

INTERVIEW WITH **FASTENER ASSOCIATIONS** FROM **CHINA**

专访

中国紧固件协会

FROM **CHINA**

Prospects for the Fastener Industry of 2014 看 2014 年 紧 固 件 行 业 的 方 向

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Guang Dong Province
Fastener Association (GPFA)
广东省紧固件行业协会
President **Mr. Lao Xi Hua**
会长 老锡华先生



Hangzhou Fastener Industry
Commercial Association
(HFICA)
杭州市紧固件行业商会
Standing Vice President &
Secretary
Mr. Guang-Da Chen
副会长暨秘书长
陈冠达先生



Hong Kong Screw & Fastener
Council (HKSFC)
香港螺丝业协会
Chairman **Mr. Lin Zhi Ming**
主席 林志明先生

1. Would you briefly introduce your association (e.g. date of establishment, number of members, members' proportion by sector, domestic and overseas sales of members)?

简述贵会创会背景、会员总数、会员产业别比例、会员的内外销比例。

GPFA: Guangdong Province Fastener Association was founded in August 18, 2006. During the past 7 years of development, existing member corporations have accumulated to more than 800, among which 70% are fastener manufacturing corporations, 10% are fastener marketing corporations, and 20% are peripheral makers providing materials, machines, molds, and chemical electroplating. Most of the members mainly focus on domestic markets whereas overseas sales only take 5% of the industry's markets. The export of Guangdong's fastener market mainly targets at Southeast Asia and Latin America, and takes around 60%, followed by the export to EU and the US which takes around 40%.

HFICA:

- (1) Establishment of Hangzhou Fastener Industry Commercial Association: April 11, 2013
- (2) Number of members: 117 companies
- (3) Members' proportion by sector: Makers take 60% and sellers take 40%.
- (4) Proportion of domestic and overseas sales: Domestic sales take 30% and overseas sales take 70%.

HKSFC: Hong Kong Screw & Fastener Council was established in 2003 and has accumulated over 100 member corporations specializing in screw production and peripheral production such as molds, wires, and electroplating after 10 years. Business operations of our members are across the globe.

The 6th board of directors election was completed in October 2013. It is my pleasure to be elected chairman once again with full support and trust from all members and board directors, and I am aware of the tremendous duty I have to fulfill.

GPFA: 广东省紧固件行业协会成立于2006年8月18日, 经过7年的发展, 现有会员企业总数800多家。其中70%为紧固件生产企业, 10%为紧固件市场销售, 20%为材料制造供应、机械设备、工模具、化工电镀等配套企业, 会员企业中大部分以国内市场为主, 外销仅占行业5%左右。广东紧固件市场出口以东南亚和中南美为主, 约占60%, 欧盟和美国次之, 约占40%。

HFICA:

- (1) 杭州市紧固件行业商会成立时间: 2013年4月11日;
- (2) 商会会员总数: 117家;
- (3) 商会会员产业别比例: 生产商与销售商所占比例为6:4;
- (4) 商会会员的内外销比例: 内销占30%; 外销占70%。

HKSFC: 时间飞逝, 香港螺丝业协会已经历了十个春秋。本会在2003年创立, 时至今日, 已拥有超过一百位会员, 主体从事螺丝制造及螺丝制造配套, 如模具、线材、电镀等。业务范围遍及全球。

2013年十月份, 第六届理事会已选举完毕。本人荣幸之至得到各位会员及全体理事的信任和支持, 再次荣任理事会主席一职, 对此我深感荣幸, 同时也感责任的重大。

2. Please tell us about the fastener trade relations between China and other countries such as EU, the US, Latin America, Southeast Asia, Japan, etc.

贵会认为中国紧固件与他国贸易关系为何？

HFICA: Our members are trading with 173 countries in which EU and US account for 60%, Latin America account for 20%, and Southeast Asia account for 15%.

HKSFC: Hong Kong is a small place with crowded population. Most of our members have moved plants north to Pearl River Delta Economic Zone in early years. However, the operating cost has been increasing due to the rising labor cost, tax rate, and exchange rate of RMB. At the same time, however, China has become the second largest economy in the world, and our members are able to share the fruit of China's economic development and the consequent business opportunities. Our members have been maintaining complete management systems and developing improved equipment as well as sophisticated production technology, and they stand firmly in the high-end market and precision parts market of China.

