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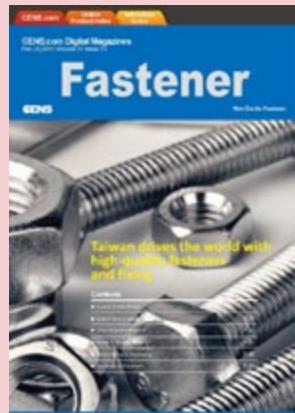
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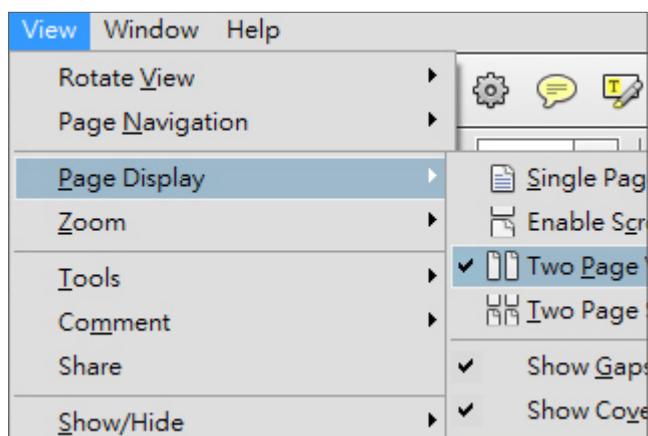
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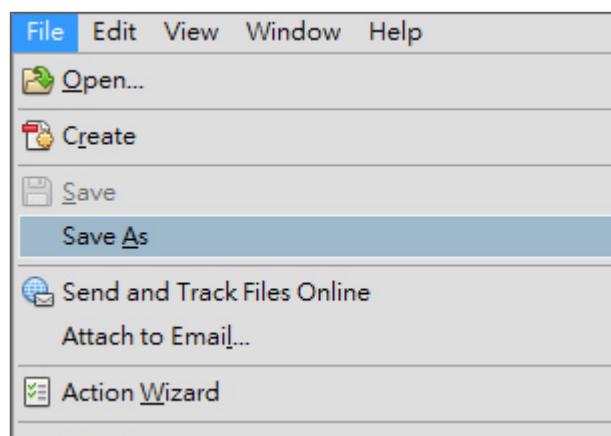
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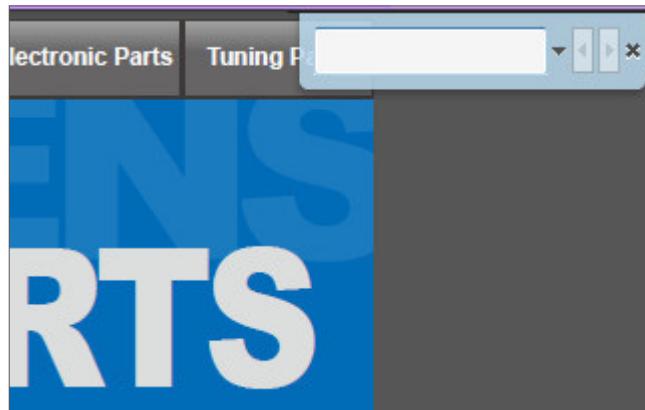
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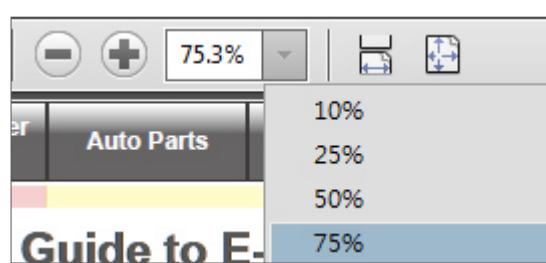
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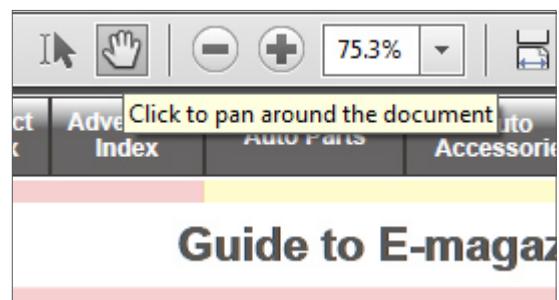


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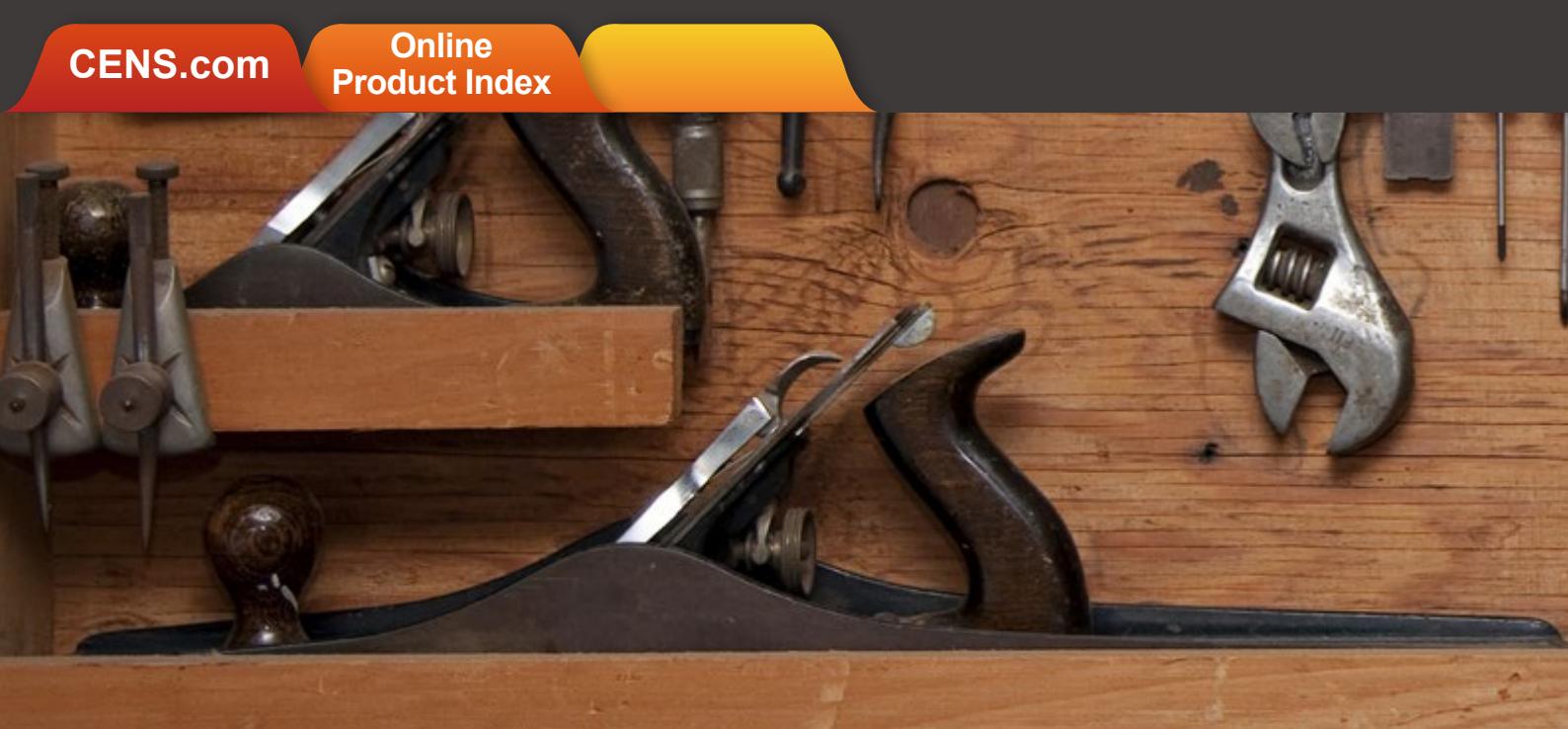


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NCHU E-Commerce Prof. T.R. Lee Shares Branding Insights

Trademark is often confused with brands in Taiwan hand-tool making sector By STEVE CHUANG

Taiwan-based makers of hand tools have, after devoting years to upgrading production capability and capacity, moved up from OEM (original equipment manufacturer) to ODM (original design manufacturer) in the global supply chain. Their current success—establishing an association between “made-in-Taiwan” with high-end hand tools globally—is attributable partly to consistent R&D and commitment to building trustworthiness.

In recent years, however, competition from emerging countries, mainly China and southeast Asia, has taken a toll on Taiwan hand tool makers, with their dumping of cheap, low-end products severely encroaching on global market shares. To survive, savvy Taiwan suppliers have been refocusing—moving further up the supply chain to become OBM (original brand manufacturer).



T.R. Lee, professor of Institute of Electronic Commerce, National Chung-Hsing University.

Branding is hardly new in marketing but has been an uphill battle for many Asian exporters and manufacturers for various reasons. A successful brand inevitably evokes in consumers' minds various desirable qualities in such brand. And ready examples

from all market segments exist: Mercedes, Ferrari, IBM, Giant, Mont Blanc, Louis Vuitton, and Lee. One common factor among these brands seems to be history or breeding, which can mean they have stood the test of time. And the most valuable ingredient of a successful brand is arguably its taken-for-granted, virtually guaranteed marketability.

Surefire Profit-maker

Branding has been proven as a surefire way to help Taiwan hand tool makers generate higher margins than being OEM and ODM. One unscientific but real-world argument is the rampant counterfeiting in Asia. After all, would bottom-line-sensitive merchants bother to knock off designer brands without the potential for better profits? However, the road to successful branding is long and rocky for Taiwan hand tool makers, due partly to resource limitation and partly to long neglect of such marketing strategy caused by, among other factors, blinkered-vision, old-school mindset, and myopia.

Realizing the importance of branding, the Taiwan Regional Hand Tools Association (TRHTA) invited National Chung-Hsing University E-Commerce professor, T.R. Lee, to address the topic of branding in July, aiming to help the industry to sharpen its competitive edge.

As one of the branding consultants at the Taiwan External Trade Development Council (TAITRA), Lee is a high-profile marketing expert in Taiwan, whose strong background and practical experience in helping Taiwan suppliers set up brands made him named one of 2000 most outstanding intellectuals of the 21st century in marketing and logistics by the International Biographical Center, Cambridge, England in 2005.

The following sums up an interview with Lee about his views, feasibility of branding for Taiwan makers of hand tools.

Branding Illiterate

Lee says that inertia in branding is presently a common phenomenon in hand tool manufacturing in Taiwan. “Since OEM and ODM orders assure profitability, they widely think branding is costly, risky and seems less important a goal to budget for annually.”

The biggest problem is that the longtime concentration on OEM, ODM has made Taiwan makers illiterate to OBM, specifically they are ignorant about marketing and branding. Lee says: "In many cases, they are initially revved up with OBM, spend money, blindly follow existing globally-leading brands, design featureless logos as brands, then flounder in marketing, and finally flop."

"Not merely labeling products with trademarks, branding is a series of procedures to differentiate a company and its brand in a segment, including decision-making, conveying corporate essence and ideas, production, quality and logistics management, marketing strategies, brand management and brand value creation," he says. "Hence, blind obedience is the worst branding strategy."

Also noteworthy is that quite a few Taiwan hand tool makers confuse registered trademarks with brands. A trademark is merely a distinctive sign or indicator used by companies to allow buyers to easily identify its unique name as a source of products or services. In comparison, a brand, which can be a name, logo, slogan, or design scheme, symbolizes corporate images, as well as associate it with specific products or services among consumers. In other words, a brand can create value for a company, but not a trademark, according to Lee.

Punctuating Valuable Elements

Failing to apply valuable, particular elements to effectively achieve explicit, implicit brand identities is another malady commonly plaguing Taiwanese hand tool makers, Lee says based on real-world experience.

Lee concedes that popularity of Asian cultures has profoundly changed Taiwanese' views toward styling, visual appeal, while hand tool designers and makers have widely applied Western elements in branding to attract Asian buyers. But, he says that such concepts are useless to differentiate their brands from globally-leading ones.

Religiously believing that Taiwan hand tool makers should focus on using symbolism in branding to differentiate from competitors, Lee says, "Applying Asian elements, like

Buddha, in a brand or product is easier, more effective for Taiwan makers than Western elements, partly because such are cultural ingredients, and partly because they are mysterious, attractive to Asian consumers."

One real-world example is Taiwan's largest hammer maker Lucky-Brand Industrial Co., Ltd., who innovatively branded its series of hex key wrenches Tai Chi, an ancient and familiar Chinese cultural element denoting infinite potential. Such strategy has helped Lucky-Brand to achieve greater brand identity.



Applying Asian elements in branding can enhance brand identity for Taiwan hand-tool makers.

Lee adds that Taiwan makers who plan to develop successful private brands must try to redefine existing products with new elements to enhance marketability. Citing from personal experience, he saw a maker apply premium, classic exterior design in its saws and market them as not only hand tools but also household decorations. The strategy effectively helped the supplier to achieve differentiation by adding value to its brand in the segment.

Also, building personality into a brand is a good way to achieve brand differentiation, he says, because animating a brand can effectively help to associate specific products, services with a brand.

Adhere to Textbook Strategies

Lee suggests Taiwan hand tool makers to adhere to the six stages of brand development, including SPT (Segmentation, Targeting and Positioning) analysis, database construction, CRM (Customer Relationship Management), consumer demand analysis, consumer behavior research and product R&D, regardless of the considerable time and cost necessary.



Applying Asian elements in branding can enhance brand identity for Taiwan hand-tool makers.

Successful branding also hinges on good product quality and functionality as well as production capability and capacity, which are Taiwan hand tool makers' competitive advantage in the global market, Lee says. "The most valuable advantage working for Taiwan makers is the clustering in Taiwan's central counties of Taichung and Changhua." In fact, clustering enables them to form an integrated supply chain, with such close ties and easy access making collective marketing and branding feasible.

"Above all, collective marketing and branding is one way to integrate resources that help to offset resource and size limitations when competing against major global brands," Lee mentions.

Tap Official Resources

Lee also encourages Taiwan hand tool makers to minimize resource limitation, to take advantage of official resources and attend open seminars held by

colleges on the island. "In fact, more resources are available than presumed," he adds. At the moment, Taiwan makers developing private brands can apply for annual subsidies from the government-funded TAITRA, National Science Council, National Association of Small and Medium Enterprises, and Industrial Development Bureau.

In addition, promoting own brands online is highly recommended for Taiwan makers, because such strategy is economical and e-commerce in Taiwan is well developed, according to Lee. For instance, Chewren Industry Co., Ltd., a local supplier of wrenches and handles, has teamed up with agencies and colleges to set up online marketing of its own-brand products.

Lee says that developing globally-competitive brands is not a myth for Taiwan hand tool makers, for Acer, Asustek, HTC and Giant are living proof. Having considerable OEM, ODM capability and experience will definitely help them to transform into OBM_s in the future, Lee believes.



Applying Asian elements in branding can enhance brand identity for Taiwan hand-tool makers.



Digital Tools to Help Taiwan's Makers

Better Survive in DIY Sector
Other makers have followed in Taiwan's footsteps
By STEVE CHUANG

Digitization of hand tools has been an inevitable trend in the evolution of such products as computerization or information tech seems to take over greater control of everything from home appliances to cars. Taiwan hand tool makers, backed by the island's mature information tech sector, are part of this evolution as they develop digital torque wrenches, screwdrivers and more. Such emerging trend is helping Taiwan's makers keep at bay rivals in China whose underselling capacity can be daunting. Also digital hand tools command better margins but require more advanced production technologies related to mechanical and electronic integration to ensure quality and reliability.



Chen Chang-hsiung, product manager of Intelligent Machinery Technology Division of ITRI's Mechanical and Systems Research Laboratories, (left) and Cho Chih-hua, ITRI's senior researcher and a member of Chen's team. (right)

Digital hand tools is the answer for Taiwanese makers to take on the increasingly challenging global market for DIY (do it yourself) tools, where many competitors from China are succeeding by dumping low-end but very cheap tools. China is reportedly the largest exporter of hand tools globally, with Germany and Taiwan trailing in No.2 and No.3, respectively.

To assist local manufacturers to go upmarket to fend off cut-throat competition, the Industrial Development Bureau under Ministry of Economic Affairs proposed a three-year project to boost growth and development

of traditional Taiwanese industries, for which ITRI (Industrial Technology Research Institute), a government-funded, non-profit R&D organization specializing in development of IT and electronic technologies, was commissioned to study and research upgrades of digital tools.



The prototype of Taiwan's first digital torque wrench was developed by ITRI.

The project has been managed by Chen Chang-hsiung, product manager of Intelligent Machinery Technology Division of ITRI's Mechanical and Systems Research Laboratories. After three years of development of high-end digital tools with higher added-value, Chen and the teammate Cho Chih-hua, ITRI's senior researcher specializing in electro-mechanical integration, were interviewed about the emerging sector and their research.

Birthplace of Digital Tools

Showing Taiwan's first prototype of a digital torque wrench, Chen said ITRI is the birthplace of the digital tool sector and the sector evolved as consequence of Taiwan's mature development of hand tool and electronic manufacturing and IC (integrated circuit) design industries.

Inspired by popularization of semiconductors in electronic devices, ITRI applied MEMS (micro electro mechanical system) chips to build Taiwan's first digital torque wrench in 2004, which consisted of a traditional mechanical model with tweaked exterior and installed with a chip-integrated MEMS torque gauge.

Fabricated with nano-manufacturing process, MEMS integrates mechanical elements, sensors, actuators, and electronics on a silicon substrate that collects ambient data via measuring mechanical, thermal, biological, chemical, optical and magnetic phenomena precisely and accurately, hence assuring precise torque due to being unaffected by ambient variations.

However, Chen conceded that MEMS chip's prohibitive cost forced ITRI engineers to turn to more economic alternative: strain gauge. Despite being a market failure, the first digital torque wrench clearly pointed ITRI towards development of the brand new product category, according to Chen.

Succeeding in applying strain gauges in digital torque wrenches and improving production methodologies with help of MIRDC (Metal Industries Research & Development Centre), ITRI developed several marketable models and invited 11 interested local hand tool companies to jointly set up Taiwan's first specialized maker of digital torque wrench, Eclatorq Technology Co., Ltd. in 2006.



ITRI's Bluetooth-integrated digital module has been completed and can be fitted with most specifications of screwdrivers and torque wrenches.

