

Feature on Select Companies in 2020

by Naiwen Chang, *Fastener World*



Entering the new year 2020, every fastener company will unquestionably be struggling to achieve performance better than 2019 and looking for opportunities for getting more orders. In addition, facing the ever-changing global market, every company has also developed their own unique business running philosophy, such as developing high value-added or customized special products, preparing inventory, warehousing or logistics service for clients, which are all based upon a main objective to increase the market share of buyers.

In this issue, we are very pleased to have some excellent companies providing the first-rate service and products joining us. These companies have the capabilities and technology to offer right-to-the-point solutions and can be the best partners for all buyers to develop new products, look for high-quality manufacturers and take the lead in the industry.

7 manufacturers of automotive fasteners, components, construction fasteners and pre-packed fasteners will share their advanced R&D technology and environmental protection policy, which have not only helped them increase the added value of their products to be more compliant with the environmentally friendly manufacturing procedures required in many developed countries, but also have helped the products of their customers gain a niche in the market.

For example, Hsin Chang Hardware Industrial Corp., with the idea of “satisfying the demand of professional and super-high quality engineering market,” developed a lightweight expansion anchor, which is quite different from other similar products on the market. Kao Wan Bolt Industrial Co., Ltd., with its unique business running strategy, established its fastener logistics and warehouses across Taiwan to satisfy the demands of customers. Copa Flange Fasteners Corp. set up a smart factory, which has brought the quality of its automotive nuts to a higher level required by car manufacturers in different countries. Super Nut Industrial Co., Ltd. made the most of its excellent precision multi-stage technology and customized products to help customers differentiate themselves from other competitors. Dar Yu Enterprise Co., Ltd. offers high quality made-in-Taiwan fasteners & hardware and various customized pre-packing service, allowing customers to directly place products on shelves for sales. Yi Chun Enterprise Co., Ltd. successfully developed the metal spring of 0.1 N-m recognized and appreciated by auto components manufacturers in many countries, which other competitors still cannot make it. Fong Prean Industrial Co., Ltd. released its latest head design, which can result in a clean & flush surface and quick fastening in any building material. ■



The Manufacturer of Precision Fasteners Made with Multi-stroke Technology

Technology and Customer Service are Super Nut's Core Strengths

Well-known for its mature multi-stroke technology, Super Nut Industrial Co., Ltd. has helped lots of automotive components companies successfully develop products that are competitive on the market, and has dedicated itself to the development of high value-added products, especially the low-volume production of various customized ones. "Our goal is not only to have our products sold, but also to make buyers have confidence in our products at all times without worrying about quality," said Mr. Hang Chang Chou, General Manager of Super Nut. Such a responsibility for quality made all Super Nut's customers feel very satisfied.

The Widely Admired and High Quality Customizing and R&D Service

With "Service and Quality First" as the company's business running philosophy to maintain rapport with customers, Super Nut not only owns outstanding manufacturing technology, but also puts customer service as one of its priorities. "In addition to fulfilling strict production management, customers also expect manufacturers to have a wide knowledge of products. As a result, helping customers instantly solve their problems when they've got some issues of assembly or applications has been always our key points in service," said Chou. Over the past 3 decades, customer service has been also the core value of Super Nut.

Super Nut once worked with an overseas car manufacturer to develop an internally threaded nut for a steering wheel, which was processed by multi-stroke forging technology. The nut was required to be of high precision, durability and strength, which even many of the manufacturers nowadays do not have the capabilities to achieve the requirements, as the entire multi-stroke procedures were very complicated and would usually require advanced technology to complete them. Despite so many difficulties, Super Nut still patiently discussed with the customer about design of the product and looked for ways that were more labor saving to let end-users assemble the product to a more accurate level. Finally, through months of discussion with the customer and modifications, it made a breakthrough and successfully developed the product fully satisfying the customer's demand.

One of Super Nut's customers from the U.S. once told Super Nut, "We do really appreciate your spirit of never giving up so easily and making efforts to complete

every case, notwithstanding challenges in the R&D phase. We have great confidence in collaboration with you all." "The CEO of the company continued to send his best wishes and greetings to us every year, in which he used to express his trust and support to the R&D team of Super Nut. We feel quite gratified and happy every time this customer sends us such a message," said Chou. This represents Super Nut's effort has been recognized and has created a win-win with the customer.

