

Advanced Process Management

Zhejiang Excellent Establishes Complete Fastener Supply Systems

先进制程管理 浙江天开完善紧固件 供应链体系



Offering more than 6,000 items, Zhejiang Excellent Industries Co., Ltd. mainly produces carbon and stainless steel drywall screws, chipboard screws, self-tapping screws, machine screws, self-drilling screws, thread cutting screws, plastic anchors / plastic kits, metallic hollow wall anchors, washers, picture hooks, eye hooks, screw hooks, and stamped parts.

Incepted in 1997 as a small factory with an area of only 300 sq. m and 13 employees, the company has grown year by year, expanded the factory, and increased the number of employees, and in 2010 it officially moved to the current location in Haiyan, Zhejiang Province (China), with an area of 28,000 sq. m, and is now one of the leading fastener manufacturers in China with an annual revenue of US\$ 45 million and a workforce of more than 200 employees.

Fully Automated Production Lines with the Introduction of SAP and MES Systems

Zhejiang Excellent has 3 workshops for screws, injection molding and stamping to handle customer orders according to different product attributes, with monthly capacities of 800 tons, 60 tons and 80 tons respectively. In order to achieve better product quality and service performance, **Zhejiang Excellent introduced the SAP system in 2016 ahead of many Chinese counterparts, and has been introducing various automatic production and packaging equipment since 2018 to create a more complete supply system.** In addition, it is also capable of supplying exquisite DIY kits to major building materials providers, with sales of up to 120 containers per month.

Accurate and Fast Order Processing; 90% of Products Sold to Europe and the US

Zhejiang Excellent continues to demonstrate a high level of order processing efficiency with the aid of advanced process management. "By using the ERP system to help customers place orders quickly and arrange reasonable production schedules simultaneously, our colleagues in various divisions are able to process customer orders more accurately and efficiently. On the other hand, by integrating the 3D warehouse and MES system, our production has

become more digitalized and visualized, further enhancing product quality and production efficiency," comments Sales Manager Fang Xiang. At this stage, more than 90% of Zhejiang Excellent's products are exported to Europe, N. America and Australia, while sales in China account for approx. 10%.

OEM & ODM; The New Vietnam Factory to Become Operational Next January

Zhejiang Excellent has 20+ years of experience in OEM manufacturing and has got nearly 50 patents for product invention and design. **It has not only passed the ISO system, safe production and high-tech enterprise certification, but also has been awarded the National Technology-Based SME, Provincial Specialized New Enterprise, and Municipal Enterprise Technology Center, etc. The technical team is capable of providing complete product and packaging design services for customers,** and is regarded as an irreplaceable strategic partner by many customers.

"We provide customers with high-quality one-stop fastener/hardware sourcing and OEM/ODM services. The new factory in Vietnam is also expected to become operational next January. In the future, we'll continue to tap into the European and American markets, and work together with customers to face future challenges. We're convinced that we'll be able to make a big difference in the world of small screws," adds Fang. □

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T.K.[®] Excellent



Screw Workshop



Injection Workshop



Stamping Workshop



Laboratory

ONE-STOP FASTENER & OEM&ODM

FACTORY CODE: C851

AD RATE AT 39.6%



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D-ZM-21170-01-00

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PROFESSIONAL HARDWARE SOURCE



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China Fastener World no.68/2023 025