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Apr 30, 2015 Volume 01

# Hardware



New Era for Hardware

**Chang Loon's Ratchet Wrench  
Built with Small Improvement for  
Big Difference in Efficiency and  
Functionality**



## ProRatchet®

Taiwan Sourcing Service Provider

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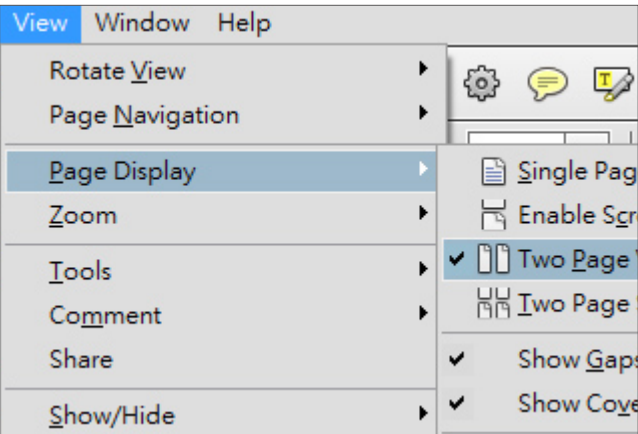
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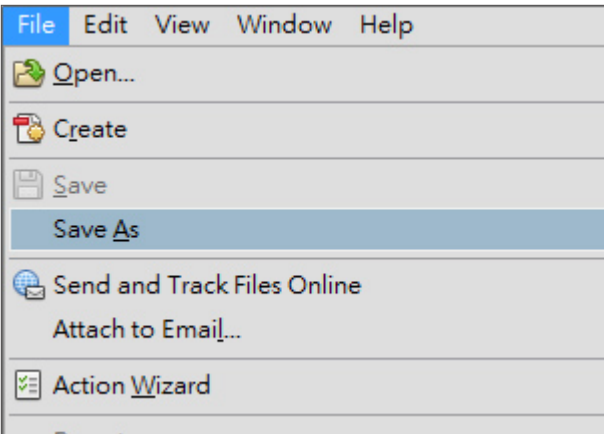
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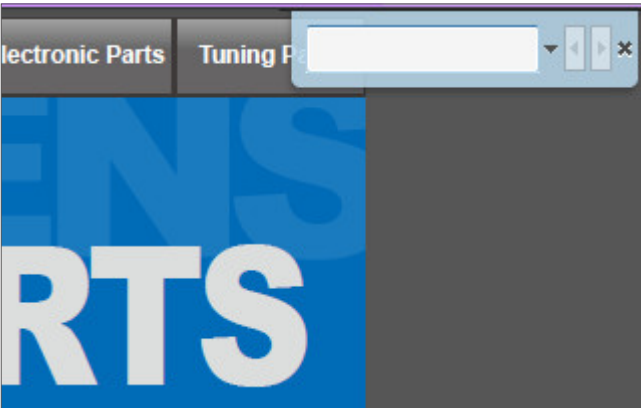
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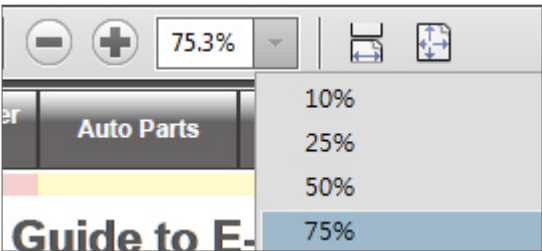
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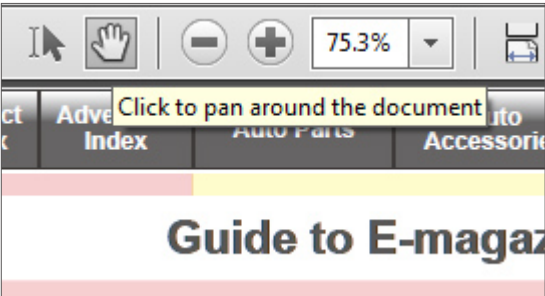


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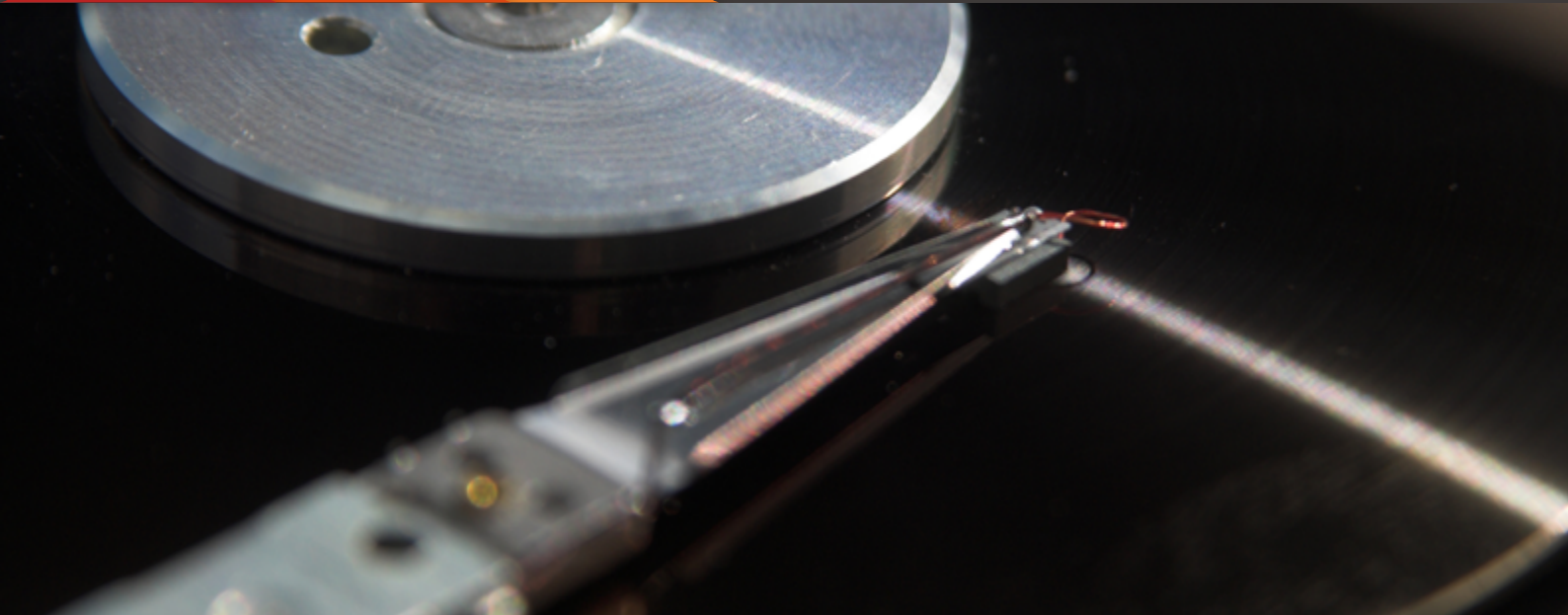
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# Contents

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- Bathroom Fittings (Including Washbasins, Bathtubs, Mirrors, and Toilets)

---
- Furniture and Building Hardware (Locks Included)

---
- Gardening Tools & Accessories

---
- Household Hardware (Household Products and Small Electrical Home Appliances Included)

---
- Industrial Hardware (Including Items for Storage and Conveyance Equipment), Mechanical Hardware, Vehicular Hardware, and Tool-Related Products

---
- Other Building-Material-Related Products (Including Subcontracting and Processing Services)

---
- Screws & Bolts

---





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■ Tools (Hand Tools and Hardware)

---

■ Watercraft Safety Equipment (Deck Hardware, Towing Equipment, Winches, Jacks, etc.)

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# New Plumbing Association Chairman Targets Sustainable Development

## Incubating talent and deepening the labor pool are priorities for the future

By STEVE CHUANG

**T**he Plumbing Association of Taiwan (PAT) was founded in 2008, with help from the government and a membership consisting of faucet and fitting makers and related subcontractors, for the purpose of upgrading this traditional manufacturing industry. The association recently installed its second chairman, Wu Yih-dar, who hopes to lead the group into a new phase of development.

In an interview with CENS, Wu, who is also president of the Long Tai Copper Corp., a veteran manufacturer of bathroom faucets, showerheads, and valves, shed light on current conditions in his industry and his plans to boost its sustainable development.

### The Beginnings

Wu began the interview by explaining that Taiwan's faucet and bathroom ware industry originated in Dingfanpo, a district of Lugang (Lukang) Town in Taiwan's central county of Changhua; after over 50 years of development, the industry today has more than 800 manufacturers and related subcontractors such as surface treatment companies, material suppliers, processing firms, and specialized machinery makers, together forming a perfectly integrated supply chain that helps sustain the local economy.

In fact, Wu noted, no other country in the world has a higher density of faucet and bathroom ware makers within a defined area than Taiwan. At present, the island exports NT\$60 billion (about US\$2 billion) worth of faucets, bathroom ware, kitchen fittings, and related accessories annually, mostly to North America. Around 80% of the total comes from Changhua.

In addition to a well-integrated supply chain, a time-tested manufacturing capability, flexible production, and finely-honed craftsmanship are also among the industry's competitive advantages, said Wu, who added that the current success of the industry is the result of manufacturers' decades-long devotion to their core businesses and shared goal of boosting the industry's global status.



*New PAT chairman Wu Yih-Dar talks about his blueprint for boosting the sustainable development of Taiwan's faucet and plumbing industry.*

### Manpower Shortage

Despite government's help over the past few years, the industry still has a long way to go in upgrading its manufacturing technology. Wu believes that this is due to a shortage of manpower, a structural problem that has troubled most companies in the industry for a decade and that is especially difficult in view of the fact that emerging rivals in China are generally offered government resources to help them narrow their technological gap with Taiwanese companies.

The government originally believed that assistance in introducing automated gravity die casting technology and facilities was what was needed to help not just enhance production efficiency and product quality, but also to improve poor work environments and attract more young workers into the industry. The results of this attempt were disappointing.

At present, most Taiwanese faucet makers and casting companies still use sand die casting to make prototypes and are reluctant to adopt the gravity die casting method that is used to produce high-end faucets in European countries.

One reason why sand die casting is more attractive to





Faucet manufacturing is one of the most represented industries in Taiwan's central county of Changhua.

Taiwanese companies than gravity die casting is a longtime neglect of metal molds, caused largely by a lack of experience and resources. The shortage of manpower is another factor, as young people usually dislike working in traditional industries and undesirable work environments.

According to experts from the Industrial Technology Research Institute (ITRI), a government-funded research body, metal molds are key to gravity die casting, as they can reduce pits in the surface of prototypes and enhance the quality of the product; they are, however, far more expensive than sand molds. In addition, the use of metal molds costs more in terms of electricity consumption, and this also discourages Taiwanese makers. Furthermore, Taiwanese companies are unfamiliar with the thermal dissipation characteristics of metal molds and the time needed to cool them, and so are mostly incapable of using gravity die casting.

