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In This Newspaper

# Taiwanese suppliers take aim at lucrative biz networking at NHS 2023

■Stephanie Chao

The National Hardware Show 2023 (NHS) will see over a dozen of quality Taiwanese suppliers exhibiting at the Las Vegas Convention Center (LVCC), led by Economic Daily News (CENS) exhibiting at Booth No. SL10178. With trade shows carrying on after the economic slowdown

since COVID-19 and industries reinvigorated by strong interest in recalibrating and rebuilding business connections on the show grounds, NHS is slated check all of the boxes for buyers and exhibitors alike.

As a long-time exhibitor at NHS, CENS has brought its exclusive business matchmaking services to the show, offering buyers the

chance to network with more Taiwanese suppliers who weren't able to show up in-person at the show by simply filling out information with CENS. Aside from this special show express produced specifically for NHS, CENS is also showcasing the "Taiwan Hand Tools" and "Taiwan Industrial Suppliers" trade magazines for buyers to procure.

Many industries based in Taiwan have always been known for its quality products and commitment to providing great customer service, and this aspect is equally shown in the hardware industry. In this special NHS Show Express edition, read on to learn more about the Taiwanese suppliers to make an informed business decision.

## Easen Hardware Serves as Reliable Supplier of Hand Tools and Auto Maintenance Tools

■Hsiao Yung-je

Easen Hardware Corp., a world-renowned professional hand tool and automobile maintenance tool set manufacturer, was founded in 1983, and is the original equipment manufacturer of the top 3 retailers in the US and the top 10 hand tool OEM brands in the Americas and Europe. The company promotes itself in the global market through digitalization, cultivating the market, and professional integration experience. It is now one of the excellent brands in Taiwan Excellence product.

Easen Hardware Corp. mainly manufactures hand tool set, socket, ratchet, power tool, etc., and is very good at vertical industry integration and manufacturing small quantity of products with large variety and flexibility. All products go through strict quality control by professionals. Certified by

ISO9001:2008, the products of Easen must go through inspections from manufacturing, quality inspection, and packaging before shipping to customers. The persistence in quality makes the company stand out among its competitors and created an excellent reputation in the industry.

In 2011, the company implemented an automated warehouse system to expand capacity and fulfill customers' needs in their headquarters in Nantou, Taiwan. Automated warehouse systems can speed up the sorting and categorize of products, quickly ship small quantity orders, ship urgent orders in a limited time, reduce labor cost, increase advantage over competitors and service quality, and provide products with more competitive prices and higher quality.

Easen Hardware Corp. thinks highly of the strengthening of internal information and implementing ERP system in order to swiftly

control and adjust production, develop for growth, and respond to customer feedback. The system enhanced the promotion of efficiency and stabilized quality control. At the same time, the company is able to provide more precise production status for customers. The scale of the company reaches Asia, North America, and Latin America. Therefore, the company profoundly understands the needs and changes of the worldwide hand tool market and has won long-term customer trust and recognition from new customers. What Easen provides to customers is the market value that the company creates together with its customers.

Variety, variation, and efficiency have become the keys to success when facing fierce global competition. They demonstrate the advantages of consistent operation in design, sample production, quality inspection, packaging, automated warehouse, and



Easen's automatic inventory system.

(Photo courtesy of Easen Hardware)

