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Author Chih-Wei MA
Author's Email Address No Public.
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Abstract
Global fastener market will reach to US$ 55 billions in 2010, and Taiwanese fastener trading plays a vital role in the global supply chain for fastener manufacturing. Since 1984, Taiwanese fastener industries became number 1 of the world, the value of Taiwanese fastener industries will exceed NT$ 100 billions. Exportation occupies 75% of Taiwanese fastener industries value, all over the world, including MRO, OEM and construction, containing external thread, internal thread and threadless products.
This research establishes the frame of partnership, organization characteristic, and business performance and investigates the members of the 2 industrial institutions of Taiwanese fastener, Taiwan Industrial Fastener Institute and Taiwan Fastener Trading Association, in order to fully understand the related information of the industry.
The research discovers the organization scale, the internal management ability and the external technology skills are significantly positively contributing to the business performance, but the partnership are not significantly influencing the business performance among the fastener trading industry. North America and Europe are the largest market of fastener trading, to avoid the risk of single market area, each has aournd 30% share.
The research results suggest the fastener industries to enhance the core product proficiency and the internal management ability among the competition of other countries and magnitude business opportunity, so as to increase the competition ability and business performance. Also proposes 3 aspects: 1. when raw material price becomes stable, studying the partnerships and business performance on representative companies, 2. exploring the correlation of other organization characteristic and other business performance index, 3. transmission into OBM business model for higher value added, as the guide of further research of Taiwanese fastener trading industries.
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