

Sustainability & Environmental Protection Holds Dominance:

BI-MIRTH

Deploys in Low-carbon Product Market

A new overseas plant on the horizon after its first scouting in Thailand?

With low-carbon manufacturing, green environmental protection, and sustainability becoming crucial factors for European and American clients in evaluating potential partners, Bi-Mirth Corp. — an expert in Bi-metal, stainless steel, carbon steel, and long-size self-drilling, self-tapping, wood construction, and cement construction screws — has been actively ramping up R&D as well as production of low-carbon, high value-added products in recent years, while expanding its presence in advanced markets such as Europe and the U.S.

The company currently operates 4 locations in Taiwan offering comprehensive one-stop production lines including forming, electroplating, coating, and packaging, enabling quick fulfillment of diverse global client needs. **Popular products for the European and American markets in recent years include non-standard**

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▼ Bi-Mirth Vice President Tom Shih
Visits Apex International



screws, solar panel screws, chipboard screws, and long-size bi-metal self-drilling screws. Facing increasing global industrial challenges, the company is seriously considering overseas expansion and the possibility of setting up factories abroad to provide clients with high-quality products and efficient services more adaptable to market changes.

From Plans to Actions — First Stop: Scouting in Thailand

The opportunity for overseas expansion mainly arises from many European and American clients' strong desire for Bi-Mirth to establish overseas factories on the prerequisite of maintaining competitive edges while reducing supply chain risks, aligning better with clients' expectations. Therefore, to gain deeper insights into the pros and cons of overseas setups and evaluate the potential that ensues, Bi-Mirth's management flew abroad and spent 5 days in mid-August scouting in Chonburi Province, southern Thailand — one of Southeast Asia's manufacturing hubs — visiting the specifically chosen Pinthong Industrial Estate and Amata Chonburi Industrial Estate, where numerous Taiwanese fastener peers have already invested. **The inspection tour included visits to Dura Fasteners of the Rodex Group, Apex International (Thailand) of Special Rivets Corp., and Domma International (Thailand), as well as meetings with reps from local industrial zones, providing Bi-Mirth with deeper insights into the region's investment landscape and market conditions.**

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“Due to factors like the US-China trade war and a short-term downturn in the European economy, some of our big clients strongly suggest having our own overseas factories to meet unforeseen challenges,” said Vice President Tom Shih. “Thailand allows free import of wire rods needed for fastener production at relatively low prices. Land acquisition and factory building have no joint venture requirements as in some countries, and full land ownership rights are possible — all factors that make regulations relatively foreign-investor friendly. The proximity of the industrial parks to ports is also beneficial for export, making Thailand a favorable choice. The main purpose of this trip was to comprehensively gather insights from Taiwanese-owned companies in Thailand and understand Thailand’s foreign investment regulations and policies, especially focusing on electroplating — a critical step in fastener manufacturing — to determine the entry into Thailand. We had to confirm whether electroplating is permitted within the industrial estates and find out if there are any rules about electroplating quotas imposed on manufacturers. If all conditions prove feasible, we do not rule out establishing our own factory in Thailand and even inviting European or American partners for joint ventures.”



Amata Chonburi Industrial Estate



ISO14064-1 and ISO14001 certified

Strengthening Client Loyalty with Completed Full-Process Carbon Footprint Inventory

Besides dedicating 20% of production capacity to the US market and 5% to emerging markets, the company exports as much as 75% of its products to the EU market. This makes compliance with European environmental regulations and CBAM highly valued in the eyes of Bi-Mirth. **It has implemented noise reduction, electrostatic dust removal, waste oil recycling & treatment, water purification, and installed solar panels to save energy and reduce carbon footprint. They have also completed carbon inventory for all 4 factories** and obtained ISO 14064-1 and ISO 14001 certifications. Although significant revisions to CBAM reporting targets and penalties may take effect by the end of the year, the company is fully prepared to provide carbon emission data at any time per client requests. “Transparent carbon emission data is now a necessary prerequisite to do business with European clients. We conduct annual carbon footprint inventory to ensure data accuracy, which will greatly support our future efforts to develop more European clients,” said Tom.

Hopping on the Green Building Trend: Wood Screws and Long-Size Screws Gain Market Favor

Green sustainable construction has become a hot topic in recent years in European, American, and Taiwanese construction markets. All-wood buildings are no longer a fantasy. Such constructions highly require insulation, using larger insulating boards and soundproofing cotton for assembly, which boosts demand for screws that contribute to energy-saving and carbon reduction effects in buildings. Bi-Mirth has identified the huge market potential for screws used in sustainable green architecture and **invested actively in developing wood screws and long-size screws**, leveraging proprietary technology to expand possibilities for low-carbon green building solutions.

“We can offer many screw products suited for green construction. For example, our recently developed highly corrosion-resistant long stainless steel screws provide sufficient torque and smooth fastening without heat treatment. They perfectly meet today’s market demand for low carbon and have been widely adopted in many construction projects,” stated Tom.

Enhancing New Product Development to Meet Future Market Needs

This year, global markets have experienced uncertainties due to factors such as 50% steel and aluminum tariffs imposed by the US, reciprocal tariffs, and currency fluctuations. Many European and American clients already placed early orders before tariff implementation to hedge risks. Despite market volatility and expectations that it is not until the first half of next year that things may clear up in the market, Bi-Mirth’s growth pace remains undeterred. “Besides closely monitoring market changes, we are optimizing internal management and continuously launching new product development projects. Our goal is to introduce new products when the market stabilizes, fulfilling clients’ expectations for advanced, high-performance screws,” said Tom. ■

