



Recommended Fastener Companies for 2017

Time flies and it is time again for the industry to review the performance for the whole year. In 2016, the global fastener industry is facing a sluggish market due to many external factors while Taiwan is facing the challenge from EU's repealing the anti-dumping tax on Chinese carbon steel fasteners. In this issue, Fastener World invites 8 fastener companies to share their business plans and perspective on local and world market.

The Largest Fastener Supplier to Saic Volkswagen

The Boltun Group: Continuous Technological R&D to Make Taiwanese Brand Shine Bright

by Konnor Lee, Fastener World

Boltun Corporation has been dedicated to the R&D and production of weld nuts since its establishment in 1988. It is also said to have dedicated itself to the automotive industry since the 1st day of its business. The business of the Boltun Group has expanded from Taiwan to China. In 2015 the revenue of the Group reached up to NTD 15 billion. Its main clients include well-known car manufacturers such as Volkswagen, Ford, Chrysler, GM, and Mercedes Benz. President Mark Wu said humbly, "For the past 28 years, every employee of Boltun has been dedicated to developing new products, introducing new technology, and continuously enhancing quality and defect-free rates, in order to satisfy customers' demand and facilitate development of the company."



Expanding Business to Wind Power & Playing a Leading Role in High Value-added Fasteners

President Wu said that the 1st reason that Boltun started to manufacture wind turbine fasteners was due to a client's inquiry and the 2nd reason was due to the need for diversified corporate development to avoid the risk of focusing all sales activities in a single industrial segment. Accordingly, when there is any chance to expand business to other segments

in addition to automotive fasteners, Boltun will always take time to assess the feasibility. If it is positive, an R&D project will be planned and implemented soon. All R&D projects of the company must be monitored at all times. When any of them is efficiently processed or being done better than expected, more resources will be invested for accelerating the progress and enhancing the effect.

Taiwan shows the 5th largest fastener production value in the world. Considering the future industrial development, President Wu thinks that Taiwan definitely has to invest in the R&D of high value-added fasteners. However, he also noted that high value-added fasteners are with 3 features: (1) The technology of mass production is not mature yet, (2) Materials and procedures must be certified, which may take a long period of time, (3) The market for these products is usually dominated by a few manufacturers,

resulting in higher entry barriers and obstacles to develop customer relationship. President Wu said that the development of high value-added fasteners is a long term investment and will need long term dedication, too, so if anyone expects to see positive feedback in a short time, he will be definitely disappointed. As a result, when a company wants to develop high value-added fasteners, a discreet discussion must be finished, which means directions & strategies for the long term development of a company must be determined first to make sure all invested resources are not wasted at all.

Following the Trend of Industry 4.0 to Boost Capacity

Boltun has been continuously implementing the efficacy improvement

boltun
Boltun Corporation

project for Overall Equipment Effectiveness (OEE) in recent years. With the idea of production in specific plants and specific lines, it re-arranged the manufacturing procedures of products and upgraded its facilities. In terms of the investment in advanced technology, Boltun has become one of the few Taiwanese companies that has introduced Industry 4.0 into its plants. In Germany it has set up a new automated lightweight alloy fasteners plant, which multiplies its capacity; In China it has also set up a similar plant with the advanced technology and facilities from its German subsidiary, making it the 1st specialized aluminum alloy bolt manufacturer in China. In addition, Boltun cooperated with its client and adopted warm forming technology and equipment to develop the crankshaft cams for the next-generation high-efficiency motors. With the current cold/hot forging technology, Boltun will continue to upgrade its technology and manufacturing capability.

In terms of focused markets in its marketing, Boltun's revenues in China and Europe both increased, due to

the continuous growth in Chinese market in recent years and the acquisition of its German subsidiary. Boltun's revenue is from Europe (40%), Asia (33%), and America (27%), of which the proportion is not exactly the same as the real market demand. President Wu said, Boltun will reinforce its investment in N. America in the future. In addition to strengthening marketing, expanding local warehouses, and upgrading instant delivery & engineering service, Boltun will be also active to correspond to customers' demand. Setting up a plant in N. America to make its supply & service more complete may also possibly become one of its future investment plans.