The 11 shareholders, Re-Dai Precision, Sound Han, K&W Tools, J&K International, Proxene Tools, Savco, Tong Lee, Infar Industrial, Yih Cheng, William Tools and Quinn, of Eclatorq have received tech support from ITRI. Chen

said that other innovative hand tool makers as Stand Tools, Ke Hung, Matatakitoyo and Kabo Tool have followed in our footsteps to have given birth to digital tools in Taiwan.



Eclatorq is Taiwan's No.1 supplier of digital torque tools by shipment.

Built-in Bluetooth

To enhance functionality and added-value of digital tools, Chen's team has further tapped ITRI's cutting-edge know-how of IT to build digital modules with wireless data transmission via Bluetooth to have developed a Bluetooth integrated module.

In charge of researching related technologies and developing the module, Cho said that application of Bluetooth is key to further enhancing digital tool's reliability, because the wireless technology enables daylong remote control of torque applied to each digital torque wrench with such module, so incorrect torque is immediately detected and stored on computer.

Real-world experience tells us, he added, incorrectly torqued fasteners undermine structural strength to sometimes result in devastating accidents like airplane crashes. This is why we chose to apply Bluetooth in digital tools so deviations in torque due to either physical or operational error is minimized via remote control. The module should boost Taiwan's status as digital tool

With respect to torque accuracy of strain gauges compared with MEMS chips, Cho said strain gauges, since its debut in 1938, have been greatly improved with increased resistance. Most strain gauges had resistance of around 350ohm/m, but has been raised to 1000ohm/m. So torque is more precisely detected through strain gauges with wider resistance range. With strain gauges featuring improved resistance and lower cost than MEMS chips, why not adopt them for better functionality-price ratio?

The ITRI has aided Ki Hung to apply the module in torque tools, all of which are certified by its European and U.S. clients to be launched next year; while such successful development of digital torque tools is expected to be duplicated in other tools. Cho revealed that they have developed other kinds of digital tools to be probably debuted in the next one to two years.

Raising Production Value

Chen believes that production volume of digital tools is very likely to surge soon, due partly to global demand recovery and partly to Taiwan's time-tested reputation as manufacturer of high-end hand tools with fine quality and affordability to attract more buyers worldwide.

Citing General Motor's intention to outsource over one million digital torque wrenches from Eclatorq for its trucks two years ago, Chen said that the inquiry, despite being canceled due to disagreements on quotation, still proves Taiwan-made digital tools have been recognized by a major automaker.

Besides, digital hand tools will drive growth in production value of the Taiwanese tool industry. Considering unit prices of digital torque tools are about five times that of traditional mechanical models, Chen said such tools are expected to replace 5% of total exports of traditional models next year, to generate export value 10-fold more than those replaced. A clustering trend in development of the digital tool sector in central Taiwan will soon emerge,

because more operators will seize the business opportunity to move upmarket and differ from competitors from emerging countries.

Local Makers

The major Taiwanese digital tool maker with own brand in the global market is Eclatorq, who leads the sector in Taiwan with annual shipment of around 20,000 different kinds of digital tools, including digital torque wrenches, screwdrivers and pullers. It makes digital tools with maximum torque of 850N/m and provides online calibration platform and free software for download.

Stand Tools is also notable for its determination to work on MEMS-integrated digital tools, being perfectionist in torque to apply MEMS chips in digital torque wrenches, in a bid to take advantage of the microelectronic component's higher precision of torque measuring than that of traditional strain gauges.

The company trusts MEMS-integrated digital torque wrench for being impervious to ambient conditions to achieve reliability. The maker also claims its torque wrench to be more cost-efficient for needing only one MEMS sensor instead of four strain gages; while the simplicity in design also reduces defect rates but enhances measuring accuracy. Such religious adherence to perfection has enabled the company to find markets in Europe.

New Applications and Improved Technology Brighten Prospects

for Taiwan's Hand Tool Industry

Manufacturers eye niche markets to sidestep cutthroat price competition By STEVE CHUANG

Hand tool manufacturing, which has been one of Taiwan's traditional industries with strong presence in the global market for decades, is now looking forward to brighter prospects than ever thanks mainly to new applications and upgraded production technologies developed jointly by local manufacturers and R&D institutions.

It is no overstatement to say that the industry is experiencing another period of very strong growth after its initial takeoff in the 1970s. The Metal Industries Research & Development Centre (MIRDC), a government-backed R&D institute, expects the industry's overall production value to exceed NT\$80 billion (US\$2.67 billion) in 2014, a significant increase over the NT\$67.7 billion (US\$2.25 billion) recorded in 2013, despite a decline in production volume. These mixed results indicate that the efforts of Taiwanese makers to enhance the added value of their products are paying off.



Matt Yang, vice chief of the Test Technology Development Section of MIRDC's Industrial Upgrading Service Department, has long been helping Taiwan's hand tool suppliers upgrade their technologies and products.

In an exclusive interview with CENS, Matt Yang, vice chief of the Test Technology Development Section of MIRDC's Industrial Upgrading Service Department, along with some of his colleagues, shed light on the industry's current developments and on the new applications and technologies that MIRDC is developing to help local

hand tool makers move upmarket and fend off underselling rivalry from emerging competitors in the global market.

Medical Tools

Many of Taiwan's globally known hand tool manufacturers, such as William Tools, Proxene Tools, and Re-Dai Precision, are actively upgrading their built-to-order production into ODM (original design manufacturing) and are shifting their focus from the DIY to the professional segment so as to drive up the industry's overall production value. Yang believes that medical tools are among the applications showing ever stronger business potential; a couple of local suppliers have already succeeded in penetrating this higher-end segment, and have earned the trust of German buyers.

The industry's assault on the global medical tool market dates back to 2009, when MIRDC began working with domestic hand tool makers, local veterinary clinics, and a national university to form the Veterinary Surgical Instrument R&D Alliance. After years of hard work the alliance members have worked out a number of quality-approved surgical tools, including bone hammers, self centering bone holding forceps, three-prone patella bone holding forceps, lane bone holding forceps, reduction forceps with serrated jaws, and ratchet locks.

Surgical tools, Yang noted, have an 80% similarity with traditional tools in function and exterior design, and are subject to U.S.'s FDA (Food and Drug Administration) regulations. In light of this, MIRDC invited a veterinary clinic and a university to join alliance and use their professional knowledge, and feedback from their clinical trials, to help manufacturers in the line develop and improve products so that they meet FDA regulations.

Surgical tools are an ideal product category that the industry can rely on for sustainable development, Yang stated, because their market is lucrative, is growing steadily, and is accessible only to players with strong technological competitiveness.

Furthermore, ample resources from local hospitals, universities, and R&D bodies enable Taiwanese makers to easily introduce key technologies, including human factor engineering based on CAD (computer aided design) and CAE (computer aided engineering), as well as antibacterial coatings, into R&D and production.

"With surgical tools developed by the alliance being proven marketable at home and overseas, and winning high credit from end-users, Taiwan has gradually established a solid reputation as a medical tool supplier that is technologically comparable with German and Japan, particularly in the bone-saw segment, in the global market," emphasized Yang.

More good news for the alliance members, Yang confirmed, is that the saw blades, bone saws, and other products that they showcased at MEDICA 2014, a trade fair for medical instruments held on Nov. 12-15 in Dusseldorf, Germany, drew intense attention from overseas buyers and attracted a couple of local firms interested in building long-term cooperation with the suppliers. "Mostly thanks to the technological prowess it displayed at this big event," reported Yang, "a Taiwanese supplier has been in talks with a German supplier of orthopedic instruments for collective branding and promotion. If the two forge a partnership, Taiwan will likely enjoy a stronger presence in the global market for medical tools in the future."

Although medical tools currently contribute only a small amount to Taiwan's overall hand tool production, Yang stressed, "Such products require higher production technology and deeper know-how to produce, and can help Taiwanese makers set themselves apart from emerging rivals. So we are confident that our efforts to help Taiwanese manufacturers explore the market are properly directed, and are gradually paying off in terms of additional revenue and improved reputation."

Explosion-proof Tools for the Energy and Electrical Vehicle Sectors

On another front, MIRDC recently cooperated with a Taiwanese screwdriver maker to work

out an explosion-proof screwdriver set, and Yang feels that such products will become a growth propeller for the island's hand tool industry as the energy and electric vehicle industries advance around the world.

Yang produced a screwdriver from the set to show that the explosion-proof product is certificated by IEC 60900:2004 standards and has a lot of features that make it exceptionally safe to use in power station construction, and in the repair and maintenance of electric vehicles and automation equipment.

The screwdriver has an integral body composed of a specially designed tip and red-toned shaft and handle, with the shaft and handle being thoroughly coated with defect-free plastic. Yang pointed out that the exquisitely coated tip is tapered to an optimally engineered angle to avoid creating any sparks during turning, while the coating material for the body is a special mix of different plastics that MIRDC and the manufacturer jointly developed for absolute insulation against electricity.



Large quantities of the IEC60900:2004-certified explosion-proof screwdriver has been ordered by buyers from emerging countries mainly for power station construction.

"Since the most important characteristics of explosion-proof tools are insulation and safety, we spent lots of time and resources studying suitable materials and engineering the tip's design in the hope of giving the screwdriver the best features possible," said Yang. He went on to say that the screwdriver set has attracted many inquiries from overseas buyers since it was released in 2014, and has already been shipped to some emerging countries where infrastructure and power station construction is underway. With that successful R&D case attesting to the considerable growth potential of the global market for explosion-proof tool, Yang commented, MIRDC will continue helping more Taiwanese manufacturers obtain related certification.

"As long as eco-awareness remains a global trend driving the energy and electric vehicles sectors," Yang stated, "market demand for explosion-proof hand tools will surely continue to exist and grow around the world."

The vice chief added that several Taiwanese suppliers are already capable of making IEC 60900:2004-certificated screwdrivers, including the Yih Cheng Factory Co., the island's largest supplier by shipments and the owner of "Lancer," a blooming brand of screwdrivers and tool sets in the global market.

Digital Tools

With wireless communication technology fast advancing, the development of digital tools in Taiwan's hand tool industry is also rife with potential.

Some of the island's top-end makers, including Eclator Technology, Stand Tools, and William Tools, have been developing this segment for years. Most observers would agree that this trend was inaugurated in 2007 by the Industrial Technology Research Institute (ITRI), a government-funded, non-profit institution specializing in the development of IT (information technology) and electronic technologies, when the Economic Ministry's Industrial Development

Bureau commissioned it to carry out a three-year project designed to upgrade the traditional metal products industry.

Even earlier, with the help of MIRDC, ITRI developed Taiwan's first homemade strain gage-based digital spanner using improved production methodologies in 2006. Since then, the R&D bodies have continued developing more models and related peripherals, and sharing the results with local hand tool manufacturers to speed up the upgrading of the industry.

Arthur Hsu, a hand tool researcher with MIRDC, said that Taiwan-made digital tools contributed an estimated NT\$500 million (US\$16.67 million) to the industry's total output in 2014, and the contribution is expected to keep growing in the coming years.

With fierce price competition resulting from more and more emerging rivals underselling their digital tools in the global market, Hsu said, Taiwanese suppliers are gradually focusing on niche segments, mainly car production. "Some have started negotiating with local carmakers for the supply of digital torque wrenches, and contracts are expected to be realized soon," he commented.

Notably, Yang added, some digital wrenches for auto applications have been beefed up with Bluetooth functions not only for wireless data communication with remote computers, but also for back-end services including data analysis and recording. This will enable carmakers to improve the efficiency of production management.

While admitting that this segment still needs time to grow large enough to sustain manufacturers' profits, Yang gave another reason for his optimism about the industry's outlook: "I truly believe that digital tools connected with the Internet of Things (IOT) will be launched in the market within three years. This will allow data transfer and sharing among carmakers, workshops, and garages through the cloud, so that car maintenance garages can provide truly needed services for

different cars depending on information generated through big-data computing and further analysis, and gathered from the cloud."

To take advantage of the potential business opportunities arising from this development, Yang advises Taiwanese suppliers to hasten the expansion of their digital tool offerings from wrenches to screwdrivers, hammers, and other auto repair tools, and to enhance their cooperation with local R&D bodies and IT firms.



Digital tools are believed to have considerable growth potential due largely to the rise of cloud computing and the Internet of Things.

Manufacturing Technology Upgrades

While joining with Taiwanese hand tool makers to develop functional hand tools for new market segments, MIRDC has also engaged in the development of advanced production technologies to strengthen the industry's competitiveness.

C.P. Hsu, an engineer in Yang's section at MIRDC who is working to develop and improve hand tool production technologies, said that near net shaping is one of the most promising technologies for the hand tool industry.

"Near net shaping is a very commonly used die and mold developing technology in the automotive industry, perfect for making items with very complex shapes," explained Hsu. He went on to say that the technology has outstanding benefits that can greatly cut production costs and boost capacity, including the increased strength provided by lower-temperature work and better grain flow, low energy consumption, minimal wastage of materials, excellent surface finish, improved corrosion and wear resistance, and high productivity. "Another advantage of near net shaping," Hsu went on, "is that dies and molds made using this technology require less secondary processing and machining."

MIRDC has worked out near net shaping solutions that include CAM, which can simulate the molding process using different variables and parameters from raw material weight to melted metal flow, so as to make sure the initial production of an item is very close to its final shape and dimensional defects are greatly reduced. "Thanks to improvements made using computer simulation technology," Hsu stressed, "MIRDC's near net shaping can truly meet the needs of Taiwanese hand tool makers and, with technical help from us, can be applied to production at a more friendly cost and in a shorter time."

As improving materials is another way to enhance a product's value, Hsu noted, MIRDC has also worked on the development of the heterogeneous welding technology designed to produce so-called smart materials: "Smart materials are increasingly popular in global industry, because they are specifically designed to give functional features to products so that they can better meet different requirements, and MIRDC has been working on the development of this technology."

Hsu reported that MIRDC has succeeded in working out some smart metal materials, such as aluminum-copper alloys and titanium-aluminum alloys, using its improved heterogeneous welding technology, and has promoted those materials to the hand tool and other local manufacturing industries.

Yang concluded by saying, "How to enhance value is a concern among Taiwanese hand tool manufacturers, and MIRDC is committed to providing practical answers about how to do that." With MIRDC's technical support, he predicted, the industry will have a promising future despite the uncertainties it will face in the years ahead.



MIRDC is developing smart metal materials to help hand tool makers enhance product value.



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The advertisement features a large image of a pair of red-handled dressmaking shears with gold-colored blades. To the left, a pair of dark brown, curved tailoring shears is shown with the text "1950 Handmade". To the right, a pair of green-handled fish line scissors is labeled "NEW! Fish Line Scissor". Below the main headline, there are nine smaller images showing various product categories: Household (scissors on a kitchen counter), Stationery (various paperclips and pens), Tailor (tailoring shears), Kitchen & Garden Tools (garden shears and scissors), Knives (chef knives), Electronics (electronics repair tools), Professional Barber (barber shears), Barber (barber shears), P Series (precision shears), and Embroidery (embroidery shears). The background features a faint watermark of a traditional Chinese pattern and the company's logo, "Tree 立".

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中山利釗五金塑料有限公司

ZHONGSHAN LI-JAOU HARDWARE PLASTICS CO., LTD.

中國廣東省中山市坦州鎮七村工業區神利一路廠房18幢
FACTORY UNIT 18, SHEN LI 1ST ROAD, QI CUN
INDUSTRIAL AREA, TANZHOU TOWN, ZHONGSHAN
CITY, GUANGDONG PROVINCE, CHINA.

Stainless Steel Scissors, Stationery Scissors, Kitchen Tools, Wire Cutter, DIY Tools, Electrician Scissors



*Fruit & Vege Harvesting
Shears/Scissors*



*Two-in-one unit
for cutting and clamping!*

BOR SHENG INDUSTRIAL CO., LTD.

Tel: 886-4-22780775 Fax: 886-4-22794100 bor.sheng@msa.hinet.net www.borsheng.com.tw

Bolt Cutter, Hand Swager, Chain Plier, Steel Band Cutter, Crimping Tool, Cutting Tools in General

GREAT FULL ENTERPRISE CO., LTD.



No. 63, Lane 450, Changhua Rd., Peikou Village,
Huatan Township, Changhua County, Taiwan 503
FAX: 886-4-7873716
E-mail:jiuhfuh@ms59.hinet.net
<http://www.jiuhfuh.com.tw>



ITEM	12"	14"	18"	24"	30"	36"	42"
Cutting Capacity	5	7	8	10	13	16	18



Tube Cutter ,Flaring Tool , Hand Tools for Refrigeration



**PROFESSIONAL
MANUFACTURER OF
HAND TOOLS FOR REFRIGERATION
EQUIPMENT, TUBE CUTTER,
FLARING TOOL, AND TUBE BENDER.**

專業製造冷凍設備手工具,切管器,擴管器,彎管器

宏昌工具有限公司

台中市414烏日區溪南路一段682巷278號

HUNG CHANG TOOLS CO., LTD.

No. 278, Lane 682, Sec. 1, Xinan Rd., Wuri Dist., Taichung City 414, Taiwan

TEL: 886-4-23357408 FAX: 886-4-23357403

E-MAIL: sales@hungchangtools.com.tw

Web: www.hungchangtools.com.tw



Chisel, Chisel Set, Round Punch, Concave Punch, Flat-edged Punch, Centering Punch, Tapered Punch, JIN DIAN

鑿刀/鑿刀組/斬刀/圓沖/直沖/凹沖/平沖/中心沖/平錐/斜沖/平口鑿子/鏡面處理/磷酸鋸處理
Chisel, Chisel Set, Round Punch, Pricker, Concave Punch, Flat-edged Punch, Centering Punch, Flat-edged Awl, Tapered Punch, Chipping Chisel, Mirror Finishing, Manganese Phosphatizing

金典工業社成立於1989年,主要生產鑿刀、鑿刀組、斬刀、圓沖。圓錐、凹沖、平沖、中心沖、平錐、斜沖、平口鑿子等相關系列產品。生產的材質以合金鋼為主,並有英制尺寸及公制尺寸。本公司已具有20年之加工技術經驗,有鑑於市場的進步與需求,目前也生產酸洗及磷化處理。生產良好的品質是本公司不斷的堅持與要求。

本公司的產品可客制化生產及電鍍著色加工。更換包裝;各種尺寸皆可訂製。歡迎貿易商合作外銷。產品繁多,網路僅單示部份產品,歡迎來電洽詢。



Founded in 1989, Jian Dian has some 20 years' experience in making chisels and punches. Offering mostly alloy-steel items in both British and metric units, we also recently introduced full sets and bulk items to meet various demands. Always turning out quality products, we accept custom orders in various specs, including electroplating and packaging services. Contact us for more information. Traders are welcome to talk with us about joint export ventures.

