



# CH The Most Items for Selection Cheng Heng Moves to New Plant

品項國內最齊全 成亨喬遷新廠

by Gang Hao Chang, Vice Editor-in-Chief of Fastener World

Reaching its 42nd anniversary this year, Cheng Heng Industrial Co., Ltd. specializes in production of 304/316/ some 430 stainless steel (SS) cable ties and hose clamps. Its currently offered specifications can satisfy almost all customers' customizing demands. With a monthly capacity of nearly 2.8 million pcs of SS cable ties, hose clamps and clamps w/wo screws, Cheng Heng definitely deserves the name of "a leading plant with the most items for selection." Having been selling in domestic and overseas markets for decades, Cheng Heng reported that compared to the Covid-stricken 2020 its annual revenue in 2021 was NT\$ 0.1 bn, outpacing other major market players with a YoY ratio of around 20%. This year, in order to offer customers better service, the Wuqi (Taichung)-based new plant has been officially inaugurated, which is expected to develop a broader market scenario for Cheng Heng.

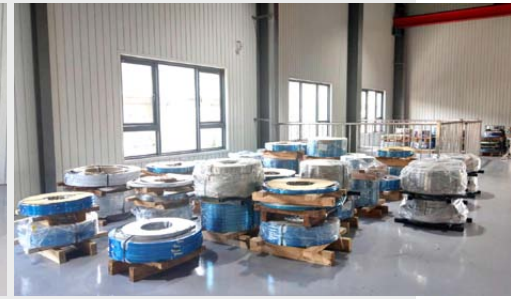
## The New 4,000 sqm Plant & Growing Business Opportunities in New Applications

The new plant offers larger warehousing space to make early delivery preparations for customers. In addition to existing equipment, Cheng Heng is also planning to introduce more automated cable ties & hose clamps assembly and non-screw clamp forming machines to make a significant improvement in its capacity and efficiency. Meanwhile, in response to the emerging 5G and EV trends, it is also planning to go toward this direction to satisfy the demand for clamping 5G base stations or EV batteries.

## UL62275 Certified & Strong R&D Ability

"We never adopt the price cutting strategy to compete with other market players," says Cheng Heng president Chin-Shan Chiang.

Different from other carbon steel products, Cheng Heng's 304/316 SS cable ties and hose clamps are mainly used on critical parts of telecom base stations, rails, solar power wire and electricity cables. Moreover, as it can easily solve the brittle failure of nylon cable ties caused by sun exposure, Kaohsiung MRT & Light Rail, Taoyuan MRT, and the nuclear plant no. 4 all used a great deal of Cheng Heng's products. In addition to 10% for domestic sales, it also collaborates with traders for overseas sales. Thus far, roughly 80% of its products are exported to Europe, Australia & New Zealand, USA, and Japan. In Europe, in particular, Cheng Heng is a brand widely trusted by customers.



Cheng Heng manufactures products with self-developed dies, so it can reach the precision and stability customers require. Its BCT SS clamps has been also UL 62275 certified for years (a certificate required by rail, electricity, and solar power applications). A practical test shows that it even performed +50% better than the min. UL required value (e.g., In a test, UL requires the tensile strength must be 445N for a 4.6 mm-wide clamp and 1112N for a 7.9mm-wide one. Cheng Heng can achieve the result 150% better than the requirements.)

## More Convenient Design and Protecting Customers' Interests

Customizing service allows Cheng Heng to create high-performance but easier-to-use products for customers. Chiang added, "We developed many good products, such as Clamp for Filter V-ring allowing users to remove it by loosening the screw, SS Clamp for fixing critical parts in new energy applications eliminating annoying loosening, brittleness, and procedures. Our team also has a wide knowledge to check before production if customers' products infringe any copyright."

Holding a moderate outlook for 2022, Chiang said, "Last year we became an MOEA recognized business with +40 years' history. We're against cut-throat competition and offer customizing service to achieve higher gross profit. Offering customers the best solutions and fully-covered service as priorities are the best proof of our continuous seeking for customer satisfaction and sustainable operation." ■

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# Stainless Steel Cable Ties & Hose Clamps



ISO 9001 5965  
Registration No.: 027600











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