



Taiwan Int'l Fastener Show 2018 FASTENER WORLD INC. Becomes the Most Focused Exhibitor Again!

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



The biennial Taiwan Int'l Fastener Show took place again at Kaohsiung Exhibition Center on April 10-12, 2018. This is the only one B2B show in Taiwan particularly dedicated to related fastening products, technology and service. The main exhibits included: automotive fasteners, aerospace fasteners, construction fasteners, machinery fasteners, precision instrument fasteners, IT fasteners, material supply, fastener manufacturing machinery, fastening tools, inspection devices, etc.

In the 2018 edition, 415 companies registering 1,107 standard booths in total came to exhibit their latest fasteners, machines, technology, service and various fastening solutions. **Fastener World Inc. once again became the most focused exhibitor at the show to offer industry professionals quick, efficient and a complete range of fastener purchasing info and suggestions through free dissemination of magazines and e-books.** Many domestic and foreign buyers noted, "Fastener World did help them get complete info regarding Taiwanese and overseas fastener suppliers and those publications handed out from Fastener World's booth also made their purchasing in Taiwan much easier! Some visitors experiencing Fastener World's online B2B system onsite were even impressed by its business matchmaking efficiency."



Fastener World's correspondent at the show noted, "According to the organizers, the top 10 countries where major buyers were from in the 2018 show were: China, Japan, India, USA, Germany, Italy, Malaysia, Vietnam, S. Korea and Thailand."

Several activities were also held concurrently during the show, which included: "Seminar on Upgrading Taiwanese Fastener Industry with Smart Factories", "Global Fastener Summit", "Welcome Gala Dinner", "Orientation of Purchasing Strategies held by REYHER", "Seminar on Business Opportunities of Indonesian/Indian Fastener Industries", "Global Fastener Talent Matchmaking" and "One-on-one Business Matchmaking". The 2018 show drew 33,681 buyers and industry professionals in attendance.

The next show will take place in 2020.









TAITRA secretary chief Mr. Walter Yeh



Invited Guests

Global Fastener Summit 2018 Touches on New Trend: Automotive Boom, Lightweighting, Cross-industry Alliance, Boundaryless Coopetition

by Dean Tseng, Fastener World



TIFI chairman Mr. Tu-Chin Tsai



EFDA president Dr. Volker Lederer



Geoff Budd, TR Fastenings' director of the Europe region

Taiwan International Fastener Show held Global Fastener Summit 2018 on its opening day. The Summit centered on the topic “Taiwan Based, Globally Known”, inviting Taiwanese and overseas experts of the industry. The event unveiled with the opening remarks by **TAITRA secretary chief Mr. Walter Yeh** and **TIFI chairman Mr. Tu-Chin Tsai**. Taiwan’s total fastener export to the world reached USD 4.3 billion last year, up 13% from the previous year. In light of this, Mr. Tsai said he was pleased to welcome the invited dignitaries to gather at the Summit in Taiwan delivering the development on global trends and industry analysis.

The first speech with the title “Fasteners in the EU Automotive Industry” was given by **EFDA president Dr. Volker Lederer**. He said assembly facilities today do not have warehouses and that inventory is held directly on the assembly line, sufficient only for a few days’ production. The responsibility for ensuring timely and accurate supply of fasteners, and many other so-called C-parts, now increasingly rests with distributors. Vendor Managed Inventory is crucial for the efficiency of many European industries. For Europe’s leading wholesalers and distributors, it means the following capabilities: vast, highly efficient, automatic warehouse operations; holding millions of euros of inventory; deploying sophisticated location and picking systems; automated packaging operations; dispatching hundreds of cartons or pallets every day. Today many distributors have dedicated engineers. Furthermore, more and more industrial fastener users demand close to zero-defect supply. Next, Volker briefed the audience on statistics indicating that the European GDP grew 2.4% last year breaking the record for the past decade. The economic performance for the start of this year was better than expected. The European automotive industry in particular takes up 20% of the world’s total automotive production. EU remains the second largest automotive producer of the world, achieving a minor growth to 28 million units of vehicles in 2017. In the EU countries, France grew 6.9% in vehicle production and Italy grew 4.2%, whereas UK was down 3%, Spain down 2.7% and Germany down 1.8%. The largest client for the European fastener industry is the automotive industry (taking up 30% which translates to 3.5-4 billion euros), followed by the construction industry (20%) and aerospace industry (15%). The top 4 fastener selling countries in Europe are Germany (3.4 billion euros), France (1.9 billion euros), UK (1.5 billion euros), and Spain (1.1 billion euros); the total European fastener sales amounts to 15 billion euros while fastener distribution amounts to 10 billion euros.