金典工業社 JIN DIAN INDUSTRIAL CORP.

台中市大里區仁美路92巷1號
 No. 1, Lane 92, Jenmei Rd., Tali Dist., Taichung City, Taiwan
 TEL: 886-4-2492-2548 FAX: 886-4-2492-2549
 E-mail: Jindian68@gmail.com ; Jindian68@yahoo.com.tw
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CENS 中經社

Taiwan sourcing service provider since 1974





AUTOMATIC TUBE CUTTER



JTC-160A (3~16mm)

Salamander



Tighten once & rotate-cuts through tube automatically



With ratchet (easy in tight spots)



Easy separate (one push)

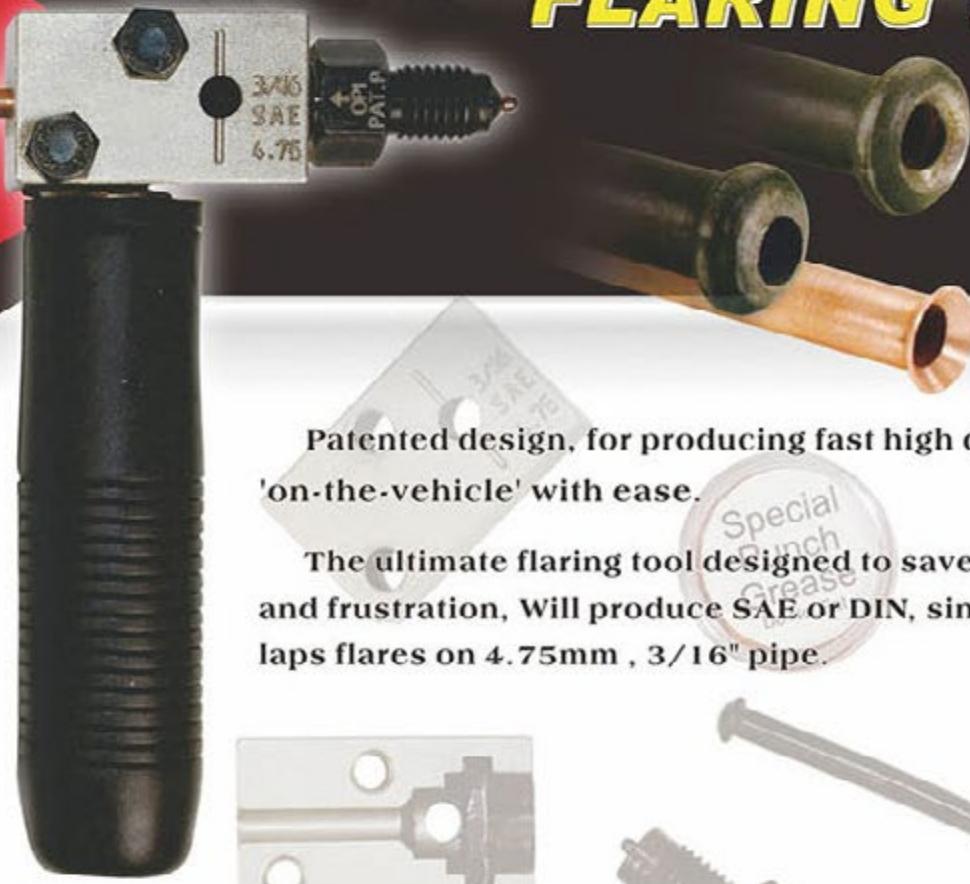
X-TR (6~28mm)
X-TM (3~16mm)



Jon Tai Industrial Co., Ltd.

VISIBLE

BRAKE PIPE FLARING TOOL



Patented design, for producing fast high quality flares 'on-the-vehicle' with ease.

The ultimate flaring tool designed to save time, money and frustration. Will produce SAE or DIN, single or double laps flares on 4.75mm , 3/16" pipe.



» FEATURES:

- ◆ Patented design **Visible center line** easy operation
- ◆ Patented fast-Change **NUT** on DIE , for quick assemble.

» EASY OPERATION :

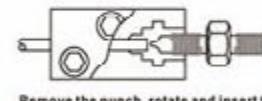
◆ SAE FLARING



Keep the pipe end flat against center line.
Tighten the locking screws fully to clamp the pipe



Insert the OP1 and punch (I.D groove)
and tighten fully up to hexagon



Remove the punch, rotate and insert the
OP2 end punch and tighten fully up to
hexagon

◆ DIN FLARING



Keep the pipe end flat against center line.
Tighten the locking screws fully to clamp the pipe



Insert the punch end and tighten
fully up to hexagon



Jon Tai Industrial Co., Ltd.
Handpaw Tools Co., Ltd.

No.411, Si-hu Rd., Ta-li Dist., Taichung City 41263, Taiwan
Tel : +886-4-24934337 • E-mail: jon.tai@handpaw.com
Fax: +886-4-24934336 • [Http://www.handpaw.com](http://www.handpaw.com)

Leather Punch, Staple Remover, Eyelet Tool, Littauer, Snap Tool, Grommet, Tool, Eyelet Punch, Heavy-duty Tool.



LIEN SIANG CO., LTD.

LS601
Plastic Button Pliers



LS102
Leather Punch



LS101
Three-way Leather Punch



Main products:

- Leather Punch
- Eyelet Tools
- Snap Tools
- Dual-purpose Pliers
- Canvas Eyelet Pliers
- Hospital Disposable instruments



LS304 Mouse-teeth Forceps



Leather Punch, Staple Remover, Eyelet Tool, Littauer, Snap Tool, Grommet, Tool, Eyelet Punch, Heavy-duty Tool.

LS106
Canvas Eyelet Pliers

LS105
6"Eyelet Pliers

LS109
Dual-Purpose Pliers

LS103
7"Eyelet Pliers

LS205
Canvas Eyelet
Pliers

LS211
Changeable Pliers

LS203
Snap Pliers

LIEN SIANG

連祥工業有限公司
Lien Siang Co., Ltd.

No.335-42, Sec. 2, Jiadong Rd., Changhua
City, Changhua County 50084, Taiwan

Tel: 886-4-736-5587

E-mail: liensiang@liensiang.com.tw

Fax: 886-4-735-8603

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



JAB SAW

KY505

Application: For cutting drywall, plywood and Masonite.

Advantage:

1. Sharp tip for plunge cuts.
2. Hardened, tempered blade with hard chrome plated provides strong, durable and anti-rust usage.
3. Machined teeth for fast, clean and easy cuts.
4. Solid, comfortable and co-molded ergonomic handle secures grip.

Order No.	Teeth Per Inch	Length (mm)	Blade Material	Handle Material
KY505	8T-	165 (6-1/2")	HCS(SK85)	PP+TPR



Hand Saw



Order No.	Teeth Per Inch	Length (mm)
5T/400mm	5T	400
5T/450mm	5T	450
5T/500mm	5T	500
7T/350mm	7T	350
7T/400mm	7T	400
7T/450mm	7T	450
7T/500mm	7T	500

Blade Material HCS/SK85



KINGS YAO INDUSTRIAL CO., LTD.

No.182 Industrial Rd., Taiping Dist., Taichung City, Taiwan

Tel: +886-4-22715199 Fax: +886-4-22714166

sales@kingyao.com www.kingyao.com

BEST IN
QUALITY,
FIRST IN
SERVICE.

Impact Sockets, Air impact Hammer Tools, Screw Hole Punch, Wire cutter

DOUBLE-END IMPACT SOCKETS (CUSTOMIZED)



AIR IMPACT HAMMER TOOLS (CUSTOMIZED)



SCREW HOLE PUNCH(HOP)



ITEM NO.HOP-32
ITEM NO.HOP-35



ITEM NO.HOP-32A
ITEM NO.HOP-35A



- Cutting Capacity steel sheet:
up to 2mm in thickness
- Aluminum sheet:
up to 5mm in thickness
- Available size: $\varnothing 28 - \varnothing 40$

WIRE CUTTER

7 1/2" WIRE CUTTER



 **QUALIPRO ENTERPRISE CO., LTD.**

We will continue to develop new products.



No.58,Hongzhai St., Huatan Township, Changhua County 50349,Taiwan
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<http://www.qualipro.com.tw>

Please contact your Taiwan purchasing agent or trading partner directly.

Universal Cutter, Bolt Cutters, Punches, Wiper, Leather Punches,

**NEW****UNIVERSAL CUTTER**

- ◆ 2 IN 1
- ◆ POWER SAVING
- ◆ VERSATILE
- ◆ CREATIVE
- ◆ QUALITY

PATENTED**Warning!**

- Keep out of reach of children.
- Blades are extremely sharp , and should be handled and disposed of with great care.
- Always wear eye protections , such as goggles,face shields when working with tools.
- Cutters should be used for cutting only, bending or prying could cause the blade to break and result in serious bodily injury.

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We will continue to develop new products.



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Please contact your Taiwan purchasing agent or trading partner directly.

Leather Punch & Eyelet, Button Plier, Hand Tools, Crimping Tool

QP LEATHER PUNCH & EYELET / BUTTON PLIER

- POWER SAVING
- VERSATILE
- CREATIVE
- QUALITY

PATENTED

NEW



ITEM NO. LP-700C

CHANGEABLE TUBES



COLOR CHOICES

GOLDEN



PURPLE

GREEN

BLUE



BLACK

SILVER

1. SIX SIZE PUNCH TUBES



2. HEXAGON WRENCH



3. BUTTON DIE



4. EYELET & BUTTON

10mm	25X
8mm	25X
6mm	50X
5mm	

5. EYELET DIE



6. TWEEZERS

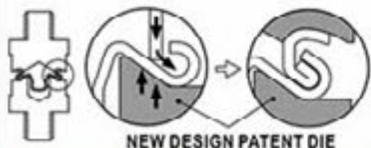


7. STORAGE BOX



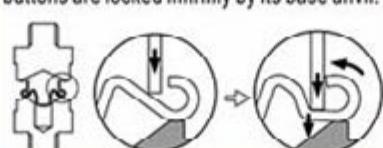
LP-700C BUTTON WORKING

While this tool is riveting, the caps of buttons are locked firmly by designed anvil.



OTHER TOOLS BUTTON WORKING

While other tools are riveting, the design of anvil is deforming the cap of buttons and the buttons are locked infirmly by its base anvil.


QP QUALIPRO ENTERPRISE CO., LTD.

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

Please contact your Taiwan purchasing agent or trading partner directly.

Eyelet & Button Plier, Leather Punch, Hand tools, Punches, Chain Plier,

EYELET & BUTTON PLIER

2 in 1

- 2 IN 1
- 65% ENERGY SAVING

PATENTED



ITEM NO. EP-612

ACCESSORIES	
100X	10mm
A 8mm	25X
B 5mm	50X



LEATHER PUNCH

- 65% POWER SAVING
- ERGONOMICS DESIGN

MINI LEATHER PUNCH SET



ITEM NO. LP-700A



PATENTED

ITEM NO. LP9X



PATENTED

ITEM NO. LP91

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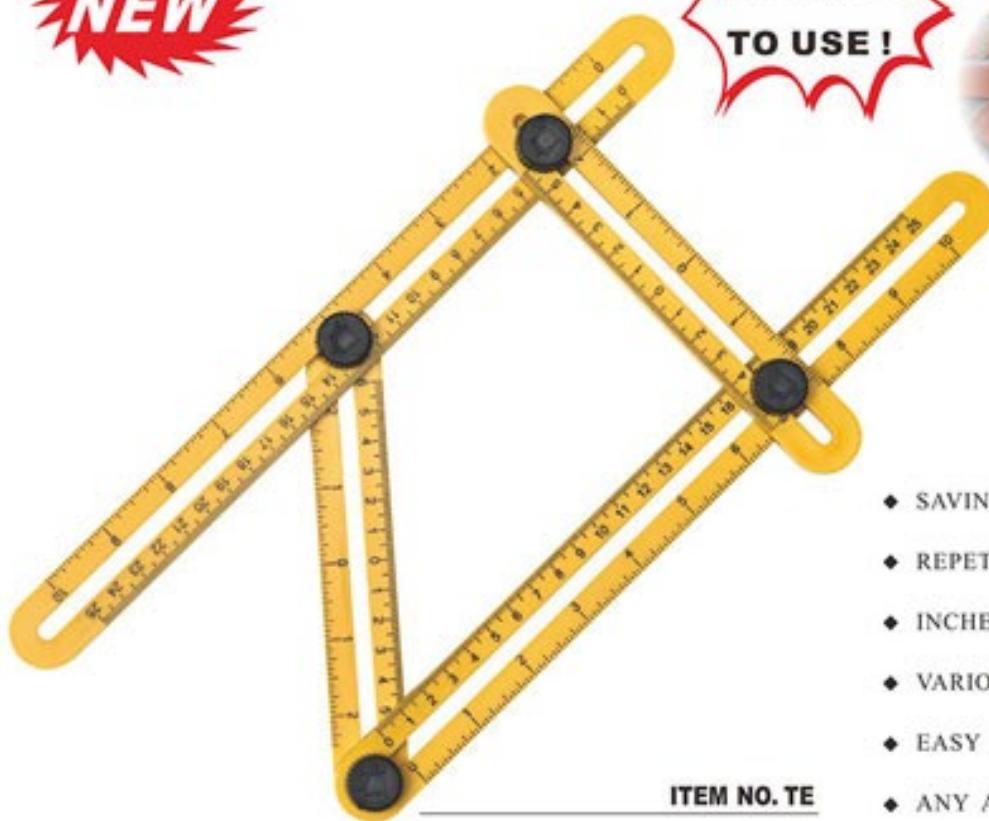
Please contact your Taiwan purchasing agent or trading partner directly.



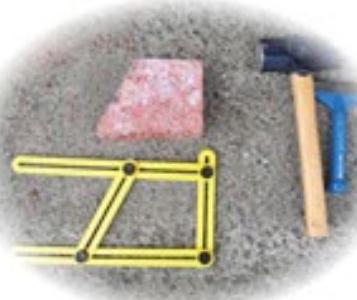
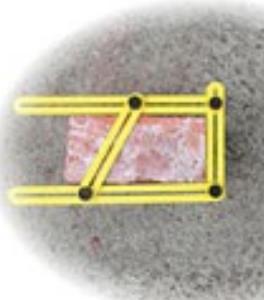
Template Tool, Woodworking tools,Lumber,Bricks, Tiles,Cement,Blocks,Joists



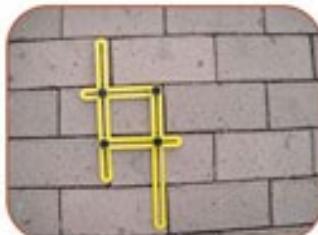
TEMPLATE TOOL

**NEW****SO EASY
TO USE!****ARCHES / BULLS EYES
(AXED SHAPES)**

- ◆ SAVING TIME (SET-UP IN SECONDS)
- ◆ REPETITIVE ACCURATE MARKING
- ◆ INCHES & METRIC MEASURES
- ◆ VARIOUS SHAPES
- ◆ EASY TO USE
- ◆ ANY ANGLE
- ◆ PATENTED

ITEM NO. TE**USE ON:**

LUMBER • BRICKS • TILES •
CEMENT • BLOCKS • JOISTS
LAMINATES • PAVERS

**WARNING**

- ★ Always wear OSHA/ANSI approved eye protection when using tools (goggles, face shield).
- ★ Always wear ear protection when using impact or power tools.

QP **QUALIPRO ENTERPRISE CO., LTD.**

We will continue to develop new products.



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Please contact your Taiwan purchasing agent or trading partner directly.

Trimming Knife, Hand Saw Mitre Gauge, Angle Finder, Template Tool



TRIMMING KNIFE

HAND SAW MITRE GAUGE

Ergonomic design.
The comfortable handle fits left and right-handed users.



PATENTED

NEW



- PATENTED
- ERGONOMIC DESIGN
- QUICKLY CHANGE BLADES
- BLADES MADE IN UK

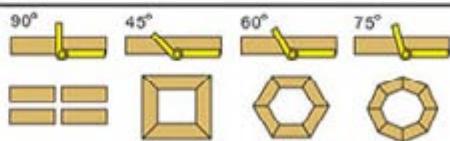
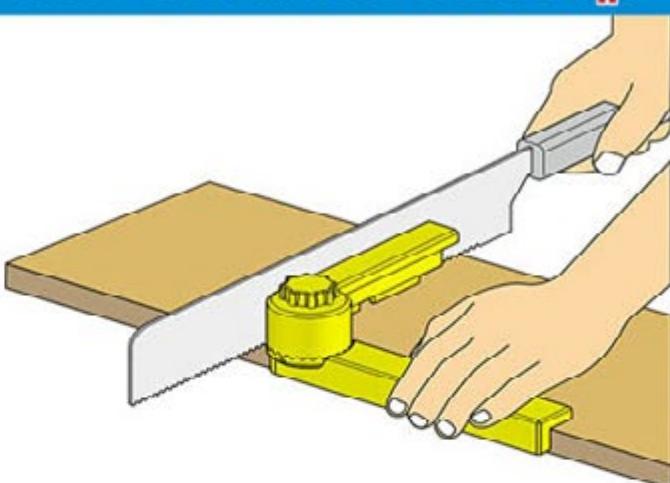
Method for replacing blade:

1. Release the Nut.
2. Remove the pressing plate.
3. Remove the blade and change.
4. If the blade gets stuck, insert a rod into the preinstalled hole to remove the blade.



