

The growth momentum of global emerging markets continues to edge up this year. We can observe this by looking at the development of global investment mapping. The American and European corporations continuously invest in the rising China. China's massive investments pour into Latin America, Southeast Asia and even Eastern Europe through exporting high speed rail systems and infrastructure. Japan contends with China for a lion's share in the Southeast Asian markets. This indicates that China and other emerging markets are showing growing business opportunities exponentially. Taiwanese suppliers see this trend as well. In 2016, Taiwan's fastener export value to Southeast Asian countries exceeded USD 3 million, representing 3% of Taiwan's total fastener export to the world, so Taiwan External Trade Development Council brought a delegation consisting of Taiwanese fastener and automotive components companies to Myanmar, Vietnam, Thailand and the Philippines, eyeing the growth potential of automotive and fastener demands in the emerging markets. This time Fastener World Magazine interviews Arma Fixing Systems which will be exhibiting in Mexico to expand market share, and EFC International which has bases in Shanghai and Seoul, to share their development and achievement in the emerging markets.

Discovering Fastener Business Opportunity in Emerging Markets



發掘新興市場扣件商機

arranged by Fastener World



Arma Fixing System was founded in Bayrampasa, Istanbul in 1980 as a molding workshop by two brothers, Mustafa Adıgüzel and Hüseyin Adıgüzel. During its first year, the company only conducted mould production. Later, the company started to manufacture sheet metal parts with the technical knowledge it gained and became a subcontractor company for IVECO. Later on, the metal clips division was established and ARMA started to serve for home appliance sector. By continuous improvement studies and attending overseas fairs, other product groups like pipe clamps, hose clamps and special metal fasteners were included into the portfolio. ARMA's product categories now are fixing clamps, metal clips, metal fasteners, stampings, brackets, and components. The product demand comes mostly from the automotive and home appliance market.

Clamps & Clips Specialist En Route to Further Market Expansion

Arma Fixing Systems from Turkey

Since 1980

ARMA[®]
FIXING SYSTEMS

by Dean Tseng, Fastener World



New Manufacturing Facility in Operation

ARMA started manufacturing in its new facility spanning 7,000 m² in Hadimkoy Istanbul in January 2016 to meet the growing potential, increase market share and employment, and invest in new projects. Plant manager Mr. Murat DİKEL said, "Two new automatic production lines for clamp manufacturing were put into use. Stamping manufacturing was supported by three eccentric presses of the latest technology. The tensile strength test machine and camera controlled dimension measuring machine were set up and the X-Ray coating thickness measuring machine will be invested soon for the quality control department." Additionally, 2 new CNC EDM Machines and a CNC Milling machine were installed to the tooling shop to increase the flexibility of part and mold production. Employment has increased from 70 to 98 employees.

Eyeing the German & U.S. Markets

ARMA's business philosophy is to manufacture innovative products and make innovative improvements on standard fasteners according to customer needs. It particularly focuses on being a solution partner on new clamps and clip projects which have special requirements for the automotive, home appliance and other industries. "We directly serve Daimler, Ford, MAN, Otokar, Karsan, Isuzu, Turk Traktor, Arcelik, Vestel, Candy Hoover and Simfer. We have also increased the number of Tier-1 customers for the past 2 years," said Murat DİKEL.

Currently, ARMA's main target markets are Russia, France and England, but ARMA is still expanding its market share outwards. Murat DİKEL added, "We also want to increase our market share in Germany. Furthermore, by 2017 we have completed our project

studies on the clamping business and started to serve the U.S. market. We are manufacturing special fixing clamps for one of the leading distributors in the U.S." On the other hand, as I ask about his prospects for Turkey and the emerging countries, he explained: "In Turkey, the manufacturing volumes are growing year by year and this will affect the manufacturing economy positively. Challenges are the rising raw material costs and exchange rates."

ARMA Will Exhibit at Germany, Mexico and Italy Fairs

This year, ARMA has attended Fastener Fair Stuttgart and plans to exhibit its product range at Expo Nacional Ferretera in Mexico. Next year, it will attend Fastener Fair Turkey, IZB Fair Wolfsburg and Fastener Fair Italy. ARMA is the right partner in the field of fastening and fixing technology for integrated solutions from development to production.