Geoff Budd, TR Fastenings’ director of the Europe region, made a speech titled “Specialization and Focus: The Keys to Success in the Automotive Fastener Sector” where he mentioned he was impressed and amazed by the highly integrated and concentrated up and downstream of Taiwan’s fastener supply chain capable of maintaining supply of high quality fasteners. He noticed the growing number of Taiwanese manufacturers doubling as traders, as well as the growing emergence of traders that come with their own manufacturing plants. He was optimistic for Taiwan’s foundation and advantages in automotive fasteners supply.

Vissart Europe CEO Eren Celikoglu introduced the functions of Prismefix in his speech “Automotive Fastener Market”. Prismefix is an independent corporate association dealing with assembly products as well as bolts and screws distribution. It is also one of the founding members

瞬時·領航

2018全球扣件高峰會 2018 GLOBAL FASTENER SUMMIT

搶先掌握國際趨勢及產業脈動，
促進全球扣件業的交流與合作契機。



Q&A Session

of EFDA. Its aim is to gather French independent fasteners and C parts distributors that are growing in numbers. Its primary function is to provide communication, defend the rights of distributors, and collect technical and legal information for members.

Mercedes-Benz engineer Akramullah Aminy explained the best solutions for the uptick of automotive lightweighting and automated assembly in his speech “New Practice-oriented Approach for Setting and Determining the Coefficient of Friction”. According to McKinsey’s research, the use of lightweight materials could bounce up to 70% by 2030. This uptick, however, is posing a new challenge on the automated assembly lines of automakers. The use of composite materials has made coefficient of friction vary a great deal, possibly disrupting assembly due to breaking screws during screwdriving, or resulting in recalls due to quality issues. To lower the challenge in assembling, over the years Akramullah has been studying bi-material or multi-material assembly, difference of property at the same material composition but different surface condition, as well as the difference between assembly with surface treatment and the one without it. The German automaker Daimler AG specifically developed a test norm called MBN10544 for fastener torque and clamping performance. He explained that fasteners’ (e.g., screws and nuts) surface must comply to the norms of coefficient of friction and possess corrosion resistance. Additionally, one has to specify test sequence and elaborate on boundary conditions to ensure consistency in test results of coefficient of friction.

Last but not least was **Rodney Teng, assistant to chairman of QST International Corp.**, who elaborated on the development of Taiwan’s automotive fastener industry in his speech “Automotive 2030- Taiwan Based, Globally Known”. Taiwan is ranked 22nd in the world chart for GDP performance, 18th for trade volume with the world, 5th for fastener production, and 2nd for fastener export. The automotive sector is already the world’s largest single application market for the fastener industry. Intense competition has made suppliers keep alert and simultaneously brought opportunities for fastener makers. Next, he indicated that the market is shifting to Asia. By 2030, the accumulated car sales of both North America and Europe will land at 40 million units, taking up 35% of the world’s total but less of a significant growth compared to 39 million units recorded in 2016. Car sales in Asia and other regions by 2030 will reach 75 million units taking up 65% of the world’s total and much higher than 45 million units recorded in 2016. He predicted that 90% of car sales in the future will originate from Asia and other countries excluding Europe and the U.S. He also predicted that EVs sales will reach 10%-50% of the world’s total by 2030, followed by autonomous cars at 15% and shared cars at 10%. 5G-connected cars are expected to bring 30% of revenue growth. Regarding the industry structure, the traditional automotive industry comprised various tiers and OEMs, but now this has evolved into a complex structure that suppliers and OEMs has been collaborating with technological giants, emerging automakers (Tesla, China-based OEMs), and emerging service providers (Uber, Didi) to bring about a change at origin in business models. He said the future market along with production, assembly, logistics, service and R&D will altogether shift to Asia. The future trend will be held by boundaryless cooperation, and new technologies will emerge everywhere with unlimited development. “The world is changing, and is going much faster!”



