Economic Daily News

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seek new partnerships at IHF

■Chao Ting-yu

The top hardware show EISENWARENMESSE-International Hardware Fair(IHF) is relaunching on September 25 to 28 in Cologne, with event organizers bringing back inperson events and welcoming buyers alike to source quality products in categories like tools, industrial supply, fasteners and fixings, and home improvement.

Economic Daily News (CENS) is also returning to IHF, exhibiting at Passage Halle 3 Halle 11, Stand: P003, and featuring Taiwan's quality, reputable suppliers through showcasing "Taiwan Hand Tools" and "Taiwan Industrial Suppliers," trade magazines that are exclusively published by CENS, as well as this special edition newsletter exclusively published for IHF.

With over half a century of manufacturing history in the industry, Taiwan is renowned as the "Kingdom of Screws" among international buyers, as the islands' suppliers have established themselves in the global market thanks to unique industrial clusters that house the entirety of fastener-related supply chains. Taiwan also has a similar moniker in the hand tools industry, as tools exports make up a significant portion of the island's exports each year. The hand tools industry is also clustered in the central part of Taiwan

Both industries' cluster-style features became more important than ever from 2020 to 2021, as lockdowns around the world hampered and disrupted supply chains. Having the entirety of the supply chain based in Taiwan enabled both fastener and hand tools suppliers to quickly react to the

influx of transferred orders, and to deliver orders in a timely fashion, as suppliers did not need to ship outside the country to reach other parts of the supply chain to fulfill orders.

While fasteners are regarded as a traditional industry, the advancements in the field and external environment factors are anything but. For instance, smart manufacturing technologies have been making waves in industries around the world, but attention and implementation of them in sectors like hand tools and fasteners have steadily risen in Taiwan in recent years. Big-name hand tool companies like Rei-Dai Precision Tools maintained their competitiveness throughout the early-to-mid stages of the COVID-19 pandemic through smart factory features, which optimized and increased quality production, and streamlined inventory tracking to ensure costs are managed effectively.

Research institutions in Taiwan are also a crucial component in advancing the industries. For example, many fastener suppliers based on the island are often small-andmedium enterprises, meaning that while these suppliers are more flexible, they often do not have the resources to make significant scale-up measures, or will require collaboration across the sector to achieve goals. Institutions like the Metal Industries Research and Development Centre assist suppliers and industries in acquiring the resources to implement new technologies like smart factories or optimized production, bridging the gap to allow local suppliers to

products and are flexible enough to provide customized, one-



Economic Daily News (CENS) at the 2018 International Hardware Fair in Cologne, helping a buyer fill out CENS' exclusive biz matchmaking card.

(Photo courtesy of CENS)

on-one basis services for potential customers. Read on in this special edition for IHF to procure suitable products and foster lasting business partnerships, and get in touch with Taiwanese hardware suppliers offer a wide range of CENS booth representatives to use our exclusive business matchmaking service.



www.zt-valve.com.tw

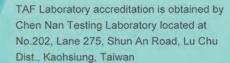
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Triangular Thread Screw Self Drilling Screw Chipboard Screw **Roofing Screw Window Screw**

Bolt & Nut Drywall Screw Concrete Screw Collated Screw New Fixing System

Quality fastener maker Ray Fu offers one-stop procurement

■Huang Chi-ming

Ray Fu was founded in 2000 to market steel wires and fastener products to the global market as a professional manufacturer and exporter. The company's production capability comes from its parent company, Chen Nan (founded in 1992), which has facilities ranging from wire processing plants, fastener factories, heat treatment factories, and packaging plants. Ray Fu is currently a significant MIT, fastener manufacturer based in Taiwan, providing quality fastener products to global clients.

Ray Fu produces fasteners geared for construction and automotive uses, with wire materials primarily procured from China Steel, including 1018-C1022, 10B21, as the main types, ranging in specifications from 1.78mm to 10mm. In the future, Ray Fu will direct more resources into high-value products, such as stainless steel and aerospace products.

In the meantime, Ray Fu's automotive fasteners are IATF16949 certified and can supply specifications ranging from M4 to M10 and 16mm to 150mm. For wood fasteners, Ray Fu can make M3.5 to M12, and Max 300mm. Many of the company's product quality and performance have acquired EOTA's ETA

Ray Fu has directed a significant amount of investment into building new factories in a bid to fulfill customer orders and promote sustainable development in recent years. A Factory houses half-produced wire products and Ray Fu's in-house spheroid annealing furnace; B Factory houses wire material products; C Factory handles fastener production, while D Factory has a new heat treatment production line to improve content rate. Chen Nan's monthly iron wire production rate for wire materials is clocked at 8000 tons, with fastener production like screws reaching 4500 tons.



Being able to ensure quality wire materials, Ray Fu's capability to offer one-stop services makes their screw products highly popular among buyers. (Photo courtesy of Ray Fu)

Hubilai covers a wide assortment of plastic injection molds and injection molding products.

(Photo courtesy of Hubilai)

Hubilai makes and exports plastic injection molds and injection molding

■Jenny Fan

Hubilai Enterprise Co., Ltd was established in 1995 in Taiwan, mainly manufacturing mold and plastic injection works, as well as handling metal parts casting, forging, punching, and CNC machining. Hubilai's factories possess professional designers and engineers, advanced equipment, and

The company has acquired management systems certifications, ranging from ISO 9001 to ISO 13485 for Medical and Dental devices. Hubilai is focusing on major markets such as Taiwan, the U.S., Europe, and Japan.

Hubilai focuses on a wide range of business operations, including designing and manufacturing plastic injection molds and molding production, metal casting, forging, punching molds, molding production, medical and dental items, as well as OEM or ODM manufacturing and



CFU's latest product line of office cabinets is designed in a sleek, modern and at-home environments.

(Photo courtesy of CFU)

CFU's one-stop production creates quality OA office furniture

■ Huang Chi-ming

Chyn Fuh Enterprise (CFU), founded in 1993, has been focused on mold design, and now, due to market demand, they have directed resources into designing and producing OA metal furniture. CFU also offers other diverse product lines, such as office filing cabinets, storage cabinets, table frames and various office furniture solutions in steel. The way that effortlessly blends into office company has exhibited at expos under the brand "RAINBOW" for overseas markets.

