

扣件 & 車削精密零件聯合特輯

Fastener World Features: Fasteners & CNC Machined Parts Makers

arranged by Gang-Hao Chang & Dean Tseng,
Fastener World editors



"50 Years ago Yung King became the first cotter pins manufacturer in Taiwan. We've been designing and manufacturing new pins and they are used on bridges to ensure safety."

— President Josh Chen of Yung King Industries Co. Ltd.



"We have a very large stock (4,000 pallets) to satisfy fastener requests fast and flexibly, supplying to the automotive, motorcycle, electronics, home appliances, aluminum profile accessory industries, and some of the biggest distributors in Europe 27 and Russia."

— Sales Manager Giuseppe Verdoliva of Mecavit S.r.l.



"I remember that many years ago a European leading company contacted us for developing a very special product. We spent almost a year discussing the detailed specifications with them for making the perfect finished product. During the 10 years of sales, we did not receive any customer complaints and our customers were all very satisfied with it."

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Hsin Chang Hardware Industrial
Corp.



"We maintain all standards and produce all types of sheet metal screws and wood screws. We also manufacture mirror screws for UK customers who have visited us and witnessed our initial-stage production and got satisfied with all our systems."

— Assistant General Sales Manager of GowriHouse
Metal Works



— CEO Mark Ryan of AFP

"We strive to be the best option with our attentiveness to quality, responsiveness and delivery. Every product is quality inspected and approved, and are lot traceable. We are proud of our aptitude to find 'hard to locate' items and we get called repeatedly for that skill."



你的安全 我來把關 銷 & 沖壓件製造龍頭 - 榮金工業

Your Safety is Our Commitment.

YUNG KING- the Pioneer in Pins & Stamped Parts Manufacture



Established in 1960, Yung King Industries Co., Ltd. has had more than 50 years of company history. In early times it was a well-known manufacturer of iron cotter pins. Nowadays, its major product portfolio has been extended to include Cotter Pins, Spring Pins, Hitch Pin Clips, Dowel Pins, Retaining Rings, Cir-clips, and Toothed Washers. Yung King has been certified to ISO 9001 and its products continue to be exported to USA, Canada, UK, France, Germany, South Africa, the Middle East, Singapore, Malaysia, etc. How can Yung King located in New Taipei City where the land is so costly outperform competitors and continue to achieve record high sales?

This topnotch Taiwanese pin manufacturer, whose Xinchuan-based plant is always busy with many vehicles coming in and out, and right next to the campus of Fu Jen Catholic University. President Josh Chen shared a lot with us in the interview and said, "Fasteners are like the insurance for mechanical parts and pins are like the insurance for fasteners, it's the last guardian to ensure safety. Not many people truly understand the multi-faceted functions of Pins."

Because of the uniqueness of the pin market, it's courageous of Yung King to go on a road that no one would like to go, and Yung King finally achieved its own success through its everyday effort. President Chen recalled the past and said, "I still remember when I took over the presidency from my father, the company was almost at the brink of closure. However, opportunities could be discovered in various ways, so I tried to contact many traders in Southern Taiwan and asked if they could become the approach to help selling the cotter pins to the global market. Every product is good for some applications, and so are our pins." Chen added humorously, "50 Years ago Yung King became the first cotter pins manufacturer in Taiwan. We have been continuously improving, designing, and manufacturing new pins since then. So, I believe I can be the "Class Chief" of the 2nd generation of the Taiwan fastener industry."

Over the past two decades, Yung King continued to grow in a very fast pace while Chinese industrial development was just beginning. Chen said, "At that time, when the price was reasonable, the deal could be made. But later, we faced the low-price competition from China due to its low labor and land costs. Even though we had our price reduced, it was still very difficult to receive the orders. Under this situation, many traditional Taiwanese companies could not make it and left the market. However, Yung King with its own good reputation and smooth cooperation with customers survived it."

In terms of its export to Europe, most of the products were initially exported to this market through traders. However, facing the ever-changing global market and low-cost competition from China and India,



President Chen took his first active step last year to exhibit at Fastener Fair Stuttgart in anticipation of promoting such a superior Taiwanese brand to Europe. He said, "European customers are significantly different from others. They will only establish consolidated cooperation with you after they have requested for quotes and trial orders for many times. Products of Yung King are not subject to antidumping taxes. As UK has voted to leave EU, while after this issue is perfectly solved we'll expect to work with more European pin manufacturers."

