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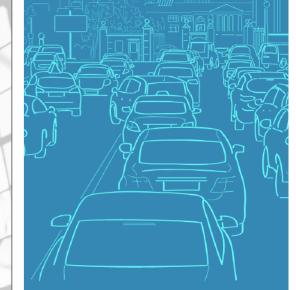
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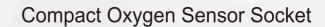




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AAPEX SHOW 2022 TAIWAN AUTOMOTIVE EXPRESS

LC Fuel Tank aims for lasting reputation in classic car market

Dennis Hsiao

LC Fuel Tank is regarded as the top fuel tank maker in Taiwan. Thanks to its early entry into the industry in 1977 and as the oldest fuel tank company in Taiwan, LC Fuel Tank benefited from General Manager Chan Yu-Peng's foresight as it maintained its lead ahead of the competition for at least a decade in supplying and designing fuel tanks.

LC Fuel Tank furthered competitiveness by investing in the die (tooling) and production equipment. Clients do not need to design and produce their own molds, as the company has amassed and maintains over 3,000 dies. The strong product-mix flexibility and its tooling advantages allowed them to quickly become the one-stop supplier for fuel tank products among European and American market customers, eventually positioning LC Fuel Tank as the go-to shop for classic car enthusiasts.

For example, one of its clients in the U.K. is a veteran maker of vintage fuel tanks and shows the traditional sensitivity towards non-handcrafted fuel tanks with high standards towards quality control. Yet, the company had chosen LC Fuel Tank as its primary supplier due to the company's semi-automated production chain, which helps maintain consistent product quality, while addressing the labor shortage and bridging the knowledge gap. A factor in maintaining consistent product quality is Chan's decision to procure Japanesemanufactured machinery and prioritizing long-term preparedness over cutting back on costs, and short-term profits.

The company expects to see a significant increase of its manufacturing capabilities going into 2023 as its new factory can house more inventory and its impressive die/tooling collection. For instance, the new equipment introduces a 25%-increase of efficiency for the powderedcoating process in the fuel tanks surface treatment stage. The powdered-coating technology introduces better weather resistance properties and increases coating thickness three times more than the typical coating. In a nod towards sustainable business operations, the powered-coating technology features less pollution, addressing both environmental awareness and prioritizing employee health.

The new factory also allows LC Fuel Tank to follow the Build-to-Stock model by equipping the new factory grounds with production capabilities and space. For example, the company fitted an automatic overhead conveyor washing tunnel in the coating line to streamline the products' cleaning process and improve coating adhesion.

In the past, LC Fuel Tank normally worked with clients under a ODM/OEM basis, but Chan has expressed ambition in building a solid brand reputation under the "UN

Fuel Tank" name. The company is currently looking to expand and deepen business contacts and operations in the North American market, regarded as the number one classic car sector due to the prevalent DIY culture and high reliance on cars as the primary transportation needs. The classic car industry has a huge potential in developing new products and LC Fuel Tank is best positioned to tap into that, especially with recent models becoming collectibles as well.



Many of LC Fuel Tank's aftermarket products, such as the gas tank shown in this photo, are applicable for classic car models as well.

(Photo courtesy of LC Fuel Tank)

Veteran auto tools and hand tools maker Top-Rank

Lo Shu-hua

TOP-RANK Industrial CO., LTD., established in 1979, has 40 years of production experience as a veteran specialist in developing and manufacturing high-quality automotive tools and hand tools. It is located at the heart of Taiwan's hand tools hub in Taichung City.

To expand its business operations, TOP-RANK founded its China-based subsidiary, TOP-RANK

TOP-RANK creates excellent quality products with its high-precision production. (Photo courtesy of TOP-RANK)



(Jiashan) Industrial in 1999, then set up a global trading department to further its market reach in 2009, with the aim to make its products available all over the world. The subsidiary was equipped with the latest production knowhow and installed the latest equipment, including precision forging machines.

TOP-RANK specializes in manufacturing and marketing auto repair tools, truck-related tools, hand tools and relevant parts, including wrenches, accessories and parts, power and hand tools, tire lever wrenches, socket wrench sets, 4-way rim wrenches, LED L-type socket wrenches, 4-way lug wrenches, swivel lug wrenches, truck wrenches, reinforced wrenches, and many more.