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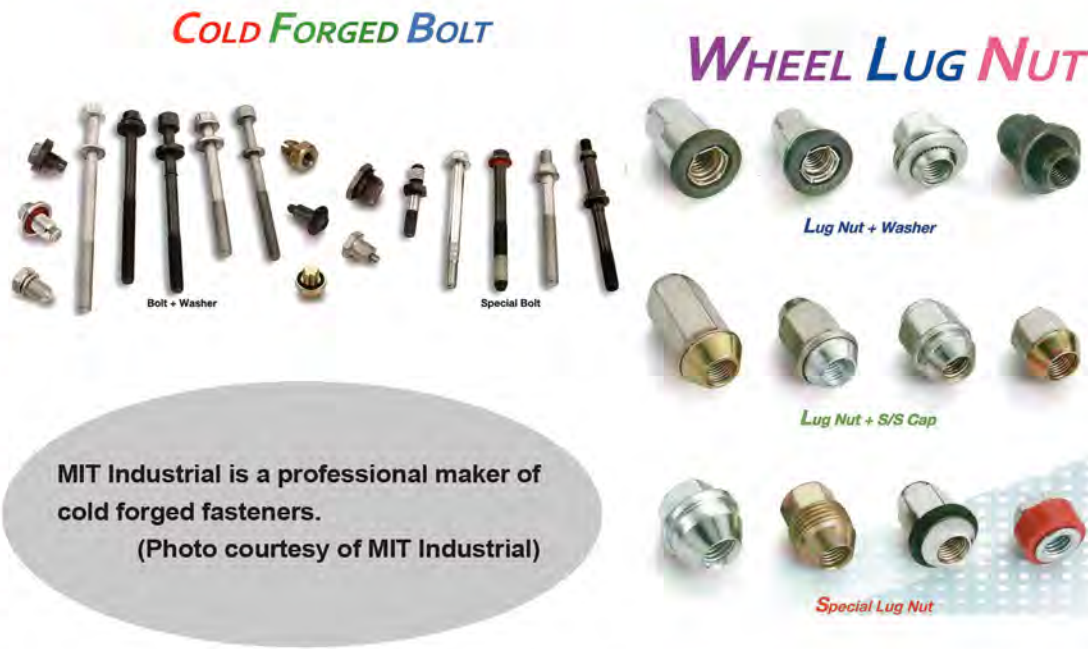
# MIT Industrial offers wide range of cold forged fasteners

Lo Shu-hua

MIT Industrial Mechanical Hardware has been exporting cold forged fasteners and especially multi-processed fasteners from Taiwan since 1985. The company also offers customizable orders for special screws/screw bolts for agriculture machinery, automotive, and construction industry uses.

The company has earned a reputation for its manufacturing facilities that manufacture good quality parts at competitive prices. Moreover, MIT Industrial's production line can handle low-quantity and multi-design parts.

MIT Industrial's product lines include bolts, washers, special bolts, lug nuts, S/S caps, and nylon patches. The company is deeply confident that customers will find what they need with them, and will be satisfied by the quality and services that MIT Industrial can offer as a reliable supplier in Taiwan.



Forgecraft provides quality standard escape bars of all sizes.  
(Photo courtesy of Forgecraft)

## Forgecraft makes quality hammers, shovels, pickaxes and a variety of tools

Jenny Fan

Forgecraft is an everlasting brand and hallmark in the field of long handle tools, striking tools, garden, agricultural tools, and implements. The company is specialized in making the finest quality tools to meet international standards, as well as customized products specific to the client's requirement. Clients can be rest assured to get satisfaction from Forgecraft's supply and services and welcomes all inquiries.

- The company's main products lineup includes:
- (a) Frp handle (f) One-piece forged hammers
  - (b) Hammer and Hatchet (g) Replacement Tool Handle
  - (c) Handle lawn and Garden rakes (h) Shovel and Spades
  - (d) Handle shovel and Spade (i) Spade forks and Long handle tools

## Professional exporter and trader Handy-Age offers wide-range of tools and gardening items

Jenny Fan

Established in 1981, Handy-Age is a Taiwan-based professional export and trading company offering a wide range of quality, innovative and profitable items.

With products ranging from Tools to Gardening, Pet Products to Electronics, Household to Personal Protection - Handy-Age is your one stop shop to high quality and wide variety items, by helps clients develop ideas into real objects, inspection before delivery, combined shipments and more.

With over 40 years' experience, the company has been credited on its integrity, honesty and reliability, and looks forward to working with customers of all backgrounds and industries.

To understand and provide the latest designs, Handy-

Age acts as a safeguard for its clients to ensure only quality products are provided. Handy-Age offers integrated personal services from sourcing, OEM/ODM, inspection to shipping logistics, clients can save time coordinating with just one contact window.

The passionate and professional team at Handy-Age dedicate themselves in providing global customers with the latest information, sourcing and effective solutions to satisfy each target market. The company endeavors to put its customers at top priority and it is always a pleasure to welcome further collaborations.