Yung King with two plants had no plan to apply for international certification at early year. President Chen said, "Our plants many years ago looked like the battlefield stored with piles of products inside. It did not show a brand new look until I determined to apply for ISO 9001 and spent half a year expanding and renovating the plant." At first I was skeptical about the efficacy of ISO certification, but soon after I found that ISO was an invisible benefit for the company, which did gradually make foreign buyers draw their attention to this pin manufacturing shiny star in northern Taiwan."

Chairman Jing-Yao Feng of the Fastener Sub-division of China General Machine Components Industry Association once said, "The current fastener market is packed with many

low-price products and many companies only care about how to get orders instead of offering high quality products." President Chen said, "We always know what we are doing. Yung King will focus more on the area of customization. We believe that even a tiny part can generate big support to critical applications. Our products have been used on Xie-Chang Bridge and Liu-Li Suspension Bridge in Southern Taiwan as even world-wide application to ensure the safety of passerby."

In the end of the interview, President Chen pointed out the importance of creating self-owned brands in Taiwanese companies and he also hopes that young generations of Taiwanese fastener industry can manage the companies like raising their own children. No matter how hard the situation is, making the company promising and energetic is very important. Let's wait and see how this pin manufacturing pioneer in Taiwan will lead the fastener industry to grow and shine again.



YUNG KING INDUSTRIES CO., LTD.

SINCE 1960

Spring Pins

Cotter Pins

Dowel Pins

Hitch Pins Clips

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義大利螺絲專家

The Italian Screw Expert Mecavit S.r.l.

by Dean Tseng, Fastener World

Established in 1980, Mecavit is a major 100% manufacturer of steel screws in the Italian market. This year it plans to reach 3,600 tons capacity of both standard and special parts made of steel, high-strength steel and stainless steel. This Italian giant is a specialist in high resistance carbon 8.8/10.9/12.9 and stainless steel A2, specializing in metric M3-M12 socket head screws (DIN 912, DIN 7991, DIN 7984, ISO 7380 with/without flange). Sales manager Giuseppe Verdoliva explained, "For standard items, we have a very large stock (4,000 pallets) to satisfy requests fast and flexibly. We supply to the automotive, motorcycle, electricals, electronics, home appliances, aluminum profile accessory industries, and some of the biggest distributors in Europe 27 and Russia."

Mecavit Strength: Special Material & Coating

With 16 cold forging (Sacma, Carlo Salvi 6 & 5 step machine), optical sorting and second processing machines, Mecavit can make special items per customer drawing. Its quality system is certified to ISO 9001/2008 by TÜV Italia. Its strength is using special material and special coating



according to the automotive standard. All surface coating types and quality certificates (e.g., PPAP level 3) are available to request. Giuseppe said, "We are in the heart of one of the most industrialized and recognized area in the world for excellent Italian mechanics. Quality is our trump card".

He further noted, "It is important to care for the environment with screw production in this Italian area. In building the heat treatment facility, the designer focused more on the energy of heat recovery of the oven. In this way we reduce smoke emission into the environment and the residual heat is used for heating of the whole factory. Each production process results from a technological system where environment preservation and worker health have always come first." Mecavit is mostly dedicated to wholesalers of standard products and drawing parts. Europe is its primary target market with several customers located in 50 countries worldwide including USA, Russian, North Africa and UAE.

New German Contract & New Special Screw Display at Fastener Fair Italy

Mecavit recently signed a 5-year contract with a German customer to realize a very difficult product and complex application for the automotive sector. Accordingly, factory upgrade and new investment in second operation for this product were planned. The third night shift will be launched shortly to increase capacity and meet growing demand.

In the last decade, the European fastener market has suffered profound changes. Fastener import from low cost countries has caused market pressure on average prices and forced many European producers to cease processing of many low-cost products. Mecavit has transformed its market focus by investing in technologies dedicated to complex machining to diversify the supply to customers asking for high quality and performance.

At Fastener Fair Italy 2016 this September, Mecavit will present new special screws made for not only the automotive sector, but also mechanical, nautical, household appliances, building industries, etc. "It will be a great opportunity to meet our customers and new ones and update them on the capacity and productive potential of Mecavit Italy!"



