

中東沙迦國際扣件展-
 小包裝扣件需求大，盼有台灣廠商在當地設廠

Fasteners World Middle East

Showing Great Demand for Pre-packed Fasteners, Buyers Hail Taiwanese Suppliers to Set up Local Factories

by Nai Wen Chang, Fastener World

The 4-day Fasteners World Middle East took place at Expo Centre Sharjah (dates: 01/14-01/17). The location of Sharjah has made it become one of the most important economic and transportation hub that connects the East with the West since the 20th Century. Sharjah represents 45% of the UAE's total industrial production value. Many exhibitors who saw the opportunities the 2020 World Expo may bring to manufacturing were also present at the exhibition this year.

According to Fastener World's correspondent on-site, a high percentage of visitors were metal processing plants or metal manufacturers, as well as traders and distributors. Many visitors told our correspondent that they hope Taiwanese fastener suppliers can set up factories or designate local sales agents in UAE, as what local users mostly request is "pre-packed fasteners," but unfortunately, local traders usually do not accept small-volume orders. As a result, if Taiwanese suppliers can set up their local factories in UAE, they will have more opportunities to directly contact local users who need pre-packed fasteners.

This largest fastener exhibition in the Middle East drew a lot of companies interested in the Middle East market in attendance. Many visitors coming to this exhibition told our correspondent, "Taiwanese suppliers can definitely take the lead in the Middle East market if they can provide the Arabian market with certain quantities of customized fasteners and shipments, and can be even preferred if they can have local factories or offices in UAE." Most of the product categories demanded in the Middle East are industrial fasteners and steel structure construction fasteners.



越南胡志明市汽配展- 滙達打前鋒為廠商試水溫

Automechanika Ho Chi Minh City 2019

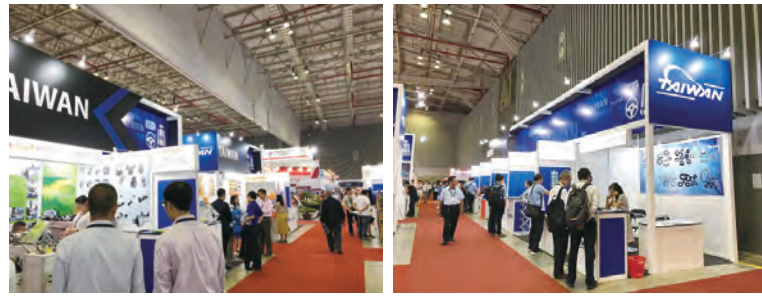
Fastener World Inc. Spearheads the Exploration of Business Opportunities in Vietnam

The annually held Automechanika Ho Chi Minh City took place February 28 at Saigon Exhibition and Convention Center, which was a 3-day event. On the 10,200 sqm exhibition zone, 359 exhibitors from 18 countries incl. China, Germany, S. Korea, Malaysia, Singapore, Taiwan, Thailand, UAE and Vietnam came to exhibit their latest parts & components, electronics & systems, accessories & customizing, repair & maintenance, alternative drive systems & digital solutions, etc.

The fair provides important opportunities for local businesses to connect, network, exchange business ideas and broker deals with some of the industry's most influential names. It also helps companies shape their business strategies and investment decisions when penetrating into Vietnam's automotive industry, and supports local firms entering overseas markets.

According to Fastener World's correspondent onsite, "With good expectations to the future development of the automotive industry in Vietnam, Fastener World was also present to disseminate its latest free magazines and explore business opportunities for fastener, hardware, hand tools and parts companies interested in penetrating into the local Vietnamese market. The 2019 trade fair also included 9 national pavilions (incl. China, Germany, S. Korea, Malaysia, the Middle East, Singapore, Taiwan, Thailand and Hong Kong), showing their new products or technologies to the local Vietnamese market. In addition, reps from fastener related companies (Nasalok, Bossard and Doerken, for example) were also present. A majority of visitors coming to the trade fair this year were local businesses, or branches set up by overseas leading companies. There were also visitors from Thailand, S. Korea, Japan, Myanmar and Cambodia.

According to the organizers, the next edition of Automechanika Ho Chi Minh City will take place March 5-7, 2020.





