

 TAIWAN INT'L BOAT SHOW

# news LETTER

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2016 TAIWAN INTERNATIONAL BOAT SHOW:

## Equipment & accessories

**High-quality marine products at affordable prices will be playing a dominant role at TIBS 2016, with more than 110 local exhibitors in attendance**

[www.boatshow.tw](http://www.boatshow.tw)

Kaohsiung Exhibition Center  
Horizon City Marina



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# Taiwan equipment in the spotlight as TIBS 2016 approaches



**Kaohsiung-based Aritex is Asia's biggest yacht hardware and accessories manufacturer**

**MORE THAN 110 LOCAL SUPPLIERS OF MARINE EQUIPMENT AND ACCESSORIES WILL BE UNVEILING THEIR LATEST INNOVATIONS AT THE 2ND TAIWAN INTERNATIONAL BOAT SHOW (TIBS) IN MARCH**

While Taiwan is rightly praised for its yacht-building excellence, one sector of the market that is often overlooked is the country's marine equipment and accessories firms – most of which work hand in hand with the nation's export-driven yards. According to *Showboats International's* 2016 Global Order Book, Taiwan is now the fourth largest builder of yachts over 24m in length with 74 projects on it books, and equipment firms are reaping the benefits of their success.

An estimated 300 Taiwanese companies supply their products to the nation's boatbuilders, producing everything from propulsion, navigation and communications equipment to high-quality deck hardware and related components. Those interested in sourcing the latest innovations in affordably priced marine equipment should therefore not miss the second edition of the Taiwan International Boat Show (TIBS), which is returning to the Kaohsiung Exhibition Centre this year from March 10-13.

More than 110 local equipment suppliers will be exhibiting there – among them, Kaohsiung-based Aritex,

Asia's biggest yacht hardware and accessories manufacturer, which will be taking a large booth to display its stainless steel anchors, stairs and railings. Man Ship Machinery & Hardware, also based in Kaohsiung, will be showing a saloon door, deck hatch

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**Everyone expects TIBS 2016 to help them find good business opportunities**  
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and several portlights, while Himan Tech Diesel will have a range of MAN diesel engines on display.

Having built a solid and trusted relationship with Taiwanese clients, local firms are growing in confidence and are intensifying their efforts to reach new markets, particularly to non-traditional destinations. TIBS 2016 will undoubtedly help to achieve this goal, raising Taiwan's international

profile and exposing the country's manufacturing prowess to the world.

“We are the main propeller supplier for 30 of the 35 shipyards in Taiwan, and the business relationship we have with these companies is very stable,” says Peter Chen, marketing manager at returning exhibitor Hung Shen Propeller. The company, which is located in Ping Tung Hsien, just south of Kaohsiung, will be using the show as a platform to target more overseas buyers. “Everyone expects TIBS 2016 to help them find good business opportunities,” he says.

Other confirmed exhibitors at TIBS include Hsiu Chiang Enterprise, a supplier of engine starters and related equipment, and Yamamotor, a major exporter of outboard and inboard spare parts. Local propeller manufacturers Grand Propeller and Solas Engineering will also be there.

Following on from the success of the inaugural edition in 2014, TIBS is quickly establishing a reputation as a ‘must-see event’ for the region. Boatbuilders looking to reduce costs when sourcing new product should not miss this year's show. 

# Aritex takes centre stage at TIBS

Aritex will be taking a prominent position in the Kaohsiung Exhibition Centre this year as part of the 2nd Taiwan International Boat Show (TIBS) in March. Once again, Asia's biggest yacht hardware and accessories manufacturer has booked a large booth at the venue to display its stainless steel anchors, mooring posts, railings and other specialist products in an attempt to reach new clients both at home and abroad.


Kaohsiung-based Aritex continued to invest heavily in R&D throughout the crisis, helping to boost production in 2015 by over 30%. The company is a major supplier of bespoke equipment to some of the world's top superyacht yards – among them, Christensen, Palmer Johnson, Trinity and Derektor in the US, Royal Huisman and Feadship in the Netherlands, and Germany's Nobiskrug. It is also the only Asian supplier for Lürssen, with whom it has worked for the past 10 years.

Closer to home, Aritex works closely with Taiwanese yards such as



**Investment in R&D helped Aritex boost production by 30% in 2015**

Horizon, Ocean Alexander and Kha Shing Enterprise. In 2014, the company entered into a strategic partnership with Horizon, Taiwan's biggest luxury yacht-builder, to provide custom equipment for the new Horizon City Marina in the port of Kaohsiung.

Located adjacent to the Kaohsiung Exhibition Centre, the 39-berth marina is the first private luxury marina in Taiwan and home to the on-water portion of TIBS, where specially designed Aritex dock cleats can be found on the pontoons. 

