

Editorial: Mitigate Tariff Impacts, Keep Pace with Emerging Industry Trends, and Position for Potential Markets

TARIFFS

The Asia-Pacific Economic Cooperation (APEC) summit took place in Gyeongju (South Korea) in late October and early November. Leaders and reps from major global economies gathered to engage in broader discussions and exchange views on various economic issues. Through multilateral dialogue, they aimed to enhance mutual trust and understanding, building a cooperative framework based on mutual benefit and shared prosperity. This atmosphere also reflects the global industry's earnest desire to swiftly return to a cooperative model characterized by fairness, openness, stability, and mutual prosperity- a shared aspiration among global fastener manufacturers over the past few months following the disruption of global supply chains caused by previous tariff issues. Given the current intricacy of political rivalry and conflicting interests between the two major economies (e.g., The U.S. and China), it is unlikely that we will see positive developments such as the removal or reduction of the 50% steel and aluminum tariffs in the near term. Under these circumstances, fastener manufacturers must adopt corresponding countermeasures to mitigate the impact of tariffs. For this issue, our editorial team has specially invited the presidents of EFDA and EIFI, along with TFTA chairman, to share their perspectives on the current industry landscape and market sentiment. We have also invited contracted article contributors to analyze opportunities for Taiwanese fastener companies and explore several promising emerging markets globally. This aims to help manufacturers seeking to expand their market footprints understand potential markets and unlock more business opportunities.

European Fastener Demand Remains Steady; 6 Application Areas Deserve Greater Attention

Based on the perspectives of EIFI, EFDA, and TFTA presidents, there were indeed signs that major fastener suppliers such as China, Taiwan, and Vietnam shifted some product sales to the EU market following the implementation of Trump tariffs in the first half of 2025. The EU's increased imports from China, Taiwan, and Vietnam also indicate its growing demand for sourcing Asian fasteners, particularly in 6 key sectors: construction, automotive, industrial machinery, energy, aerospace, and railway. Demand for fasteners in these sectors remains stable. Competitive pricing is indeed one of the factors EU customers consider when making procurement decisions though, whether the supplier's products meet quality standards and possess the necessary certifications for specific applications remains crucial foundations for European buyers when determining cooperation. Furthermore, the EU has placed particular emphasis in recent years on product innovation, automation and digitalization of manufacturing processes, high-performance product applications, customized services



from suppliers, and low-carbon environmental sustainability. Manufacturers that actively align with these priorities stand to gain more orders and collaboration opportunities. Despite numerous challenges currently facing the EU automotive industry, the construction and automotive sectors still account for 40% of the EU fastener demand market. Additionally, the Central and Eastern European market represents an emerging region worthy of attention. Many European manufacturers continue to view the development potential of Central and Eastern Europe favorably, establishing factories and expanding their footprints in the region. Additionally, CBAM will undoubtedly be the key “ticket” for accessing the EU market in the future. To get fully prepared for the implementation of CBAM taxation in 2027, many Taiwanese businesses have already proactively implemented energy-saving and carbon-reduction measures. Manufacturers that seize this competitive edge should be able to achieve stronger performance in expanding their presence within the EU domestic market.

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Diversified Market Strategy: Business Opportunities in Southeast Asia, India, the Middle East, and Latin America Should Not Be Underestimated



Although the European and U.S. markets will remain the primary markets manufacturers must consolidate in the future, it is impossible to abandon them entirely simply due to tariffs or stricter trade protection measures. However, recent reports by experts and scholars indicate that **as many emerging economies, such as China, India, Southeast Asian nations like Vietnam/Indonesia/Malaysia, Middle Eastern countries like Turkey/UAE, and Latin American nations like Mexico/Brazil/ Paraguay/ Guatemala) are investing in emerging industries like electric vehicles (EV), green energy, and even AI (with China leading in EV and AI), these regions will see accelerated growth in demand for precision fasteners.** If businesses can expand their presence in these emerging markets, they can avoid the risks associated with over-reliance on a single market while also tapping into new customer bases distinct from those in Europe and the U.S.

The global fastener supply and demand landscape typically experiences significant V-shaped fluctuations every few years. Between 2023 and 2025, Taiwan's fastener exports contracted due to tariff-related issues. However, according to the analysis by one of our contracted article writers, Dr. Wayne Sung, the current situation may have bottomed out. Rising demand for fasteners has also been observed in Southeast Asian countries and India. Furthermore, customer inventory levels will eventually need replenishment. Perhaps, spurred by the development of emerging industries, a new wave of demand rebound may come soon. Businesses that focus on key areas such as technological innovation, sustainable transformation, and market diversification should be able to benefit from the positive effects of this surge in demand.



Fastener World's 2026 Exhibition Footprints will Cover More Regions to Help Manufacturers Tap into New Markets

In 2025, Fastener World's Marketing Team led manufacturers to develop many markets in Europe, America, and Asia with demand for fasteners, hardware & tools, precision components, machinery & peripherals. This initiative not only successfully connected exporters seeking to elevate their business with local buyers, establishing collaborative bridges, but also brought back insights into the genuine needs of local buyers and the current state of market development, enabling manufacturers to gain a deeper understanding.

Anticipating a market demand recovery by 2026 and responding to clients' expectations for exploring more potential business opportunities, Fastener World's exhibition participation will continue to include major international events such as the IFE in Phoenix (the U.S.), Fastener Poland, Fastener Fair India in the Greater Noida, Fastener Fair Italy in Milan, Taiwan International Fastener Show, Fastener Fair USA in Charlotte, IFS China, and other major international events. We will also progressively participate in representative industry gatherings across developed nations and emerging markets. Furthermore, we will strengthen exchanges with global associations and leading manufacturers, providing businesses with more opportunities to collaborate with diverse customer segments across different markets and engage with supply chains at various industry levels.



Buyers' Guide 2026- The Industry's Most Comprehensive Supplier Directory

Price, material, patent certification, quality, technology, service, lead time, customization, and innovation are often the key criteria global buyers use to assess supplier suitability. The suppliers featured in the Buyers' Guide 2026 are not only this year's top selections but also the most efficient way for buyers seeking the best procurement partners to reduce search costs, fulfill needs faster, and stay updated on suppliers' latest developments. For additional procurement needs, you may directly consult our team for further assistance or access the supplier search platform on Fastener World's official website to obtain more collaboration opportunities.



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Automotive Fasteners



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Fasteners

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Conclusions

At this year's IFE in Las Vegas, Melissa Patel, Vice President of U.S. NFDA, mentioned to TIFI Chairman Yung-Yu Tsai that "efficient service and stable supply capabilities are key priorities for U.S. buyers today." LindFast Group also praised Taiwanese suppliers for their strengths in specialized products and technical quality. These are precisely the core competencies accumulated by Taiwanese fastener industry over decades of development. By effectively leveraging these advantages, significant growth opportunities can be realized. Additionally, we observe Taiwanese manufacturers actively showcasing their service capabilities and innovative vitality at events like Fastener Poland 2025, in anticipation of seizing first-mover advantage amid a conservative and sluggish market—a testament to Taiwanese fastener industry's unwavering resilience in the face of challenges. With the advent of 2026, as long as businesses continue to meet the key priorities valued by their customers, keep pace with emerging industry trends, and never abandon any promising potential markets. They will undoubtedly continue to deliver strong performances in a competitive landscape filled with challengers. ■

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