



compiled by Fastener World

Chinese Exhibitors at Fastener Fair Stuttgart 2019

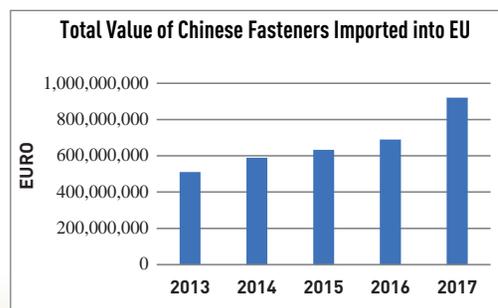
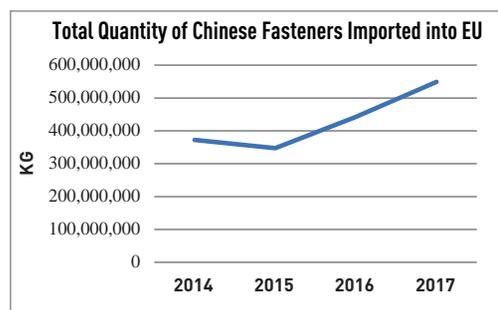
Introduction

The biennial Fastener Fair Stuttgart is the most anticipated event of the fastener industry. The last edition (2017) attracted 895 exhibitors from 46 countries and 11,709 exhibitors from 91 countries. Statistics show that, to this date in 2019, around 900 exhibitors from 40 countries will display a complete range fasteners and technology. There will be around 175 exhibitors from China, including the well-known **Fast-Fix Rivet, Xintai Hardware, K&H Auto Parts, Grand Metal Manufactory, and Haixin Hardware.** Fastener Fair Stuttgart 2019 will no doubt be the gathering and meeting spot for all industry experts from around the world.



With the active support of the Chinese government, the Chinese fastener capacity and technology continued to grow in recent years. We should not overlook a few Chinese companies' efforts in developing high-end fasteners. Many American and European companies list Chinese companies as a possible source of purchase for their sufficient capacity and lower prices. According to the figures from State Administration of Work Safety, The market value of high-end fasteners in China will reach RMB 59 billion by 2019. The number of Chinese fasteners imported into the EU grows year after year. It wasn't easy but the Chinese successfully made their way into the European fastener market despite the stringent quality requirements in the EU.

The figures from General Administration of Customs of the People's Republic of China suggest that the U.S. was the top destination for Chinese fastener export during 2016 and 2017. In recent years, Chinese fastener export to the EU started to increase. The statistics ranking of 2017 shows that Chinese fastener export to Germany rose from 6th place to 4th place, which is the result of EU's revocation of anti-dumping tax on China. On top of that, the trade war between the U.S. and China in 2018 made Europe a relatively friendlier market than the U.S. to Chinese fastener companies. This encouraged many Chinese companies to turn to the European market for a lion's share.



Source: European Commission TRADE HELPDESK

Shanghai Fast-Fix Rivet Corp.

— First-Rate High-Strength Structural Fastener Manufacturer

by Nai-Wen Chang, Fastener World

Fast-Fix has been focusing on rivets since its foundation in 2003. Then it gradually grew into a specialized fastener company owning 3 professional plants and a sales office. Now it is known as one of the largest blind rivet manufacturers and exporters in China producing 2 billion pieces of various rivets every year and exporting 80% of products worldwide.

Offering the Most Types of High-Strength Structural Fasteners with Complete Specifications

This highly competitive company never ceases to progress and is actively developing high-strength structural fasteners. Currently Fast-Fix provides such fasteners in various series as the main products, titled “BULB-LOCK”, “CUP-FIX”, and “HEM-FIX” available in 4.0mm-16mm diameters. Fast-Fix tops rivals with the most types of fasteners in stock, most complete specifications, and reliable quality. These products are applied to many fields and objects including automotive, new energy, electric cabinets and containers.

As a high-strength structural fastener manufacturer, strict quality check is a fundamental requisite for Fast-Fix. The check ensures that products comply with standards and clients’ requirements before shipments and it preserves samples and records for every batch of products. If a standard product is unfit for certain clients’ unique conditions, Fast-Fix will provide tailored solutions and technical support to meet clients’ demand. Client’s feedback will be answered within 24 hours with test results and postsale support.



