

FASTENER EXPO

Returns to Las Vegas for Their 2023 Show

The International Fastener Expo (IFE), the largest North American B2B Expo focused on the Fastener industry, will be hosting their annual event October 9-11, 2023, at Mandalay Bay in Las Vegas. Attendees and exhibitors from around the world will come together under one roof to build new relationships and connect with peers, discover the latest products and solutions, and learn from experts about trends and newest technologies being used in the industry. IFE 2023 is expected to bring 650+ exhibitors to the Expo Floor representing a strong global fastener footprint; the 2022 show had exhibitors from 37 different countries.

This year's show will feature special events like the always popular golf tournament at the Bali Hai Golf Club, the fun-filled Welcome Reception at Mandalay Bay's Daylight Pool, and the honorary tradition of inducting the Hall of Fame award winners and Young Fastener Professional of the Year. IFE 2023 will once again be partnering with Fastener Training Institute to provide a full-day class "Fastener Fundamentals – The Nuts and Bolts for Fastener Professionals," led by FTI instructor, Carmen Vertullo.

An energizing keynote speaker will take to the stage to kick off the show presenting a highly relevant speech. Additional educational opportunities will take place throughout October 10 and 11 on the Expo Hall Session Stage, offering attendees strategic, forward-thinking knowledge on topics that included risk management, technology and digitalization, succession planning, fastener finishings, and more. A new educational format will be introduced at IFE 2023, Fireside Chats. These microlearning sessions will provide the audience with engaging and interactive interview-style discussions.

IFE 2023 will also provide attendees and exhibitors with the official mobile event app and "smart" matchmaking technology, IFE Match.

Registration is open from Thursday, June 1. Visit https://fastenershows.com/you-cant-miss-ife-2023-fti/ for updates and complete details.













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Taiwan **Exhibitors**

October 9-11, 2023

Mandalay Bay, Halls E & F, Las Vegas



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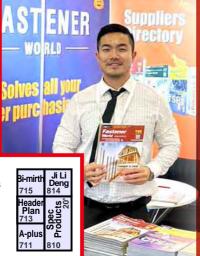
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INTERNATIONAL FASTENER EXPO

643

Rexlen Corporation is a Taiwan-based fasteners supplier with over 40-year experience since 1977 and headquartered in Kaohsiung, Taiwan. Rexlen Corporation is able to offer a wide variety of fasteners and special parts according to customer drawings, including forged parts, casting parts, stamping parts as well as turning parts. It also produces SAFETY COMPONENTS related to the airbag inflator and automotive systems.

Over recent years Rexlen has experienced continuous growth in sales, which the company says is primarily down to its continuous improvement within its product quality, as well as the long-term relationships it has with its customers.

"We are dedicated to providing products that not only meet but exceed our global client's requirements," states Rexlen. "A key factor in ensuring this quality is our fully equipped quality control laboratory, which was certified in 2005 and has helped broaden our offering and services, while ensuring the highest products quality and meeting worldwide specifications."

To ensure its laboratory being able to carry out all the necessary tests and procedures, Rexlen has increased its inspection equipment, with the introduction of a wide variety of machines including a spectrometer and a coordinate measuring machine.

A specialty of Rexlen is its ability to manufacture customized fasteners and work with customers from the North American and European markets, in a variety of industries. It creates an Advanced Product Quality Planning (APQP) process for every order, with its engineers monitoring every production process to ensure the quality meeting all customer requirements. It also has a strong research and development team, who have a significant amount of experience within the fastener field, enabling it to develop new products and processes."

It has been in the fastener sector for more than 40 years and has accumulated technical experience in a wide range of different end-use industries. Its relationship with customers is built on friendship, mutual trust and support, it is not just about business. It is ISO certified and its lab is TAF/ISO 17025 certified. Its factory is ISO & IATF 16949 and Lab A2LA certified. With its ISO and TAF accredited laboratory, it not only strictly monitors its own manufacturing, but the entire supply-chain, which means its customers can be confident that every product they receive from Rexlen is with excellent quality.