"Promoting gravity die casting in the industry is actually the right direction," Wu affirmed, "as most Chinese rivals have already applied that technology in production." Ironically, Wu went on, the biggest deterrent to the adoption of gravity die casting by Taiwanese makers is a general shortage of quality personnel willing to learn and use the technology; also, being mostly small in size, they lack the resources to set up the necessary facilities by themselves.

Wu added that introducing gravity die casting calls for extensive know-how in 3D design, engineering, CAD (computer aided design) document management, and CNC machining skills, as well as new, costly facilities that are generally unfamiliar to manufacturers.

Even worse, Wu continued, the manpower shortage is almost impossible to be resolved in the short term, as young people in Taiwan mostly prefer to work in high-tech industries rather than in traditional manufacturing. This means that

Taiwanese makers of faucets and related fittings do not have a stable source of quality workers.

## Incubating Talent and Deepening the Labor Pool

Therefore, Wu believes that the smartest way for the industry to ensure sustainable development is to incubate talent and deepen the labor pool—and this, in fact, is the key priority for his two-year term in office.

Part of his talent incubation and manpower pool deepening plan, Wu said, is to help and encourage the children of company founders to become engaged in the industry. To that end, the association offers education and training programs to help second-generation managers learn how the industry works and immerse themselves in practical training by experienced workers and experts.

Given the difficulty this traditional industry faces in attracting young, high-quality workers, Wu thinks that the children of company founders, most of whom are highly educated, constitute the surest source of talent for the industry. However, many of them are reluctant to take over their parents' companies partly because of their lack of knowledge and experience in the industry, and partly because of pressure from the parents. "The most effective way for these young guys to cultivate their interest in the industry and develop needed abilities," Wu said, "is education and training without intervention from their parents. That is why PAT offers the training programs."

Wu noted that these training programs systematically educate second-generation owners in industry-related knowledge and technology, and give them know-how in practical operations through training by experienced workers



PAT was founded in 2008, when ITRI was commissioned by the government to carry out the "Water Ware Project" aimed at upgrading the island's faucet and plumbing industry.

and university experts. Without pressure from their parents, they can express their opinions and exchange views with peers freely and openly. The program also gives these future company owners a chance to become familiar with each other, increasing the possibility that they will build closer partnerships in the future and further strengthen the industry's overall competitiveness.

Meanwhile, Wu said, the association also takes advantage of government resources to hold various seminars on technology and market information in an effort to accelerate the incubation of talent for the industry. "Faucet and plumbing manufacturing is an industry that has taken a long time to develop and evolve," he stated, "and its applications are very broad and product standards and specifications vary in different markets, so the related technologies and know-how can't be easily passed down to young workers in a short time without the help of senior industry people. This is why PAT is actively working to offer the most possible educational opportunities to second-generation owners."

Wu indicated that to deepen the labor pool, the association is collaborating with local vocational high schools and colleges in offering school-to-work and apprentice programs. "These cooperative programs afford young students access to the industry so that they can develop an interest in it, while enabling them to beef up the knowledge and job skills they need," the chairman emphasized. "This will give the industry a constant source of quality workers."

"I always believe that success in upgrading the industry's technology hinges on adequate manpower. Without a stable supply of quality young workers the industry can never ensure its sustainable development, so talent incubation and labor pool expansion are the association's priority task in the years to come."

## Market Exploration

Noting the industry's heavy reliance on the North American market, which poses a threat to its sustainable development, Wu said that his association will take insiders to explore new markets including South America, Eastern Europe, and Russia.

Wu also emphasized the vital role of the government in safeguarding the interests of small and medium-sized traditional manufacturers doing business with buyers from emerging countries.

He pointed out that companies are sometimes troubled by problems of collecting accounts receivable; this is especially serious when they sell products to new customers from emerging countries, most of which do not provide legal protection to Taiwanese companies partly because of their lack of formal diplomatic ties with Taiwan. "Since most Taiwanese

faucet and plumbing makers are not big enough to take such risks," Wu lamented, "this holds them back from exploring new markets independently."

As PAT chairman, Wu said, he will urge the Taiwanese government to build procurement and supply relationships with more foreign countries, and will urge Taiwan's Central Bank to relax exchange controls, in order to protect local companies' financial interests as they develop new customers from new markets.

At the same time, Wu reported that since the reduction of lead in faucets and drinking water equipment has become a growing trend in developed countries, most of which have implemented stricter laws to restrict the use of lead-containing materials, the association has worked with local R&D bodies, such as the Metal Industries Research & Development Centre (MIRDC), to speed up the creation of a database of rules and regulations in different countries to help insiders better adapt to market changes.

In addition, Wu said, the MIRDC will complete cross-certification for toxicity tests of faucets and related fittings with globally recognized certification labs by the end of this year. This will enable insiders to save considerable time and money in product testing, and will speed up the introduction of their new products in foreign markets.

ITRI has also teamed up with industry operators on the joint development of cutting-edge technologies, including antibacterial color coatings using the PVD (physical vapor deposition) process, water (or hydrokinetic) power generation system-incorporated water heaters, ultra-low-voltage solenoid flush valves, and smart sprinkler systems.

"The industry's future is always promising, as faucets are needed everywhere," Wu concluded. "Despite increasing competition in the global market, Taiwanese manufacturers are technologically competent and will be able to keep developing and growing in the years to come." [CENS](#)

*The industry is moving upmarket, using higher levels of technology to develop higher-end faucets.*





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# ITRI's "Tactical Nozzle Light" Provides Lighter, Safer Headlamps for Firefighters

**New product weighs much less while providing far more light than conventional models**

By STEVE CHUANG

**R**educing the physical burden imposed on firefighters by their equipment so as to enhance their efficiency, mobility, and safety during firefighting operations has long been a challenge for fire departments everywhere. Now Taiwan's Industrial Technology Research Institute (ITRI), a government-funded, world-caliber R&D institute, has gone a long way toward meeting that challenge by developing a "Tactical Nozzle Light" that provides firefighters a lighter, safer headlamp solution that is energy-efficient to boot.

*ITRI's Tactical Nozzle Light weighs only one third as much as conventional fire headlamps while providing 10 times the illumination.*



Realizing that effective lighting and a reliable water supply system are the most important elements in firefighting safety, ITRI directed its Green Energy and Environment Research Laboratories several years ago to develop the nozzle light.

ITRI explains that the Tactical Nozzle Light was developed to solve a problem that has long troubled firefighters: poor illumination provided by battery-dependent helmet lights and flashlights. Better hand-held lights cannot be a solution, since firefighters need both their hands to wield high-pressure water hoses and it is difficult to point flashlights in the direction the hoses are shooting water.



*The built-in hydropower generation system features a micro turbine with hollow-closed structure.*

Battery life is also an issue.

Developed using micro turbine generation and high-power LED technologies, ITRI's Tactical Nozzle Light is a technologically impressive, practical solution that greatly enhances firefighting efficiency and safety while reducing the overall equipment load.

## World's First Firefighting Headlamp Mountable on a Fire-hose Nozzle

ITRI says that its new light is world's first firefighting headlamp that can be mounted on a fire nozzle. It has a micro hydropower generation system comprising a high-precision micro turbine with a unique hollow-closed structure, which uses only 3% of the hydrodynamic energy generated at the nozzle to generate enough electricity to give the nozzle light 10 times the illumination of conventional helmet lights (about 2,500 candelas) and a lighting range of over 200 meters.

The built-in hydropower generation system works under control of smart technology to provide sufficient electric





The headlamp can be mounted directly onto a firehose nozzle to enhance firefighting efficiency and safety.

power to light the LEDs while storing spare electricity in a capacitor. This design obviates the need for an external power supply or batteries, and allows the lamp to work even after a fire is extinguished and there is no flow of water to power it. Further, the system can provide a stable power supply with water flowing at pressures ranging from 1kg to 12kg per square centimeter, and its smart control system maintains the lamp's brightness regardless of pressure fluctuations.

High quality of the light source is one of the Tactical Nozzle Light's appeals. It uses high-brightness white LEDs from CREE to achieve better light penetration through heavy smoke at the scene of a fire.

ITRI says that firefighters can improve their firefighting efficiency and safety by mounting the headlamp on a firehose nozzle so that the light can be directed easily in the direction of the water stream. The lamp weighs only one third as much as conventional models, meets IP68 waterproof and dustproof standards, and can be fine-tuned to meet CE and UL requirements as the user demands.

Robert Hu, the acting head of ITRI's Green Energy and Environment Research Laboratories, emphasized that the



The Tainan City Fire Bureau has begun providing the Tactical Nozzle Light to its firefighters.

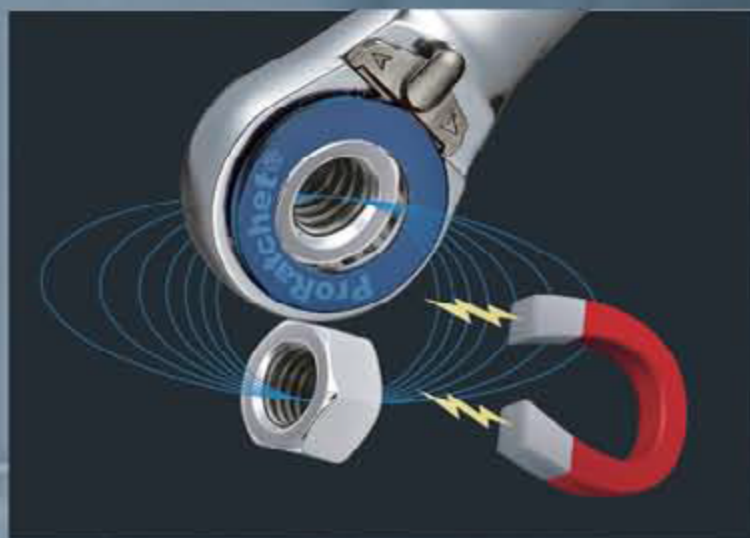
Tactical Nozzle Light is an invention deriving from ITRI's cutting-edge Fluid-Driven Lighting System, and has won many awards from iF, Reddot, IDEA, and Pittsburg INPEX (Invention & New Product Exposition) for its technological innovation and practical functions.

## Cooperation with Tainan City Government

The Tactical Nozzle Light has been formally adopted by the Tainan City Government. On behalf of ITRI, Hu inked a letter of intent with Tainan Mayor William Lai in late June to establish a cooperative framework for promoting the new headlamp along with other technology for firefighting in the city. In the near future, the Tainan City Government Fire Bureau will procure 106 sets of the firefighting headlamp system to equip 740 firefighters.

Hu stressed that in addition to the headlamp, ITRI will take advantage of its strong R&D capability and related system software and services to help Tainan enhance fire protection, nurture the development of the local renewable energy sector, and build a smart, sustainable environment.

As part of the cooperative arrangement, ITRI has provided Tainan's Fire Bureau with a customized "handheld firefighter and fire equipment control and management system" which allows fire commanders easily to grasp an extensive range of information at the scene of a fire or disaster, thereby facilitating the brisk maneuvering of personnel and reducing the risk to firefighters. [CENS](#)



## Chang Loon's Ratchet Wrench Built with Small Improvement for Big Difference in Efficiency and Functionality

Ratchet-head-embedded color rings ease size identification

Compiled by STEVE CHUANG

Countless mechanics and hand tool suppliers owe a debt of gratitude to Robert Owen, an American from Ohio who in 1913 was granted the patent for his invention the double-acting wrench, which has since been improved. Before such ingenious invention, one can only assume backyard and professional mechanics had to pull a wrench from a bolt or nut to continue tightening or loosening after each cycle. Surely tradesmen and mechanics all over in the 21st century can't simply imagine working without a ratchet wrench.