Handy-Age features a diverse range of tool products for buyers.  
(Photo courtesy of Handy-Age)

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# Samsopro offers quality one-stop hand tools solutions

## ■Tzeng Lung-nan

Samsopro is a professional manufacturer of hand tools in Taiwan with an in-house molding and injection section for over 30 years. Being ISO 9001 certified, the company will continue to adopt specialized technologies and advanced equipment to deliver all-around services.

Through professional R&D and production ability, Samsopro is capable of designing and manufacturing high-quality products that meet customer needs, allowing them more convenience and enjoy more innovative options.

Samsopro has positioned itself as a creative, marketing-capable and environmentally-conscious company, providing a one-stop service from design, molding, production, and assembly to packaging and

shipping.

Samsopro specializes in hand tools products, offering air blow guns, screwdrivers, T handles, precision tools, toolbox sets and tool racks. It is their goal to be professional above all, contributing to the people and environment by offering valued and user-friendly products. For example, their production equipment is designed to provide employee protection, as they are aware of the corporate responsibility to provide the utmost safety for the employees and the working environment.

**Samsopro's Mini Air Blow Gun comes with multi-function interchangeable nozzles with a quick-release design and a special adjusting knob for airflow control.** (Photo courtesy of Samsopro)



A file photo of various tools and hardware. (Photo courtesy of CENS)

## Maturing trends challenged by global stressors

### ■Stephanie Chao

The hand tools and hardware industries, like many other areas, are pressured to remain competitive as large-scale trends like digitalization and increasing awareness of carbon impact among customers have grown over the years. Other trends that signal, along with many others, are here to stay, and will shape the market in the future as these trends have matured over the years.

In the search for better profits and pastures, companies sought out demand in lucrative markets like automotive, aerospace, and medical-related industries that provide higher added value to the products, as these fields require greater accuracy and precision.

For companies like Eclatorq, Taiwan's top digital tool maker,

choosing to invest in developing digital tools has positioned the company for the better, as it has directed resources into the aforementioned industries. In Q3 of 2022, the company reported record profits for a single quarter. While the traditional busy season in Q4 was reported to be less certain and growing at a slower rate, Eclatorq told local media that visibility remains to be around 2.5 to 3 months, signaling that customer order insights had not shown any abnormalities.

However, with the economic situation looking less positive for 2023, positioning in a market will become more important than ever. For Eclatorq, as markets reopen, having acquired new clients in the U.S. and Europe, and targeting high-end, higher-valued products, has allowed the company to maintain competitiveness in the near future.

## Steel Mark well-recognized as a reliable supplier of lock products

### ■Tzeng Lung-nan

Founded in 1981, Steel Mark is specialized in manufacturing lock and security hardware. The company's products include digital door locks, bike/motorcycle locks, padlocks, deadbolt locks, euro profile cylinders, rims, and related hardware parts.

With advanced equipment and an outstanding R&D team, Steel Mark is

**Steel Mark features Digital Door Locks with over 16,000 codes.** (Photo courtesy of Steel Mark)

able to provide the product sample as required in six weeks. The firm can fill the corresponding order in 60 days once the sample is approved.

To ensure superior quality, reasonable price, delivery, and efficient services, Steel Mark carries strict control measures on quality and daily operation and has passed ISO 9001:2008 certification.

Steel Mark is a trustworthy supplier with the multiple competitive capabilities mentioned above. Made of high-quality materials and created under rigorous quality control, its products are trusted by business partners and buyers from Europe, North America, Asia, Oceania, and Africa.

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# HansTools is your top auto and construction tool supplier

## Shen Chia-yi

HansTools (HansTool Industrial Co., Ltd) offers everything you could want for automotive maintenance machinery repair, and construction projects. Hans Tools provides a stunning range of over 9000 individual items and sizes, including tools. Tools are offered in complete size ranges, including metric and imperial. Hans also offers a limited warranty on torque wrenches, impact wrenches, air tools, and pneumatic tools.