ITEM NO. TKA-600

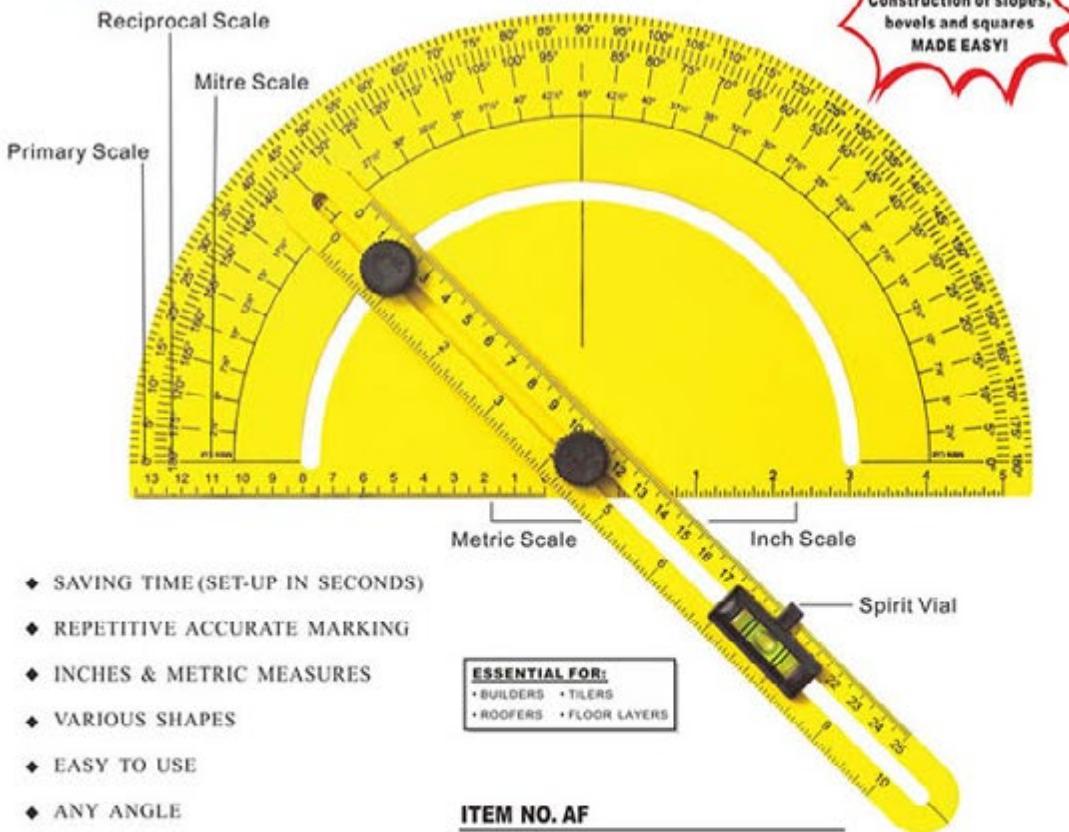
HAND SAW MITRE GAUGE



ITEM NO. HSMG

NEW

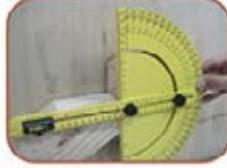
ANGLE FINDER



Stairs, bannisters, and any associated skirtings and trims.



Window frames, doors & architraves straight, level, plumb, and true.



The sliding "set square" with level is ideal for building stairs, steps and brickwork.

qp QUALIPRO ENTERPRISE CO., LTD.

We will continue to develop new products.

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

Please contact your Taiwan purchasing agent or trading partner directly.

3D Hacksaw Multit Cutting, Multi-Function Cutters, Multi Angle Brick, Block Cutter, Hand Swager, Hack Saw



3D HACKSAW MULTI CUTTING

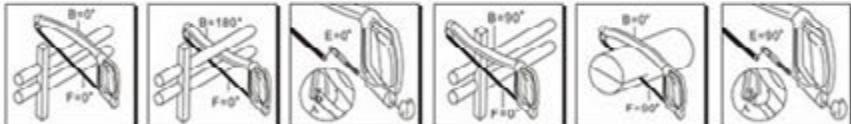


PATENTED

- MULTI CUTTING
- CONFORM WITH ERGONOMICS WHEN WORKING
- EASILY CUT INTRICATE OR CURVED SHAPES



Restricted Access Setting.



ITEM NO. 3D3

MULTI-FUNCTION CUTTERS

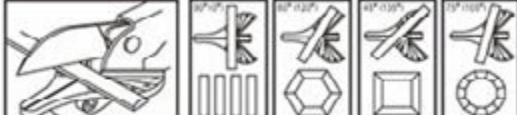
PATENTED



MFC-M



MFC-H



Multi Angle Brick & Block Cutter

PATENTED



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Tin Snips, Bow/Hack Saws & Blades, Folding Saws, Garden Tools in General, Staple Guns, Camping Tools,



Professional Manufacturer

38 Years of Experience in Making Hand Tools!



IL-204 7", 9"

- Our Standard of Turboplier is Over U.S.A. Ansi Standard. 7-1/2" Plier: Load Test is 1500LB (Ansi Standard is 450LB)
- 9-3/4" Plier: Load Test is 3000LB (Ansi Standard is 750LB)

- The Gripping Span Remains Substantially Constant for any Size Workpiece.



IL-602NF
(New Function)



IL-602
Function as Model
IL-601 But Extra
Wire Cutter



PAT. Taiwan,
China, U.S.A.
Germany



ST-2010&S (Stationery)
Multi-Functions Staple Gun



IL-701
10" Cutter All



IL-109
Off Set Tin Snip



IL-107 12" Winder Shears



IL-603
Screw & Nail Holder



IL-108

IL-104

(7", 10", 12")

(8", 10", 12", 14")

(HEAVY DUTY)
(CR-M)



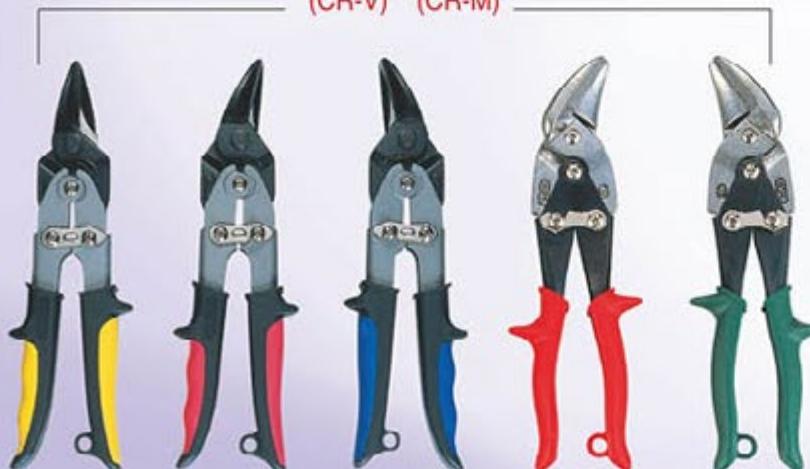
IL-106-LH

IL-106-RH



IL-104S
Material: Aluminum

Compound Leverage Shears
(CR-V) (CR-M)



IL-100-S

IL-100-L

IL-100-R

IL-106-L

IL-106-R

3 Piece Aviation Snips Set
(S45C) (CR-V) (CR-M)



IL-103-L

IL-103-R

IL-103-S



Electric Power Tools NES, Screwdriver

Newly**ST-2010** Newly Design Staple Gun**-Developed products!****PAT. Taiwan & China****ST-714NS** Newly Shape Staple Gun

Safety Lock (handle Lock)

ST-2010 / ST-714NS**Staples fits:****Please choice one ✓**

- ARROW JT-21,ESCO 530, KWB 053,RAPID#53
- MAX#3,ARROW JT-21, ESCO 530,KWB 053, RAPID#53
- ARROW T50,ESCO#S500, KWB#HT057,RAPID#34,54

Newly PAT.**ST-2011****Multi-Functions Staple Gun****2-in-1**

ST-708

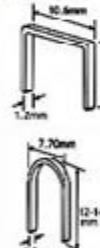
ST-709

ST-714

ST-707&S

ST-712&S

ST-714&S

4-in-1**ST-719 Heavy Duty Staple Gun**ARROW T50
ESCO #5500
KWB #HT057
NOVUS #J-19EHG
RAPID #34,54ESCO #300
NOVUS #J
RAPID #34,54NOVUS #J-19L
RAPID #36
ROCAGRAG #88
ROCAFIX #MS40V.
#M560RONGGAO
PIN14**Newly**ST-2014-1
Hand Plier
StaplerRG-612
Spray Can
GunRG-602
Anchor RiveterRG-601
RG-607
RG-607P

New Staple Packaging

**Staple Specialist****RONG GHAO INDUSTRY CO., LTD.**

TEL:886-4-2335-3878 FAX: 886-4-2335-3876

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http://www.rongghao.com.tw E-mail: rongghao@ms66.hinet.net/ isa@rongghao.com.tw/ jack_wang@rongghao.com.tw

We constantly research and develop all kinds of hand tools.
your inquiries are sincerely invited. "Customers" designs
and OEM or ODM orders are welcome.



Sockets, Wrenches, Tool Box, Socket Set, Tool Set, Auto Repair Tool, Interchangeable Ratchet , SMOOS TOOL

SMOOS TOOLS®



For Bit



For Deep Bit Socket



For Socket



For Deep Socket



◀ Install the socket into the wrench, then place the socket on the screw to tighten or loosen it.



◀ Each ratcheting movement measures 5° with go through function.

Sockets, Wrenches, Tool Box, Socket Set, Tool Set, Auto Repair Tool, Interchangeable Ratchet , SMOOS TOOL

SMOOS TOOLS®



NEW

Spark Plug Holder Socket

No more slipping spark plugs with patented nonmagnetic mechanism

Longer life!! Better than conventional magnetic types that weaken over time.

Features:

- Extended working life
- Easier to use than competitors'
- More reasonably priced



SMOOS TOOLS®
PROFESSIONAL

SMOOS TOOL CO., LTD.

No. 80, Da Ming 1st Rd., Tanzi Hsiang,

Taichung Hsien 427, Taiwan

Tel: 886-4-2565-5191

Fax: 886-4-2565-5192

E-mail: sales@smoos.com.tw

[http:// www.smootool.com](http://www.smootool.com)

BLADE FOR CUTTER & FOR ART-KINFE, Utility Knife Blade, Serrated Blade, Cutter Blade, Snap Off Blade L

Restter®

www.restter.com.tw
商標註冊字號
809746

BLADE FOR CUTTER & FOR ART-KNIFE



SK2C
Shark Teeth Blade (PAT.)
Size: 0.6x18x100mm



SK2D
Shark Teeth Blade (PAT.)
Size: 0.6x18x100mm



SK2E
Cutter Blade
Size: 0.6x18x100mm



SK2F
Cutter Blade
Size: 0.6x18x100mm



R-23
Utility Knife Blade
Size: 0.5x18.9x53.5mm



R-25
Utility Knife Blade
Size: 0.5x18.9x60mm

SK2G (PAT.)
Shark Teeth Blade
Size: 0.6x18.9x60mm



SK2H
Utility Knife Blade
Size: 0.6x18.9x60mm



R-26
Utility Knife Blade
Size: 0.6x18.9x60mm



R-01
Snap Off Blade "L"
Size: 0.5x18x100mm

R-05
Snap Off Blade "L" Double Width
Size: 0.5x18x100mm



R-02
Snap Off Blade "S"
Size: 0.4x9.0x80mm



R-03
Snap Off Blade "S"
Size: 0.4x9.0x74mm



R-04
Snap Off Blade "L"
Size: 0.5x18x103mm

Packages



10pcs/tube/card


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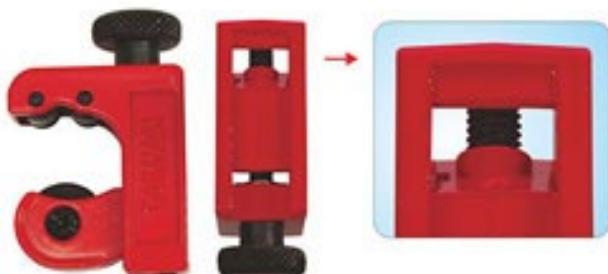
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Other related tools can also be custom-made!



H-155



H-153A Mini Tubing Cutter (1/8"-7/8")
(innovative, performance-enhanced model)

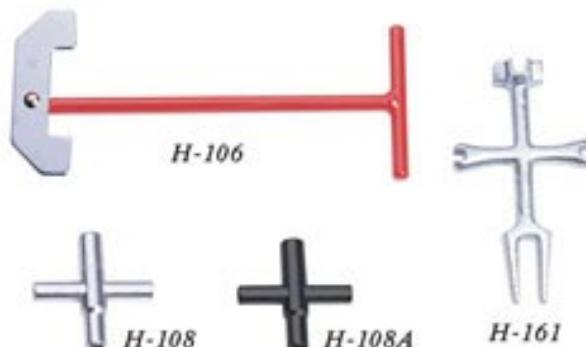


H-201



H-202

H-155 Tubing Cutter (1/8"-1-1/8")
H-201 Cutter Wheel Blade 18.5x6.2x4.9
H-202 Cutter Wheel Blade 18x5.7x4.9



H-106 Garbage Disposer Wrench
H-108/H-108A Four-way Square Stem Key
Size: 1/4", 9/32", 5/16" & 11/32"
H-161 P.O. Plug and Closet Spud Wrench

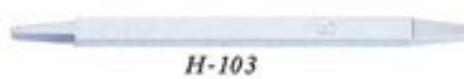


H-101 5-Piece Shower Valve Socket Wrench Set
Contains sockets H-111 (1-11/32", 1-7/16"),
H-112 (1-5/32", 1-9/32"), H-113 (1-1/32", 1-3/32"),
H-114 (29/32", 31/32") and H-115 (21/32", 27/32"),
with bar handle

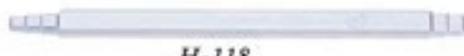
H-119 Socket Wrench Bar (1-1/2")
H-104 Tapered Faucet Seat Wrench (1/4"-3/8")
H-105 Six-step Faucet Seat Wrench (1/4", 9/32", 5/16")
H-105A Six-step Faucet Seat Wrench (1/4", 9/32", 5/16")
H-107 Faucet Handle Puller



H-119



H-103



H-118



H-121

Innovative type

H-103 Square Tapered Faucet Seat (3/8") (1/4"-11/32")
H-118 Square 6-step Faucet Seat Wrench (1/4", 9/32", 5/16")
H-121 Flaring Tool (3/16", 1/4", 5/16", 3/8", 7/16", 1/2" & 5/8")

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2.375" OD; 1.930" ID



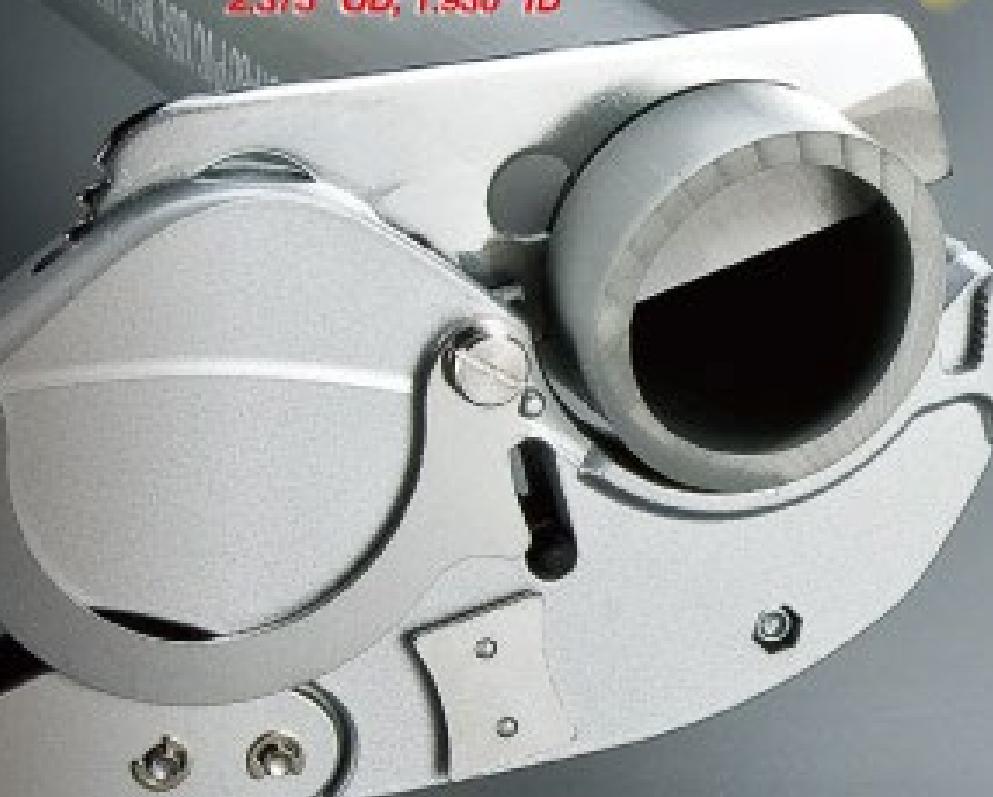
SF 635
35mm 1 3/8"



SF 636A
35mm 1 3/8"



SF 642
42mm 1 5/8"



Using other cutters to cut 63mm OD
and 2mm thick pipes will cause deformation.



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Ratcheting PVC-Cutter

Patented

For cutting thin-walled pipes
2.375" OD; 2.208" ID



Newly-patented Ratchet Plastic-pipe Cutter

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- Shorter handle for labor-saving, one-handed operation
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- Minimal blade wear



Ratchet pipe-cutter with adjustable C-collar for simple operation.