Pioneer & Starter of Indian Fastener Industry

印度扣件產業創始者

GowriHouse Metal Works

by Dean Tseng, Fastener World



Founder of GowriHouse

Gowriscrews was established in 1952 in southern India by Shri P.A.C. Ramasamy Raja, the founder of Indian fastener industry as well as Ramco Group (established in 1938 as a cement/textile maker). Where Gowriscrews stands now was initially an agricultural land and only agricultural mills were there with a small engineering industry. To enlarge the Indian engineering industry, at that time the founder decided to head for Japan and visit the Japanese fastener industry, from which he imported Japanese machines back to India, dismantled them, made pattern for dismantled parts, poured casting for the pattern, machined the casting and made a new machine. That was when Gowriscrews started manufacturing fastener machines in India by itself. It started with wire nails, cut tacks (a type of nail), buffing tacks (a type of nail for tyre retreading), wood screws, and then in 1992 it started to produce self-tapping screws.



Best of Southern Indian Fasteners

Gowriscrews is the best in southern states of India for both fastener quality and variety. Its factory houses nearly 150 labors and 30 working staffs. Nowadays, there are a number of fastener manufacturing companies in India that are small in scale, and Gowriscrews is the most popular among them. Gowriscrews adopts all rules and regulations like basic labor salary, safety awareness, safe working environment, and environmental pollution control methods. For example, to control pollution it utilizes its effluent treatment plant that ensures zero discharge and waste management. It is characteristic of the adoption and compliance to all those regulations, providing quality products to customers.

Mr. S. Rajan, assistant general manager of sales, told Fastener World Magazine: "We use correct and quality raw materials from the initial stage of production. We purchase raw materials only from suppliers who can provide proper test certificate for the materials. We have stage-by-stage quality inspection and checking method, good finishing, quality sorting, 100% inspection and good packing. Regarding our sheet metal screw and wood screw production, we maintain all standards and produce all types of head and size for customer needs. We also manufacture mirror screws for UK customers who have visited us and witnessed our initial-stage production and got satisfied with all our systems. They started doing business with us till present."



Quality & Environment Guardian

Gowriscrews has testing equipment, measuring instruments, and gauges for all sections. Random inspections, batch type inspections, direct application tests, bending tests, hardness test, breaking tests are conducted in plant. It has a chemical laboratory to analyze chemicals used for plating quality purpose. Furthermore, it sends products to the government or approved third-party testing laboratories to ensure quality. It has heat treating (annealing, hardening, tempering) furnaces, semi-automatic plating/coloring plant, and even effluent treatment plants and R.O plant to ensure zero discharge.

Planning the Future

Gowriscrews has decided to increase production triple times in the future to catch up with the market at full fledged. S. Rajan said: "We have a good marketing network to supply products and are also producing dry-wall screws and concrete nails for customer requirement. In the near future we are going to manufacture self-drilling screws. We are able to supply screws to all countries and expecting valuable customers from all countries! We would like to share our technical knowledge in collaboration with Taiwanese manufacturers."

客戶精益求精的好幫手

Associated Fastening Products

That Makes the Difference

by Gang Hao Chang, Fastener World



Associated Fastening Products (AFP) as an industry leading fastener manufacturer and distributor began in the basement and garage of Mark Ryan, founder of the company. With 25 years of continuous growth, AFP has now successfully moved to a newer and larger office and warehouse in Itasca, Illinois in February 2016. As a full line supplier, AFP is able to provide the OEM market with the service, quality and a variety of products including cold headed fasteners, screw machine products, laser and water jet products, stampings, wire form products, standard and special fasteners. Its multiple distribution points throughout the USA (including Cleveland, Dallas, New Jersey, and Los Angeles) give it additional flexibility in servicing customers.

"We strive to be the best option with our attentiveness to quality, responsiveness and delivery. Every product we deliver is quality inspected and approved. In addition, all products are lot traceable, particularly important in today's market. We are particularly proud of our aptitude to find 'hard to locate' items and we get called repeatedly for that skill," said Mark Ryan, CEO of AFP.

With advanced equipment for manufacturing precision components, AFP can offer automatic screw machining services for a variety of industries and applications and can expertly handle materials including carbon steel, alloys, brass, aluminum, stainless steel, copper, and plastics, offering premium finishing options such as plating, coating, and heat treating.