土耳其伊斯坦堡國際五金暨手工工具展—
土國內需強勁 與會廠商產業多元

Istanbul Hardware Fair

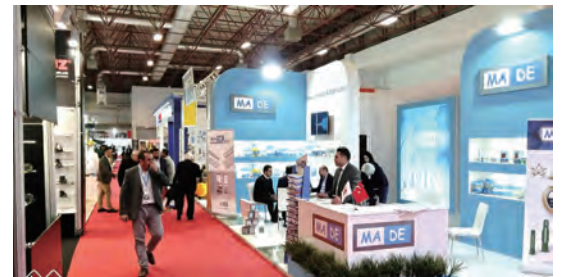
Robust Demand in Turkey & Various Exhibitors from Diverse Industries

by Nai-Wen Chang, Fastener World

Istanbul Hardware Fair took place March 14 to 17 in Istanbul which is full of business opportunities by neighboring the Middle East, Europe, and Africa. This Fair was also considered by buyers from Turkey and many neighboring European countries to be one of the most important hardware fairs in the world. The geographical advantage of Istanbul drew many manufacturers and buyers to the Fair to look for opportunities. Turkey has a population of above 80 million with a considerable domestic market and vibrant demand in the automotive components and construction industries. The forthcoming business opportunities are very promising.

The Fair was held in Hall 9 and Hall 10 of Istanbul Expo Center this year. A total of 153 exhibitors took part in this event, and 142 Turkish exhibitors made up the largest exhibitors group. Other exhibitors from around the world included those from Germany, India, Italy, the Netherlands, Taiwan, and China. China made up the largest overseas exhibitors group and Wiha from Germany was also present as one of the exhibitors. The Fair this year displayed hand tools, electric tools, gardening tools, DIY tools and accessories. Fastener exhibitors were relatively fewer and Sormat, a major fastener company in Turkey, appeared at the show as well.

Our correspondent reported that there were many small and medium traders at the Fair who traded various hardware and tools. An interviewee said he once visited Taiwan Hardware Show before and was very impressed with the quality and cost performance ratio of Taiwanese products. Most of the visitors to this Fair were local companies. Exhibitors were there for exchange of know-how and showcase of their latest products. The Fair was located where there is good public transport. The Fair was adjacent to the main traffic line and was only one stop away by subway from the airport.





印度最大扣件展 滙達助攻搶得先機

Review of Fastener Fair India 2019-

the Largest and Most Dedicated Trade Fair for Fasteners and Fixings in the Region

by Nai-Wen Chang, Fastener World

Fastener Fair India 2019 was held on April 25 to 26 at Bombay Exhibition Centre (Mumbai). This year most of the visitors were local Indian manufacturers and distributors and the Fair was also concurrently held with the other fairs for building materials and sheet metal with a deluge of incoming visitors. On the opening day lots of visitors came to Fastener World's stand to get some free copies of Fastener World publications and catalogues, showing the eagerness of local companies to seek more collaboration.

Brought by Fastener World, companies including Anchor Fasteners, Chite Enterprises, Chang Horng International, Chun Chan Tech, Chirek Fastener, Chien Tsai Machinery, Home Soon Enterprise, Homn Reen Enterprise, Hung Li (Hurmng Yieh) Machinery, King Yuan Dar Metal Enterprise, Sheng Kai Precision Industrial, Yeswin Machinery were also present as exhibitors at the Fair this year. Fastener World also had a stand to disseminate our latest magazines and CDs and tried our best to provide buyers visiting our stand with more detailed information of each of our supplier's products and increase the awareness of these brands.

Fastener Fair India always takes place in Mumbai in one year and in New Delhi in another year, bringing many business opportunities to companies interested in the large Indian market. Visitors are usually from various industry sectors, such as electronics products, energy & power generation, aerospace, automobiles, telecommunication, furniture and so on. India is one of the fast growing economies in the world and is now the world's 6th largest economy.

Mumbai, where the Fair took place this year, is the financial hub of India. It is located in the most industrialized State of India and it shares around 13% of the total industrial production value of India. Several worldly renowned car manufacturers (e.g., Piaggio, GE, Fiat India, M. Benz, Porsche, Jaguar, VW, Bajaj Auto, Force Motors, and Mahindra Navistar) also set up their own plants or made investment in the region, which are not far away from the exhibition centre, offering some opportunities to relevant fastener suppliers to connect their business with these potential customers.

The next edition of Fastener Fair India 2020 is slated to take place in New Delhi. Please stay connected to our website for more fair dates and relevant info.





歷史文化名城匯聚緊固件工業大廠-
寧波緊固件、彈簧及製造裝備展覽會

Fastener Giants Converging at Historical Hub City of China

Ningbo Fastener Spring and Manufacturing
Equipment Exhibition

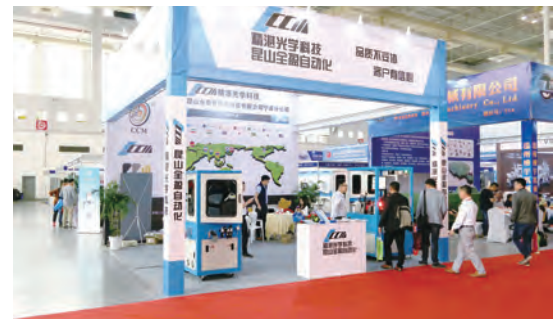
by Dean Tseng, Fastener World

A historical city of culture, Ningbo City has developed into one of the large industrial bases of China, and become an important manufacturing area of automotive components, dies, electric tools, hardware, stainless steel products, rail and transportation equipment, and fasteners. The market there has a large demand for fasteners and components.

