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Fasteners



New Era for Fasteners



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High-quality Fasteners
and Fixings

Taiwan Sourcing Service Provider

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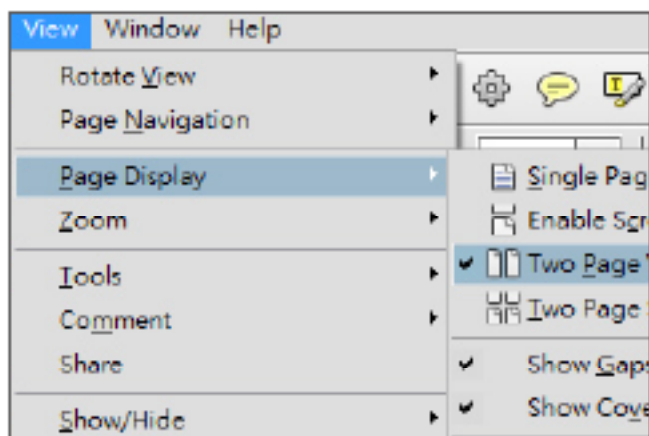
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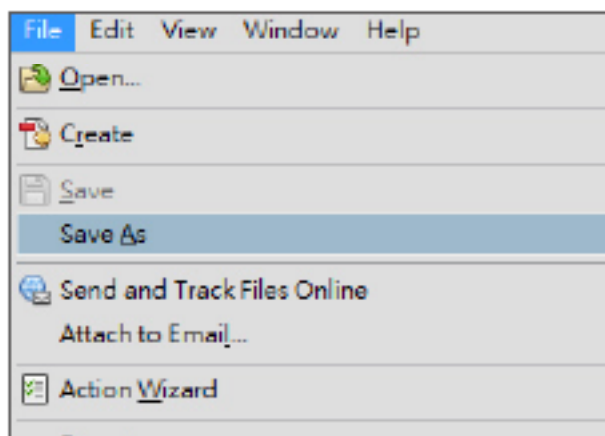
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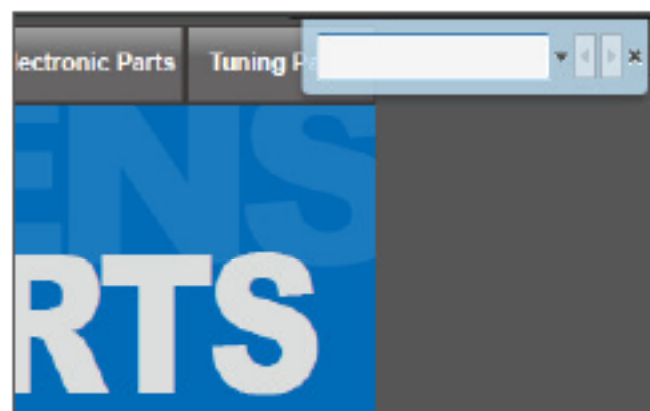
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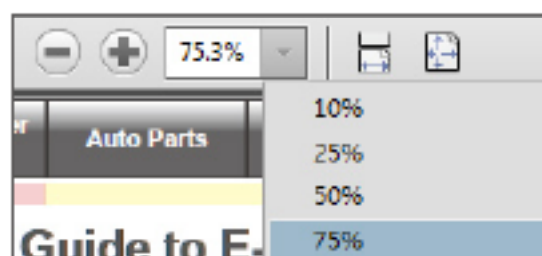
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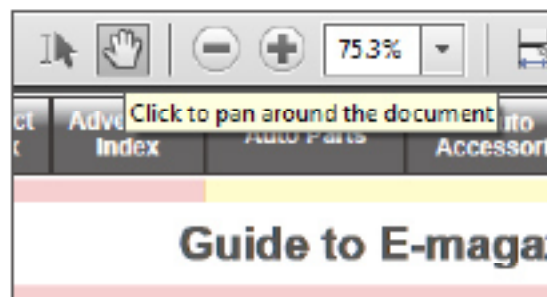


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- Parts and Accessories for Watercraft and the Aerospace Industry

Taiwanese Fastener Makers Upbeat About Outlook due to Encouraging Turnout at TIFS 2014

Event is Asia's No. 2 and globally No. 3 by booth number

Compiled by STEVE CHUANG



TIFS 2014 draws nearly 2,000 foreign buyers and over 20,000 domestic visitors.