During the years following World War II and the 1973 oil crisis, the Taiwan government encouraged residents to utilize every inch of space in their homes for industrial use. Sound Hand Industrial Company (a.k.a: HansTool Industrial Co., Ltd) was founded to fill this need, with initial products made for K-Mart and Walmart. As a result, Sound Hand Industrial was born during a time of great hardship for Taiwan as an OEM manufacturer. This background inspired the name "Hans," a Germanic name meaning "strong".

Hans Tools offers a broad selection of tools for industrial use spanning across the global market. Customers worldwide are dedicated to their work and expect to receive top-notch service from their partners. "Go for the Best, Trust and Respect"



Hans Tools offers a varied selection of tools for automotive and construction use. (Photo courtesy of Hans Tools)



Kingbolt Metal offers a wide range of products, such as wire products, hooks and hardware. (Photo provided by KingBolt Metal)

## Chang Bing offers wide range of hooks, hardware, and OEM products

### Lo Shu-hua

Chang Bing Enterprise Co., Ltd is a professional manufacturer of steel, brass, zinc alloy, plastic, and stainless-steel hooks, hardware, and OEM products in Taiwan.

Chang Bing offers a wide range of products, including wire products (cup hooks, square hooks, screw eyes, screw hooks, S hooks, gate hooks and eye, pegboard hooks, eye bolts, U bolts, tumbuckles, rope hooks, storage hooks, ceiling hooks, swing hook, hook for hangers, and more); zinc alloy products (anchors, towel rail brackets, rod sockets, adjustable pillar ends, coat and hat hooks, and door stops; plastics products (anchors, wall plugs, picture hook, adhesive cup hooks, and clear mirror clips), and stamping products (art and picture hanging hardware, and OEM stamping parts.)

The company has over one thousand products available in European, American, and Japanese standards. Chang Bing aims to develop CNC milling and CNC turning latches to make precision components.

Chang Bing's product line consists of hooks, screws, zinc alloy and aluminum alloy die-casted products in different materials, and plastic injection products.

(Photo courtesy of Chang Bing)



## Kingbolt Metal looks after clients with quality hardware

### Chang Shi-hua

As a professional manufacturer of various hardware products founded in 1975, Kingbolt Metal Co., Ltd. can offer clients great quality products and services. Kingbolt Metal specializes in stamping, pressed works for steel and stainless steel, as well as brass products. The firm has also branched out into stamping products, cabinet hardware fittings, mini latches, auto latch, welded metal/brass parts, hinges, steel tube hinges, varied stainless steel-made products, and so on.

Their new product Beauty Mirror (Triple Mirror) 3" is targeted towards personal use and for hotel travelers looking for gift-giving options. One side of the mirror is flat, while the other is a mirror with three-times enlarged imaging and comes in steel, chrome plated, or stainless steel.

Aside from manufacturing and designing its own products, Kingbolt Metal is capable of working closely with associated manufacturers and meeting standards for quality parts to be integrated into their main products.



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# One-stop expert Nan Shun Spring makes precision springs and industrial parts

■Liu Shiu-hua

Nan Shun Spring Co., Ltd. makes precision springs, iron wire products, metal parts, fittings, and more. The company was established in 1987 as a professional manufacturer of precision springs and related industrial parts with robust research and design capabilities.

The company started out by making springs and wire forms mainly on an OEM basis. After building up several years of experience, Nan Shun decided to expand its operations to include stamping, die-casting, punching, and lathing, greatly enriching the company's know-how about the characteristics of various metals and metalworking methodologies.

At present, Nan Shun's major product lines cover



Nan Shun Spring makes precision springs and a wide range of industrial parts.

(Photo courtesy of Nan Shun Spring)

springs/ wire forming, flats, clips, clothes hangers, hooks, rings, clamps, metal hardware parts, CNC processing products, spring leaf/ sheets, stainless steel hardware,



pings, wire form bending shapes, etc. Additionally, thanks to their OEM experience, Nan Shun also accepts customers' design blueprints and 3D design blueprints.

## Hardware expert Horng Shing rolls out new door stopper

■Alex Lee

Horng Shing Industrial Co., Ltd. was created in 1995 as an expert manufacturer of construction materials, hardware, and parts designs. Horng Shing is dedicated to providing the highest quality services in the construction hardware industry. The company has also expanded its expertise into automotive vehicles, aluminum windows and doors, and modularized series for hardware parts.