Customized Test Standards & Flexible Compliance with International Standards

“Quality” is the very core of Fast-Fix’s business. The company tests every batch and every piece of materials, and strictly monitors each manufacturing process. Samples and records of all batches will be preserved for at least 2 years. For automotive clients with stringent requirement, Fast-Fix does a full inspection using optical sorting machines. For those with particular requests on product appearance, Fast-Fix offers a thorough manual check to meet their standards. Depending on different requirements, the company provides production compliant with DIN/IFI/ISO international standards or clients’ drawings.

Fast-Fix has acquired the IATF16949 certificate in order to collaborate with automotive clients, and it hopes this would improve management and compliance with quality requirement. Fast-Fix continues to evolve in quality and product development. It has hopes for the future to make greater progress in the automotive, railway, new energy industries, and grow business with a competitive edge created from high quality and advanced technology.

International Quality Certificate & Ultimate Goal to Perfection

Fast-Fix has up to 80% of products exported to the U.S. and Europe, where the former takes up 40% of the total sales and the latter takes up 25%. Most of these products are DIN7337 and IFI114 / IFI126 standard parts, and particularly the high-strength structural products are gaining proportion every year. Fast-Fix exports 350 containers of products every year. The company plans to promote its high-strength series in Fastener Fair Stuttgart this year where it will take the opportunity to talk with regular clients and keep on track with the market.

Fast-Fix continues to develop in the fastener field, not just to become the top of the industry, but also to encourage the growth of the fastener industry so that those in need of high-strength fasteners will have better purchase options. This is to say that Fast-Fix puts itself on the spot with greater responsibility that the company expects to fulfill with no failure.



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K&H Auto Parts Co., Ltd.**— Quality, Credibility, Client Satisfaction, Trustable Service***by Nai-Wen Chang, Fastener World*

K&H is a specialized maker of rivet nuts, self-clinching nuts and self-clinching screws. Each K&H product is developed on riveting technology, and because of that, K&H has gained a thorough knowledge of this field. The products are customizable to their uses to satisfy and provide clients with greater convenience and efficiency for application in various fields.

Presale & Postsale Services Share Equivalent Importance

K&H products have a vast range of applications and can be used in automobiles, railways, elevators, and construction and equipment in the light industry. They are sold well in local China and have spread their presence in Europe, Japan and South Korea. K&H goes further

and deeper in improving product performance, and every year it rolls out better products when it goes to exhibitions. The next step, says K&H, is to increase presale services in a sense that it will cater to clients' work environment and desired performance to provide products that work best for them. K&H will continue to enlarge its technical team, and leverage profession and sharp thinking to ultimately reduce cost for clients.

Structural Optimization to Offer Higher Performance at Better Prices

The market cares much about a product's performance and price and keeps a close watch for a long term. The definitive factor to stay undefeated in the market is to manufacture products with good performance and lower price. This is something that K&H has been learning and working on. K&H hired mentors from European companies to help managers train talents and make corporate resources better utilized and distributed. This also optimizes internal structures to create benefits on the managerial level and lower costs for more profits to clients. Furthermore, K&H continues to improve

technology and product performance. "By strictly tracing the dies we use in manufacture," says K&H, "we revolutionized our dies starting in 2018. This significantly improved both our product consistency and performance."

Multiple Quality Checks on Incoming Materials Through Postsale

The European market is much stringent about quality, but K&H is never concerned to have its quality under close watch by clients because the company follows 4 levels of quality check. First, incoming materials are inspected by hardness testers, mirror image analyzers and other equipment. Then, each batch of products will be randomly inspected as they go through initial inspection, in-process inspection, self-inspection, post-transfer inspection, finished product inspection and pre-shipment inspection. The inspection equipment in use are micrometer, plug gauge, rivet gun, universal testing machine, torque

wrench, projector, surface coating thickness gauge, and salt spray tester. Moving on to the next level, K&H uses ERP and MES to monitor production, sales, inspection and finance in order to ensure that clients' products are quality guaranteed and shipped on time. Lastly, each shipment comes with a unique shipment code and sample product data of a client will be preserved for 3 years to guarantee postsale service.

K&H continues its endeavor in the fastener field and plans to extend its reach to high-speed railway and aerospace markets with higher added values. It is also planning to apply for TS16949 to increase corporate strength. Also, K&H has made its way into the Brazilian, Argentinian and Chilean markets in South America. Later on it will increase investment in South America and start tapping into Africa. K&H will work harder to improve product quality and dish out a complete range of specifications in 2019, and further, K&H is planning to purchase a land hopefully for a new plant by 2020.



