

# 2015 European Fastener Distributor Conference Reinforces Communication and Cooperation for Better Industrial Development

by Fastener World Inc. / photos courtesy EFDA



**T**he 2-day triennial conference of European Fastener Distributor Association ("EFDA") ended April 16th (Thu.) 2015, followed by an annual meeting of FDS on April 17th (Fri.), has proved to be a very big success with the attendance of several professionals and VIPs from the industry and related partner organizations.

The conference held at Grand Hyatt Berlin this year was not only considered to be an unmissable event for bringing all the association members within EFDA and partner organizations representing the interest of their members from outside EFDA together, but was also a very good opportunity for these key industrial leaders to meet old friends and broaden their business network within the fastener industry.

At least 10 presentations regarding international trade policies & cooperation, antidumping measures, and markets reports on Europe, the U.S., and Taiwan were also given from various perspectives of the speakers during the conference, in addition to the delegates meetings before the opening by EFDA President Volker Lederer and a cocktail invitation by FDS and a festive dinner after the main conference. These topics included:



**'European Trade Policy and Transatlantic Trade Investment Partnership (TTIP)'** presented by Knut Brünjes, Deputy Director General for Trade Policy, WTO, OECD, Americas in the German Federal Ministry for Economic Affairs and Energy

**'Modernization of Trade Defence Instruments and Circumvention'** presented by John Loneran, Deputy Head of Unit Investigations II. Anti-circumvention, DG Trade of the European Commission **(Photo 1)**

**'EIFI Activities and Future Trends of the European Fastener Industry'** presented by Anders Karlsson, President of the European Industrial Fasteners Institute (EIFI)

**'Overview of the US Economy and the US Fastener Industry'** presented by Kevin Reidl, Immediate Past President of the National Fastener Distributors Association (NFDA) **(Photo 2)**

**'Report on the Current Status of the Taiwanese Fastener Industry'** presented by Bill Chen, President of the Taiwan Fastener Trading Association (TFTA), and Ivan Lin, Chairman of the TFTA International Committee

**'We are Special in Fasteners Industry over the World'** presented by Joe Chen, former Chairman of the Taiwan Industrial Fastener Institute (TIFI)

**'Fastener Taiwan 2016 – Zip Up your Best Deals'** presented by Chiao-Yun Chen, Taiwan External Trade Development Council (TAITRA)

**'Certificate of Origin Management – Screws Exported to EU'** presented by Yuan-Guei Ho, Taiwanese Ministry of Economic Affairs and Director of the Economic Division of the Taipei Representative Office in the Federal Republic of Germany

**'Anti-Dumping and Anti-Circumvention Investigations on Fasteners'** presented by Byron Maniatis of Jones Day, Brussels **(Photo 3)**

"EFDA President Volker Lederer was very content with the outcome of the conference, owed - above others - to the range of high-level speakers from the European Commission, the German Ministry of Economic Affairs and a Brussels-based lawyer as well as representatives from our partner organizations in Europe, Taiwan and the U.S. EFDA made clear that high anti-dumping tariffs on China have led to distortion of the market and that we regret that these high tariffs have been prolonged by the European Commission for another five years. EFDA is in favor of free and fair trade and will continue its efforts to contribute to a European trade policy which is free and fair - and without any effects of distortion. The atmosphere at the conference was excellent and it was a good opportunity to exchange views on international trade issues, such as TTIP and the modernization of European Trade Defence Instruments, and trade defence policy regarding the fastener industry, between European fastener distributors as well as the representatives of the European Commission, our partners from Asia and the U.S., especially on EFDA's efforts with regard to the problem of circumvention/trans-shipment. The conference day ended with a festive dinner at the Berlin Grand Hyatt hotel giving all 130 guests the opportunity to establish new and develop existing contacts," according to EFDA.

Following the perfect closure of the conference in 2015, the next European Fastener Distributor Conference will take place again in 2018, but the exact dates and lieu has not yet been confirmed. For further information about the next triennial conference, please contact EFDA Secretary General Alexander Kolodzik at [secretary@efda-fastenerdistributors.org](mailto:secretary@efda-fastenerdistributors.org) or call +49 30 59 00 99 581.





# TIFI Chairman Anchor Chang's Reflections on 2015 EFDA Conference

by Tanya Shih, Fastener World Inc.



The 5th triennially held EFDA conference has come to a perfect closure on April 16 in Berlin. The conference this year was quite special from the previous editions, as many important representatives from Taiwan also came to attend the grand event.

"TFTA has kept a good partnership and interaction with EFDA for so long and such a relationship plays a critical role in establishing a smooth communication between these two associations. This year, the Ministry of Economic Affairs of Taiwan organized a delegation with TAITRA, TIFI, and TFTA to join the EFDA conference, which is also the first time for Taiwanese government and TIFI to participate in the event of EFDA," according to TIFI.

Chairman Chang added, "The attendance of TIFI and TFTA in the EFDA conference this time shows the unity and cooperation of these two Taiwanese fastener associations which respectively speak for their members. What we would like to tell our friends in the European fastener industry is that Taiwanese fastener industry is different from Chinese fastener industry. That is why Taiwanese exhibitors in fastener shows would always like to have their own stand designs to make them look different from Chinese exhibitors, as they are afraid that they may be involved in the antidumping measures without any cause."

Europe is the 2nd largest destination of Taiwan's fastener export and the extension of the antidumping measures the EU imposed on Chinese fasteners will cause big influence on the global fastener supply and demand. Chairman Chang also said, "In order to ensure a smooth and unrestricted approach for Taiwan's fastener export to the EU, we then tried to clearly illustrate the history and development of Taiwanese fastener industry as well as the upgrade of our products, and explained how our products try to make Taiwanese fasteners be with high technical levels and high quality and how our products are different from other products involved in the antidumping cases. Taiwanese fastener industry has been cooperating with European companies for over 30 years and continues to offer products meeting the demand of European market. We always trade according to international regulations."

