

J. T. FASTENERS SUPPLY

Seeks Opportunities for Customized Products with Europe

PPAP and 25 ppm Quality Guarantee

A renowned Taiwanese fastener manufacturer, supplier and exporter, J. T. has over 25 years of experience in hardware components and fasteners, continuing to upgrade products to meet international standards. They provide automotive rivet nuts, stamped parts and customized fasteners. “We have a quality lab and optical sorting machines to guarantee meeting PPAP requirements and 25 ppm quality. After optical sorting, our products go straight to our packaging machines which eliminates mixing up materials to meet automotive requirements. We build one-stop shopping service to meet customers’ diverse needs and simplify the procurement process. By cooperating with us, save the time and cost,” said J. T.

High Interest in Central and Eastern European Customers

J. T. deploys sales across the whole world. The largest proportion goes to the U.S. and Europe and Europe represents 30% of total sales. “We are strongly inclined to expanding potential clients in central and eastern Europe. We see fasteners as the largest market in automotive and there is an increasing demand for these fasteners. That’s what draws us to Europe. We’re also excited to work with industry-leading German companies, the information and technical knowledge are the latest topics,” said J. T. They have acquired ISO9001:2015 and D-U-N-S certificates and are in preparations for TS16949 certification. We set the target clients and hope to tap into the Tier-1 supply chain through them and build a close relationship at fastener shows anywhere around the world.

Discuss Design and Produce Satisfactory Products with Customers

They had met a client asking for a change in product design for improved functionality. J. T. evaluated the request and found problems that could lead to a flawed product, which was brought into discussion with the client and they came up with a new product drawing that solved the problems. In another case, an automotive client provided a drawing that was much different from the samples made by the original supplier. They figured out a way to make both ways work in the final drawing and the client was happy to go for a long-term relationship with them.

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About the Vision and Arrangement for European Market



Given the world’s manufacturing having stricken by the virus, Russia/ Ukraine war and inflation, J. T. doesn’t quite see a vibrant market environment coming back anytime soon, but they do hope to see purchase orders keep coming. “Taiwanese fasteners are shifting towards high-end products for automobiles, aerospace and medical industries. Entering these industries is a greater challenge but once the clients have chosen you, they become your loyal partners.”

Next Step of the Way: Plant Expansion and New Equipment

With roots in Taiwan, J. T. utilizes the competitive edge of Taiwan-quality and reputation. They have observed many automakers roll out new designs tailored to global awareness in environment protection and air pollution prevention. For that reason, they are looking to expand reach in Europe in 2023 and develop customized automotive fasteners with clients. On top of that is their plan to expand their plant and add new equipment to allow for more business opportunities.