Email: marketing@rexlen.com.tw

Ad at page 14

It also provides an innovation solution at process improvement to provide its customers with QUICK DELIVERY, HIGH QUALITY and VERY COMPETITIVE PRICE than they have ever procured. It is dedicated to providing products to meet or exceed its global clients' requirements.

Article provided by Rexlen

Jin Ta Trading- Cold Forging Technology

Improves Product Safety



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he design and manufacture of automobiles are changing day by L day, and every year there is impressive performance. Although screws and nuts used in automobiles are small accessories, they also play a significant role and there is no room for compromise in quality requirements. Accordingly, Jin Ta has been pursuing newer and more stable production methods in order to meet customers' requirements.

Although screws and nuts are only small parts of automobiles, they often have little stories behind them that you can't forget, and contain the wisdom and ideals of engineers that we deeply admire. Jin Ta would like to thank the engineers who participated in the development of these products and share the little stories of the development of these two products.

These two products were developed together with one of our European customers in 2015 and were originally produced by stamping. Although the samples were quickly confirmed, the quality condition of "chips" and "incomplete thread" occurred during mass production. In response to this condition, we had been improving our dies, but still could not effectively prevent the occurrence of chips and incomplete thread. Although manual sorting can sort out products with chips, according to our internal study on the relationship between chips and safety, we believe that chips and incomplete thread have a close relationship with product safety (if you are interested in this point, you can contact us to exchange and explore together). We also sought the help of European and Japanese makers to help us develop dies, but regrettably, the chips still could not be effectively improved.

These quality conditions had been bothering us for a long time, and every time we saw news about an accident caused by a faulty part, we felt sad, too. The products made by stamping were qualified and customers could accept the products we sorted out, but there were requirements for tensile strength, which was also related to safety, and there was no way to sort out whether products could be stable or not. After discussing with our customers and considering the safety of stamped products, we then "stopped" the production of these two products by stamping in 2021 and turned to develop them by "cold forging" with the use of 24B6 cold former, and at the same time, we had a series of discussions with European, Japanese and Taiwanese makers to design dies. Since there had never been any successful case of these two products in the nut production industry, making it a great burden in terms of time and money, but in March 2022, Jin Ta finally succeeded in developing the world's first cold forged nut.

We also conducted a series of tests on new samples and found that the problems of chips and incomplete thread could be 100% improved and the pulling force could be strengthened to over 100,000N, effectively improving the safety of products. After the tests were completed, it was found that the products using cold forging were more in line with the original designer's concept and requirements, so the mass production began in January 2023 and shipments began in February of the same year. So far, all customers who have used the new products have highly affirmed the safety of products. Cold forging is 100% effective in improving chips and increasing product safety, as there is no room for compromise on safety.

Although Jin Ta is a small factory in Taiwan, we have gained the trust of our European customers and work closely together to develop new ways of manufacturing products, which effectively improves product safety. To us, safety is something that "cannot be measured in money", i.e. "safety is priceless." As one of our customers once asked us, "If we continue to sell a product that we know has safety risks, can we sleep well at night?" With the new products we have developed so far, we are on the right track.

Comparing the new production method with the old one comes with a simple explanation. Although the pulling force is up to standard, the longer it is used, the higher the risk of safety. If you are interested in discussing this with us, please feel free to write to us. These two new and improved products (Nxxx228 and Nxxx911 T Nut) are currently selling well and should be ahead of other manufacturers in the market. We would like to invite all customers interested in these products, regardless of whether they purchase from us or not, to share their opinions and discuss with us, so that we can work together to provide safe products to the market and respect lives.

Article provided by Jin Ta Trading

Chien Tsai High-Speed Thread Rolling Machine Upgraded Again

FASTENER EXPO

Booth No. **2141**



Chien Tsai Machinery Enterprise Co., Ltd. is a leading brand in the design and production of fastener thread rolling machines in Taiwan, serving the industry for 50 years. Over the years, it has continued to penetrate into the main fastener production markets in Europe, America and Asia with its innovative design and customer-oriented service, and has obtained CE certification from the EU. During this year's Taiwan International Fastener Show, it also introduced a new automatic high-speed thread rolling machine, with brand new design and functions to show the world the soft strength of Taiwan manufacturers in fastener machinery design and development.