Chairman Chang said, "During the conference Division Director Yuan-Guei Ho from Taipei Representative Office in Germany talked about the measures of Taiwanese government to fulfill the "Certificate of Origin" system, which has been put into force since July 21st 2015. He said that Taiwanese government strictly audits the issuance of certificate of origin and will make efforts to crack down illegal transshipments. He reported the implementation of Taiwan's environmental protection policies to prevent the previous shutdown of electroplating plants that influenced lead times and marred their reputation from happening again and he also reported the supervision on the price changes of CSC's wires to ensure that they are not too expensive or too cheap compared to the global average price. By doing so, the competitive edge of Taiwan can be maintained."

During the conference, Chairman Chang also invited European distributors and dealers to participate in "2016 Taiwan International Fastener Show" to get close to the production lines of Taiwanese fastener industry and establish long term cooperation with each other.

## TFTA attended EFDA 2015 Conference in Berlin, Germany

by Ivan Lin, Chairman of International Committee of TFTA



**E**uropean Fastener Distributor Association (EFDA) held its fifth Conference during April 15 to 16 in Berlin, Germany. With pleasure, our association (TFTA) was invited to join the conference. Led by President Mr. Bill Chen, we attended the conference accompanied by Deputy Chairwoman of International Committee-Miss Petrina Chen. Current President of Taiwan Industrial Fastener Institute (TIFI)-Mr. Anchor Chang, and former president-Mr. Joe Chen were also invited guests of the conference.

◀ Mr. Bill Chen presents gift to Dr. Lederer



Photo 1:  
Mr. Bill Chen speech

Photo 2:  
Mr. Ivan Lin reports current status of Taiwan fastener industry

Photo 3:  
Festive Dinner (Left: Mr. Kevin Reidl, Immediate Past President of NFDA Middle: Dr. Volker Lederer, President of EFDA Right: Mr. Bill Chen, President of TFTA)

EFDA are comprised of national fastener distributor associations of Britain/Ireland, France, Germany, Netherlands, and Spain, as well as companies from other European countries represented by MEFDA. National members contained are: ADEFI of Spain, BIAFD of UK and Ireland, FDS of Germany, NEVIB of Netherlands and PRISMEFIX in France. This year, more than 120 members attended the conference. Dr. Volker Lederer is the incumbent President of EFDA, also currently the Managing Director of Lederer GmbH.

EFDA Conference was held once every three years. Past venues includes UK, Italy and France. This year is the second time for EFDA to hold the conference in Germany. The conference was kicked off from a Delegate Dinner. Both TFTA and TIFI representatives were invited. Mr. Kevin Reidl, Immediate Past President of USA National Fastener Distributors Association (NFDA) also joined the dinner.

The second day was the major activity. The conference theme focused on current status of European fastener industry and related trade policy review. Firstly EFDA invited Mr. Knut Brünjes, Deputy Director General for Trade Policy, WTO, OECD, Americas in the German Federal Ministry for Economic Affairs and Energy to talk about European Trade Policy and Transatlantic Trade Investment Partnership (TTIP). Followed by Mr. John Lonergan, Deputy Head of Unit Investigations II. Anti-circumvention, DG Trade of the European Commission to discuss about Modernization of Trade Defense Instruments and Circumvention.

Then next keynote speaker turned to Mr. Anders Karlsson, President of the European Industrial Fasteners Institute (EIFI), who updated EIFI Activities and Future Trends of the European Fastener Industry. Mr. Karlsson mentioned that total employees hired by EIFI members are around 50,000, and the annual output is around 200 million metric tons. Approximately 60% of the output products are affected by Dumping. Therefore, dumping has always been a critical subject for most EIFI members.

The conference was continued by a speech from Mr. Reidl. He reported Overview of the US Economy and the US Fastener Industry. Mr. Reidl said, overall outlook of the oil and gas industry show soft while globalization and lean initiative remain prevailing in the industry. He predicts fastener industry will keep growing yet in a relatively slower pace.

The floor then turned to TFTA President-Mr. Bill Chen, who expressed the pleasure and gratitude to EFDA's invitation. This year was the fourth time TFTA attended EFDA conference. Partnership and friendship between EFDA and TFTA were again emphasized.

During the short speech, President Chen also delivered our will to build up more substantial interactions and cooperation between EFDA and TFTA, in the hope of generating business opportunities for members of both parties.

Following President Chen, I presented the current status of Taiwan fastener industry. During the past ten years, the value of Taiwan fastener exported to European Union has been increased by 200%, and the average price has grown by 53%. This indicates EU has been a critical export market for Taiwan fastener industry, also, the industry has been focusing on developing more value-added products such as special parts. I also took this opportunity to give a brief introduction of TFTA regarding our member composition, and the core value of linking the whole supply chain to help members be strong and competitive in the fastener industry.

Mr. Joe Chen then presented "We are Special in Fasteners Industry over the World", explaining how Taiwan achieved its special current position in the global fastener market from perspectives of history, geographic location, technique and talent.

Mr Byron Maniatis of Jones Day, Brussels, gave the last speech, presenting

'Anti-Dumping and Anti-Circumvention Investigations on Fasteners'.

With the efficiency and smoothness of the EFDA Conference, German spirit of integrity and seriousness has been demonstrated on the overall arrangement.

During the past decade, both TFTA and EFDA treasured the partnership between the two associations. Both would invite each other to join meetings or events in which relationship is built and maintained, and the market information is shared, eventually in the hope to inspire members create business opportunities and bring value to the industry.