

China Fastener Information Series

Three China fastener manufacturer bases: Yongnian area, Haiyan area and Wenzhou area



Fasteners, commonly known as screws and nuts, are basic parts of machinery, ranging from space shuttles, automobiles and mechanical equipment to tables, chairs and benches. It is reported that at present, there are nearly 10000 fastener production and trade enterprises in China, with more than 1 million employees, making a high contribution to employment. China carbon steel fasteners are mainly used in automobile industry, electronic products, electronic equipment, mechanical equipment, construction, etc. From the perspective of national production areas, the fastener industry in Yongnian area, Wenzhou area and Haiyan area has the largest scale and characteristics.



1. Yongnian area, Heilong Province

Overview: after more than 30 years of development, Yongnian has more than 2300 production enterprises, gradually forming an industrial cluster and a huge market network. At present, 87 enterprises in the county have passed the ISO: 2000 international quality system certification. Last year, the investment in updating equipment exceeded 200 million RMB. The annual output of fasteners was 2.47 million tons and the sales volume was 17.3 billion RMB, accounting for 40% of the national market share. Recently, China and Germany high-end

fasteners with an investment of 400 million RMB, China Fastener World with a total investment of 380 million RMB and high-strength fastener base projects with a total investment of 10.7 billion RMB have been introduced. The project ends the long-term dependence of China's high-end fastener products in this field on imports.

Advantages: the sales volume accounts for nearly half of the national market share, forming a good regional advantage. In addition, the local government has relatively more supporting policies for the fastener industry every year.

Disadvantages: in such a large industrial scale, the industrial structure is lack of leaders, the product competitiveness is not so strong, and there is a lack of alliance among enterprises, so there is no "voice" in the price determination of raw material purchase and product sales.



2. Haiyan area, Zhejiang Province

There are more than 700 standard fastener manufacturers in Haiyan County, mainly producing about 14000 kinds of series fastener products such as general standard fasteners, screw rods, nuts, screws and high-strength long rod bolts. In 2006, the output of standard fasteners in the county exceeded 1 million tons, accounting for about 22% of the total economy of the county, and the sales revenue was 4 billion RMB. Among them, the export is 70%, and the self-operated export is nearly 200 million US dollars, of which the export volume of nuts accounts for 50% of that of Zhejiang Province, and the output and export volume of long screws rank first in China.

Advantages: leading enterprises gather. At present, Jinyi industry, a leader of China fastener manufacturer, is located in Haiyan, Zhejiang Province. Leading enterprises often play a good leading role. It can drive the rapid development of small and medium-sized fastener enterprises. In addition, the supporting public service platforms related to the fastener industry are relatively perfect. The national fastener professional market, national fastener testing center and fastener surface treatment center have formed a relatively complete industrial chain from raw material supply, product production to equipment manufacturing.

Disadvantages: quality inspection reports from different areas of the country show that Haiyan fastener enterprises are exposed more frequently due to problems such as unqualified quality.

In addition, most enterprises rely on foreign trade for orders, and the market structure is too single. If the overseas economic situation is poor, the Haiyan fastener industry base will also be affected the most.

3. Wenzhou area, Zhejiang Province

Wenzhou fastener industry started in the 1970s and has experienced nearly 30 years of development. There are more than 3000 fasteners and upstream and downstream related enterprises in Wenzhou. A considerable number of enterprises still exist in the form of family workshops. In addition, there are about 10000 operating households distributed all over the country. It has developed rapidly in recent years. The annual output reaches more than 1 million tons, and the annual output value is about 10 billion RMB, accounting for about 30% of the national market share.

Disadvantages: in recent years, the land price in Wenzhou has soared. For enterprises with high pollution and high energy consumption such as the fastener industry, the government's attention and support are relatively weak. Many fastener enterprises are forced to move out, and the number of fastener enterprises in Wenzhou has also decreased sharply.

Advantages: Wenzhou fastener industry started earlier among the three industrial bases. Years of accumulation and a series of difficulties encountered in recent years have made Wenzhou fastener enterprises aware of the importance of brand and image. In recent years, the external image of Wenzhou fastener enterprises has maintained a good situation.

Conclusion: looking at the three China fastener industry bases, they have different advantages and disadvantages. It is precisely because of the fastener industries with their own characteristics in the three places that the current tripartite pattern of China's fastener industry has been created.

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