Many a Little Makes a Mickle

In terms of corporate competitiveness, President Wu said, "My personal experience, acquisition, strategic alliance, labor division & integration are merely ways or tools to enhance competitiveness. However, the key point lies in whether a company

owner has the ambition, commitment, and passion for the industry. Corporate competitiveness will not be improved all of a sudden only due to the acquisition of a company. That one was competitive yesterday doesn't mean he will be still competitive today, as competitiveness keeps changing and may be influenced by external factors. Enhancing competitiveness is an attitude of living and a corporate culture evolved from years of development. There is no shortcut to being competitive, which is especially true in the fastener industry. Just remember: "No Pain, No Gain."

With years of effort of all the employees and clients' long term support, Boltun has shown stable growth in the sales to 4 major car manufacturers in Europe, USA, China, and Japan. President Wu said with confidence, "Boltun is proud of being one part of Taiwanese fastener industry. We'll continue to be innovative, dedicated to the R&D of technology, develop new markets, and make our contribution to promote Taiwanese superior products to the world."

>>> See AD on page 8.



The Dark Horse Among Automotive Fastener Suppliers

Chong Cheng: Win Customers' Trust by High Quality, Technology & Punctual Delivery

by Konnor Lee, Fastener World

The Guanmiao, Tainan-based Chong Cheng Fastener Corp. established in 1989 was originally a manufacturer of carbon steel and stainless steel nuts exported to Japan, Europe, and America. In 2004 all its affiliated plants were relocated to the current 16,529 sqm manufacturing site because of the need for plant expansion. In 2006 it successfully introduced the ISO/TS 16949 quality management system and made continuous effort to enter the international supply market of auto parts. In 2012, Chong Cheng, by the request of its German customer, passed the audit of Volkswagen and became its approved supplier. Its annual revenue also grew from NTD 0.5 billion to NTD 1.4 billion in 2015. Let's now explore how President Sandy Yu could create such a successful business and become a leading automotive fastener supplier with stable and healthy growth.

"Stable Growth" is Its Priority Principle

President Yu said, "The success of Chong Cheng was based on its steady pace and step-by-step growth." Punctual delivery and honesty are the advantages of Chong Cheng to win customers' loyalty. Whether a product is potential or not is a key factor President Yu takes into account. Chong Cheng will ask customers for how many years they want the products to be used and their market potential. Moreover, they will develop customized products, invest in facilities, capital, and labors. In order to satisfy customers' demand at all times, Chong Cheng will deploy production in advance according to estimated demand and place all finished products in the automated warehouse systems to ensure quality and punctual delivery. President Yu said with a smile, "If you have 10 dollars, do business that costs no more than 10 dollars. Be practical."

Benefits from Automated Warehouse Systems

The larger automated warehouse systems (18,181 sqm->23,140 sqm) launched in 2013 are the reason why Chong Cheng has been able to maintain its high competitiveness for so long. The number of automated warehouse systems was increased to 3 sets with about 5,700 additional storage units, enabling the systems to accommodate 5,000-6,000 tons of products. In addition, the automated warehouse systems, which President Yu insists on using, are not only able to facilitate development of the plant, effectively save the land used, reduce the land cost, but also greatly reduce the need for warehouse staff and increase the logistics efficiency. With the automated management system, products can be quickly received through scanning barcodes, which can offer highly efficient instant service to customers, build complete inventory management, and successfully lower the inventory cost.



Stringent Inspection Instruments

Chong Cheng values the management of QCD and in order to make sure the quality of products requested by car manufacturers or with the requirement for PPM is compliant with certain standards, they must be sorted with an optical full inspection machine before shipment. Every manufacturing process must be finished with SOP to ensure good quality control. Chong Cheng will also make continuous improvement to achieve the zero defect requirement of car manufacturers through the integrated management of manufacturing supply chain, collaboration with partnered plants on quality control, staff training, strict control on each process to satisfy

customers' requirement for quality and lead time. With this serious attitude to every customer's request, Chong Cheng has won customers' trust and established stable and long term cooperation with them. President Yu said firmly, "We don't accept, produce, and sell defective products. This has been always the quality policy of Chong Cheng."

