

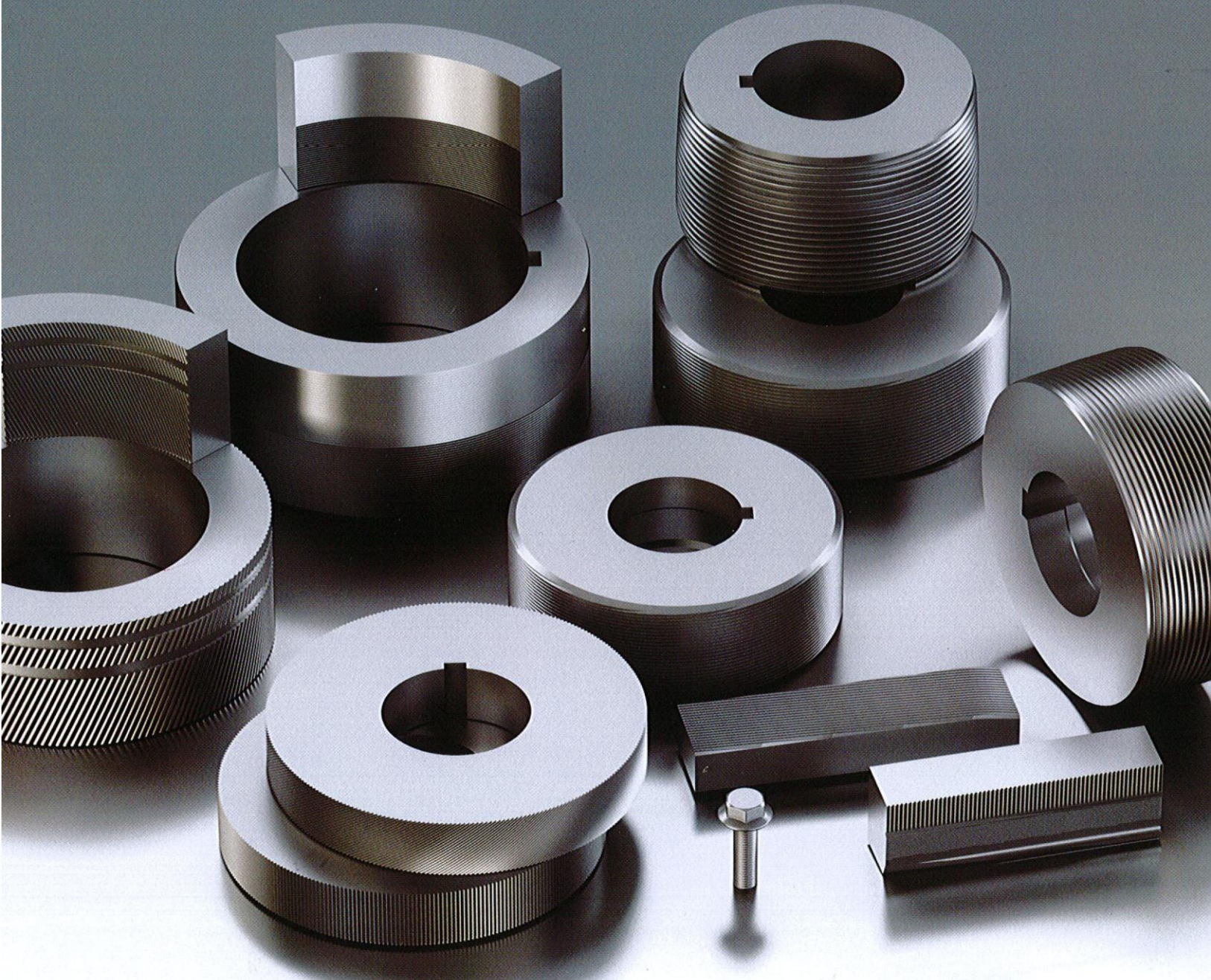
fastener *eurasia*



International Fastener, Spring, Wire, Tools and Technology Magazine
May - June 2018 Year: 13

www.fastener Eurasia.com

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The 2018 Taiwan International Fastener Show Successfully Ended on April 12



Taiwan has successfully hosted the world of fasteners at Kaohsiung Exhibition Center

This year's exhibit marked another record-high, featuring 415 exhibitors and more than 1,107 booths, the most recorded since the Kaohsiung Exhibition Center was established.

With the enthusiastic participation of buyers and fastener exhibitors from around the world, the three-day exhibition attracted 2,193 international buyers from 73 countries. The show also drew over 30,000 domestic and foreign visitors.