Reinforcing Quality with Expectation to Meet Standards of the Aerospace Industry

Having been certified to ISO9001 and IATF16949, Super Nut carries out a strict quality control policy and has well-arranged production plans and manufacturing procedures. In order to increase precision of products and shorten lead times, Super Nut has also introduced a 2.5D projector capable of testing 99 different sizes of products, which not only greatly reduces the time required for testing, but also increases the accuracy. It has also introduced a digital measuring system for collecting manufacturing data and monitoring manufacturing procedures, providing in-plant engineers with real-time info for die calibration.

Super Nut has been always pushing itself to strengthen its soft and hard power. Looking forward, Super Nut will expand its business to aerospace fasteners and wishes to have the company certified to AS9100 in the near future. Moreover, it will also reinforce its secondary processing, increase the variety of its product portfolio, and enhance its multi-stroke forging technology, in order to satisfy the demands for special parts of OEM parts suppliers and customers from industrial parts and automotive supply chains. Super Nut will exhibit at Taiwan Int'l Fastener Show 2020 and its booth no. is N2528.



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Fong Prean's New "Magic Spiral" Head Design Makes a Hit on the Construction Screw Market



Fong Prean's R&D team has developed a patented "Magic Spiral" head design, which can be applied to any screw body and point style, creating a nicely flush and clean surface quite satisfying to many foreign building industry users. The popularity of this design has not only been proved by its increasing orders, but also by many end users contacting Fong Prean for applying the design to their products or even buying the patent directly.

Extraordinary Design That is of High Interest to the Industry



Although building materials and structures continue to evolve and the market exist several difficult-to-process new types of plasterboards, concrete boards, IPE+Borneo hardwood, the patented "Magic Spiral" design can help create a good countersinking result after being screwed, cause no damage to building materials and prevent wood dust or burrs from occurring, thus keeping a complete and flush surface. With 3 years of development, this design was finally patented in the U.S. and Taiwan in October 2019 and its function outperforms other similar products on the market. Next, Fong Prean will make more efforts to have this design patented in Europe.

looking for manufacturers capable of manufacturing this type of design for nearly 2 years, but couldn't find any in the end. As a result, we were determined to do by ourselves, which not only helped reduce the cost, but also increased manufacturing efficiency and shortened lead times." He continued, "Thus far Fong Prean has been processing 'Magic Spiral' for many suppliers. Its technique and service help achieve quality control and reduction in the manufacturing cost."



R&D Department of Fong Prean takes everything on themselves from design, make electrode engraving and do the electrical discharge machining (EDM), which not only shortens the average lead time to 2 weeks, but also makes the production of dies more accurate. R&D manager Mr. Chih Chung Huang said, "We had been

Fong Prean always does the best to meet every customer's individual request with 3D Models, which increases the accuracy and avoids times of modifications due to failure. Generally it'll take two days to complete the design of Magic Spiral, transform into NC code, and make Electrode Engraving. In order to shorten lead times, Fong Prean also processes core dies for electrodes by itself. With those dies, the electrodes on Magic Spiral can be produced within 2 minutes.



Flush and Clean Surface Can be Only Achieved with "Magic Spiral"

Fong Prean once designed a type of drywall screw for a plasterboard customer, who had difficulty in getting a screw suitable to be used with his new plasterboard and faced poor sales. Fong Prean's R&D team incorporated Magic Spiral with the screw specifically designed for the new plasterboard, which later made the company's sales surge. Fong Prean's largest customer in the U.S. also compared Magic Spiral with other similar products and found that a flush and clean surface could be only achieved with Magic Spiral, after which it placed an order for 60 million pieces immediately.

he designed could not achieve the expected performance. He then came to us and we solved his problem with our patented head design, successfully helping him develop new products."

