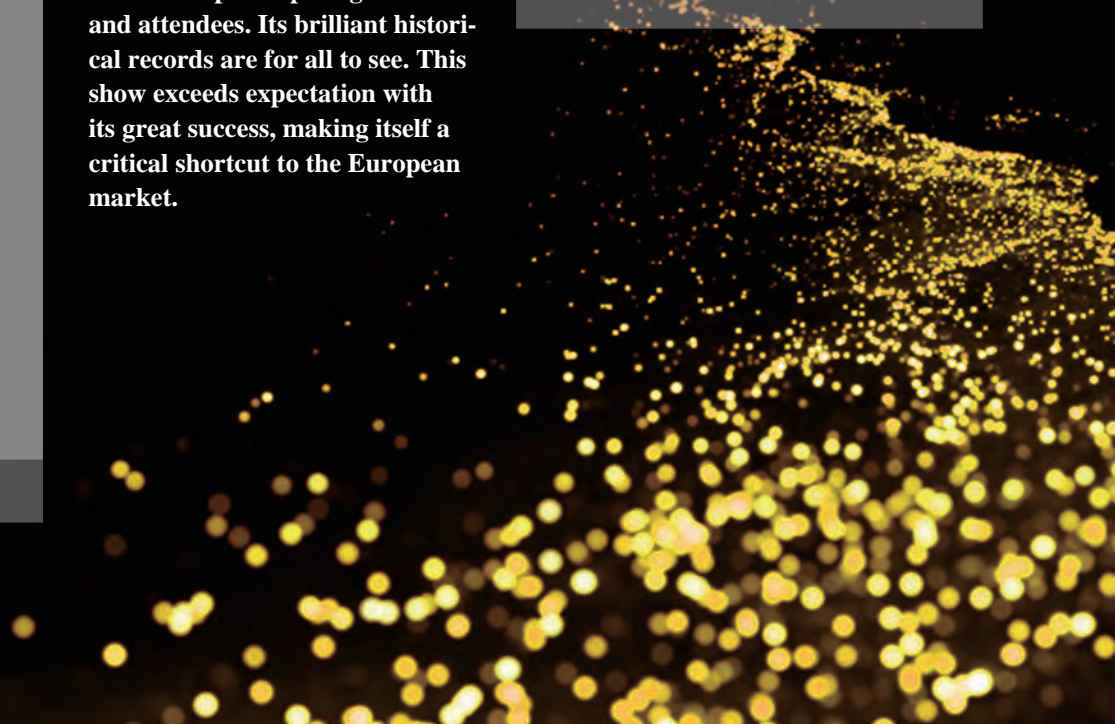

Fastener Fair Stuttgart Exhibitors Feature Report 2017

arranged by Fastener World

If we look at Taiwan's fastener trades in the past 3 years, the export reached USD 4.2 billion and 1.6 million tons in 2014, which means that both the volume and value broke a new record. In 2015, order intake started to slow down as the world's economy contracted and the market turned conservative. In 2016, with the world's economic depression, repealed anti-dumping tax on China's fasteners, Brexit, and particularly the higher uncertainty in the European market, Taiwan's fastener order intake in the past few months started to slow down. However, in the long term, there are still a bunch of opportunity for Taiwan's fastener export and there is a chance to come out of the depression in 2017. Judging from the annual rise in the number of Taiwanese exhibitors, the importance of the European market to Taiwanese exhibitors is self-evident.

The biennial Fastener Fair Stuttgart is about to launch during March 28 and 30, 2017. This is the world's largest and most professional fastener show encompassing not just fasteners but also related machinery including cold/hot forging machines, electroplating, dies, wires, heat treatment, and packaging machines. It is an all-in-one fastener show with the most comprehensive product range of the industry, and is an exchange platform for global fastener professionals. It assembles global exhibitors and major buyers and has a large number of participating countries and attendees. Its brilliant historical records are for all to see. This show exceeds expectation with its great success, making itself a critical shortcut to the European market.

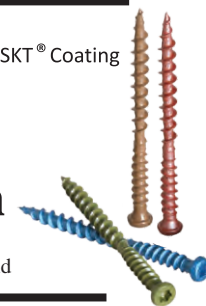
This time Fastener World Magazine will take multiple Taiwanese fastener companies to the show, and bring good products made in Taiwan to the European market. In this magazine we are honored to have interviewed 7 Taiwanese companies (Fong Preat, Jamher, Alex Screw, Dragon Iron, Taiwan Shan Yin, Changing Sun, Yow Chern) and 8 overseas companies across the world (VINA VIT, Tite-Fix Ltd, OLFOR, pgb, Mizuki, KPF, Bäckker GmbH & Co. KG, FIXI). They shared their ideals and corporate cultures, and some of them have rolled out new products to present in the show.





In the Making of a Highly Value Added Fastener Company

SKT® Coating



Taiwan Shan Yin: We Are the Perfect Manifestation of Systematic Transformation with Attitude and Passion

by Konnor Lee, Fastener World



I met CEO Mr. Kou-Tsair Su who had a big smile on his face as I walked into the door of Taiwan Shan Yin International Co., Ltd (TSY). His company was started from scratch in 1984 and has been moved to different locations four times since then. Today it has successfully transformed from a manufacturer of drywall screws to a supplier for the automotive fastener industry chain. Mr. Su also integrated high precision components, medical device and chemical coatings into the business of his company, leading TSY to become an enterprise group with excellent business performance each year. While talking about business inception, Mr. Su showed his impressive passion. In his tone, I was touched by his perseverance for business.

A Hands-on Company Based on R&D and Innovation

TSY is no doubt an excellent fastener company in Taiwan in terms of R&D and design. It has perceived that dedication to the development of drywall screws only will make it face many competitors and the future of this product is limited though it continues to be

a bestseller. As a result, Mr. Su thinks ahead and constantly discovers innovative values for R&D and production of his fastener brand. He said, "I majored in international trade back in college; however, many basic types of patented screws for TSY were designed by me. Today, most of the designs of our current new products were created based on the basic product models."

Systematic Quality Improvement and Successful Transition to Development of Highly Value-added Products

TSY's high-precision sample screws showcased in the cabinets are like pieces of delicate art crafts. They demonstrate the company's achievements in the past 30 years, which include more than 80 patents and sales to more than 30 countries around the world. "We continue to keep our root in Taiwan and in correspondence with upgrade in the automotive fastener industry and international-operation policy. Now we produce fasteners for automobiles, electric appliances and environment protection. Therefore, we need a larger plant and additional facilities to satisfy our clients' needs."

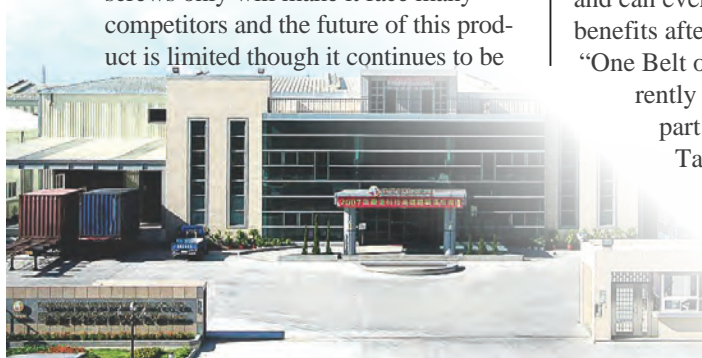
SOFASCO, TSY's Malaysian subsidiary established in 1989, produces carbon steel, stainless steel and patented screws of its own brand. In early times they were mainly sold to Europe. With the geographical advantage in Southeast Asia, its Malaysia-based plant can not only sell products to Thailand, but also to Indonesia, and can even gain great transportation benefits after China implemented the "One Belt one Road" policy. Currently it acts as the best auxiliary part for the headquarters in Taiwan.

