

Roaring Lion in Chinese Fastener Industry

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China as a "Large Manufacturing Country" is currently said to be on its way to becoming a "Strong Manufacturing Country." Such a transition even becomes a "must-do" after Chinese government proposed its 13th 5-year plan. China, like a sleeping lion, is going to wake up soon. Many of those companies with well-established corporate structure in China are now ready to demonstrate a surge in growth.

In order to achieve this goal, Chinese fastener industry will play an important role. China has a vast territory and fasteners are used in almost every industry. There are currently over 8,000 fastener enterprises in China. With more and more industry sectors turning mature, many enterprises have begun to demonstrate their own characteristics. In this issue, we are very pleased to have Haihong Threading Tool (a thread rolling dies manufacturer) and two other fastener enterprises capable of handling export sales (Dexin Fastener and Ningbo Jingle) joining us. Let's now take a closer look at these "roaring" Chinese fastener enterprise.

跃起的雄狮：中国篇

中国正从「制造大国」转往「制造强国」的路径迈进，特别是「十三五政策」出台后，这样的趋势更是势在必行！中国这只沉睡的狮子就要苏醒，蕴藏其内的各行各业，不乏体质健全、做足准备的精悍企业就要顺势跃起！

其中，中国紧固件业正是此趋势的代表性产业，虽中国领土幅员广大，然而紧固件作为工业之米，遍布全中国大大小小的紧固件企业超过8,000家，并随着各集群的发展趋于成熟，且各具特色。本期惠达杂志邀请紧固件模具的代表企业「海宏」及具外贸出口实力的紧固件企业「德信」与「金固」参加，一同窥视中国紧固件行业的蓄势待发！

滚丝轮大厂「常州市海宏」助中国紧固件行业起飞

Leading Thread Rolling Dies Manufacturer HAIHONG THREADING TOOLS Boosts a Boom in Chinese Fastener Industry

Haihong Threading Tools Co., Ltd. (Haihong) based in Changzhou (China) was founded in 1995 by the senior engineer and factory director-in-chief Quan-Shen Zhang, who worked for a Shanghai-based standard parts tools factory. Haihong is specialized in manufacture and sales of high-end threading tools and related thread rolling dies. As one of the largest manufacturers and suppliers of thread rolling dies in China, Haihong is capable of producing nearly 20,000 sets of thread rolling dies per year. Its products are mainly sold and exported to markets in the Middle East, Europe, and S. America and are widely used in the production of fasteners for automotive, high speed rails, and nuclear power industries, which have helped Chinese fastener industry grow further. General manager Hong Zhang said, "We are seeking any possible opportunity to penetrate into the aerospace fastener industry." Zhang clearly revealed his confidence and ambition in front of us.



常州市海宏螺纹工具有限公司(原名常州市海宏精密螺纹工具厂)由原上海市标准件工具厂的高级工程师兼厂长—「张泉生」先生於1995年创立，专业生产和销售中高端滚丝轮和其他螺纹工具。作为中国最大规模的滚丝轮专业生产商和供应商之一，海宏滚丝轮年产能接近2万副，站稳内销并远销中东、欧洲及北美等海外市场，产品广泛使用於汽配、高铁动车、核电设备等高端紧固件之生产，助中国紧固件行业起飞，总经理张宏表示：「伺机进入航太紧固件市场是我们的目标」，自信及雄心展露无疑！

Well-established Management and National Standards-compliant Production Lines

Main products of Haihong are high-strength and high-precision thread rolling dies. It has been a famous brand in Chinese standard parts industry. With the well-established product quality control system and a great team for R&D, it is able to provide customers with thread rolling cylindrical dies for making unified threads (UNC/UNF), metric threads, ACME / trapezoidal threads, buttress threads, knuckle threads, and pipe threads based on all kinds of international standards. It not only manufactures thread rolling dies under its own brand, but also can help other state-owned tools companies manufacture thread rolling dies under their brands, which has been started since 2014.

Helping Companies Reach Their Goals with Complete Control Over "Materials R&D", "Manufacturing Technique" & "Best Service" as 3 Main Strategies

"Durability" and "Precision" are not only the criteria for customers to choose thread rolling dies, but are also key factors that may influence their will to buy the same products again. In terms of processing of non-standard fasteners, Haihong's technical support division can always closely cooperate with customers and design and manufacture non-standard thread rolling dies for customers. In order to keep good talents in the company, all salespersons in Haihong have abundant experience in handling fastener processing demand for various applications and are able to offer good suggestions and professional service to customers.

Looking ahead, general manager Zhang expects in the new year of 2016 Haihong will continue to provide high-quality products as usual, enhance its manufacturing technique, elevate its capability in thread rolling die design, and last but not least accelerate its step to make itself able to compete with other foreign suppliers making similar products.