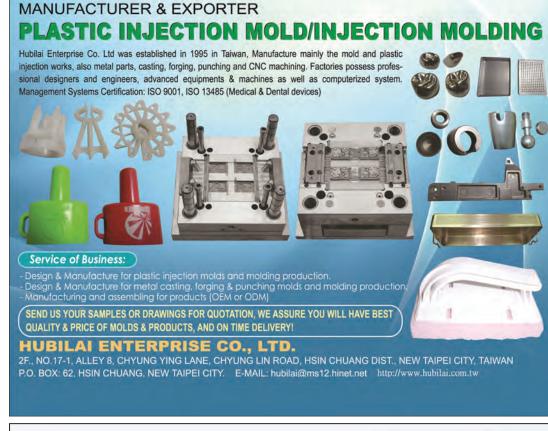
Under a one-stop production line, stringent

production quality control, and years of OEM/ODM cooperation, the product lines created under this backdrop have evolved into diverse, innovative selections. Combined with compound material elements, CFU's out-of-the-box designs have created products that are suitable for different applications and environments, successfully earning overseas clientele trust as a result.

CFU's factory production adheres to environmental standards and aims to obtain global factory inspection certification. The company has obtained many patents and ISO-9001 certification as well









D&D: Your Best Partner, Located and Made in Taiwan

■Lo Shu-hua

D&D Builders Hardware Co., a Taiwanese company formed around two decades ago, have distributed their products directly and indirectly to many well-known international companies.

been involved in various professional processing areas, such as stamping, forging, die casting, extrusion, CNC machining, plastic injection, rubber, and molding. This has enabled them to accumulate rich experience

quality control and quality assurance know-how at an international level. Customers are guaranteed to receive products that are completely made in Taiwan. Also, clients can request brand logo services on the

One of D&D's best-selling products is the SLIDEback, Due to these cooperation opportunities, D&D has a device that does not require electrified connection, yet makes the door operate in an electric-style automatic function, bringing the door closed automatically in a soft-close method.

The latest new version - 6 Series SLIDEback can in OEM and ODM manufacturing, receiving good be mounted on the frameless glass door, metal door,

aluminum door, barn door, wooden door and other special doors, allowing the door to close or open at all times. D&D highly welcomes order inquiries and encourages potential buyers to contact them at DDSALES@dnd.com.tw, +886-4-2479 6669, or visit them at www.DND.com.tw

D&D is professional of OEM services with rich experiences. Their bestseller 6 Series SLIDEback sliding door closer is suitable for various doors.

(Photo courtesy of D&D Builders Hardware)





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 and pressed works for steel and stainless steel, as well as brass products. The firm has also branched out to stamping products, cabinet hardware fittings, mini latch, 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 their own products, Kingbolt Metal is capable of working closely

DND.com.tw



Kingbolt Metal offers a wide range of products, such as wire products, hooks and hardware.

(Photo provided by Kingbolt Metal)

with associated manufacturers, and meeting standards for quality parts to be integrated into their main

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 stainlesssteel 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 hook and eye, pegboard hooks, eye bolts, U bolt, turnbuckles, 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 diecasted products in different materials, and plastic injection products.

TAIWAN

SLIDING DOOR CLOSER

(Photo courtesy of Chang Bing)



CHFA specializes in ironmongery stainless steel products

■Lo Shu-hua

CHFA Corporation was founded in 1987 with 35 years of service experience. CHFA is a manufacturer specializing in architectural ironmongery stainless steel products. The hollow stainless steel lever handle in grade 304 and solid lever handle in grade 316 is the company's core products for architectural and ironmongery. Providing highly competitive and high-quality products.

CHFA demands perfection in all aspects, including research, development, production, and quality assurance. The company is ISO 9001 certified and for many products complies with DIN18273 specifications.

CHFA's main customers are based in Europe, North America, the Middle East, and Australia, providing over 100% of the OEM and ODM products export to overseas markets. To increase their products range and meet the market demands, CHFA also produces other finished products for lever handle, pull handle, mortise locks, and more. In addition to the products currently offered, CHFA can also assist partners to develop new products and send samples to their clients.

The company is committed to building long-term and stable partnerships, so meeting client requirements and loyalty are extremely important to them. Moreover, CHFA's goal is to embrace "internationalization," "professionalism,"

and "diversification," broadening a worldwide vision of leading quality products and embracing diverse ideas to face market challenges.



CHFA is renowned for making lever handles in stainless steel.

(Photo courtesy of CHFA)



Shuenn Chang Fa invested heavily in AS/RSs, which began operations in August, 2021.

(Photo courtesy of Huang Chi Ming)

Quality fastener maker Shuenn Chang Fa expands plant to fulfill orders

■Huang Chi-ming

Shuenn Chang Fa (SCF) is reputed for its production of quality long length screws. To efficiently manage fastener production process, SCF invested billions of New Taiwan dollars into procuring Automated Storage and Retrieval Systems (AS/RS). Thus, the company could monitor the production process to inventory stocking effectively. The company has acquired multiple certifications to offer the best services to their customers; besides quality certification, SCF also acquired environmental certifications, such as IATF16949, CE certificate and ISO 14001. In 2022, SCF newly obtained ISO/IEC 17025 for laboratory certification.

For SCF to maintain corporate sustainable management and to offer better services to clients, SCF had invested into two sets of AS/RS, one being the Barrel AS/RS, focusing on stocking fastener products, and allows for storage of around 2000 tons of products. The other system is the Tote Case AS/RS for samples and stocking small volume products, with inventory space of about 4800 boxes.

In the past 40 years since SCF's inception, SCF has focused on producing customized design screw, specialized long screws, and automotive screws. SCF also offers customized full range screws, with the length ranging from 10mm to 1000mm to fulfill customer needs in one stop. (www.scffastener.com)





Various fan maker Jouning Blower targets diverse overseas industries

■Liu Hsiu-chuan

Established in 1968, Jouning Blower Co., Ltd. focuses on blades, fan wheels and industrial fans production. The brand is well known domestically and across the globe, especially in Japan, Southeast Asia, the Middle East, and Australia, having earned a reputation as a high-quality supplier. The company continues to dedicate resources to developing new turbo fans, and jet flow air mover with anti-explosion features. With outstanding designs and a cooperative attitude towards clients, Jouning Blower is best positioned to provide great services.

Flow Fans, featuring high airflow and easy installation, making it a great choice for mines, ship cabins, textile factories, underground tunnel construction areas, and kitchen areas in hotels. Jouning Blower says their largesized Axial Flow Fan blades are adjustable, meaning users can adjust the blade angle according to fan volume. The blades are developed in-house, using top-grade aluminum alloy material for die casting. This process is different from normal die casting, making Jouning Blower's products more structural durable, with smoother surfaces

The company's diverse product lines make them capable Jouning Blower has also developed large-sized Axial of fulfilling orders from different industries and applications,



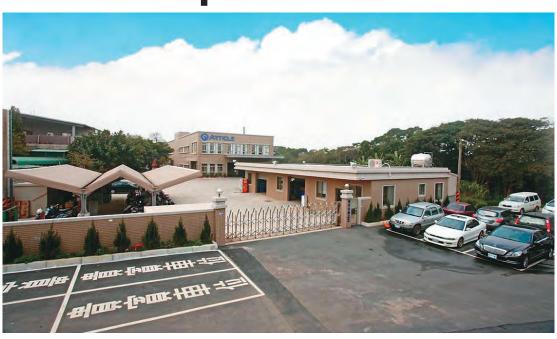
Jouning Blower's range of air conditioning fan products.

