

FASTENMAN

Trustable Fastener Solution

Shanghai Fastenman Metal Product Full-range Stainless Steel Fastener Specialist with 30,000 SKUs

Established in 2003 as a professional stainless steel fastener total solution provider, the headquarters of Shanghai Fastenman runs business on three core pillars—manufacturing, trading and warehousing/distribution. With more than 90 employees and an annual turnover of over US\$30 million, their customers are located in Europe, South America, the Middle East and Australia.

Three Specialties to Open up Fastener Routes

Shanghai Fastenman has three main specialties. First, for customers in the wholesale distribution pipeline, **they provide a wide range of product items (30,000 SKUs), over 6,000 tons of in-stock inventory, and customized packaging** to achieve "full-range, fast, and excellent" supply. Then, in addition to general stainless steel fasteners, **their products also cover a full range of Solar Photovoltaic (PV) components**, including PV brackets, PV hooks, PV hanger bolts, PV hammer bolts, hexagonal and socket hexagonal bolts and nuts, and Bi-metal self-drilling screws.

Last but not least, **they have a clear advantage in stainless steel special material fasteners, keeping sufficient stock of duplex stainless steel, high temperature alloy steel, corrosion resistant alloy steel, high strength alloy steel and so on all year round.** Their products are widely used in the fields of petrochemical, shipbuilding, pressure pipeline vessel, power and energy, aviation and aerospace, and civil nuclear

power. These three characteristics enable their products to cover diverse markets both at home and abroad.

They have specialized laboratory equipment and a quality inspection team, equipped with optical analysis instruments, tensile testers, hardness testers, salt spray testers, fatigue testers, metallographic analyzers, drilling speed testers, etc. which carry out inspection according to ISO and GB standards. They can provide customers with one-stop services ranging from product development to manufacturing, surface treatment, optical sorting, finished product inspection, and OEM packaging.

Expanding Overseas Solar Photovoltaic Market Share

In the midst of the European energy crisis and the trend toward carbon neutrality, they see a relatively stable demand in the PV market. Since hanger bolts and hooks are key accessories to connect overseas PV panels and roof bases, they are selling PV fasteners and accessories to Germany, Italy, Brazil, Poland, Hungary and other countries.

15% Sales Increase In 2023

In 2023, they have arranged to participate in 5 overseas exhibitions and customers visit. The main purpose is to know market changes at a close distance and provide better services to meet the market demand. This way they will secure over 15% sales growth in 2023 and maintain a high service level as an excellent supplier in the stainless steel fastener industry. ■