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Dongguan Grand Metal Manufactory — Top Clinching Fastener Maker in China

by Nai-Wen Chang, *Fastener World*

Grand Metal was founded in September 2003. It used to process clinching nuts and clinching studs with automated machine tools and supply them to local sheet metal stamping clients and particularly metal plate suppliers to Comba Telecom. Later, the company learned from PEM, PSM and other company brands of metal plate clinching fasteners, and began to design and manufacture clinching fasteners. At the end of the day it became the top maker of clinching fasteners in China.



High Quality Equipment & Robust Overseas Sales

Grand Metal mainly produces clinching nuts/standoffs/studs and welding fasteners. All products are made of premium materials from validated steel plants, and their electroplating process and heat treatment are compliant to environmental requirements. The company has a diverse range of products with complete specifications to meet all sorts of client demand. Most of its manufacturing equipment originate from Taiwan and Germany and Grand Metal chose them because of their precision and operating stability. The company also collaborates with suppliers to develop assisting equipment such as automated packaging machines, automated optical sorting machines and automated feeders.

Grand Metal exports a whopping 500 million pieces of fasteners a year to Europe, Asia Pacific and the U.S. which altogether take up 80% of its overseas sales. Other export destinations include Singapore, India and New Zealand. The company is currently working in line with Xi Jinping's "One Belt, One Road Initiative" and actively developing the markets suggested in the Initiative. With steady growth in the current acquired markets, Grand Metal is planning to tap into Russia, Australia and South America.

New Automated Plant & Overseas Warehouse Shorter Lead Time & Improved Quality

Grand Metal has scheduled a formal launch of a new plant in Yeungkong City (China) and production by 2020. The plant will adopt a full set of automated equipment including feeders, picking machines and packaging machines, and the production scale and capacity in the first stage will increase more than 3 folds. The plant will also adopt advanced processing equipment to extend the product line to other high precision fasteners like rivet nuts and automotive components. Grand Metal plans to pass TS16949 certification in 2019 for quality competence and to set up an overseas warehouse in 2 to 3 years to reduce lead time.

Mutual Growth with Employees & Raising Wage by 10%

General Manager Jason Zhu said he expects more than 20% of growth in future revenues and a 10% wage hike for employees. He wants a long-lasting collaboration between the employees and clients. "We want to give the employees a tidy and comfortable working environment," said Jason, "and we want them to have enough income to buy apartments and have a quality life in Grand Metal." "We are also looking to offer clients more efficient services and eco-friendly products with better performance and more competitive prices, as a part of our contribution to the society." Speaking of the financial crisis in 2008, "We took a blow but we insisted on keeping our employees by our side and hiring German experts to build up our grounds, so that when the economy warmed up we could continue to provide premium services."

Grand Metal has transformed from just an OEM for domestic clients into a developer of standard fasteners who provides clinching solutions and improves cost effectiveness and efficiency for clients. In the past 15 years, Grand Metal continuously refined its technology and equipment, and thereby significantly increasing capacity and quality and reducing production cost. With a strong belief in "honest business", "best product performance", and "competitive prices", "Grand Metal provides better quality at the same price, and better service and prices with the same quality."



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Ningbo Haixin Hardware Co., Ltd.

— Quality is the Key to a Sustainable Business Operation

by Nai Wen Chang, Fastener World

Established in 1995 and with 20+ years of effort in business, Ningbo Haixin Hardware Co., Ltd. (“the company”) has become a specialized manufacturer of high strength bolts and nuts in all specifications. The company has two manufacturing sites totaling 40,000 sqm and 200+ employees (incl. 20+ engineers and technicians). Its manufacturing capability ranges from M6 to M100. It also introduced 4 sets of Taiwanese automated heat treating furnaces and 30+ sets of Taiwanese automated nut cold forging machines, with a total capacity of 2,300 tons per month.

The financial crisis in 2008, industrial competition in recent years and US-China trade war in 2018 all posed challenges to Ningbo Haixin. However, with the focus on enhancing its strengths, improving product quality, upgrading product portfolio, accelerating production efficiency and offering better service, Ningbo Haixin has won the support and trust of many customers.