(Photo courtesy of Jouning Blower)

restaurants and kitchen areas, restroom ventilation, as conditioning.

ranging from factories, bus stops, public areas, hospitals, well as cooling, ventilation through exhaust fans, and air

Quality hardware OEM manufacturer Chia Cheng seeks biz partners



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

JOUNING BLOWER CO.,LTD

(Photo courtesy of Chia Cheng)

■Lo Shu-hua

Chia Cheng World Industrial Co., Ltd was established in 1965 and specialized in the manufacture and export of washroom accessories, bathroom accessories and toilet partitions hardware as an OEM supplier. Chia Cheng professionally provides pre-production confirmation samples for OEM orders, and cooperates with product development and design, all the while maintaining high-quality results. In other services, Chia Cheng offers procurement of bathroomrelated products in Taiwan and the Greater China area for clients.

The company offers metal processing and producing specialized metal parts 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, power coating and assembly.

With over 50-years specialized experiences in designing and processing, Chia Cheng is trusted by its customers in quality-focused markets in France, UK, Germany, Canada, Australia, and USA as an excellent exporting firm. The company's main office and manufacturing facility are located 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

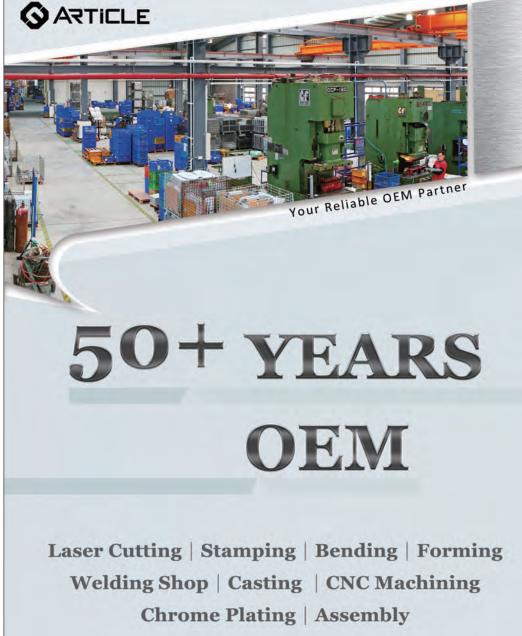
Chia Cheng is devoted to environmental protection demands of energy saving, carbon reduction, and has successively obtain ISO9001, ISO14001 for product quality and certification in 2018 and installed solar panels in the plant to create a friendly business environment through resource regeneration and 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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Jyh Huei's quality hand tools are backed by a solid global reputation

■Alex Lee

Jyh Huei Plastic Co., Ltd. has more than three decades of experience in the industry, enabling them to become one of the leading manufacturers of hand tools in Taiwan, providing high-quality screwdrivers to customers worldwide, and has established a solid reputation in the field. Jyh Huei is seeking to expand awareness of the "JYH Tools" brand on the international market.

The company's JYH Tools brand aims to impress users, having spent tremendous effort to absorb foreign technologies and concepts related to handling designs. JYH Tools was able to create its first higher-end screwdriver: a locally-developed pioneering model with handles made of a mixture of thermal plastic rubber (TPR) and polypropylene (PP) for the best grip.



the years, the company has incorporated trend-setting designs and market information to repeatedly improve its screwdrivers' functionalities and aesthetics to meet market

The years of efforts have paid off, as the market-driven company is now one of Taiwan's biggest three exporters of the tools by volume, and a globally-prestigious original equipment manufacturer (OEM) and original Later on, backed with the know-how gained throughout design manufacturer (ODM). Many of the company's

JYH Tools offer quality, well-designed hand tools. Featured here are screwdriver bits.

(Photo courtesy of Jyh Huei)

screwdrivers have been certified by GS and VDE.

Behind JYH Tools is a story about the founder and early workers' conscientious pursuit of excellence. Today, the younger generation has inherited the company's valuable knowledge and the dauntless spirit of the company founders. Expanding on such foundations, the company has incorporated the attitude into bringing customers value-added manufacturing services



Shinkey is a professional cable pulling fish tape solution provider. (Photo courtesy of Shinkey)

Shinkey offers professional cable laying solutions

■Lo Shu-hua

Shinkey Monofilament Enterprise Co., Ltd. (SK) has provided various types of monofilament and has been dedicated to designing the related machines to fulfill customer's special needs in Taiwan since 1988. All of SK's products are fully made in-house from raw material to final product stages.

SK is also a professional cable pulling fish tape solution provider. The company provides products for DIY recreational use, such as nylon or single twist polyester fish tapes, to professional use, such as fiberglass and triple twist polyester fish tapes.

Furthermore, the patented polyester Fish Tape Transformer and Tapered Fish Tape feature their Variable-Diameter-Extrusion (VDE) technology for optimization. SK designs the fish tape with a thinner diameter at the front 10 meters, where it is easier and effortless to run in the bending pipe. Past the 10-meter mark, the wider diameter serves as a turbo pusher for longer distance running.

Find high-caliber valves at Zhe Thai **Machinery**



Zhe Thai currently is capable of churning out 60,000 valves per month.

■Kuo Fang-lin

Zhe Thai Machinery Co., Ltd., founded in April 2005, is one of Taiwan's most professional manufacturers for a variety of valves and related accessories. The company uses certified materials to turn out high-caliber valves.

The company's headquarters had been relocated to Wufeng, central Taiwan, where they established an R&D department to design and develop innovative products to meet foreign customers' special requirements. The company is certified to meet ISO9001:2015 and CE Mark standards.