After 15 previous shows, the 16th edition was held at Ningbo International Convention and Exhibition Center during April 25 and 27, 2019. The show exhibited standard fasteners, automotive fasteners, stamped parts, materials (steel and wire), fastener equipment, and inspection technology. The show correspondent for Fastener World Magazine said the venue comprised 3 halls and he saw Zhejiang Yeswin Machinery, Zhejiang Chien Tsai Machinery, Ching Chan Machinery and other renowned exhibitors at the show. The total count of exhibitors reached hundreds including 40 fastener-related companies, 10 of which were sorting machine companies. Almost all the exhibitors and visitors were local Chinese people.

Our correspondent handed out China Fastener World Magazines and other publication series for the large request of Chinese visitors who visited our booth. For those who sought opportunities of collaboration, our staff hooked them up with potential targets through Fastener World's self-developed B2B platform and bridged the trade of fasteners.

Following China's Project of Manufacturing 2025, two years ago Ningbo City set a milestone of having more than 7.5% increase of companies with revenues above RMB 20 million. The city has set a target to push the production value of the local critical components industry to RMB 130 billion within 2019 and make Ningbo a world-class manufacturing base of critical components.





泰國國際工業零組件展 台灣廠商征服「東方底特律」

Subcon 2019

Opened in “Detroit of the East- Thailand”

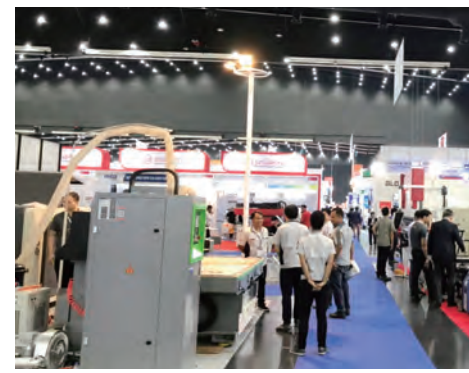
by Nai-Wen Chang, Fastener World

Subcon Thailand took place at BITEC in Bangkok. According to Fastener World's correspondent onsite, many visitors coming to our stand were looking for fastening products and automotive components. These visitors asking for Fastener World's latest publications were mostly from local Thailand, USA, Germany, Japan, China, India, etc.

Subcon Thailand 2019 was co-located with Intermach and mta Asia. Several Taiwanese companies had their stands in the three thematic areas. Taiwanese exhibitors included Tzong Ji Metals, Budstech, Special Rivets Corp, etc., which were present to demonstrate their excellent techniques. According to the organizer's statistics, around 400 high-quality manufacturers from 17 countries came to exhibit and around 25,000 potential buyers from automotive, aerospace, medical and robotics segments visited the show this year.

The statistics also reveal that more than 50% of the visitors coming to the show over the past years were buyers or business owners, and they were mostly from automotive (26%), mechanical processing (19%) and construction (17%) industries.

Thailand is the second largest economy in ASEAN and the automotive industry in the country is very well-developed. The Thai Government is also now actively pushing the introduction of Industry 4.0 into its manufacturing and is planning some relevant economic policies as well to boost the domestic demand, which is expected to further boost the demand of peripheral industries, too.





**2019上海國際緊固件工業博覽會
圓滿閉幕，明年精彩再會！**

IFS China 2019

a Successful Ending on June 13

International Fastener Show China (IFS China) was brought to a successful close in Shanghai World Expo Exhibition and Convention Center on June 13th this year. With an exhibition area of 42,000 square meters, there were breakthroughs of the scale and level for International Fastener Show China 2019 whose exhibition area was increased by 24% compared with that in 2018. IFS China gathered 725 renowned enterprises, attracting 36,080 visitors (including 4,212 overseas visitors from 53 countries and regions) in 2019. A great number of purchasers, dealers, traders, end users, manufacturers and other industrial peers to seek new opportunities. Well-known fastener enterprises appeared collectively and presented competitive technologies and products during the show. Equipment, wire, mold and consumables suppliers were located in Hall 2, while fasteners, standard fasteners and non-standard fasteners exhibitors were located in Hall 1.

IFS China 2019 boasted an active participation of overseas mainstream equipment manufacturers from South Korea, Netherlands, Italy, Japan, Germany, the United State and Taiwan, etc. The show built a bridge for Chinese and global fastener industry to communicate, cooperate and enhance exchanges and understanding, creating opportunities for fastener companies from home and abroad.

Mr. Olaf Daebler, Global Director of Industrial Supply, Research & Technology of Deutsche Messe AG said, "International Fastener Show China 2019 has seen a significant increase in both exhibition area and number of the exhibitors, reflecting a very high level of internationalization and great international influence".