Horng Shing offers customized products and DIY products and has dedicated investment in expanding these markets as technology advances as well. The company upholds innovating new technologies and its expertise as the

company's highest benchmarks, as Horng Shing wishes to set up a quality and comprehensive supply chain for its clients as a guarantee.



Horng Shing door stopper product HD05-001 is an additional fixture on the interior and external side of the door. It stops the door from opening or closing at will, and when pressed, the product will release the stopping mechanism.

(Photo courtesy of Horng Shing)

## Taiwan's hand tools industry is on the cusp of change

■Stephanie Chao

As the third largest hand tools exporter in the world, Taiwan's total hand tool exports value reflected the surge in demand in 2021, with the overall figures steadily reaching USD\$4.79 billion, a significant increase of 27.4% compared to 2020 and breaking the historical value on the record as the

economy had rebounded and metals had seen a considerable price hike. Growth statistics in 2022 are likely to continue the trend, where in the first half of 2022, Taiwan's hand tools total export value could surpass USD\$5 billion.

Noting how the domestic hand tools industry has been moving away from the traditional OEM model in recent years, Taiwan Hand Tool Manufacturers' Association (THTMA)

Honorary Chairman David Huang pointed out that average unit prices have been steadily increasing year by year now. While total exports are not yet comparable with China's performance, Huang pointed to the industry's strong foundations as a factor for companies to develop toward high-end markets.

To develop towards the high-end markets, suppliers must tap into new technologies. Many government-backed schemes to bolster digital transformation implementation measures in Taiwan's traditional sectors have been ongoing in recent years. Several suppliers from different industries, including the hand tools sector, attended a government and industry-hosted event in late 2022 to share their experiences and results regarding implementing digital transformation.

The program was in its second year, with many metal industry suppliers implementing lean manufacturing concepts to achieve digital manufacturing as their first step. This allows suppliers to quickly identify inconsistencies and issues early in the simplified, lean manufacturing process and improve flexibility to adapt to fast-changing market trends.



A file photo of various tools. (Photo courtesy of CENS)

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# HPMJ rolls out new emergency car starter Powered-Up Version 24V+12V

■Kuo Fang-lin

HPMJ Co., Ltd. professionally produces emergency car starters and has developed high-powered lead vehicle starters that are non-leak acid battery designs, able to withstand DC 12V/14AH charging specifications. The company's featured innovative design of the battery shell makes for better bearing current capacity and reduces the chances of product failure. HPMJ's jump starters are compatible with starting 12V to 24V vehicles, including passenger cars, trucks, 24V large-sized trucks, buses, and ATVs.

The new Powered-Up Version 24V+12V series features three products, all capable of restarting large vehicles and machinery in the 24V/12V vehicle range. The V3-33AH Black Demon comes in 23kg and is suitable for professionals that highly rely on reliable emergency car starters on a day-to-day basis for trucks over 35 tons, including tour buses, container trucks, excavators, semi-trailer trucks, military tanks, heavy-duty construction vehicles, large-scaled agriculture machinery.

The V2-20AH Big Roadside Saver at 18kg is geared towards tour buses, container trucks, excavators, semi-trailer trucks, and forklifts, while the smallest V1-14AH Small Roadside Saver at 11kg is designed for users with less-frequent needs.

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 countries' patents.

To request more information, please refer to HPMJ's phone at 886-4-2693-7677.

**HPMJ introduces three new car starters in its newest product line, the "Powered-Up Version 24V+12V series."**

(Photo courtesy of HPMJ)



# Quality hardware OEM manufacturer Chia Cheng seeks biz partners



■Lo Shu-hua

Chia Cheng World Industrial Co., Ltd was established in 1965 and specializes in the manufacture and export of washroom accessories, bathroom accessories, and toilet partition hardware.

In today's ever-changing market, specialization, differentiation, and customization have gradually become the mainstream demand of the industry. As a result, Chia Cheng started to provide customized services to our customers so that they could customize their products according to their needs. Chia Cheng also welcomes OEM inquiries, providing pre-production confirmation samples for OEM orders, and cooperate with product development and design, all the while maintaining high-quality results.