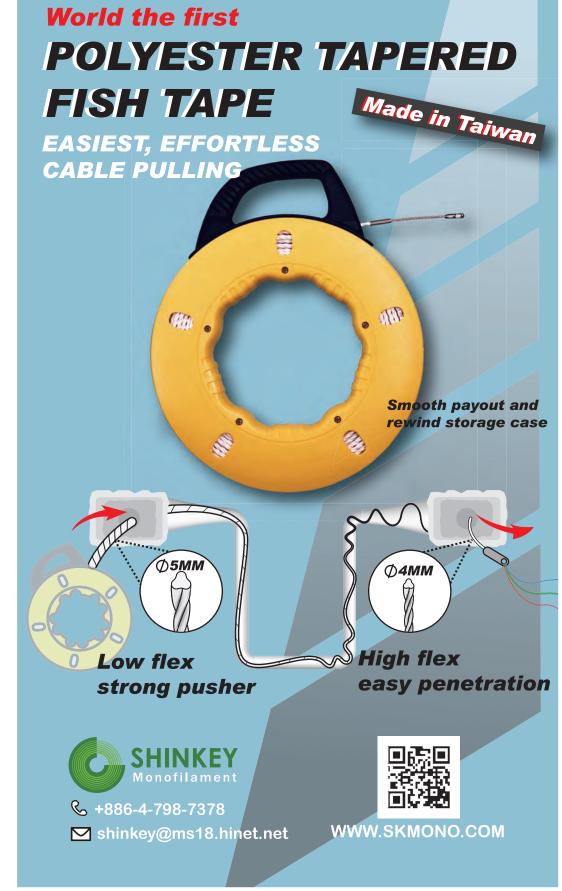
At present, the company's major product lines are (Photo courtesy of Zhe Thai) check valves, flange ball valves, needle valves, ball

valves, and such valve accessories as machine parts, balls, nuts, and stems. The valves feature an end connection threaded design.

The company's ball valves feature 2" to 12" centrifugal ball and 1/4" up to 1 1/2" casting ball. The company uses ASTM351 GR.CF8, CF8M, CF3M as the primary materials, certified under DIN 50049/ EN10204 3.1B standards to roll out the key components for the ball valves.

The company is currently capable of churning out 60,000 valves per month. All the products are exported, mainly to the U.S. and Canada. Zhe Thai welcomes orders on an ODM (original design manufacturer) basis.





Trust A-KRAFT to deliver quality

■Chang Jin-yun

A-KRAFT Tools was established in 1988, Taichung, Taiwan, and obtained ISO 9001:2015 certification as a quality-oriented company. As a professional and trustworthy partner in tool world, A-KRAFT backs up their clients with a strong in-house R&D team, enabling the company to launch new products at least twice each year.

The company employs a strict quality control system, ensuring precision and consistency in their product design. A-KRAFT has also invested in a forward-thinking marketing and sales team, providing clients top-tier quality service that exceeds expectations all-around.

A-KRAFT supports their clients with a wide product range as a show of their competitiveness in the market and understanding of global demand trends, offering primarily 1/4", 3/8", 1/2", 3/4" and 1" DR, sockets, screwdriver sockets, ratchet handle, accessories, various types of wrenches, the kinds that are used for repairing and maintenance of cars, trucks and other similar sized machines. Moreover, all of A-KRAFT products meet DIN and ANSI standards. Other products include hand tools, screwdrivers, pliers, bits, and tool cabinets, as well as specializing in combination sets of these tools for homeowners or professional technicians and mechanics.



A-KRAFT offers quality hand tool combination sets. (Photo courtesy of A-KRAFT)

What the hand tools sector can do to bridge the digital gap

■Chao Ting-yu

In an interview with an industry analyst from the Industrial discusses how Taiwan's hand tools sector (and the majority Technology Research Institute (ITRI), published in the of industries here) is really built on SMEs, yet there are

2022 edition of Taiwan Hand Tools, we discussed the overall AI trends in Taiwan's industries. This brief excerpt

significant challenges, such as implementing new, advanced technologies that still require funding

For SMEs looking to bridge the digital gap, the cost is a factor, but another crucial element to consider is the willingness of the management to invest in these technologies, as it integrates expertise across different departments, such as the information and production units, rather than just an investment for one area.

In terms of bridging the digital gap, companies in the traditional sector must first implement the infrastructure for "collecting digital data" so there is enough information to develop related applications, such as Al. Therefore, incorporating sensors, cameras, and set-top boxes used to collect data from machinery, semi-finished, and finished products, and even continuous data, such as on-site plant environment, and the cooling efficiency of dies, are all crucial for digitalization.

SMEs that successfully integrate Al/smart manufacturing will gain the most in terms of lowering costs and increasing profits.

Successful examples of implementing AI and smart manufacturing include AI production scheduling to shorten manufacturing times, reduce raw material waste, and

increase production capacity; optimized production and product inspection is done by AI can improve quality control, and reduce defect rate. Suppliers are then capable of achieving quality control that other manufacturers can only dream of, and vastly reduce return rates -- all factors that can help suppliers significantly increase revenue and market

It's only a matter of time for each manufacturing sector to eventually employ AI and digitalization applications. For example, export-oriented semiconductors, display panels, and electronics OEM/ODM, are sectors that are big users of digitalized platforms and AI technologies. For an industry as export-dominant as the hand tools, it's inevitable that it will also take on these technologies, however, the industry has yet to widely adopt AI and digitalization due to relatively less urgency in the sector. The good news is that due to widespread adoption of AI in other manufacturing areas, hand tool suppliers have a greater catalogue of AI solutions to choose from and resolve issues unique to the industry; on the flip side, company management will need to consider investment returns and the most optimal period to invest in these new tools



A photo depicting hand tools.

(Photo courtesy of CENS)



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, rim, and related hardware parts.

ISO 9001:2008 certification.

Steel Mark is a trustword competitive capabilities mer quality materials and create control, its products are trustant.

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

Please visit www.steelmark.com.tw for more nformation.





Co-Wealth offers various stamping parts for diverse applications in different fields.

(Photo courtesy of Co-Wealth)

Co-Wealth makes global, clientapproved stamping parts

■Lo Shu-hua

Founded in 1990 and starting its business by making fasteners like washers and circlips, Co-Wealth is now well-known for manufacturing stamping parts. The company is dedicated to becoming the standard in the fasteners industry and has invested in its production lines to do so. Co-Wealth currently offers washers, U-nuts, and C-ring that adhere to international standards.

In recent years, the company began offering stamping mold designs, development, and manufacturing, as well as developing hardware for 3C components, electronics, and automotive, and provides customized products

according to customers' special demands with excellent merchandise and services.

Co-Wealth's experienced team follows the motto of upholding "Stable Quality, Customer Satisfaction, Continuous Improvement", in their pursuit of consistent business growth. Their investments do not just focus on their products, but also on their employees, as shown in how Co-Wealth priorities employee training sessions to ensure that know-how is properly passed along, and thus creating professional experts in the field.

To enhance the quality and satisfy customer expectations, Co-Wealth not only obtained quality certifications like ISO9001, but also the IATF 16949 certification in 2020.







