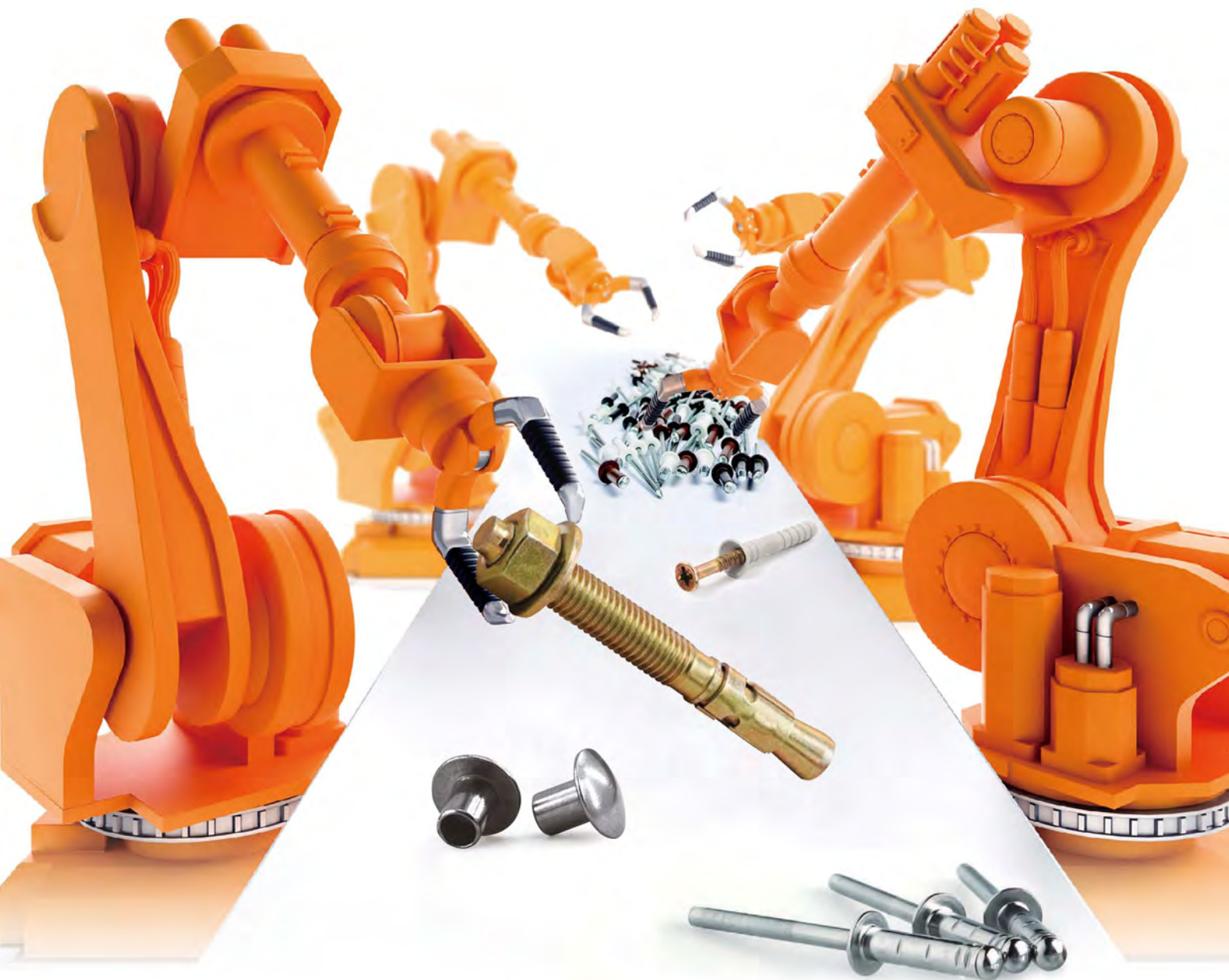


# Fasteners That Shouldn't Be Neglected-

## Anchors & Rivets >>>>>

Whenever fasteners are mentioned, what come to most people's mind are those well-known product types like screws, nuts, and bolts. However, in all kinds of fasteners, there are still anchors, rivets, which are also indispensable fastening products. In the fastener industry, anchors and rivets can be both used to fasten workpieces. Anchors are mostly used to install on walls so that the screws can be easily placed. The fundamental function of rivets is basically the same as anchors, but after fastening the workpieces, the rivets or the workpieces have to be destroyed should there be a need of separating the fastened workpieces. There are multiple kinds of fasteners, and the majority is still screws or nuts. Nevertheless, without anchors and rivets, some purposes cannot be fulfilled. Their importance cannot be underestimated.