Online Computerized Management Giving Every Fastener an Identification Code

In correspondence to the Industry 4.0 trend, the status of every production line in TSY is reported via data. Currently it has 8 computer stations. Mr. Su adopts the IPQC online monitoring and inspection system, and gives each screw an exclusive ID code to monitor every production process. Moreover, all products of the company have to go through image full inspection 3 times before packaging. In addition to ensuring product quality, it can also prevent product return due to pest infestation in pallets and seed contamination bothering the industry. The company has been even accredited by U.S. Department of Homeland Security, for its well-managed product import and export.

In Pursuit of Being Best of the Best

Mr. Su thinks that the most important part of business operation is "dedication and attitude". They work like an air freshener, spreading positive corporate culture to every corner of the company and prompting mutual sales growth among the company's main products. Currently the patented products account for 80% of the company's export and the company sells high quality, highly designed and customized high precision components to the world. For corporate sustainability, he started to make TSY operate more like a large corporate group in 2015 and integrated high precision components, medical device and chemical coating business into the company. In recent years, it has enhanced collaboration with ITRI and the medical team of NCKU in the development of biotechnology and medical devices. Mr. Su hopes that the company will become a sustainable business which brings hope and profit to its employees and which is customer-oriented and attractive to customers.





BIT Tight Fitting, High Efficiency, Increased Convenience

YOW CHERN's Global New "AT Drive" Patent Revealed Ahead

by Konnor Lee, Fastener World

It has been 25 years since Yow Chern Co., Ltd. was established in 1990. According to president George Hsu, the company initially started with just NTD 5 million funds. It started with the most fundamental fastener processing and then expanded territory step by step to construction, furniture and woodworking. In recent years it gradually becomes a qualified supplier of automotive fasteners and components with its products widely trusted and supported by clients in the EU, U.S.A. and Canada. Today its annual revenues have reached as high as NTD 900 million and the annual production has increased to 12 thousand tons. The company has been also certified to ISO 9001, QS 9000, ISO/TS 16949, TAF, as well as EU construction fastener certifications like EN14566, EN14592 and ETA. Additionally, this R&D-centered company has even become a licensee of Torx®, Torx Plus®, MATpoint®, and MATHrea® patents. President Hsu said firmly, "Each procedure adjustment will have some impact on our competitiveness!"



The Pride of Taiwan that Sweeps the World : ASTER® SCREW & AT DRIVE

When it comes to his own patented products, Hsu said ASTER® SCREW (for construction use) has been rolled out for 20 years and patented in Taiwan, the EU, USA. and Canada with very high market acceptance, successfully reinforcing the company's international brand awareness. ASTER® SCREW is 100% designed and made in Taiwan with good sales performance. Following this product, the company spent years of efforts and developed the AT Drive to go with ASTER® SCREW. Currently the AT Drive has acquired patents in Taiwan and China, and is applying for patents in Europe and Americas.

The president said with confidence that the biggest advantage of AT Drive is its simple and delicate Torx drive design that can achieve tight fitting. In terms of operation, it is no different than a common Torx drive. With AT Drive, a commonly used Torx tool on the market can fit together tightly. AT Drive is also

available in hexalobular, hexagonal, square or triangle forms to fit tightly with bits, offering users more options for operation and increased convenience. "German manufacturing industry still takes the lead in the EU, so the construction, manufacturing, and automotive industries from countries around the world all demonstrate a strong interest in German fastener fairs. Yow Chern is no exception and it hopes to gain more exposure by presenting the AT Drive patent at Fastener Fair Stuttgart."

Successful Transformation: Introducing the Idea that "Every Detail Should Be Completed Perfectly" to the Factory

The president said, "Recently one of our long-time German clients told us that Yow Chern looks different every year." The company's major investments in recent years included plant expansion, equipment purchase, and equipment automation such as introducing world-renowned multi-stage forging machines, automatic die changing machines, and automatic CNC secondary processing machines. The president has devoted himself to manufacturing automotive components for a decade, but this humble man said he is

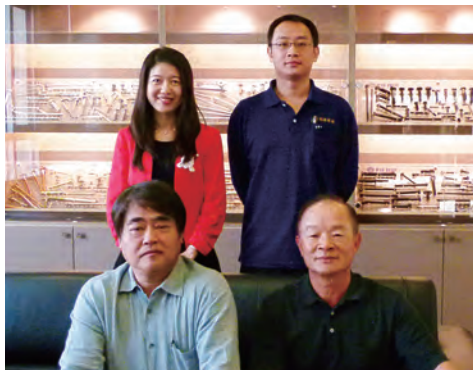
just starting to slowly get on track and still has a long way to go. Speaking of quality requirement, he was sentimental about this tough journey he had been through. Everything from floor cleaning, to intercepting products in shipment, re-production, and quality monitoring over air-shipped products involve very deliberate and stringent decision-making. Yow Chern believes that quality could show its bravery and determination.

Ever since the inception, Yow Chern continues to pass down its own good corporate culture. The existence of the screw, nut and automotive component industries is so important to daily lives even if they generally are not considered high-tech industrial sectors. Therefore, the president believes that the value of a company is to contribute to the society, and Yow Chern's culture is just built on this goal.



Fu Hui Screw : Continuous Improvement for Industrial Upgrade

by Michelle Hsieh, Fastener World



Established in 1975, Fu Hui Screw Industry Co., Ltd initially positioned itself as a cold-forge subcontractor focused on domestic sales of screws. Today it is a 7,273 sqm company with an annual capacity of 1,500 tons. Fu Hui's main products are industrial screws, automotive fasteners, customized screws, and more. Among the products, automotive fasteners account for 50% of the sales. Its main overseas markets are the U.S. and Europe, and the European market represents 70% of its export sales. Fu Hui is TUV ISO9001 and TS16949 Certified, and owns the patents for "T-head Fixing Device" and "The Blade Ridge T-head". Furthermore, President Michael Tang has established the subsidiary company -- Fukung Hardware Co., Ltd., for its direct export business.

Fukung Hardware is responsible for overseas sales and developing new clients, and it is deeply trusted by overseas clients with its professional fastener knowledge and dedication to service excellence.

Quality First & Facility Upgrade

The advantage of Fu Hui's products comes from its strict monitoring on product quality and the technical ability to develop special products. As the market is stringent about the quality of automotive fasteners, Fu Hui's main strength of producing Special T-bolts and automotive screws, represents the good ability to overcome the risk of failure and minimize tooling damage. Hence, tooling design

process is essential, to effectively lower the cold-forge defective rate. Moreover, for achieving stable quality and precision, the company has invested 2-million euros in recent years, to replace many old machines with new multi-station machines, enabling it to expand the product range and satisfy customers' needs.

Fu Hui's business philosophy is "Quality is the Life of Enterprise". Mr. Tang believes that a company with good quality will attract good clients. Good quality leaves no room for picky clients. Fu Hui is highly recognized by customers because it is highly stringent about quality despite its higher product price.

A Fully Scheduled New



Upgrade Plans for 2017

Besides equipment upgrade, Fu Hui will be busy with many of its system upgrade plans in year 2017. Firstly, it has been awarded as one of the approved company to participate in "NICE" industry transformation program supported by Taiwanese Government. In addition to this NICE program, the comprehensive ERP system upgrade will be in place as well, which connects and integrates the ERP system with production data. The target is to enable the management to get real-time information, improve production efficiency

& yield rate, reduce unnecessary waste and improve efficiency.