HFICA: 商会会员企业与世界173个国家有贸易往来，其中欧盟、美国占60%；中南美占20%；东南亚占15%。

HKSFC: 香港地小人多，本会成员大多已于早年将工厂生产线北移至珠三角地区。然而，近年来内地人力成本上涨，国家征税率不断提高，人民币汇价高企等因素亦使经营成本越趋沉重。但与此同时，中国已成为世界第二大经济体系，本会成员亦得以分享中国经济发展的成果，获得不少商机。本会成员一直保持完善的管理体系，不断改良的设备及精细的生产技术，在中国市场，尤其是高端产品及精密零件市场中站稳脚跟。

3. What is the role of your association in the industry? How do you represent and speak for your members (e.g., regarding the anti-dumping duties imposed by other countries)?

贵会在产业扮演的角色为何？面对各国的反倾销课徵又如何代表和代替会员厂商发声？

GPFA: 广东省紧固件行业协会将本着为行业服务、为会员服务的宗旨，努力成为联系政府和企业的桥梁与纽带。协会以在行业内开展调查研究、人员培训、咨询服务、制定标准、品质认证、展览展示等多项服务来为会员企业提供全方位的实效服务为己任，通过对行业自身以及上下游关联行业的资源整合，全面提升广东紧固件行业的创新能力和竞争能力，为促进广东乃至中国的紧固件行业的改革、振兴、发展发挥积极、重要的作用。

面对各国针对中国紧固件行业的反倾销，我们广东省紧固件行业协会首先需要建立健全的行业出口标准，自觉抵制低价出口竞争行为；同时了解国外反倾销的基本法律法规，组织专家对会员企业进行专项培训，及时了解国际资讯，积极应对各国的反倾销；其次协助会员企业走市场多元化和以质取胜之路，重视转型升级、创新发展，在品质上多下功夫，把产品往高附加值的高端市场发展。

HFICA:

- (1) 杭州市紧固件行业协会在产业中扮演中介角色；
- (2) 今后凡面对各国的反倾销税问题，协会将在第一时间召开应诉工作协调会，统一聘请律师事务所，及时召开应诉培训会和组织对应诉企业上门辅导，努力在政府部门、协会、律师事务所、应诉企业等努力下，取得一个好的结果。

GPFA: Guangdong Fastener Association will follow our mission statement of "service for industries & members", and do the best to be the connecting bridge for the government and industries. The association offers research programs, staff training, consulting service, standards formulation, quality accreditation, and exhibiting service to members. Through integrating the resources into the industry as well as related industries in up and down streams, the association works to elevate the innovating ability and competence of the fastener industry in Guangdong at full scale, not only motivating the reform and prosperous development of Guangdong but also of the entire Chinese fastener industry.

In response to anti-dumping duties imposed by other countries, the association has to set up standard export regulations first and take initiatives to restrict low price competition in export. In addition, it has to understand the fundamental regulations of overseas anti-dumping measures, recruit experts to give professional training to our members, and keep updated with international intelligence to proactively cope with anti-dumping duties imposed by other EU countries. Then, it has to help members transform, upgrade, and innovate by improving quality and bring products to the high-end and high-added-value market, so members can diversify in market strategies and succeed with quality.

HFICA:

- (1) Hangzhou Fastener Industry Commercial Association serves in the industry as a coordinator.
- (2) Regarding the anti-dumping duties imposed by other countries, the association will immediately set up a coordinating panel, and recruit

HKSFC: 本协会一直秉承着「促进螺丝同行间团结及友谊，为共同利益服务」的宗旨，通过协会这一平台，让业界同胞相互沟通，资源及资讯共用，困难共渡，凝聚力量，共同进步。

lawyers to assist companies involved in the coming investigations or measures. We will do our best to achieve better results with the effort of the government, association, law firms, and companies involved.

HKSFC: The council has always been loyal to our mission statement of "Fostering unity and friendship within the industry and service for common benefits". Through the council, we hope that the industry members can communicate, share resources and intelligence, combine strength, and overcome difficulties and progress together.