Mutual Trust & Reciprocal Benefits for Creating a Healthy Corporate Culture

In addition to cooperating with its car manufacturing customers on the development of new customized products, Chong Cheng has replaced its in-plant lighting systems with electricity saving bulbs & LEDs and built a solar power system on the roof for sustainable operation and environmental protection. The plant is clean and tidy with the

installation of negative pressure exhaust fans, providing employees with a comfortable workplace.

In the future, Chong Cheng will continue to reinforce its supply chain management, integrate with partnered plants, make improvement and innovation, and win customers' trust by technology and quality. In the fastener market, President Yu expects that Chong Cheng can develop more value added products (i.e., not only focus on automotive fasteners, but also on the R&D of fasteners for motorbike, bicycle, and household applications). President Yu said with confidence, "Fasteners are the indispensable key that makes human life more convenient."

>>> See AD on page 56.



CHONG CHENG
FASTENER CORP.

69, Da Shun Rd., Tzueng Shieng, Tainan, Taiwan
Tel: 886-6-599 2345 (8 lines) Fax: 886-6-599 5599 E-mail: chongcheng@chongcheng.com.tw
http://www.chongcheng.com.tw www.fastener-world.com.tw www.hongcheng.com

First Impression: Guaranteed Quality

The 1st One from Taiwan to Acquire Certificate from Volkswagen- Chan Hsiung Factory

by Konnor Lee, Fastener World

Chan Hsiung Factory Co., Ltd is a specialized maker of special and automotive fasteners. Its products are sold across the world. The U.S. market represents 60% of its product sales, and Europe accounts for 40%. Beside acquiring the honorable certificate from the German Volkswagen, Chan Hsiung's quality satisfaction outstands others in major carmakers' minds. Its outstanding fastener quality gives many buyers the impression that the CHF brand is like a boutique product line. A German client once praised: "CHF fastener quality is top-notch!" Subsequent to its transformation as a professional special fastener maker, Chan Hsiung's upgrade is another huge leap in quality. Fastener World Magazine is delighted to invite president Henry Lin and general manager Kevin Lin, the father and son, to tell us how they keep up with the latest technology and maintain strict quality standard.



Focus on Specialty and Start Automotive Fastener Business from Scratch

The minute I stepped in the factory of Chan Hsiung, what came to my eyes were the perfectly aligned machine tools and equipment. Without grease and unbearable heat, Henry is proud of the comfortable environment in his factory. This man who started his business from scratch said, "In the fastener industry, you learn by doing. At the early time, Chan Hsiung knew nearly nothing about market trend except for a little about fundamental technique." He continued, "When the company was just started, its scale, equipment level and technical quality were inferior, and I was extremely against giving factory tours to clients. Nowadays, Chan Hsiung is confident of its quality and domestic and overseas clients are welcome to visit its factories." In the past as Henry recalled, Taiwan suffered extremely low fastener profits, and companies had a hard time surviving, not to mention growth. Henry decided to transform and started to produce automotive fasteners. At first, he was lucky to have the help and assistance of American partners, and Chan Hsiung was able to open up its business of automotive

fasteners. Coincidentally, at that time China was preparing for the Olympics, so the demand for infrastructure led to the price leap of wires and this determined the scales of Chan Hsiung. The company is also one of the first Taiwanese fastener maker entering the automotive fastener market. Currently it has not only acquired the certificates from Volkswagen and Tesla, but is also a stable fastener supplier for BMW, Ford, Chrysler and Audi. Since its transformation in 2000, its number of employees has doubled and its revenues have had 3 to 4 folds of considerable growth. How was the company able to grow against recession in the current fastener market? Henry said there was no other better way but to do what you are good at and do the best.