TOP-RANK focuses on two major businesses: finishedproduct production, and processing services. The firm is proud to say that all of its production processes are compatible with stringent safety standards. The company can also provide OEM and ODM services, and owns

multiple patents. To provide the best quality for its clients, TOP-RANK had procured the newest equipment, directed resources into innovating new products, developing better production technique, mutually benefiting both the company and clients.

As a company that highly prioritizes maintaining great customer relationships, TOP-RANK's representatives make lasting impressions through positive and cordial attitudes. With its insistence on providing clients with high-quality products, TOP-RANK continues to meet goals and milestones with expertise, innovation, quality, service, and efficiency.

Achieving mutual benefits between customers and the company is a top priority and helps put down the foundation for building sustainable business operations in the future. TOP-RANK sells its products to many countries, such as the U.S., Mexico, Germany, Italy, Japan, Korea, Vietnam, India, Indonesia and more.

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5/16-5/18 西非汽配展 WAAS

6/6-6/8 西班牙畢爾包五金工具展 Industry Tools by FERROFORMA 7/12-7/14 墨西哥汽車零配件展 **INA PAACE Automechanika Mexico City**

10/27-10/30 香港秋季燈飾展 H.K. Lighting Fair (Autumn Edition)

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Auto lamp expert Shine Well prioritizes aesthetics, quality, and customization

Fan Wen-hsing

Shine Well Industries Corp. was established in 2000, specializing in manufacturing and exporting various auto lamps and accessories for passenger cars, trailers, trucks, as well as car floor mats. With its own associated factory, Shine Well can dedicate resources to developing new ideas, new designs, more functional and innovative new products for the vehicles.



Shine Well's patent design allows the light to come out not only from the FRONT but also from the SIDE.

Shine Well places a high value on maintaining product quality and persists in upholding its motto of "Customer First, Credibility First," building up a strong reputation and gaining the trust from its customers. General manager Gary Chen is especially recommended through word-of-mouth due to his four decades of experience in this field. Customers are also more wiling to work with him and the company as Chen insists on servicing each client on a one-to-one basis, ensuring that clients will not receive the exact same product in the same market region. Clients are more likely to work with him as a result to share ideas and to develop the new products together. In recent years, they are more focused on producing LED Stop/Turn/Taillights, Side Lamps, Turn/Marker/ Corner Lights, Auxiliary/Utility Lights for trailers, trucks and buses. They developed a new design for Side/Marker lights and Taillights, which enhances the light source. The light comes out not only from the Front but also from the Side of the lamp, making the overall lighting effect more elegant, powerful, and safer while considering aesthetics as the vehicle is turning, stopping, or backing up.

The company has acquired patents in Taiwan and China and awaits certification in the U.S. Any customized or special ODM requirements are welcome, as Shine Well has 20 years of experience in LED lights designing, developing, and tools making.

SLOOP makes and markets quality AM steering and suspension parts

• Kuo Fang-lin

The ISO 9001:2000-certified Sloop Spare Parts Mfg. Co., Ltd. was founded in 1984. As a veteran manufacturer of a large range of high-quality aftermarket (AM) automotive steering and suspension parts, Sloop Spare Parts mainly offers Tie Rod End, Rack End, Side Rod Assembly, Ball Joint, Center Link, Cross Rod, Stabilizer Link, Idler Arm, Drag Link, and Pitman Arm. The company uses only the best materials and highest original equipment standards to maintain product safety, reliability, and durability.

The products are marketed under the brand "SLOOP" and have a sterling reputation among global buyers, especially in the Middle East, Latin America, Europe and Africa, due to its reputation for quality, precision, prompt delivery, comprehensive product range, and competitive prices. In recent years, Sloop has been aggressively developing the U.S. and the South East Asia markets.

Sloop originally was one of the most comprehensive suppliers of Japanese and Korean car parts. The company aims to move upmarket by investing more resources to develop new technologies and materials, and promote higherend aluminum alloy products. To maintain and strengthen its high-product mix advantages, the company develops, launches dozens of new items yearly, highlighting customer's needs and marketability.

In addition to making products for sale under its own SLOOP brand, the company also takes OEM/ODM orders that are fulfilled to the strictest specifications.



(Photo courtesy of Sloop Spare Parts)

Sloop Spare Parts offers a range of high-quality aftermarket (AM) automotive steering and suspension parts.

Shine Well Industries Corp.