High-speed, Environmentally Friendly, and Human Machine Interface

In response to the future market trend, Chien Tsai has recently launched a new automatic thread rolling machine, which not only has the ability to roll 350 pcs of 8mm screws per min. (about 1.5 times faster than traditional models), but also is much cheaper than similar models from Europe and the U.S. And, in order to meet the increasingly stringent environmental protection requirements of industrial customers, the machine is designed to be fully covered and a fume extractor is installed to prevent fumes produced during the process from emitting. In addition, the servo motors used are power-saving and environmentally friendly, with power consumption only half that of the general models on the market, and because of the addition of a power meter, even the power consumption of a single screw can be calculated. What's more important, there is also an HMI, which is still rare in the industry. Customers can upload all production data to the cloud platform and synchronize them with the internal system, creating more efficient production and process control.

"7 years ago, we started to optimize our machines by adopting the latest Modbus communication mode. Compared with other machines still using the traditional RS-232 industrial communication mode and needing signal conversion, Chien Tsai's machines can reach the direct connection between HMI and computer systems. Which contact point should transfer data can also be customized according to customer requirements (e.g., production data), and a set of standard specifications has been written. In the near future, the ability to master AI technology will determine the competitiveness of manufacturers in the market, so the R&D team is also actively involved in auto machine tuning in order to develop more advanced thread rolling models," said Alex Chen, General Manager of Chien Tsai.



Taiwan and China Locations to Serve Customers; Targeting European and U.S. High-end Markets

Currently, Chien Tsai has factories in Taipei, Gangshan (Kaohsiung) and Jiashan (Zhejiang). Which has recently invested nearly NT\$200 million to expand, in order to develop more highend machines and master the core spare parts technology in advance.

"Product R&D is our strength. In recent years, the industry has introduced 2-die 2-blow models, and we have been working hard to develop thread rolling machines that can match the speed of them to help customers improve their processing quality. At the same time, we have gradually shifted our focus from developing countries to Europe and the U.S. The U.S. automotive supply chain is also our focus. Last year we shipped more than 10 sets of large machines to the European and U.S. markets. Nevertheless, we still regard this year's new machine as a transitional product and have set a goal to make all parameter setups meet the requirements of European customers and match with all forming machines on the market within 3 years. Our R&D team of more than 10 people also continues to develop and collect data, and exchange and cooperate with domestic and foreign counterparts, customers and MIRDC in the hope that we can recommend our efficient and high-precision machines to more customers from high-end industries," GM Chen

GM Chen: "If You Want to Make 5-star Products, Please Provide a 5-star Workplace". New Italian Automated Warehousing Systems to be Ready Soon.

"There are good and bad times in the economy, but the demand for fasteners won't disappear. Taiwan is the world's most suitable place to produce fastener machines because of its complete industry cluster. We have started to install automatic warehousing systems in Taiwan and China. With the help of these systems, hopefully we can take a giant leap towards digital automation," said Chen.

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Customizable + One-stop + Professional Inspection Fu Kai Locks on Total Fastening Solutions



Located in Daliao District of Kaohsiung City, Fu Kai Fastener Enterprise has been providing various high quality fasteners for 42 years. The owner Bruce Chen has a characteristic that successful entrepreneurs have in common—taking on tougher challenges. In a time of drastic changes, he doesn't back off and intends to further improve quality and increase export proportion. He focuses on creating a market approach that is different from those taken by conventional fastener factories. He doesn't just sell products but also provides solutions.

Quality Control Room Equipped with Highly Credible Testing Equipment

Fu Kai's quality control room gathers testing equipment from overseas, including 2.5D testing machines, optical sorting machines, hardness testers, and so on, that are trusted by clients. Bruce believes that overseas clients attach great importance to suppliers with high-quality testing equipment. Therefore, testing equipment is an indispensable investment to enter the overseas market. Fu Kai can provide various test certificates for customers.





Scaling Up Office and Quality Control Personnel



In addition to purchasing additional testing equipment, he has expanded his office, and hired additional testing specialists, packaging quality controllers, manufacturing veterans, and conducted personnel training. Meanwhile, his product line is also expanding. He knows it's not easy to learn the ropes of the fastener industry, so he gets along and works with employees like a team, not holding back from passing on his fastener know-how.

