

Din Tsung Corp.

Making High Quality Hardware Backed by Technique and Service

鼎暢實業- 技術服務兼具 打造高品質精品五金

by Gang Hao Chang, vice editor-in-chief of Fastener World

Although we mostly get OEM orders for standard parts, we are actually capable of ODM already. For example, we have reputable American and European clients as our long-time partners who settled on the high quality of our products as well as our provision of value-add service that continues to surpass our peers. We even have purchased for Egyptian and some long-time clients to meet their demand for fasteners. In the future we hope to go for branding which is a target that we are actively working on."

Advanced Equipment and Facility Management That Amaze Clients

Din Tsung uses advanced machinery made by Japan and other advanced countries, strictly monitoring every step from blank casting to the final burnishing, roughening or polishing. Therefore, overseas clients that have visited Din Tsung's plants are willing to place orders with no concerns at all and collaborate in long terms. "Every product shipped by us comes with a detailed report of materials analysis, and can pass clients' CE and TÜV certification after shipment. Our ultimate goal is not only for our products to meet clients' demand, but also for our clients to get impeccable hardware products. Our tubes for instance do not require welding and are much easier to assemble and tighten up."

Active Attendance to Exhibitions to Expand International Publicity

To enhance international marketing and serve more clients, Din Tsung has been actively attending various international exhibitions for the past few years like Hardware Fair Cologne in Germany, Glasstec in Germany, Batimat in France, IBS in Las Vegas, DesignBUILD in Australia, etc. On the one hand, this allows the company to consolidate partnership with long-time clients; on the other hand, the company can build partnership with more potential clients through the exhibitions. The general manager stressed, "In recent years we have noticed the European market is gradually saturating, so we definitely have to develop clients in more markets. High-end markets like Japan and Australia will fall within our consideration for future development. We expect Din Tsung to have greater breakthroughs in the next few years and hope our products will bring greater growth to our clients!"

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Founded in 2009 and headquartered in Taipei, Din Tsung is going to mark its 10th anniversary. It is an OEM plant of stainless steel glass clamps, railing fittings, door handles, and all kinds of casting parts trusted by well-known American and European brands and distributors. Besides the headquarters, the company has a full-fledged modern plant spanning 660 square meters in Tangxia Town (Dongguan City, China) that produces high quality products for overseas clients. Felisa Chen, owner and general manager, had had years of dedication and abundant collaborating experience with overseas clients before she started her company. With her leadership and well-trained team of technology, marketing and service, Din Tsung has become a high quality hardware maker known to the American and European clients by word of mouth.

Efficient Production of High Quality Products Zero Tolerance for Low Price Competition

Din Tsung's service comes from the mindset of providing high quality products, so it will never sacrifice quality for lower costs or turn to low price competition. "We want to give clients high quality product experience in a reasonable price range. We further hope the clients will be able to create more added values with our products!" said the general manager. Din Tsung operates mainly by taking orders through the headquarters in Taiwan and manufacturing through the plant in China. It can ship within 45 days and its lead time can be adjusted to clients' requirement when they place orders. Regarding materials, it can manufacture products in zinc alloy as requested besides the commonly adopted 304/316/316L stainless steel. For clients who need customized service, the company can also make dies for them. The current capacity of the Dongguang plant is around 400 thousand tons.

Sales manager Monica Huang stated, "For many years, the clients we have been working closely are mostly major American and European companies, so quality is the thing we value most with them.