SF 763
63mm 2 1/2"

SF 742
42mm 1 5/8"

SF 735
35mm 1 3/8"

SF 738
35mm 1 1/2"



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- Ratchet easily set to handle pipes of 63mm maximum OD

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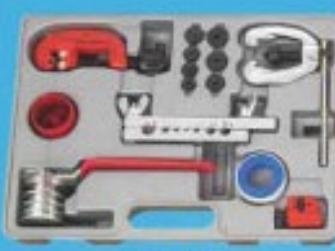
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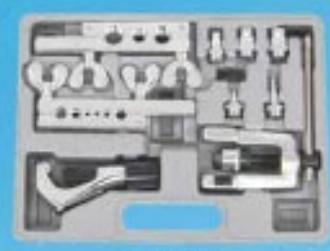
Repair Tool Kits and Hand Tools for Refrigerating Equipment



YC-293



YC-284



YC-275



YC-41590



YC-273



YC-281



YC-287



YC-274



YC-3482



YC-604



YC-608



YC-606



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YC-605



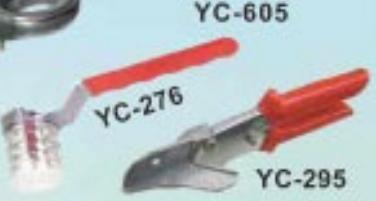
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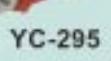
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YC-622



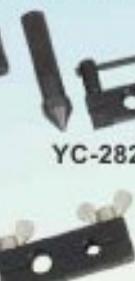
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YC-283



YC-619



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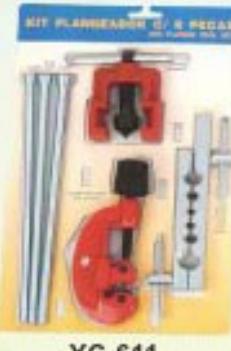


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YC-631



YC-611



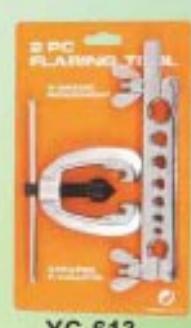
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YC-615



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YC-614



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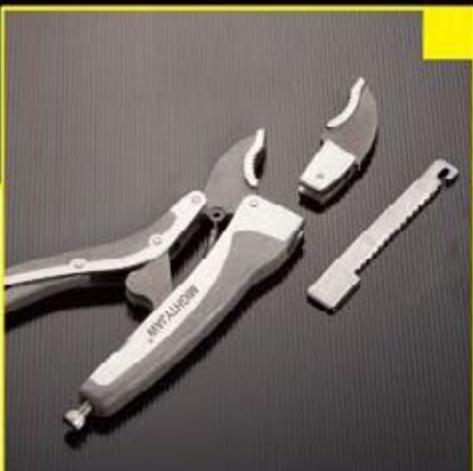


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RPG-SR
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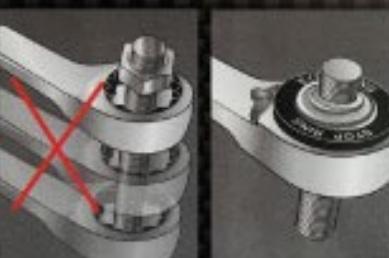
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Double box end ratchet wrench / RPGD

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C11H-30	30" (750mm)	13mm Φ
C11H-36	36" (900mm)	16mm Φ
C11H-42	42"(1060mm)	19mm Φ



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size: 6~32mm



Combination wrench
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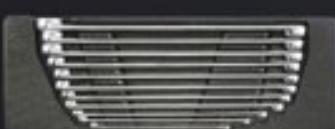
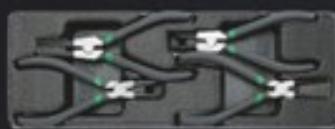
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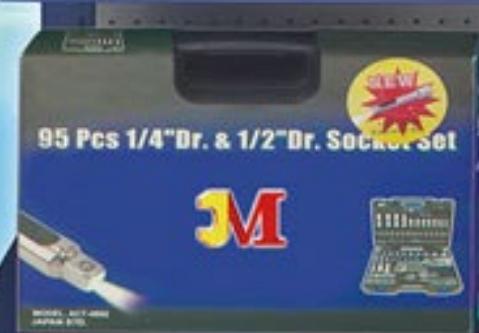
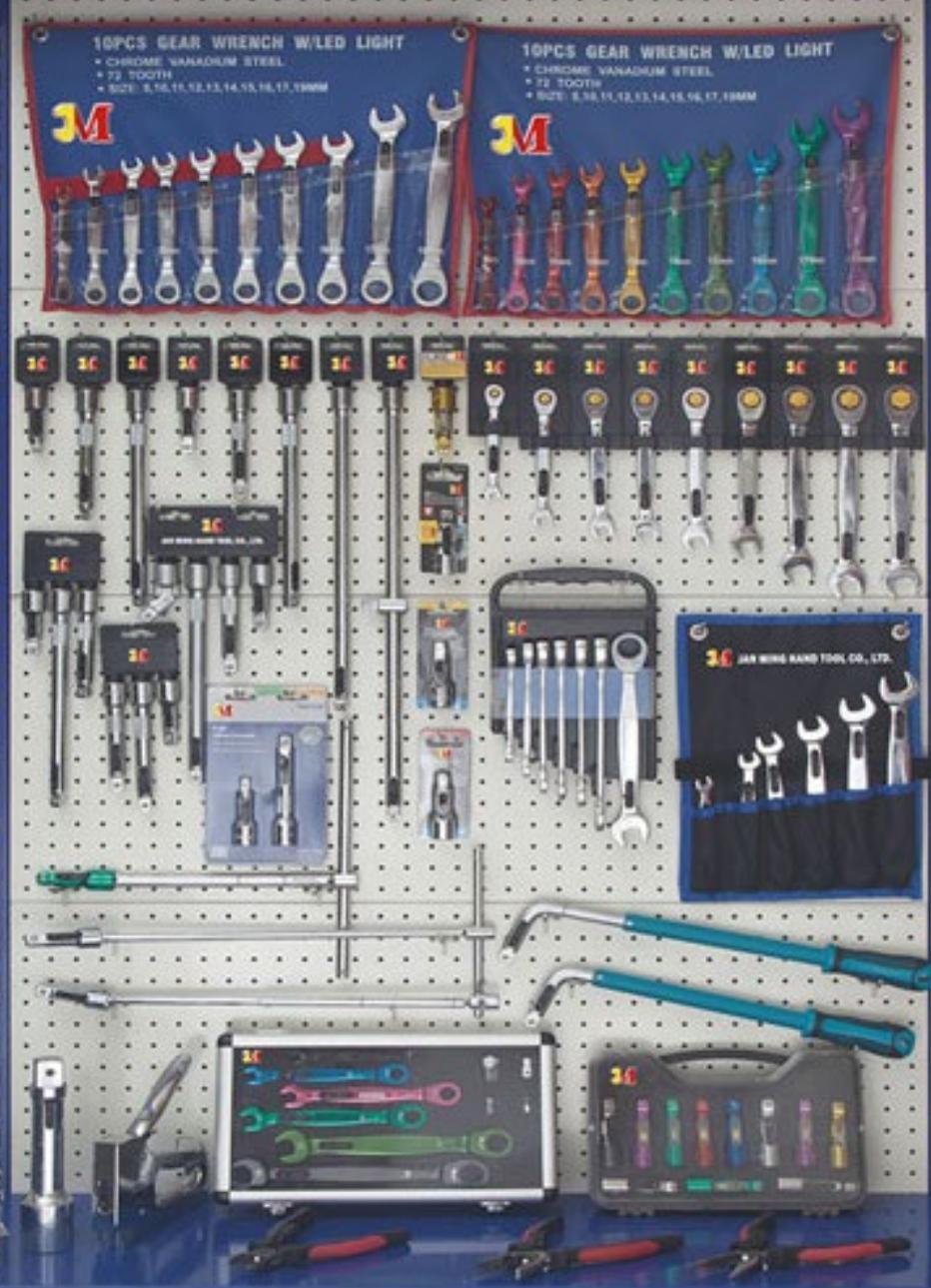
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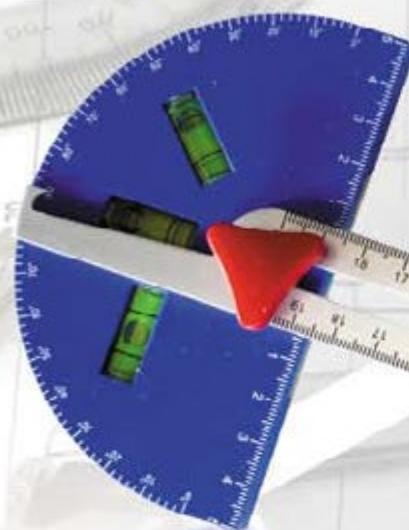
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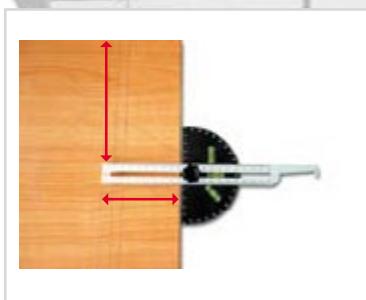
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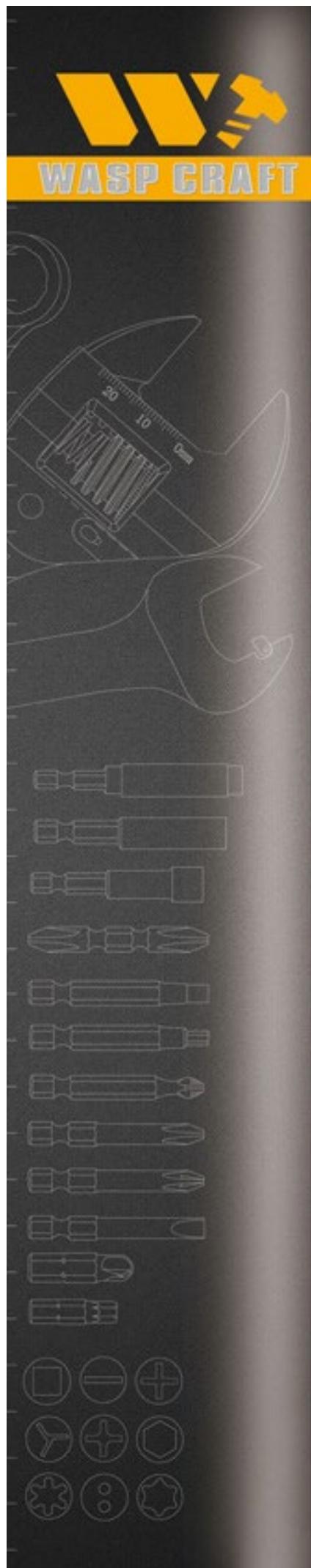


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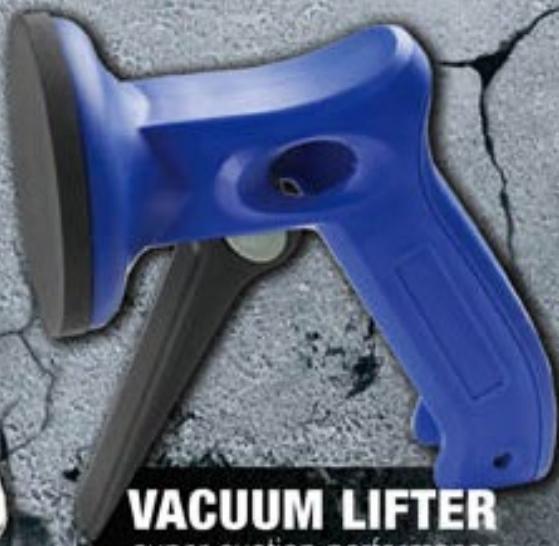
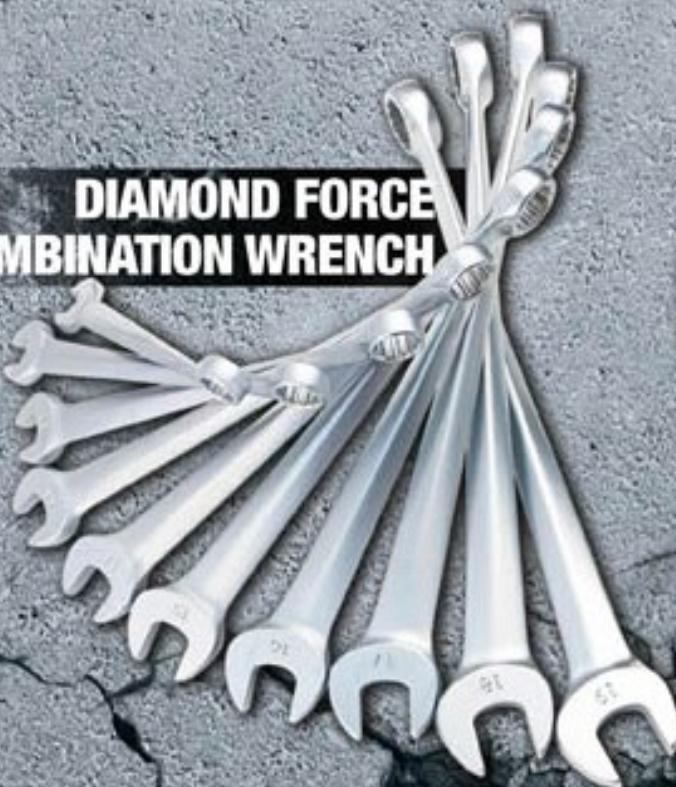
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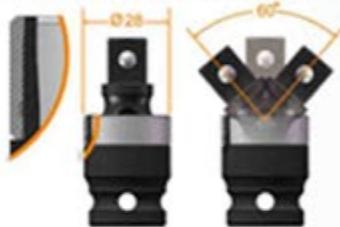
Zhen Ho Industrial's universal joint relies on a patented collar design. Furthermore, the operating angle can reach 60°. The collar will not separate, and the product has a neat appearance with two colors. Quality is high and service life long.



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1. Small outer diameter facilitates use in many situations.
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3. The operating angle can reach 60°.
4. A patented design ensures that the collar will not fall off.
5. A neat appearance and two-color design.

Patented collar junction technology



The pin design joint with an outer diameter of 28mm has a large range of applications. However, in the pin design, the pin must be set into the connector's female socket, and the pin strength must not be too great, otherwise it will not be easy to form a junction. In most connectors of this type, the pin is vulnerable to wear, and the connector may break at the pin junction.



Universal joint with an ordinary iron ring design (the outer diameter of the iron ring is 31mm). This type of universal joint is used to achieve a close fit with a collar, and can be joined with the female socket of a connector, after which both can be given surface treatment. This approach often gives rise to problems with residual surface treatment solution, however. In addition, the contact surface between the collar and female socket has no catch mechanism, and the collar may come loose under high-frequency hammering impacts from a pneumatic tool.



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Daiken Tools Sets Trend in Shockproof, Lightweight, User-friendly Pliers

Its new circlip pliers feature pivot-hidden spring

As pliers become ever more sophisticated and multi-functional, designers and suppliers are challenged and called on to consider features as shock-resistance, lightweight and user-friendliness in structural design. This is a trend in Taiwan led by Daiken Tools Enterprise Co., Ltd., a veteran pliers producer established in 1968 in Taichung City, central Taiwan.

Circlip Pliers with Hidden Spring

Daiken's pliers has improved structure with the heads of SUJ2-grade bearing steel (and specially heat-treated), coupled with ergonomic handle, jacketed in slip-proof plastic.

Furthermore, the improved structure with an intergrated spring in the pivot mechanism, hence protecting the spring from impact to achieve better safety and durability, with a more compact exterior. The spring is constructed of a special steel alloy made under reliable quality control, to achieve extremely long-life service of over one million repetitions.

Another value-added feature is the jaw configuration with the nose biased at optimal angle to achieve firm hold of retaining rings to boost work efficiency. The series comes in sizes of 5, 7 and 9 inches, and are well received by professionals globally.

Benny Chen, Daiken's assistant general manager, emphasizes that Daiken has steadily focused on developing lightweight, easy-to-use and structurally durable pliers for end-users, and the circlip pliers series simply reflects production skills as well as devotion to R&D and quality. The hidden-spring structural design is Taiwan's first with patent pending.

More New Products

Chen says that Daiken has also released several new products for 2015, including a universal pliers with cross-grooved jaws for stronger, firmer clamping; a wire rope cutter with forged, ergonomically engineered body that cuts bicycle brake cables and other wires cleanly; and a mini bolt cutter with compact size and strong cutting force and single-handed operation, perfect for high-altitude work.

The water pump plier with a quick-adjust button is another new product, which features improved button design to ensure not just easier, more precise adjustment of jaw size but also firmer locking of jaws than competing models, mostly due to precisely machined grooves along the inner sides of the hole where the button is held. Moreover, the plier has larger a gripping capacity of 50mm.

Development of the water pump plier was financed by the government's SBIR (Small Business Innovation Research) project, due mainly to the design concept being groundbreaking, and the lightweight, compact structure and enhanced utility are expected to further enhance Daiken's credibility as an innovative manufacturer, says Chen.

Time-tested Pliers Maker

For nearly 50 years, Daiken has sustainably grown into a time-tested pliers maker in Taiwan, mostly due to emphasis on product innovation and production capability upgrades.

It mainly engages in OEM (original equipment manufacturing) and ODM (original design manufacturing) and supplies a wide range of pliers, including linesman pliers, diagonal pliers, long-nose pliers, plastic cutting pliers, fence pliers, groove joint pliers, cutting pliers and custom pliers for special purposes. The ISO-9000-certified maker's products meet VDE, GS and DIN EN 60900 certifications.

To assure unbeatable quality, the company employs a full line of testing machines in-house as low-temperature tester, 10,000-volt insulation-resistance tester, Vickers hardness tester, salt spray tester, rubber hardness tester and so on.

With exceptional R&D capability, Daiken won the Taiwan Good Design Award in 2001 and has obtained numerous patents for innovation at home and overseas. Plus, the company has spent considerable effort developing new, advanced materials in cooperation with China Steel Corp., Taiwan's largest steelmaker by size, to enhance product value.

Daiken is well recognized among global buyers as an outstanding OEM and ODM, but also a reliable OBM (original brand manufacturer). Strong commitment to continuous improvements of quality and R&D contributes to our current achievement and enables Daiken to be trend-setter, says Chen.

