



LINKWELL

Stable Growth & Supply for Global Fastener Demand

順承穩健成長 供應全球扣件需求

by Dean Tseng, Fastener World

Founded in 1977, Linkwell has walked through 45 years and now into the 46th year. It was one of the pioneers dedicated in fastener trade back when Taiwan fastener industry was taking form. Extending to fastener manufacture and utilizing both roles as a manufacturer and trader, it is known as a one-stop fastener hub. Its assorted range of fasteners guaranteed with Taiwanese credibility and quality are supplied to the machinery, automotive and construction industries. Linkwell has manufacturing plants in Vietnam, Malaysia, Indonesia, Thailand, China and Taiwan, and a majority of customers from the U.S., Europe, and Japan.

Major Manufacturing Factories Overseas

The reason that it can be a reliable supply source for clients is because it is rooted in Taiwan and extends to Southeast Asia and China. All of its overseas plants support one-stop and streamlined production with stable quality, starting from material handling to production, processing, electroplating, packaging, inspection and delivery.

Each of Linkwell's plant is characterized as in **Table 1**. The Vietnam and China plants feature carbon steel screws (Vietnam: mostly small screws and self-drilling screws; China: mostly large bolts). The Indonesia and Malaysia plants mainly manufacture stainless steel screws (Indonesia: mostly standard screws; Malaysia: mostly special screws). The Vietnam plant began production 5 years ago and is now full-fledged with a full process from heading to threading, slotting, heat treating and electroplating completed under stringent quality control. This plant continues to gain additional orders. Each plant above comes with a feature and competitiveness that are recognized by buyers.

Table 1.

Regions	Malaysia	Indonesia	Vietnam	Pinghu City (Zhejiang Province of China)
Plant Name	Well Union Metal Sdn. Bhd	PT. Batam Well Industry	Viet-Screw Company	Fastwell Industry Co., Ltd.
Area	9,000 Sq m.	12,000 Sq m.	32,000 Sq m.	20,000 Sq m.
Equipment	42 heading machines 4 forming machines	50 heading machines 2 forming machines	70 heading machines	15 heading machines 10 forming machines
Monthly Capacity	180-200 tons	200-250 tons	1,200 tons	1,000 tons
Product	Mainly stainless steel (A2、A4、410 SS) screws and small screws. Self-drilling, chipboard, drywall, self-tapping, machine screws, and bolts below (including) Ø M10.	Mainly stainless steel (A2、A4、410 SS) screws and small screws. Self-drilling, chipboard, drywall, self-tapping, machine screws.	Mainly carbon steel and small screws. Self-drilling screws, chipboard screws, drywall screws, collated screws, self-tapping screws, concrete screws.	Carriage bolts (DIN 603), hexagon head screws, flanged bolts, machine screws.
Diameter	M2.5-M12	M2.5-M8	M2.5-M10	M2.5-M20
Length	4mm-150mm	4mm-150mm	12mm-320mm	6mm-300mm





BATAM WELL



VIET-SCREW



SUNNY HILL



WELL-UNION



FASTWELL

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Beginning in 2020, the market took a hit from the pandemic and was particularly at its lowest in April to June 2020. It started to pick up in July, and in October 2020, various industries were faced with clients' revenue spending. Prices of all materials and particularly shipping heightened. Everyone seemed afraid of the shortage and this phenomenon lasted for astounding one and a half years.

And then the fourth month of 2022 became a turning point. Clients had been overstocking, the prices were too high and the pandemic came back. Plus, with Russia-Ukraine war, market demand took a plunge and drastically changed the world's business. All material and shipping prices started to come down. (The inflation, however, is an existing fact and supposedly the price will not go down to the point it initially rose from.)

“Our only path in response is to change our structure to further automate production, lower operating costs, manufacture higher-value special products and enhance collaboration with clients so that we can work together to create a better future.” ■

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