



Congrats! Mr. Tu-Chin Tsai Becomes New President of TIFI

by Gang Hao Chang, Vice Editor-in-Chief of Fastener World

“We’ll be promoting a positive image in a practical approach for Taiwan’s fastener industry and products to the world.”

TIFI (Taiwan Industrial Fasteners Institute) welcomed its new group of leaders in an annual member assembly on December 15 last year. President Tu-Chin Tsai of Sun Beam Tech Industrial was elected as chairman of TIFI and greeted with a round of applause. He took over from former chairman Anchor T.H. Chang the duty of leading members to keep building a solid foundation in Taiwan and expanding into the whole world. Chairman Tsai has worked for the fastener industry for decades. He is not only familiar with and involved in the growth of and development of the fastener industry domestic and abroad, but also contributes a lot to the domestic industry development, upgrade and globalization. He has his unique perspectives and visions. We had the honor of an exclusive interview with the new chairman who shared his plans for TIFI’s position, operation and future development. He hopes the interview will help members and more industrialists know him and his leadership and help strengthen collaboration with members in the coming future. Now let’s get to know the new chairman Tu-Chin Tsai.

He will Lead Members to the World Market Through His Success with Sun Beam Group

Chairman Tsai, also the president of Sun Beam Tech Industrial, founded Sun Beam Metal Industrial with shareholders back in 1985 which specialized in fastener hot-dip galvanization. That was when he started to have a strong tie to Taiwan fastener industry. Over the years, he stuck with the improvement of both output and quality as his business principle, and eventually led to the success of Sun Beam Tech Industrial and its business scale today. The company tops the industry with its quality and service, and its current share in Taiwan’s fastener hot-dip galvanization industry has reached over 70%. Tsai foresaw the continuous expansion of his company and the development of a globalized market, so he founded Jih Yang Metal Industry Sdn. Bhd. (Malaysia) specializing in hot-dip galvanization for fasteners and basic steel structures in Penang in Malaysia besides his base in Taiwan. Particularly his fastener market share in Malaysia was outstanding at over 90%. Therefore, he invested in another hot-dip galvanized wire plant with an annual capacity of over 6 million tons the next year. Besides his pursuit of quality and output, he values fringe benefits for employees, consolidating employee unity

by allowing them to buy company shares and share company profits. With the shareholders and employees working together to form a stable momentum, the company and its revenues grow day by day.

"Like the Sun Beam group, TIFI must have top service quality and fulfill its various functions in a practical and step-by-step approach, promoting the positive image of Taiwan fastener industry and its good products to the world," said Tsai.

TIFI will be the Communicator, Promoter and Supporter to Help Members Maintain Sustainability and Create Values

Tsai thinks TIFI with its coming 50th anniversary is a critical center for member unity and enhancing the development of Taiwan fastener industry. TIFI is the communicator between the government and society, the promoter to build industry foundation in Taiwan, and the supporter to expand the industry to the world. It will spare no effort in offering members various services, increasing mutual benefits, and bridging the gap between the industry and government to foster industry development. Furthermore, it will keep pursuing excellence, real-time response, and more complete service to help members maintain sustainability and create added values, ultimately helping them succeed and becoming the top association of member satisfaction.

Regarding TIFI's future activities and development blueprint, Tsai said, "The chairman title means a large burden, but I will go all out for the members. The fastener industry will inevitably head toward and upgrade to high value added industries such as the automotive, aerospace and electronics industries. Especially the focus of future development will be the automotive fasteners market that saw a growth of over 30% in 2017. I will also work hand in hand with my group of directors and supervisors to foster the prosperity of fastener industry." For instance, TIFI has arranged for a delegation to exhibit in The International Hardware Fair Cologne and International Fastener Expo to help member develop the international market. Additionally, Taiwan International Fastener Show, organized by TIFI and Taiwan External Trade Development Council has broken its record by having 410 registered exhibitors and 1,100 standard booths. The show will continue to combine exhibiting and factory visit to complement the advantages of fastener clusters in Southern Taiwan and create infinite business opportunities.

Actively Promoting Industry Technical Upgrade & Transformation to Face Global Competition

The global economy is entering the phase of post-financial-crisis strong recovery. This trend is more apparent in the advanced regions like the U.S., Europe and Japan. This is no doubt good news for Taiwan fastener industry exporting 90% of its fasteners. According to related trade statistics, fastener export performed well by growing 4% to 1.46 million tons in the first 11 months of 2017, which translates to 13% growth to USD 3.9 billion in monetary terms.

"Facing the intensifying global competition, Taiwan must consider technical upgrade and industry transformation, and see a sustainable fastener industry as the ultimate goal. We should also consider upgrading to starting from the automotive, railway and 3C markets to create more added values for Taiwan fastener industry," said the chairman. According to statistics, the world's total automotive fastener demand shared over 30% of the global fastener production in 2016, up 3% over 2015. Judging from this stable growth trend, automotive fastener demand is expected to grow year by year. Tsai adds, "By exchanging and improving technology, and breaking free from price

competition, everyone can share the same target and head for high-value automotive fasteners, and Taiwan will have the chance to become the giant of automotive fastener supply in 2020!"