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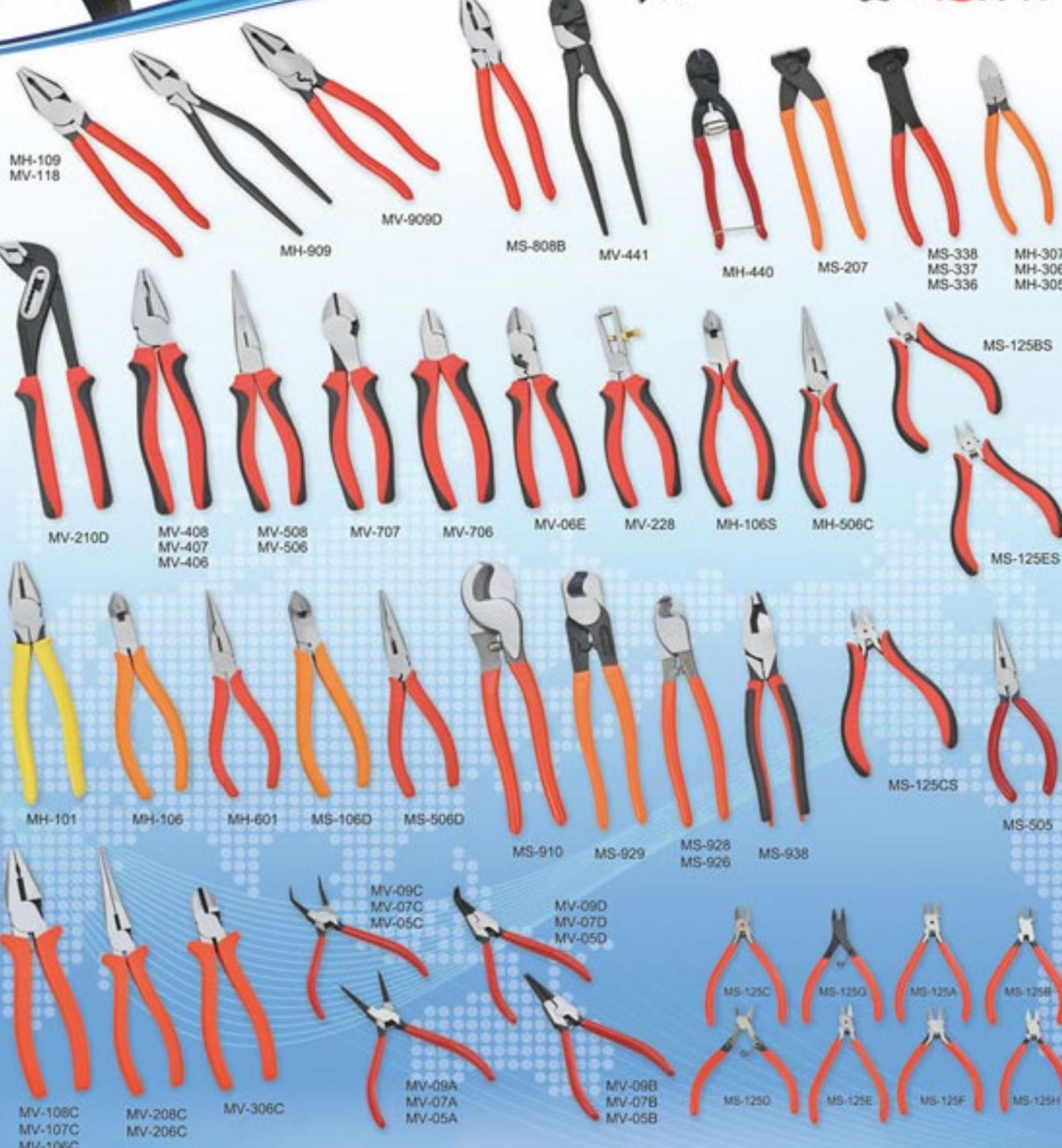
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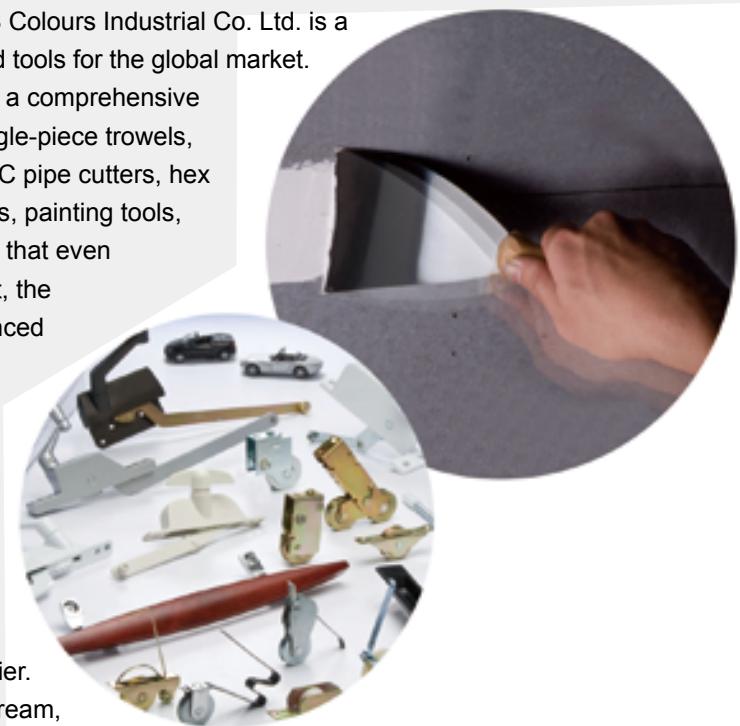
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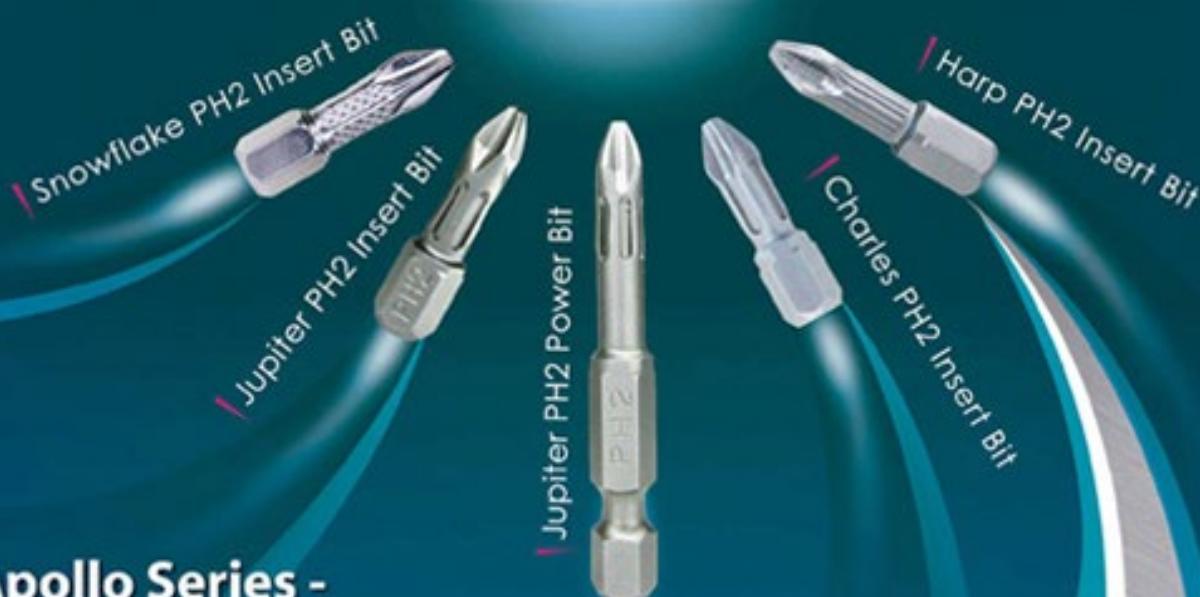
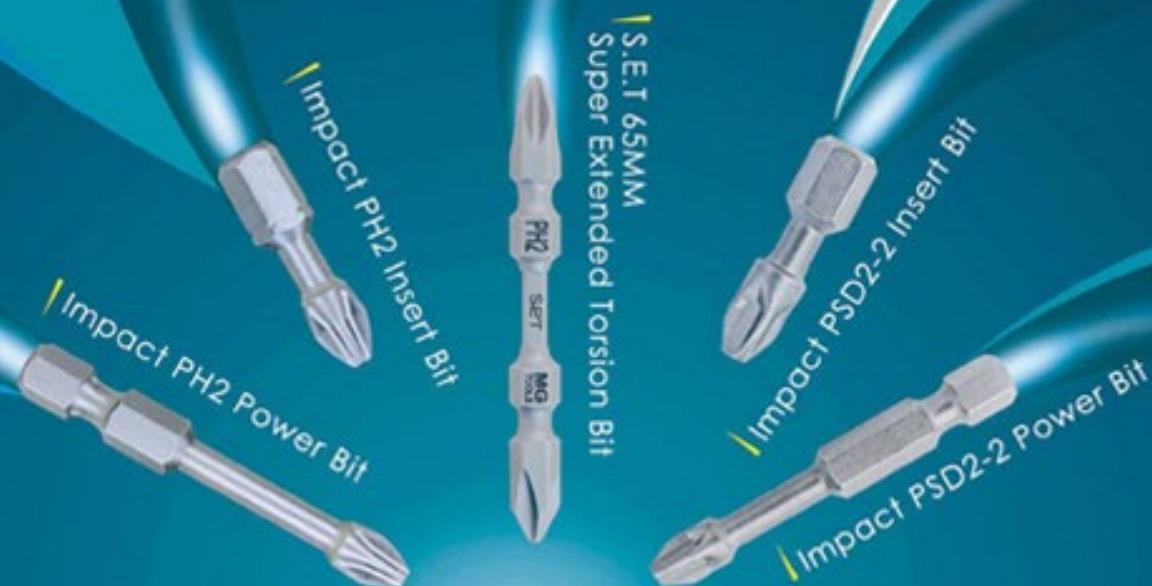
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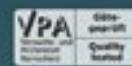
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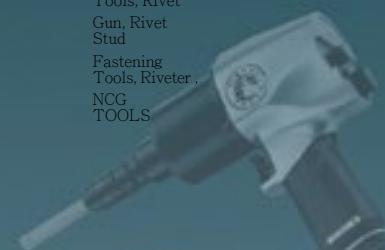
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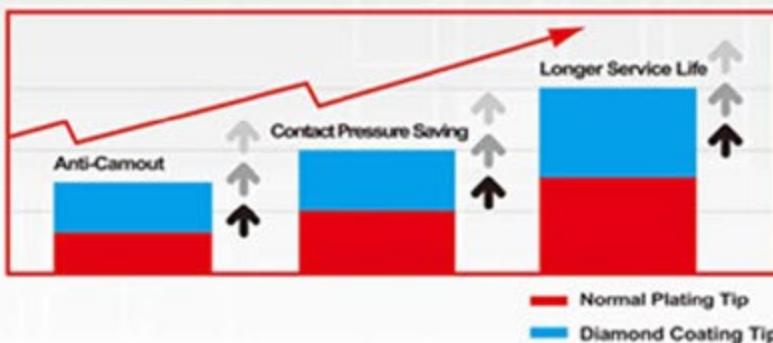
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Labor-saving



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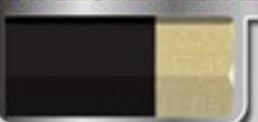


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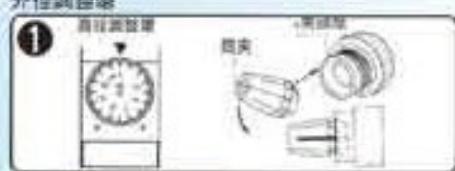
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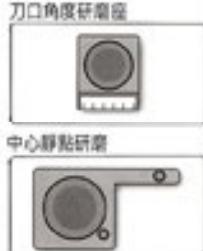
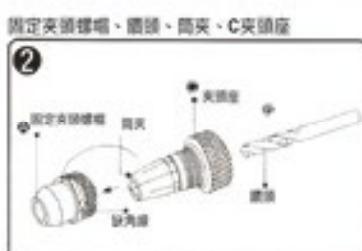
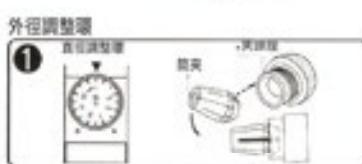
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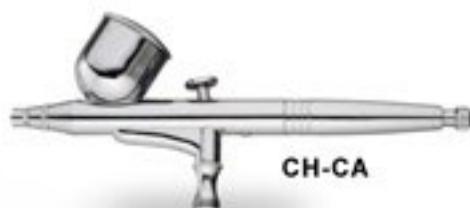


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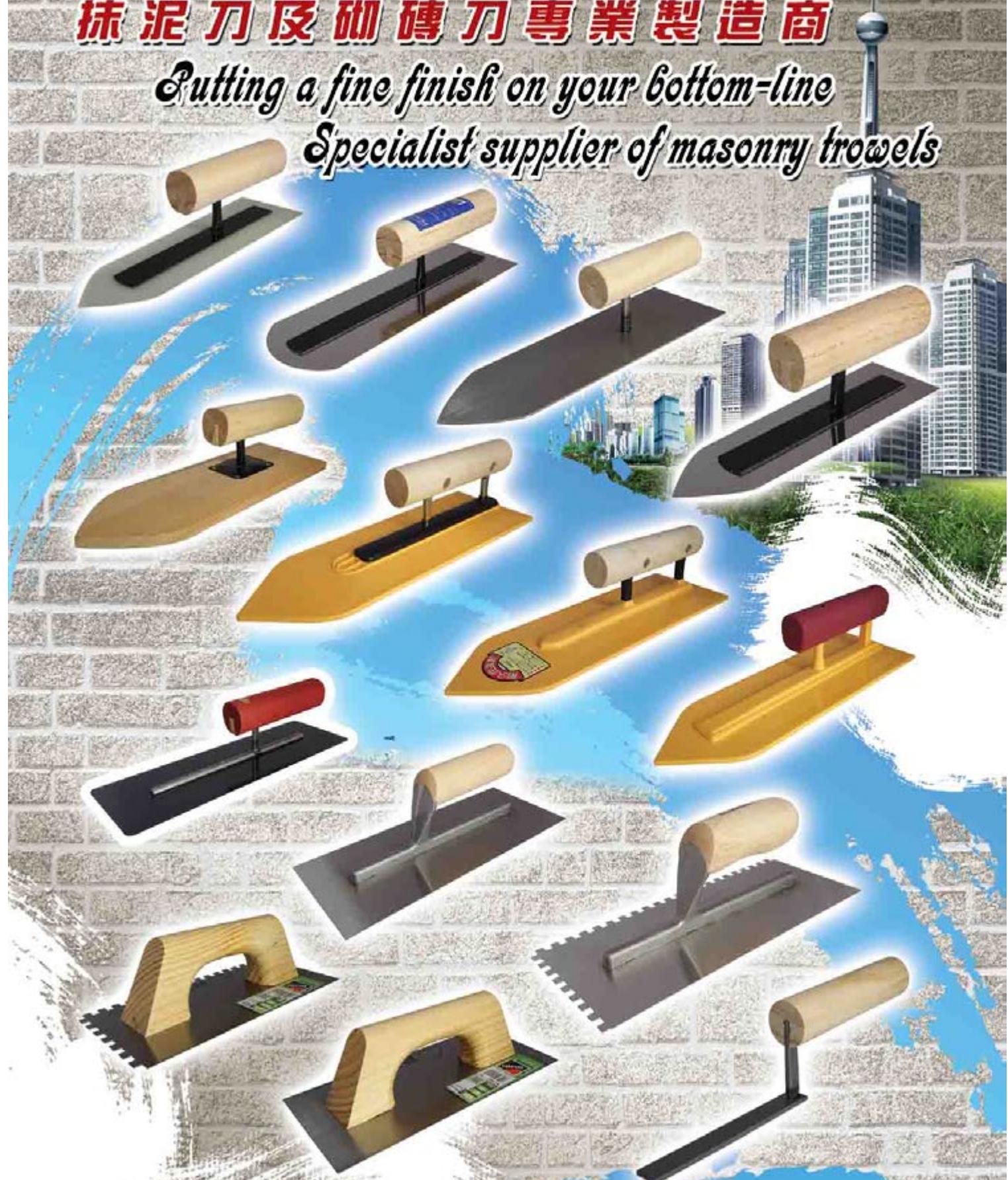


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The versatile garden-tool maker also supplies a large variety of spray guns, sprinklers, timers, among others, with monthly production capacity exceeding 100,000 units.