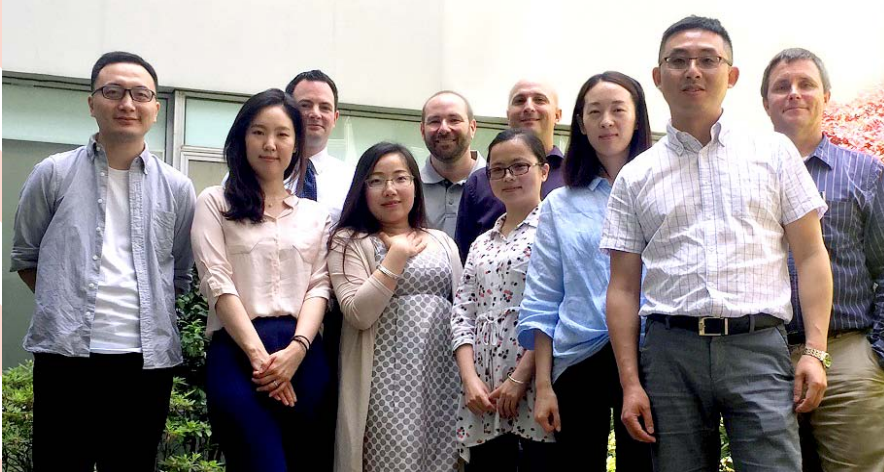


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Top-class Fastener Distributor Expands with Ever-growing Global Presence

EFC International

by Dean Tseng, Fastener World



Established in 1983 with around 120 employees at the present, EFC is a leading distributor of engineered fasteners and specialty components, committed to surpassing the unique needs of each customer through The EFC Difference, which includes – an ever-growing global presence with multiple offices in USA, Mexico, Germany, China, and Korea. EFC has unsurpassed industry partnerships, dedicated expert people; engineering solutions, the highest standards of quality, and customized inventory/logistics programs. Additionally, its quality is ensured by ISO certification and TS-certified manufacturers, most of whom are world recognized leaders and innovators in their respective fields.

Strong Roots in the Automotive & Industrial Markets

EFC provides one of the world's widest ranges of premier Engineered Fasteners and Components including but not limited to – Stamped Components, Plastic Injection Molded Components, Cold-Formed Fasteners, Rubber Components, Custom Parts, Assembled Components, Self-Retaining Nuts, Panel Fasteners, Hose Clamps, Electrical and Routing Components. Many of which are proprietary, patented or licensed. EFC is strong in the automotive tiers and OE, industrial and the distributor market. It has a broad type and level of customer and serves them all with not only 'off the shelf' products, but highly engineered products to give them the opportunity to a one-source solution for their fastener needs.

Global Footprints in the U.S., Seoul, Shanghai and Germany

EFC identified global expansion targets that can enhance its reach to key customers, extend partnerships with key suppliers, and diversify business geographically. EFC supports the global supply chain for suppliers and customers with responsiveness, on-time delivery, local engineering support, and overall superior customer service mitigating risk in these areas. Global expansion continues with the recent opening of the office in Germany. The U.S. market continues to be a major focus for EFC and it has sales engineers strategically located throughout, along with warehouses to support customers. EFC has a



growing presence in Mexico as well. "We have a team of engineers working closely with suppliers and customers to engineer in products, consolidate and support the growing automotive and industrial markets in Mexico," said marketing production manager Joyce Gerber.

Business Enhanced with the Acquisition of TCS

At the start of last year, EFC acquired Technology Components Southwest (TCS), a Texas-based fastener distributor. Joyce explained, "TCS customers now experience the benefit of EFC's purchasing, sourcing, and sales teams with an expanded product line, including many products not available to them prior to the acquisition. Acquisitions, though not targeted at this time, are reviewed often to broaden our product offering, expand global reach, new markets and levels of exclusivity for innovative products."

Meet EFC at Las Vegas Convention Center & Kentucky Expo Center

This year, EFC will exhibit at NIFMSE and the Green Industry Expo. It participates in table top shows within the fastener industry, and there may be exhibitions that come up throughout the year. Before the end of this interview, Joyce added. "We continuously collaborate with world-class manufacturers to introduce and design the latest in fastener technology. Exclusive and innovative products are a focus of new business development. Look for more engineered solutions and partnerships to come!"

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