Vissart Europe CEO Eren Celikoglu



Mercedes-Benz engineer
Akramullah Aminy



Rodney Teng, assistant to chairman
of QST International Corp.

Snapshots from the show

BEST VIEW CO., LTD.

Specialized in offering global customers various fastener related equipment and tooling, Best View is also a sales agent of Hyodong Machine, Schwer + Kopka and AIRTECH21. In TIFS'18, Best View made a debut of its intelligent cold forming equipment, which could make quick die replacement and save time and which is easy to use, of high precision and stability, and with less labor and space requirement.



BRANKAMP MARPOSS

Subsidiary to the Italian Marposs Group, Brankamp offers smart process monitoring for forming technology (such as flat die & planetary roller, progressive header and boltmaker). It could help customers protect machines & tooling, monitor processing quality, shorten the time of machine halt, improve manufacturing procedures, increase productivity and reduce the cost of scraps.



JIAN HWA ENTERPRISE CO., LTD.

The automated 2 spindles reversible tapping machine demonstrated at TIFS'18 is especially suitable for processing nuts with unique exterior design and adopts Pitch Lead to ensure thread accuracy. This model is especially for markets with higher safety requirements (such as Europe and USA) and can achieve improved capacity, operating speed and service life. This machine has been CE certified. It also demonstrated another 2-spindle tapping machine with higher tapping accuracy and speed.



JENN TAI MACHINE ENTERPRISE CO., LTD.

Its products include machines for feeding, conveying, assembly, sorting, arraying and orientation. In order to solve the problem of "double ended parts could not be automatically oriented," Jenn Tai has developed the latest double ended stud orientation machine, which can 100% complete the orientation work and process 100 pcs per min. This machine has been adopted by many Taiwanese leading screw manufacturers and has been successfully sold to Germany.



SAN SHING FASTECH CORP.

The world's largest steel nut manufacturer has focused more on the development of higher-technical-level automotive fasteners in recent years. Its annual production of nuts reaches nearly 75 thousand tons (6.6 pcs). 95% of its production is for export and its nut output represents 1/10 of the global output. Aside from nuts, its products also include washers, screws(bolts), wire processing, machinery and tooling.



MING TANG MACHINERY CO., LTD. / WEN YANG MACHINERY CO., LTD.

As an innovative bolt parts formers developer, Ming Tang exports 90% of its products to more than 30 countries (e.g. USA, Japan, Russia, India, Pakistan, Brazil, Kenya, Cyprus, Korea), Southeast Asia and Latin America. Its products have been CE certified and patented.



SHUENN CHANG FA ENTERPRISE CO., LTD.

It manufactures various standard and special screws and fasteners and can customize parts according to customers' demands. Its customers are mostly suppliers, importers, exporters and traders. Its annual production reaches 12,000 tons and the max. length of products is up to 1,000 mm, thus making it able to satisfy customers' demands for various specifications.



CHAN LIANG ENTERPRISE CO., LTD.