Likely also true in Taiwan's fastener sector, one of the island's leading yacht makers recently said on TV that the industry is a contender globally because of complete supply chain and industrial clustering, meaning all the hardware are made locally and easily accessible, backed by excellent quality, high customization and flexible production. Such merits helped fuel the roaring success of the Taiwan International Fastener Show (TIFS), held recently April 14-15 at the Kaohsiung Exhibition Center in Taiwan's southern metropolis of Kaohsiung, being its third edition and the only specialized fair for the fastener industry on the island.

The biennial show hosted some 350 exhibitors across 850 booths in two exhibition halls, compared to 180 exhibitors and 416 booths in 2012, also drawing nearly

2,000 foreign buyers and over 20,000 domestic visitors, roughly up 10.4% and 25%, respectively.

Following years of promotion by the initiator, Taiwan Industrial Fastener Institute, and the organizer, Taiwan External Trade Development Council, as well as Ministry of Economic Affairs and Kaohsiung City Hall, TIFS 2014 has written a new chapter in its history by becoming Asia's second-largest and world's third-biggest fastener trade fair by booth number, also setting an all-time high in turnout.

Amid TIFS 2014's laudable achievements, Taiwanese exhibitors generally expressed optimism about the future of the exhibition, and their business prospects this year.

Sheh Fung

Kent Chen, general manager of Sheh Fung Screws Company, said gleefully on the last day of the show that world-caliber exhibition facilities helped boost TIFS' image as a very important meeting place for Taiwanese fastener suppliers and global buyers, while quality of visitors is also higher than in the past.

Chen furthered that the show's resounding success was attributable partly to the brand new exhibition building, which rivals those in Germany in terms of interior design and hardware quality, and partly to its location in Kaohsiung, which allows foreign buyers closer look at Taiwan's fastener industry, whose output is generated in and around the city. "I am very optimistic about TIFS's future, and willing to invest more in participating in the show to help contribute to development of local economy and the industry, given Kaohsiung is home to most Taiwanese fastener makers."

The general manager placed ample faith in the potential of TIFS as a promotional platform, as Sheh Fung spent considerably setting up a two-story booth with plenty of wow factor to captivate each passing visitor. "By setting up this spectacular booth to showcase our quality, highly-value fasteners, we look to establish a higher profile among buyers at the show, and we have also arranged factory tours for interested buyers, which is an effective, efficient way for new customers to know us better," said Chen.

As to outlook this year, Chen reported that Sheh Fung is expected to recover soon in the rest of the year, after suffering a decline in the first quarter in the wake of the government's increasing restrictions on electroplating and processing industrial wastewater, and mandatory shutdowns of illegal surface treatment firms to impact the industry's supply chain. Such upbeat outlook is also based on the brightening global economy, particularly that in Europe, which contributes 35% to the firm's revenue as the biggest source following the U.S. and Australia

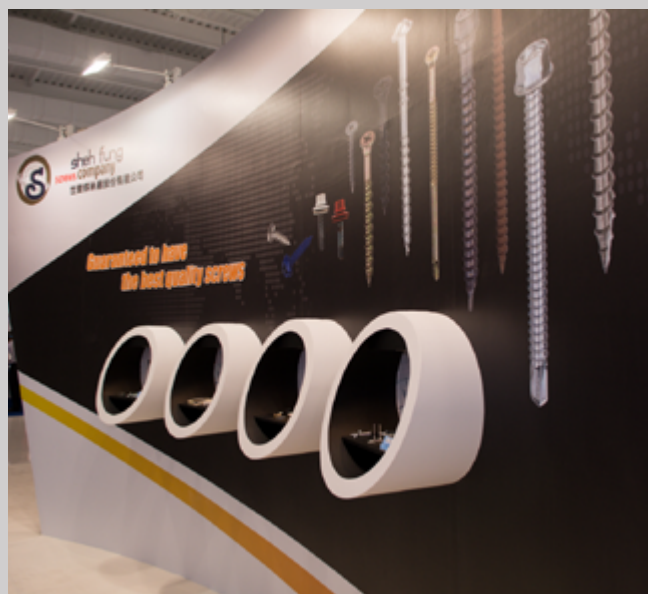


Sheh Fung's general manager, Kent Chen, emphasizes that Taiwanese fastener makers should upgrade management to digitization.