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Hand/Manual pump maker Jaan-Huei competitive in price tag and quality

■Tzeng Lung-nan

Jaan-Huei Industrial Co., Ltd. has been the first manufacturer specializing in producing Hand/Manual Pumps for over 35 years in Taiwan, with many of Jaan-Huei's products having patents in various countries, and markets in the EU, Germany, Canada, the U.S., Japan, that buyers will find something with them. and Asia.

Jaan-Huei is also among the few Taiwanese factories

with an ISO 9001 certification, guaranteeing product quality. With over three decades of experience, the company is highly known for its low turnover rate, which creates an environment for an experienced, professional team for consistent quality, reliability, and trust. Together with competitive product prices, Jaan-Huei is confident

The company offers a variety of hand pumps, ranging from rotary hand pumps, lever-action drum pumps, high flow hand pumps, aluminum pumps, chemical hand design that can be pumps, piston pumps, metal rotary hand pumps, oil freely rotated from 0° pumps, and plastic hand pumps. Another advantage to using Jaan-Huei's products is its material purity, where no secondary materials are used in the production process. Customer logo services are offered for specific products in large quantities.

The featured product is one of the patented Hand/ Manual Plastic Rotary Oil Pumps, which has an outlet

can freely rotate from 0° to

(Photo courtesy of Jaan-Huei)

Hand/Manual Plastic Rotary Oil pump



Tight-knit hand tool hub in Taiwan is an attractive feature for international buyers.

(Photo courtesy of CENS)

Taiwan's hand tools and hardware sectors brace for H2 2022

■Chao Ting-yu

Throughout 2021, Taiwanese hand tool suppliers were able to maintain business-as-usual operations, leading to export value growth of 27.4%, reaching USD\$4.79 billion. The steady performance has continued into 2022. The latest statistics between January to June 2022 continued to show a steady growth: Taiwan's hardware and hand tools exports amounted to USD\$2.44 billion, with an annual growth rate of about 8%. The U.S. remained Taiwanese suppliers' largest export market, accounting for about 42.5% of exports, followed by China with about 8.9%, and Germany at third with 5.4%.

However, the slowly-recovering supply chain saw further

disruptions this year as the Ukrainian-Russian war broke out in February, which the impacts eventually developed into inflation and rising prices across the board throughout H1 2022. Suppliers are thus tentatively optimistic, but bracing for worsening conditions into H2, where the impacts of delayed orders and inflation will become more noticeable.

In a strenuous environment, Taiwanese suppliers have the advantage of delivering on timely schedules. Deglobalization, where buyers look at shortening the supply chain by sourcing regionally, is now considered a priority. Taiwan boasts industrial hubs for hand tools and hardware, creating a tight-knit environment for buyers to procure products in one stop reliably.



SBTools feature hand tools and hardware

for woodwork

■Lo Shu-hua

Silver Both Industrial Ltd (SBTools), established in 1974, specializes in exporting hand tools, and hardware.

SBTOOLS features a wide range of hand tools from woodworking to garden, to auto-repair, and more. Anything you need for your workshop, garage, yard or even just for general household usage, you'll can find it at SBTools.

For woodworking products, the company features their dust collection series with dust collectors, vacuum cleaners, blast gate/adapters, to safety gear one would need when working on woodworking projects.

The correct use of dust collection system is extremely

important for either huge factory or end-users. SBTools has designed well-organized dust collection systems that can remove dirt, dust, and even some chemical in the air which could damage your health while working on a project. The company looks to prolong equipment lifespans and improve production.

SBTools has been in the industry for almost 50 years, has set up a good reputation among their customers around the world and many of them are with them since the beginning of their company. The company works closely with Hitachi, Clarke International, Stanley/Facom, JULA, and many other brands, and can provide OEM/ODM service.



SBTools exhibiting their range of products at EISENWARENMESSE – International Hardware Fair. (Photo courtesy of SBTools)

Industry-favorite Yu Cha's Dust Collectors quality is on par with imports **■Liu Hsiu-chuan** Yu Cha is a professional designer and manufacturer of industrial dust collectors. Founded in 1997, the company's pipes to reduce noise pollution.

product lineup consists of auto pulsed dust collectors, Industrial vacuum cleaners, water-leachable dust collectors, exhaust gas and oil mist collection machines, vacuumpowered dust suction machines, material suction machines, pulsed sifting machines, and clean room dust collectors. Yu Cha's manufacturing quality is on par with imported machinery, making it a favorite among companies in the semiconductor, electronics, and food processing industries.

The company's machinery is built to process different kinds of powders, iron chippings and shavings, materials, odors, or oil vapor, as well as filter industrial processed powders that are toxic or non-toxic, such as aluminum

alloys, magnesium alloys, graphite, fibers, food products, toner, aluminum powder, pesticides, medicine, and exhaust gases. Yu Cha also installs their machinery with muffler

Yu Cha can offer specific designs that can filter powders as small as 0.1µm (micron), as well as nano-grade filters, automatic dust collection, dust removal, no shutdown features, strong suction, can be used with or without ignition point, and installed with automatic backwash filter core equipment. Such features avoid the accumulation of powder and prevent dust explosions. PE-made filters are used in the stainless-steel dust collector, which helps improve the reliability of the dust collectors. On the other hand, Yu Cha's dust and material suction machinery are suitable selections for collecting powders in the plastics and food processing



Yu Cha's dust collectors are favorite options across diverse industries.

(Photo courtesy of Yu Cha)

https://www.yucha.com.tw





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 Foregcraft's supply and services and welcomes all inquiries.

The company's main products lineup includes: Frp handle, One-piece forged hammers, Hammer



lawn and Garden rakes, Shovel and Spades, Handle tools

and Hatchet, Replacement Tool Handle, Handle shovel and Spade, Spade forks and Long handle

Scan here to obtain the digital file of the Taiwan Industrial Suppliers (TIS) trade magazine.



How can suppliers bolster technology resilience

■Chao Ting-yu

The roles automation and Al play for traditional sectors can alleviate the pressure of hiring and talent retention. In the future, companies will have more difficulties hiring production line operators, impacts caused by worker shortages from low-birth

maintaining operation quality, and limiting their operational capacity, as the workforce retires, and sectors due to poor working conditions.

Al can automate the process to lessen the

rates. For instance, normally, most companies would still be using handwritten orders, but in a smart younger talents are less likely to work in these factory, the process would be replaced by robotic process automation (RPA) with an identification system and using AI to create a master production schedule (MPS). The AOI process will follow this up to inspect products for quality control, followed by AGVs transporting the product for storage.

> As for the aging population, automation can resolve worker shortages and use AI to "learn" the process and technique from skilled, older, retiring workers. In Taiwan, there are automated solutions for operations such as plumbing/hardware cutting, metal heat treatment, and die development, to name a few. Other technologies like human-robot collaboration and exoskeletons are still in development but are highly regarded by the industry to resolve worker shortage issues in the traditional sector.