Main products include: self-drilling screws, roofing screws, thread forming screws, tapping screws, concrete screws, wood screws, plastic screws, particle board screws, drywall screws, machine screws, chipboard screws, etc., which conform to IFI, ISO, DIN, JIS, ANSI, ASTM, AS, BS standards. The monthly capacity is 700 tons. It is also ISO9001, CE and TAF certified.



RAY FU ENTERPRISE CO., LTD./ CHEN NAN IRON WIRE CO., LTD.



Ray Fu/Chen Nan are the manufacturer and exporter of various fasteners and steel wire.

They have their own fastener manufacturing plant, wire plant and packaging plant. The respective annual capacity of steel wire and fasteners is 60 thousand tons and 30 thousand tons. They have acquired certificates like ISO9001, TAF, ISO/TS16949, ISO14001 and CE.

SUPER CHENG INDUSTRIAL CO., LTD.

With 40 years of experience in fastener manufacturing, Super

Cheng's products include nuts, screws, bolts and threaded rods and have been expanded to include automotive parts and other special parts.

OSG Corporation

OSG is dedicated to manufacture and sales of screw taps and cutting tools. It offers the most suitable tools and processing ways to various manufacturing customers from industries like automotive, aircrafts, tooling. It has many service operations in Europe and USA.

**MAO CHUAN INDUSTRIAL CO. LTD.**

48 years of specialty in manufacturing surface-treated automotive parts in copper, aluminum, iron and stainless steel. Size within 0.15-8mm. 0ppm capability. Products made to clients' demand. Export 90% of products to European and American countries including Germany, Russia, Poland, and clients include Volkswagen. Offering one-stop service including production, die making, packaging and optical inspection.

**GOFAST CO., LTD.**

Being ISO9001:2008 certified, Gofast specializes in offering industrial fasteners and precision components to the global OEM market. Available materials: low/medium/high carbon steel, boron steel, alloy steel, stainless steel, aluminum, brass. It could also offer products treated with surface treatments or compliant to major automotive finish specifications.

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UNISTRONG INDUSTRIAL CO., LTD.

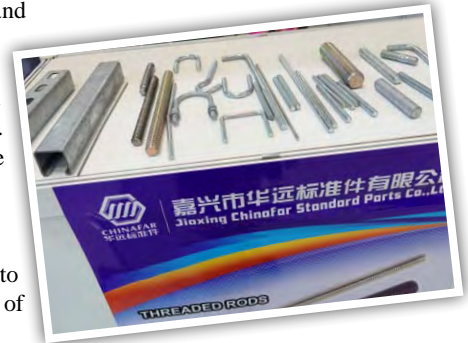
Service includes various machinery & tooling, fasteners and stamped parts. It is not only a trader, but also a provider of total solutions.

**FAST-ASIA SCREWS CO., LTD.**

Offering customized 2-150mm stainless steel, low/mid carbon, aluminum, copper screws that can be made to drawings. Focused on product quality and R&D capability. Products sold in Taiwan and overseas regions (mainly Europe). Providing one-stop manufacturing including production, post-processing, surface treatment, packaging, as well as OEM and design service.

**JIAXING CHINAFAR STANDARD PARTS CO., LTD.**

Manufacturing M3~M100 and 20~4000mm stainless steel, copper, electroplated, black finish, hot galvanized threaded rods of 4.8/8.8/10.9/12.9 grades. Large capacity. Short lead time (2 weeks at the fastest, 1-1.5 months on average). Price and quality oriented. International standards compliant. Looking to increase exposure and number of clients in Europe.

**TZE PING PRECISION MACHINERY CO.,LTD./
MAO CHIH TECH CO.,LTD.**

Tze Ping is specialized in manufacturing open die headers compliant to CE standards and its products have been patented in many countries. Machines of Tze Ping show 4 features: less material cost, less die cost, shortened secondary operation time and the capability of manufacturing products of unlimited length.