Industry Leader

To say that Sheh Fung, already ISO-9001, QC-080000, ISO 14001 and CE certified, is an industry-leading maker is not overstated. Founded in 1978, Sheh Fung was first ranked among Taiwan's top-1,000 enterprises by a local market researcher in 1989, and then the No.707 in 1992. The locally-listed firm has won national awards many times for outstanding contribution to the local economy and the sector, also globally known as a top-end supplier of stainless steel screws, chipboard screws, decking screws,

drywall screws, self-drilling screws, self-tapping screws and Kaitex coating screws, mainly for construction, commanding 0.5% share of the global market for fasteners.



Sheh Fung showcases various screws for construction.

In addition to automating production, the company is also notable for thoroughly applying ERP (Enterprise Resource Planning) in daily operations, to effectively enhance production efficiency, lower defects and shorten lead time.

"Applying ERP is part of Sheh Fung's effort to realize digital and information management for improved efficiency. Despite being costly, the system has paid off to greatly enhance management efficiency to generate more profits, with our annual revenue showing flat growth last year but the gross profit rate having tripled," said Chen.

The general manager went on to say that Taiwanese traditional manufacturers must try to upgrade by optimizing operation efficiency through more efficient, reasonable management. By applying ERP, Chen said,

"Sheh Fung is leading the way for our contract manufacturers to follow to further leverage the industry's overall competitiveness."

Chen confirmed that while constructing a factory in response to brighter market outlook this year, his company plans to step up integrating production, including electroplating and coating, and invest more in wastewater processing equipment, raise self-supply ratio and secure sustainable development. Such effort enables Sheh Fung to transform from a contract manufacturer into a service-oriented manufacturing solution provider.

Chong Cheng

Also giving thumbs up to TIFS 2014's bigger space and better exhibition facilities to help draw more visitors, Jason Yu, vice president of the production department of Chong Cheng Fastener Corp., and Kenny Hsu, manager of Sales Division 2, noted in a joint interview that their company's enhanced participation in the show was worthwhile.



Chong Cheng's vice president of production, Jason Yu (left), and sales manager, Kenny Hsu.

Hsu said, "During the show, we have met quite a few potential buyers from abroad, such as Europe and Brazil. In addition to the larger size to present a more complete line of exhibits, this year's show achieved a notably growing turnout also thanks to being scheduled following the Taipei AMPA (30th Taipei Auto Parts & Accessories Show held April 9-12)."

Chong Cheng's open-space booth was located near one of the two entrances of the North Hall, hence was well trafficked by buyers interested in its high-quality fasteners, including conical washer nuts, flange weld nuts, metal insert lock nuts, cap nuts, flare nuts, etc.

On its goal as exhibitor at the show, Hsu commented, "Chong Cheng would like to strengthen its image as a truly capable maker with consummate production techniques and a TS16949 certificate, as well as impress buyers with our special fasteners, such as lock nuts and conical washer nuts."

"Chong Cheng's fasteners are targeted at mainly three segments: automotive, construction and industry, with construction fasteners being our largest revenue source, and auto fasteners showing a notable shipment growth in recent years." "Participating in TIFS 2014 helps to enhance our manufacturer image," the vice president said, and the company aims to explore more new customers from all over the world.

Taiwan's First Automated Warehousing

Few would question that Chong Cheng, established in 1989, is Taiwan's first fastener

maker to introduce automated warehousing equipment, which not only greatly shortens lead time, but also helps build its global profile as a competent, reliable OEM (original equipment manufacturer).

With global buyers increasingly prone to rush orders to avoid over-stocking, Yu said, to better satisfy customers with timely delivery and rapid distribution, the company will add six new automated warehousing lines this year, along with 4-5 machines for making nuts and bolts up to M30 in size. "To accommodate the new equipment, we will expand our factory in the meantime."



Buyers look at Chong Cheng's high-quality fasteners.

Chong Cheng operates a modern factory spread over 15,000 square meters in Tainan City, southern Taiwan, to turn out around 600 tonnes of various fasteners of different materials, such as carbon steel, stainless steel, copper and aluminum, a month, all meeting DIN986, DIN1587 and DIN917 standards typically expected by buyers from North America and Europe.