Most Stringent Quality Management / Reputation Spreads Through Word of Mouth

General manager Kevin Lin, the second generation, discharged from the army 15 years ago and immediately entered the QC department of Chan Hsiung and started from scratch. At first his thoughts were dull until he saw a note that wrote “The feedback for Chan Hsiung’s quality is bad and clients have no faith”. He was determined to do a full makeover and revitalize his father’s business. He did the best he could to fix the quality problems, and spent years rectifying the factory’s QC procedures at full scale. That includes replacing hand drawing with computer drawing, introducing MIS system, and computerizing all process check forms. “In recent years we spent over a million dollars importing American GI sorting and inspection equipment with better precision. Besides our speedy sorting capability, we have Eddy current

system that can easily sort out fasteners that are not heat-treated or electroplated well,” said Kevin. He added, “Our QC department has high staff retention rate. Most of our staff have 5 to over 10 years of experience, so they are highly experienced in quality inspection.”

Recently, Kevin has introduced the German pressure inspection instrument to the production line that makes real-time quality control on the production line possible, further enhancing the company’s quality.

Success Does not Come Overnight / Efforts Help Reap Better Achievement

Chan Hsiung received the supplier assessment notification from Volkswagen in 2012 and passed Volkswagen’s grade 10.9 high strength fastener certification in September of the same year. Speaking of this top honor for a fastener company like Chan Hsiung, Henry said, “The fastener industry involves a lot of know-how and very complicated technique that are not as simple as those an average person can

imagine. Chan Hsiung does not fight alone, and it is our dedicating and growing staff who treat this company as their own that brought the company to this achievement today.”

In the future, Chan Hsiung will not only continue making automotive fasteners but will also start to develop assembly parts related to fasteners. Buyers across the world who are involved with automotive fastener technology or quality marketing are welcome to contact for OEM or ODM cooperation. Chan Hsiung offers excellent products with the best competitiveness, reasonable cost and profits. It also expects more quality improvement with surface coating partners and cooperation with them. At the end of the interview, Kevin concluded: “You don’t have so many opportunities in your lifetime, but they are yours to keep if you can catch them!”

>>> See AD on page 60.



Specialized Manufacturer of High Quality Large Cold

Forged Nuts- THREAD INDUSTRIAL

by Konnor Lee, Fastener World



Thread Industrial Co., Ltd. established in 1987 has been active in Taiwanese fastener industry for nearly 30 years. Its main products include various nuts, bolts, and small screws in almost any sizes, which are comprehensively applied to construction, auto parts, and industrial machinery. Thread Industrial is specialized in producing large cold forged nuts and is also capable of manufacturing nuts, bolts, and small screws. Thus far it has been certified to ISO-9001 and ISO/TS16949 and has been certified to ISO/IEC 17025 by TAF. Its products are also compliant to the specification requirements of EN14566 and EN14592. President Chung-Jen Yen of Thread Industrial devoted himself to the business in the past decades and has led the company to be the topnotch construction and automotive fasteners manufacturer and supplier.

No Pain, No Gain

The Luzhu, Kaohsiung-based Thread Industrial has not only a plant in Taiwan, but also has ones in Vietnam and Philippines. You may not believe that the owner of Thread Industrial now showing a key position in the fastener industry was originally a chicken farmer. He ended the chicken farming business and chose a new business due to the fact that wages were increasing and not too many people wanted to do this type of job. With more than 20 years of effort, the company has gradually gained its reputation in the industry. President Yen said, "The profit through chicken farming was actually better; however, you didn't even have much time to take a rest. That was why I chose to re-start my business in the fastener industry later. With 6-7 years of effort, we have become more well-known in the market and our profit is also increasing." From none to the current scale, the success of Thread Industrial definitely did not happen by chance.

Taiwanese fastener industry is well-established and has had many years of development, which means very drastic competition from counterparts. In terms of development strategies of the company, President Yen has determined to focus on "cold forging technology" and "the development of large-size fasteners." Cold forging not only can save electricity cost, but also will not produce waste water after heating. When it comes to final quality and precision of products, there exists a very significant difference from other companies. In addition, large machines are requirements for manufacturing large-size products and the investment in technology and R&D

can greatly increase the competing advantages. President Yen said proudly, "When customers need large-size nuts, they think of Thread Industrial."

