

# “Quality is Our Value”

## Sailuk Rivet Co., Ltd. by Nai-Wen Chang, Fastener World



**F**ounded in 1990, Sailuk Rivet is dedicated to blind rivets, producing over 3 billion pieces of rivets a year. It has over 200 employees and a technical staff of 30 people. The company has a factory spanning more than 20,000 square meters. It sells a portion of products to Germany, South Korea, Japan, the U.S. and Europe, and many well-known brands have used its rivets. “Quality is our value!” said Vice General Manager Roger Wu firmly.

### Industry-leading R&D Capability

The company mainly produces blind rivets. With a strong R&D capability, its production covers all types of blind rivets and all sorts of structural rivets, particularly Hemlok rivets, Interlok and Monobolt rivets, Multigrip rivets, Unigrip rivets and other highly difficult rivets that the company can manufacture according to high quality standards. Its products can be seen in the automotive, construction, electrical, high speed rail and aerospace industries.

## 品质就是我们的价值—西河五金制品有限公司 文/惠达 张乃文

**成**立于1990年，一直专注于抽芯铆钉，年产超过30亿支铆钉，团队规模超过200位员工及30人技术团队。占地20,000多平方米的厂房，部份产品销往德、韩、日、欧美等国，众多知名品牌都曾采用西河出品的铆钉，「品质即是我们的价值！」西河五金副总经理吴步嵩先生坚定地说。

### 领先业界的研发技术

西河五金主要生产抽芯铆钉，拥有强大的技术研发能力，其生产技术已涵盖所有抽芯铆钉品类，可生产各种结构型铆钉（Structural Rivets），特别是海马铆钉、拉丝铆钉、双鼓铆钉、单鼓铆钉等高难度铆钉产品，都能以高品质标准生产。在汽车行业，建筑行业，电气行业，高铁航太领域都可以看到西河产品的身影。



## Most Trusted Partner with Multi-national Corporations

Multi-national corporations have higher requirements on rivet quality and cost control. Sailuk Rivet has a stringent standard for products and therefore becomes the best choice for many multi-national corporations. It has a way of its own on corporate management that allows to quickly respond to users' needs and manufacture customized high quality rivets.

With 3 decades of experience in management and a technical staff, the company is much experienced in rivet applications and thus can continuously provide products and reliable service. It has become a trusted partner with many multi-national corporations.

## Offering First-rate Fastening Solutions

The company provides clients with technical solutions. "When it comes to chemical performance or physical performance, we stand in the shoes of our clients. Plus, we have 30 years of dedication to blind rivets, so we can quickly provide clients with solutions based on our technical experience. Take Hong Kong-Zhuhai-Macao Bridge for instance, our products must cope with the more extreme marine environment, so for product selection, we offer our clients appropriate solutions right from the beginning. We use high strength rivets that come with a warranty that guarantees 15 years without color fading," said Roger.

## Rollout of Rivets for New Energy Cars

The emergence of new energy cars lately has driven the company to start developing rivets in accordance with the latest car trends. The solution that it presented for new energy cars adopts a three-layer-foldable design to achieve lower clinching force and effectively solve the riveting problems with plastic compound and other soft and fragile materials, and simultaneously provide a larger riveting range to increase product versatility.

Looking ahead this year, the company's target is to increase its market share in the U.S., Europe, Japan and South Korea. In addition to increasing local exposure, it will promote the strengths of its products and expects to expand production scale this year by building more facilities, adding equipment, increasing capacity, satisfying clients' demand, rolling out and mass-producing more patented products. □



## 跨国企业最信任的伙伴

跨国性企业对铆钉产品的品质及成本控制的需求比较高，西河的产品标准严谨，成为许多跨国性企业的最佳选择，西河自有一套企业管理办法，能够迅速回应使用者的需要，同时能客制化生产高品质铆钉。

累计近三十年经验的管理与技术团队，在铆钉的应用经验上相当广泛，足够提供不间断的产品与可靠的服务，成为许多跨国企业信赖的伙伴。

## 提供一流的解决方案

西河一直在为客户提供技术解决方案，「无论是化学性能，还是物理性能，我们都是想客户所想，急客户所急，同时30年专注抽芯铆钉，在技术经验上，都可以为客户提供快速的解决方案，像港珠澳大桥，产品面对的是海洋更为恶劣环境的考验，在产品的选用上，我们第一时间为客户提供合适的方案，使用高强度铆钉的同时，我们更为客户提供十五年不褪色的保证。」吴副总经理如此说道。

## 推出新能源车用铆钉

近年来新能源汽车的兴起，也让西河开始研发符合当前汽车趋势的铆钉扣件，西河所推出针对新能源车的解决方案，采用三片式折迭设计理念，达到更低的夹紧力，有效解决了塑胶复合材料等软性易碎材料的铆接问题，同时提供更大的铆接范围，提高产品的通用性。

展望2020年，西河将目标放在扩大欧、美、日、韩市场，除了在当地提高曝光度外，也会大力宣传产品优势，预计于今年将扩大生产规模，包括建设更多的厂房设施，增加机器设备，提高产能，满足客户的需求，同时也会推出更多专利型产品实现量产。 □

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