Bolstered by strong customer loyalty and a wide customer base, Yu indicated, Chong Cheng scored a 15% surge in revenue last year, mainly driven by soaring shipment of auto fasteners to Japan, Europe and the U.S., and achieved its revenue goal in the first quarter of this year to shrug off the impact of a supply-chain breakdown caused by a wave of mandatory shutdowns of local, illegal surface treatment firms in Taiwan.

"The supply-chain problem didn't hamper Chong Cheng's growth just because stainless steel fasteners now make up over 40% of the overall shipment, and automotive fasteners, which are not surface treated, have notably soared over the past few years," explained Yu. With its shipment structure increasingly consisting of high-margin fasteners, Yu said that the company is quite confident of better performance this year.

Ray Fu

Witnessing significantly increasing foreign buyers from Europe, India and the Middle East, Amy Yu, vice president of Ray Fu Enterprise Co., Ltd., complimented TIFS 2014 as a main growth propeller for Taiwan's fastener industry.

"TIFS has increasing influence over the global industry following years of development, reflected by more quality buyers from all over the world showing up here. We are glad to have met many potential buyers, especially those from Germany, Czech and other European countries, at this year's show, because Europe is our biggest overseas market," said Yu.



Ray Fu's vice president, Amy Yu (center), lauds TIFS 2014.

The good news, she went on, was that most potential clients showed high interest in the factory tours Ray Fu had arranged, which would likely enhance business chances to drive the company's performance in the years to come.

During the show, the company's booth was usually full of foreign buyers, either talking with sales representatives or browsing products on display, to continuously generate positive atmosphere.

Among Ray Fu's exhibits, covering self-tapping screws, furniture screws, hex-head bolts, carriage bolts, hex nylon insert nuts, flange nuts, wing nuts, anchors, studs, pins, thread rods, rivets and so forth, the pneumatic nail gun with a long plastic collected coils attracted the most inquiries, said Yu, who showed briefly the nailer, mainly for roofing, with a wider nail structure to effectively avoid jamming, and improved structural design for ease of use.

"The nail gun was completed last year and has just been mass produced this year as a brand new product, whose launch is expected

to widen Ray Fu's product portfolio to meet the needs of differ buyers to drive growth in the short term," said Yu.



Yu introduces Ray Fu's brand new nail gun.

A Quality-driven Supplier

Founded in 2000, Ray Fu Enterprise Co. is a quality-driven supplier of fasteners well recognized among buyers from Europe, the U.S., Australia, New Zealand, Japan, and the Middle East.

In continuous pursuit of excellence, the company, already certified by ISO9001:2008, ISO14001:2004, and ISO/TS16949:2002 many years ago, had just acquired CE EN14592 certification last June, hence moving a step closer to being a top-end maker in the increasingly challenging business.

Ever since its inception, the firm has invested heavily in QC test equipment, ensuring strict control of manufacturing processes. In addition, the improvement of management efficiency and insistence on providing high-value-added products have won Ray Fu solid reputation in the global marketplace and help it create mutually-beneficial relationships with customers. Moreover, the company

boasts a QC lab accredited by the Taiwan Accreditation Foundation (TAF) and certified to CE DIN EN 14566 standards.

"We chalked up around a 20% revenue growth last year, when Taiwan's fastener industry saw export volume hit a record high. Despite sluggish demand dampening our performance in the first quarter, we expect it to soon shoot up in the rest of this year," said Yu.

Fastener Jamher

Giving high credit to TIFS 2014's improved organization and floor layout, Linda Lin, sales manager of Fastener Jamher Taiwan Inc., agreed with most Taiwanese exhibitors that the exhibition has actually set a very significant milestone for both Kaohsiung City and the industry's development.

"We have talked with several potential buyers who mostly recognize Fastener Jamher's superior production capability and outstanding quality. What encourages us is that some of them have requested visits to our factory to look at production management and quality control," said Lin.



Fastener Jamher's sales manager, Linda Lin (center), approves of TIFS 2014's improved organization and floor layout.

Lin pointed out that Fastener Jamher's profile as a world-level, trustworthy manufacturer of auto fasteners drew new clients at the show. "Fastener Jamher is TS16949 certified and offers exceptional quality that is accepted by carmakers. We are also capable of handling custom orders and wide-ranging materials in production to meet customers' various demand," said Lin.

Specialty Fasteners

Founded in 1999, Fastener Jamher particularly takes pride of its well-honed capability for turning out specialty fasteners, mainly for automotive applications, on a joint development basis with customers.

