

# Customized Production- TANGIBLE Professional Staple Guns Gain Traction in EU, USA, and Japan

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*TANGIBLE IND. CO., LTD.*, which has earned 100% trust from customers in Europe, USA, and Japan with its high-quality hand-operated staple guns in the fastening tools sector, has been in operation for nearly 50 years. Unlike many competitors vying for large-volume orders to maximize sales revenue and overall profit, Tangible possesses mass production capabilities yet prioritizes products with higher technical complexity and smaller batch requirements as the cornerstone of its business expansion. This approach has enabled Tangible to distinguish its products with unique characteristics throughout its development journey. By avoiding excessive price competition and steadily building its presence in less-explored areas, the company has firmly secured its own market niche.

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# TGB

## ► Flexible Order Acceptance: Niche Products Are Also Welcome

“We are willing to assist clients in developing staple guns or other products that may appear niche. As long as our production capacity and equipment meet the requirements, we can evaluate manufacturing. For instance, during the pandemic, we even received animal trap orders from clients and have continued supporting them ever since,” Tangible stated. Tangible's staple guns demonstrate a strong customer-centric approach, **enabling comprehensive customization of gun body design and production to meet clients' market application requirements, dimensional specifications, wire thickness, and impact force.** Representative products that have gained significant global popularity in recent years include staple guns supporting T50 and JT21 staples with spring-driven mechanisms for reduced effort, as well as cable tackers for securing wires.

## ► One-stop Manufacturing Reducing Customers' Procurement Burden

Tangible's **product portfolio extends beyond staple guns to encompass plastic/metal forming, metal stamping, spot welding, assembly, and packaging, delivering comprehensive one-stop solutions for clients.** For smaller brands lacking sufficient production capacity, this integrated model significantly reduces the cost burden of sourcing multiple suppliers and logistics separately, creating a stronger competitive edge. “With years of extensive experience in collaborating with clients, we assist in developing products ranging from mechanically complex structures to standardized wire products or those requiring specific materials. After thorough communication, consultation, and evaluation of costs like shipping and tariffs, we complete testing, prototyping, and production. This approach helps reduce costs while ensuring consistent product quality. Recently, we've even expanded into the local motorcycle parts sector, assisting clients in developing carbon fiber components,” stated Tangible.

## ► Adhering to Japanese QC Standards; +90% of Production is for Export

Tangible's stable technology, quality, and service enable **up to 95% of its products to be exported to advanced markets such as the U.S., Europe, and Japan.** To meet the stringent quality standards demanded by these countries and deliver exceptional product performance, **the company fully implements rigorous Japanese manufacturing standards within its own production quality control,** demonstrating an unwavering commitment to quality. Facing greater global market challenges and product development visions ahead, Tangible stated: “We sincerely welcome clients to inquire about development assessments for various products. Moving forward, in addition to maintaining stable supply of our professional staple guns, we also look forward to exploring diverse product categories while leveraging our diversified business model to showcase the formidable strengths of Taiwanese enterprises.”

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