Find industrial parts in one go through "Taiwan **Industrial Suppliers**"

■Chao Ting-yu

The Economic Daily News (CENS)-published Taiwan Industrial Suppliers (TIS) is Taiwan's most comprehensive listing of industrial parts, components, and accessories suppliers.

Consisting of around 12,000 suppliers and manufacturers, buyers can source parts from the rubber, plastics, transportation equipment, electronic parts, machinery, hardware parts, medical equipment, molds, and metals industries.

Taiwanese suppliers are renowned for their flexibility in both manufacturing varied products and staying relevant on the global stage with their keen sense of industry trends. Whatever product you're looking for, or haven't found, be sure to look through TIS — these suppliers can deliver or work tirelessly with customers to make it happen.

TIS is an annual publication coming in an e-magazine format, which interested readers can look for online on CENS.com, or obtain the e-magazine digital file through the TIS USB by visiting the CENS booth at Passage Halle 3 Halle 11, Stand: P003.



Automation and digital transformation have crucial roles to play in traditional (Photo courtesy of CENS)



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Changhua plumbing suppliers show resiliency with smart manufacturing upgrades

■Chao Ting-yu

Boasting a membership of over two hundred suppliers, the Plumbing Association of Taiwan is based in the heart of the island's plumbing manufacturing hub, Changhua, housing the 50-plus years of plumbing industry history. This year, the association is actively counseling suppliers to undergo digital transformation and implement smart manufacturing into their production chains to improve resiliency.

The association is primarily focusing on servicing and counseling suppliers in the traditional plumbing sector through industry upgrades, which are especially important measures in light of the COVID-19 pandemic. Last year, local suppliers experienced a historic high of sales and orders streaming in, yet this year, similar to what many other industries around the world were witnessing, suppliers saw a downturn in performance. Showing the adaptability of Taiwanese SMEs, the association has counseled membership companies to carry out industry upgrades and technology transformation, such as implementing smart

manufacturing capabilities into its production chain.

The Plumbing Association of Taiwan has worked closely with top research institutes in Taiwan, such as the Metal Industries Research & Development Centre and Industrial Technology Research Institute, to assist suppliers' digital transformation and implement smart manufacturing capabilities, which Changhua's plumbing industry has much to benefit from. Suppliers in the industry work incredibly closely together, with each company focusing on one specific manufacturing know-how, enabling them to offer the highest quality without compromise. At present, with supply chain disruptions at the forefront of business owners' minds, Changhua's one-stop industry cluster can offer even faster lead times with upgraded technologies.

Taiwanese suppliers have observed that employing smart manufacturing capabilities will ensure that Changhua's plumbing industry not only improves production efficiency but also address talent retention issues that are sure to come in the coming years due to an aging working population and provide a better working environment for the next generation.



Plumbing Association of Taiwan President Chen Chi-fung (second from left) attends the signing of a MOU to foster collaboration between the plumbing and machine tools industries, and enhance high-level manufacturing capabilities.

rel manufacturing capabilities.
(Photo courtesy of the Plumbing Association of Taiwan)

Taiwan's fastener sector embraces digital transformation



Taiwan's fastener suppliers have been incorporating smart technologies into their production capabilities.

(Photo courtesy of CENS)

■Chao Ting-yu

In the past two years, global events like the Ukraine-Russian war have led to raw material shortages and further disrupted the already-fragile global supply chain. This backdrop has cemented the determination of suppliers in the traditional industries based in southern Taiwan to embrace digital transformation trends. For instance, fastener suppliers based in Kangshan, Kaohsiung, Taiwan's fastener hub, eventually directed more resources into the aerospace industry to increase added value to their products.

One of the advantages of doing business with Taiwanese suppliers is the support from the public and private sectors. Events such as the "Digital Transformation $x \in SG$ upgrade

/ Smart Manufacturing Seminar and Matchmaking Event" showed such cross-sector collaboration efforts. The first event was hosted last year, assisting south-based suppliers in data collection with machinery, reporting inaccurate data and disconnection issues, sourcing product inspection services to replace labor shortages for technology companies, improving product manufacturing accuracy, and cutting costs. In this year's edition, experts were invited to be on-site to speak with interested suppliers one-on-one for counseling.

With enterprises facing increased labor demands, rising costs, and ESG sustainability requirements, traditional industries will require a blueprint under smart transformation to successfully export products that follow global standards.



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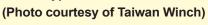
Procure quality and efficient electric hoists from Taiwan Winch

■Ralph Yang

Taiwan Winch Industrial Co., Ltd is a highly reputed manufacturer of various electric hoists. Based on the company's outstanding R&D capability and extensive experience, they have designed and manufactured the most comprehensive electric hoists for applications in construction, household, brick-and-mortar stores and factories. Taiwan Winch has a strong commitment to providing the best possible electric hoists for its customers. To that end, the company can maintain a higher level of quality and performance for each electric hoist.

recognized by customers in domestic and many countries in the world. One reason for the excellence of Taiwan Winch's products comes from their total dedication to technological

Taiwan Winch features electric hoists of various types.





research and development. Their R&D department not only develops new electric hoists with a close eye on market trends, but also aims to improve higher performance levels for existing product lines. The objective is to enhance each electric hoist from Taiwan Winch to provide the best possible performance and efficiency.

Insisting on quality has been a tradition at Taiwan Winch since the company was established. The company achieves this by employing a total quality control system to thoroughly control quality during each stage of the hoist manufacturing

Rigorous and comprehensive quality inspections are Taiwan Winch's electric hoist has been sold and conducted before shipment, which ensures each product from Taiwan Winch maintains quality and maximum



Magnetic tool expert Stand Tools releases new product for Japan and EU markets

■Ralph Yang

Stand Tools, based in Taichung, has cemented its role as Taiwan's top supplier of magnetic tools and digital torque wrenches through long-term investment in R&D capabilities and prioritizing the well-being of the company employees.

The company released new magnetic pick-up tools at the end of 2021, aimed for the Japanese and European markets due to their stringent standards for quality products. Compared to previous generations, the new line of magnetic pick-up tools is equipped with a new key feature - apart from picking up magnetic parts, dust or materials, users can now push the trigger to release the attracted items and allow them to fall to the ground after retrieval. This feature is especially handy for factory workers looking to maintain a clean working environment, as the new feature makes it easier and convenient to clear metallic dust from the factory floor or from machinery, or to pick up the dropped items.