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## Taiwan's R&D, Global Manufacturing and Worldwide Marketing

# Anchor Fasteners Industrial Co., Ltd.

by Michelle Hsieh, *Fastener World*

Having been established for more than 30 years, Anchor Fasteners is specialized in the production of high quality fasteners used in the construction, automotive and electronics industries and works relentlessly to improve its R&D and cold forging technology. Anchor Fasteners offers a wide array of products and the advantage of Anchor Fasteners lies in the fact that each of its products is available in any specification and can be customized as per client's demand. Anchor Fasteners is also able to offer a selection of products in different materials (such as iron, aluminum, stainless steel or copper), which not only helps clients save a great amount of cost in the development of molds and dies, but also saves their precious time. Anchor Fasteners' anchors are mainly applied to construction (mostly expansion anchors used in concrete), while its rivet nuts are mainly used for industrial and automotive applications. Anchor Fasteners also hopes that its rivet nuts can be someday used in the aerospace industry. Besides its headquarters and plants in Taiwan, Anchor Fasteners also has its own plants in Vietnam and China for strengthening its marketing approach worldwide. Its China plant plays a role in marketing and is considered a "future world plant." Anchor Fasteners dedicates itself to the production of various types of products, in which its team in Taiwan takes the responsibility for R&D and its plants in both Taiwan and China are in charge of production based on the strengths of each side. This is why Anchor Fasteners can offer low-cost, high quality products and ship their products quickly to the world.

Anchor Fasteners is gradually heading toward the R&D of high value-added fasteners. In 2002 Anchor Fasteners increased its investment in R&D and set up a technical research center. It also has gained the subsidy from the government for its R&D and has been in collaboration with 5 leading companies to develop aerospace fasteners. In 2008, Alliance Global Technology Co., Ltd. was established. This company develops and manufactures screws used in bones, such as screws used in orthodontia, externally fixing bone screws, bone plates and dental implants.

In order to promote its products to EU countries, the company has been recently dedicated to applying for ETA and CE certification for its Wedge Anchor, Drop-In Anchor and Concrete Bolt. Sales are 40% to Europe, 30% to Americas, 25% to Asia and 5% to the domestic market. Being always dedicated to the R&D of products, design and engineering, high quality and punctual delivery are definitely the main reasons that Anchor Fasteners' products and service can be widely accepted by worldwide users.

### Creating a Better Company Future by Seeing Through Customers' Eyes

Anchor Fasteners' products are of very high quality. Each batch of its rivet nuts must go through the sorting machine to ensure high quality. As for its anchors, they are sometimes sorted by humans if clients require. Anchor Fasteners never compromises over quality of products, as it believes that quality is the only way to sustainable operation of a company and that manufacturing safe and reliable products to



satisfy clients' demand is the responsibility of a company. In the future, Anchor Fasteners will set up a new plant for automated warehousing and inspection, which aims at creating a complete plan and design procedure for its rivet nuts business.



Anchor Fasteners has several excellent staff in its R&D division. The quality of its products can be well controlled from the preliminary phase of R&D by advanced software/hardware as well as the management system, which can simulate results to ensure strict quality control. Therefore, the quality of its products can be very excellent and stable and the defective rate of each batch can be controlled within around 25ppm. "Such a serious attitude toward "zero defect" is Anchor Fasteners' business philosophy.

### Streamlined Procedures and Just-in-time Service

The market deployment of Anchor Fasteners will definitely get better in the future. Its highly productive manufacturing management comes from its vertically integrated technology, R&D in materials, development of molds & dies, mass production, low labor cost, reduced shipment cost and collaboration with local companies to build a localized supply chain and offer just-in-time service. The streamlined procedures can help it completely control the quality and save the cost in each step to realize low-cost marketing and quickly deliver products to leading companies around the world and establish new relationships and strategic alliances with these leading brands to maintain the advantage of Anchor Fasteners in cold forging and the leading position as the world's largest expansion bolts and anchors supplier.