Hand tool suppliers in Taiwan have also played a part to improve ratchet wrenches over the decades, ever since the sector on the island began in the early 1970s during the Vietnam War to

supply the U.S. army, thereby helping boost image of Taiwan-made hand tools in the global market. Among Taiwan's globally competitive suppliers in the line, Chang Loon Industrial Co., Ltd. is widely recognized among its local peers as Taiwan's largest supplier of ratchet wrenches by export, who has focused on R&D to make its ratchet wrenches with high precision, accuracy and functionality.

### Continuous Improvement

Chang Loon started in 1978 in Changhua County, central Taiwan, home to Taiwan's hand tool manufacturers, as a metalworking service provider, and then tapped its know-how to venture into production of wrenches, ratchet wrenches, pliers and bolt cutters. The decisive factor enabling the maker to grow sustainably is its decades-long devotion to

continuous product improvement.

Among Chang Loon's hot-sellers, the 72-teeth ratchet wrench, for example, embodies the firm's dedication to R&D, which highlights the most surefooted ratcheting mechanism in the line, able to control the ratchet to move each turn 5 degrees precisely and efficiently to enable easy use in very narrow spaces. Also, the company has improved the structure to outdo competing models in terms of lightweight, torque force and durability. In other words, the wrench is user-friendly to enable extended usage as in professional settings, like auto repairing, plumbing and machine maintenance.

Another professional-caliber tool Chang Loon has developed to facilitate mechanics' work is the ratchet wrench



with a two-way socket developed to meet a Japanese customer's need for a highly functional, user-friendly repair tool for air conditioners. Derived from the firm's combination wrench series, the two-way wrench effortlessly removes fasteners tightly fitted in air conditioners, mostly thanks to the improved two-way socket on the closed end, which enables the tool to firmly grasp bolts in three different sizes.

Also a significant invention by Chang Loon to enhance value and functionality of its ratchet wrenches is the colored rings built into the inner side of the ratchet head to achieve clear visual identification of wrench size in Imperial or metric units. This design has proven particularly sought-after in the U.S., where both measurements are popular. Besides, the color rings are also applicable to enterprise identification, so have been increasingly adopted by customers in Europe to build recognizable links between product and corporate names.

Well-established Maker

Over the past decades, Chang Loon has successfully built a solid reputation among buyers as a trustful, competent veteran supplier of its kind in the global market. So far the company has marketed products to Europe, Southeast Asia, Latin America, Canada and the U.S. In addition to OEM (original equipment manufacturing), Chang Loon's products are also available on an ODM (original design manufacturing) and OBM (original brand manufacturing) basis.

The company's products comprise various bolt cutters, conventional cutters, gear wrenches, 72-teeth ratcheting combination wrenches, special snips for aircrafts and ships, pliers, pipe wrenches, oil filter wrenches and power tools, all of which are made of high-quality steel alloys sourced locally and in line with ISO 9001:2008 system to either measure up to or exceed international standards, including ANSI and DIN, in terms of durability and torque. With integrated production capabilities, including laser processing, thermal treatment and surface finishing, this maker is capable of turning out 1.2 million units of wrenches in different specifications and sizes every month with incredibly high qualitative consistency.




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<http://www.chltool.com>



Ratchet wrenches are one of Taiwanese hand tool industry's export drivers (photo courtesy of Chang Loon).



Chang Loon's 72-tooth gear wrench features each turn at surefire 5 degrees to attain effortless operation and torque accuracy.



Chang Loon invents magnetic color rings embedded in the ratcheting head to help boost work efficiency and build brand recognition.



**Chang Loon**  
**ProRatchet®**  
PRECISE. ERGONOMICS & DESIGN



**PRICE % SERVICE**  
**PRODUCT**

**NEW**  
72° double bits and reversible ratchet wrench / RPGD 7S

**NEW**  
Stop Ring reversible ratchet wrench / RPG-SR

**NEW**  
Screen removable ratchet wrench / RPG-M

**NEW**  
Magnet Stop Ring reversible ratchet wrench / RPG-M

**RPG-SR**  
SIZE: 6mm-25mm(1/4"-1")

**RPGD 7S**

**RPGU**

**RPG-M**

**STOP RING** design prevents the wrench from falling over the nut.

**72° angle** design, not afraid of small spaces.

**Strong magnetic** ratchet top.

**AGS**  
**tiv**  
ISO 9001:2008



# William Tools Plays Part in Enhancing Precision and Practicality of Torque Tools

## Its Industrial Torque Multiplier amplifies input torque to up to 10,000 N-m

Decades ago auto mechanics and workers on assembly lines manually torqued bolts without knowing exactly the force applied or if such specification mattered. But torque tools as wrenches have come a long way, besides continuing being routinely essential tools used in industrial production, maintenance and repair of machinery, vessels, cars, motorcycles etc., to have become digitized to deliver precise force.

William Tools Co., Ltd., a Taiwanese top-end original design manufacturer (ODM) of ratchet handles, torque tools and related accessories, has played a part to improve precision in torque tools, by steadily investing in improving and optimizing such products to have worked out a slate of high-end tools that ensure end-users exceptional precision, functionality and quality.



### Torque Multiplier

William Tools has just launched an industrial torque multiplier to help customers explore the emerging segments in refineries, pipelines, oil and gas installation, wind turbine construction and maintenance. The firm's torque multipliers have improved structure composed of a high-precision gearbox and components to achieve easy, effortless torque amplification. One model raises input torque of 215 Nm to 2,700 Nm by rotating the input end 16 times with an ordinary torque wrench, to be ideal for fastening lugs in car wheels and other processes requiring substantial manually applied torque that has to be absolutely accurate to ensure safety. This torque multiplier has 10,000Nm output capacity in this series.



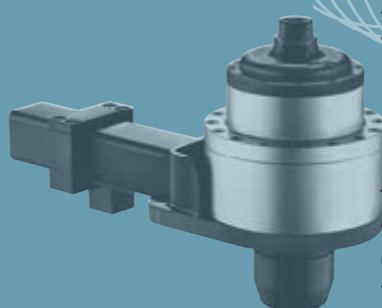
To make sure high precision and accuracy of its torque tools are achieved, and consolidate its lead in the sector of torque wrenches, the firm teamed up with the Industrial Technology Research Institute, a Taiwanese R&D institute engaged in wide ranging technological development, a few years ago to develop the island's first homegrown digital torque calibrator for their own use. With beefed-up processor precisely detecting calibrations, it stores data in a device that is conveniently transmitted via USB interface to computers for further analysis.

As a technology-driven manufacturer, William Tools is developing a new type torque wrench for electric car service, having already supplied tools for car production and maintenance as for wheel, engine and TPMS (tire-pressure monitoring system).

William Tools develops various tools and accessories with diverse specifications and designs in wider-ranging combinations and applications to meet demand for highly customized solutions of professional tools, mainly for industrial purposes. This is part of William Tools' diversification strategy that depends on strong R&D capability to succeed, said Wu.

Founded in 1999, the company has built a solid name as a torque wrench expert among buyers from the U.S., European and Asian countries. It can turn out three million ratchet handles a year. With its products increasingly accepted by professionals, the firm is expected to see 20 percent revenue growth this year.

Bolstered by ample knowledge of geometry and structural engineering for developing ratchet handles and torque tools, as well as well-honed workmanship and production techniques, William Tools has continuously improved products for years, and has worked out many high-quality tools with optimally engineered structure and exterior that are highly marketable due to enhancing end-user experience. Such effort has helped the maker tap supply chains of global major branded vendors, to pave the road to further growth in markets worldwide.





## INDUSTRIAL TORQUE MULTIPLIER TORQUE WRENCH





# Hans Tool of Taiwan Launches 520-piece Tool Set to Tap Bullish Heavy and Medium-duty Truck Market in North America

New tool set meets ASNI, DIN standards and works on N.A. Class 4-8 trucks

Compiled by STEVE CHUANG

Among many economic indicators, sales of heavy and medium-duty trucks in a country is perhaps one of the telltales of activity and growth in certain primary and secondary industries as manufacturing, extractive industries as mining and oil exploration, construction, trucking or shipping. With the American economy steadily on the mend over the past few years after President Obama Barack proposed the idea for American manufacturers to "re-shore" or return home to bring jobs back to the nation, overall sales of such trucks (Class 4-8 in the U.S. including trucks with gross vehicle weight rating ranging 6,351 kgs.-14,969 kgs) in North America showed a strong finish in 2014 and are expected to further grow in 2015, a trend likely to drive growth in demand for maintenance and repair services to benefit hand tool suppliers.

According to a report issued by the National Automotive Dealers Association (NADA) from the U.S., annual sales of Class 4-8 trucks in the country totaled 406,747 units in 2014, representing a 15.6-percent increase over 2013 and the highest since the 544,581 delivered in 2006. The figure includes 111,384 units sold in Q4, significantly up 14.4 percent year-on-year.

After brisk growth in 2014, the market is expected to keep expanding in 2015 by many market observers, including Business Wire, a global market analyst, who issued its latest report to predict overall output in North America and Next 11 markets, such as Europe, Brazil and Russia, to reach 2.88 million units this year, mainly led by persistently strong demand in the U.S.

Also, Americas Commercial Transportation Research, Co., LLC, a research and forecasting firm for the North American transportation market, cited the NADA's data to emphasize that a total of 65,700 units of Class 5-8 trucks in December of the year were booked to bode well for the market in 2015, when U.S.'s economy is generally forecast to grow by around 2.4 percent, thanks largely to surging housing starts and buoyant manufacturing industries, despite looming threats to shale gas suppliers who have been sapped by the so-called "Fracking Bust" caused by weak international prices of crude oil, not to mention shelved new exploration projects and layoffs by oil explorers whose costs are too high.



Under the scenario, a handful of Taiwanese hand tool makers are eyeing the considerable business potential behind the bullish N.A. truck market, including Hans Tool Industrial Co., Ltd., a Taiwanese top-end branded supplier with sound reputation among professionals and DIY users worldwide. Hans's general manager M.H. Chang summed up the market by saying that the future for tool suppliers tapping the segment is certainly looking up, for trucks are crucial for a country's economy to be carriers of industrial, manufacturing goods, and require more extensive maintenance and repair services than passenger cars simply because they are typically exposed to some of the most rigorous conditions.

To explore such segment, Hans has just launched a brand new tool set specifically for maintaining and repairing trucks. Chang introduced this tool set that comes in a roller cabinet and consists of 520 pieces of tools and accessories, with the tool combination and quantity able to be customized to meet different purposes. All the major tools in the set, such as sockets and torque wrenches, are exactly made and finished to meet ASNI and DIN standards in terms of torque and structural durability, hence being suitable for removing and fastening large parts in the N.A. Class 4-8 trucks, which includes heavy-duty Ram pickups for tradesmen to Kenworths and Peterbilts.