Environmental Protection, Work Force, Material Price Remain Hot Issues; TIFI will Keep Forwarding Members' Opinions to the Government

In the past 3 to 5 years, Taiwan fastener industry faced many difficult problems, such as: (1) A few surface treatment plants were shutdown and delayed shipment due to illegal discharge of waste water; (2) The Labor Standards Act; (3) The fluctuating steel prices. These problems have increased members' costs and impacted their competitiveness. To tackle this as quick as possible and enable domestic fastener companies to compete in the global market, the chairman said, "First, regarding surface treatment, we suggest the government build a specified area in Taiwan to satisfy the demand for future growth of the fastener industry. Second, TIFI will keep an eye on the result of Labor Standards Act and pass on the opinions of the industry to related authorities through various communication channels. Third, TIFI will communicate with China Steel Corp on wire price every quarter, and further this communication to gain more competitive material prices for members."

China and ASEAN Show Huge Business Opportunity and are Worth the Attention of Companies Concerned

Under the trend of globalization, TIFI encourages fastener companies to head out and develop more markets around the world. "According to statistics, China imported USD 3.2 billion worth of fasteners in 2016, and the import unit price was USD 10 per kilogram. Over 50% was imported from Japan, Germany and South Korea, but only 7% from Taiwan. Considering Taiwan's advantage of high quality and reasonable price, the China market is indeed worth developing." On the other hand, regarding the emerging ASEAN market, he said, "The ASEAN automotive market is growing substantially, so it is also a target of business expansion for Taiwanese automotive fastener companies."

TIFI will Improve Administrative Efficiency and Computerize the Information of Association Affairs

Facing different challenges in the fastener market every day, TIFI's operation must be more flexible and in sync with the current times. With much attention to this aspect, Tsai said, "We will work hard to improve TIFI's administrative efficiency, and computerize all information on association affairs, business and finance. Regarding our information delivery, along with our email service, we will build a specified App to deliver association information. Additionally, our official website will soon have a refreshed new interface to enhance network promotion and help members gain business opportunities." He concluded, "Taiwan's fasteners are export oriented, so overseas political and economic changes may affect Taiwan fastener industry. TIFI will continue to react quickly and keep our member up to date."



TIFI Annual Member Meeting & Election of Directors/Supervisors

by T.F. Tsai, Fastener World



Former chairman Anchor T.H. Chang (left); new chairman Tu-Chin Tsai (right); executive supervisor and consultant Tea-Ren Sun (middle).

Taiwan Industrial Fastener Institute (TIFI) held “the 18th Annual Member Meeting” and election of new directors/supervisors at Kaohsiung Grand Hi-Lai Hotel on December 15th. Widely supported by all the attending directors, supervisors and members, Mr. Tu-Chin Tsai was elected as the new chairman. Prior to the new title, Chairman Tsai was the vice chairman and convener of TIFI. His company, Sun Beam Tech Industrial, has been devoted to the development of Taiwan’s fastener industry for more than three decades. With his success in business, Chairman Tsai also has abundant experience in TIFI operation, so the election result of him becoming the new TIFI chairman is publicly respected and well deserved. Please see the list on the next page for new directors and supervisors.

The meeting began with the speech delivered by the 17th Chairman Anchor T. H. Chang, and he first expressed his gratitude toward the support from all the members, supervisors and directors to take the institute going further. Moreover, with the joint effort of TIFI and other relevant authorities, the number of exhibitors that registered in “Taiwan International Fastener Show” in April 2018 has increased to 410 and the number of booths booked has reached 1,110, making the show the world’s 3rd largest international fastener exhibition. TIFI is also actively cooperating with the Industrial Development Bureau (MOEA) of Taiwan in promoting the “NICE” program for upgrading and guiding the fastener industry, which aims at the development of high-value-added products, domestically made intelligent device, competent workers, and eco-friendly process. The investment scale reaches NTD 300 million and is expected to optimize the fastener industry structure, increase the export unit price, as well as stabilize the export value growth. In the future, TIFI will adopt computerized information management and boost the use of the institute’s website, in the hope of serving the industry more effectively and assisting its members in opening up business opportunities.





Speaking of fastener exports, Taiwan's export volume and value peaked in 2014. However, the economic performance of European and American countries fell short of expectations with other uncertainties such as Brexit which brought about the first decline of over 6% in Taiwan's fastener industry in 2016. What's worse, meanwhile, the EU lifted the anti-dumping duty on carbon steel screws in China, causing an impact on Taiwan's fastener exports. Fortunately, 2017 saw the first comprehensive recovery of all economies. With the strong consumption of the advanced countries such as the US, Japan and Europe, Taiwan's fastener exports reached 1.32 million tons (up 3.6%) from January to October 2017, with a total value of USD 3.52 billion (up 12%). If this trend continues, chances are that another peak will be reached in the future. With more than 60 years of history, Taiwan's fastener industry has been cultivating numbers of technologies and professionals, and looking forward to more future breakthroughs, hoping to become one of the top automotive fastener suppliers by 2020.