"Fastener Jamher achieved a 15% increase in order value last year, and a robust growth in the first quarter of this year, largely thanks to new specialty fasteners we developed jointly with customers. Presently, we have built a very large customer base of specialty fasteners and earned good reputation for our rich knowledge about materials, strong production and R&D capability," said Lin.

Besides specialty fasteners, the company also supplies hex flange nuts, weld nuts, rivet nuts, spacers, nylon insert nuts, T-shaped nuts, round nuts, bushings and rollers, all of which are available in different materials, such as carbon steel, stainless steel, brass, aluminum and A286 steel, and have been exported to Europe, Latin America, Southeastern Asia, Middle East and North America.

With strained supply of electroplating and surface treating services in Taiwan, Lin admitted to delivery interruptions to some

extent. However, she emphasized, "Fastener Jamher well understands that stricter environmental regulations will benefit the industry as a whole in the long run, and therefore insists on working only with legal electroplating firms."

Believing the abovementioned impact on Fastener Jamher will be kept to a minimum due to its persistent devotion to environmental protection, Lin stated, "We have good reasons to expect banner performance this year, especially when market climates are increasingly bright." To maintain its growth, the manager added, the company will keep working with customers on joint R&D and introduce new equipment this year.

Taiwan Sees No Relief in Export Order Downtrend

Compiled by STEVE CHUANG

Taiwan's export orders dropped year-on-year for the fifth consecutive month in June (photo courtesy of UDN.com).

Affected by a variety of factors, including fallout from the Greek debt crisis, slowing growth in China coupled with its recent stock market slump, steady displacement of Taiwanese suppliers by mainland Chinese counterparts, sagging commodity prices that have impacted the Canadian and Australian economies, tepid market demand, relatively high NT-dollar-to-greenback ratio compared to Japanese yen and Korean won, and slower-than-expected inventory clearance among global buyers, Taiwan has seen its export orders continuously drop over the past few months this year, with such downtrend likely to continue.

According to the latest report by the Ministry of Economic Affairs (MOEA), Taiwan's export orders received throughout June totaled US\$35.58 billion for a 2.2 percent increase over May, but still represented a 5.8 percent drop from a year ago. Since February, overall export orders have remained on a downtrend for five consecutive months.

On a yearly basis, the MOEA notes that of the total, only export orders for ICT (information and communication technology)-based products showed positive growth of 1.8 percent, mostly thanks to increasing

assembly orders placed by global branded vendors of wearable devices.

On another front, dampened by anemic market demand for computers and smartphones, along with downstream customers spending longer time than expected on inventory clearance, the electronic sector saw export orders dive 6.7 percent year-on-year (YoY) in June, reports the MOEA.

Noteworthy is that export orders landed by the local base metal industry have continuously declined for eight months in a row since last November, due mainly to a glut of China-made steels and a new round of underselling competition among Asian steelmakers, which have severely undermined both market demand and prices, indicates the MOEA.

Also, the precision instrument sector witnessed export orders plunge by 15.9 percent month-on-month in value, to which the MOEA attributes weak market demand for display panels along with a lingering oversupply situation.

For the first half of this year, the MOEA reports that Taiwan's cumulative export

orders reached US\$217.05 billion, down 1.5 percent from the same period of last year, with those received during Q2 dropping 5.2 percent YoY in value, the steepest drop since the global financial tsunami in 2009.

Currency Fluctuations

In addition to macroeconomic reasons, the MOEA also ascribes the lackluster export order for Taiwan in June to global currency fluctuations.

An MOEA official says Taiwan's export orders from Europe showed a double-digit yearly drop in June, compared to only a 1.7 percent decline seen in May, primarily because the Greek debt crisis has dragged down the euro-to-U.S.-dollar rate. In June, the euro-to-greenback rate dropped 17 percent than a year ago, which drove European buyers away from placing orders with Taiwanese suppliers, who generally quote prices in U.S. dollar rather than euro.

The devaluing euro has also led to slack consumer demand across the euro bloc, including that for PCs and smartphones. With ATM withdrawals and capital controls still in place in Greece and the Greek debt crisis still far from over despite emergency aid from the International Monetary Fund and European Central Bank, the MOEA says it is uncertain whether market demand there will rebound in the second half of this year.