R&D manager Huang said, "One of our customers using our product once asked about the possibility of buying this technology, as he was quite satisfied with the result and the previous product with a head

Fong Prean has a strong R&D team and the patented head design it has developed is impressive to the industry. Huang added, "We are confident that our Magic Spiral is applicable to more than 90% of building materials and helpful in creating a flush and clean surface. As for the remaining 10%, we also have another patent that can solve your problem." Production vice president Cheng Chang Lin emphasized, "Quality supports the business of Fong Prean and providing the best service to you is our biggest goal." Fong Prean will exhibit at Taiwan Int'l Fastener Show 2020 and its booth no. is N1106. ■



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Dar Yu Integrates the Supply Chain of Taiwan Fastener Industry

**5,000+ Products
in Stock Ready
for Immediate
Shipment**

In order to establish an inventory of 5,000+ SKUs, Dar Yu Enterprise Co., Ltd. has developed an efficient warehouse management system to help integrate customers' different demands for hardware and fasteners in Taiwan. It continues to offer various types of packages and keep parts in stock for customers as one of its main goals in service. Focusing on exports to Europe, USA and Japan, Dar Yu specialized in pre-packed fasteners, analyzed each customer's order placement and established keeping units for them, in order to ship products to every customer in the shortest time.

Ready for Use When Arrived One-stop Purchase at More Competitive Prices

Doing business of pre-packed fasteners is not easy at all. President Allen Hsieh of Dar Yu, who has accumulated many and different customers over the past 30 years, said, "We continue to integrate the fastener supply in Taiwan, including screws, nuts, nails, anchors, hooks, as well as bicycle components. Any product you can name in the supply chain of Taiwan, we can have it for you."

The one-stop purchase service Dar Yu provides can help customers save time for searching for suitable manufacturers and better quotes, making their purchase easier. In addition, it can also offer low-volume & diverse categories service, and ship products ready for sales to each customer's designated warehouse. The reason that it does not provide bulk products is- saving costs for customers. Dar Yu's customers are mainly from Europe and America, where the labor cost is high. If products are pre-packed in these regions, the cost for packaging materials will be high. Another reason is reducing waste for customers and lowering customers' inventory pressure.

Keeping Products in Stock for Customers to Ensure Minimum Change in Customers' Purchasing Costs

At the times that the costs for land acquisitions or plant establishments are high and that the risk for keeping products in stock is high, Dar Yu still insists on keeping products in stock for customers. President Hsieh said, "Our short-term plan is to locate an appropriate land for establishing an automated warehouse. Keeping products in stock for customers and achieving quick delivery to satisfy customers' demands will indirectly increase customers' competitive edge."

Facing the volatile capital market and ever-changing material prices, Dar Yu still promises to offer its customers more stable prices, so customers can keep their purchasing costs at a more competitive level. Dar Yu's ideas of continuously alleviating customers' pressure and enhancing their competitive edge have made almost all business partners become Dar Yu's loyal customers.



Helping Customers Choose a Proper Way to Package Their Products

Good packages can make shelves look tidy and good packaging ways & materials can also help create an impressive brand image and allow end-users to locate products they need easily. At Dar Yu, all plastic packaging materials by injection are made in-house, so the quality and design can be under control. Dar Yu monitors the status of all products before they are delivered, and most importantly, offers more substantial value of products.

Dar Yu has many customers from N. European countries, who are well-known worldwide for their aesthetics. One of the customers has been even in collaboration with Dar Yu for 30 years. For the future, Dar Yu anticipates to strengthen its AI warehousing system and achieve more accurate inventory management and efficient customer service. Dar Yu will exhibit at Taiwan Int'l Fastener Show 2020 and its booth no. is N1247a.

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One of the Designated Excellent Suppliers of European/ U.S. Car Manufacturers - YI CHUN Shows Expertise in Precision Metal Springs (Clip Nut) and Stamping Parts Manufacturing

Yi Chun Enterprise, located in Luchu(Kaohsiung), is famous for its excellent manufacturing technology of various Clip Nuts and Stamping Parts. In close collaboration with several European/American Tier 1 and Tier 2 auto parts suppliers, Yi Chun has a wide knowledge of features of different automotive Clip Nuts and Stamping Parts. Aside from considering the physical requirements and products safety, Yi Chun also considers the behavior of the operators, who work in automobile manufacturing plants while assembling; as a result, it continues to produce more easy-to-use products without changing the original design.