The top-ten purchasing nations this year were mainland China, Japan, India, United States, Germany, Italy, Malaysia, Vietnam, South Korea, and Thailand. There were 70% more buyers from Italy this year, with more buyers also attending from Germany, Thailand, Brazil, Russia, and France, demonstrating that the exhibition has become an ideal

business procurement platform for the global fastener industry.

Manufacturers in the fastener product area, including Zyh Yin Enterprise, Patta, Anchor Fasteners Industrial, SFE, and SRC, and manufacturers in the mechanical equipment area, including CCM, Chun Yu, and Jern Yao, all noted that the majority of visitors during this year's exhibition were valid buyers who helped expand export sales. The fastener show achieved its goal of stabilizing the existing market and developing new customer sources. The show not only helped create business opportunities for Taiwan's fastener manufacturers, but also facilitated industry improvement.

The 2018 exhibition featured a variety of activities, including the Global Fastener Summit held on the opening day of the exhibition and

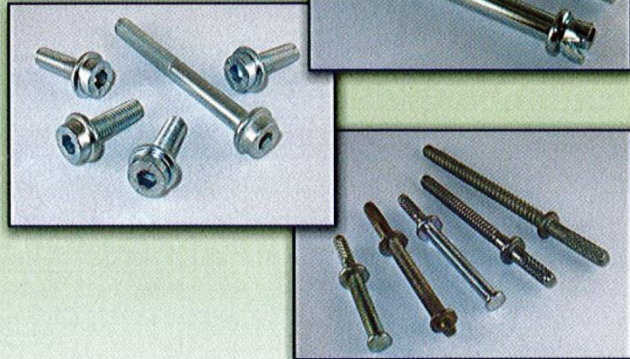
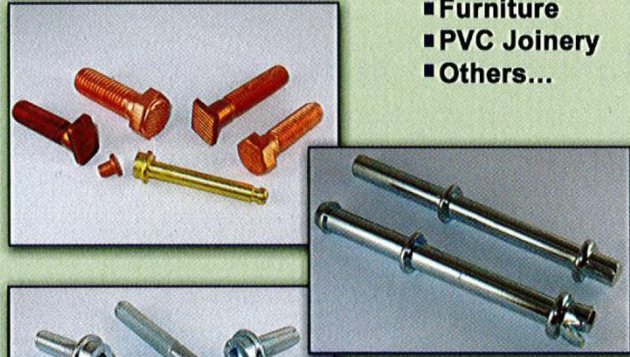
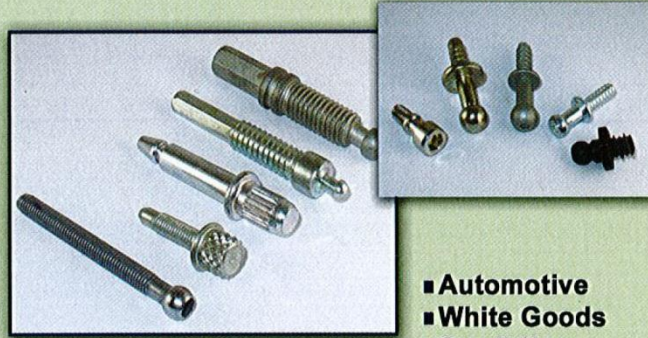
a car fastener-themed activity. The European Fastener Distributor Association (EFDA), Auto Manufacturer Mercedes Benz (Germany), Vissart Europe (France), TR Fastenings (UK), and QST International (Taiwan) were all invited to analyze the global automotive fastener industry and market trends.

Taiwan International Fastener Show procurement meetings were held during the exhibition. Fifty-one 'heavyweight' buyers from Germany, United States, Russia, France, Brazil, and South Africa were invited to participate in 230 negotiation sessions with 78 domestic exhibitors, generating venue and potential business opportunities of up to US\$270 million. The first ever One-on-One Employment Meetings event attracted 6 domestic manufacturers and 16 applicants to 46 matching sessions. ■

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FAIR NEWS

Anchor Fasteners Introduced Integrated Fastener Decision Making System



Anchor Fasteners introduced the Fastener Decision Making System, developed by Xwin and Anchor at their booth at the Taiwan Show.