**WUXISHI WUSHI HARDWARE CO., LTD.**

Mainly providing stainless steel carriage bolts and threaded sleeves. Available in M5-16 (cold headed). Customized bolts above M17 and super-long bolts (hot headed) are also available. Founded in 2015, the company became a maker in 2015 and invested RMB5 million to increase capacity by 7 times in 2017. Exporting to the U.S., Europe and Southeast Asia. Actively looking for new clients.

**ALZIN COATING SYSTEMS CO., LTD.**

It provides the new generation XIOD coating technology, which has been patented in USA, EU, Australia, New Zealand, China, Taiwan and Malaysia.

UNIVERSAL STANDARD VISION TECHNOLOGY CORPORATION



Providing automatic optical inspection products, including the Telecentric Image Contour Measurement Instrument (TIMI) combining ERP and Big Data driven by Industry 4.0 technology. It adopts patented tri-lobular thread measurement system and has μ -grade measurement precision. It can instantly auto-measure 2,000 diameter records, perform 360-degree rotary measurement, has multiple geometric measurement functions, and supports auto-measurement script.

JINGGONG CONSTRUCTURE ANCHORS MANUFACTURER CO., LTD.

Specialty in developing, manufacturing and selling construction anchors. Products include sleeve anchors, expansion anchors, chemical anchors, mechanic anchors, threaded rods, self-drilling screws, drywall screws, chipboard screws.

Exporting to UK, Russia, U.S., Australia, South Africa, India, Saudi Arabia, etc.



MEGA LINK ENTERPRISES CO., LTD.



Dedicated to the supply of high quality industrial machinery and parts for automobile, fasteners and steel processing industries, Mega Link's products are mainly exported to Bangladesh, Denmark, Finland, Germany, India, Indonesia, Japan, Korea, Malaysia, the Netherlands, Norway, Russia, Spain, Thailand, Turkey, USA, etc.

TAIWAN CMC CO., LTD.

40 years of specialty in manufacturing self-drilling, composite, long-size and customized screws in stainless steel and carbon steel. Size: M3-14, 10-1000mm. Supplying Europe, the U.S. and Japan. Quality level at 0-5ppm. Providing heat/cold resistant screws compliant to Australian standard. Strengths: European, American and Japanese quality level and timely service.



YI-XIU INDUSTRY CO., LTD.

Rolling out the patented "ARC-6 Swing-Arm Screw Thread Rolling Machine" after a shift of role from screw OEM to machinery manufacture during the past 25 years. ARC-6 features: machine width 110cm only; only 1 pulley adopted; thread rolling dies move in a straight line; eliminating 2-3 times vertical force and pulley wear/tear; die life extended by 30%. Actively developing the Americas market.



HUNG-YIN ENTERPRISE

Providing quality-consistent straightening machines used on screws, automotive parts and hexagonal wrenches. Patented in Taiwan, China, S. Korea, Malaysia and Thailand. Advantages: Pairing with a continuous furnace, Hung-Yin's straightening machines reduce cost to 10NTD per kg, otherwise a normal long screw heat treatment would increase the cost to 30NTD as it requires manpower to insert the screw into a box furnace.



TITAN FASTECH LTD.

Certified to ISO9001, ISO/TS16949, ISO14001 and ISO17025, Titan Fastech is a good supply partner to customers with the demand for cold formed and machined parts. Its has service operations in Taiwan, China, Slovakia and Mexico.



ZYH YIN ENT. CO., LTD.

The world's main furniture screws bolts and nuts manufacturer. In addition to DIN and IFI standards compliant fasteners, Zyh Yin also accepts customers' requests for customized parts. Its products have been sold to N. America, Southeast Asia, Japan, Europe, E. Europe, South Africa, the Middle East and Australia.



FASTEN FIX CO., LIMITED

Specialized in the supply of blind rivet nuts, welding studs, cage nuts, blind rivets and self-clinching fasteners. Available materials: steel, stainless steel, aluminum and copper. Annual output: 2,500 tons. It has acquired the ISO/TS16949 certificate. ■

FastEn®