Amid strong U.S. dollar, the MOEA notes that Taiwan's export orders from not just Europe, but such emerging countries as Brazil and Russia have all shrunk so far this year. Orders from the ASEAN (Association of Southeast Asian Nations) bloc have declined as well,

mostly due to lower crude oil prices, says the MOEA.

Meanwhile, export orders from both China (including Hong Kong) and Japan also dropped drastically in June compared to last June, but for different reasons including China's ongoing plan to localize its supply chain to reduce dependence on imports, especially ICs and other high-tech, high-precision instrument, and the withdrawal of Japanese branded vendors from the global market for LCD TVs.

The U.S. remained the biggest buyer of Taiwan-made products, orders of which grew 6.2 percent YoY in June in value to represent the only positive growth among those from Taiwan's other export markets.

MOEA officials concede that export orders received in July are likely to keep declining on a yearly basis, and the total for the whole year may show a negative growth the first time since the global financial meltdown in 2009.

To revive export growth, the MOEA has decided to offer necessary support to assist local enterprises with strong growth potential, especially those from such mainstay sectors as semiconductor, auto parts and functional textile, to further sharpen their competitiveness and help explore overseas markets.

In addition, the Industrial Development Bureau has also mapped out a strategic project designed to adjust Taiwan's export structure and enhance added-value, mainly through helping local companies develop and export total solutions, to replicate industrial clusters overseas and strengthen growth momentum of inbound investment. [CENS](#)



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Jamher Taiwan Inc. is a
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The company supplies a variety of fasteners, including flange nuts, weld nuts, rivet nuts, prevailing torque nuts, round nuts, T-shaped nuts, rollers, sleeves, spacers, pivots, pins and special parts. Available in different materials, such as carbon steel, stainless steel, alloy, brass, aluminum and special materials. The firm also accepts orders for custom-made fasteners and OEM parts.

The company has been certificated by ISO/TS16949 standards as a world-caliber manufacturer, and its products have been well received in Europe, North America, Latin America, Asia and the Middle East (SC)

Nan Shun Spring Co., Ltd.

Precision spring, iron wire products, metal parts, fittings



Nan Shun Spring Co., Ltd., established in 1987, is a professional manufacturer of precision spring and related industrial parts with robust research and design ability.



The company started out by making springs and wire forms mainly on an OEM (original equipment manufacturing) basis. After a few years, it decided to expand its competency to stamping, die-casting, punching and lathing; and greatly enriched its know-how about characteristics of various metals and metalworking methodologies.



At present, the company's major product lines are springs/wire forming, flats, clips, clothes hangers, hooks, rings, clamps, metal hardware parts, CNC processing products, spring leafs/sheets, stainless steel hardware, pings, wire form bending shapes, etc.

Nan Shun Spring Co., Ltd.

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Tiehshan Li, Homei Town, Changhua Hsien,
Taiwan 50848

Tel: 886-4-735-9685 (Rep.)

Fax: 886-4-735-1091

E-mail: nanshun@nanshun.com.tw

<http://www.nanshun.com.tw>



Ray Fu

Enterprise Co., Ltd.

23F-1, No. 366, Boai 2nd Road, Tso Ying District, Kaohsiung, Taiwan

Tel: 886-7-5560180 Fax: 886-7-5560174

E-mail: export@ray-fu.com Web: www.ray-fu.com



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Jih Sheng Spring Co., Ltd.

Springs, precision springs, pins, E-clips, furniture parts, bathroom hardware and parts, bicycle parts



Following 16 years of development, Jih Sheng Spring Co., Ltd., inaugurated in 1997 in Taiwan's central county of Changhua, has grown into a world-caliber manufacturer of springs and related parts for different purposes.

Jih Sheng is an ISO9001-certified manufacturer with D&B D-U-N-S certification to underscore its achievement in quality management of its two modern factories across 86,000 square feet, with many production machines systematically laid out and regularly calibrated in accordance with international standards to optimize efficiency and facilitate quality control.

The company is also noted for comprehensive production techniques, capably handling wire forming, stamping and other processing to assure reliable, efficient manufacturing services and value-added technical support.

The company supplies springs and wire forming products, including retaining springs, irregularly-shaped springs, extension springs, torsion springs, precision springs, pins, R-pins, E-clips, C-clips, etc., mainly for molds and dies, machinery, furniture, electronic devices, bicycles, hand tools, watercrafts, and builders' hardware. The versatile manufacturer also draws on in-house techniques to produce decorative products, lighting fixture accessories, locks, bathroom accessories, etc.