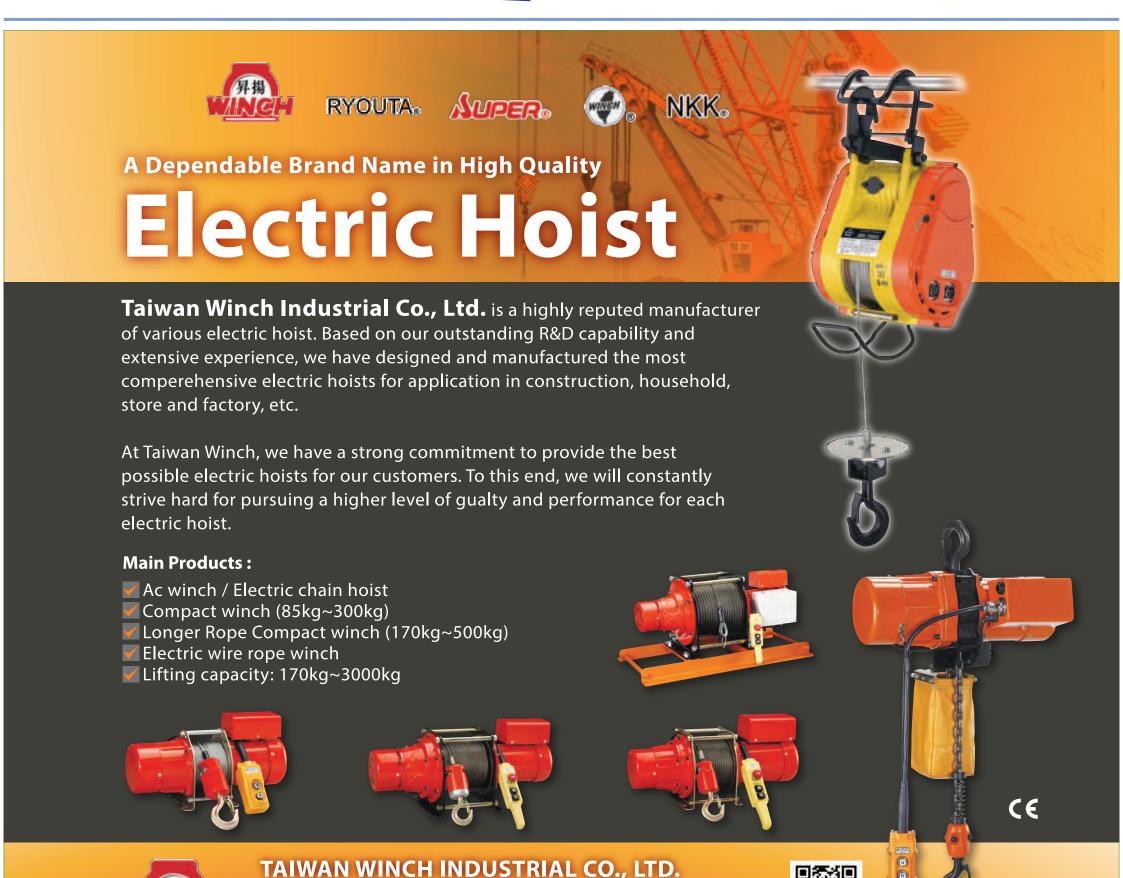
Stand Tools' willingness to push the envelope makes the firm stand out in the traditional industry with a vast range of different tools for customers to procure in a one-stop manner. The organized company sought to foster a better working

environment for its employees in the past two years since the COVID-19 pandemic broke out, such as forming departments that focus on bolstering employee physical and mental health. This is in line with Stand Tools' aim to keep up with global trends, especially upholding the "social" impact in ESG, a trend that has been gaining traction in

Stand Tools is offering new magnetic telescoping pick-up tools that can attract and release metallic dust and materials.

(Photo courtesy of Stand Tools)





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Tai Cheer heavy-duty ball-bearing drawer slides serves best fit for tool cabinets

■Kuo Fang-lin

Tai Cheer Industrial Co., Ltd. is a professional maker of varied ball-bearing drawer slides, ranging from light-duty, medium-duty and heavy-duty variants, with functionalities in four categories: soft-closing, lock in & out, self-closing, and Interlock (anti-tilt) system.

Drawer slides are primarily seen in household furniture, living room furniture, kitchen furniture, office furniture, tool kit trolleys, white-colored household appliances, seat slides, ATMs and medical equipment applications. These slides are also categorized according to its closed slide length, including 2-section, 3-section, full extension and 3/4 extension drawer slides, which are often found in drawers for furniture, computer desks and in kitchens. Tai Cheer offers customizable services for clients in need of varied sliders, including medium to heavyduty ball-bearing drawer slides that can hold up to a maximum

load weight of 500 pounds. Through designing quality products, clients can apply them to tool kit cabinets, industrial equipment, automobiles, machinery, computer casings, and housings, as well as large-scale logistics equipment.

Tai Cheer operates four manufacturing factories in Taiwan, located in Yunlin and Changhua counties and boasting a total of 7,000-ping in terms of factory size. To increase quality production volume, the firm has continually imported top-grade CNC equipment from Japan, expanding the current production scale to over 100 production chains. Also, Tai Cheer acquired ISO 9001:2018 and ISO 14001 certification, allowing the firm to offer stable, high-quality products, as well as on time delivery, cementing its reputation in the furniture manufacturing industry. Tai Cheer primarily handles orders like OEM, ODM, and OBM. (Website: https://www.proslide.com.tw/)



Fix anything with innovative pneumatic and electric tools from Jinn Chung

■Kuo Fang-lin

Jinn Chung is a manufacturer of pneumatic tools and electric tools with 25 years of experience. In Taiwan, Jinn Chung is considered as one of the top companies with the most comprehensive air screwdriver product line, offering domestic and international clients with a range of selections. The company offers high-quality, efficient, reliable solutions.

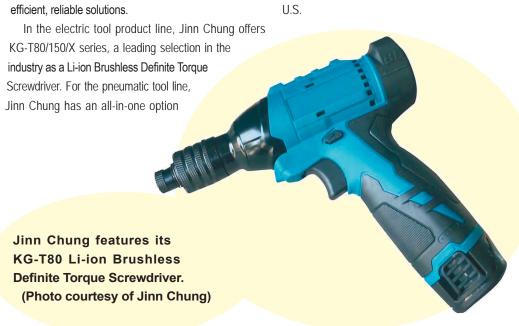
clockwise and counter-clockwise control technologies.

Other product lines include pneumatic screwdrivers.