There is a diverse range of fasteners and the export prices of Taiwanese products are comparatively lower than the export prices of European/US countries. As far as Anchor Fasteners is concerned, the fastener technology of Taiwan must be upgraded and fasteners value must be increased. After that, Taiwan can find a new way to stay away from the low-price competition.

Anchor Fasteners contact:  
Manager Rosaline Su  
e-mail: [rosaline@anchorfast.com.tw](mailto:rosaline@anchorfast.com.tw)

company  
**02** **The World Leading Blind Rivets Manufacturer**  
**Special Rivets Corp.**

by Michelle Hsieh, Fastener Word

As one of the predecessors of Asia's blind rivets manufacturers, Special Rivets Corp. (SRC) has been dedicated to the installation of new facilities for offering a more diverse range of products made from special materials and in various specifications, which aims at fully satisfying customers' demands and providing them with one-stop shopping experience. In the customer-first era, increasing customer satisfaction is a common goal of all industries. Through complete implementation of ISO and ERP systems, SRC has substantially improved its efficiency of quality and production management, which allows it to shorten its lead times and help customers accelerate their manufacturing procedures.

SRC's plant based in Jiashan, Zhejiang (China) has become operational since 2013 and the facilities and manufacturing procedures inside the plant have also become more optimized. Recently, SRC has also added some new heat treating facilities and had the tempering process originally processed by other company processed by its own plant, which allows it to achieve accurate quality control and carry out the strictest quality monitoring for customers. In addition, SRC has also purchased two sets of automatic weighting and bagging devices that help the company save 1/3 of the total cost for packaging labors and increase its competitive edge.

SRC's products have been exported to over 600 customers from more than a hundred countries around the world, which clearly shows the reputation of SRC's good quality products. In the past, most of SRC's products were used in doors/windows, furniture, lighting and many other light industries. With years of improvement in its software and hardware and application of new materials, nowadays, half of SRC's products have been used in industries that are more high-tech specific and with higher added value, such as motor vehicles, trucks and instruments.

### Be Brave to Face Competition and Win It Only with Quality

SRC Chairman Jimmy Chang said, "The improvement in technology, the quick dissemination of information and the increasing competition from Chinese counterparts that caused more drastic competition and instability of raw material prices all resulted in more challenging conditions to SRC's entire operation. Every month SRC produces more than 500 million pieces of rivets in various materials and up to 200 thousand pieces of ergonomic professional riveting tools. At present, SRC will focus more on manufacturing products at high unit prices instead



of increasing production volumes. Although the total production is not increased, even becoming lower, the revenue is still steadily growing. Moreover, although over 90% of SRC's products are exported to many countries around the world, SRC is also planning to increase the proportion of its sales in China due to China's growing domestic demand and the growing concern of Chinese users over product quality. SRC will be more active in developing the Chinese domestic demand market in order to achieve better operating results. Sticking to the principles of honesty and integrity, SRC offers customers the best quality products and the most satisfying service that create a win-win."

SRC contact:  
General Manager Henry Chang  
e-mail: [srcrivet@msl2.hinet.net](mailto:srcrivet@msl2.hinet.net)



company  
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## Surviving Challenges and Adversity, Ample Long Industry Makes a Great Leap Forward for Sustainability

by Michelle Hsieh, Fastener World

Focusing on sustainable operation, Ample Long Industry Co., Ltd. is a rivet manufacturer with nearly 40 years of company history. With technique and experience in rivet production and the long term dedication to markets in Europe, America, Southeast Asia and Taiwan, the sales performance of Ample Long has been on the continuous rise in the past decade. Products of Ample Long are widely used in automotive, electronics, machinery, furniture, leatherware, shoes, hand tools, etc. Starting its business from Taiwan, Ample Long will continue to expand business to European and American markets with its improved quality and technique.