One-stop Production Process from Forming to Packaging

Fu Kai's uses their own equipment for manufacturing, so they are not limited to specific types of products and can offer diversified fasteners, including micro screws, automotive screws, sheet metal screws, self-clinching fasteners, drywall screws, tapping screws and sems screws. They can also adjust packing methods and package sizes to meet customers' needs, providing highly customized services. Bruce pointed out that the main reason for covering the whole process is quality control. More importantly, he can find out the cause when a problem occurs, saving clients the hassle of waiting for him to communicate with outsourced contractors.

Flexible and Customized Product Design

"Solving any problems" is the greatest feature of Fu Kai. For customized products, they do not shy away from challenges and discuss face-to-face with clients, assisting the clients in revising their drawings to jointly develop the final product. Bruce said it is

no easy task but is much needed by clients. They once designed a knob screw with special dimensions and a buffer function for a client. They changed the design to match plastic injection, and managed to apply the screw to sports equipment.

Fu Kai's has overseas clients from all over the world. Bruce flies to countries where clients are, hoping to learn their needs and provide solutions through talks. It is clear how much he values his clients.

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Jeng Yuh — **Fast One-stop Manufacturing of Fastener Packaging Containers**

INTERNATIONAL FASTENER **EXPO**

Various Manufacturing Equipment at 200-Ton Monthly Capacity

Founded 35 years ago and ISO 9001 certified, Jeng Yuh is mainly engaged in the development, manufacturing, and distribution of plastic injection molded products. Their main manufacturing plant in Rende District of Tainan City (Taiwan) is equipped with various machines ranging from 100T to 350T, achieving an average monthly production capacity of 200 tons. They began sales from Taiwan and extended to other European and American countries.

Jeng Yuh's plastic products, including packaging containers and tool boxes, are mainly supplied to the fastener and food industry. In addition, they also supply some household products. The raw materials they use are high quality and they offer stable, short lead times. From design and development to production and packaging, they provide a one-stop production process and complete after-sales service, taking care of the details from start to finish for their customers

Customized Design, High Quality Raw Materials

With Jeng Yuh 's packaging containers being used by a large number of fastener companies, they are very experienced and have a deep knowledge of fastener customers' requirements on strength, design, and capacity. They can assist customers in designing appearance taking into account the customers' production lines, and develop new container models as well as those with new functions; if customers require direct export, they can also cooperate and arrange for logistics.



Contact: Mr. Ting-Zhang Ko / Mr. Po-Chen Ko Email: jeng.yuh@msa.hinet.net

Quality is what they stick to and it is the best thing that Jeng Yuh gives back to clients. The company's product quality meets and even exceeds customers' needs thanks to thorough quality control. The plastic materials they use in the production process are all quality-assured by SGS, and have passed RoHS, REACH, SVHC, and FDA standards. Jeng Yuh complies with environmental protection laws, and fulfills social responsibility as an enterprise. Only a good reputation paves the way for long business operation.

Creating a Win-win and Diversifying Development

High efficiency is strictly required in Jeng Yuh's management. Administrative operations in the office or production management in the field must be fast and precise. By adhering to the principles of integrity, quality, and efficiency, Jeng Yuh aims to create a win-win for both buyers and sellers by saving production time and costs for customers, and to achieve the goal of sustainable management.

In addition, Jeng Yuh is actively exploring overseas markets and extending beyond the fastener industry to include the food, toy, and stationery markets. They don't put eggs in the same basket and strides on towards diversified development.



Being Optimistic about Business Opportunities, Mao Chuan Expands Aggressively into T1 Automotive Supply Chain INTERNATIONAL **FASTENER**



Years of Experience in Cooperation with **T2 Automotive Supply Chain**

As a professional stamping parts manufacturer, Mao Chuan Industrial, is a qualified manufacturer of Tier 2 automotive supply chain, and is also an IATF 16949 and VDA 6.1 certified manufacturer. They have a wide range of products, including automotive metal domes, clips, cable ties, washers, caps, weld nuts for seat belts, compression limiters and various customized component products. All raw materials are from non-conflict mining countries and comply with EU RoHS and REACH regulations. The products meet the mechanical characteristics in automotive regulations in tests of insertion force, pull-out force, load, torque, and prevailing torque, and also meet the automotive surface treatment regulations in tests of coating thickness, salt spray, aging, and friction of coefficient. The company has been a major brand with rich experience in European automotive supply chains.