Technology and Capacity Outperforming Other Competitors

Through designing new and modifying existing machines, Yi Chun has developed its own unique manufacturing technology with improved capacity better than other manufacturers across the world. "Although one may feel unbelievable that we could manufacture a Nut Clip with the requirements of Maximum Drive Torque Not to Exceed 0.1 Nm, we did it and that proves our capabilities to the world," says Yi Chun President Mr. Cherng.

Apart from the steel and stainless steel product, Yi Chun also offers aluminum and brass material not only in stamping parts, but also set screws, nuts, inserts and special parts, giving customers more options in both products and material selection.

In order to achieve smooth communication with foreign customers, Yi Chun utilizes different channels to deliver its expertise to their customers for problem-solving and experience sharing. Even though the customer is one who has never collaborated with Yi Chun, Yi Chun will also demonstrate and assist in any technical issue.

A Diverse Range of Products for Various Industries

With an aim at outperforming the world's topnotch companies and not be confined by the ideas of conventional industries, Yi Chun continues focus on facilities upgrading, new product development, and to improve the manufacturing technology, making it take the lead in the industry and become the indispensable business partner for the leading manufacturers across Europe and America.

On the other hand, considering the fast-changing environment and market demand across different country, Yi Chun has invested factories in China, Kaohsiung, Tainan and Taichung as a strategic alliance. Through the strategy alliance, Yi Chun utilizes the advantages of each factory's to achieve a win-win situation with their customers.

Making Technical Breakthroughs Continuously and Expanding Business to the Global Market

In terms of in-plant manufacturing procedures upgrade, Yi Chun has put many efforts in quality control, especially their basic requirement "10PPM for missing thread and foreign parts mixed", as "unthreaded" is the most intolerable defect when it comes to U/J/Push-in Nut Clip product. Through the application of highly



automated production and the assistance of the sorting machines, each Nut Clip will be checked step by step before it is allowed to be shipped to the customer.

In order to respond to fast-changing market trends and customers' demands, a clear record was kept, includes most standard and best sellers product, with suitable inventory, calculate scientifically. In terms of customized parts, Yi Chun utilizes its superior manufacturing technology to accelerate products shipment and quality.

Even though many companies continue to hold a comparatively conservative attitude toward the current market status, Yi Chun has an opposite perspective. From the production line facilities upgrade in recent years, replacing conventional equipment by the highly-precision automated facilities to minimize the defect rate; Yi Chun is now planning to upgrade its warehousing system and to apply more international certification within the next 5 years.

Yi Chun also welcomes any opportunities to collaborate with the sales agent/trading company across the world, to develop the potential market/customer in automotive industry together. With Yi Chun's expertise, advanced technology and reasonable prices, the collaboration between sales agent/trading company and Yi Chun will definitely bring the win-win result to both parties. Yi Chun will exhibit at Taiwan Int'l Fastener Show 2020 and its booth no. is S1632a. ■



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Hsin Chang Hardware Industrial Corp. New Lightweight Expansion Anchor with Balanced Force Capacity and Elevated Performance

Hsin Chang mainly manufactures lightweight anchors. With adherence to high and stable product quality, it strictly monitors in-plant quality inspection and is acclaimed by domestic and overseas clients. With a focus on “ultra-high quality & expert-grade engineering market” in mind, it differentiates itself from counterparts and stands out in the lightweight anchor market. It targets clients who look for high quality, and designs cost-effective products that best fit customers’ demand. Hsin Chang treats clients’ business as its own, providing professional advice and high quality products.



New Product Development for Clients; Big Competitive Edge in Customization

Anchors play a critical part in the construction industry. Hsin Chang targets the expert-grade engineering market and keeps improving quality and technology. Its plant is equipped with 3D measurement instruments, wire cutting machines, electrical discharge machines and others to cope with sudden changes in product and mold designs. It doesn’t need to outsource production and effectively prevents leaking confidential knowhow. The new product, AT-17, is patented in Taiwan, China, Germany, and France. The body part is lightweight and scale-engraved, for easy to check the grip by visual. In tension and expansion, the center point stays precisely where it is which gives AT-17 the feature of not skewing the expansion legs and achieving balanced force capacity.