"AFP's service is from beginning to end, including needs assessment, and follow up and follow through. The diversity of ranges is from .060 to 8 inches in diameter to 36 inches in length. We cover a wide variety of materials, steel, brass, aluminum, stainless steel and titanium, to name a few. We also can do multiple operations at the same time. Our attentive service plus a wide variety of equipment allows us to service most customers even in an emergency basis. We also do business with other countries including Canada, South America, Australia, Britain and Germany," Mark added.

AFP carrying up to 42,000 different varieties of fasteners in stock for immediate delivery is able to offer customers a competitive advantage and increased productivity with a variety of vendor management inventory (VMI) programs for OEM's. Services are designed to fit customer needs, including a trained VMI account rep to personally handle each account from start to delivery. The average customer enjoys a 25%



savings when switching from a bulk purchasing agreement to a VMI program.

The constant purpose of AFP with the aim at becoming a one stop source and soliciting long term business relationships is to strive for Excellence and be the industry standard in service and delivery to customers. In this regard, CEO Mark Ryan said, "Our company provides an environment where the necessary tools are readily available to our staff to achieve that excellence. We are a strong team comprised of talented, committed, and professional individuals giving their fullest efforts in every aspect to the customer and the company every day."

AFP's entire team's pride in the company serves as a catalyst to deliver high standards that will continue to keep AFP a leader in the industry into the next century. Contact AFP to make your own difference!





堅持品質的壁虎製造專家

The Anchor Expert Sticking to Product Quality

HSIN CHANG HARDWARE

by Konnor Lee, Fastener World

Hsin Chang Hardware Industrial Corp. has been devoted to the R&D and production of anchors since 1983. Current major products of the company include hollow anchors, self-tapping hollow anchors, window-type anchors, expansion anchors, spring pins to name a few. All of its plants are fully compliant with the requirements of ISO 9001 quality management system. In Changhua County, it even has an expansive plant of more than 9,917 sq. meters, making it the leader in Taiwanese anchor manufacturing.

Recalling the development history of Hsin Chang, president Tsun-Ping Chen said with a smile, "At that time Taiwan's economy was just off to a fast-growing start and I saw the unlimited potential of the fastener market. Soon after then, I started the business of rivet manufacturing. In 1986 I added the highly technical anchors into the production line." President Chen added proudly, "I still remembered that many years ago a European leading company contacted us for developing a very special product. We spent almost a year discussing the detailed specifications with them for making the perfect finished product. During the 10 years of sales, we did not receive any customer complaints and our customers were all very satisfied with it."

Hollow anchors manufactured by Hsin Chang are mainly applied to plasterboards and calcium silicates. The manufacturing procedures in early times were sophisticated, as the upper cap, the tube, and the nut must be stamped to a certain shape first and then would require much labor to spot weld them one by one. As a result, president Chen, loving to make changes, worked with the R&D division in the company 10 years ago and achieved the goal of fully automated production of anchors.

In the past, a hole had to be drilled before a hollow anchor could be inserted, which is time and labor wasting. Noticing this problem, Hsin Chang, considering R&D and innovation as its foremost guidelines, has successfully developed the creative "self-tapping hollow anchor", which allows users to complete time-saving and efficient installation directly with electric fastening tools or screwdrivers.



In terms of quality control, president Chen never thinks that acquiring superior testing & inspection equipment is a big challenge, as the real challenge is how to make employees truly understand the importance of quality. President Chen said with confidence, "We always take quality and lead times into account first, and I continue to teach my employees that quality depends on well-managed production." Hsin Chang has been devoted to the R&D and training QC staff in recent years. Every week or every month Hsin Chang will give a quality inspection meeting in order to ensure the provision of the best quality."

Looking ahead, Hsin Chang has a very clear target. President Chen hopes that the plant can be upgraded to a fully automated one and he even encourages the company do something good for environmental production. President Chen seriously said, "Protecting the Earth is everyone's responsibility. I always hope to leave a very clean planet for the next generation, so the "green" electroplating has been adopted in our electroplating plant and less packaging materials have been used to prevent unnecessary consumption."

At the end of the interview, president Chen also added, "Due to the influence of oil and materials prices. The fastener industry next year may not reveal very good results. However, the industry as a whole will definitely turn well. Information transparency leads to higher quality requirement from customers. President Chen also encourages all in the same industry to make effort to achieve higher quality and work together to create another milestone in the fastener market."