With the end of the pandemic and countries opening their borders, they will exhibit again at IFE and Fastener Poland and are looking forward to working with existing customers and communicating the results of its sustainable development and digital transformation strategy to their customers to gain more new product development opportunities. With a long-standing, stable and high market share in the U.S. and Europe and an excellent reputation, they are actively exploring new customers to increase sales.

Contact: Joanne Lin, sales rep. Email: joanneline@maochuan.com.tw

They export to Europe (50%), the Americas (33%), Asia (10%), South America (5%), and even Africa (2%). As an automotive Tier 2 supplier, their customers are mainly from the fuel and electric vehicle industries, including OEMs and the aftermarket. In addition to automotive products, they will also exhibit products for household appliances, construction, electronics, and medical industries this year.

Developing More Tier 1 Automotive Customers

Their automatic stamping machines have been networked and visualized to control the production line productivity in real time. They have also developed customized automatic assembly machines that combine AOI and automatic packaging lines to improve production efficiency and yield through "smart" manufacturing. The entire internal process follows ISO/IATF/VDA quality management standards, and the external process is in line with ISO/IATF/CQI heat treatment and electroplating manufacturers to meet customers' PPM requirements.

For American & European automotive and related industries, the most eye-catching feature of Mao Chuan is that they have the ability to interface with automotive Tier 1 customers with digital applications, including WEB EDI - (RFQ, PO, material release, planning schedule, advance shipping notice, packing list, INV). In 2023, they will actively attend fastener exhibitions and deploy the global market in anticipation of successfully developing more Tier 1 automotive customers.

Valuing Industry Trends and Competitiveness to Build an ESGdriven Enterprise

To be a sustainable business and meet the international trend of ESG initiatives and automotive industry chain requirements, the company has completed its greenhouse gas inventory and has been ISO14061-1:2018 compliant. They will also pass ISO 14067 product carbon footprint certification by 2025 and become a green company. In addition, they are concerned about labor issues. According to a study, the global labor force will drop to 42% by 2030. In recent years, the global industry supply chain has been changing rapidly, and the demand for labor has increased greatly, but the problem of labor shortage is serious. Finding ways to solve labor shortage and quality problem is the most important task to maintain the competitiveness of enterprises.



Contact: Jordan Wang, General Manager Email: iordan23@bullstech.com.tw

Bulls Technology

INTERNATIONAL FASTENER

IATF-16949-certified Automotive Special Fastener Specialist

ocated in Nanzi District of Kaohsiung City (Taiwan), Bulls Technology has over 15 years of experience in factory management, fastener product development, and quality system, and knows well about customers' demand for special parts in all levels. Through OEM service, 99% of their products are supplied to the automotive and related industries in Europe and the U.S. Making "Bulls" a part of the company name, they want themselves to operate like a sports team, where all members demonstrate their strengths in each position and cooperate with each other. Communication, innovation and execution are the three core values of the company. In less than three years after establishment, Bulls was able to acquire IATF-16949 certification.

They have grown into a 30-people office along with a manufacturing and packaging plant. The manufacturing plant has 6 multi-stroke screw and bolt forming machines and 6 nut forming machines, producing M4-M12 shoulder bolts, T-tubes, rivets, welded screws and nuts with lengths up to 80mm; the packaging plant has eddy current and optical sorting machines to control quality and provide customized packaging and labeling.

Utilizing the technology by Data Systems Consulting (Taiwan), Bulls Technology is implementing "Industrial Internet of Things" (IIoT), connecting production data to smart phone applications. Operators are able to monitor equipment status in real time and continuously optimize production. Supervisors have access to equipment utilization rate for accurate production management, and schedule tool maintenance in advance. The ultimate goal is to reduce wasting. Additionally, they introduced plastic 3D printers

to generate product shapes and evaluate measurement methods to improve R&D success rates and provide preliminary samples for customers to review dimensions in the design phase.