Chang added that the roller cabinet also features exceptional rigidity and structural strength, achieved by application of advanced jigs throughout production, a means that the young general manager stresses ensures the product is solidly fixed in place during each process to ensure optimal geometric engineering, which results in minimal dimensional deviation and maximum structural rigidity as expected during R&D.





"Global demand for heavy- and medium-duty trucks is robust, but hand tool suppliers have generally overlooked the segment to rather focus on passenger cars. Therefore Hans has taken a different path by focusing on the niche market since having been inspired by a contracted agent in East Europe, where truck maintenance and repair services are increasingly needed," said Chang, who is optimistic that the newly launched tool set, which handles most parts in steering, chassis, brake and other systems of trucks, and has been proven practical for mechanics, will also help the firm to achieve bigger sales gains in the N.A. market.

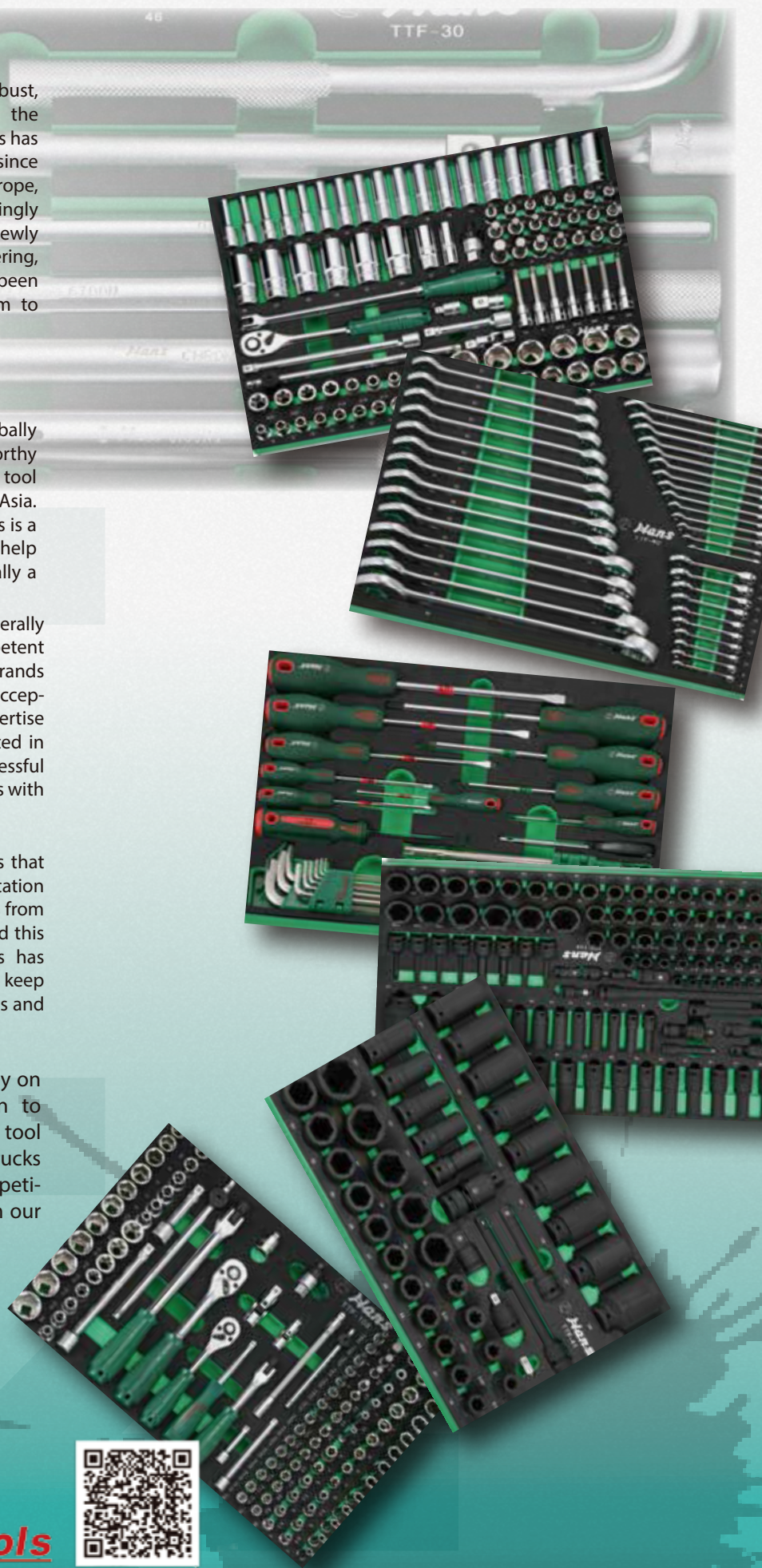
### Synonymous with Top Quality

Founded in 1973, Hans Tool has marketed products globally under the "Hans" brand for 42 years to have built a trustworthy name among professionals, buyers from the auto repair tool segment in Europe, the Middle East and Southeast Asia. Justifying using the eponymous brand, Chang said, "Hans is a typically German masculine name, so using it would help buyers associate our brand to top quality, which is usually a feature of German products."

While Taiwanese hand tool manufacturers have generally succeeded with American buyers to be known as competent OEM (original equipment manufacturers), for Taiwanese brands have so far not been able to establish reputation and acceptance in markets, Chang is confident that Hans has the expertise to be a reliable partner for retailers and dealers interested in truck maintenance and repair tools, mostly due to its successful experience in branding and building positive relationships with agents and distributors worldwide.

Another factor driving such confidence, Chang stated, is that Taiwan's hand tool industry began life and then rapid gestation when the U.S. army heavily outsourced supplies and tools from the island during the Vietnam War in the early-1970s, and this historical tie between the industry of both countries has inevitably set the mold to motivate Taiwanese suppliers to keep developing, improving hand tools to meet ANSI standards and preferences of American end-users.

Chang finally said, "Hans has built its success mainly on taking the path less often traveled, in addition to commitment to quality, and the launch of our new tool sets in response to steadily growing market for trucks stateside is how we differentiate ourselves from competitors to create mutual profit for all those involved in our ventures."



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E-MAIL:hansool@ms23.hinet.net



Taiwan's hand-tool industry has developed steadily for many years to become a recognized player in the international market for high-quality, innovative and reasonably priced products for global users, especially in the professional and industrial application segments.

Despite its solid foothold in the global market, Taiwan's hand-tool industry still faces challenges ahead, not so much from low-cost competitors as from difficulty of growing and taking market share in high-end markets and upgrading technologically to meet niche needs while taking on international brands.

One person who foresaw this looming challenge before most is Brand Hsiao, marketing director at Stand Tools Enterprise Co., Ltd., who sheds light on how Taiwanese hand-tool makers can advance in the new business environment they face ahead.

# Stand Tools Sees Challenges & Opportunities

## Stand Tools

Founded in 1988, Stand Tools is an internationally reputable tool manufacturer with a broad line of products including ratchet screwdrivers and magnet-integrated products, such as multifunctional holders, boxes, hangers, sweepers, trays, and related products. Besides having won a dozen awards from the Taiwan government for excellent R&D, the company is also a leading original design manufacturer (ODM) of hand tools in Taiwan.

With a solid position in the global ratchet and magnet-integrated tool market, the company's younger-generation management decided to steer the firm in a new direction a few years ago, which would guide Stand Tools towards becoming the world's leading manufacturer of high-end digital torque wrenches.

Stand Tools launched its first micro-electromechanical systems (MEMS) sensor-integrated digital torque wrench in 2009, after long-term R&D efforts dating back to 2000. Sales of the new product have been growing rapidly, especially in China, as the company continues to introduce new models..



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# in Higher-end Markets

## TAF-Certified Torque Testing Lab

One of the essential things when upgrading added value of a product is to provide trustworthy testing documentation for customers to prove our digital torque wrenches actually provide reliable level of precision. Many tool manufacturers might opt to invest more in product styling and functionality upgrading, which are correct and necessary, but the investment in setting up a Taiwan Accreditation Foundation (TAF) certified lab is more fundamental, Hsiao says.

Stand Tools was the first hand tool manufacturer in Taiwan to set up a TAF-certified lab with torque testing devices, Hsiao says. He firmly believes excellence in digital torque wrench technology hinges on the precision and accuracy of the torque force applied.

Stand Tools offers high-end digital torque wrenches approved by the company's in-house TAF-certified torque testing and calibration lab.

The company's TAF-certified Testing & Calibration Lab follows all ISO:17025 standards and local laws. Above all, Hsiao stresses, accuracy in torque wrenches helps to ensure product safety.

Hsiao says that it took two years to build and equip the lab. The TAF is the only national laboratory accreditation institute in Taiwan that assesses local organizations by evaluating competency in specific certifications, calibrations, testing and inspections, as well as providing proficiency testing services.

