



Falcon Fastener-

The Strongest Support to Diverse Customers' Demands



changes, all made it treated by buyers from advanced markets with increased reliance and continuous order placements. A leading German distributor with which it has been collaborating for years even contacted Falcon last year to supply urgent order which was delayed by other suppliers, fully showing the fact that Falcon's strength of solving problems quickly has been deeply recognized by overseas customers.

“The Covid pandemic caused significant influences on our lives, ways of consumption. Falcon keeps high sensitivity to observe industrial supply-demand, sea freight costs, exchange rates and our own capital utilization. We frequently discussed with customers and hope to reduce the impact to the lowest. For example, since Falcon was aware of the raw

Specialized in customized and non-standard screws as well as the supply of standard items like tri-lobular screws, self-tapping screws, self-drilling screws, machine screws, SEMS screws, roofing screws, collated screws, concrete screws, micro screws, security screws, and bimetal screws, Falcon Fastener, with 14 years of company history, has not only been good at offering specialized and diverse products, but also has a wide knowledge of relevant standards and regulations of Europe, America, Japan, and many other advanced markets. Falcon's business not limited in its own factory. Due to its familiarity with the operation of Taiwanese industrial chain, it has established close collaboration with many domestic excellent associate factories since very early times. Through flexible deployment and collaboration between its self-owned factory and associate factories, Falcon Fastener is fully capable of satisfying various customers' demands for products and can also greatly expand the product range it can offer.

“Such flexibility allows us to present the strengths of Taiwan fastener industry perfectly to customers.” said Falcon General Manager Eric Chiu.

High Sensitivity to Help Buyers Adapt to Market Changes

Falcon Fastener has continuously made progress and breakthrough in operation since its inception in 2008. Even though the pandemic last year continued to pose challenges, it still reported a growth of up to 60%. Falcon's strict quality control mechanism, competitive prices, and what's more important, the ability to flexibly and quickly react to market

material shortage problems, we informed customers to review safety stock and place annual order as earlier as they could. Therefore, both of us pass through the challenge when the lead time extends from 2-3 months to 6-9 months. For another case, in the hard time of vessel capacity, it's difficult to find shipping space even if the consignee was willing to pay sky-high ocean freight. Falcon actively looked for container space for customer choice. We don't have to do that in FOB terms, but we always try to do everything we can do to make our customer happy.” Chiu added.

According to relevant data, the growth margin of Taiwan's fastener export in 2021 reached around 35% and the demand of the global fastener market continues to exceed its supply. It is expected that such a high growth margin could be continuously maintained this year. As one of the models of quality service in the fastener market, Chiu added, “Falcon's well-trained team will keep our deployment and hope that in the post-pandemic era and after considering the balance between the supply and the demand we can utilize the increased capacity and operating capital to the most proper level and always put customers' demands in our priority list.”



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