Talent Shortage, a Problem in the Fastener Industry

Fu Hui does not consider setting up overseas plants in the future. Instead, its primary mission is to lay a good foundation for its business in Taiwan and conduct good quality control. President Michael Tang said, Taiwanese fastener industry faces more difficult challenges after EU repealed the anti-dumping tax on China's carbon steel fasteners. Plus, the industry is in a dilemma because low birth rate makes it difficult to recruit new talents and the retiring of senior technicians also deteriorates talent shortage. He thinks that the 3 indispensable core values for a company are "talents, technology, and quality". Talents training is particularly critical, and both technology and quality rely on talents to sustain. Only by more dedication to talent training, technology succession and R&D-driven transformation can a company gain a firm foothold in the competition with counterparts.

Despite his worries, he is still optimistic for the future development of the entire industry. According to him, the current situation of Taiwanese fastener industry is at the bottom with the country's low-performing economy as well as the surging prices of materials like iron ore and coal. However, He believes next year the industry will start to turn better and better.

To Fu Hui / Fukung, exhibiting is a good way to know the latest industrial trend, maintain relationship with current clients, and develop new clients interested in automotive fasteners and special screws. By attending the upcoming 2017 Fastener Fair Stuttgart, this special fastener and high tensile strength stainless steel screw specialist wants to be visible to more potential clients.





Integrating Capacity of Factories in Taiwan & China

Alex Screw Industrial Strikes Roots Steadily

by Konnor Lee, Fastener World

Alex Screw Industrial Co., Ltd. was established in 1983, dedicating in professionally producing construction screws for more than 30 years. In addition to the three factories in Kang-Shan District, Taiwan, there's another factory in Suzhou City, China. The total area of the four factories is 19,835 square meters. Currently, they focus on products smaller than 7 mm. Alex Screw has been certified to ISO 9001, CE EN14566 and CE EN14592. They also adopt one-stop production with a capacity of 1,200 tons per month, providing the most qualified and price-competitive construction and industrial fasteners like self-tapping screws, machine screws, self-drilling screws, wood screws and customized screws. President Mr. Alex Cherng who started from scratch through step-by-step efforts is now steadying his foothold and headed for the international market.



Factories in Taiwan & China Complement Each Other to Create Synergy

In 2006 when Mr. Alex Cherng determined to set up another factory in Suzhou, he faced many difficult problems regarding costs and the market. It is indeed not easy to development relationship with Japanese customers. However, for sustainable development in the coming ten or twenty years, Alex Screw Industrial still got through the economic depression. Nowadays, the factory in China plays the best synergistic role. Besides increasing productivity and improving shipping efficiency, it caters to European customers who changed the way they used to placing orders. Furthermore, it can spread risk under market competitive and cope with the various demand from customers.



state in Europe is unstable, Alex Screw Industrial still feels optimistic about the market 2017. Significant boost is not likely, but breakthroughs are expectable. Alex Screw Industrial will still base on its original market such as the US, Italy, France and Russia as the target of development and keep moving forward.

Revolution of Traditional Industry; Seeking More Improvement

Speaking on the future outlook, Mr. Alex Cherng thinks the company will

go for complete computerization, fully automated inventory and gradual replacement of labor by automated machines. From lead time, stock, labor to production system, the company will reach resource integration and increase administrative effectiveness by establishing e-management, becoming an industry 4.0 smart factory. Mr. Alex Cherng and his successor Anne Cherng will lead the team of Alex Screw Industrial to attend Fastener Fair Stuttgart in March 2017. With stable quality and reasonable price, Alex Screw Industrial will keep shining in the future fastener industry.

Focusing on the European and Japanese Market; Guarantee of Quality

Those in the manufacturing industry know that Europe, the U.S. and Japan have quite high requirements on specification and quality. Also, they have to follow strict policies and regulations. To this, Mr. Alex Cherng shared his business strategies. Alex Screw Industrial takes "service quality, product quality, fast delivery" as their bible, so that they can provide the best service to customers and differentiate from the market. Currently, 55% of his customers come from Europe; and the other 35% come from Japan. As Mr. Alex Cherng mentioned, although the economic





Beyond the Top- Patented Product Creates New Benefits for Hardwood Application

Fong Prean: The Exemplar Company of Quality with Steady R&D

by Konnor Lee, Fastener World

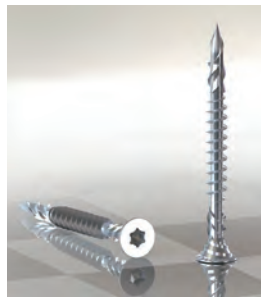
Established in 1986, Fong Prean Industrial Co., Ltd. specializes in construction screws, dry-wall screws, self-drilling screws, self-tapping screws, wood screws, stainless steel screws, collated screws, etc. Its specialty also includes automotive fasteners. Its clients comprise domestic and foreign renowned components suppliers and traders. With over 30 years of experience in manufacturing fasteners, it satisfies clients across the world and provides outstanding and quality-compliant products with responsible service. Since its inception, Fong Prean has been continuously pursuing excellence, betterment and sustainability with the goal to become a professional fastener maker compliant to the international quality requirement. Through the efforts of its employees as well as know-how and technical service offering, Fong Prean has made itself known worldwide and grows every year.



3 Major Patents Solving Users' Current Biggest Problems

Fong Prean's R&D team can discuss and collaborate with clients, perfectly satisfying their needs and enhancing the competitiveness of its market position. It has an advantage in innovation and design. So far it has acquired over 17 product patents from around the world.

"MS Reamer" Series



A screw used for hard wood and super hard wood. The current hard wood assembly application in the overseas market mostly requires users to pre-drill holes and countersunk holes. In light of that, the design of MS Reamer is born to reduce construction procedures and maintain post-construction external appearance. Besides eliminating the need for pre-drilling holes and countersunk holes, it can directly fasten wood boards, skipping two procedures as well as time and even labor.

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"MS Twister" Series



A screw used for general wood. Its thread design can reduce the driving torque during penetration, which is more labor-saving for operators. It reduces fatigue and meanwhile retains excellent fastening performance dubbed as the "Holding Power". This type of screw

has stronger pull-out force than other similar products in the market. The Magic Spiral head design (MS), so called as the "magic spiral serration", can keep the wood surface neat with no burrs when the screw head operates.

"Arrowy" Series

This is an upgrade from general dry-wall screws in the market. The Arrowy screw with such a delicate design can speed up and balance screw penetration and expand the range of application for screws. This product not only perfectly fits the trend of using pneumatic guns in the Japanese market, but also maintains the minimum explosion range during plasterboard penetration

and ensures a tight fit between the screw and the iron plate. As such, Fong Prean successfully tapped into the Japanese market and opened a new blue ocean market with its Arrowy series.

President Simon Lin stressed in the interview that the most significant feature of the development of these patented products is its focus on innovation. The R&D team of Fong Prean always stands in the shoes of end users. Whether its products shorten construction procedures or increase driving speed, these benefits let operators use the products with more ease, and save the trouble of possible post-construction handling, and therefore create a new era for patented products. In the future, Fong Prean will turn to eco-friendly construction materials to develop new business, and continue to offer groundbreaking products that better correspond to human needs and cost concerns.