Strict Quality Control That Best Helps Expand Business to the Global Market

More than 90% of products offered by Thread Industrials are produced by itself. It can handle every step from material processing to final packaging. Moreover, as it implements strict quality control, its products have earned good reputation from overseas buyers. So far Thread Industrial has owned two plants abroad (incl. Vietnam and Philippines) with the annual production of over 25,000 tons. In terms of expanding to countries in Southeast Asia, President Yen said, "The wage level and land cost in China have been increasing really fast in recent years and the product life cycles are short. By contrast, Vietnam is one of the few countries which offer favorable tax rates to Taiwan. Import without taxes is the one and only way that helps expand Thread Industrial's overseas business."

The revenue of Thread Industrial last year was USD 0.35 million. President Yen said humbly, "Our market deployment is the key factor for our stable operation. The current international political and economic circumstances have become too hard to foresee (though decades ago we could foresee almost all results that were likely to happen), as more and

more factors (e.g., anti-dumping duties and fluctuating exchange rates) appear, making circumstances more complicated. It's also possible that any large economic entity or major currency may disappear someday."

He said, "If a company is unable to compete with others in the global market, it must be quick to change its market strategies. Investing in not only one market is why Thread Industrial could reduce the influence from the financial crisis to the lowest level. When the market and product portfolio keep growing, the production management will become more difficult and costs will greatly increase as well. As a result, fulfilling customers' requests and offering them a variety of products are our commitments."

Challenge the Limits and Create Excellent Products

President Yen said that most Taiwanese fastener companies are OEMs, so the competition in prices is very fierce. All companies are eager to enter the supply chain of car manufacturers. The prices of parts requested by car manufacturers are almost the same as those of standard parts, which means that even if you get the order, you are not guaranteed to earn profit. This is the difficulty and challenge for most Taiwanese industries. However, if any product fails, car manufacturers may claim for millions of compensation, which many Taiwanese companies are unable to pay. In the future, Thread Industrial will continue to focus on quality and professional service. With years of experience, President Yen hopes that through helping buyers understand products, increasing the added value, and creating excellent products, he and other superior fastener suppliers can work together to maintain the leading position of Taiwanese fastener industry.

>>> See AD on page 27.

Quality/Technique/Service

Professional Trader Wyser International Has Products Completely Sourced from Taiwan

by Konnor Lee, Fastener World

Located in Guiren Dist. of Taiwan, Wyser has many experience in the automotive fastener field. It mainly provides customized and special products. With many years of specialty experience and understanding of the industry manufacturing mechanism and market trend, Wyser has cooperative OEMs to customize various types of products including fasteners, components and assembly parts to satisfy client demand and perfectly fulfill the role as a trader. Wyser is convinced that a finding the most competitive fasteners for buyers is the mission for a professional trader.



Being a Model with Proactive Business Culture in the Industry

President Thomas Kan recalled that he really learned a lot about the automotive market and know-how when he entered the fastener industry. Over 30 years ago, he went deeper to understand the special demand for these fasteners and components, and put together a team for sales, QC and technical service with his many years of experience in die design, production management and sales department. He later decided to head for automotive and industrial special products.

For the past 25 years since its inception, Wyser established a positive and responsible business culture with the devotion of employees in each department. Thomas said, "As a professional trader facing the current condition of Taiwan, our employees are more critically alert to crises than factories are. We not only can strictly monitor service, quality and lead time, but also has an independent R&D department where professional engineers can listen to clients' demand, incorporate the advantages of cooperative companies, help clients find the right way of processing and the right OEMs for products, and create the biggest profits for clients."

Full Dedication to Quality and Technique

Wyser's quality inspection staff account for more than half of the 70 in total employees. From here we can tell Wyser's extreme requirement on quality. To implement the zero defective product policy, Wyser organized a series of delicate quality management system. It has installed a complete line of quality inspection equipment including 3D inspection instrument, torsion tester and various measuring instrument. Thomas said in a firm tone, "Our quality inspection staff can do the strictest double check for things that the factory or sorting machine cannot cope with. If we are going to do it, we will do it better than machines do!"