ODM/Manufacture and exporter of Trailer/Truck LED Stop/Turn/Taillight, Side Lamp, Turn/Marker/Corner Light, Auxiliary/Utility Lights. Our special PATENT (Taiwan, China, USA) Design enhanced the light. Light comes out not only from the FRONT but also from the SIDE that makes the light much more elegant, powerful, much safer, and more beautiful at vehicle turning/stopping or backing. DOT certificate. Any Customized or special ODM requirements are welcome as we work starting from LED lights designing, developing, tools making and up to the complete production with more than 20 years' experience in this industrial field.





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AAPEX SHOW 2022 TAIWAN AUTOMOTIVE EXPRESS

Years Way brings new Mini Impact Wrench Series to AAPEX

Alex Lee

Established in 1975, Years Way International Co., Ltd. is one of the best manufacturers and exporters of professional tools, specifically specializing in areas such as air tools & amp; accessories, spray guns, hand tools and auto tools in Taiwan.

Years Way also created its own self-brand, YEARSWAY, and over the years, it has built up a significant following and reputation in the professional tool market.Company statistics show that its products under this brand account for about 90% of sales in the industry, signifying an expansive market reach.

To satisfy all of its customers' demands, Years Way also provides OEM/ODM services to customers in all major markets thanks to the many years of experience and professionalism under its belt. Years Way is also dedicated to bolstering its innovative capabilities, having built up an experienced R&D department. This has enabled the company to excel in product innovation and improve existing products. In addition, it also has a quality assurance system and meets the CE standard to reinforce quality and inspection.

In 2022, YEARS WAY is proud to announce a brand new design: the "Mini Impact Wrench" series featuring powerful torque in a smaller package of shorter length and less weight, all designed with the consideration of the user in mind. For example, the short body makes it easier for the handler to operate in narrow spaces; its lightweight features enable extended operation periods in comfort, and better torque power makes the compact tool a suitable choice for car and truck maintenance.



The Mini Impact Wrench AIW88440 and AIW87440 are featured in this photo, showcasing the compact design of this product series.

HPMJ Reverse Protection Alligator Clamp obtains patents in multiple global markets

Kuo Fang-lin

HPMJ Reverse Protection Alligator Clamp is completely packaged in PVC material, with its patented design focusing on user protection. With the PVC material covering the area where users need to squeeze down the alligator clamp with both hands, the user is protected from touching the wires, battery, and prevents accidental contact with electrical current. For a second-layer of protection, a failsafe tripping mechanism is built into the clamp design, which cuts off electrical currents when the clamp handle is pressed down. This allows the user to test the clamp without concern.

If the clamps are attached to the incorrect polarity, it will emit a beeping sound to remind the user to reverse the clamps. Once the jumper cables are removed, it is also designed to automatically cut off the current. The clamp and cables are marketed around the world in an OEM manner, as the company works closely with trading companies to expand its market reach and bolster sales through diverse channels. HPMJ has acquired patents for the Reverse Protection Alligator Clamp in many countries this year as a result, namely the EU, the U.S., Japan, China, Australia, and Taiwan, making it a truly globalized product available for all vehicle owners.

The company began its operations as a manufacturer of emergency vehicle jump starters for roadside vehicle recovery of 12V to 24V racing boats, passenger cars, trucks, heavy-duty trucks, buses, and military vehicles. HPMJ prioritizes user safety by equipping its jump starter set-ups with patented reverse polarity alligator clamps that have obtained multiple country's patents. To request more information, please refer to HPMJ's phone at (04)2693-7677.



(Photo courtesy of HPMJ)

HPMJ Reverse Protection Alligator Clamp is a patented product designed for user protection.



Industry Trends in Taiwan

The Evolving State of the

Chao Ting-yu

Companies must balance the need to invest in new technologies and equipment with business operations. In the September 2022 edition of CENS' exclusivelypublished "Taiwan Transportation Guide" (TTG), we talked to Industrial Technology Research Institute's Industry, Science and Technology International Strategy Center (ISTI) Intelligent Vehicle System Research Dept. Machinery & System Research Division Senior Researcher James Hsiao. Through an email interview, we invited him to share his thoughts regarding the integration of the auto parts industry and smart manufacturing as an inevitable trend.

EX SHOW 2022

AUTOMOTIVE EXPRESS

Addressing the recent status and future state of the industry, Taiwanese suppliers will need to bridge the demand through smart manufacturing. Taiwanese auto parts suppliers have an advantage, however, as they have built up years of high-mix, low-volume manufacturing capabilities, and made a significant stake in global markets through managing various distribution channels. On the other hand, suppliers partook in the government-led New Southbound Policy initiative, seeing the auto parts demand in the region maintaining consistent growth and anticipating global procurement trends. To meet global demands, Taiwanese auto parts suppliers have proactively invested in new technologies, obtained critical roles in global auto supply chains, and procured automated manufacturing equipment to improve production efficiency, increase capacity utilization, optimize product competitiveness, and added product value.