The Shiny Brand with Years of Technique

Dragon Iron: Lower Defective Rates and Strict Quality Control

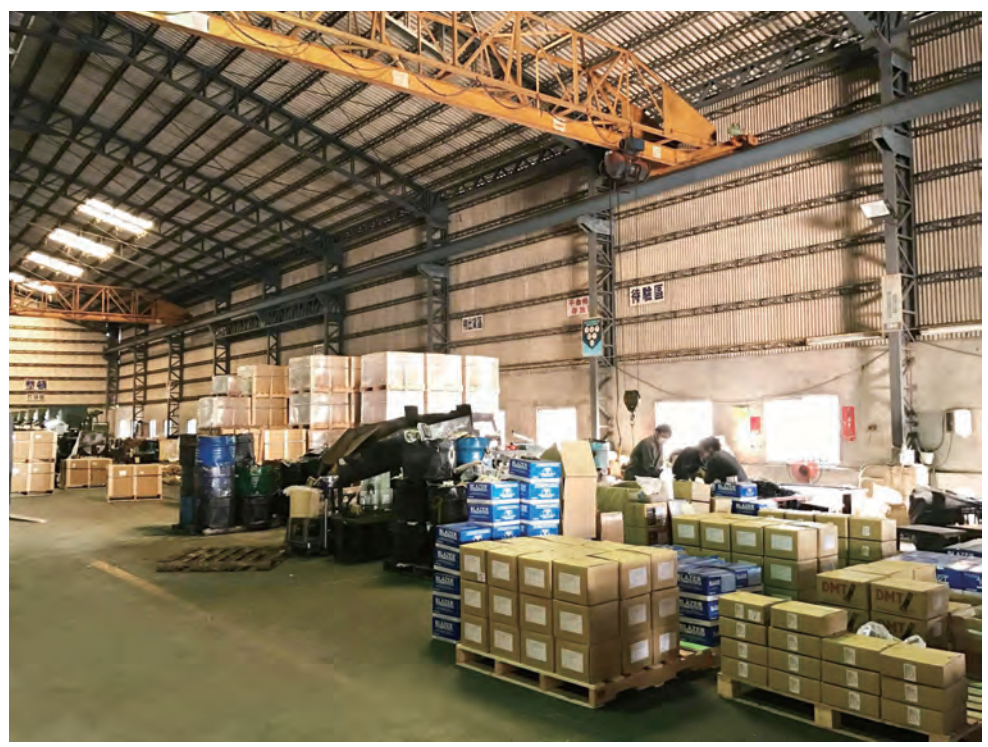
by Konnor Lee, Fastener World



Dragon Iron Factory Co., Ltd. founded in 1973 is a family-owned company, which started the business from scratch with production of coach screws, bicycle screws, automotive screws and motorbike screws. It has more than 40 years of experience and technique in fastener manufacturing. Dragon Iron mainly focusing on export has successfully tapped into the supply chain of USA and is also trying to gain more presence in the markets of Japan and Europe. In order to provide customers with a complete range of quality products and service, Dragon Iron was certified to "TUV" ISO-9002, 9001, and CE in 1996. General Manager Kun Lin Hsieh said with confidence, "Dragon Iron never holds back on sharing good products and will offer customers the most practical solutions."

Devoted Construction Fastener Expert

Once a main fastener supplier for Vespa, Dragon Iron plays a pioneering key role in Taiwanese fastener industry. General Manager Hsieh recalled the past and said, "When I



had just stepped into this industry, I made lots of efforts in learning the basics and slept for only less than 5 hours every day before I finally became well-trained. That is why Dragon Iron can finish tasks in every manufacturing procedure perfectly today." In addition to DIN 603 coach bolts and DIN 517 hex screws, the company currently can also offer steel plate screws, concrete screws, furniture screws, self-drilling screws, chipboard screws and drywall screws for construction applications, making it an expert in construction fasteners.

Marching Ahead Toward Challenges and Showing 10% Growth Even in Weak Market Conditions

Deputy General Manager Hsieh (the 5th son in the Hsieh's family) has been in China for so long but still remains in close contact with Taiwan HQ. Not influenced by the EU's antidumping measures, Dragon Iron still showed a 10% growth regard-

less of the shrinking fastener market in 2016. Speaking of such a successful result, Deputy General Manager Hsieh said humbly, "Our employees are very loyal to the company and almost all of them have been working for the company for over 20 years. Without them, Dragon Iron could not have survived so many difficulties and challenges." Seeking growth in stability, Dragon Iron also expects to seek long-term fastener partners at Fastener Fair Stuttgart 2017 and will showcase various fasteners with special specifications.



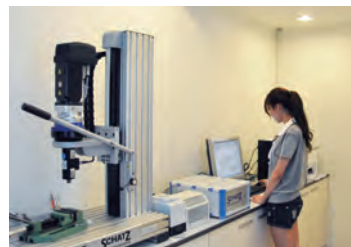


Just Focus on One Thing in Your Life and Make It Right

Changing Sun Metal— Sweeping Europe with Prompt Delivery and High Quality Rivet Nuts

by Konnor Lee, Fastener World

Since its inception in 1990, Changing Sun Metal Co., Ltd. has been fully devoted to the production and development of rivet nuts. Its annual capacity has risen from 5 million pieces to the current 200 million pieces. Additionally, the company introduced ISO 9001 system in 2007, and acquired ISO TS16949 certification in 2011. Currently most of its products are sold to major industrial countries in Europe. With over 120 specialized machines, it can achieve high quality, customizability, promptness, and on-time delivery. With products favored by all major carmakers, the company continues to enjoy a constant success in Europe and the U.S. President Yin-Tung Chen said there is no other way but “full dedication” for corporate growth every year.



the failure of the technique and experience of the last generation to take root in Taiwan. He suggested China Steel Corp. and the government should collaborate with universities and hold training sessions and seminars.

Currently the company’s products are mostly sold to Europe and the U.S. Over 40% of its rivet nuts are exported to Germany. Chen said the unit price of these products is higher and thus they are less subject to the fluctuation of EU’s anti-dumping taxes. For the future, the company is eyeing more diverse fields such as electrical appliance, construction, luxury yacht, and the medical industries in addition to the automotive market. Let’s expect this leader in the rivet nut industry to shine bright at Fastener Fair Stuttgart!



Advantage of Low-volume Diversified Products; Full Dedication to R&D

Speaking of the reason that he initially focused on developing a single product type, Cheng said, when he started his business he had the opportunity to pass the test from AVK’s chief technical engineer and become familiar with the use and future development of rivet nuts, and that is when he was fully dedicated to the R&D of rivet nuts. Changing Sun adopts stainless steel (316) with the best rust and corrosion resistance performance, as well as other stainless steels (302, 304), iron, aluminum (5056), copper (260), etc. used according to clients’ needs, completely showing its mature customizability.

As a saying goes “The devil is in the details”. Holding a sample rivet nut in his hand, Chen said with confidence, “From material to manufacturing procedure, full in-

spection, and shipment, every step has its own distinguished know-how. Technician expertise is our pride.” Currently the company has 3 plants equipped with automatic inspection machines, packing machines, shipment inventory, and inspection devices to correspond with buyers’ demand. Through exhibiting at Fastener Fair Stuttgart 2017, Chen hopes to draw the attention of professional buyers and major companies from European industrial countries.

Facing the Situation of Fastener Industry, the Industry/Government/Academia Should Collaborate to Break out of Bottleneck

In light of China’s low fastener price competition, president Chen said the rivet nut industry in Taiwan is challenged by problems like excessively high cost and talent shortage. Overdependence on foreign labors results in





The Company with Loyalty and Integrity

Fastener Jamher Taiwan: Our Goal is “Zero Customer Complaint”

by Konnor Lee, Fastener World



Rende District, Tainan-based Fastener Jamher Taiwan Inc. with a 6,600 sqm factory and established in 1999 is specialized in the R&D and production of rivet nuts, weld nuts, flanged nuts, T-nuts, sleeves, special nuts, and OEM orders. Over 90% of its products are exported. Its major markets are the U.S. and Europe and it is also expanding business to Japan in recent years. Most of its products are supplied to major American, European, and Japanese car manufacturers, and available materials include carbon steel, A286 stainless steel, aluminum, copper, etc. In order to comply with requirements of high quality standards, Fastener Jamher has successfully passed the audit of German TÜV and has been certified to TS 16949: 2002. It continues to improve its management efficacy and strengthen its corporate structure, showing its ambition to tap into the automotive fastener market.