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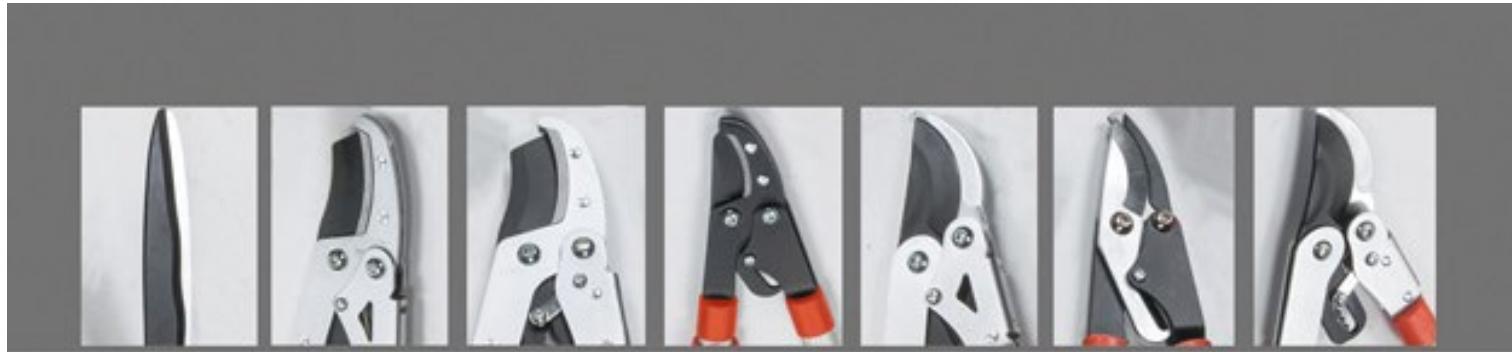
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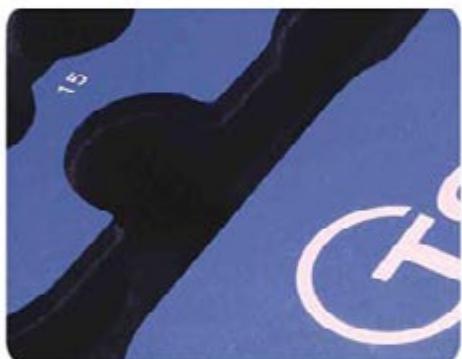
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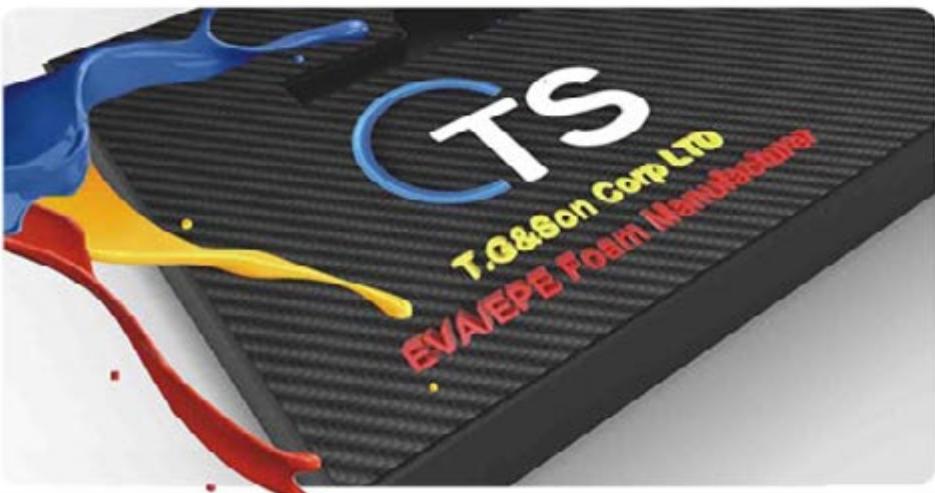
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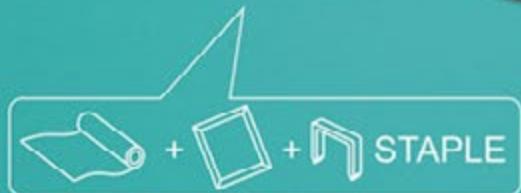
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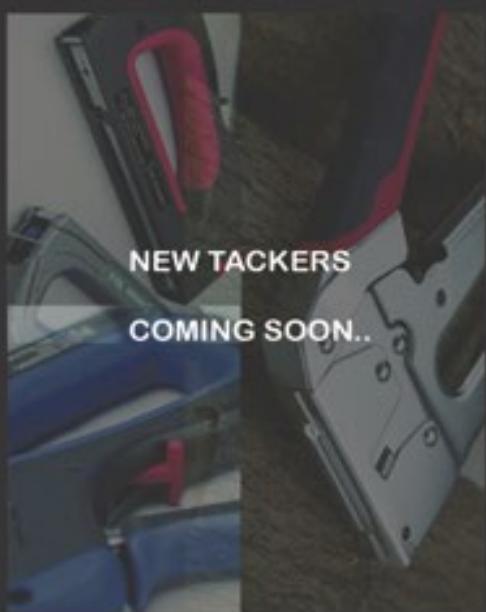
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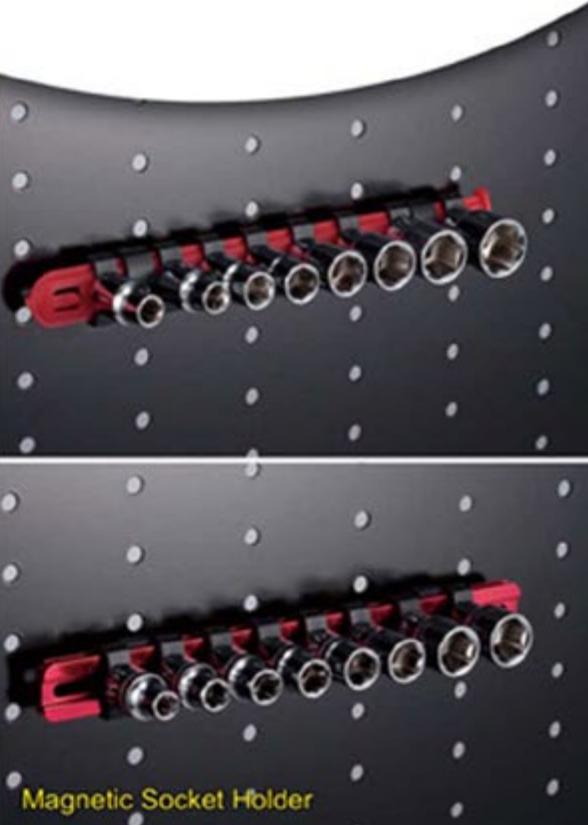
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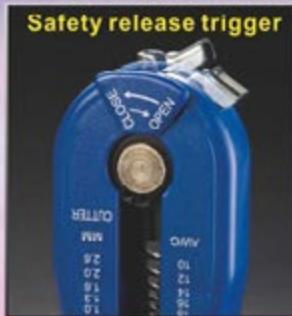


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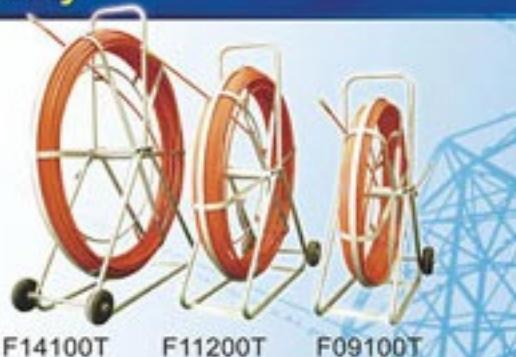
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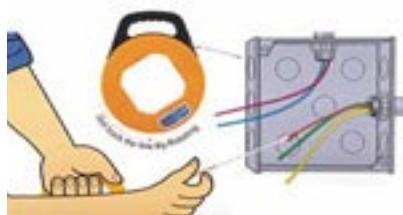
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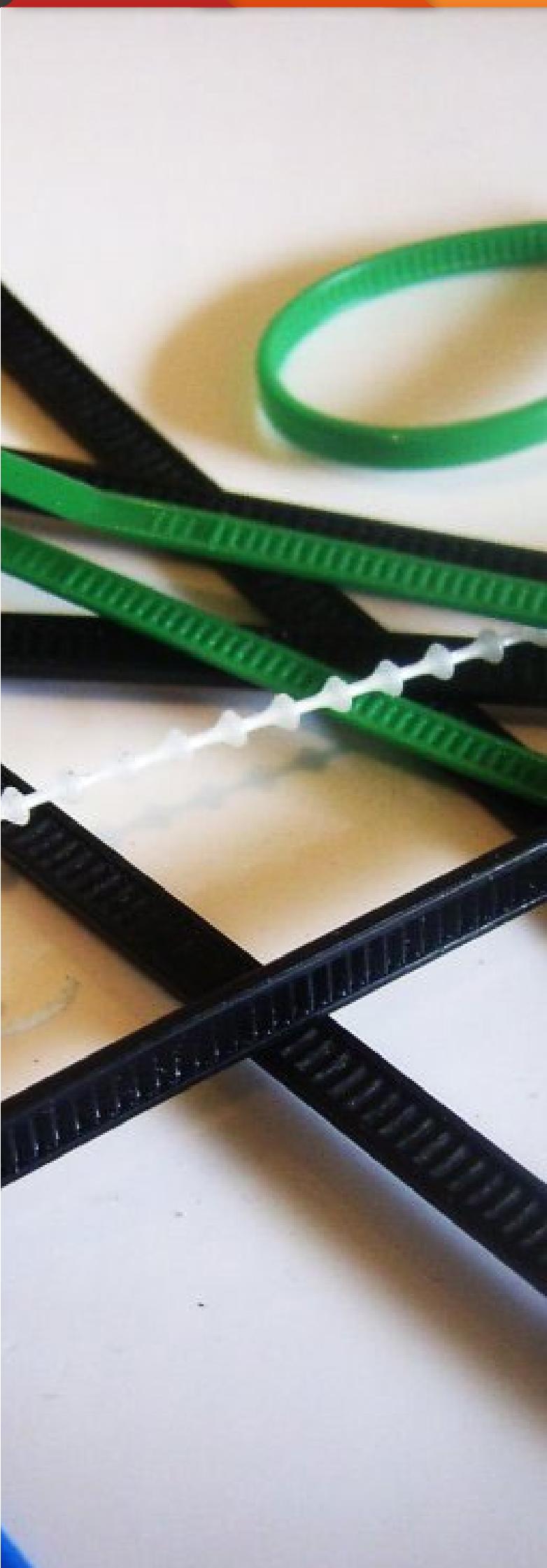
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PAT



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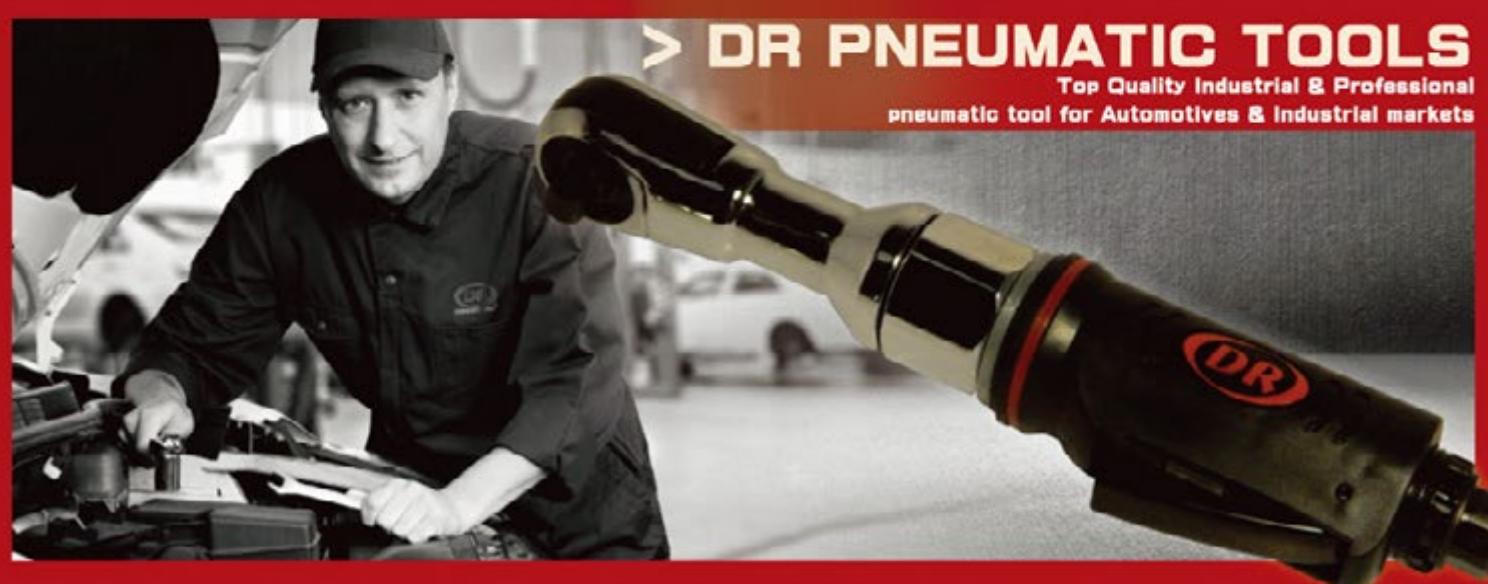