The local and global situations have led to renewed demand for auto parts, with expectations that the world industry value would reach NTD\$227.62 billion this year, marking a 2.9% YoY growth.

The need for smart manufacturing is significantly affected by external trends, such as the sharing economy — which would increase vehicle usage rates, and in turn, the replacement rate for auto parts and vehicles. The adoption of EVs, leading to a low-volume, highmix development would also create shorter product life spans for vehicles. On the other hand, future trends will increasingly demand more efficiency as the manufacturing sector is experiencing labor loss and more training costs. Emerging smart technologies, such as IIoT, big data analysis, cloud applications, and AI will have a significant role in improving the auto parts industry's competitiveness.

Ray Fu to Fit Production Lines for Auto Fastener Parts in New Factory Offering the Most Comprehensive Services for Buyers

Huang Chi-ming

Local fastener manufacturer, Ray Fu Enterprise Co., Ltd. reports that their new factory is slated to cover an approximate 138,000 square meters of land, and successfully put its first-stage projects of four factories into operation. The first-stage commissioned factories largely houses designated areas for product production, mainly semi-completed wire products, spheroid annealing furnace, finished wire products, screw forming, heat treatment. Other additions such as multi-stroke machines were also fitted into the production line. These upgrades are done to ensure production increase and increased demand for exports of wires and special screws. Ray Fu currently sees production capacity of 60,000 tons per month of iron wires and screw exports at 30,000 tons per month.

The additional commission of the new factory allows Ray Fu to boost their competitive edge. Currently, the firm is manufacturing screw specifications of M4-M10, 16 mm to 150 mm. On the other hand, Ray Fu is also looking to expand their wire products overseas, supplying wire materials ranging from C1018~C1022 and 10B21, with wire diameters of 1.78 mm to 10 mm. Thanks to consistent quality, Ray Fu's wire materials are favored among European and American buyers.

In terms of production management, the firm keeps a close eye on all proceedings from the very beginning of the production, including the material origins of the screws, which are managed under the company's wire material factories. Primary applications of screws made by the firm are used in construction and automotive. The firm has acquired certifications such as ISO 9001, ISO 14001, the European Union's ETA, CE DIN EN 14592, 14566, and IATF 16949 for automotive parts. In order to provide the best customer service, Ray Fu offers the full package, from production to surface treatment, packaging and exporting. The firm also includes a TAF certification as a product inspection report before shipment.

However, in face of pricing competition for global steel prices, fastener firms are indeed facing an uphill battle against competitors. Ray Fu chooses a different approach, by standing by its persistence to offer 100%-locally made products, develop new products and added-valued fasteners to expand the horizons of its own blue ocean strategy.

Ray Fu's automotive fasteners are highly lauded by clients, as the company maintains stringent quality control in choosing wire materials, and conducting further inspections before shipping the orders.





RAY FU

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VTECH MOTOR powers vehicles with quality fuel pumps, motors and fuel sending units

Tzeng Lung-nan

VTECH MOTOR Co., LTD. mainly produces various automotive and motorcycle fuel pumps, motors, and fuel sending units. The company's dedication to providing quality products to its clients has enabled them to enter the supply chains of Toyota/HOTAI Group, FORD Motor, Mazda, and Daihatsu, handling service parts for OES and BRP Rotax OEM supply systems.

The company currently owns an in-house automated rotor production line, mainly manufacturing fuel pumps and radiator fan motors and more. VTECH MOTOR has also been investing resources into developing new products for brushless motors and B/S reducing motors.

Established in 2003, VTECH MOTOR is located in Hsinchu County, with its joint-

venture parent company Chi-Hua Fitness becoming a shareholder in 2013. Through combining resources and technical know-how, both companies have been directing investment into improving the design and R&D for generator brakes and motors.

VTECH MOTOR has also established itself as a global player by obtaining patents in Germany, the U.S., and Japan, breaking through regional barriers and obtaining business security for its clients.

Its active penetration of global markets since its foundation has paved the way for developing new models, sourcing for better materials and suppliers to provide their clients professional and effective solutions, all the while keeping an eye on offering competitive pricing. Under this backdrop, the company has built up a solid support network and approval in the local markets, and continues to strengthen its competitiveness by expanding Taiwan's international standing in producing high-quality motors to overseas markets.