Standardized Procedures Toward High Added Value

The reason that Fastener Jamher could become a stable source of supply to international car manufacturers is not only because of its high quality, but also “the use of the ERP system that has successfully shortened the time needed to prepare materials,” said General Manager Steve Wu. Additionally, Fastener Jamher has unique SOP for each of its production lines, which is for reducing the variation in manufacturing procedures. General Manager Wu also added, “The products of Fastener Jamher are produced according to customers’ drawings, namely 100% customization. With the

suggestions of our professional engineers, we can not only satisfy customers’ demand, but also achieve effective cost saving for customers.”



0 P.P.M and Zero Customer Complaint are Our Goals

When it comes to quality, General Manager Wu emphasized, “Rather than using full-inspection machines to do the final inspection before shipment, we think it is more important to implement stricter manufacturing procedure control and figure out ways to prevent defective products from being produced. When a company has both the quality and technology, it is strong enough to compete with low priced products.” The full-inspection machines in Fastener Jamher’s factory are connected to packaging machines. As a result, its products can be packed rapidly after inspection, which is an advantage of the company. Next year, Fastener Jamher, aiming at continuous improvement and sustainable operation, will even install additional high-level forming machines for a wider range of products in its factory.

Establishing a Company in Which All Employees Try Really Hard to Work Together

General Manager Wu thinks that corporate culture is an important asset no one can take away. All employees work together with mutual trust and coordination and do not have any other trivial things to worry about.

General Manager Wu said, “Fastener Fair Stuttgart 2017 is a very good place to exhibit or visit. It’s a very specialized trade fair and provides opportunities for exhibitors to establish direct contact with potential customers. Plus, with the participation of many groups of exhibitors at this fair, Taiwanese exhibitors can definitely attract more visiting buyers to make inquiries.”

What’s worth mentioning is that Fastener Jamher was recognized as the D&B D-U-N-S® registered company for 3 consecutive years (2014-2016). This award is presented to recipients based on the results of comparison between Taiwan’s SME export data and the Big Data, including financial pressure index, risk index, purchasing power index, export records & export growth margin, etc., and 1,000 companies with the most significant export competitiveness will be selected, which shows Fastener Jamher’s strength and competitive edge in the industry.





Designated Plastic Fastener/Protective Cap/Design Solution/Control Element Provider

Bäcker GmbH & Co. KG from Germany

by Dean Tseng, Fastener World

Established in 1977, Bäcker specializes in producing plastic control elements, screws, nuts and washers similar to DIN and customized plastic parts for global customers. After a series of expansion, now it has a total area of 9,200 m² with 24 latest fully automatic ARBURG injection molding machines and a new administration/distribution center. Its product range includes 5,000+ different articles with 23,000 different designs and dimensions available for short notice, and are applied in more and more industries including mechanical/electrical engineering, medical technology and furniture production.



Bäcker is a member of Technology Mountains e.V. (TM) and Verein Wirtschaft für Südwestfalen e.V. (VWFS). Bäcker marketing expert Alena Wied explained, “TM is a technology group creating synergies for member companies, pooling competencies and accelerating innovation. Here, technologically interested companies are represented, who cooperate and network with one another. Südwestfalen is the top industrial region in Germany. More than 150 world market leaders and numerous attractive employers are located here. VWFS operates regional marketing for developing Südwestfalen as a brand and attracting specialists and managers to the region. We support this association because we have a need for well-trained specialists and executives.”

PlacoTec® Series- Ideal Alternative to Metal Fastening

Bäcker’s product range splits into 4 categories. PlacoGrip® stands for control elements including clamping levers, tension levers, index bolts and blocking handles. PlacoTec® for plastic standard elements such as screws, nuts, washers and spacer rolls. PlacoCap® for plastic protective

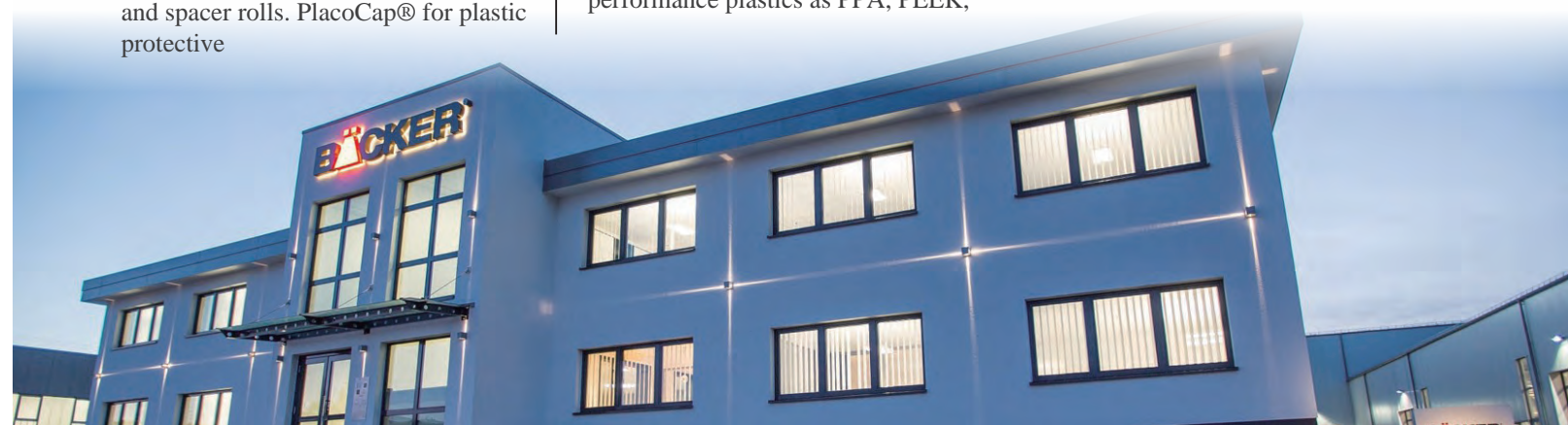


elements such as hexagonal protective caps, protective plugs, ribbed plugs and caps. Alena said, “We offer the ideal supplement to typical steel fastening products on a worldwide scale. Our products make us the perfect partner for the completion of our customers’ C-parts range. Plastic products offer multiple benefits to customers. They are lightweight with insulation/non-conductivity, high heat resistance and availability in different materials, colors and sizes, giving customers much flexibility. There are high performance plastics, such as Grivory, which can partially replace metal fastenings in terms of strength. Therefore fastenings made of plastic become an alternative to metals in many areas.” She added, “Articles up to a weight of 600g are manufactured on ARBURG machines with a mold clamping force of 250-2,750 kN. Product materials include such high-performance plastics as PPA, PEEK,

PVDF, and industrial thermoplastics including PA 6, PA 6.6, POM and large-quantity plastics such as PP, PE or ABS.”

New Product Lines Coming Up

Bäcker has a warehouse in Poland established in 1998 as a distribution center perfectly located to supply customers in eastern Europe and providing after sales support. It has a strong network of international partners and distributors to be able to guarantee international customers the best possible service. Alena said in the interview, “We mainly supply to the European market but we can also provide products globally and have customers around the world. Additionally, we are very satisfied with this year and optimistic about the new year 2017! For the future we plan to expand our product range and particularly to develop new product lines for our PlacoGrip® Control Elements.” Bäcker exhibited in Fair ITM Polska 2016 and soon it will show up in the important Fastener Fair Stuttgart 2017. It has been attending this fair and will present visitors with PlacoGrip®, PlacoTec® and PlacoCap®!





FIXI S.r.l- Fixing Challenges in Your Fastening Needs

by Gang Hao Chang, Fastener World

Founded in 1984 by Mr. Roberto Mora and headquartered in Turin, Italy, FIXI S.r.l. is a family-owned company specialized in Threaded Inserts, Self-Clinching Fasteners, Blind Rivets and Welding Studs. With more than 30 years of experience in the fastener industry, FIXI has nowadays evolved into a company with many branches in the most important industrial regions throughout Italy, which are now under brilliant direction of the founder's son, Mr. Alessandro Mora.