In order to achieve the goal of “no manufacturing and no delivering defective products,” Ample Long only uses high quality materials supplied by Taiwan CSC and imported from other countries and never uses low quality materials. Every batch of products from Ample Long must pass the strict quality assurance test, dimension test and performance test before shipment. In terms of product categories, Ample Long has manufactured products in thousands of types of dimensions and in various materials since its inception. Ample Long has a wealth of experience in providing customers with the lowest cost and the most diverse range of options. Most of Ample Long’s products are customized and Ample Long is also able to meet customers’ requirements for different materials, sizes and volumes. It accepts both high volume and low volume orders.

In 2015, Ample Long completed its factory expansion and added a few sets of multi-stroke equipment, pushing its capacity, product portfolio and inventory capability to a higher level. With the completion of factory expansion, Ample Long will try to satisfy every customer’s demand and provide them with the products they need within the lead times they require. The advanced equipment allows Ample Long to offer products with more complex and precise specifications and gives more options for customers to choose from. Improving its inventory capabilities to help customers replenish their stock and shortening lead times are both the investment of Ample Long to achieve diversified and specialized development.

### Upgrading Hardware & Equipment and Training the Skilled Force

In recent years Ample Long has been dedicated to upgrading the hardware & equipment and training the skilled force. In addition to replacing the old-fashioned equipment with new ones, Ample Long also has purchased many sets of multi-stroke equipment and various processing machines, mainly for increasing the quality of its products, offering more complex and diversified products and strengthening the R&D capability of the company. Ample Long not only offers rivets, but also provides various processing services to satisfy customers’ demand.

Human resource has been one of the most important aspects Ample Long will pay much attention to and it is also an indispensable part for sustainable operation. People always have a negative stereotype towards the fastener industry, because they



think it is toilsome, dirty and dangerous. As a result, not many young people would like to do this job. In order to arouse skilled people’s interest in working for the company, Ample Long builds new factories, purchases new machine models, creates a better workplace, offers benefits and arranges a complete range of training programs, which help retain the employees and help the company to achieve sustainable operation.

### Not an Industry in Decline, but One on the Rise

Established in the 1980s, Ample Long once experienced five phases of prosperity of traditional Taiwanese hardware industry. The fastener industry was once a sunset industry. The profit margin of Ample Long’s rivets has increased from the high profit margin (low volume) in the 80s to the high profit margin (high volume) in the 90s and to the current low profit margin (high volume) in the 90s. Challenges faced in every period differed. In the past, many of the customers manufacturing leatherware and shoes relocated their factories to China and such a big change did cause significant influence on Ample Long’s sales. However, Ample Long tried to increase its sales through installing new equipment, adding more new products and looking for customers in other industries. On the other hand, as the concerns about environmental protection in Taiwan intensified, in 2014 Taiwanese Government carried out strict measures to crack down on electroplating plants that did not pass relevant regulatory requirements. Electroplating is the final step of hardware manufacturing and almost all products require electroplating. The crackdown at that time increased the cost of many hardware industries, resulting in delayed production and reshuffled industrial structure. After a long time, Ample Long, working hard with patience to look for suitable suppliers, finally turned the risk into opportunities and maintained its sales growth.

Division Director of Ample Long, Mr. Wu, suggests that Taiwanese SMEs should accumulate experience and strength from now on, make continuous progress in order not to be replaced, and work diligently with devotion and deepen the understanding of the industry. As a result, they will have enough power to deal with any change and unexpected risk in the industry. Ample Long always faces challenges with its optimistic and practical attitude and it has learned a lot of valuable experience and enjoyed the fruit of growth for long.

Ample Long Industry contact: Sunny Wu  
email: ample.lon@msa.hinet.net

company  
**04**

## The Devoting Guardian of Product Quality Super Nut Industrial Co., Ltd.

by Michelle Hsieh, Fastener World

Super Nut started off with the production of rivets, leather hardware and binding posts processed by 1-die 2-blow cold headers in the early 1960s. Nowadays, it has evolved into a company that produces multi-stage forged products such as specialized rivet nuts, insert nuts, tamperproof barrel nuts. Its marketing footprints spread across Asia, Americas, Europe and the Middle East. Its applications include the following industries: Automotive, Transportation, Appliances, ships, stock farming, electronics and optoelectronics communication appliances. The automotive industry is especially the main target of application.



