

# 114.4Q

## 係公會 產銷聯誼會

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## Taiwan CSC Conference with Fastener Companies (3rd Round, 2025)

### "Quality + Service = Advantages"

Tariffs and the appreciation of the New Taiwan Dollar have impacted Taiwan's manufacturing industry. These two topics were the main focus during the conference held on September 4, 2025, at Taiwan CSC headquarters. In the conference, Mr. Yung-Yu Tsai, Chairman of Taiwan Industrial Fasteners Institute (TIFI), stated that due to severe involution within China, Chinese fastener products are being dumped worldwide, competing with Taiwan's fastener exporters and even causing difficulties for some Taiwanese companies with factories in China.



▲ Yung-Yu Tsai, TIFI Chairman

“ Regarding the U.S. market, Chairman Tsai observed that the impact of Trump's tariff policies has not been fully reflected; and therefore, has not drastically affected the business of U.S. importers or the domestic U.S. market. However, importers are reluctant to import because they will have to bear a 50% tariff on fastener products plus an additional 5% to 7% interest, significantly increasing operating costs. In that sense, buyers prefer to purchase locally in the U.S. ”

Chairman Tsai extended from that phenomenon with a former example: during COVID-19, global shipping costs soared, yet buyers still placed large orders to Taiwanese fastener manufacturers despite the high costs. Even when Taiwanese fastener prices increased, record order volumes were still achieved. Now putting this example in perspective, we can tell that the decline in orders for Taiwanese companies **this year is not due to pricing but rather disruptions in international supply chains and structural changes in demand.**

From this perspective, **Chairman Tsai said Taiwanese companies should avoid competing solely on low prices and**

**instead be patient.** "The U.S. market still holds opportunities for us, and collaboration between American and Taiwanese manufacturers remains beneficial. For Taiwan's fastener industry, the scenario is not going to be any worse than where we are now," he emphasized, **"Taiwanese fastener manufacturers aren't just 'manufacturing', but prioritizing 'service'.** The fasteners we sell are not just usable; they are critical fasteners that ensure life safety. We have higher quality, better service, and a stronger brand image than China and Southeast Asia!" He believes Taiwan's quality advantage is irreplaceable, so Taiwanese fastener manufacturers must have confidence in themselves amid these challenges.



Taiwan's Fastener Export Volume and Price Changes (Jan-Jul 2025)

Products	Export Volume Growth (%)	Unit Price Growth (%)
Wood Screws	+2.56	-0.76
Self-tapping Screws	+4.39	+0.96
Bolts	+4.23	-2.07
Nuts	-7.55	+1.52

Top 5 Export Destinations for Taiwanese Fasteners (Jan-Jul 2025)

Export Destinations	Export Volume (Tons)	Export Share (%)	YOY Growth (%)
USA	346,281	46.06	-0.95
Germany	68,810	9.15	24.75
Netherlands	41,662	5.54	-0.95
Japan	32,273	4.29	4.10
Canada	28,976	3.85	7.25

After Chairman Tsai's speech, Taiwan CSC presented an analysis of the current situation in a briefing, stating that the impact of Trump's tariffs on global manufacturing procurement and inflation is not as severe as initially expected and predicting a high possibility of interest rate cuts before the end of the year. Taiwan CSC also noted that China's steel production cuts have helped improve global supply and demand mechanism, yet China's steel exports from January to July this year still increased by 11%. Overall, **Taiwan CSC's market outlook for the fourth quarter is positive. Uncertainties are fading, markets are seeking stability amid fluctuations, supply and demand momentum are coming back, and a peak season effect can be expected, leaving room for market growth and opportunities.**

Finally, regarding the fastener industry, data provided by the Taiwan Industrial Fasteners Institute showed that Taiwan's fastener exports reached 751,800 tons in the first seven months of 2025, a year-on-year increase of 1.58%. The average unit price was 3.47 USD per kilogram, a decline of 0.84%. Exports of wood screws, self-tapping screws, and bolts all grew slightly, but nut exports decreased. In addition, Taiwan's fastener exports to the U.S. during the same period declined by 0.95%, while exports to Germany increased significantly by 24.75%, indicating changes in the destination structure of Taiwan's fastener exports under current conditions. ■

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## 40 Years Experience in Stamping Manufacturing in Taiwan

### Production Specification:

Thickness: Max. 6.5mm

Material: Low/Mid/High Carbon, Stainless, Brass, Copper, Aluminum

Finish: Galvanized, Nickel, GEOMET, DACROMET, Powder Coating,

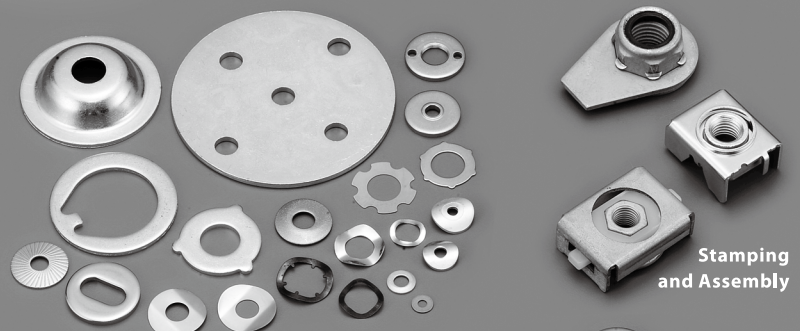
Phosphate, Hot Dip Galvanized, Black Oxide, Sand Blasting...

### Strict Quality Control:

► Inspection on each process

► Regular inspection during forming process (IPQC)

► Traceability of material no., each process, equipment used, and personnel involved in



Custom Washers



Tab and Round Weld Nuts



Tee Nuts



Other Metal Stampings



Tubes

- ✓ ISO 9001:2015
- ✓ ISO 14001:2015
- ✓ IATF 16949:2016
- ✓ TÜV Verified Manufacturer



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