As a leading company in the Italian fastener market, FIXI continues to show a strong point in the supply of a wide range of products which are always available in stock and ready to be shipped at all times. Moreover, its highly professional and well-trained staff also allows the company to offer customers the best service in terms of quick feedback to requests and on-site consultancy. In addition to the Italian market, FIXI has also expanded its focus on the big European market, where it has several excellent distributors from Portugal to Russia and many other crucial partners from across Europe. "This is for giving our customers the same service in Europe as we do in Italy," said FIXI CEO Mr. Maurizio Mora. Such a statement clearly shows FIXI's commitment to offering its customers high quality products compliant with the highest standards.

FIXI's business in Europe in recent 10 years has been really outstanding, especially under the leadership of the founder's other son, Mr. Maurizio Mora. Even so, not being satisfied to the current successful result, FIXI CEO Mr. Maurizio Mora said, "We are in the continuous search of the right partners to expand our sales in new countries." FIXI's major products are Threaded Inserts widely used in sheet metal processing. However, the sales of Brass Inserts are also increasing, giving FIXI great satisfaction. The knowledge of inserts, rivets, and related products as well as the flexibility of FIXI are all proofs of the management's expertise and background, enabling FIXI to address any customer's demand concerning mechanical fastening systems from standard to customized products.



As an exhibitor of Fastener Fair Stuttgart 2017, Mr. Maurizio Mora said, "Our goal of participating in this fair is to meet with our partners vis-à-vis to discuss personally about all their requirements. We believe that good interpersonal relations are the basis of our company structure and we'd like it to be the same with our customers."

Quality is one of the aspects FIXI is concerned about the most. In order to gain customers' trust and loyalty, FIXI has been certified to ISO 9001:2008, RoHS, REACH and has been widely recognized by its customers as the most reliable business partner. In addition to these certifications, FIXI is now also considering applying for other certifications.

CEO of FIXI Mr. Maurizio Mora, when asked about the current company development, proudly said, "Thanks to 40 years of know-how and experience of our founder Mr. Roberto Mora in mechanical fastening systems, our company has developed into a very efficient organization. We have also specialized in offering a complete range of coatings and ecological surface treatments widely known in the automotive industry." CEO Mr. Maurizio Mora added, "We've spent the past 4 months renewing our headquarters in Turin and we welcome our customers to visit our new offices and show room."



With the well-operated sales network, FIXI is able to offer customized fastening solutions for every working demand through Europe providing a good balance between quality and price.





Korean Public-listed & Top-tier Parts/Fastener Maker

Korea Parts & Fasteners (KPF)

by Dean Tseng, Fastener World Inc.



Hot & Cold Forging Expertise

Equipped with both hot/cold forging facilities, KPF has been continuously expanding its manufacturing facilities and improving production lines. Its fasteners are engaged in construction, petro-chemical plant, heavy equipment and wind power. With hot forging process KPF can make various products from size $\phi 19$ to $\phi 105$, handling various steels including tough alloy and bearing. It uses its own forming technology that prevents excess flash in bolts, producing clean bolts directly from molds. With cold forging process it can produce industrial fasteners from M10 to M36 widely used in automotive components. Its cold forged products are known for durability and precision which are necessary for the steering wheels, transmission components and engine blocks of automobiles. Particularly, the quality of

KPF (former name is “KOREA BOLT”) has been growing as a result of the trust and encouragement from customers since its foundation in 1963. To fulfill its role as a top-tier parts and fastener manufacturer at home and abroad, it moved to a larger plant in Chungju in 2005 and is renamed to Korea Parts & Fasteners (KPF)

its sockets, valves and cases is highly regarded worldwide.

“KPF Global” & Würth Recognition

KPF has a flexible manufacturing system and locations to meet all the needs from customers. The China plant makes automobile parts for bearings; Vietnam plant makes standard fasteners, and the headquarters make standard/special fasteners and bearing parts. KPF sales Jinsuk Mun told Fastener World Magazine, “Our China plant will continue to grow with multinational auto parts customers. And, we expect our Vietnam plant to keep current European customers and try to add market shares from the US and East Asia.” In 2015, KPF GLOBAL was established for fastener wholesale and distribution in Korea.

KPF was the first Asian best supplier awarded by Würth. Jinsuk said, “Our growth in Europe didn’t come overnight. We strive to maximize customer satisfaction with quality improvement, reasonable prices and meeting delivery dues. Our product values were recognized through the rigorous certification procedures of leading certification authorities. We believe our market share in Europe will increase continuously.”



KPF Outlook

“South Korea has grown through automobile, shipbuilding, chemicals industries, etc. There are many excellent fastener companies. Despite with much attention to domestic market, they are trying to expand business to overseas markets by investing in facilities in many countries. KPF has been exporting to overseas markets since early in various industries. Due to global economic recession, the demand in Korea seems unlikely to explode like the past but we overcome by improving technology and quality for global markets,” said Jinsuk. KPF was at the Las Vegas and Stuttgart fastener shows and is planning to attend Chicago Fastener Tech Show and Fastener Fair Mexico, also visiting Taiwan and China fastener shows to see various technologies and hear how market is going on. “We want to express our gratitude to all readers and thanks for giving us the opportunity to introduce KPF. We are preparing for the next 50 years by focusing more on high end products based on customer’s needs and extending capability and new product line in standard items for KPF Vina (Vietnam)!”





En Route to a World-class Japanese Brand

Mizuki Co., Ltd from Japan

by Dean Tseng, Fastener World Inc



With 77 years of history, Mizuki is a time-honored manufacturer of special precision fasteners like screws, shafts, and precision metal parts. Its main business is divided into: Pin for computer hard disk; micro-screw for digital camera; bolt for car head lamp. Additionally, it utilizes its cooperative factories network to offer full-line fasteners including washer, gear, lead screw, and worm gear. President, Mr. Taichi Mizuki said, “We monthly produce 120 million fasteners within external diameter from $\phi 3$ to $\phi 10$. We primarily use 2-die-3-blow headers for fastener heading and can offer highly precise customized products at low costs.” Particularly in terms of its camera screws and other special-size tapping screws, customers can make a detailed request to further increase or reduce size. Diverse customer proposals are welcome.



From a Japanese Maker to a Global Universal Fastener/Parts Provider

The world market has commenced low-price competition and we are seeing Japan reaching abroad more than ever. Taichi told me in the interview: “The competition has led us to eye overseas markets. Our catch phrase ‘World-Class Parts Manufacturer from Japan’ means we separate from the stereotype and base our production in Japan and sell universal products that the whole world can use, without establishing overseas plants that are subject to problems with technicians retention. The reason that we go for the global market is because our cooperative makers are moving overseas and increasing overseas transactions. Plus, our customers introduce us to overseas companies and we have gained access to tremendous orders. Our goal is to solve problems for global makers.” Mizuki is developing fasteners for robots and medical care, seeking R&D partners in markets like Mexico where there are more medical makers.

The Japanese Manufacturing Spirit: High Precision/Quality; Zero-defect Rate

Mizuki adopts feeder/ video sorting machines, circularity gauge, laser micrometer, IM, roughness gauge and others to produce made-to-print parts. Still, for ultimate zero defection Mizuki maintains and improves machines and manufacturing process to every detail, eliminating all possible factors for defection on the spot in real-time. “We have very skilled technicians for maintaining and customizing our machines. We want to see surprised customers say ‘You made it possible!’ ‘You do have a way in solving our problems.’ ‘Thank you!’”