The company hopes to bring more competitive products to clients. It supplies high quality and price-competitive products, offering flexible manufacture corresponding to clients’ cost requirement. Besides, it can custom design product specifications, print clients’ logos on products, and use the color format designated by clients to make the products highly recognizable and unique in the market.

High Product Yield Rate; Tightening on Quality Requirement

Hsin Chang works as an OEM with clients. Its R&D studied with a European client, improved product design and successfully refined a product. Hsin Chang also helped the client acquire a patent and an ETA certificate. Hsin Chang’s plant is equipped with salt spray testers, microscopes, and function testers which allow for drop test and pounding test. Other test equipment includes torsion testers, hardness testers and plating thickness testers which enable the company to retain an exceptionally high product yield rate.

The export-oriented Hsin Chang sells to Europe (50%), the U.S. (15%), Japan (25%), and other regions (10%). To Hsin Chang, different countries have various requirements on anchors. The European construction market has a higher demand for anchors, Germany requires more on quality, and Japanese users are mostly from the automotive market.

Despite having an ETA certificate, the company plans to continue on CE certification in the future. In March 2020, it will expand the plant by adding 6,610 square meters of land, actively develop automated production and enhance product development. Hsin Chang is fully dedicated to refining and developing products. It continues to improve product functions and develop perfect anchors with ease of use, high riveting force and balanced force capacity. Hsin Chang will exhibit at Int’l Hardware Fair Cologne 2020 and its booth no. is N076 in Hall 11.2.

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COPA Flange Fasteners Establishes a Smart Factory Friendly to Customers, Employees and the Environment

COPA Flange Fasteners Corp. has established an environmentally friendly smart factory with modern facilities and manufacturing technology in order to supply superior quality nuts to European car manufacturing groups. Its annual export volume is around 3,000 tons. In addition, COPA values systematic management very much. Adhering to the principle of “without rules, nothing can be done,” COPA continues to improve its manufacturing procedures, internal management, work environment and quality control, in order to structuralize a logical & standards-compliant procedures, reinforce the stability of quality, and meet customers’ demands.

An Environment-, Employees-, and Quality-Friendly Smart Factory

For environmental protection, energy saving, and leading the factory to be more modernized, COPA installed in its factory oil mist collectors and optical systems, and assembled pressure sensors and first-piece quick measurement device to ensure product quality. On the other hand, COPA adopts on-line instant inspection to monitor defects of products and mixing-up of materials rather than full inspection after production. In 2019, COPA established its own smart factory and had all of its machines in the factory installed with SMB intelligent device, with an aim at promoting product quality and work efficiency.

Around 95% of COPA’s products are used for automotive fasteners, so the biggest challenge for it is how to continuously provide customers with products with stable quality and high added value. From tooling design in the preliminary phase, durability & efficiency improvement of tooling in the middle phase, to the instant monitoring and quality control in the later phase, COPA could control the costs, greatly increase the profit margin & production value, and create the best competitive edge for customers through adequate data collection and analyses.



Having Core Technology and Valuing Customers’ Demands and Confidentiality

With the advantage of having its own tooling development factory and 32 years of experience in tooling R&D, COPA has confidence in the continuous improvement in its forming technology and tooling durability, which makes customers rest assured to place orders without worrying about the leakage of their confidentiality. COPA has thus far positioned itself as a developer for customers’ demands for higher-end products. It wins the trust of customers and maintains long-term collaboration with high quality and stability.

Moreover, as the logic of manufacturing lines is a very important part to German automotive supply chain, which cares very much about automated monitoring and if semi-finished products are incorrectly mixed up with finished ones, COPA then took the advice of its tier-1 customer and the VW Group in arranging the manufacturing lines of its factory and created a work environment meeting German car manufacturers’ requirements. As for its Japanese customers, who value the environment and SOP documents, COPA has been also making improvement in meeting their requirements through several times of auditing and communication.