VTECH MOTOR's Electric Fuel Pump fulfills varied client needs. (Photo courtesyof VTECH MOTOR)

KARAT Air-Hydraulic Rivet Tools and Rivet Nut Tools are German-CE certified

Fan Wen-hsing

KARAT is a professional manufacturer of Rivet Tools and Rivet Nut Tools, backed with strong R&D capabilities, a reliable Production System, a strict QA System, and reliable After-Service in Taiwan since 1982.

The company offers customers a wideranging, comprehensive product line for Rivet Tools and Rivet Nut Tools. KARAT is also dedicated to improving and upgrading product quality and presenting new products to satisfy varied customer needs and requirements. KARAT's Hand Rivet Tools and Hand Rivet Nut Tools have been fully trusted by buyers for decades, while the KARAT Air-Hydraulic Tools, from the Basic Professional models to the Top Industrial models, have all received the 3rd party CE certification and are certified by the German TÜV Rheinland to ensure good design and reliable quality.

KARAT's dedication to quality includes the Hydraulic Cylinder of KARAT New Air-Grip Series Air-Hydraulic Rivet Tools, Rivet Nut Tool, and Lockbolt Tool, which are made of high-strength Forged Aluminum Alloy in a valuable titanium color that has amazed clients. These factors have built an advantageous reputation for KARAT as a supplier capable of providing "German Quality at Taiwan Price". As a result, KARAT Tools' customer base consists of renowned brands in the U.S., Europe, and Japan for the automotive, industrial, and construction markets. KARAT welcomes private logo business cooperations as well.

Try KARAT Tools once, you will trust KARAT forever! For further inquiries, please contact Sales@KaratTool.com or visit the company website at www.KaratTool.com.



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Photo shows KARAT LN-4 Hand Rivet Nut Tool (left) and KARAT Air-Grip 4V Air Rivet Tool (right).



(Photo courtesy of KARAT)

Electric Fuel Pump

E2068

Voltage:: 12V Pressure: 300kpa Current: <4.2A Flow Rate: >80L/H **Application:** Mazda Mx6 91~97 Kia Sephia 95~97 Hyundai Accent 94~99

B630-13-350B

Voltage:: 12V Pressure: 300kpa Current: <5.2A Flow Rate: >100L/H **Application:** Toyota Mr295-91 L4 Toyota Supra92-86 L6 Mazda Millenia 02-95 V6

EFP5009

Voltage:: 12V Pressure: 500kpa Current: <8.2A Flow Rate: >100L/H **Application:** BENZ:002 091 59 21 **AIRTEX: E8177** BOSCH: 0 580 254 911 FORD: 6127983 FERRARI: 313720126 MERCEDES: 0020915901 PIERBURG: 7 21 565 52

Fuel Pump And Sender Assembly

Sp123A-3H

FUEL TYPE: GAS **INLET TYPE:** Inverted Flare **OUTLET TYPE: Inverted Flare RESISTANCE: 0-95 Ohms** LOCK-RING: Not Included **O-RING: Included** STRAINERS: Included

SP2207H

FUEL TYPE: Gas **OUTLET TYPE: Quick Connect 3/8 in. Diameter** PRESSURE RANGE: 80-109 Psi RESISTANCE: 15-160 Ohms LOCK-RING: Not Included **O-RING: Included** STRAINERS: Included

Electric Fuel Pump Assembly

CA4801

Voltage:: 12V Pressure: 250kpa Current: <1.5A Flow Rate: >20L/H **Application:** Gear type motorcycle

CA4802

Voltage:: 12V Pressure: 300kpa Current: <1.5A Flow Rate: >20L/H **Application:** Gear type motorcycle

Fuel Tank Sending Unit

FG12L (OEM No:25094539) **DESCRIPTION:** Fuel Tank Sending Unit **INLET:** Inverted Flare 5/16 in. Diameter **OUTLET: Inverted Flare 3/8 in. Diameter** OUTLET NB.: 1

WIRES: 2 **RESISTANCE: 0-95** STRAINERS: Included LOCK-RING: Included **O-RING: Included KIT:** LO01

Z605-13-35XE

Voltage:: 12V Pressure: 300kpa Current: <6.5A Flow Rate: >95L/H **Application: MAZDA** and Ford

Fuel Pump Module

VTECH мото

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