Looking Ahead

Mizuki has a Hong Kong sales branch for China market, two Thailand affiliated branches for Asia market sales and for automotive electronic parts assembly, and a Laos branch for camera and electronic parts assembly. Mizuki exhibited in a show in 2014 and gained new transactions with Japanese companies. In next autumn, it will finish building a new plant that expands the current plant by 2 times with the addition of large diameter headers and automatic screw cleaners to increase orders. Meanwhile, it will integrate the current plant with Yamanashi (central Japan) plant for consistent production, shortened lead time and improved productivity. “We are now 77 years old and moving on to be a century-old company!”





OLFOR- the Remarkable Fastener Brand for All

by Gang Hao Chang, Fastener World



Olfor established in 2007 is a Polish blind rivets, rivet nuts, and all types of riveting tools supplier. Its business was initially focused on stainless steel fasteners; however, it is now an active player in the sale and supply of riveting solutions, which is able to offer the most appropriate products and service that best suit customers' needs around the region.

Polish Riveting Technology Giant

Olfor introduced to the market the first Polish brand of pneumatic riveting tools- RivOl in 2013, and a year later, it presented its own accumulator tool for blind rivets – Rivol A50 and A64. These advancements that offered customers easier and faster access to better products proved Olfor's leadership, innovation, and proactiveness in the fastener industry. Moreover, according to Mr. Igor Pawłowski, sales manager of Olfor, the company also "started the new coating powder line for painting all kinds of rivets for all colors from RAL and NCS pallets".

As the largest Polish company specialized in riveting and exporting to 16 countries, Olfor now can offer all types of blind rivets & rivet nuts in every material, manual/pneumatic/power riveting tools, as well as cage nuts, welding nuts, self-clinching studs, and nuts.

The Competitive Company That Fears No Challenge Ahead

Though being a young company in the industry, "Olfor tries to be competitive every day and focuses especially on the price/quality ratio," said sales manager

Igor Pawłowski. There are lots of suppliers in Poland, but in the end customers would still come back to Olfor due to its trustable high quality lab-checked products and reasonable prices. In addition, the efficient working system in Olfor's warehouse also makes it possible for customers to receive products within a few hours after they place orders to Olfor, which is one of the key competitive edges for the company, too.

Excellent Products for Various Applications

Olfor's products are widely used in construction, professional refrigerators, HoReCa equipment, air conditioning equipment, small home equipment, furniture, outdoor facilities, and even in the car models of FIAT. Most of Olfor's products are for the local Polish market, but still some 20% of its turnover is from export to Central & Eastern Europe, especially Lithuania, Slovakia, Germany, Romania, Ukraine, and Russia.



Moving Forward for a Larger European Audience

As an exhibitor of Fastener Fair Stuttgart 2017, Olfor would like to increase its export of best quality riveting products at competitive prices to this great market. In addition, the coating powder line will be the most important thing that Olfor would like to introduce to visitors at the fair. The advantages of Olfor, if compared to other competitors, is "you don't have to order everything from Asian manufacturers, which takes long lead time and high minimal order quantity". Mr. Pawłowski said, "we understand clients and their needs better than our competitors and could keep a good stock for them, and that is the main reason we could gain the winning position in the market."

In addition to Fastener Fair Stuttgart, Olfor also plans to exhibit at Fastener Poland in Krakow to expand its markets in Poland, Slovakia, Czech, and Germany. Mr. Pawłowski said with confidence, "The best way to know our company is to cooperate with us, as we have a wealth of knowledge which we are definitely happy to share with the entire industry."



pgb-Europe- The Perfectly Good-quality Brand in European Market

by Gang Hao Chang, Fastener World



pgb-Europe, founded by Mr. Marcel Pennoit and Mme. Henriette Grootaert in 1956 and with 60 years of experience in the fastener industry, is a family-owned wholesaler and manufacturer of fasteners, fixings and hand tools. Headquartered in Melle (Belgium), pgb-Europe now has had a factory in Poland for manufacturing SMART® anchors (its own brand) as well as a new screw factory in Vietnam.

Since its inception, pgb-Europe (initially known as Pennoit-Grootaert Bolts) has enjoyed stable and continuous growth in the fastener business. However, such a success did not make the company complacent but thinking about how to bring the company to go further with more successful results. When the two sons of pgb's founders joined the company in 1983, the company started to demonstrate a fast growth. Product manager of pgb-Europe Johannes Heye, when asked about why the company could reach such a remarkable achievement and scale, said humbly, "We made lots of investments in logistics and we have the ability to offer a complete range of fasteners in uniform packagings. Moreover, we could also offer high quality products at reasonable prices and try our best to create win-win situations for both our dealers and ourselves."

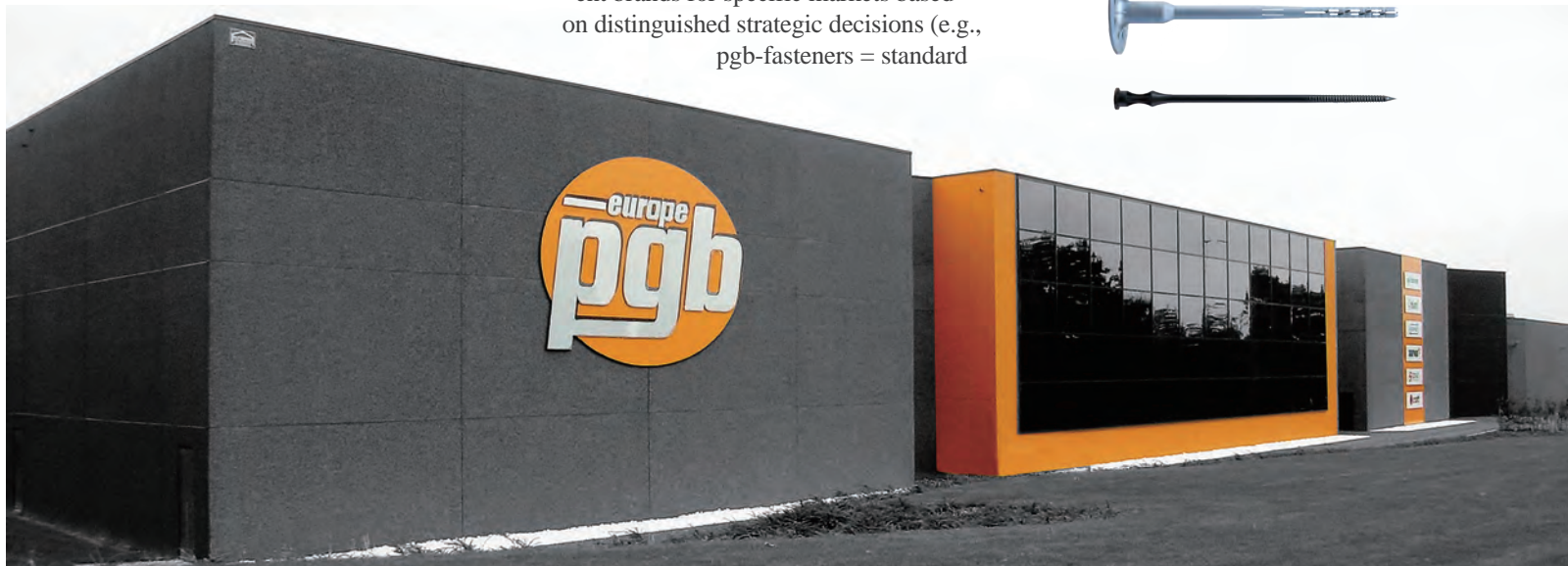
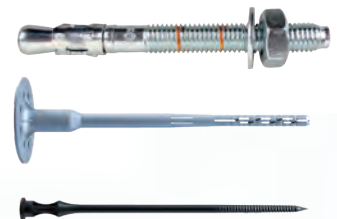
As a company which never fears changes and challenges, pgb-Europe took a further step in 2002 to purchase the Polish nylon anchors manufacturer-Esmark, as an add-on to help it create uniqueness and competence in the market. Having a good sense of market trends, product manager of pgb-Europe Heye said, "We believe being next to a wholesaler, it is important that we develop our role as a manufacturer. In that time the factory only produced hammer nail plugs. Thanks to our engagement and investments we offer nowadays a complete range of ETA assessed anchors to compete with the major players in the market." In addition to the ETA approval, the products of ISO 9001:2000 certified pgb-Europe have been also approved to be compliant with stringent CE standards. Product manager Heye added, "It is very important as a constant guarantee of our product quality and our management processes. Moreover, it becomes also more and more demanded/mandatory."