Continuously Taking the Lead in Car Assembly with Customer-Centric Service

Considering the requirements of electric vehicles and carbon emission regulations, COPA thinks that the products in the future are very likely to be “more lightweight”, which is also one of the critical goals COPA expects to achieve in its R&D projects. In addition, with a transparent and flat business organization, manufacturers will become more customer-centric. As a result, COPA will make an effort to enhance the loyalty of customers and achieve results even beyond customers’ expectations.

COPA has had both ISO 9000 and IATF 16949 fulfilled in its in-plant management, making the company progress continuously. Next, it plans to introduce ISO 14001 certification into the company by 2022. “Quality First, Customer Service and Pursuit of Excellence” have been COPA’s mission statements since its inception. The mission statements have been also now added with “keeping promises, doing business with honesty, making improvement, and being customer-centric,” which aim to encourage the entire team of COPA to face customers, business partners and the society with honesty and try their best to achieve mutual growth and share benefits with all relevant parties. COPA will exhibit at Taiwan Int’l Fastener Show 2020 and its booth no. is N1215a. ■



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Expert of Fastener Logistics and Inventory: KAO WAN BOLT INDUSTRIAL CO., LTD.

Complete Product Line in Stock for Ultra-speedy Delivery

Kao Wan locked on market demands and came up with a unique business strategy to set up “Kao Wan Products Distribution Center” as early as 2001. This is a logistics center and warehouse delivering products across Taiwan. It stocks a complete line of products in all specifications to significantly shorten lead time and satisfy clients’ needs. Kao Wan is so far the largest professional fastener supplier in Taiwan with an all-inclusive coverage of fasteners. The company has a stock of over 12 thousand tons of finished products and around 2 thousand tons of wire rods. The product types and specifications are complete to cope with clients’ orders instantaneously.

Diverse Products, Sufficient Stock, Multiple Service Locations

Kao Wan’s production and operating bases include the Renwu branch and Gangshan factory in Kaohsiung City, the Taichung branch, and the Chiayi branch. The main products are medium carbon steel screws, A325 hexagonal screws and alloy steel screws. The available items include high-tension hexagonal screws, forged hexagonal nuts, foundation screws, expansion screws, self-drilling screws, tapping screws, eye screws, eye bolts, chemical anchors, wire rope clips, and turnbuckles. These products are applied in steel bridges, hi-tech factories, infrastructure and other new public constructions, machines, hardware, machine tools and assembly industries. The current monthly capacity is 1,500 tons.



Taiwan-wide Logistic Network; Instant and Immediate Delivery

The headquarters is located in the new plant on Chengong Road in Gangshang District of Kaohsiung City. It includes both production and export departments, as well as Taiwan’s largest logistics center and warehouse which have a total floor area (including offices) of 10,247 square meters and stand on over 5,950 square meters of land. Kao Wan has 3 branches respectively in Renwu, Taichung, and Chiayi serving domestic clients and supplying the logistics warehouses.



With a complete production and marketing system, the company can supply products to clients instantaneously, provide complete services, achieve punctual delivery and increase added values. This represents the company’s ambition and mindset of sustainability. The company has distribution bases, logistics center and warehouses across Taiwan as well as large and complete stocks to respond to and satisfy the demand of clients, providing fast supply and service.

Kao Wan cares a lot about quality and lead time. The company is ISO-certified and equipped with complete inspection equipment such as French spectrometers, Rockwell hardness testers, torsion testers, etc.

Continuous Expansion to the World Market

After moving to the new plant in 2018, Kao Wan added an export department and it expects to enlarge its warehouses again. It will increase stock for domestic demand and establish a portion of standard products in stock for overseas markets to shorten lead time. By increasing clients’ satisfaction, it seeks to expand export of Kao Wan products to the world and increase product visibility in overseas markets, and ultimately to become the top of fastener stock, logistics, warehousing, supply and sales in Taiwan. Kao Wan will exhibit at Taiwan Int’l Fastener Show 2020 and its booth no. is N2142.



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