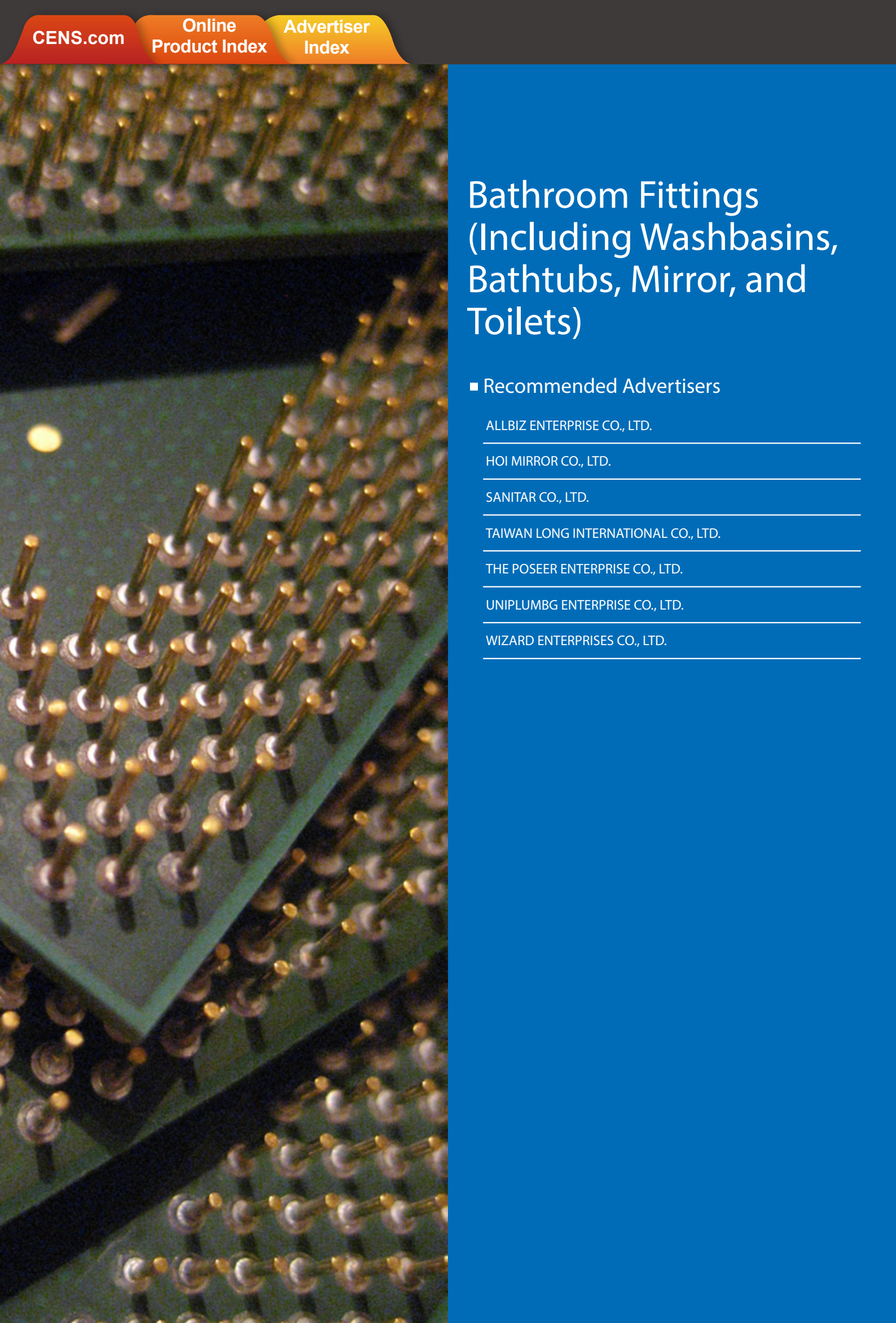
## World's Next Biggest Market

Stand Tools set up a branch office in Xiamen, Fujian Province of China, several years ago, having also partnered with various tool brands in China. The mainland is the company's largest market for torque wrenches and sales there are growing rapidly.

The huge demand for torque wrenches in China comes mainly from infrastructural and public works projects related to railway (high speed railways, subway systems etc.), power generation, defense, and automotive industries (production and repair/maintenance), Hsiao says. Currently, the major export markets for Stand Tools' torque wrenches include China (the biggest), Japan, and Europe.







# Bathroom Fittings (Including Washbasins, Bathtubs, Mirror, and Toilets)

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The company has been approved with ISO 9001: 2008 as their Quality Control System and turned out its products mainly on the OEM and ODM basis. Subject strict quality control, the company's products are certified to have met such international standards as ANSI, ASTM, BS, and DIN.



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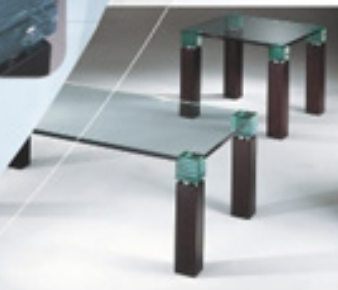
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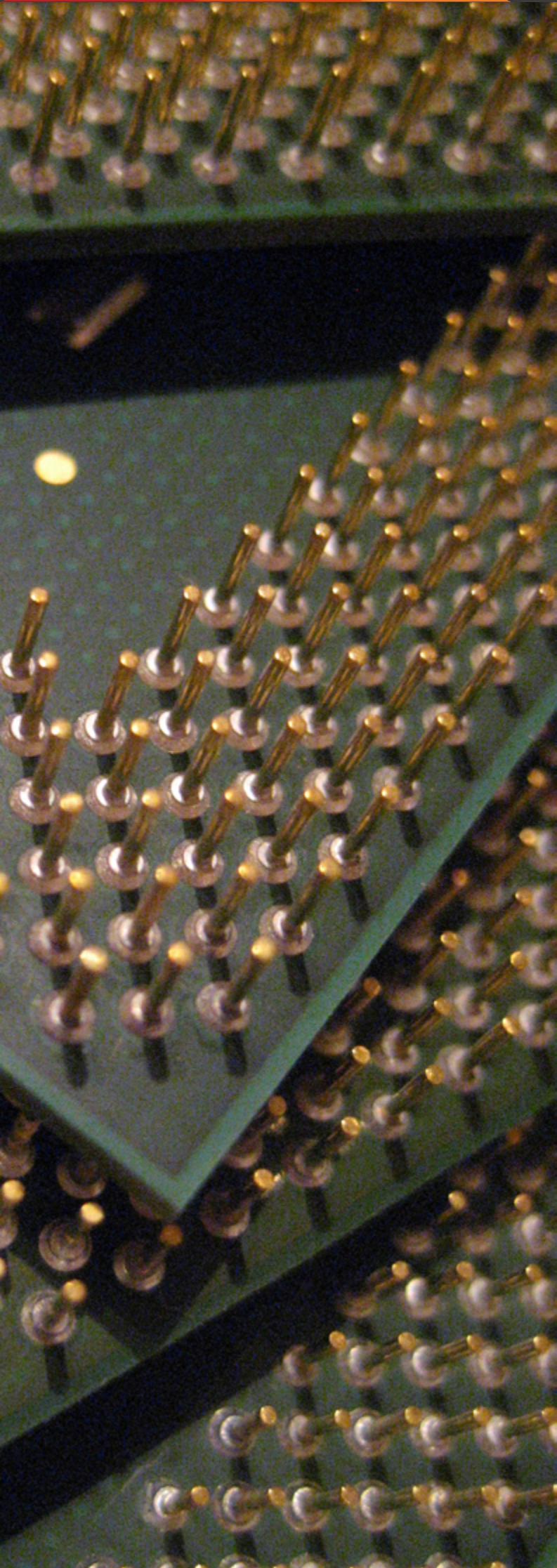


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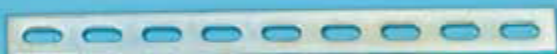
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# Jih Sheng Spring Co., Ltd.

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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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Established in 1985, Tai Cheer Industrial Co. initially generated ball-bearing slide roll forming machines, and in 1993 became in the production of ball bearing drawer slides. With experience in the industry for more than 25 years, the company is now able to offer high-end quality products to its clients.

Today, Tai Cheer has three manufacturing plants in central Taiwan, with two located in Huwei and Tuku township of Yunlin County and one in Puhsin of Changhua County. The company supplies slide loading light-duty, medium-duty and heavy-duty ball bearing drawer slides, all available in two types – full extension and 3/4 extension, mainly for furniture items, OA furniture, toll carts, refrigerators, and medical equipment.

Tai Cheer has been ISO 9001: 2008 certified and its plants have a total of 100 production lines, turning out quality products to meet the demand of customers. The consistent product quality and punctual delivery has been highly recognized by many renowned furniture manufacturers in Europe and the United States.

The company supplies its products mainly on an OEM, ODM, or OBM basis, and welcomes special orders with special customer specifications.



Medium-duty Drawer Slides



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ISO 9001:2008

# Full vision showcases, aluminum showcases, cashier desks, corner cabinets

Founded in 1988, Tang Yi Industrial Co., Ltd. is a professional builders' hardware manufacturer branching into production of various showcases and cabinets.

Following decades of hard work, the company has successfully built positive business links with customers in the U.S., mostly thanks to its dedication to continuous improvement of quality. To secure sustainable development, the supplier is actively engaged in R&D to satisfy customers from different sectors as well.



The company's current product category encompasses full and half vision showcases, jewelry showcases, cashier desks, display racks, aluminum showcases, and various corner cabinets, all of which are knock-down and suitable for wide-ranging applications, with monthly output of more than 1,000 units. In addition, the manufacturer is also able to turn out tens of thousands of units of various fittings, LED pointers, and latches for displays per month.

## Tang Yi Industrial Co., Ltd.

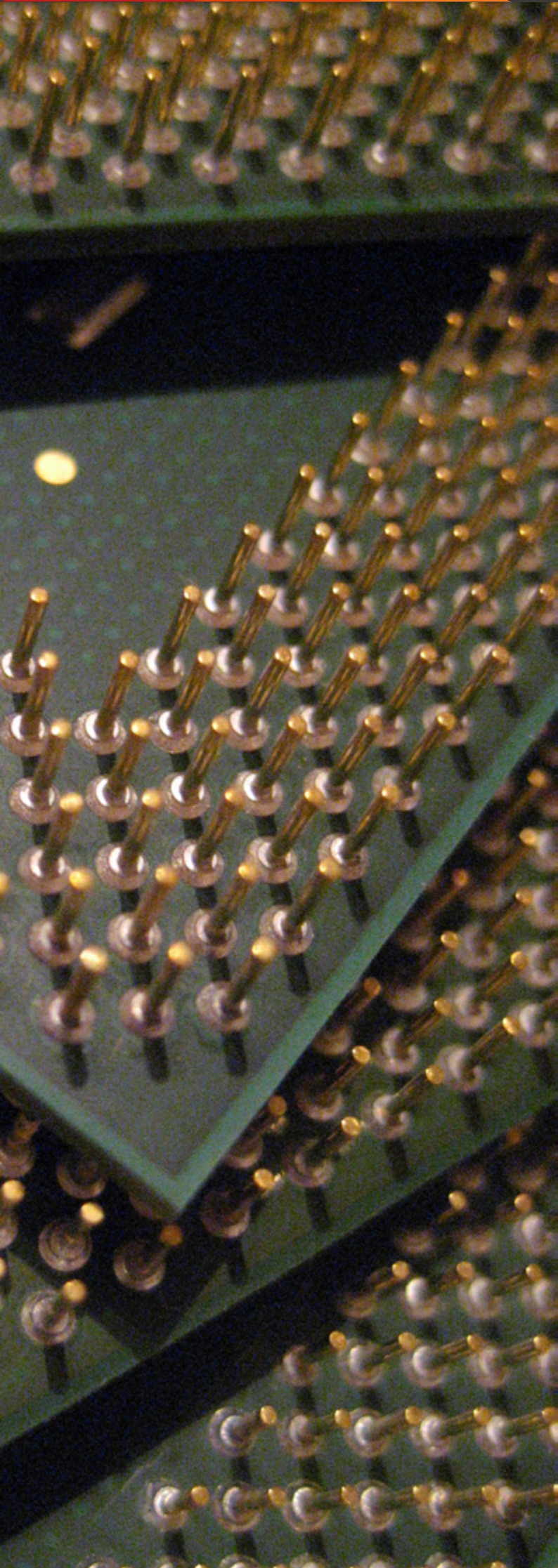
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# 强力伸缩水管 Wide Collection of Expandable Garden Hose

<http://www.garden-supply.com.tw>

The advertisement features a large background image of a factory complex with several buildings and a paved area. In the foreground, a woman in a red long-sleeved shirt and jeans is using a green expandable garden hose to spray water. To her left, a large coil of red and blue hoses is shown. The company logo, "ghose Cheng Yeau Co.,", is prominently displayed in the center. Below the main image, there are several smaller images showing different types of hoses and machinery. On the left, there are images of twin-outlet and woven hoses, and a section labeled "改良強力編織水管 Improved, enhanced wire-braided hose". In the center, there are images of twin-outlet plastic hoses and single-outlet flat hoses, with a section labeled "雙孔水管 Twin-outlet plastic hose" and "單孔扁形水管 Single-outlet flat hose". On the right, there are images of various spray guns and a section labeled "NEW Pat.". At the bottom, there are images of different types of hoses and a section labeled "twain-outlet and woven hoses".