管理体系完善 通过国家安全生产标准

海宏以高强度、高精度滚丝轮为主力产品，品牌已在中国标准件领域拥有较高的知名度。在完善的产品品质管制体系及研发团队的基础下，提供客户举凡公制、美规、英制、JIS或DIN等各种规格之三角螺纹、梯形螺纹、模数螺纹、锯齿形螺纹等各种类型的耐用模具，除了生产自主品牌的滚丝轮外，也从2014年开始为中国知名大型国营工具公司提供贴牌生产(OEM)的滚丝轮。

成就大厂，掌握「研发材料」、「生产工艺」、「最佳服务」三大策略

「使用寿命」和「加工精度」不只是客户选购滚丝轮的标准，更是他们是否愿意回购的重要因素！海宏投入了大量资金与模具钢生产厂商密切配合，持续针对各种新型材料进行研发。其次，对各种不同规格、不同牙形的滚丝轮进行生产和备货。对于非标紧固件的加工需求，海宏技术部门和客户密切配合，为客户进行非标滚丝轮的专业设计和生产。海宏所有的销售人员对各种不同用途的紧固件加工要求拥有非常丰富的实际经验，可以为客户提供良好的建议和专业服务。

新年度里，张总期许2016年海宏除一如既往以「产品品质」为目标，优化生产工艺和提高滚丝轮设计能力，更希望加快具备与国外同类产品平行竞争的能力。

NINGBO DEXIN FASTENER Gains Presence in High-strength Fastening Applications

「宁波德信」打入高强度紧固领域

Ningbo Dexin Fastener Co., Ltd. is a specialized company that is dedicated to R&D, production, and sales of fasteners. Its factory is located in Beilun Dist. of Ningbo City, next to Ningbo Seaport. Such a large manufacturing site with convenient transport networks spans the area of 9,000 sq. meters. Over 100 well-experienced technicians and salespersons work for the company to supply superior stainless steel standard parts and automotive fasteners to the global market.

Stand Firm to Leap Forward

Dexin is specialized in production of stainless steel high-strength fasteners, automotive bolts, engineered automotive bolts, and similar articles. As a saying goes, "To do a good job, one must first sharpen one's tools." Dexin has many multi-station 4-die 4-blow screw formers, state-of-the-art manufacturing and testing equipment, and well-arranged control systems in every manufacturing process to ensure that all customers can be satisfied.

Since the inception in June 2000, Dexin has made lots of efforts to learn new technology in order to keep pace with the world's continuous progress. "The company successfully went through periods of low-end to medium end and medium-end to high-end industrial upgrade, and has learned a lot of technical experience during the periods, which later resulted in its systematic management. We try to win customers' trust with our honesty and be outstanding with our high quality, which continues to be our core beliefs in manufacturing products and setting our corporate value. That is why we could be always supported and recognized by our customers worldwide, who made us able to operate our business steadily and keep growing further," said General Manager Chou.

High Quality Products for High-strength Fastening Applications

Dexin has been certified by ISO9001 : 2008 and is capable of manufacturing standard parts and automotive fasteners that are compliant with GB, ISO, DIN, IFI, ANSI, ASTM, JIS, BS, AS, DIN standards. It is also good at developing and manufacturing various non-standard parts as per customer's drawing. As Dexin's fasteners are of high quality, its products are widely used in aftermarket, machines, construction, railway, ships, bridges, electricity, wind power, petrochemical, environmental protection industries.

Looking ahead and facing the trend of globalized economy as well as the development of domestic market demand in China, Dexin will focus more on scientific development to modernize its operation, expand to new business areas, increase its core competitiveness, and strive for becoming a domestic industry or world leading company.



宁波德信紧固件有限公司是一家集开发、生产、销售为一体的专业紧固件制造厂，座落于宁波市北仑区，邻近宁波港码头，交通便捷的偌大厂区，占地面积达9,000平方米，厂内计有100余名经验丰富的技术及销售人才，供应全球市场精良的不锈钢标准件及汽车扣件产品。

稳健步伐，为跳跃式成长做准备

德信主营各类不锈钢、高强度紧固件、汽车螺栓、工程车螺栓及其配件。「工欲善其事，必先利其器」，德信厂内备有多工位四模四冲螺丝成型机多部，以先进的生产和检验设备和各个环节完善的控制措施确保客户的整体满意度。

从2000年6月创厂以来，通过努力不懈的奋斗、汲取新讯，以求与世界水平接轨。周德龙总经理说：「公司历经外贸紧固件由低端往中端，乃至高端的发展历程，从中积累了丰富的技术经验，形成了系统化的品质管理制度。我们秉承德信人『以德取信、以质取胜』的理念，实现以人品做产品，以思想做企业的价值观。一直以来深受广大客户朋友们的肯定与支持，使公司踩著稳健步伐向上成长。」

