關車用系統。

Bülte的產品皆於德國製造，且有堅強的研發團隊可以協助客戶滿足標準和特殊件的需求。更明白來說，若客戶需要不一樣的產品設計，具備彈性製造力的Bülte團隊絕對有能力可以生產出他們想要的產品。

Bülte的產品銷售全球。其產品已經成功被澳洲、南非等國客戶採用，目前最大市場在歐洲。Bülte先生表示：「許多歐洲國家的客戶都選擇使用Bülte的產品。」

Bülte在2018的表現相當不錯，集團預計在2019年也會有正向的表現成果。參加過德國司徒加特展多屆的Bülte表示，今年的展會是會見新客戶、建立新聯繫管道和向全球扣件產業展現其創新產品的絕佳平台。另外，其也預計在今年發表新產品和延伸觸角至潛在的俄羅斯市場。





## Saima Corporation

Saima Corporation has been celebrating its 67<sup>th</sup> anniversary in 2019. Nowadays, under the leadership of CEO Tak Saima (the third generation of the company), it has grown into a fastener business with the HQ in Kanagawa (Japan), one overseas office in China and three cooperative companies in Malaysia, Singapore and India. Being an ISO 9001 and ISO 14001 certified company, Saima uses only RoHS materials and its product range has been expanded to include Tamper Resistant Fasteners (TRF), Slim Head Screws, Non-Sert, and many more.

Always seeking to be a dominator in niche markets, Saima is able to deliver products to all over the world in small quantities and also hire multilingual employees from different countries.

At Fastener Fair Stuttgart this year, Saima demonstrated its excellent engineering capabilities by showcasing its TRF and Slim Head Screws. Features of these two products are as follows:

TRF FASTENERS	SLIM HEAD SCREWS
Enhanced Security Public Safety Protection from tampering	Thin Plate Fastening Accessibility/ Barrier-Free Robot / Drone / Medical Care

Mr. Saima noted, "Saima has strengths of offering products in small quantities, operating internationally, having staff speaking different languages and most importantly offering excellent engineering service." Considering the goals for 2019, Mr. Saima added, "The biggest goals in 2019 will be profit, profit and profit. The Red Ocean Strategy is never the one Saima will focus on. Instead, Saima would rather choose the Blue Ocean Strategy to enhance its dominance in niche markets around the world."

Saima Corporation 2019年正值成立67週年。目前在公司第三代接班人執行長齋間 孝的領導下，Saima已經成長為一家總部位於日本神奈川縣，且在中國擁有一處海外辦事處，和在馬來西亞/新加坡/印度各有一家合作銷售代理的扣件企業。取得ISO 9001和 ISO 14001雙認證，Saima堅持使用符合RoHS規範的材料且其產品項目已經拓展至包括安全防盜扣件(TRF)、扁頭螺絲、Non-Sert等。

一直在努力成為利基市場主導廠商的Saima可以滿足全球小批量緊固產品的需求，並聘用來自不同國家會說不同語言的員工。

在今年的德國司徒加特螺絲展，Saima藉由展出TRF安全防盜螺絲和扁頭螺絲等產品向全球展現其精湛的工程加工能力。此兩款產品的特色如下：

安全防盜螺絲(TRF)	扁頭螺絲
安全性強化 加強公共安全 防止破壞	薄板緊固 可觸及性/又不會形成阻礙 適用機器人/空拍機/醫療照護

Saima先生表示：「Saima具備可提供小批量產品、國際化運作、有可說多國語的員工和更重要的，可提供精湛的工程加工服務優勢。」針對2019的目標Saima先生補充表示：「2019最大目標當然就是獲利之外還是獲利。Saima本身從來不注重價格廝殺的紅海策略。取而代之的是，Saima選擇藍海策略來強化在全球利基市場的主導地位。」