**ghose**  
Cheng Yeau Co.,

**NEW Pat.**

twain-outlet and woven hoses

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單孔扁形水管  
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# wiseya



## Wise Center Industrial Group Inc.

**Power Shears, Pruners, garden loppers, shears, cutters**

Since its foundation in 1991 in Taichung County, central Taiwan, Wise Center Industrial Group Inc. has been dedicated to producing garden tools on the OEM and ODM basis.

Concentrating on garden cutting tools, Wise Center mainly supplies lopping shears, hedge shears, pruners, grass shears, tree pole pruners and saws and PVC pipe cutters. Also, conventional and foldable ladders and sprinklers, rakes and related garden accessories are also buyable in its current category.

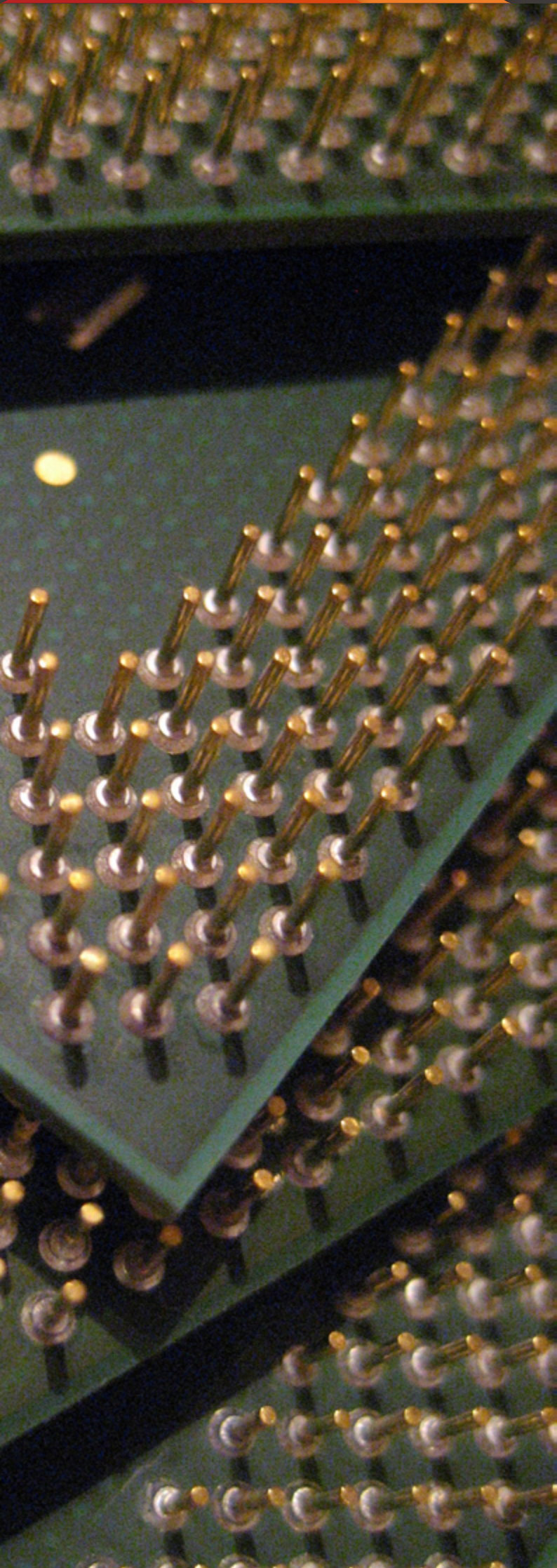
In line with the growing trends of easy-to-use, lightweight and female-friendly garden tools, the company has also achieved an excellent balance between weight and durability in its products. All of its garden cutting tools are finished with bright surface and designed with improved structure for better leverages. Also featuring stylish exterior design and comfortable grips, the company's garden tools prove popular in Europe and North America.

### WISE CENTER PRECISION APPLIANCE CO., LTD.

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## Household Hardware (Household Products and Small Electrical Home Appliances Included)

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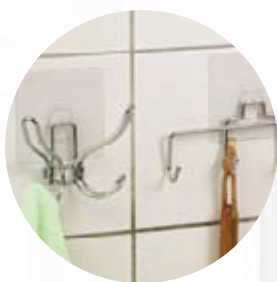
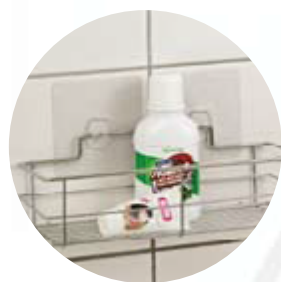
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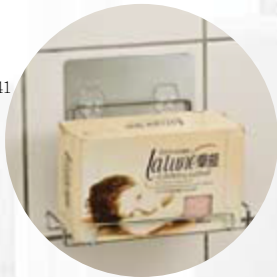
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# Chein Ying Ent. Co. Ltd.

Self-sticky hooks, pens, office supplies, stationery, novelties, plastic tableware and kitchenware, various handbags and totes



<http://m.cens.com/s/23973841>



Established in 1981 in New Taipei City, northern Taiwan, Chein Ying Ent. Co., Ltd., a specialized and seasoned manufacturer of stationery, continues to promote innovative, convenient-to-use self-adhesive hooks to meet robust demand for fastening solutions that help storage, organization in home, commercial settings when many users prioritize cost-efficiency.

This hook is made of high grade plastic backed with a square, self-adhesive foam for easy fixing and comes in transparent color. The specially-formulated adhesive enables easy mounting on various non-porous surfaces as painted masonry, tiling, smooth wood or glass, with each hook able to carry around 2.5 kilograms or more, and can be repeatedly used without damaging wall or using a drill.

For enhanced marketability and to meet consumer demand for personalized designs and aesthetics, the product can be customized with motifs,

patterns and colors. It is patented in Taiwan for improved structural strength and innovative designs.

In addition to the hook, the R&D-driven maker also offers office supplies, novelties, plastic tableware and kitchenware, handbags, school bags, sports bags, and leisure bags, among other items.

Chein Ying regularly attends international exhibitions and exports 70 percent of its output, mainly to Europe, the U.S., and Japan. It has built solid reputation for high quality and on-time delivery, and offers OEM/ODM services as an all-round supplier. Buyers are welcome to send shop drawings and ideas on which to base development of new, creative products. (SC)