The meeting coincided with the election and attracted many participants, including Minister of Economic Affairs Mr. Jong-Chin Shen, President of Taiwan's China Steel Corporation (CSC) Chao-Tung Wong, industry representatives, government officials, and over 500 guests and members, showing TIFI's influence over the industry. New Chairman Tu-Chin Tsai stated in his inauguration speech that it takes courage to bear the responsibility as a chairman, but he will work hard through the whole team and unite all the members to lead the industry to prosperity. The dinner banquet arranged later was warmly pleasant, and the guests enjoyed mingling, drawing the meeting to a successful ending. ■



TIFI Directors and Supervisors of the 18th Term of Service

Title	Name	Company
Chairman	Tu Chin Tsai	Sun Beam Metal Industrial Co., Ltd.
Vice Chairman	Hui Chen Lin	Chun Yu Works & Co., Ltd.
Vice Chairman	Ann Hong	Shih Hsang Ywa Industrial Co., Ltd.
Vice Chairman	Y. Y. Tsai	Jinn Her Enterprise Co., Ltd.
Executive Director	Mark Wu	Boltun Corporation
Executive Director	Wen Jay Lin	San Shing Fastech Corp.
Executive Director	Hsiang Sun	Hwang Shiang Ind. Co., Ltd.
Executive Director	Song Nan Huang	Lu Chu Shin Yee Works Co., Ltd.
Executive Director	Chong Jen Yen	Thread Industrial Co., Ltd.
Director	Wu Mu Wang	Ho Hong Works Co., Ltd.
Director	Yung Chang Chu	Shuenn Chang Fa Enterprise Co., Ltd.
Director	Bi Feng Chu	Anchor Fasteners Industrial Co., Ltd.
Director	Jin Tien Li	Chao Shen Screw Industrial Co., Ltd.
Director	Zhen Ze Wang	Quintain Steel Co., Ltd.
Director	Jian De Xin	Ying Ming Industry Co., Ltd.
Director	Shun Li Chang	Rodex Fasteners Corp.
Director	Tom Chuang	Fong Yien Industrial Co., Ltd.
Director	Tan Tsong Kuo	Jyh Rong Screw Industry Co., Ltd.
Director	Wen Te Chen	Special Fasteners Engineering Co., Ltd.
Director	Ming Chin Chen	High Point Enterprise Co., Ltd.
Director	Min Lang Chen	Kuan Hsin Screw Industry Co., Ltd.
Director	Ming Tao Tseng	Daao Chi Industry Corp.
Director	James Tang	Coae Bolts Works Co., Ltd.
Director	Kenny Huang	Tycoons Group Enterprise Co., Ltd.
Director	Chia Pao Huang	Shi Jaan Works Co., Ltd.
Director	Jung Tien Tsan	Wa Tai Industrial Co., Ltd.
Director	Tsong Ming Chiang	Chun Mu Works Co., Ltd.
Convener	Tea Ren Sun	Jau Yeou Industry Co., Ltd.
Executive Supervisor	Simon Lin	Fong Prean Industrial Co., Ltd.
Executive Supervisor	Jimmy Ko	Tong Hwei Enterprise Co., Ltd.
Supervisor	Jang Chon Wang	Lih Ta Fasteners Co., Ltd.
Supervisor	Yen Wen Her	Chun Zu Machinery Industry Co., Ltd.
Supervisor	Sandy Yu	Chong Cheng Fastener Corp.
Supervisor	Henry Lin	Chan Hsiung Factory Co., Ltd.
Supervisor	Chi Chun Chen	Chu Hua Industry Co., Ltd.
Supervisor	Yi Nen Chen	Ben Yuan Enterprise Co., Ltd.
Alternate Director	Zai Ze Wang	Jwu Sheng Enterprise Co., Ltd.
Alternate Director	Andy Wang	Sun Through Industrial Co., Ltd.
Alternate Director	Tsan He Liu	Chun Men Industrial Co., Ltd.
Alternate Director	Yin Chan Tu	I Chang Works Co., Ltd.
Alternate Director	Frank Lin	Chia Yi Fastener Co., Ltd.
Alternate Director	Yong Chain Shih	Lung Fa Screw Ind. Co., Ltd.
Alternate Director	Zephyr Chang	Unitech Products Corp.
Alternate Director	Kun Lin Hsieh	Dragon Iron Factory Co., Ltd.
Alternate Director	Jack Su	Taiwan Shan Yin International Co., Ltd.
Alternate Supervisor	Wen Chun Wang	Yuo Chun Enterprise Co., Ltd.
Alternate Supervisor	Tien Sung Kuo	Heng Huai Industrial Co., Ltd.
Alternate Supervisor	Chin Te Chen	De Hui Screw Industry Co., Ltd.

Source: TIFI