The next edition of IFS will again take place June 22-24 in 2020 in Shanghai World Expo Exhibition and Convention Center with 4,2000 square meters and 800 exhibitors.



歐美與台灣大廠共襄盛舉-
墨西哥市螺絲展

Fastener Fair Mexico 2019

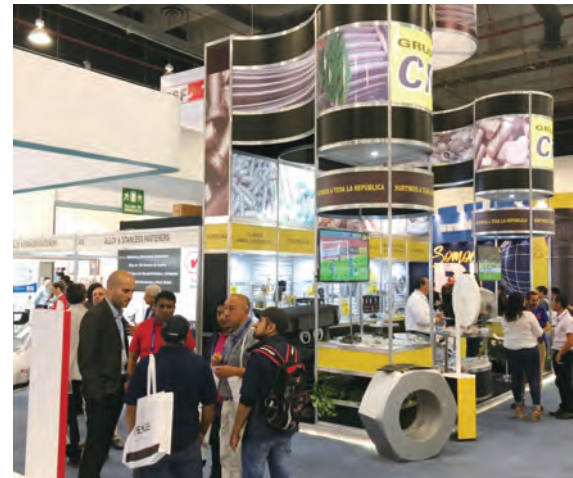
the Mexican Fastener Event Attended by American, European and Taiwanese Companies

by Dean Tseng, Fastener World

The 5th edition of Fastener Fair Mexico opened at World Trade Center Mexico City during June 19 to 20. The show had 104 local and overseas exhibitors from Mexico, the U.S., Taiwan, China, etc. The visitors to this show scattered evenly across the venue. They included the local Mexicans, the American businesspersons with local operations in Mexico, and the Guatemalan industry professionals. The visitors were mainly local Mexican importers and distributors, followed by manufacturers. Most of them were looking for industrial fasteners.

Taiwanese exhibitors included Chirek, Jern Yao, Uni-Protech, Ko Ying, Shyang Sheng, Easylink, Chien Tsai, Yeswin, Ony Co., and King Yuan Dar, some of which arranged for a visit to local Mexican clients after the show. The American and European exhibitors were major companies including Fastenal, Brighton-Best, Atotech, Accument, Bralo, Conventya, MacDermid, and Nylok. Chinese exhibitors included Hisener and Hunan Liangang Fasteners. While handing out magazines there, Fastener World utilized its own developed buyers/sellers exchange platform to find suited target of purchase for the show visitors.

The show organizer arranged 12 seminars and a VIP meeting program for exhibitors. An exhibitor welcome gala was also held in the evening of the first day with live bands amping up the atmosphere for exhibitors. This annual show is held alternately between Mexico City and Guadalajara. Follow the latest show updates on our official website for the next open dates in 2020 and location of this show!





韓國首爾金屬週 歡慶30週年

Korea Metal Week 2019

since 1989, 30-Year Anniversary

On a total of 21,546 square meters, Korea Metal Week 2019 was successfully held from June 19 (Wed.) to 21 (Fri.) at Hall 2-3, Exhibition Center 1, KINTEX in Goyang City, S. Korea.

With subtitle 'Advanced & Convergence Technology', Korea Metal Week 2019 attracted 350 exhibitors from 24 countries and over 13,000 visitors in the field of 14 categories. In this year, Control, Measurement and Automation applicable to Fastener industry was newly launched and exhibited.

14 Categories
Fastener & Wire
Tools
Tube & Pipe
Foundry & Die Casting
Fundamental Manufacturing Industry
Metal Surface Treatment & Painting
Composite
Press & Forging
Automobile & Machine Parts
3D Technology
Aluminum
Laser & Welding
Pump Technology
Control, Measurement and Automation

Concurrently, Foundation of Korea Automotive Parts Industry Promotion organized a seminar about quality certification of Hyundai-Kia Automobile and surface treatment technology for fastener & forging. Also, Korea Forging Cooperative and other exhibitors organized technical seminars about fastener design and quality maintenance development.

Specially, in celebration of 30-year anniversary, the organizer and Korea Federation of Fastener Industry Cooperatives co-organized a 30-year anniversary event on June 19 (Wed.) at the VIP Lounge. In this event, 9 members were honored with appreciation plaques and achievement plaques. Also, all the fastener businessmen enjoyed gala show and broadening networking one another.

Although Korea is not a big market in Asia, Korea Metal Week is the best marketing place to see the trend of the latest technologies in relevant industries. As the organizer provided exhibitors with the match-making service, the exhibitors & visitors' satisfaction is expected to be much higher than previous years.

Next year, Korea Metal Week 2020 will be held from June 17 (Wed.) to 20 (Sat.) at Exhibition Center 1, KINTEX in Goyang City, S. Korea. 