Bulls Technology will be exhibiting at IFE (Las Vegas) this year, where they will be looking for customers needing special parts. They hope to attract customers to the modern management in Bulls Technology's plants and their R&D capabilities, so that clients will think of Bulls Technology when they need special parts. They are committed to satisfying existing customers as well as increasing customer base through the

Engineers in Bulls are required to have 6 Sigma Green Belt certified. They are committed to nurturing talents and providing a complete pipeline for job promotion and growth. It doesn't take a large company to nurture talents. It is after nurturing talents that provides the requisites to grow big. Their corporate spirit is to continue to improve and outperform themselves.



MOLS Group- Over 30 Years of





OLS Group has over 30 years of experience in screw manufacturing and operates a supply chain system with screw manufacturing, heat-treating and painting. MOLS group expanded the business scope step by step. The screw manufacturing factory was set up in 1991, heat treat factory in 2004 and painting factory in 2018. All of our production factories comply with the government's environmental regulations as we care about the environment and do not want customers to worry about that the supply chain will be affected in the future. We hope that customers will never have concerns when choosing MOLS as a supplier.

With over 30 years of experience to focus on the supply in the US market, MOLS is familiar with what customers need. MOLS dedicates to quality improvement and treat customers' comments as treasure. We listen to customers and respond to their needs at our best.

Introduction of Modern Painting Equipment

MOLS Group has worked out an achievement in the head painted screws in recent years, especially on our largest sales category - Roofing Screws, and we also paint any screws that are required to head painting. In order to offer our customers steady lead time and good quality on painted screws, MOLS invested millions of US dollars to establish the painting factory as well as modern painting equipment. The customized modern automatic painting equipment has sufficiently increased the painting capacity and also avoids hand racking screws causing the unstable lead times. To ensure our customers having the good quality products, MOLS made a lot of effort to improve the screw performance in regard to drilling time and paint adhesion. The paint adhesion on screw heads and EPDM bonded washers is critical, so MOLS not only conducts the performance test with the testing machine but also imitates the real-world testing that how customers use the screws in their applications.

The Roofing Screws are used under the sunshine exposure and have to have good protection against UV, the paint masterbatch and ingredients that MOLS uses are high class for outdoor durables. The painting colors are customized to meet customers' needs, and we offer more than hundreds of colors to match customers' applications.

Various Options to Maximize Customers' Benefits

Like our company name reads, the 4 letters of MOLS stand for More Efficiency, Outstanding Quality, Less Cost and Speedy Service, which are our business philosophy that we want to do for all of our customers. MOLS is specialized in manufacturing various fasteners, such as Roofing Screw, Self-Tapping Screw, RV Screw, Gutter Screw, Self-Drilling Screw, Home Appliance Screw and Triangular Thread Screw that are used in various industries and received good feedback from the customers. MOLS is dedicated to providing our best to all of our customers and use our valuable resources to create maximum benefits for our customers.

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J. T. Fasteners Supply

Rolling out Special Material Plus Nuts







ith more than 25 years of experience in fasteners, the team at J. T. Fasteners Supply manufactures, supplies and exports hardware parts and fasteners highly recognized by global customers for their customizability. As an exhibitor of IFE, they will display not only general products but also high quality rivet nuts, stamped parts and customized products at their booth. Their highlight is having developed rivet nuts in different materials using new technology & capability. Through continuous development, breaking through the limits, they make plus nuts not only in steel, but also in stainless steel, aluminum and copper.

Due to the pandemic in the past two years, they could only communicate with customers through emails and phone. Now by returning to IFE, they would come face to face and will establish heart-felt connections with customers. "We are looking for long-term customers, those who focus on the quality & service, to build a strong relationship."

Contact:

Jimmy Tsai (jimmy@jtfasteners.com.tw) Peggy Chang (peggy@jtfasteners.com.tw)

We want to explore the automotive, construction, and aerospace industries by exhibiting in this show. We'll move forward to provide high quality and high unit price products.

