

# Rise of Integrated Fastener Service Provider Industry Building Hardware Co., Ltd. (IBH)



More about IBH

## Product R&D and Customization Reducing Costs and Improving Profits for Clients

IBH hired an R&D consultant who customizes and develops small screws, nuts, stamped parts and automotive parts to improve added values of products to satisfy clients of different levels and industries. As a member of Taiwan Soka Association, “Our ultimate goal is to become a leader of the industry that creates a supply chain alliance with our suppliers and clients which seeks mutual growth. We hope from very deep in our heart to help our clients create profits and achieve business growth. We also seek to create business opportunities with our suppliers and fulfill SOKA’s purpose to deliver blessings and happiness for everyone.

IBH values trust and flexible communication. It is a genuine Taiwanese service provider knowing the bolts and nuts of local fastener supply chain. “In this globalized market and the Internet era, we’ve come to realize that corporations of ‘a singular product or trade’ can no longer survive, so we opt for an all-in-one integration, namely the concept of ‘Company of One.’” In addition to Southeast Asia, India, Africa and other emerging markets, IBH’s products are sold to the U.S., Europe and other developed countries. Furthermore, orders from India have swarmed in IBH this year. IBH knows where to find the products that clients need most. If they choose IBH for their initial investment, they can expect multiple efficacy to come up later. ■

## 整合型扣件服務提供商強棒崛起 和驛國際有限公司

by Dean Tseng, *Fastener World*

### Perfect Dual Specialties: Manufacturing & Trading

IBH started off as a small screw processing plant. To kick off overseas sales, President Martin Tsai founded IBH in 2016. Martin used to work for Yieh United Steel Corp and has more than a decade of experience in steel production. Rita Su, another corporate pillar for IBH, entered the fastener industry since 2000. She used to work for foreign companies as their purchasing representative in Taiwan for 6 years and helped them double their purchase volumes in Taiwan, which is why she knows all fastener purchase demands and quality requirements. With dual specialties in both fastener manufacturing and trading, IBH has become an impeccable manufacturer and international trader.

### Professional Consultant Offering Integrated Service

Besides various fasteners, IBH offers fastener manufacturing machines, measuring/inspection equipment, gages, wrenches, dies, and punches. Martin says he has formed a strategic alliance with 30 suppliers, so he can provide diverse products mentioned above and provide surface treatment (electroplating, coating) as well as packaging. All processes from material handling, forming, processing, shipment to logistics are handled by IBH. Rita says she follows a strict set of standards, utilizing her specialty in purchasing to audit suppliers’ certificates, manufacturing equipment and quality.

“We have personnel on 24-hour standby through online instant messaging, so without stepping out of your front door, you can have access to IBH’s service. We also provide turnkey projects for clients to customize the production line they want to purchase, and organize the layout of equipment for them. We even headed to Africa and assembled testing equipment for our clients at the beginning of this year.” Providing one-stop integrated service, IBH is a consultant of fasteners and related products for global customers.

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