4. How will you fulfill the interests of members in the new year? 新的年度贵协会将如何满足会员厂商追求的利益？

GPFA: In 2014 we will make use of our advantage as a platform and bring our members to participate in global exhibitions or factory tours to promote business transformation. The association will regularly invite marketing experts to analyze the industry and provide members with guidance and advice. Additionally, it will recruit training experts to educate members on management of marketing strategies, procurement, cost control, production, human resources, sales, and technical skills, which aims to elevate the marketing ability of members, encourage them to go overseas and build up an image of high quality, scale, and brands to obtain greater benefits.

HFICA: We plan to set up a PO center to coordinate companies for domestic/overseas orders or tenders for critical construction.

GPFA: 新的年度我们将发挥行业协会平台的优势，积极组织会员企业到各地参观学习、参加专业展览会、展销会，利用这个平台推动企业转型升级，抓住深化改革的机遇。定期邀请市场营销专家对行业市场行情进行分析，为会员企业的生产提供指导性意见和建议，并组织专家为会员企业进行战略管理、采购管理、成本控制、生产管理、人力资源管理、销售管理、工艺技术的培训。提升会员企业行销运作能力，鼓励会员企业积极到国内外大市场上去寻找发展舞台，走品质化、规模化、品牌化、国际化的道路，谋取更大的利益。

HFICA: 拟设立订单中心，说明企业承接国内外订单及重大工程紧固件类投标事宜。

5. What is the top priority for your association in 2014? 新的年度贵协会最急切想完成的事为何？

GPFA: 新的一年正好迎来十八大三中全会的全面深化改革，我们协会重点工作将会围绕十八大的精神认真贯彻落实会议精神，向政府部门申请取得行业管理与协调事项的资质，包括行业资格认定和准入审核、处理行业投诉，行业技术服务事项、行业规划、行业规范、行业调查、行业统计分析、行业检验、检测、行业监测服务等，以便更好的为会员服务。

HFICA:

- (1) 高端紧固件园区建设，以适应转型升级需要；
- (2) 设立订单中心，说明会员企业接单；
- (3) 完成「营本价」起草工作，促使产业健康发展。

GPFA: 2014 brings the full-range reform of the 3rd Plenum of the 18th Chinese Communist Party Congress. The association will follow the spirit of the plenum, and apply to the government for the qualification to manage and coordinate the industry. With the qualification, the association can deal with corporate audition, registration admission, corporate lawsuits, technical service assistance, corporate planning, regulations, survey, statistical analysis, testing and inspection, monitoring service, and so on to offer members better service.

HFICA:

- (1) Establish a high-end fastener development park to cope with the need for transformation and upgrade.
- (2) Set up a PO center for coordination.
- (3) Complete the regulation initiation on reasonable operating costs and prices to foster healthy industrial development.

6. How do you cooperate with other associations or organizations? Do you have a specific cooperative pattern? 贵协会如何与其他协会或组织进行合作？有甚么特别的合作模式吗？

GPFA: We have close communication and cooperation with other associations and often jointly hold large-scale fairs with other associations and industry media. We also partner with on-line media,

GPFA: 广东省紧固件行业协会与异地协会经常都有紧密的沟通与合作，经常联合异地协会或业内专业媒体举办大型展销会，并与业内专业网站、杂志、会

magazines, journals in trade meetings, seminars, and forums to encourage resources and intelligence sharing and balance between advantages and drawbacks, which will form a giant and open system for in-depth communication within the fastener industry.

HFICA: We exchange with and visit other associations to shorten industrial gaps.

HKSFC: As is known, the Chinese economy has always been directed by its government policies. During the most recent years, the Chinese government keeps promoting the industrial upgrade and encouraging foreign companies to sell within China, which provides a wide marketplace for Hong Kong fastener industry. With benefits of the proximity to the mainland China and the well known convenience of export to other countries, Hong Kong fastener industry has expanded its market to Europe, the US, and the rest of the world. Compared to Europe and the US, Hong Kong fastener industry offers lower prices with admirable product quality, thus increasing its market share in the world.