### Multiple Quality Control Steps to Eliminate Mix-up of Defective Products

Fasteners that Super Nut produces are compliant with TS16949 quality standard. Its manufacturing process includes many steps of strict inspection. The materials on arrival will go through the first-time arrival inspection, and unqualified materials will be returned immediately. The manufacturing process also includes a software where measurements are recorded digitally. Unqualified products are immediately discarded, in which case a work review will follow up to reduce the defection rate in the future. After the secondary processing, a push/pull/torque test is conducted again in the lab where unqualified products are again discarded right away. In the final electroplating step, there is a final quality inspection where products that are applied with unqualified electroplating will be required to be re-electroplated, thus avoiding mix-up of defective products in any case.



Besides having the certificates to ensure nothing will go wrong with product quality, Super Nut provides comprehensive after-sale service. Its management unit can always solve clients' problems at the fastest speed. It can always generously offer solutions as references for clients to improve products when they need professional knowledge and suggestions on product design, or when they encounter ill-designed products.

Super Nut's primary target of marketing was originally Europe that took up nearly 80% of its sales. In recent years, it has successfully entered the U.S. market. As of this year, it has witnessed minor growth in every year, and some U.S. clients have been placing orders mostly for automotive blind rivets and sex bolts. The economic policies of U.S. President Trump are expected to add infrastructure to bring the American manufacturing back to the U.S. Order intakes naturally

increase with the growing U.S. local demand, and that means positive growth to Super Nut.

### Every Cloud has a Silver Lining; Find a New Growth Path and Move on

In the past 2 years, the global political map has reshuffled. The U.S. dollar and euro turned weak with Brexit, the new British Prime Minister Theresa May and consecutively the U.S. President Trump on board, and the political unrest in European elections. As a result, the New Taiwanese Dollars conversely turned strong and the exchange rate kept changing, which forced product prices to go up. Super Nut said some of its product items have completely lost competitiveness when it faces the competition from South Korea and the uprising ASEAN and Chinese counterparts. As a result, Super Nut turns to orders for products with more added value, reclaiming its sales loss. A crisis is an opportunity. Super Nut also contacted some clients seeking more stringent standards and higher product technology, which later further improved all Super Nut staff's awareness to quality.

Four years ago, Super Nut acquired the TS16949 certificate. It expects to update to the new version of TS16949 by this October to ensure product quality. Besides the newly added parts-forming machines and tapping machines, its QC unit will continue to update software and equipment to keep in sync with the QC requirement of the automotive industry. In the future, it will also focus on the automotive blind rivet and special fastener markets, completing clients' request to perfection with full dedication.

Contact: Ms. Emily Chou  
E-mail: [e.chou@super-nut.com.tw](mailto:e.chou@super-nut.com.tw)

company  
05**Working in Tandem with Customers to Become a Century-old Company****Fontec Screws Co., Ltd.***by Michelle Hsieh, Fastener World*

A professional manufacturer must not only maintain its highly efficient capacity, but also continuously invest in new products development and innovative technology. Fontec Screws Co., Ltd., which is a stable source of special hollow rivets, solid rivets and special screws and which has an average monthly capacity of 0.1 billion pieces, has been dedicated to seeking orders for R&D of automotive fasteners and continuously upgrading its core technology to satisfy the market demand. Orders for low-volume and diverse products will be a focus in the future market, so Fontec will do whatever it can to maintain its flexibility in capacity adjustment and utilize its R&D capability to its fullest.

With years of experience in manufacturing and lessons learned from each time of failure, Fontec considers users' feedback a very essential message, so it can further strengthen its manufacturing capabilities. In order to satisfy every partner's demand from any industry sector, Fontec uses materials with the best quality, sets the optimal tolerance and manufactures products with stable quality and price competitiveness at the most suitable manufacturing speed. Moreover, for having the quality and performance of

all its products trusted by the industry, Fontec has been also certified to ISO/TS 16949.

