



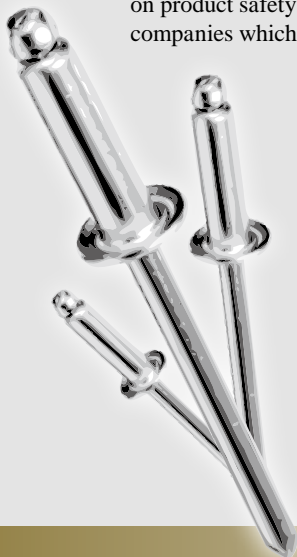
Focus This Month- Anchors, Rivets and Rivet Nuts Suppliers

According to the import and export statistics of Taiwan Customs for the period of Jan-June 2018, Taiwan exported more than 800 tons of anchors (HS code 7316) to the whole world, a growth of around 26% over the same corresponding period of 2017. If calculated by US dollar, in the first 6 months of 2018 Taiwan exported 2.85 million USD worth of anchors to the world, up 0.241% from the same corresponding period of 2017 (more than 2.84 million US dollars).

In addition, in the categories of rivets and rivet nuts (HS code: 73182300), Taiwan also exported more than 4,012 tons of these products to the world in the first 6 months of 2018, a growth of 4.8% over the same corresponding period of 2017 (3,826 tons). If calculated by US dollar, it also demonstrated a slight growth of over 1.965% compared to the same corresponding period of 2017.

All these show that the global demand for anchors, rivets and rivet nuts is still at the stage of stable growth.

In this feature report, we interviewed 3 Taiwanese and foreign companies, which have a wealth of experience and are specialized in the production or supply of anchors, rivets and rivet nuts. Their dedication to the innovation of products, focus on product safety in applications and effort in seeking for quality consistency of products are very good references for other companies which would also like to make improvements.



Featured Companies:

YANG HE TRADING CO., LTD.
HSIEN SUN INDUSTRY CO., LTD.
FRIULSIDER S.P.A.

High Quality and Customization

YANG HE Cares More About Safety of Products!

by Finnick Wu, Fastener World

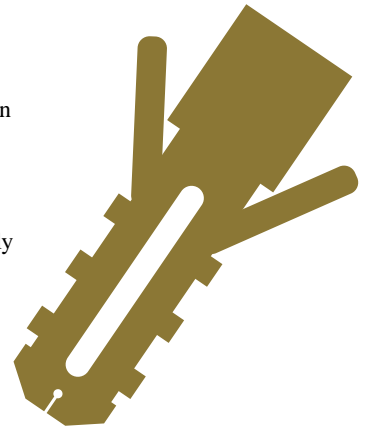


Yang He Trading Co., Ltd. established in 2009 specializes in production, packaging, testing and import/export of fasteners and hardware. Its products and service include self-drilling screws, point tail screws, SEM screws, machine screws, washers, nuts, anchors, collated screws and hand tools as well as product development as per professional user's request. Holding the spirit of offering high quality products and service, Yang He with its professional manufacturing technology has its products (e.g. DIN, ANSI and many other standard or customized parts) processed and controlled with very high quality standards, offering end-users the best quality. Its products are mainly supplied to utilities hardware and household relevant industries and have been successfully sold and exported to Latin American market.

A Complete Range & Fast Customizing Service and Innovative Development

Yang He offers a complete range of product portfolio in materials as per customer's request. Its anchors can be supplied in plastics (e.g. nylon, PP, PE, ABS, etc), zinc alloy, iron and stainless steel; rivets can be supplied in iron, aluminum, and stainless steel; rivet nuts can be supplied in any metal and can be treated with electroplating finishes. In addition to a complete range of sizes, Yang He can also customize or innovate products for customers. Also, it collaborates with manufacturers whose products have been certified to carry out mass production of regular products.

According to Yang He, "We accept any quantity of orders from customers and will definitely do our best to meet their needs. The quality of products offered by our associates is stable and the supply & delivery is on time; What's the most important is our professional manufacturing associates all have a wealth of experience and knowledge of properties of materials and product functions. Hence, if any customer requests for new product development, we are able to quickly provide professional suggestions and solutions."



Caring About Safety of Customers Using Its Products

Yang He's Anchors are All Included with Operation & Safety Instructions

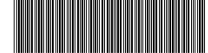
With 20 years of experience in the industry, Yang He is not only very careful about service it provides, but is also very concerned about the safety of its products in practical applications. To ensure safety of customers while using its products as well as the environment, every piece of anchor supplied by Yang He is all included with instructions for use, maximum load and many other safety relevant information. In regard to quality inspection, Yang He's products must be all tested or examined from material approvals, IPQC, size measurement of finished products, tensile strength, mechanical properties, to anti-rust performance, etc. Its products can be also processed with different plating or coatings based upon applications and demands and can be packed in various and customized ways. In terms of product improvement and development, Yang He is also working with suppliers to design new products and introduce new ideas to customers. It can develop products with new functions or new design as per customer's application (e.g. materials used at the fastened area or environments where products are used) and can help customers choose the correct mating screws or threaded rods and offer them the most suitable safety instructions.

Continuous Focus on Innovation, Consistence, Profession and Customization

Considering future plans, Yang He will be active in developing new products on the basis of its current regular ones and will try its best to make the safety instructions for products more informative and complete. It will also continue to hold the spirit of technology innovation, stable quality, punctual delivery and professional customizing service to seek the sustainability and stable growth of the company. Yang He's professional service provides you with reliable quality.