Int'l Standards Compliant Production Lines and Worldly Recognized Product Quality

Ningbo Haixin mainly manufactures various ANSI, DIN/ISO, JIS and GB standards compliant high-strength steel structure bolts, nuts and railway parts, which are mainly for export to USA, Europe, Japan, Singapore, Canada and many other countries, and which have won the admiration of many domestic/overseas customers. 90% of its products are sold to N. America, Europe, Southeast Asia, Japan, Australia, etc. (incl. 50% to USA and 30% to Europe). Products exported to Europe are mostly EN14399/EN15048 compliant, while those exported to USA are mostly ASTM A194 2H compliant. The manufacturing scale and product quality of Ningbo Haixin both take the lead in the industry.

Strict Quality Control and Facilities Upgrade

Ningbo Haixin is well-known for its requirements on quality and fulfils strict quality control in manufacturing. According to Ningbo Haixin, “Quality is a key to a business’ sustainable operation. The company will further enhance its quality control, increase the proportion of product sorting, and strengthen lab setup and management.” Ningbo Haixin continues to make improvements, follow the world trends, and introduce advanced sorting devices from Taiwan, Japan and Germany to implement quality control and final inspection before delivery, in order to prevent defective products from being mistakenly shipped to customers.

Considering Customers’ Demand as Responsibility and Making Improvements

Ningbo Haixin always attaches importance to offering customer-oriented high quality service and maintaining smooth communication with customers. It is able to make in-time responses to customers’ inquiries and will do whatever it can to deal with customers’ complaints and offer solutions. It treats customers with honesty, collaborates with them to create value, and establishes mutual benefits with customers. Ningbo Haixin respects employees’ interests very well and hopes to offer more opportunities for them to grow with the company.

Speaking of the current operation plans, Ningbo Haixin said, “We do not have any plan to expand the current capacity at this moment, but will continue to optimize our high-end product range. We’ll focus on the improvement in product quality, reinforcing int’l competitiveness of our products, and the R&D of high-end products. In the future we’ll also apply for more int’l certifications (e.g., TS 16949, API, etc.) and broaden our high value added fastener range.”



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Yuyao Xintai Hardware Co., Ltd.

— the Expansion Anchor Expert Growing with Customers

by Nai Wen Chang, Fastener World



Established in 2005 and located in Yuyao (Zhejiang, China), Yuyao Xintai Hardware Co., Ltd is a manufacturer specialized in expansion anchors, high strength fasteners, expansion anchors for construction, reaming anchors and other various non-standard hardware, as well as an authorized exporter & importer. The slogan of the company proposed by General Manager Jian-Jun Ying is, "To grow with customers is a goal we are striving to achieve."

Transforming Crises into Opportunities, Yuyao Xintai Set up Its Own Trading Company

Close to Hangzhou Bay, the operation of Yuyao Xintai spans the total area of more than 8,000 sqm with 120 employees (incl. 40+ sales reps, 8 quality inspectors, 10 technical engineers, 5 processing schedule managers and 40+ machine operators). General Manager Ying also shared the development history of the company and said, "After encountering the financial crisis in 2008, we started to organize a trading company to increase our export value."

Development of Products of 1,200 Specifications / Capacity Reaches 1,000 Tons Per Month

Speaking of the major products of Yuyao Xintai, General Manager Yin said, "Aftermarket anchors, chemical anchors and sleeve anchors are our bestsellers, which are mostly used in construction, subway and home improvements." In terms of manufacturing capabilities, Yuyao Xintai also owns nearly 100 sets of manufacturing equipment (incl. cold forging machines, threading machines, punching machines, lathes, CNC machine tools and automated assembly machines), making it able to produce more than 5,000 specifications of products with the total capacity of up to 1,000 tons per month.

Self-owned Lab and ISO 9001 Quality Management System to Ensure Good Quality

In order to meet the increasing requirements on quality, Yuyao Xintai also set up its own laboratory and introduced quality testing instruments such as material tensile strength testers, Vickers hardness testers, salt spray testers, pullout testers, film thickness measurement devices, metallurgical microscope, etc. General Manager Ying also added, "We utilize the ISO 9001 quality management system to increase manufacturing efficiency and effectiveness and make our company achieve the best performance."

Current Development and Goals in Next 3 Years

The global business territory of Yuyao Xintai is 15% in N. America, 15% in Europe, 24% in Australia, 36% in Asia and 10% in other regions, where its various expansion anchors are mainly exported. Speaking of future business plans, General Manager Yin said, "We hope that our domestic sales in 2019 can reach over 20 million Renminbi and the total sales in 2020 can reach over 0.1 billion Renminbi. In addition, we also hope that we can have one more production line in 2021." The ambition and determination of Yuyao Xintai are clearly revealed in all aspects. ■



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