刊、各自所举办的贸易洽谈会、讲座、论坛等形式的高效作用进行交流和互访，实现资源资讯共用，优势互补的作用，形成一个大的开放系统，深入沟通交流，为紧固件制造业搭建更大的贸易平台。

HFICA: 互相交流，参观考察；互补协会产业对接。

HKSFC: 众所周知，中国经济一直以政府政策主导。近几年中国政府大力推动企业转型升级，鼓励外资企业内销，亦为香港螺丝业界提供了庞大的市场空间。香港凭着得天独厚的地理位置，能背靠大陆，面向世界。作为世界知名的转口城市，香港螺丝业界亦早已将市场拓展至欧美及世界各地，相对欧美等地，香港螺丝业拥有价格上的优势，以及备受认同的产品素质，所以能在海外占有一定市场份额。

7 The cost of Chinese wire is 15-30% less than that of Taiwanese wire. What do you think will influence either China or Taiwan after the import of wire across the Straits is open? What kind of wire export do you think will benefit the fastener industry?

据悉，大陆线材成本比台湾便宜15%-30%左右，将来两岸线材全面开放进口，贵会认为这将分别对中国大陆及台湾业界造成怎样影响？而哪几类线材出口对于紧固件产业而言会较有益？

GPFA: 台湾地区紧固件一直以出口为主，台湾紧固件出口量约占生产量的80%-90%，是全球五大紧固件出口地区之一。台湾是国内的重要贸易港口，在国际上有着举足轻重的地位。将来两岸线材全面开放进口后，对台湾的紧固件行业来说是个利好消息，这可以极大的增强台湾紧固件行业的对出口的竞争力。

对于国内紧固件行业来说，两岸线材全面开放，对于业界将会形成很大的冲击，台湾的紧固件行业无论在人才配备或设备技术上都有很强的优势，线材全面开放后，国内在原材料方面的优势就不存在了。因此，面对这种现状，广东紧固件行业只有加强技术方面的投入，从降低生产能耗方面入手，缩短两岸的差距，同时大力发展高新技术，特别是在异型件技术上寻求新的突破，使广东的紧固件行业向着高、精、尖的方面发展，这样我们才有更好的发展空间。

HFICA: 会降低生产成本，提升产品品质；碳钢类及不锈钢类线材较有益。

HKSFC: 近日，钢铁价格一路走低，特别是大陆钢企，产能严重过剩。如果将来两岸线材全面开放进口，相信会利好香港螺丝业界。业界可以拥有更多选择，根据自己的产品需求，选择合适的供应商。当然，我们也希望大陆的钢企，在价格保持中，品质需得到保证和提升，同时希望台湾钢企提供更多价廉质优的线材，帮助螺丝行业快速发展和进步。

GPFA: Fasteners of Taiwan are mainly for export, representing about 80-90% of its total production. Taiwan is one of the top 5 fastener export origins and has a significant presence internationally. It is great news for Taiwan fastener industry when the wire export between China and Taiwan is fully open, which can enlarge the competitiveness of Taiwan fastener industry in export.

As far as Chinese fastener industry is concerned, the opening of wire export across the Straits will have a great impact on the industry. Taiwan fastener industry has advantageous labor and technology supplies, when the market is open, the advantage of Chinese raw materials will no longer exist. Facing the current condition, the fastener industry in Guangdong can only shorten the gap through the investment in technology and reduce the energy consumption in production. Meanwhile, it has to develop high end technology, especially seeking a breakthrough in manufacturing non-standard parts, and therefore Guangdong fastener industry can evolve to be more advanced, creating a better place for further development.

HFICA: The opening of the market can reduce the cost for production and increase the product quality. It will be especially beneficial to carbon steel and stainless steel wire.

HKSFC: In the most recent days, the steel price has been going down and the Chinese steel makers are facing the problem of oversupply. If the market is open, I believe that will be good to Hong Kong fastener industry and the industry can have more choices to select appropriate suppliers according to their needs. Of course, we also hope that the Chinese steel makers must also take the quality insurance and upgrade into account in addition to maintaining the price. On the other hand, we hope that Taiwanese steel makers can offer high quality wire that is cheap to help the fastener industry develop fast and keep moving on.

8. What do you think will happen to the industry if Chinese fasteners can be exported to Taiwan with the preference of 0% tariff?