pgb-Europe shows the flexibility in satisfying customers from various regions. In order to maintain such an advantage, pgb-Europe established pgb-Asia in 2008 for maintaining the daily contact with subcontractors selected by pgb-Europe, as "they speak the same language and do a good follow-up of all open requests," said product manager Heye. pgb-Europe currently could offer a wide variety of products under different brands for specific markets based on distinguished strategic decisions (e.g., pgb-fasteners = standard

fasteners, pfs = wood screws, Smart = anchors, Hapax = innovative wood fixing solutions, Cosmos = hand tools, Sharpware = drill bits, FG = wood connectors). All those brands belong for 100% to pgb and all is for the betterment of customers satisfaction.

As an exhibitor of Fastener Fair Stuttgart 2017, pgb-Europe (though already having a firm presence in the Belgium market and being a trusted partner for foreign companies) will showcase its very attractive product range to the entire fastener world, especially the unique invisible fastening system for decking from HAPAX brand and a new range of insulation plugs designed and produced by its affiliate pgb-Polska from SMART® brand, showing its creativity, innovation, and effort in offering customers better and more effective product experience. Product manager Heye proudly said in the end of the interview, "Please feel free to visit our booth and we will guide you around in our product range while you enjoy a nice Belgian beer."





The Go-to Provider of Accredited UK Woodscrews

Tite-Fix Ltd.

by Dean Tseng, Fastener World

Established in 2004 Tite-Fix is at the forefront of innovation and development in the fastener industry. The design and manufacture of new materials led to the need for new fixings, Tite-Fix responded to this demand and the Tite-Range® was born. Each product in the Tite-Range® is specifically brought to market to eradicate problems tradespeople encounter daily. “There is now a whole host of application specific fasteners in the range from Decking screws to Trunking screws, along with award winning products such as Tongue-Tite and Screw-Tite,” said strategist Holly Wilkinson. Currently the main customer base is in the UK but the products are available in Europe and worldwide.



The Woodscrew Market

Holly told Fastener World Magazine: “We see the UK market as strong with Brexit making no difference to demand; though it does complicate things with the effect on the exchange rate. As for Europe, I’m not sure where that will lead. We will have to wait and see if it will take a protectionist stand on trade or not—anti-dumping duty on fasteners from China is still up in the air and a talking point. We think the market is going to get stronger due to the demand for houses in the UK, and the UK market is also buoyant at the moment.” Tite-Fix exhibited in Torque Expo 2016, and this year it will be in Fastener Fair Stuttgart 2017 presenting new products. “We can show customers why our products are different to others on the market. We are always striving to develop new products that meet today’s demands. We are also currently expanding our logistics and warehousing.”

Tite® Range: Tri-Lock Thread-form & Other Innovative Variations

The Tite®-Range revolution began with its highly successful “Tri-Lock thread-form” born in response to users demand. “Basically a screw is a clamp that holds two or more pieces of material together. This seems to be lost on some screw designers but not the end-user. We listened to what the end-user demanded and the patented Tri-Lock thread-form was the result. The thread-form works very well and offers an un-paralleled fix in not just timber but many materials.” However, Tite-Fix does produce other innovative and award winning products that do not feature the Tri-Lock thread-form such as Clad-Tite - a cladding nail which is also removable and Trunk-Tite which is a screw for all steel to steel jobs. Tite-Range® stand out because of this innovation and quality. The company works closely with users and design products in the UK that work and are trusted.

DeckMark® Accreditation

Tite-Fix is a member of the Timber Decking and Cladding Association (TDCA), an independent technical and advisory body that operates on a non-profit basis. It provides expert knowledge and guidance on how to correctly design and install timber decking and cladding. Holly said, “We decided to become a member because of the change in the specification of pressure treated timber. At the time this change was causing problems – fasteners were corroding aggressively due to the new chemicals used in timber. We worked together to find solutions and the relationship has proved to be mutually beneficial over the years, sharing our expertise.” The DeckMark® Plus and CladMark Plus accreditations prove that Tite-Fix products are of an excellent quality. To be accredited Tite-Fix must be audited annually on production, quality and application by TDCA. Only those that meet the tough criteria can achieve this status.





VINAVIT- At the Vertex of Vietnamese Fastener Industry

by Gang Hao Chang, Fastener World

Vinavit Corp. established in 1999 is a high-quality fastener manufacturer based in Vietnam. With the professional team of 150 employees and a total manufacturing area of 7,000 sq. meters, this specialized fastener supplier is able to offer various bolts, nuts and everything in between with proven quality.

will exhibit at Fastener Fair Stuttgart 2017 for the 2nd time, where it will not only showcase its products, but also seek cooperation with customers in need of custom fastener solutions. In Asia, Vinavit also plans to participate in trade fairs held in Japan to expand its market territory and build connection with potential buyers.

Why Vinavit?

As the factories of Vinavit were installed with many state-of-the-art facilities from Japan and Taiwan, it has the capabilities to satisfy high quality requirements from customers in developed countries such as EU and America. Moreover, the capabilities of Vinavit also include manufacturing products compliant with DIN, JIS, ISO, etc., as well as different customization services (e.g., different need for finish, packaging, and sorting). All of these advantages have helped Vinavit gain its leading position and create its own niche in the regional and global market.

CEO, Mr. Quoc Ha said proudly, "We are constantly learning, applying new technologies and investing into our factories. We are also looking for sustainable & long term relationship with our customers." With years of dedication to the industry, Vinavit is anticipated to see another milestone in the very near future. ■



The Reliable Manufacturer Trusted by World Leading Brands

Compared to the industry, Vinavit Corp is a newcomer with 18 years of history. However, this young company has become a worldly recognized fastener supplier and has also established partnership with world leading brands (such as Toshiba, Honda, Sanyo, Ejot, IKEA,) over the past few years.

CEO of Vinavit, Mr. Quoc Ha said humbly, "Sincerely we are a small supplier, but we try our best to overcome many challenges and stand strong in the market." He added, "Three main elements that have contributed to Vinavit's growth are (1) the restless focus on company management system & production (e.g., new technologies, 5S, Kaizen and lean management strategies); (2) presence in the local market to access customers' demand faster; and (3) the support from local foreign associations such as JICA, JETRO, etc, which assist Vinavit in getting access to capital or the buildup of management systems."

Taking Chance to Win Any Possible Opportunities

Facing competition from adjacent countries such as Thailand, Indonesia, Malaysia, and Philippines, Vinavit could always show its courage to find its own way of moving forward. Its strength mainly comes from (1) the active participation of Vietnamese government in int'l trade policies and connection with many developed countries, bringing it not only challenges but also opportunities; (2) its pioneering role in the QC system and being the first Vietnamese factory to be certified by ISO9001; and (3) its quality products, competitive pricing, and robust customer service, all of which help build up Vinavit's unique and irreplaceable position in customers' minds.

Going Further to European Market and Japan

Vinavit currently serves customers from industrial, electric, consumer goods, automotive, and construction industries and its sales are 60% from the domestic market and 40% from export. In order to strengthen its connection with European buyers, Vinavit