Wyser insists on purchasing from Taiwan and therefore the company does not purchase from companies outside the country. Thomas believes that Taiwan has earned its title as the "fastener kingdom" for a righteous reason. Taiwan's fastener heartland spans from Tainan City (Guanmiao, Gui Ren Districts) to Kaohsiung City (Yanchao, Gangshan, Luzhu Districts), and has a complete supply chain that comprises cold forging, forming, threading, size inspection, and QC analysis. In contrast to the annual rising cost of materials and labor in China, Taiwanese fastener industry has the advantage in differentiation and customization and thus is more competitive. Thomas said in confidence, "Wyser will have a more specific and focused goal in the future. In addition to expanding market shares in the American and European

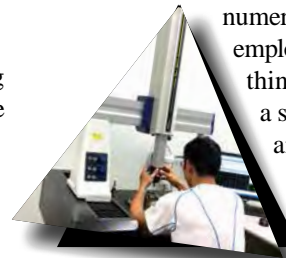
automotive fastener markets, we will provide multiply processed items, assembly parts and non-ferrous components according to clients' demand in addition to standard parts."

The Spirit of Sustainable Business

The sporty president attends many local and overseas marathons every year. He sees the industry as a marathon that he gives his all to finish when he faces the ever-changing market. He said, "Taiwanese fastener industry offers various types of products, and has numerous factories, traders, and employees. Take a moment and think about this: We don't have a sizable domestic automotive and manufacturing market, but we can still stand strong. However, recently we are challenged by severe talent shortage

and have been relying on overseas labors and eventually cannot retain the technique within Taiwan. I suggest the government and associations enhance cooperation with occupational schools and the academia and treat the fastener industry as a major development project for Taiwan so that the industry can grow stronger in the competitive world stage. Only with a stronger manufacturing chain will traders have room to demonstrate themselves. Factories and traders are complimentary to each other."

>>> See AD on page 20.



The Fastener Supplier for the Largest Aircraft Engine Manufacturer GE

NAFCO: Every Screw Shows Our Promise and Responsibility to Passengers On Board

by Komnor Lee, *Fastener World*



With a Specific Target to Take the Lead in the Aerospace Industry

NAFCO's plant in Pingzhen, Taoyuan looks more like an IT company with clean windows and tidy offices rather than a traditional fastener factory. On the 3 plant areas of over 26,446 sqm, NAFCO manufactures various aerospace fasteners. NAFCO Vice President Mr. Chiu said that since the inception of NAFCO in 1997, the word "aerospace" has been included in the company name to show its main business direction.

The products of NAFCO are applied to aircraft engines and motor vehicles. Major products are Ni-alloy engine nuts and bolts, as well as machined parts and industrial & automotive parts. 99% of its products are for export to America, Europe and Asia. America represents 70% of its sales, Europe represents 19%, and Asia represents 8.8%. Its largest client is a U.S. aerospace engine manufacturer. Vice President Chiu added, "Asia has just begun its development of aerospace fasteners; however, European and U.S. suppliers have been dedicated to the R&D and production in this field for 4-5 decades. Many Asian suppliers are still far behind these companies in terms of technology. Fortunately, the supply chain of Taiwanese fastener industry is well-established, which is favorable to the development of the company."

The Pingzhen, Taoyuan-based National Aerospace Fasteners Corporation (NAFCO) established in 1997 is a manufacturer of aerospace fasteners. NAFCO was established by the technical team of AVIBANK (one of the 3 largest U.S. aerospace fastener manufacturers at that time) and the monitor manufacturer Royal Information. NAFCO is the only GE approved aerospace fastener supplier in Asia Pacific. It has complete manufacturing procedures for products with very high entry barriers for other competitors. Moreover, NAFCO has been recently approved by the German aircraft engine manufacturer MTU, which opens a new chapter for the development of aerospace fasteners in Taiwan.

Sophisticated Processes Under Strict Surveillance

Vice President Chiu seriously said, "Engines are the most important large parts of the entire aircraft. Fasteners installed on aircraft engines must be able to withstand temperatures of more than 1,000 °C and resist high torque values. The procedure of manufacturing an aerospace fastener includes at least 20 steps (e.g., design, material selection, temperature control, heat treatment, etc). If it is an automotive fastener, it can be finished within only 7-8 steps. As a result, every step and every part must be inspected separately, because the requirement for safety coefficient is very strict."