In addition to the honor of being certified, Fontec has purchased a few sets of new forming equipment for improving the capacity and quality stability, not to mention that Fontec has also made a great amount of investment in purchasing more sorting devices to provide more diverse products and better product precision that satisfy top-level buyers' needs.

Fontec's products have been marketed around the world for years and the application of its products is very comprehensive. Europe and America are still the main markets of Fontec (around 60% in N. America and 30% in Europe). Fontec is working really hard to go achieve its goals in the next step. Facing the unknown future, Fontec holds an open attitude to any possibility in any industry.

#### **New Plant Project Activated to Expand Capacity**

In the year end of 2017, Fontec's project of building a new plant in Suzhou (China) will be activated. Its capacity will definitely be multiplied by then. Through the quality management

system, additional production line sensor, and optimized manufacturing procedures, Fontec can provide products with higher cost/performance ratios to its partnered customers. Fontec also hopes that it can contribute more to the fastener industry in the greater China region.

In the past 40 years, Fontec experienced many challenges and difficulties, but it could always turn them into opportunities to make itself better and go further to achieve the next goal. Growing from a small company to the current large-scale Linkou-based plant, Fontec considers all challenges and difficulties in the past valuable experience. To Fontec, every order received is attributed to customers trust, so Fontec treasures the relationships with customers a lot. Fontec considers customer satisfaction, employee contentment and successful business as its core value and it wishes to become a company of over a hundred years of history and take its own social responsibility.

Contact: Mr. Chin Kai Ling  
E-mail: ck-lin@fontec.com.tw

company  
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## Hanson Rivet & Supply Co.

### A Premium Quality Rivets Provider Helping Customers Create Rosy Prospects

by Gang Hao Chang, *Fastener World*

Established in 1929, the Pacoima, CA-based Hanson Rivet & Supply Co. which is a specialized ISO9001:2015 certified stocking supplier of an extensive range of rivets and riveting tools for professional use, has been celebrating its 88th anniversary this year. With more than eight decades of experience in assisting customers in technical design and assembly, Hanson Rivet, nowadays, has grown into one of the most successful and major suppliers of rivets, threaded inserts, installation tools/machines and related products in the U.S.

Every customer having the urgent request for rivets or related riveting tools can be best served at all times by Hanson Rivet with a large selection of tools (from simple hand rivet clinchers and rechargeable battery operated tools, to auto-feed riveting equipment), machine repair parts and accessories in its inventory. Moreover, Hanson Rivet is also able to perform in-house repair of many brands of installation tools and riveting machines. The customers of Hanson Rivet come not only from USA, but also from other countries and regions around the globe and its products can be applied and used in almost all industries.

“We supply worldwide to almost every industry including aerospace, automotive, trucking, medical, building, electronics and solar. Plus, we also stock the following leading brands: POP-Avdel, AVK, Captive Fastener, Southco, FAR, Gesipa, Lobster, National Rivet, Gage Bilt Products and Taumel Assembly Systems,” Vice President Jim Williams said in an interview with *Fastener World Magazine*.

The most popular products requested by Hanson Rivet’s customers are blind rivets, tubular rivets and threaded inserts, all of which are 100% inspected by Hanson Rivet’s professional technical team before they are shipped to customers’ hands. This offers a very convenient and efficient way for customers to source high quality riveting products, which can be also easily installed with automated equipment supported and supplied by Hanson Rivet.

“The Same Day Shipment” shows the advantage of Hanson Rivet as well to satisfy customers’ toughest fastening demand. For Hanson Rivet, having most orders processed, inspected and shipped within 24 hours is definitely not a difficult job. “Rivets and Threaded inserts are small parts and may be the last on a buyers list to purchase. Because of this, our customers tend to run out and need parts right away. This is where our large inventory and order processing system saves the day,” explained Vice President Jim Williams.

As a leading rivet and riveting related products supplier, Hanson Rivet continues to see a very bright future for manufacturing which are its primary customers. Vice President Jim Williams concluded, “The Hanson Rivet team is focused on what we do best and we stay on that path to provide our customers with exceptional service.”

Hanson Rivet contact:  
Vice President Jim Williams  
[jim@hansonrivet.com](mailto:jim@hansonrivet.com)

