



## Editorial: Time to Make Improvements and Expand Business Globally While Challenges are Ahead

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### What Would be the Next Step of USA-China Trade War Remains a Great Concern of the Global Fastener Industry

The additional tariffs imposed by the world's two largest economies, China and USA, on thousands of products exported from each other since 2018 have made the whole world tighten their nerves. Uncertainties in the market continue to hold back enterprises from making investments and make companies interested in expanding business globally worry about the impact the world market may bring. There are, however, some enterprises extending their business reach continuously through acquisitions and mergers, as indicated in the article by Richard P. Hagan "Fastener Company Acquisitions Completed During the First 9 Months of 2018". Some fastener associations' presidents noted whether the USA-China trade war will result in positive or negative influences is still uncertain, so what the industry should focus on at this moment is to enhance self-competitiveness, strengthen presence in multiple markets and international collaboration. Through our interviews with fastener association presidents in 2019 Buyers' Guide, readers could get further understanding of the current development of the fastener industry in specific countries/regions facing challenges from the USA-China trade war.

### Whether There are Too Many Fastener Shows in China or Not?

So many different show organizers have launched their fastener or hardware shows in China in recent years. Sometimes a new similar show was open again soon after a show was just closed, which makes enterprises with limited budgets and employees not know which show would be the best to attend and which one could create the most effective promotion result for them. As far as the Author is concerned, it is perhaps the best way to give only one show dedicated to fasteners and hardware at international level in China and have all the other similar shows focused on their respective regions at a local level. In addition, different shows dedicated to similar exhibits or industries should be fully integrated, in order to pave a right way for the future healthy development of relevant industries in China.

### ISO/IEC 17025:2017 and CQI-9/11/12 Sessions Co-organized by Fastener World and Mr. Billy Liu Expected to be a Great Success Again

Continuing the enthusiastic attendance of nearly 200 registrants in 2017, four sessions co-organized by Fastener World and Mr. Billy Liu on respective topics incl. the revision of ISO/IEC 17025:2017 and CQI-9/11/12 scheduled to be held on Nov. 26-29 are now open for registration. Different from other theory-oriented sessions, ours will be particularly focused on practices and corresponding solutions.

### 2019 Fastener World Buyers' Guide is Available Now. Have You Reserved a Seat with Us to Connect to the World's Fastener Business?

Dedicated to fastener business for 30+ years, Fastener World once again released this November its latest 2019 Buyers' Guide, a globally known "fastener supplier directory." This Guide is a combination of hundreds of superior quality fastener manufacturers as well as newly added relevant suppliers. Printed magazines and online Fastener World B2B platform will both contribute to the seamless connection between buyers and sellers worldwide. Also, the Guide will be handed out at major fastener shows in 2019, such as those in Stuttgart (Germany), the Middle East, India, China, Thailand, USA, Mexico, Poland, S. Korea, Egypt, Vietnam, Indonesia, etc., in order to build for advertisers a globally covered marketing network.

### Feature Reports- Industry Leading Companies Demonstrate Their Strengths

Featured in this issue are high quality punch tools (SHENG LONG), innovative screwdriver developer (Baohui), European advanced fastening solution provider (Bossard) and wire supply giant (New Best Wire). Through a series of interviews with these companies, you are able to get a closer look at their unique corporate/process/logistics management, innovation & development and proactive strengths & strategies.

### Associations Think Highly of New Generation Takeover and Social Responsibility

That fastener businesses are gradually taken over by new generation has not been news anymore, but how these new generation could successfully lead their businesses to a new future has become an issue many fastener enterprises should be active to deal with. For example, TFTA just held a two-day event for new generation, which further facilitated the experience exchange between the senior and new generation. In addition, the 5566 Golf Team of TFTA also paid a visit to an education and nursing institution, which greatly showed the consolidated unity of association members and their interest in doing kind and charitable things.

### Conclusion

With the advent of 2019, remember, U.S. additional tariffs against certain imported Chinese products will be raised from the current 10% to 25% starting 01/01/2019. When this comes into effect, new turmoil will definitely emerge and relevant industries will face more stringent challenges, pushing those industries heavily relying upon trade between these two economic powers to a more undesirable pressure level. Regardless of whether other countries will also launch a new trade war, what the industries should focus on at this moment is: If they still "put all eggs in one basket," it'll be more difficult for them to do business in future days! Instead, they should diversify their market portfolio, enhance self-competitiveness and demonstrate uniqueness in order to get through all tough challenges and be a true leader.