# Yamamoto widens product offering

Having recently turned its attention to the spare parts market for inboard engines, Yamamoto is returning to the Taiwan International Boat Show (TIBS) this year with an even greater selection of products. The company, which was founded in 1968 as a manufacturer of crankshafts for air compressors, lawn mowers, automobiles and other industries, established an outboard motor parts department in 1993 and, in 2014, announced its entry into the inboard spare parts market at the inaugural edition of TIBS.

"Generally speaking, the boat show in 2014 was better than I expected," says Ted Liao, owner of Yamamoto.

"In my opinion it was a good introduction to Taiwan's leisure marine market. We attended the show because we wanted to support the Taiwanese industry and we were also eager for more buyers to learn about Taiwan's high-quality products."

Yamamoto will be unveiling numerous items at TIBS this year,



**The Yamamoto portfolio includes more than 3,000 items**


including a selection of crankshafts, gaskets, pistons, connecting rods, bearings, propellers and more.

Like many Taiwanese equipment firms, Yamamoto offers a wide selection of products at affordable prices – all of which are built to international standards.

"The biggest difference between

Yamamoto and other exporters is that we represent over 200 manufacturers in Taiwan, Japan, Indonesia and Thailand, and that number continues to grow," says Liao. "We keep pushing ourselves to make high-quality products with speedy service, competitive pricing, and on-time delivery in order to build on our strong customer relationships."

Today Yamamoto is one of Taiwan's leading exporters of inboard and outboard spare parts, with more than 3,000 items in its collection. The company's main market is South and North America, as well as Africa where its products are frequently used in the fishing industry.

Going forward, says Liao, Yamamoto will strive to increase its presence in the Middle East. "We've built up our service network, providing customers with a fast shipping service that includes returns. In 2015 our sales continued to grow." 

**HSIU CHIANG TO SHOWCASE NEW HANDLE HYDRAULIC STEERING SYSTEM**

Hsiu Chiang Enterprise Co Ltd will be bringing its new Handle Hydraulic Steering System to Kaohsiung in March for the 2nd Taiwan International Boat Show (TIBS). Designed for outboard-powered boats up to 300hp with a maximum steering torque of 833Nm, the Raystar-branded system is expected to be a star attraction at this year's TIBS, which runs from March 10-13 at the Kaohsiung Exhibition Centre and adjacent Horizon City Marina.

Hsiu Chiang's Jason Hsu says that TIBS 2014 provided plenty of opportunities to exchange knowledge and ideas concerning the local market. "The show was amazing and we were very busy," he says. "A lot of customers from Taiwan visited our booth, and there was lots of discussion about the Taiwanese marine market in general.




**Raystar-branded steering system for outboard-powered boats**

Everyone was sharing information, which was really helpful for us."

Hsiu Chiang is one of Taiwan's leading manufacturers, suppliers and exporters of engine starters, hydraulic pumps, steering systems and related components for the marine and other industries under the Amosa and Raystar brands. The

is strong and the competition only makes us stronger."

Hsiu Chiang will be displaying a wide range of products at TIBS, including a hydraulic pump and motor, a tilt and trim system, engine starters and starter gears, and the new Handle Hydraulic Steering System. 

company has over 30 years of hands-on experience and has grown to become a leading supplier of high-quality OEM components at an affordable price.

"Taiwanese boaters often use our products," says Hsu. "Once they confirm our quality, it means we can satisfy customers from around the world. Taiwanese companies in general are doing their best to survive in a very competitive market, but our spirit

**SOLAS RETURNS TO KAOHSIUNG WITH TAKU COOKWARE AND CORE PROPELLER RANGE**

Best known for its stainless steel and aluminium propellers and impellers, Solas Science & Engineering is returning to the Kaohsiung Exhibition Centre this year to promote its TAKU range of cast-iron teapots and cookware - a collection that proved particularly popular amongst locals at the inaugural edition of TIBS in 2014. The portfolio includes collectable cast iron teapots, a soup pot, frying pan, wok and BBQ plate.

While many might be unaware of the benefits of cooking with cast iron (it releases divalent iron ions, Fe<sup>2+</sup>, that are absorbed by the body for vitality and health), less known, perhaps, is the fact that over 90% of the world's jetski propellers and 40% of all boat propellers are manufactured by Solas at its state-




**Cast-iron teapots are good for health**

of-the-art facilities in Taichung.

"The 1st Taiwan International Boat Show certainly lived up to my expectations," says YJ Lin, who founded the company in 1985. "There were lots of visitors, including many locals interested in our TAKU cast-iron teapots and cookware."

For those more interested in the company's core products, Solas will

be displaying a wide range of Solas-branded outboard propellers at TIBS 2016, along with some impellers and pumps specifically designed for personal watercraft. 



**A Solas-branded propeller**