They are working with more major companies to develop customized and challenging products, and strengthening internal technology and expertise. Currently they have obtained ISO 9001:2015 to meet customers' quality requirements. "The world's attention to environmental protection and air pollution has prompted many carmakers to design various models of EVs. We are looking forward to developing products for EVs with more customers in the future, and are also preparing for TS16949 certification," said the company.

They focus on long term relationship with customers and provide immediate response and handling. Taiwan is globally known for its hardware parts and fasteners. More and more Taiwanese companies are setting up factories overseas. However, they remain based in Taiwan hoping to keep Taiwan's competitive edge, talents and technology, so that Taiwan's hardware parts and fasteners can keep the reputation and high-quality image across the world.



Soon Port International-

Professional Fasteners Well Received in European and U.S. Markets



oon Port International is a professional fastener manufacturer with a history of more than 6 decades. Since its establishment in 1962, the company has been adhering to the philosophy of "honesty and integrity", and through years of experience and growth, it has deeply cultivated its technology in the areas of wire rod, screws, and hardware processing and manufacturing, and has now become the leading manufacturer and exporter in the industry with two major business entities, namely, "Domestic Wires/ Fasteners Sales" and "Overseas Fasteners Sales".

One-stop Service from Materials, Production, Sale to Shipment; Factory-wide Implementation of ERP **Process Control**

Sonn Port is one of the few wire manufacturing predecessors in Taiwan that started its business with screws and hardware wires. With the excellent quality of its products and services, it gradually expanded into the domestic market by word of mouth among its customers.

In the 1990's, in order to satisfy the continuous demand from domestic customers, it started to manufacture threaded rods and nails. Due to the company's financial stability, it expanded its factory by adding several wire production lines and building a specialized factory for nails and threaded rod. At this time, the monthly production capacity has reached more than 5,500 tons.

In 2000, the senior management of the company decided to enter the international market to further promote the company's reputation and lay the foundation in the international market. The screw export department was then established to specialize in handling foreign orders for fasteners and related products. Combining the original diversified products with decades of manufacturing experience, Soon Port has established a strong international competitiveness.

In 2016, in order to provide customers with product design and development (ODM) services. The company hired experienced professionals in the industry to build a quality R&D team to further enhance product design and development capabilities.

In 2018, it developed a special patented YENTEK baking technology and established a unique brand. In the same year, it passed the C4 anti-corrosion test of foreign laboratories.

"Quality and customer satisfaction have always been our most important business philosophy in serving our customers," said Soon Port. "Under this business philosophy, Soon Port has constantly challenged ourselves to extend our product portfolio, expand our service market, and improve our technology and services. From purchasing raw materials for production to our own wire drawing/screws/paint/packaging factories, we have integrated new manufacturing technologies into operations. ERP has been fully implemented in the factory, and through the system connection, the relevant units can



clearly grasp the production status and progress of orders, including: customer notification, production drawing setting values, the progress of each process delivery, quality assurance inspection and measurement data, EN10204 3.1 inspection report system output, and the complete production history of all items can be traced."

Getting Multiple Int'l Certificates, Structural **Screws are Well Received by European** and U.S. Customers

Soon Port's insistence on quality has enabled its fasteners to be successfully used by construction customers in the U.S., Germany, Spain, Japan and other countries, with approximately 35% of the fasteners being sold to U.S. professional construction market, which has stringent quality requirements. In the past, it has stood out from many competitors and assisted its customers in obtaining the ICC certification in the US by virtue of its strong R&D capability. Currently, it is in the process of applying for ETA certification for long screws for the European market.

In response to the increasing quality standards of customers in the market, Soon Port has actively introduced various international quality management systems. In addition to ISO 9001:2015, ISO 14001:2015, CE 14566 and CE 14592, TAF laboratory certification and SA8000 certification are also under application, and it will begin to receive training on relevant regulations in mid-2023. Meanwhile, it is also improving the ESG-related issues, which are currently popular in the industry, in the hope of synchronizing with the international standards and bringing more added value and benefits to customers.

