



***Strength is the Greatest Asset for Success
Amid Market Downturn***

Resolute Industry-Government Collaboration at Fastener Shows

TIFI and Taiwan CSC held the final year-end production & sales networking event for the fastener industry on Dec./05 2025 at the Taiwan CSC Headquarters in Kaohsiung. TIFI Chairman Yung-Yu Tsai and Vice Chairman Simon Lin, along with Taiwan CSC Vice President of Sales Tung-Chieh Chuang and Sales Department Director Po-Han Chen, were present to discuss current domestic and international industry conditions and shared positive developments for enhancing competitiveness and expanding future international marketing amid the current market downturn with over 100 fastener industry representatives.

Signs of Market Recovery are Emerging; Businesses Should Seize the Opportunity

Chairman Yung-Yu Tsai stated that 2025 has been the most challenging year for Taiwanese fastener industry, but he believes this is not necessarily a bad thing, as such competition will enable the industry to build greater resilience to tackle market challenges. He emphasized that business owners have no time for lamentation and they must adjust their mindset to steer companies toward positive growth. Over the past few years, as Chinese and Vietnamese competitors vied for market share and rivals from India and elsewhere pressed closer, some domestic Taiwanese factories indeed succumbed to the pressure and closed down.

However, those who have survived must now seize the moment to assess whether their production, delivery, and overall capabilities are sufficient to meet future market order demands. "Don't wait until the Russia-Ukraine War truly concludes to realize your delivery lead times have stretched beyond a year!"

Taiwan CSC reps noted that external pressures this year including U.S. reciprocal tariffs, steel & aluminum duties pursuant to Section 232, and the sharp short-term appreciation of New Taiwan Dollar (NTD) have sent shockwaves through the industry, with occasional reports of poor order intake and factory closures. Not only have tariff issues caused customer orders to freeze and shrink, but profits generated earlier in 2025 from overseas customers shifting orders have also been eroded by the rapid NTD appreciation. Although the fastener market has been sluggish for 3 years, *signs of urgent orders showing gradual*



replenishments in the market are now visible. Pressure from the NTD appreciation is also easing. Additionally, the Bank of Japan's potential consideration of yen appreciation could boost the competitiveness of Taiwanese exports. A market turnaround and recovery can be anticipated in the future. Taiwanese downstream steel-related industries possess strong management capabilities and sufficient competitiveness, just awaiting the right timing to flourish. It is believed that as long as the Russia-Ukraine War and Middle East conflicts could be resolved swiftly, and the international situation could stabilize 2026, the performance of the steel market and related industries should improve progressively.

Next 2 Years are Critical for Taiwanese Firms to Soar High



Speaking of the widespread lamentations of the market, where companies are desperately waiting for orders, Chairman Tsai emphasized, "Market crises are no excuse. The real problem lies in lacking self-confidence!" He believes that making profits during good times is expected, but demonstrating resilience during downturns is what truly reflects the strength of Taiwanese industries. At this stage, companies should not focus on fiercely competing for orders. Looking at factories in the US, Japan, the UK, and Germany, they also face market challenges yet thrive. How dire could the crisis be for Taiwanese factories? Instead, this wave of challenges should be seized as an opportunity to thoroughly refine and strengthen corporate fundamentals.

Chairman Tsai also announced plans to expand marketing efforts for Taiwanese fastener industry at the Taiwan International Fastener Show in April 2026 and the IFE in October 2026. He encouraged companies to abandon the practice of undercutting prices to capture market share, urging them instead to collectively showcase at int'l exhibitions how Taiwanese superior fastener enterprises are advancing with the times, which involves demonstrating their robust capabilities in carbon reduction and environmental protection, highlighting their close integration with global corporations, etc. Chairman Tsai stated that TIFI's stands at the Taiwan

International Fastener Show 2026 will be even bigger. TIFI will also select 4 companies for enhancing their promotion.

At the IFE, the number of stands booked by TIFI will also expand to 12 booths, and TIFI will exclusively select 8 companies to feature their fasteners for more brand awareness. Specially arranged staff will be on-site to provide introductions. TIFI's stands at both shows will also allow non-exhibiting companies to apply for catalog placement.

Companies may directly register to engage with clients through assistance from TAITRA personnel. Additionally, the Metal Industries Research & Development Centre (MIRDC) team will be present to offer technical consultations.

Additionally, in response to China's market expansion, TIFI is actively coordinating with MIRDC to share resources and guide Taiwanese manufacturers in developing high-value products like SEMS screws to expand into the U.S. market. Chairman Tsai emphasized that *with the U.S. actively promoting manufacturing reshoring, the next two years present the optimal timing for Taiwanese fastener industry to gain more market share.* Companies must seize this opportunity to consolidate their market positions. Particularly as *Taiwanese government has offered various resources available for application*, businesses should leverage these resources to enhance competitiveness through initiatives like energy saving, carbon reduction, and advanced equipment upgrades.





Chairman Tsai: I Believe that Taiwan CSC Possesses the Wisdom to Determine the Optimal Pricing that Preserves the Viability of the Industry.

Regarding the wire rod & coil pricing for Q1 2026, which is the primary concern for industry players in attendance, Chairman Tsai stated that Taiwan CSC holds significant influence among global steel mills and possesses a far clearer understanding of global steel market trends than any individual company. Based on past experience, if CSC reduced its price, Chinese steel mills would follow suit. *Given that some Chinese screw prices in the market are already as low as Taiwan CSC's wire rod quotations, Taiwan CSC should have the wisdom to set optimal pricing that allows long-term supporters to sustain their operational momentum.*

Taiwan CSC reps stated that they understand many manufacturers continue to enhance competitiveness and create more favorable conditions by refining personnel training and upgrading/maintaining equipment. Taiwan CSC is also striving toward equipment renewal and material development, with more tangible results expected by 2026. Although current market signals remain mixed, China's wire rod trends remain a key influencing factor. However, positive developments are increasingly prevalent, including sustained inventory reduction and the emergence of urgent orders in the market. Should the Russia-Ukraine War conclude, raw material supply and demand begin to balance, and Taiwan-U.S. tariff negotiations yield clearer positive outcomes, the industry should witness improved prospects. ■

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