The company offers metal processing and producing specialized metal parts

**Chia Cheng's main office is shown here in this photo.**

(Photo courtesy of Chia Cheng)

and components, and services ranging from laser cutting, stamping, folding, tooling design/manufacture, zinc die-casting, alum extrusion, S/S investment casting, polishing, chrome plating, galvanized line, powder coating and assembly.

With over 50-years of specialized experience in designing and processing, Chia Cheng is trusted by its customers in quality-focused markets in France, UK, Germany, and USA as an excellent exporting firm. The company's main office and manufacturing facility are in Yangmei District, Taoyuan City, Taiwan. In 2000, the company built another factory in Qingdao, China for manufacturing zinc and 304 stainless steel investment as well as plating.

Chia Cheng is devoted to environmental protection demands of energy saving, carbon reduction, and has successively obtained ISO9001, ISO14001 for product quality and certification in 2018 and installed solar panels in the plant to create a friendly business environment through resource regeneration and utilization. Chia Cheng is the one clients can trust, as they create added value through diversified service while assisting clients in enhancing their products.

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**V2-20AH The Big Roadside Saver**  
■ 18kg  
■ Suitable for all 12V/24V vehicles  
■ Tour buses, container trucks, excavators, semi-trailer truck, forklift

**V1-14AH The Small Roadside Saver**  
■ 11kg  
■ Suitable for all 24V vehicles  
■ Suitable for tour buses, container trucks, excavators, semi-trailer truck, forklift

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# CHH: Professional Maker of Household Hardware and Plumbing Products

■Shen Chia-yi

CHH, founded in 1996 and located in Changhua, Taiwan, is a manufacturer of household hardware and plumbing products. CHH has specialized in these product fields for more than 20 years. In the beginning, CHH products were exported via trading partners in Taiwan only. In order to pursue a more stable and faithful business relationship with customers, CHH began to develop overseas customers and export products directly. Currently, CHH has successfully expanded sales areas and promoted products to U.S. importers and distributors.

CHH's main products include hardware and plumbing parts for replacement and OEM markets, such as tank levers, pop-ups, handles, repair clamps, flanges, door guards, door pulls, window clips, window-locking handles, and more.

To provide better service and quality products, CHH



Photo of CHH's factory and shipping port. (Photo courtesy of CHH)

acquired ISO9001 and passed SER/CTPAT audits requested by THD and Walmart (audited by Bureau Veritas). In addition, for the high volume skus, CHH can implement vendor-stocked inventory to shorten the production lead time. With a strong engineering background, CHH is fully capable of

developing OEM products and offers professional consultation if necessary.

For more information, please visit [www.chh.supply](http://www.chh.supply) or contact CHH via phone at 886-4-756-9959.

# Tai Min specializes in food machinery cutters and parts

■Liu Hsiu-hua



Tai Min produces a wide range of cutters for food machinery. (Photo courtesy of Tai Min)

Established in 1985, Tai Min Industrial Co., Ltd. specializes in making blades and parts for food-making machines as a veteran supplier in Taiwan's central city of Taichung.

Tai Min is backed by a line of specialized, advanced manufacturing equipment to turn out various blades, including standardized blades, high-carbon-steel blades, circular blades, food-processor knives, and customized blades.

As a professional manufacturer of various knives and blades, Tai Min's production capacity includes professional multi-purpose knives, blades, stainless steel blades, paper cutters, industrial knives for food machines, blades for food machinery, food processing knives, planers, apple slicers, peelers, fruit diggers, utility knife, art carving knife, office stationery knife,

restaurant kitchen knife, specialized blades, high carbon steel sheet, roll-type blade, specialized steel sheet, sewing blade and various specialized blades, from design drawing mold opening to finished product processing. The company welcomes cooperation and carrying out development partnerships.

The company's blades and parts are highly praised for durability and dimensional precision, widely recognized by foreign buyers. The company is driven by ample production capability, know-how, customer service, and production efficiency and is renowned as an outstanding OEM.

Tai Min's products focus on servicing industries ranging from machinery, food processing, household, stationery, medical, transportation, and construction.

For more information, please refer to [www.taimin-blade.com](http://www.taimin-blade.com).

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