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Stressing on Anchor & Nut Quality Hsien Sun Industry Meets Client Requests with High Efficiency



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

Hsien Sun is a professional nut makers specializing in construction anchor nuts and special nuts. It started off producing bicycle nuts, and then began to produce various anchor nuts and customized special nuts through its accrued experience and technology to cope with increasing domestic and overseas demand. With a factory spanning the area of 3,967 square meters, Hsien Sun has expanded its product line to various steel and stainless steel anchor nuts. On clients' request, it can provide other types of screw and turning parts.



Focus on Nuts Used for Anchors

Direct Forming Technology Brings Price Advantages

Anchors are made up of various fasteners such as screws, washers, nuts, tubes and plastic parts produced from different manufacturing processes. Among those fasteners, nuts are one of the indispensable types of components. If European manufacturers were to produce special anchor nuts by themselves, they would normally have to make them by turning, but this type of machining costs more and produces so little that it cannot meet clients' demand for low cost mass production. Hsien Sun tackles this problem by adopting direct forming of nuts to save the time and cost from secondary processing and shorten lead time. This not only meets clients' demand for fewer cost but also greatly increases price competitiveness. Additionally, the company helps clients apply for ETA certificates.



Sales manager Julia Tsai said, "Our products apply to the construction, automotive, public construction, tool and machine industries. Most of our clients are from Western Europe. We have many years of experience that helps us deliver quality products trusted by our clients, so over the past 40 years we can establish long-term relationship with them. If the client can provide complete drawings before placing an order, we can comply with their requests on material, specification and strength at our best. We can even find out the flaws in clients' designs and offer complete advice."

High Product Stability Reducing Client Complaints

To save cost, many buyers would choose inferior products that in application will create substantial risks for clients. This will result in troublesome client complaints. Julia said she was not concerned about low price competition because the company only adopts high quality materials. Stringent ISO9001 manufacturing process and well-mastered manufacturing technique enable the company to produce every batch in high quality and stability. Julia stressed, "With our products, clients can rest assured of product quality with no concerns about issues caused by low quality." Hsien Sun is open for technical consultancy with clients and this service is the competitive edge that we are proud of."



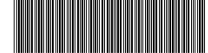
Over the years, the company has been a top performer in manufacturing process. It has well-maintained nut formers and tapping machines in the factory. Furthermore, to stay up to date with product update, it invested quite a fortune in new threading machines and optical sorting machines that can suppress defection rate and foreign matter to under 25ppm. Apart from the manufacturing process in the factory, Hsien Sun collaborates with qualified partners on electroplating, and all electroplated products returning to the factory will go through quality inspection.

Differentiated & Flexible Service

"The amount of red tape to process a purchase request in a large company would be overwhelming, but Hsien Sun's service in contrast is more flexible. Take urgent orders for example, we can communicate with clients to find the best solutions for them under reasonable conditions. Hsien Sun services its clients to meet their demands and continuously improves technology and maintains quality to keep acquiring certificates. It hopes to gradually tap into Latin America and other markets in the future while retaining competitiveness in the market."



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Seismic Certified Anchors for Every Construction Site

FRIULSIDER Releases New “ATS-EVO Heavy-duty Safety Bolt”

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

The globally leading safety fixings brand, Friulsider S.p.A., specialized in design and manufacture of in-house safety and innovative fixings (incl. metal anchors, nylon plugs, chemical fixings, self-drilling, self-tapping screws, wood fixings and bolts), has recently expanded its product portfolio with “ATS-EVO”, the self-developed high performance heavy-duty bolt for critical construction applications with high safety concern, to meet all demands and trends of the global market.

Heavy-duty, High Shear Resistant and of True Italian Quality

With half a century experience and dedication to the industry, Friulsider has confirmed its role as a leading international reference in safety fixings and its current release of “ATS-EVO (S/B/SK)” also revealed the entire team’s effort to promote the culture of complete quality certified product safety through eco-sustainable technological innovation.

“ATS-EVO” is a new type of heavy-duty safety bolt developed by Friulsider’s engineers in the smart fixing factory in Italy, particularly for the use in concrete and solid stone, which is very suitable for the installation sectors like electrical, facades, fixing machinery, hydraulics, metal carpentry, scaffolding & shuttering, structural fixing, etc. and can be easily installed within just four steps. This innovative product features various advantages in applications including dynamic & seismic loads, high shear resistance and screw grade 8.8. In addition to impressive top performance, this type of bolt has been also successfully proved to meet all requirements of CE ETA 10/0423- OP.1 and Seismic Performance Category C1/C2.

“Avant-garde is the key word,” says Marketing Manager Mr. Andrea Tondon. “From 3D CAD design to laboratory tests, we are equipped for the entire ETA procedure on any type of base material. We have 120 production machines dedicated to the 4 product lines (metal/plastic/chemical fixing, self-tapping/self-drilling screws, wood fixings and bolts) to European certifications for construction and industrial use, including seismic risk.”



Distribution in 30+ European Countries and Commercial Coverage in 70+ Countries

Over 35% of Friulsider’s sales is generated from export and the number is still expected to increase in the near future. Friulsider now has a stable distribution in over 30 European countries as well as commercial coverage in over 70 countries worldwide. With continuous investment in the field of safe fixings, the R&D department has developed a complete range of seismic certified anchors with top performances, which are esteemed all over the world on construction sites for their exceptional safety features.

Mr. Tondon added, “Our leading position can be mainly attributed to the synergy between our planning/production capacity and marketing management. In order to consolidate our firm presence in this field, we will also continue to aim at maximizing the flexibility of our design, product and service, for the satisfaction of each customer.”



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