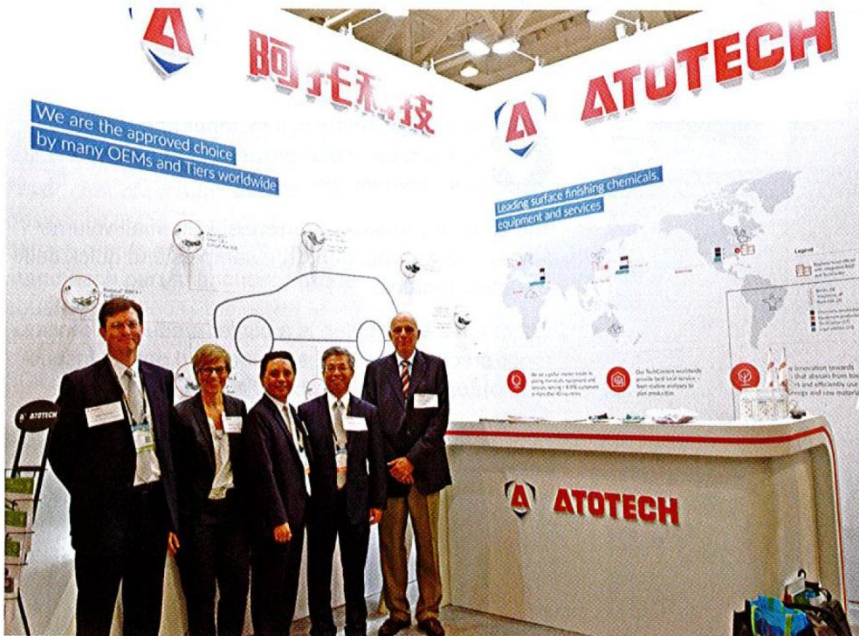
The system visualizes the procedure of making rivet nuts and provides a quick quality follow-up. The system has the ability to integrate products and information effectively, reflect and improve productivity.

Anchor Company Vice President Mr. Chang said that they use the system through the Azure clouding service to provide a collaborative platform from managers to plant personnel. Key messages are sent to employees at various levels, productivity conditions are synchronized, and it is aimed at preventing late delivery of information among users. To produce high value fittings, the system integrates other intelligent control methods for the entire factory.

Since 1986, Anchor has been producing high quality fasteners for the construction, automotive and electronics industries for over 30 years. Besides its headquarters and plants in Taiwan, Anchor Fasteners also has its own plants in Vietnam and China for strengthening its marketing approach worldwide.

Anchor's product range includes a variety of concrete anchors, rivet nuts, rivet fasteners, lock bolts, locking rivets and special fasteners, depending on customer specification using iron, stainless steel, brass and aluminum. ■

Atotech Met the Fastener World in Taiwan



Atotech, a global leader in the complex World of plating chemicals, equipment and services presented next generation surface finishing technologies for fastener applications at the Taiwan Int. Fastener Show.

From April 10-12, Atotech showcased a cross-section of the unrivalled portfolio of products for zinc and zinc alloy plating, zinc flake coatings as well as combined solutions meeting even the toughest industry demands.

International fastener and corrosion protection experts shared their insights into state-of-the-art corrosion protection technologies, current and upcoming market requirements as well as technology trends. ■



President Mr. Gertjan van der Wal



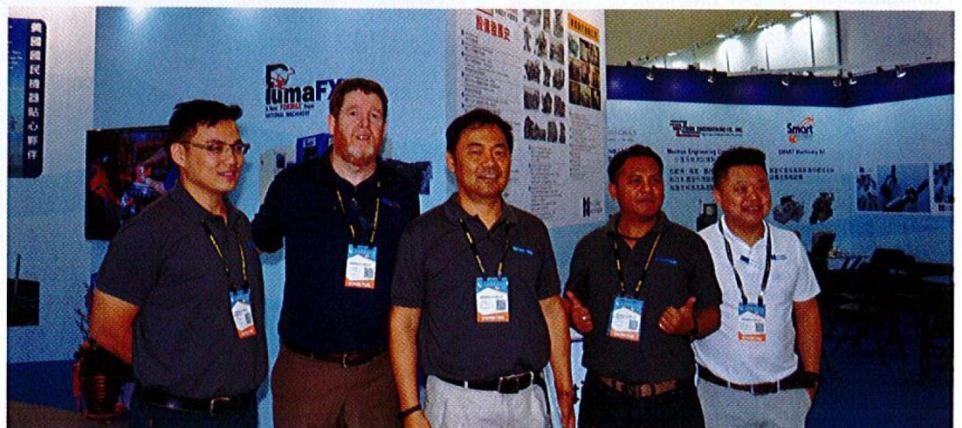
Global Product Director Mr. Neil Patton

NUFAST Offers Best Quality Service For Automotive Industry

Taiwan - Kaohsiung located Nufast Logistics Co., Ltd. is a professional fastener manufacturer certified with ISO 9001, ISO 14001 and TS-16949.