The safety of any products from NAFCO is very critical to applications, so NAFCO has recruited a team of experts for aerospace quality control, R&D, and manufacturing technology from domestic and foreign well-known high-tech and research centers. Vice President Chiu thinks, "It is our responsibility to ensure the safety of any plane installed with our products and it is also our commitment to our clients." Such a serious and careful attitude is held at all times by 370 NAFCO employees.

Requirements for Excellent Quality and Recognition from International Leading Companies

NAFCO was respectively certified by GE in 2001 and Snecma (of Safran) in 2003, making it the 1st approved aerospace engine fastener manufacturer in Asia Pacific. Years later, it successfully entered the supply chain of many well-known companies (e.g., AVIO, AVIALL, IHI, SAMSUNG, EATON, FAURECIA, INFASTECH, MOOG, Triumph UK/YAK,

Messier-Bugatti-Dowty, etc). Vice President said straight, "Our competitors have begun investment in R&D for more than 50 years, so we have to work really hard before we can gain a presence in the aerospace fastener industry."

In 1998, NAFCO was certified to ISO 9001. Later in 2004, it introduced the AS 9100 quality management system and was approved by NADCAP and many clients' special manufacturing procedures standards. In addition, its metal testing lab was also approved by clients' S400 and FAL448 standards. The quality management system of NAFCO is always customer-oriented. In order to satisfy clients' increasing demand, NAFCO is planning to set up its 4th plant in Taoyuan.

As Boeing and Airbus still have many unprocessed orders, it is expected that many aircrafts will be delivered to clients in the following few years. Moreover, with the growing low-cost carriers market in Asia Pacific, the next-generation engines are also very likely to bring new growth momentum. Vice President Chiu said firmly, "Passion, honesty, and integrity are our operation principles. Only with these principles can NAFCO become a leading aerospace fastener supplier with high efficiency and continuous growth."

World-recognized Italian Quality Brand EUROFIX Srl

by Dean Tseng, Fastener World

EUROFIX was founded in Besana Brianza City of Italy in 2002 by Mr. Carlo Fumagalli. Born as a fastener trading company, during the years it has grown and produced a wide range of fasteners made of spring steel and stainless steel. At present EUROFIX is specialized in producing and marketing cage nuts, U-nut, crown fixers, washers and custom parts made according to customers' drawings.

Its production plant consists of R&D and quality departments, as well as 16 production lines including punching, blanking and assembly machines. EUROFIX Srl also has its own tooling shop for production, maintenance and mold setting. EUROFIX C.E.O. Andrea Villa said, "Our strong specialization has been recognized by main Italian traders and end users, thus enabling EUROFIX Srl to approach and develop worldwide markets. Currently EUROFIX has expanded into the whole Europe, North and South America, India and is also working on some new automotive projects in China." Currently 60% of its total turnover comes from domestic sales, while 40% is from export, of which about 20% is overseas. Now it's mainly focusing on developing European and South American markets.

EUROFIX Features: Flexibility & Prompt Response

EUROFIX is focused on two main production lines: custom/special parts and standard items according to international standards as well as main automotive industry requirements. Production is focused on on-going maintenance and assurance of the best quality.

Flexibility and prompt response to market needs are EUROFIX's characteristics, to keep up with a market that is in continuous search for shorter lead times. EUROFIX is currently supplying to automotive, appliance, electromedical, fastener fields and can boast several worldwide well-established and known companies amongst its customers.

Lisi Automotive Partnership & Sales Branch in Poland

EUROFIX started cooperation with Lisi Automotive in 2009, becoming a distributor for the Italian market. This cooperation has enabled EUROFIX to offer the highest quality and safety standards required by several fields. The joint offer of LISI AUTOMOTIVE products together with EUROFIX's own production brings customers to the right and best solution for their projects and production needs.



The company also has a branch in Poland, but how does it fit in the business blueprint? Andrea Villa explains, "EUROFIX Polska Sp.zo.o. was founded in 2011 and headquartered in Tychy, Silesia area.