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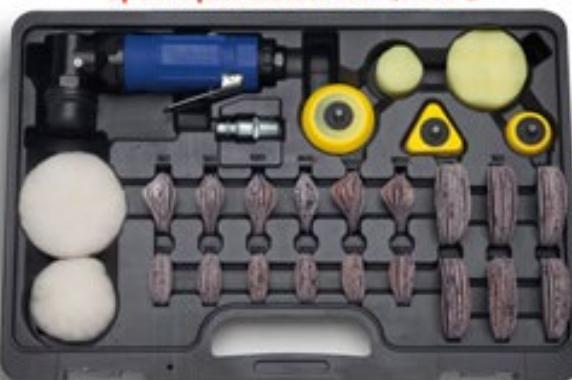
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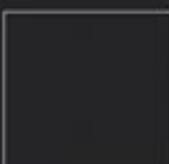
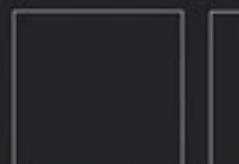
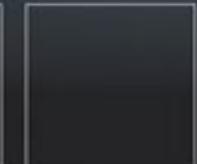
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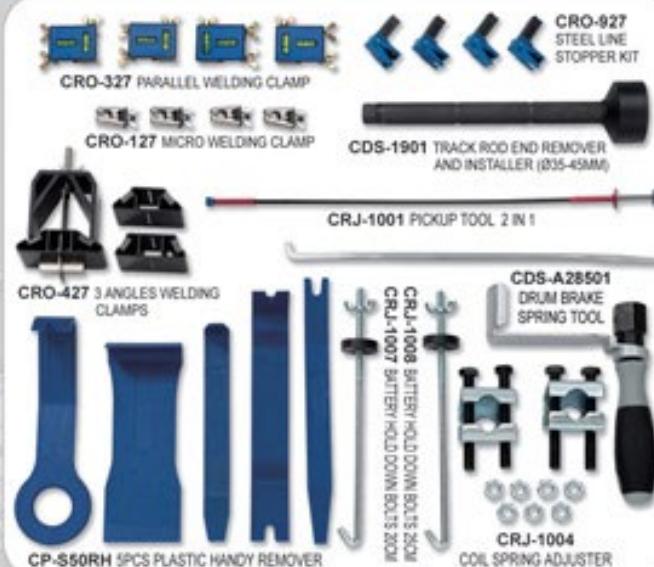
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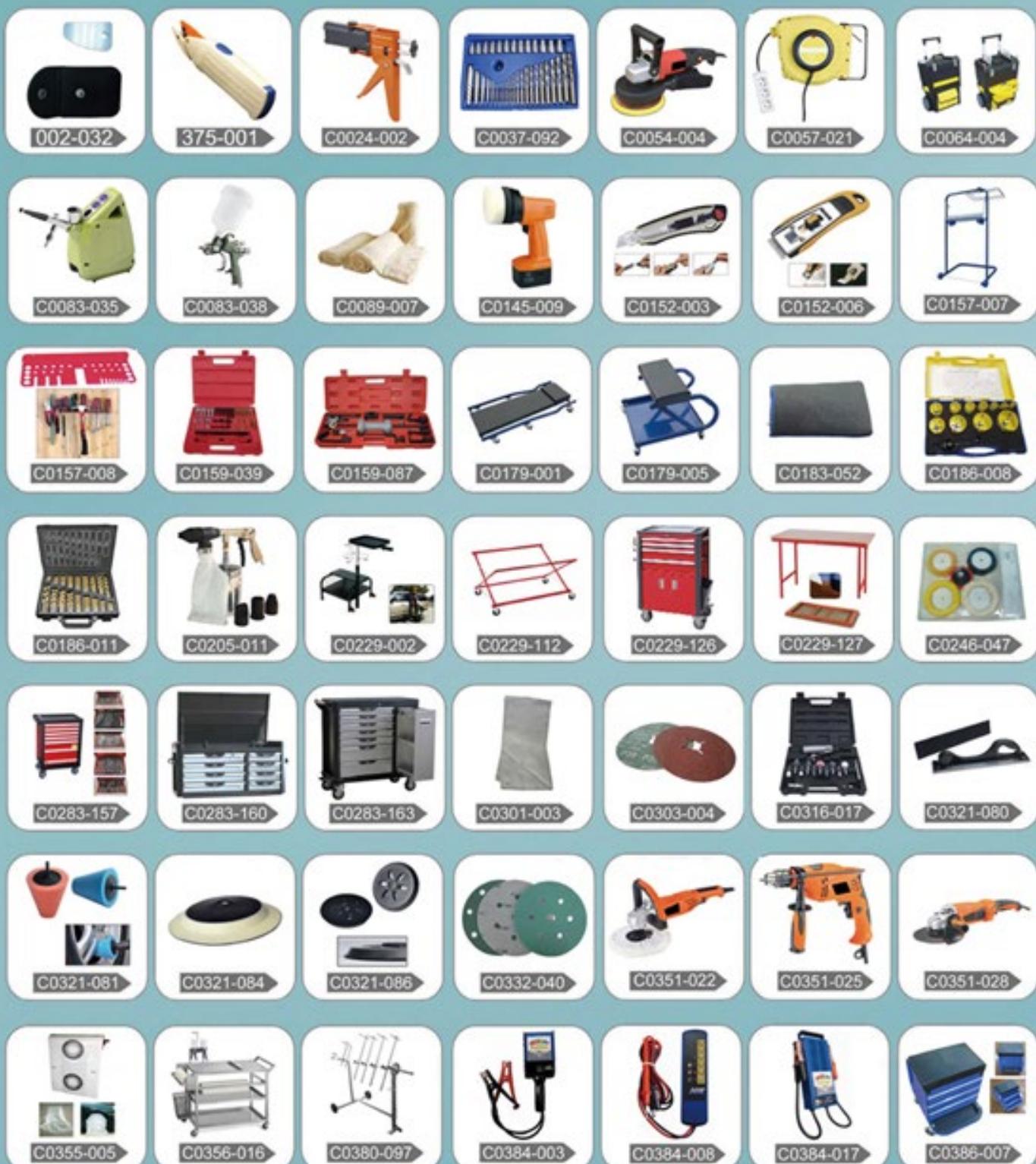
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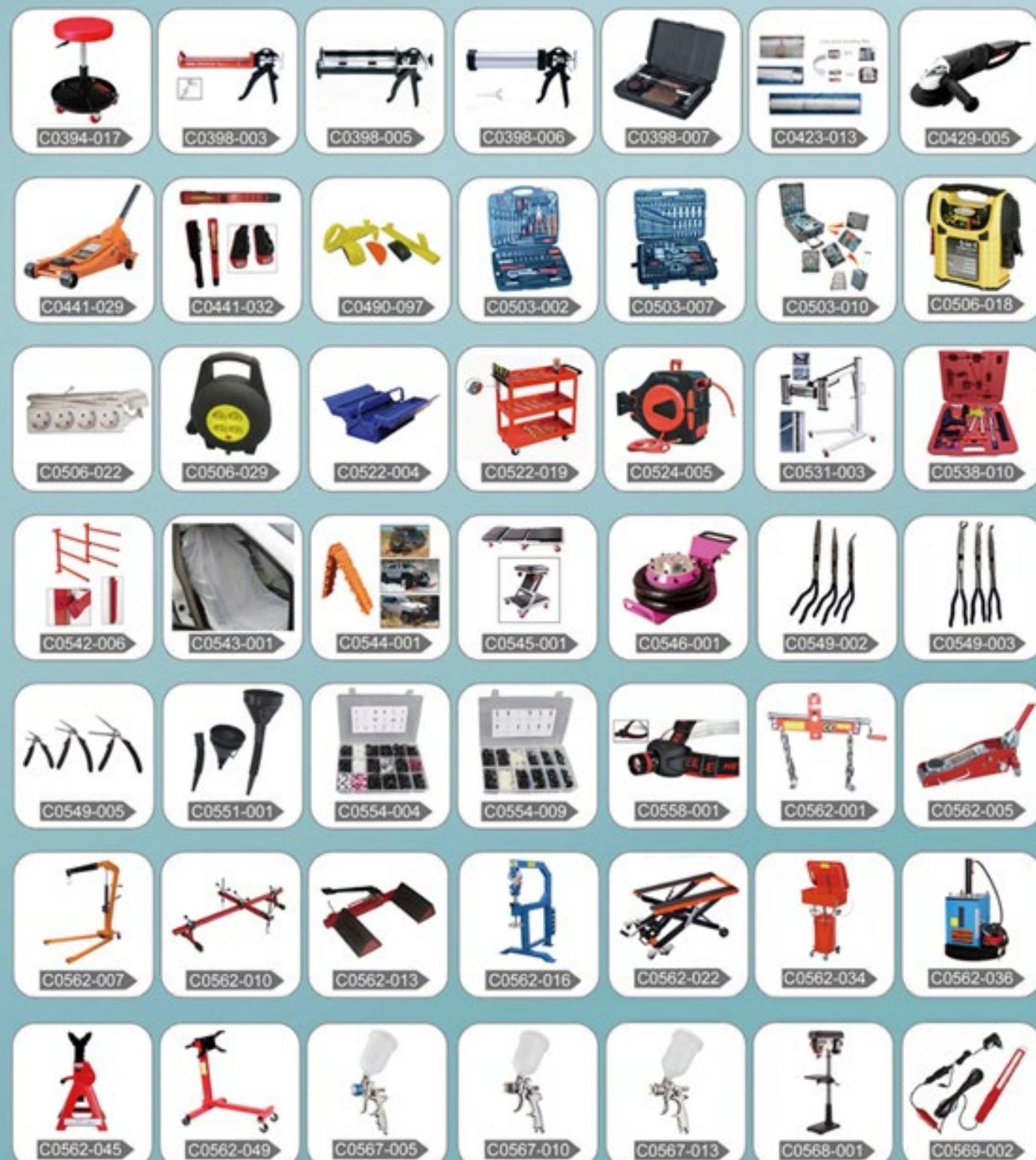
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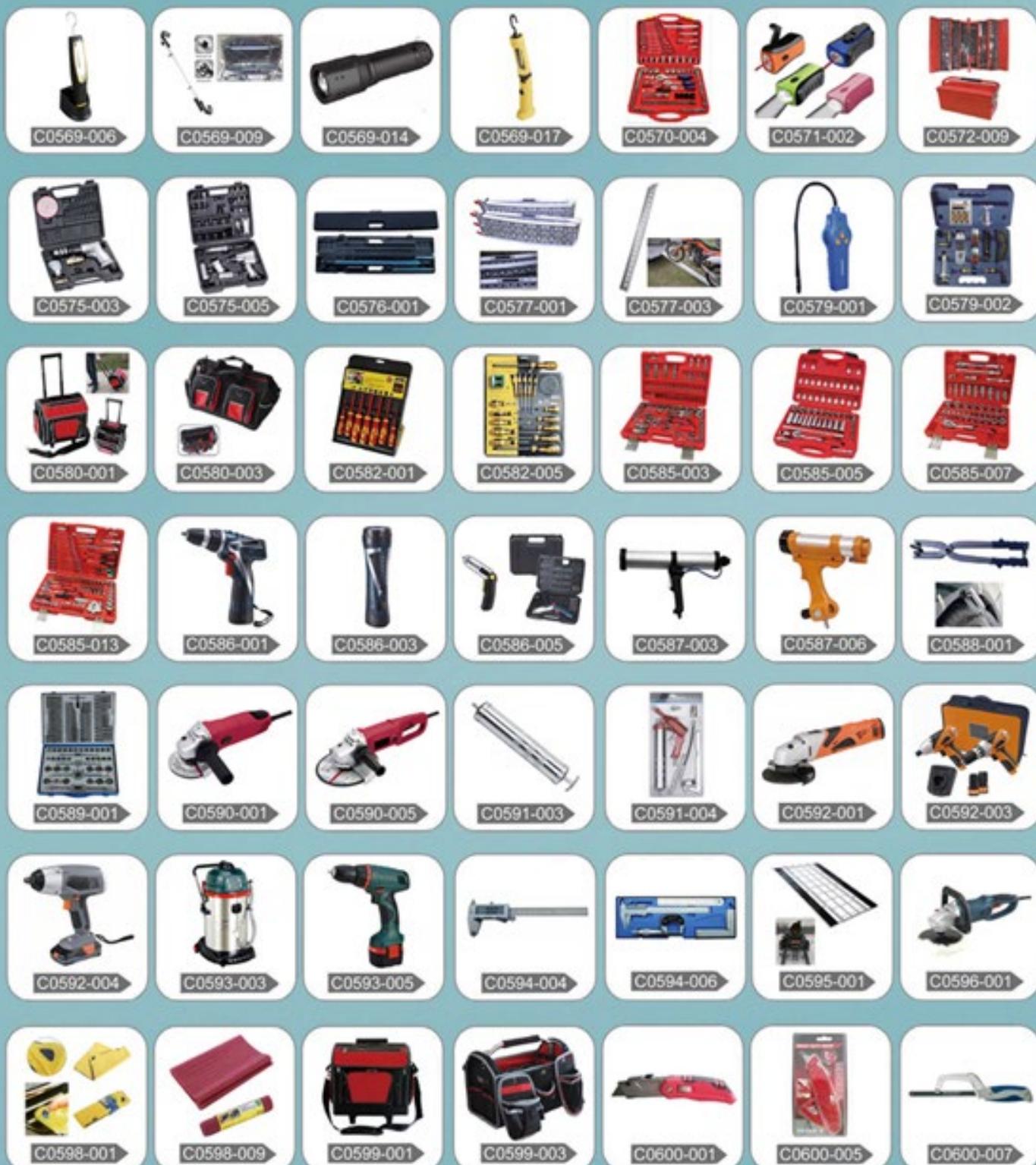
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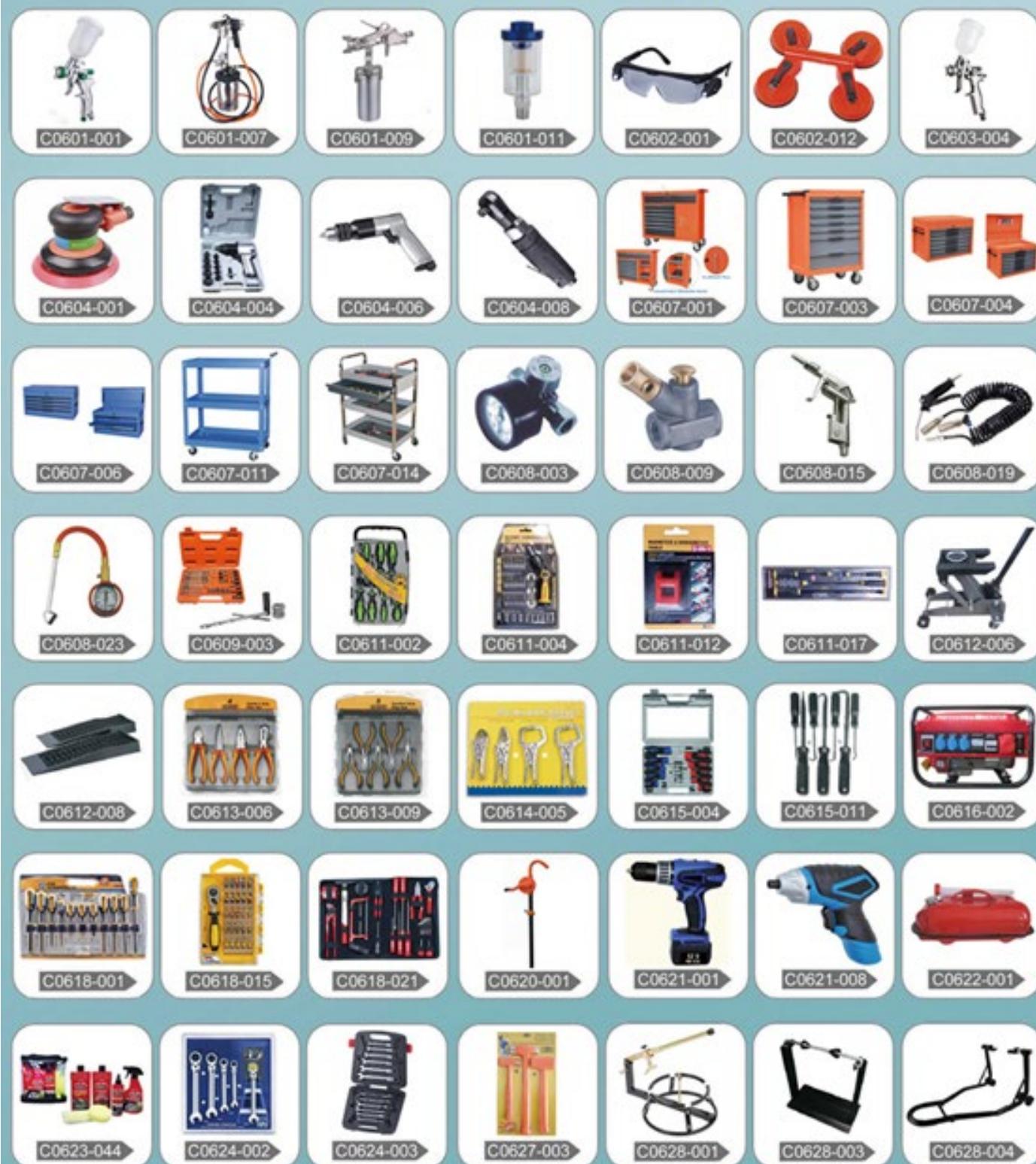
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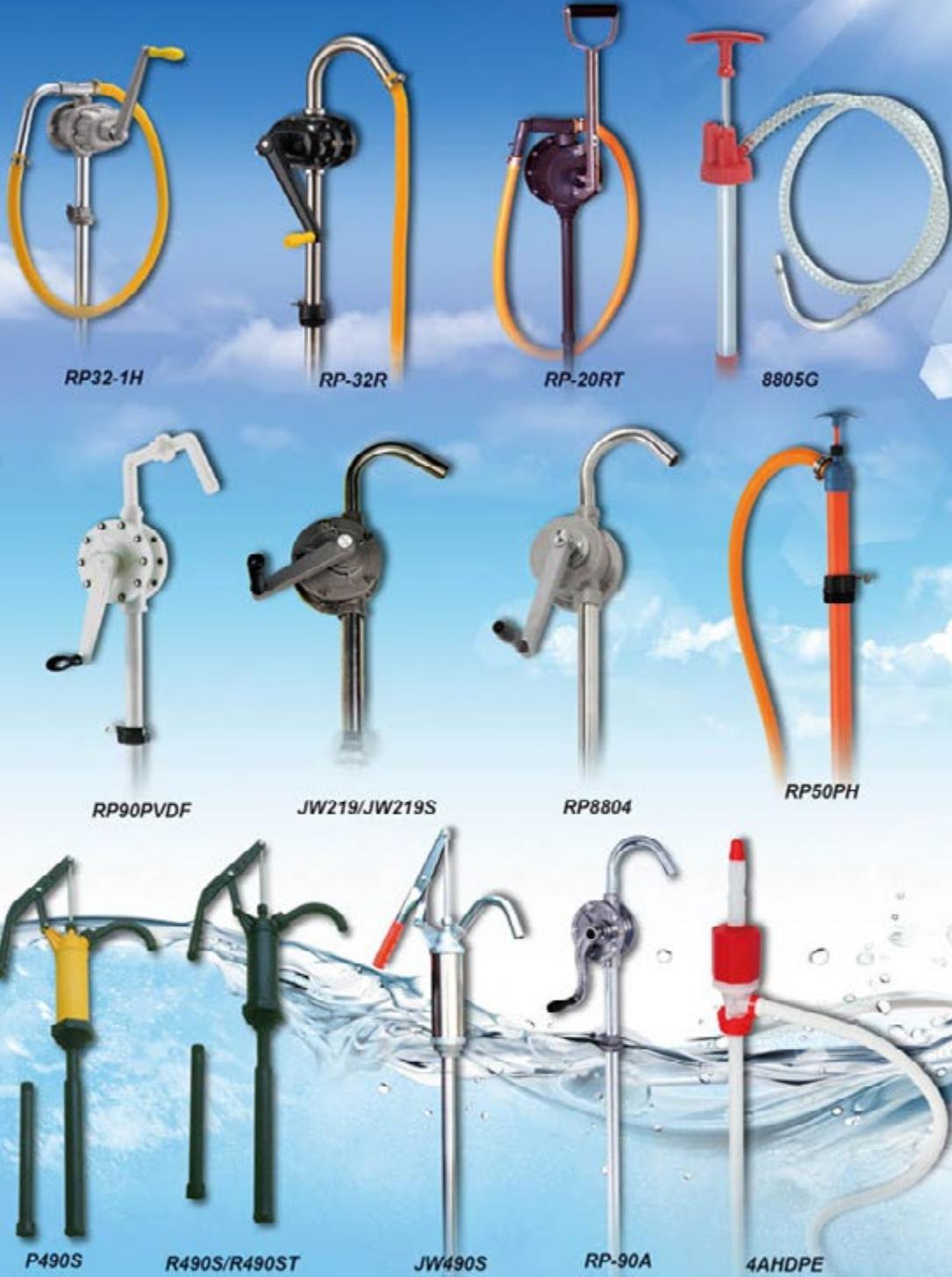
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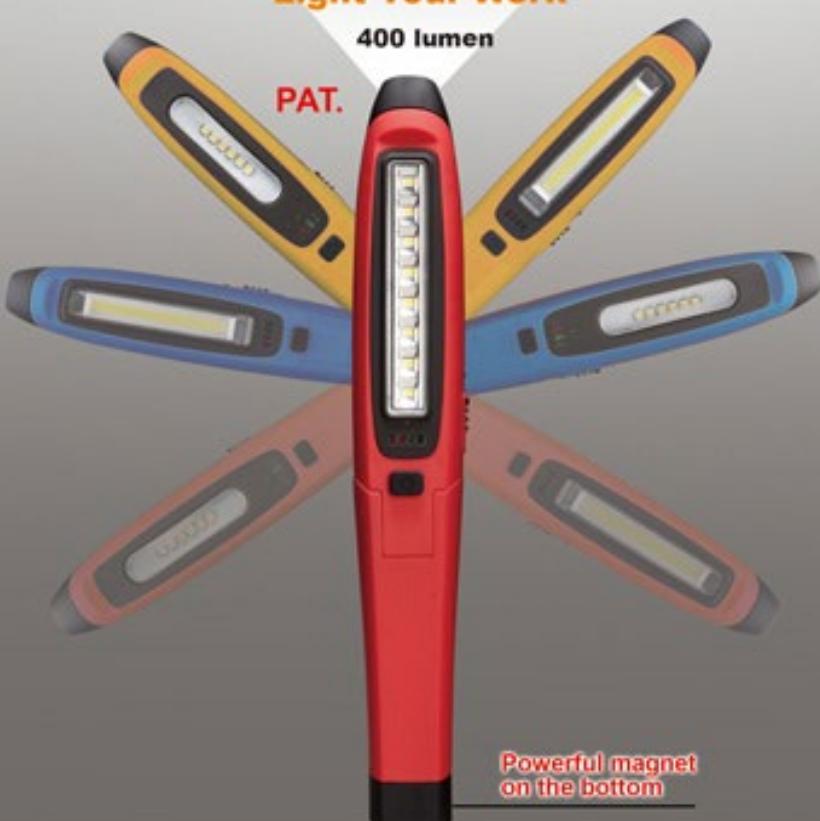
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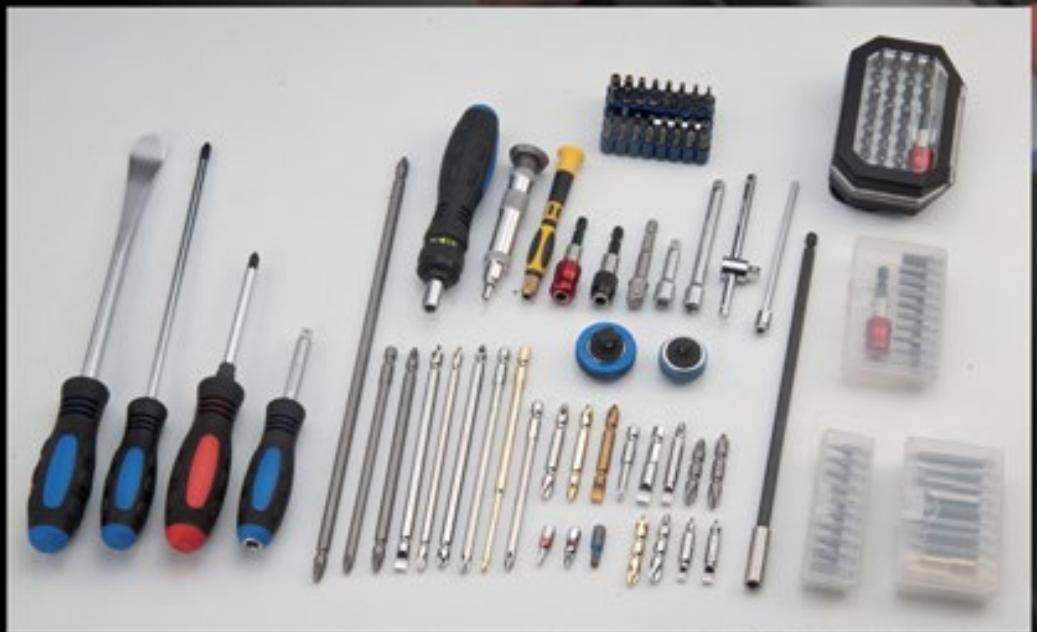
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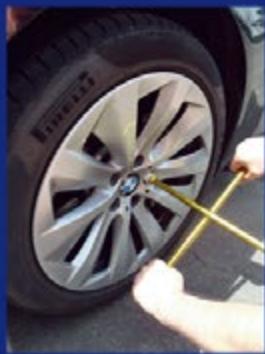
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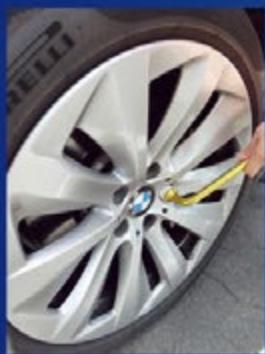
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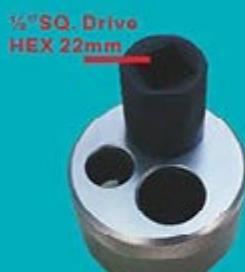
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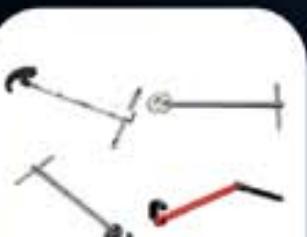
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