

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.