质优产品，接轨高强度紧固领域

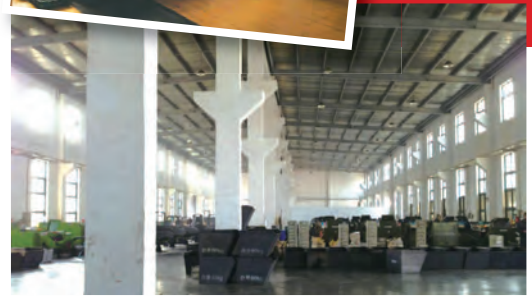
目前德信已通过ISO9001 : 2008品质体系认证，具备专业生产GB、ISO、DIN、IFI、ANSI、ASTM、JIS、BS、AS、DIN等标准件和汽车标准件的能力，同时精通於各类非标件来图来样的开发和生产。由於德信出品的紧固件品质精良，产品广泛应用於汽车维修、机械制造、建筑、铁路、船舶、桥梁、电力、风力、石化、环保等多个行业，顺利接轨高强度应用领域。

展望未来，面对经济全球化和我国内需市场的发展，宁波德信紧固件有限公司将以科学发展观为统领，积极深化改革，转换发展模式，不断拓展新领域，努力提高核心竞争力，朝著成为国内行业指标以及具国际行业影响力的企业迈进。



Leading Fastener Manufacturer & Distributor NINGBO JINGLE Now Focuses on Non-standard Parts Market

产销合一「金固国际」冲刺非标准件市场



Ningbo is an important industrial city and trade portal in Eastern China, so it has attracted a myriad of fastener companies which are able to satisfy both domestic and overseas demand and set up their operations in the region, thus forming a well-established industrial cluster. The total production value of these companies represents 27% of the total production value of Chinese fastener industry. Ningbo was even dubbed the "Most Important Heartland of Chinese Fastener Industry."

Ningbo Jingle Corp. is one of these companies which gained its own presence due to so many favorable conditions in the region. With a 2,000 sq. meters of factory, Jingle could combine its production and sales together and diversify its product portfolio. Welcoming the advent of 2016, Jingle, though being not century-old, shows significant potential in future development. It has begun to export high quality screws, bolts, nuts, washers, anchors, hardware & tools, and building components to the world through its specialized production lines and extended one-stop product shopping service.

Quality First, so Orders will Come

Jingle's product analysis, material selection, technique improvement, coating quality, and delivery of small-pack fasteners have been ISO 9001 certified. It has a team of well-trained technicians and staff experienced in foreign trade, who are dedicated to making customers fully satisfied. Currently Jingle has about 400 employees and its annual export volume amounts to 2,000 tons (annual revenue up to USD15 million).

When asked about its secret to success, the management of Jingle said, "Quality is always the root of a business. We believe that quality is made (not tested). We should verify quality in the very beginning and that is the key to keeping products of excellent quality. Moreover, to provide customers with a safer way to purchase, we also have a testing lab installed with tensile strength testers and thickness testers." With the focus on quality, Jingle's products are mainly exported to USA, Europe, and the Oceania and the company continues to show steady growth.

Enhancing Brand Image with "Non-standard Parts"

Jingle's fasteners are mainly made of carbon steel, stainless steel, alloy steel, and brass and can be made to IFI, DIN, BS, ISO standards according to customers' demand. Facing more and more competition from the market, Jingle also sets a goal for itself and expects to focus more on the R&D and production of non-standard fasteners based on its current specialty in standard fasteners. It sincerely welcomes any customer who has strict requirements for quality to make inquiries and hopes to establish stable cooperation with them in the future.



宁波属于中国华东地区重要工业城市及外贸口岸，吸引内外销能力皆强的紧固件厂家聚集，形成体系健全的产业聚落，占中国紧固件整体产值27%，该市更曾获授「中国紧固件之都」的称号。

宁波金固国际贸易公司正是在这些有利条件下拔地而起的代表企业，整合其占地约2,000平方米的制造工厂，实现产销合一，扩大产品服务层面。2016年的今天，这家发展并不特别早，但潜力却不容小觑的金固公司，已经透过专业生产及延伸产品的联合采购服务，向全球出口诸如螺丝、螺栓、螺母、垫圈、壁虎、五金工具及建筑用零部件精良产品。

品质至上 订单随之而来

金固通过ISO 9001的品质认证，包含产品分析、材质选择、工艺优化、涂料品质，甚至小包装出货等各个环节，由厂内一批受过专业训练的技研团队及经验丰富的外贸人才，携手致力于客户满意！目前金固全厂员工约400人，年出口量达2,000吨，实现年营业额1,500万美元的成绩。

问及秘诀，金固公司表示：「品质向来是企业经营的根本。而我们相信品质是制造出来，而非检验出来的。从源头就进行品质确认，是确保产品优异的关键！但为使客户更加安心选购，我厂设有实验室，备有拉力测试机、膜厚机等品检仪器。」由於对品质的专注，金固出口市场以美国、欧洲及大洋洲为主，且持续取得稳增长！

以「非标准件」提升品牌形象

金固的紧固件产品以碳钢、不锈钢、合金钢、黄铜等金属材质为主，并可依客户需求打制符合IFI、DIN、BS、ISO等国际规范的常规品！然而，面对日益竞争的市场，金固也许下目标，期以普通标准紧固件为基础，开始冲刺非标准件的开发生产服务，欢迎对品质有所要求的旧雨新知不吝询盘，建立稳定的合作关系。