The opening of this logistic and sales branch enables us to shorten the distance with customers whose production is based in Poland, thus also spreading our brand and products in East Europe. Thanks to its strategic geographic position, we can offer an efficient logistic solution to new customers which are present in the area and the ones formerly supplied directly from Italy.

What's Next for EUROFIX?

Despite Europe soaking in economic uncertainty and the outbreak of BREXIT, sales data and customer demand show no negative impact to EUROFIX. "It is still premature to make considerations about the recent

Brexit. Our position is quite positive about the future. Considering the general financial situation, it seems that the market has absorbed the impact from Brexit referendum." Andrea continued, "As far as we are concerned, 2016 is positive and our turnover is growing in the fastener field; therefore we feel confident for 2017. Next year there will be a launch of new projects which will join the important ones already started in the past two years!"

EUROFIX is planning to expand production capacity and the range of products offered and marketed in the near future. For this purpose, important investments have already been planned for acquiring new machines and equipment. It is also committed to obtaining ISO/TS 16949 certification during 2017. In addition, EUROFIX has just exhibited in Fastener Fair Italy and has confirmed its presence at 2017 Fastener Fair Stuttgart. Be sure to drop by its booth for its latest development!



“Building a relationship with manufacturers is much more valuable, rather than choosing for single shot earnings,” Martijn Wirken.

Bodegraven Metaal N.V. (Bomet)

by Dean Tseng, Fastener World



Established in Lommel City of Belgium, Bomet (or “Bodegraven Metaal N.V.” known by the Belgians or “BM” known in Asia) specializes in producing threaded rods which it distributes worldwide to Europe, Scandinavia, the Middle East, USA, South Africa, Russia and even China. Bomet does not sell directly to end users but rather to wholesalers and OEMs, where its products (including private label packed threaded rods) are used in a mixture of products and resold to end users. Managing director Martijn Wirken said, “Bomet already exists for 34 years. Initially our customers were particularly located around the factory. We didn’t know we would eventually grow to be the largest manufacturer of DIN976-1 threaded rods (old DIN975) in Europe.”

Quality Strength & Surface Treatment Service

Bomet’s biggest strength is the reliable quality that sets it apart from others. Its product program has the quality for Grade 4.8, Grade 8.8, Grade 10.9, AISI 304, AISI 316 and brass (B7 coming up soon). “A threaded rod mainly serves as a fixture in a hanging construction. The products do not hang on the wire itself, but mainly on the threads where a connection is formed between nut and rod. The Chinese invented a different top angle of thread to reduce the steel that is used. The actual difference which you barely see is a strength reduction by more than 60%! This is what we call inferior quality where the nut can be easily ripped off the thread. We have seen many accidents due to this phenomenon. At Bomet you can rely on proper quality, short delivery times and worldwide shipping,” said Martijn.

Joining with Duroc

In 2014 Bomet was bought by Duroc. They have been working together for 30 years. Duroc offers zinc-plating, zinc-flake coating, (in)organic coating and PTFE coating for threaded rods and fasteners. All threaded rods from the

competitors are also plated at Duroc. “Sometimes customers need rods coated in PTFE blue for recognition under water or offshore. At Duroc we offer fastener coating for offshore, automotive, construction, oil-gas, etc. to a very wide market.”

Europe & World Market Business Prospect

Europe has been through a lot for the past two years. Martijn told me, “When the economy falls back, construction projects are delayed, cancelled and companies bankrupt. Despite this situation Bomet had managed to stay on a steady level with even a small growth due to more overseas customers. Now that the EU begins to resettle, it is time for extra growth in 2017. I’m looking forward to market development. We can’t influence, but we can adjust our sails.” He

added, “Our domestic sale is only 1.2% of our turnover. We are export orientated. Our future focus is to expand the knowledge about inferior rods in the EU, finalize our Chinese manufacturing plant, and develop further in the US market, with a possible production facility also in the US. I believe in serving global demand with global manufacturing.”

In 2015 Bomet exhibited for the first time ever in 34 years at Fastener fair Stuttgart. “All larger companies know how to find us. Now it is time that we be more visible to international companies. That means you will see us more in the coming years at different fairs!”

