

Shortening Lead Times

- the priority issue to Taiwanese suppliers

by Naiwen Chang, Fastener World

BUFAB

Bufab's
Leadership
Vision

By
Johan Lindqvist
Director BUFA



On November 7, 2019, Bufab Taiwan held its "Supplier Day" event at the Grand Hi-Lai Hotel in Kaohsiung, where the high-ranking management of Bufab was present to share their suggestions to Taiwanese suppliers and point-of-views on the current global fastener industry.

Johan Lindqvist:

Whether manufacturing adheres to the objective of sustainability will be a critical key point in the future.

According to Johan Lindqvist, director Bufab Nordic, Bufab Group's acquisition strategy has been ongoing for long and since 2015 the Group has completed the acquisition of 8 companies. The scale of Bufab continues to grow larger with the acquisitions of more than 50 companies in its history. Lindqvist further added that a few days before the Supplier Day Bufab had just acquired American Bolt & Screw (ABS) with factories in California, Indiana, etc., which is the 2nd largest acquisition of Bufab and which is expected to facilitate Bufab's expansion into U.S. market. On the other hand, Johan Lindqvist also noted that, sustainable development is a trend that no company can resist in the future, as more and more customers will require the compliance of product manufacturing with sustainable development. He also expects that Taiwanese suppliers can keep pace with this trend to increase their KPI¹ (Key Performance Indicator).

Carina Lööf: Become more competent by shortening lead times

Carina Lööf, CPO of Bufab, also shared some key points with Taiwanese suppliers. She said that the products Bufab bought from Taiwanese suppliers were mostly nuts (24%), followed by screws (23%). However, Taiwanese suppliers, compared to suppliers from other regions, usually needed longer lead times for product delivery. She said that if Taiwanese suppliers are able to duly increase their inventory, their lead times may be faster, which is also what Bufab would specifically expect Taiwanese suppliers to make significant progress for the time being.



Mathias Torstensson:

The capability for responding to market demands fast is pretty essential.

Mathias Torstensson, regional director APAC of Bufab, followed after to forecast how the fastener industry and market in Asia is going to be. He believes that digital manufacturing service will become a trend and customers' demands will change faster, so every manufacturer should be able to offer a wide range of products. He added that it'll be unquestionably harder to forecast market trends, so he advised suppliers should reinforce the digitalization of manufacturing, as Bufab has been well-prepared to face the fast-changing industry. He's also looking forward to working with suppliers who can hold an open-minded attitude toward new changes and grow together with Bufab.

Jannus Lin: Bufab Taiwan wishes to be the 'bridge' between markets and suppliers

Jannus Lin, who has been designated as Managing Director of Bufab Taiwan since March 2019, said that she expects Bufab Taiwan can be a 'bridge' connecting customers and Taiwanese suppliers, particularly in the role of creating opportunities for suppliers with European customer demands. For those who are interested in continuing growing with Bufab, Lin said that superior Quality, flexible Service and competitive Price are the most important principles. Facing the current slowdown and decline of global economy, Bufab, however, continues to maintain its growth momentum and is expected to increase its demand for collaboration with more suppliers.



¹ KPI stands for Key Performance Indicator, which is to digitalize work efficiency and quantize the efficiency in an objective and measurable way to help the company optimize internal management.