The company's products have been exported mostly to Southeast Asia, winning wide recognition for high precision and competitive prices. The company is willing to accept OEM orders. (SC)



Jih Sheng Spring Co., Ltd.

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Spring Plant: No. 117, Fuxing Lane, Homing Village, Hsiushui Township, Changhua County, Taiwan 504

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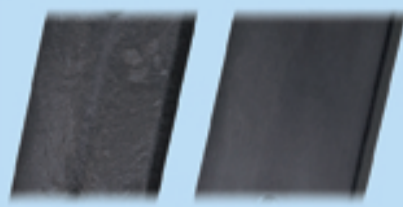


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HIGH QUALITY PRECISION MANUFACTURE

Main Products:

Semi-conductor equipment part, Machine and Automobile Parts, Electronic Transmission Parts, Connector, Special Tools, Punches, Mini Punches. Various type of Turning, Milling, Grinding Parts.

Machining Capabilities:

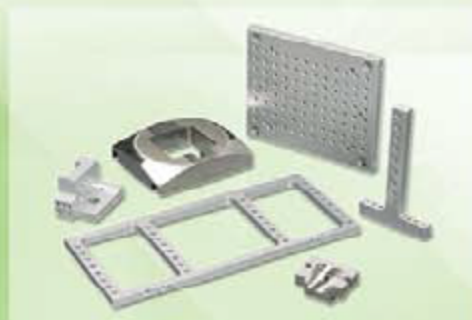
- **Turning** : $\varnothing 0.3\text{mm} \sim \varnothing 400\text{mm}$
- **Grinding** : Min. $\varnothing 0.03\text{mm}$ Tolerance down to 0.001mm
Surface finish can be as fine as $0.1\mu\text{m}$
- **Milling** : Max. length 2500mm

Material:

stainless steel, brass, copper, aluminum and alloy steel. precision machines tools of ferric metal, such as HSS, HSCO, solid carbide.



Welcome OEM/ODM Cooperation



CHUEN JAANG PRECISION INDUSTRY CO., LTD.

707 CHUNG SHAN RD. SEC.1, HU NEI DIST., KAOHSIUNG 82944 TAIWAN

Tel: 886-7-693-1565 (5 Lines) Fax: 886-7-693-1760

E-mail: chuen.jaang@msa.hinet.net
june@chuenjaang.com.tw

<http://www.chuenjaang.com.tw>



Parts and Accessories for Watercraft and the Aerospace Industry

■ Recommended suppliers

NAN DEE PRECISION CO., LTD.



NAN DEE PRECISION GROUP is a professional CNC machining, milling and turned parts manufacturer.

Over 30 years experience and technology, we are known for our outstanding performance in the industry. We constantly upgrade our products to meet the international standards. We hold a team of professionals, which provides on time deliveries with high quality. Our sincerity and hard work has helped us certified ISO 9001 and TS16949 in both Taiwan and China factory to match our quality with international standards.



Specialized in:

- | | |
|---|----------------------------------|
| 1.Connector parts (Military usage RF & R) | 9.Various Industrial Usage parts |
| 2.Aerospace Commercial parts | 10.Bicycle parts |
| 3.Medical Equipment parts | 11.Titanium parts |
| 4.Pneumatic & Hydraulic parts | 12.Hardware parts of cell phone |
| 5.Aim Point parts | 13.Mini plastic parts |
| 6.Shaver & Epilator parts | 14.O-Ring & Plastic Steel parts |
| 7.Automotive machined & turned parts | 15.Assemble service |
| 8.Camera parts | |

Main materials:

Carbon Steel, Stainless Steel, High Speed Steel, Tool Steel, Plastics, Non-ferrous, Brass, Bronze, Aluminum and Titanium.

Secondary treatment:

Grinding, heat treatment, plating, anodizing, sand blasting, ultra sonic cleaning...ect. We are confident that we can satisfy your needs and offer the best service to you!

TAIWAN

No.22, Keji 1st Rd., Tainan City 70955, Taiwan
 TEL : +886-6-3841123(REP) FAX : +886-6-3840511
 E-MAIL : sales@nnd.com.tw
<http://www.nnd.com.tw/index.asp>

CHINA

C1,Tan-Wei Business Park,Kang-Ming Zhen, Pon-An
 Area, Shen Zhen,China



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