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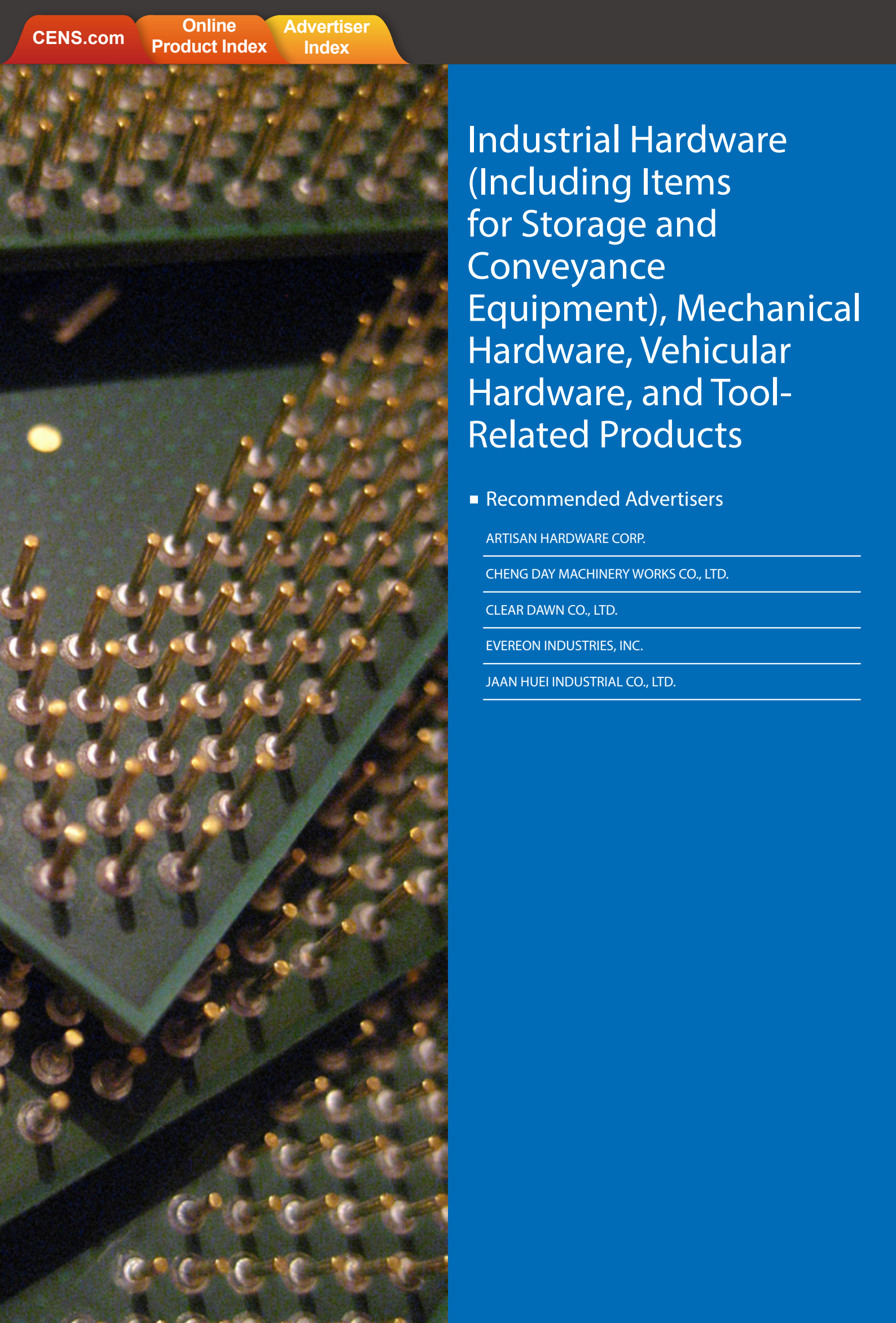
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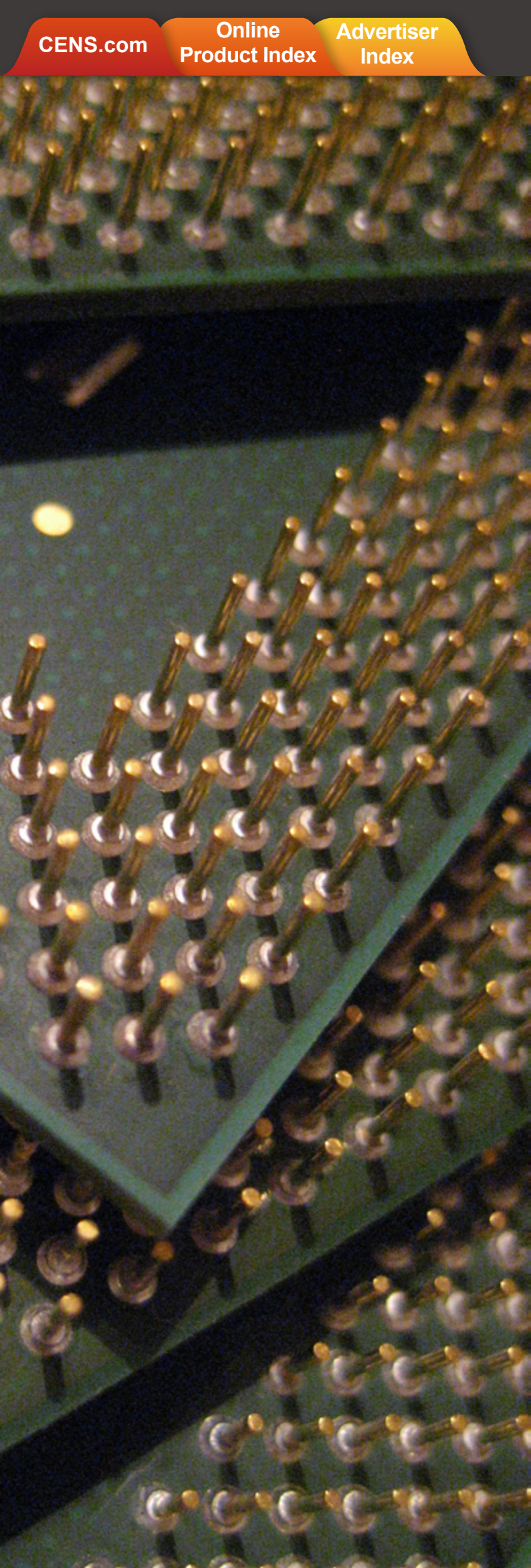
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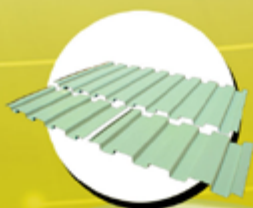
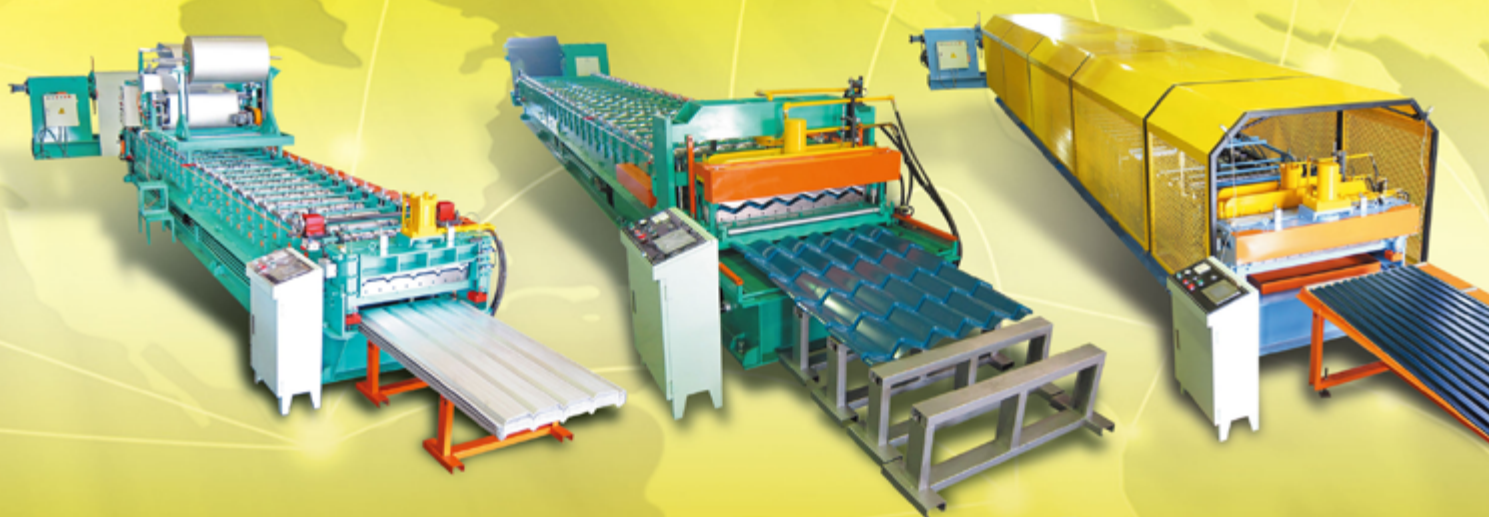
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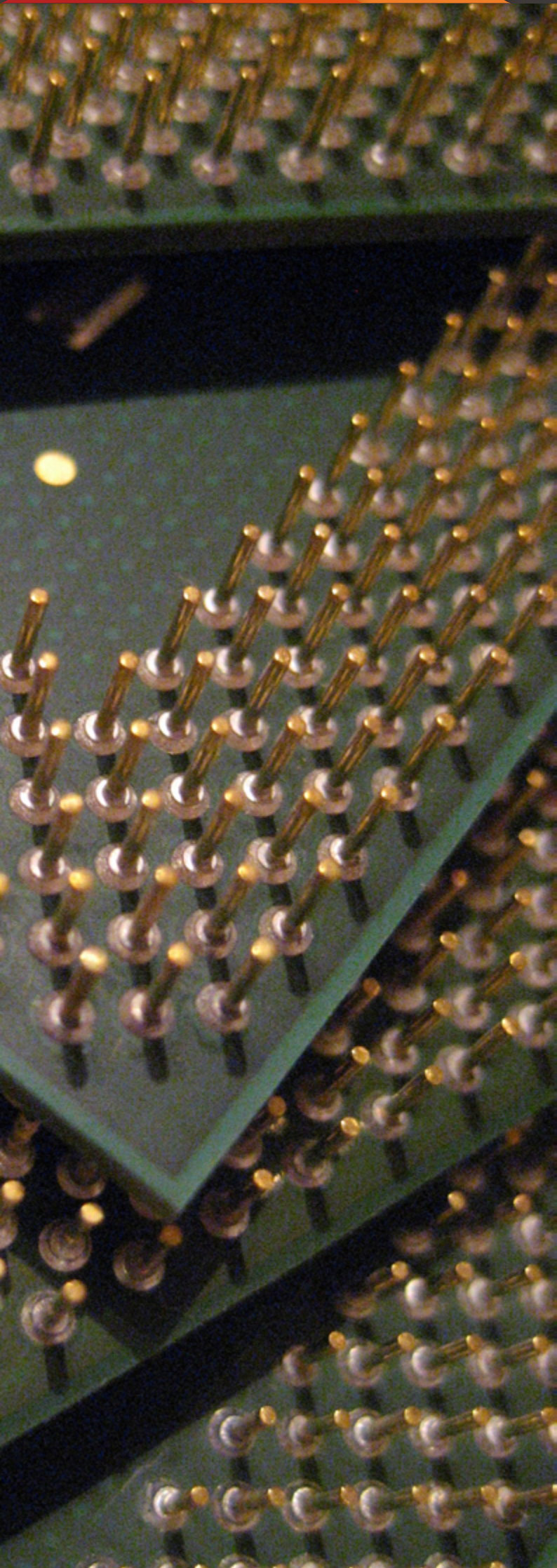
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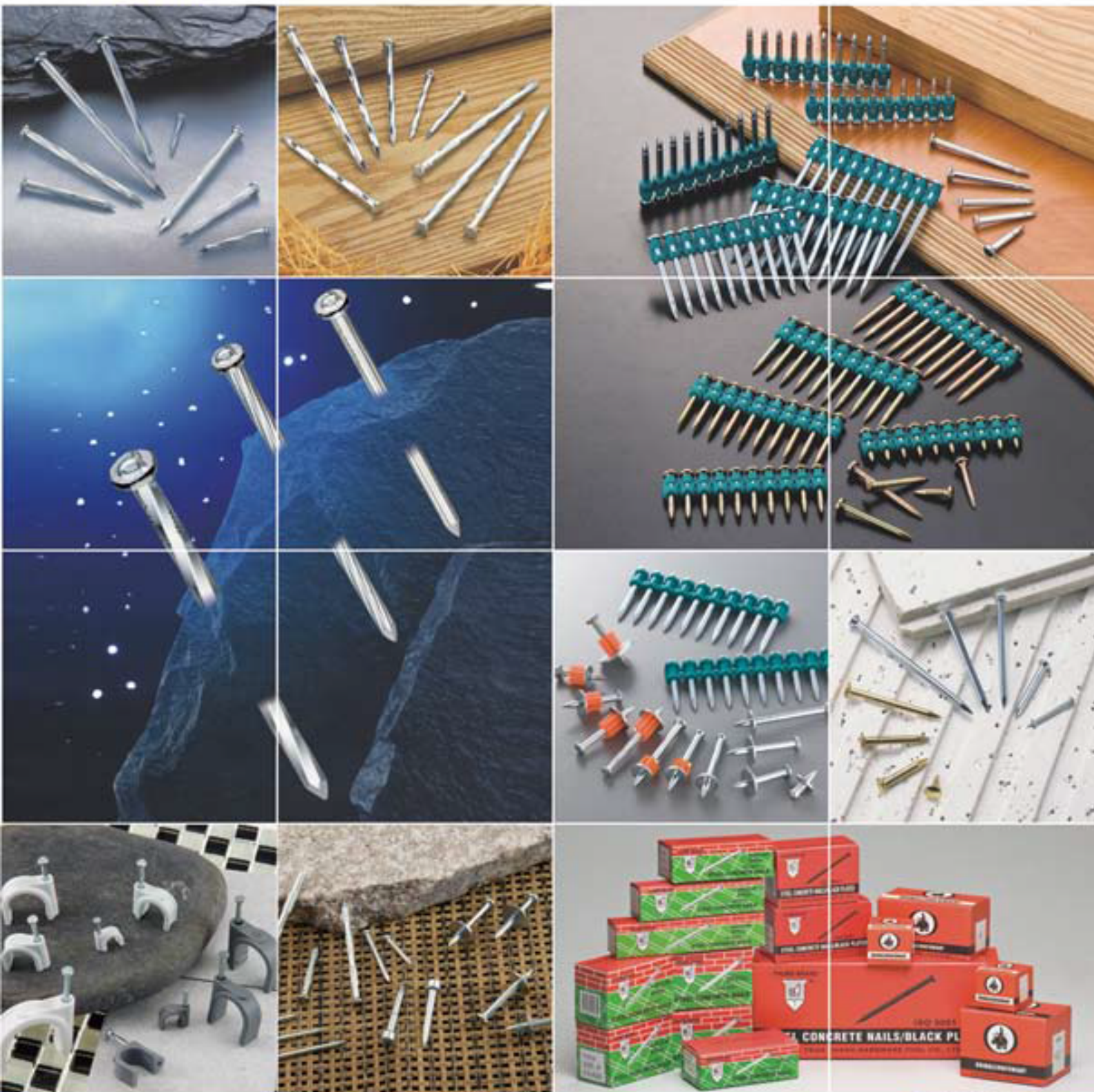