KG-T80 features brushless motors, a lightweight

that does drilling, tapping, and threading, with instant

KG-T80 features brushless motors, a lightweight package at 0.7kg and LED lighting, low-noise, torque control between 3 to 43kg, fast, precise torque adjustment with top-notch torque control for metal, aluminum, wood, and plastics. It has acquired patents in Taiwan and the







ABA Locks, its quality, innovative, diverse, and secure locks offer a kind of peace of mind

■Dennis Hsiao

ABA UFO International designs and produces locks, with its primary focus on cam locks, key switch locks, various lock cylinders, computer security locks, intelligent terminal applications, storage cabinets, bicycle locks, security equipment, outdoor safety locks, sheet metal locks, and hardware parts.

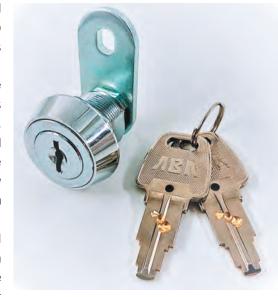
The company has over 80% of its lock products geared for exports, mainly to markets in the Americas and Europe. From innovating new structural designs through its pagoda locks; from innovative tubular lock designs, unconventional X-locks, lock cylinders with special specifications, high-security internal wave key locks, and pagoda wave key structure products, one can see that ABA Locks is dedicated to offering locks offering diverse functions and designs. The company places high value on ensuring these locks are secure through obtaining patents in Europe and the Americas.

To keep up with technological advancements, ABA Locks

now offers tubular security locks for computers and digital security locks for electronic cabinets. The company also offers an innovative product line that helps digital lock owners retrieve their passwords.

ABA Locks markets to international buyers under the "ABA" brand by offering various secure locks across diverse fields, from everyday consumer needs to finance, recreational activities, technology, transportation, office, and home equipment. With 40 years of history in the industry, the company has OEM/ODM services, metal injection, zinc alloy die casting, stamping, plastic injection, lathe, and metal injection mold (MIM) services to meet all kinds of locking needs.

ABA Locks is also integrating the upstream and downstream industry chain, fostering collaborations with industry and cross-industry suppliers. These efforts are carried out to serve beyond clients' needs. With a better capability and the sincerity to learn from global elite enterprises, ABA Locks aims to move forward step by step towards ESG trends.



ABA Locks High Security Pagoda Cylinder features secure dual pagoda and dimple

systems, with the housing and barrel in brass alloy. (Photo courtesy of ABA Locks)

high temperature oxidation resistance, and high heat dissipation. Technologies like gravity casting with metal mold alloy materials and fusion casting, and 3D printed sandcasted mold and ceramic molds were combined to create a seamless, one piece metal mold for plumbing, restroom accessories and casting parts.

The end goal is to integrate the R&D capabilities with the industry and set up a certification model to enhance cooperation between sectors by setting up a platform. MIRDC believes this will allow the industry to upgrade the industrialized domestic high-end material production efficiency and the platform will serve to aggregate trial production and certification of casting metal molds.



OEM/ODM



MIRDC teams up with plumbing sector to instill smart manufacturing tech

■Chao Ting-yu

Cross-industry collaborations are considered crucial for traditional sectors like plumbing. Metal Industries Research and Development Centre (MIRDC) believes the way forward for an advanced, smart plumbing sector, is to incorporate smart manufacturing, future-proofing the sector and ensuring quality products for buyers.

Under the Economic Ministry-led initiative to upgrade the plumbing industry's production of advanced, metal die castings, the plumbing industry is set to engage in cross-

industry collaboration with the machine tools sector's precision machinery, leveraging ICT resources, and create a smart die casting demo production chain. It will be equipped with IoT equipment and visualization technologies for production management, and pave the way for suppliers to collect data and enforce remote monitoring.

MIRDC has assisted the plumbing industry in developing several technologies. One of them is the development of gravity casting metal molds used against market trends like high-mix, low-volume demands. Three mold specs were created, with features like thermal cracking resistance,



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Changhua metal product suppliers welcome global buyers

■Chao Ting- vu

The Chang Hua Importers & Exporters Chamber of Commerce (CHIEC) and Changhua County Industrial Association (CHCIA) have teamed up to help the local Changhua small-and-medium enterprises expand their trading business across borders, especially in such a competitive global market. Both associations are actively seeking ways to assist Changhua SMEs to undergo company transformation and implement innovative methods to allow these suppliers to connect and network with international buyers.

As a result, both CHIEC and CHCIA have formed delegations of membership companies to attend EUROBIKE, Automechanika Frankfurt, and to promote and feature quality suppliers and their products at the International Hardware Fair Cologne (IHF).

Changhua County is uniquely positioned to offer potential business opportunities at IHF. According to statistics compiled by Taiwan's Economic Ministry, Changhua

County is ranked third in Taiwan with the most metallic related product manufacturing companies based within the jurisdiction. CHCIA believes that attending trade shows continues to be the best method to promote Changhua' quality suppliers, and hopes to use this opportunity at IHF to market the local, quality hardware, hand tools, and automotive parts to global buyers.

Both CHIEC and CHICA are led by active industry leaders, which gives them an advantage in terms of being abreast of industry trends: CHIEC President and owner of Taiwan Formaweb Company Wu Chin-li – which makes nylon, polyester, and PP materials for a variety of industrial slings - and CHCIA President and Cub Elecparts Chairman Yu San-chuan – maker of TPMS tire pressure monitoring systems and ADAS. Fully supported by membership suppliers, both Wu and Yu have been active proponents in promoting association resources. Together, there are over 3,500 members in total, spanning across eight industries: metal products, automotive and auto parts, bicycles and other transportation tools, rubber

💇 🍳 Key Industry of Changhua County

- 1. Fabricated Metal Products Manufacturing.
- 2. Motor Vehicles and Parts Manufacturing.
- 3. Bicycles and Transportation Instruments Manufacturing.
- 4. Rubber Products Manufacturing.
- 5. Plastic Products Manufacturing.
- 6. Machinery and Equipment Manufacturing.
- 7. Textiles Mills.
- 8. Food Manufacturing.



The CHICA and CHIEC are active in supporting the industries in Changhua. (Photo courtesy of CHCIA)

products, plastic products, machinery equipment, textiles

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 certificated, the company will continue to adopt specialized technologies and advanced equipment to deliver all round services.

Through professional R&D and production ability, Samsopro is capable of designing and manufacturing highquality products that meet customer needs, allowing them more convenience and enjoying 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, tool box 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 prove the utmost safety for the employees and working



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)



CHANGHUA IMPORTERS& EXPORTERS CHAMBER OF COMMERCE





- Integrated Industrial Supply Chains
- 3,500 members of Manufacturers
- 6 Industry zone Location



† Taiwan Hardware Show



† AAPEX Show



† To assist manufactures to expand their market



↑ Vocational Training





Changhua County Industrial Association 🥨