贵会如何看待将来若开放中国大陆紧固件产品零关税输入台湾？

GPFA: Should the preference of 0% tariff against fasteners from China to Taiwan comes into force, the interaction between China and Taiwan fastener industry can be reinforced and the cooperation among industries can be strengthened. One's advantage can be complimentary to the other and this is beneficial to the bilateral development. Our association may consider a series of cooperative plans with Fastener World Inc. in Taiwan. Through the close relationship with Taiwan fastener industry, we can transfer the production base to the mainland while Taiwan focuses on sales. Through the trade port of Taiwan, we can be a part of the international market.

HFICA: The prices of Taiwanese products will be getting very close to those from China, which will boost the upgrade of Chinese products.

GPFA : 将来若实施紧固件产品对台出口免税，可以增强两岸的紧固件行业的互动，加深企业与企业之间的联合，更好地实现优势互补，有利于双方企业发展。协会可与惠达公司以经济洽谈作为起点，制定一系列方案达成合作。通过与台湾紧固件产业界强强联合，我们将生产基地移到内地，销售市场转到台湾，通过台湾这个贸易港口平台，走向国际。

HFICA : 台湾产品价格和大陆会基本一致；促使大陆产品全面提升。

9. When will be the event/activity of the association in 2014? 贵协会2014年的会员大会或活动相关日期和简短介绍？

GPFA :

(1) 协会2014年的会员大会及活动相关日期如下：

- 2014年3月22日举办2014广东省紧固件行业协会春茗活动
- 2014年6月19-21日组团参观参展上海紧固件专业展
- 2014年8月29日策划主办2014年华南工业线材紧固件产业商务论坛
- 2014年11月28日举办2014年广东省紧固件行业协会会员大会
- 2014年12月15-17日主办2014年广州紧固件专业展览会

(2) 协会计画参加活动如下：

- 参加香港螺丝业协会春茗活动
- 参加中国机械通用零部件工业协会理事会议
- 参加在台湾举行的2014年亚洲五地域紧固件协会交流大会

HFICA : 计画在2014年3月底召开会议将总结成立一年来的工作情况及通报财务决算报告等。

HKSFC : 协会自成立以来，一直积极举办、带领协会成员企业参与各项活动，多次组织考察团及同业互访考察团，务求加强会员间的联系和技术交流；本会还致力于推动与海外螺丝业团体联系，积极参与每年一度的五地域螺丝业界交流大会，探讨大家关心的议题，互相观摩学习，加强各地区的联系，建立互惠互利的合作关系，令香港螺丝业在国际舞台上更上一层楼。

GPFA:

(1) Dates of events and activities in 2014

- 03/22 Spring assembly with a tea tasting party
- 06/19-21 Delegation to Fastener Expo Shanghai
- 08/29 The Commercial Forum for Wire & Fastener industry in Southeastern China
- 11/28 The membership meeting
- 12/15-17 Fastener Expo Guangzhou

(2) Schedules

To participate in the tea tasting party of Hong Kong Screw & Fastener Council

To participate in the directors meeting of China General Machine Components Industry Association (CMCA)

To participate in the Five Regions Fastener Association Conference in Taiwan

HFICA: We plan to hold a meeting in the end of March 2014 to report the work accomplished in 2013 and the current financial status of the association.

HKSFC: Since the establishment, the association has been very active in holding events and leading members to join in activities. It has formed several delegations with visiting tours in order to strengthen the communication of members and interaction of technology. We are dedicated to promoting the contact with other overseas fastener groups and actively participate in the Five Region Fastener Association Conference every year to discuss issues everyone concerns, learn from each other, reinforce contacts within regions, and establish reciprocal cooperation, all which increase the recognition of Hong Kong Screw & Fastener Council in the world.

10. In the end, do you have any suggestion for counterparts in the fastener industry? Or, is there anything about the industry you would like to add?

最后，有哪些建议可以提供给紧固件同业呢？或者对于产业整体有哪些想补充的部分？

GPFA: As the current economic growth in China does not increase as fast as before, kindling worries to the fastener industry and influencing the development of Guangdong fastener industry. Under the condition, the fastener industry has to break the bottleneck, integrate resources, reduce purchasing costs, increase the technical level and high added value of products, and elevate the core competitiveness of industries.