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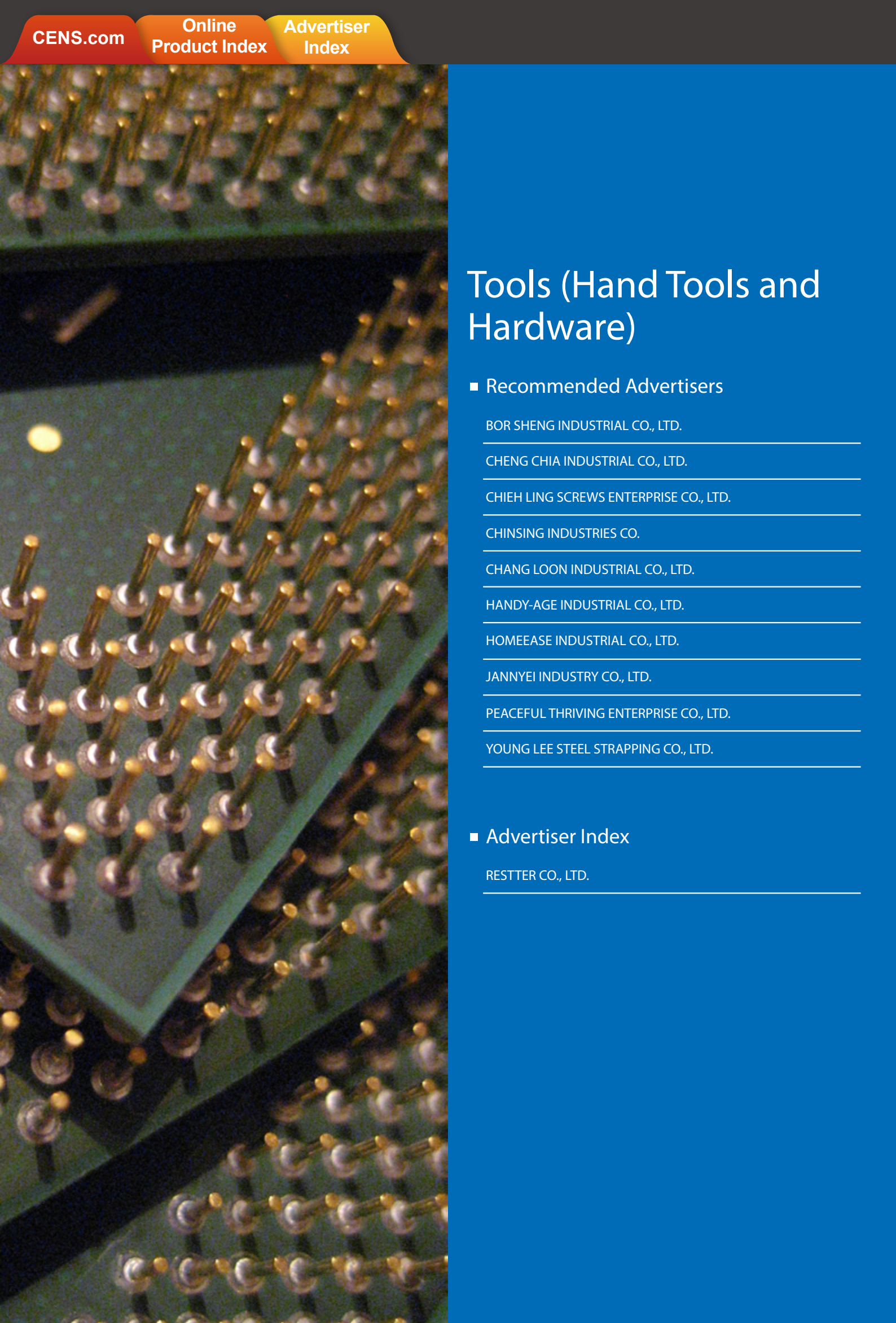
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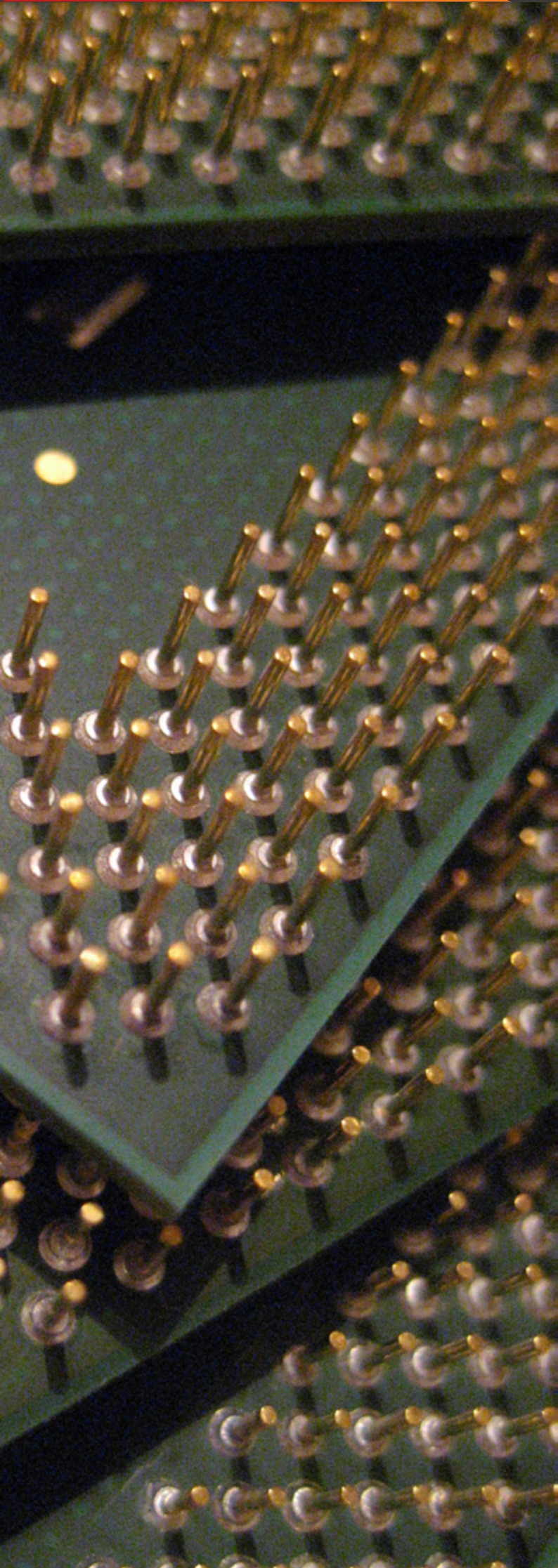
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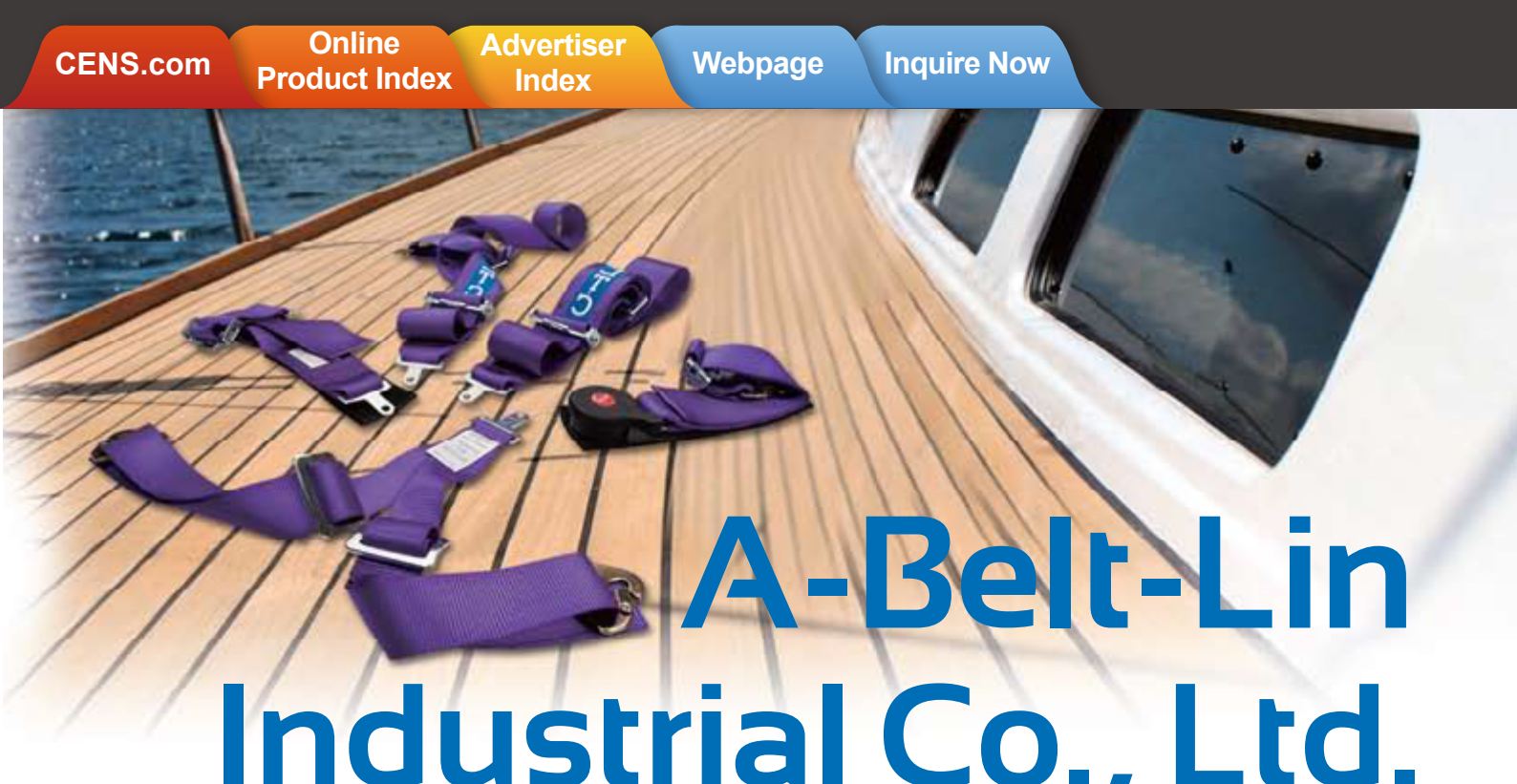
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The company's product portfolio covers a wide variety of seat belts, buckles, industrial safety belts, tie-downs, lift slings, round slings, racing belts, pads, tow rope straps, racing harnesses, car accessories, full body harnesses, buckle tongues, medical fasten bets, hand tools, nets, and related hardware products, some of which are marketed under its own brand "Abelt.c."

At present the company runs factories in Taiwan and China, which have passed ISO 9002 certification by the British Standards Institute (BSI) and have obtained a number of other certifications as well, including SiSir of Singapore, GS of Germany, SGS of the U.S., CNS of Taiwan, and TNO of the Netherlands, attesting to the quality and safety of their products.

Unsatisfied with its current success, the company has been sharpening its competitive edge by setting up forging and electroplating lines and installing more plastic injection molding machines on its way to becoming a top-end supplier.



## A-Belt-Lin Industrial Co., Ltd.

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