Product range includes all types of weld nuts for automotive industry besides prevailing torque nuts, nuts, conical nuts, studs and other special parts.

Nufast supplies over %85 to automotive industry with quick response service, low cost learning and achievement, customized free of charge package and label service, free of charge sorting to 100M pcs above with its experienced hard working staff. ■



Cheerson Manufactures and Provides Complete Solutions for Rivets

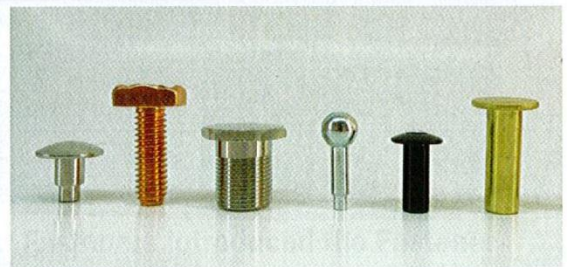


Max Wu & Nicole Wu

Cheerson Industry is a fastener and technology manufacturer that provides rivet, screw and fastener solutions and services.

The company makes difference with small-volume large-variety production, free samples and quick delivery opportunities.

Cheerson's action plan is a bigger production facility, more precision machines, automated optical inspection, autopacking and robots. ■



Successful Presentation from LU CHU SHIN YEE at Taiwan Fastener Show

Lu Chu Shin Yee Works products were exhibited at their environment friendly booth, decorated with live flowers and plants, at the Taiwan Fastener Show on April.

The company is producing fasteners in multiple categories including screws, nuts and customized products from extreme small sizes to large. Completed stock for standard parts, production and delivery are coordinated by factories in Taiwan, China and Philippines.



Lu Chu Shin Yee is equipped with completed management system, advanced testing equipment and international quality certificates.

More than %90 of the sales are export to Europe and USA but Lu Chu Shin Yee Works Sales Manager Mr. Bonus Wang indicated that they hope to develop new business from other regions as well. ■

SCF Introduced The Latest Innovations at Taiwan Fastener Show 2018

Shuenn Chang Fa enterprises Co., LTD introduced a concept of creation in fastener design by using 3D printing, it helped clients and visitors understand each part's function. Anyone could easily modify the screw to demo its own design.

SCF is one of manufacturers producing length over 600 mm between M6 to M12. Since 1984 produces long screw from M3 - M14 up to 1000mm based on customized design. 99% of the fasteners are produced in house and the current capacity is around 1,000 tons per month.

The company started industry 3D software on 2007 and in 2014 started 3D Printing. ■



Executive Assistant to President Tony Chun-Te Chu

Your Choice Fasteners & Tools Co., Ltd.



A well-known and professional construction screws manufacturer and exporter in Taiwan.

Vice General Manager Ms. Jessica Huang indicates that in past 10 years, almost 60% of the revenue came from indirect sales through Trading companies. In current 5 years, their revenue reach 70% almost came from direct sales that have devoted to extend direct business through participation in world fastener fairs from Germany, Russia, USA, Spain and Taiwan.

In order to compete with competitors from Taiwan and oversea countries especially China, they have devoted themselves on the design and development, manufacturing and sales of self-drilling, tapping and construction screws. The quality system of 'Your Choice' is certified by ISO 9001 system. ■

Interview with TAITRA (Taiwan External Trade Development Council) President & CEO Mr. Walter Yeh

We Expect 15% Increase in Exports of Fasteners for the year 2018



During our visit in Taiwan for the Taiwan Fastener Show, we had the opportunity to talk with Mr. Walter Yeh, the president of the Taiwan Foreign Trade Development Council, about the Taiwan Fastener Industry, international trade relations and TAITRA's activities in this area. We are happy to share this information with you.

Can you tell us about the Taiwan Fastener Sector?

W.Yeh – Taiwan's total exports are rising rapidly and we expect exports in the fastener sector to rise as well. Taiwan's total exports share of the Fasteners is 4.3 billion US Dollar. According to last year's data, an increase of 30% in exports of fasteners has been determined.

The increase in the first three months of our total exports has been reported as 11% and for fasteners it is expected to be 15% for the year 2018. The proportion of the fasteners produced for the automo-

tive industry has reached 35% in total fastener production.

What incentives and practices implemented by the Government of Taiwan to support and improve production and exports in fastener industry?