Industries should focus on business transformation and innovation. China and Southeast Asian region are developing very fast to replace Taiwan as the production base of medium-level fasteners, While Taiwan has transformed to the medium to high level with a high added value. The current condition in China provides a good opportunity for the fastener industry to transform. Industries should reinforce the ability to innovate and build up a supporting platform for realizing the breakthrough in critical technology, upgrading the industrial structure, and boosting the industrial development.

Industries should introduce advanced production machines, improve product quality, reduce energy consumption, be energy saving, increase production efficiency, and reinforce the processing service of wire drawing, electroplating, heat treatment, dies, and product inspection.

Reinforcing the cooperation with colleges, the association has established and keeps improving the cooperation of industries with colleges according to the current condition of the technical level and talents of Guangdong fastener industry, providing effective service to the application of results of scientific research, fully utilizing the advantages of the association, industries, colleges, upgrading the innovation of the industry, and increasing the capacity of non-standard parts. At the same time, the association can negotiate with industries and colleges to sign talent cultivation agreements for industries to train technical teams with knowledge of basic theories and practical operation in order to add more innovation and productivity. When industries have a great number of technical teams with a powerful ability to innovate, our industries can thus promote the commercialization, industrialization, and internationalization of any newly invented products.

The fastener industry should seek the breakthrough in medium to high levels, new materials, new techniques, non-standard parts and improve the marketing ability to going further to large markets. Quality, Scale, Branding, Being International are roots of sustainable operation.

HFICA: Reinforced interaction, respect and sitting down for a discussion when any problem occurs.

HKSFC: The 6th board of directors has been elected and will help create a more united and loyal atmosphere among all members. In addition to keeping the tradition inherited from the previous 5 periods of presidency, the board will focus on development and innovation. Members of the new board are younger and more professional and are expected to transfuse new bloods to the association, making the work livelier with more features. We hope that all of you can support our association and affiliated organizations to make us be more successful.

Wish all my dear friends a happy new year and good health.

GPFA: 由于近年来国内经济增速下滑，给紧固件企业的发展带来不少困扰，影响了广东省紧固件企业的生存和发展。针对现状，紧固件企业要突破瓶颈，必须要整合资源，降低采购成本，提高产品的技术含量和高附加值，提高企业的核心竞争力。

企业要重视转型升级、创新发展。当前，中国大陆、东南亚等地区急起直追取代台湾成为中端紧固件生产基地，台湾因而升级转型往高附加值的中高端市场发展。大陆目前的这种产业格局也为紧固件企业转型提供了良好的契机。企业要加强自主创新基础能力建设，构建有利于实现关键技术突破、有利于产业结构优化升级、有利于增强企业发展后劲的自主创新支撑平台。

企业必需引进先进生产机械设备。提高产品质量，降低能耗、节能低碳，提高生产效率，加强拉丝、电镀、热处理、模具、产品检测等行业的配套加工服务。

加强与高等院校的联合。协会针对广东省紧固件行业技术和人才的现状，建立和完善高校与产业结合的运行机制，为科研成果转化提供有效服务。充分发挥协会、企业、高校三方面优势，实现产学研有机结合，进一步提升行业自主创新能力，提升异型件工业化生产产能。同时与职业技术学校、高等院校加强联系，协调企业与院校签订人才定向培养协定，为企业培养出理论水准扎实，专业技术过硬的技术队伍，提升业内创新生产能力。企业拥有一定规模的技术人才队伍，在同行业中具有较强的创新人才优势，才能成为我国企业推动科技成果商品化、产业化和国际化。

紧固件企业应积极从中高端，新材料、新工艺、异型件等方面寻求突破，并通过加强企业的行销运作能力，积极到国内外大市场上去寻找发展舞台，走品质化、规模化、品牌化、国际化的道路，这应该是企业、行业长久生存、发展的根本保障。

HFICA: 互相加强交流，互相尊重；碰到共性问题，共同商量。

HKSFC: 本会第六届理事会已产生，本届理事会全体成员及所有会员将更加精诚团结，在保持前五届的优良传统外，将专于拓展、创新。新一届理事会成员最大的特点是更加年轻化和专业化，期待本会注入新鲜血液，工作更有活力，更有特色，更希望各位业界朋友大力支持，各个兄弟协会或组织，多加说明和支持，让本会业务进一步发展。在此向各位朋友，恭祝新年快乐，身体健康！