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Contact: Lynn Chen, Sales Manager

AL-PRO Metals

CRM-based Fastener Post-processing for Client Niche







Contact: Arthur Tsai, Chief Sales Email: arthur58@ms22.hinet.net

Thile the City of Kaohsiung never falls short of fastener supply for global demand, it wouldn't be possible if not for the existence of top-notch post-processors like AL-PRO Metals, run by chief sales Arthur Tsai with a background in business administration. His service is locked on comprehensive and precise critical-processing fasteners—ranging from heat treatment, electroplating to sorting and packaging, all done in house.

Customizable, Price Competitive, Client Satisfaction

At an annual capacity of 200 tons for 316CU/304 stainless steel and monthly capacity of 300 tons for carbon steel products, the company has 90% of revenues originating from export to the U.S., Europe, Southeast Asia and even India. The primary products that go through their hands are automotive and electromagnetic screws, as well as special screws and parts such as those for High Mobility Multipurpose Wheeled Vehicles, while the other products include concrete screws, furniture screws, clinching screws, weld screws, open-die fasteners and multiple former screws. That, in a nutshell, sets the company on track to pursue market differentiation and customizability for client satisfaction.

"We deliver products (M1.2-M30; lengths up to 1,000mm) on time. Our prices are negotiable and competitive. Send us your drawings and we will get right into discussing the angles, degrees and tolerances with you, even down to the point where we could find you a sweet spot to reduce the required number of molds and tooling to potentially save your cost! Not to mention that we go the extra mile delivering samples to you," said Arthur on the features of his customizability that drives his company to reach client satisfaction.

The Marketing 7Ps to Power Business **Forward**

His management centers on Production, Place, Price, Promotion, Physical Evidence, People and Process— a corporate strategy that takes shape from McCarthy, termed "The Marketing Theory of 7Ps". His company is largely supported by the satellite fastener



companies which work with him to provide top-quality and post-processed fasteners to overseas clients in the global supply chain. "I owe a big thanks to these companies and my clients. The last couple of years was a huge setback for many businesses in the fastener realm, but it wasn't the case for AL-PRO Metals. There was little to none impact to our business and we just kept the payrolls up and running and continued service for our clients. Our steps keep moving forward. This was made possible from the fact that we seek to keep profits for both our collaborators and clients as well as for ourselves."

Meet Arthur at IFE

AL-PRO Metals will be appearing at the International Fastener Expo 2023. Arthur explained his motive was to gain exposure and present American buyers with an opportunity to see the products perfectly handled by him. Arthur concluded: "We're not just there for existing clients who are already scheduled to meet, we're also looking for new ones. We're laser-focused on CRM-based satisfactory service and client niche to create profit return and a win-win for all parties. To live up to the entrusted task, ALPRO must take responsibility for everything."

SCT FASTENERS Co., Ltd.



CT Fasteners Co., Ltd. has engaged in manufacturing Stainless steel fasteners in Taiwan for 20 years. Our motto is "Service", "Creative", and "Technique". Furthermore, we expect to provide more professional technology and dedicate ourselves to offering the best service in the stainless steel field.

We are concentrating our efforts on integrating upstream and downstream industries. What we can do include the procedures of getting raw materials, manufacturing, surface processing, packing to shipping. In other words, we are an original manufacturer producing various goods to meet your requirements and providing you with diversified services.



Materials:

Stainless steel including 302HQ, XM7, 304J3, 305, 316CU, 410, 410C, 430, etc.







Technology:

Integrating the factory producing 1-die 2-blow to 6-die 6-blow. That's to say, we can produce the sizes from #2 x 1/8" to 1/2" x 8", which are produced very comprehensively. In addition to the products complying with the international standard specifications such as IFI, DIN, JIS, BS, we can also provide custommade products and meet your requirements to assist customers in developing unique products.

Products list:

- Carriage Bolts
- Chipboard Screws
- Coarse Thread Screws
- Decking Screws
- Drywall Screws
- **Dual Thread Screws**
- High-Low Screws
- High Strength Screws
- Machine Screws
- Particle Board Screws
- Plastic Screws

- Security Screws
- Self-Drilling Screws
- Self-Piercing Screws
- Self-Tapping Screws
- Sex Bolts
- Thread Cutting Screws
- Trilobular Thread Rolling Screws
- Wood Screws
- Head Painting/Coating/Plating Screws
- Nylon Patch Screws
- Customized Products

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