W.Yeh – Our government has a department established to develop support and incentives. The institution develops projects to drive the producers' products to a higher level. And after production, TAITRA and the Foreign Trade Bureau support activities to help to find markets and export products. TAITRA has offices in 61 overseas countries and sup-

ports the promotion of this industry all over the world.

Do you think that the customs tax regulations that the US wants to apply to China will also affect Taiwan?

W.Yeh – According to our statistics, we do not think we will be much affected. We know how to respond and how to take precautions. Our export value has increased to 4.3 billion dollars from 3.8 billion dollars. Exports of Taiwan's fasteners are concentrated on higher quality and value products. Our fastener exports average value per kg is 2.7 USD while China's average is 1.7 USD.

What is the position of the fastener industry in Taiwan's total trade?

W.Yeh – Fasteners are an important sector for us. Taiwan's total export value is about 318 billion USD, of which 4.3 billion USD is covered by the fastener industry, which corresponds to 2%. In this sector, over 1,350 producers in Taiwan are creating a wide variety of job opportunities and contributing to the economy.

Where do you see the fastener industry in the next 5 years?

W.Yeh – The Taiwanese industry is rapidly evolving and government policy is promoting 'Smart Manufacturing' such as the 4.0 industry. At present 80-90% of the current production is done with machines, but the process of transition to smart production continues and we are making progress. This will be the trend for the coming years.



► How TAITRA supports fastener industry?

W.Yeh – TAITRA organizes events for the fastener industry as it is in this trade show. Through our overseas offices, we facilitate connecting with foreign importers and promoting manufacturer's products. We help them to find customers from all over the world through travels and meetings we organize. For example, we have organizations in Italy and Spain to promote the manufacturers that supply the automotive industry. We participated in the trade show in India and introduced our producers by visiting the city where the automotive industry is dense. Likewise, we plan to organize visits to automotive manufacturers in Japan. To meet foreign customers, we organize one-on-one meetings as we attend many important fairs in Japan, Germany, and America. Not all small and medium-sized companies can reach everywhere by their own means. We provide the support that they need in international marketing. As TAITRA, we are trying to support them by establishing connections with local partners, exporter associations, distributor associations, trade chambers.

Do you think the trade show is contributing to the growth of the Fastener Industry?

W.Yeh – Considering the exports are extremely important for this industry, this show is especially important for the international market. Attracting some 2.200 foreign and 10.000 local visitors also offers many opportunities for industry firms. 93% of the total production is exported and only 7% of the total is assessed in the local market. Trade meetings hosted 61 heavy-weight buyers this year.

What plans do you have for the future?

W.Yeh – We want to provide digital services where all information is easy to access. For example, if you want to find out about all the companies operating in the fastener industry of

any country, TAITRA will provide this information digitally. Maybe in the future, you will also be able to visit a Taiwan Fastener Show online. Of course, face-to-face meetings are important and reaching all the information before visiting the show will save you time.

We see that China is now more focused on quality and does China's competitiveness worry you?

W.Yeh – We were aware of these challenges before. We are aware of our limits and choose niche markets and always improve ourselves. We prefer to work hard for niche markets instead of for the ones that are huge and stronger for us. One of the reasons for the Taiwanese industry to survive and grow is to produce unique products. Because our most important export products consist of auto parts, functional textile and petrochemical products we have potential and strength to survive. Taiwan can survive in different industries but we have to find our niche. We take the model of the small but advanced technology producing countries like Switzerland or the Netherlands. Certainly, there will be challenges and competition, but all these are the factors that will trigger us to advance faster.

What are your thoughts on Turkey's fasteners market and trade relations with Turkey?

W.Yeh – Turkey is a very important market from a different angle. In machinery, tools, and fasteners, Turkey is ranked 3rd in the world after China and the US. Particularly strong in the automotive industry Turkey is an important partner for us. TAITRA has an office in Istanbul and we are always in close contact with our Turkish partners. We invite many visitors from Turkey and are holding one-on-one meetings.

Which are the other important markets for Taiwan?

W.Yeh - Germany is our most important trading partner in Europe for many sectors including fasteners. Likewise, the Mexican market is also important for us. Mexico and through Mexico US are major investment destinations for Taiwan. According to statistics, annual export value to Mexico is 83 bln USD. The statistics of year 2016 indicates top 10 buyer countries as; China, Japan, USA, India, Germany in top 5, continuing with Malaysia, Vietnam, Italy, S.Korea and UK.

We thank TAITRA president Mr.Walter Yeh and his crew for the hospitality and the nice interview. ■



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