

by Fastener World

# Exhibitions Review



## MACTECH 2019

### The Technology Transfer Event for Metal Forming, Machine and Hand Tools, Welding & Cutting Equipment to the Middle East & Africa

MACTECH- the 19th international exhibition for metal forming, machine and hand tools, welding & cutting equipment, took place in Egypt International Exhibition Center; during the period 13-16 November; 2019; as an event of great economic importance; providing unmatched opportunities for producers, innovators and top brands from the metal forming, machine and hand tools, welding & cutting equipment technologies sector to form strategic partnerships with regional counterparts in Egypt and the entire Middle East region.



Far beyond being a conventional trade fair, MACTECH is renowned for being a wide-ranging industrial trading forum set clearly to stimulate the take-off of industrial sectors development processes in Egypt; and its neighboring states.

With 25% increase in space over the last edition in 2018; MACTECH gathered over 900 brands from more than 40 countries to take advantages of the enormously growing markets in one of the world's most appealing business environments. Over 25,000 trade visitors were available over the course of the event representing the following business professions: industrialists, government officials, businessmen, investors, trade agents, buyers & sellers, dealers, distributors, purchasing



officers, importers & exporters, industry specialists & professionals, manufacturers, mechanical engineers, merchants, retailers/ wholesalers, trade associations in addition to the general public interested in viewing the latest production lines and technologies as far as metal forming, machine and hand tools, welding & cutting equipment technologies sectors are concerned. The main objective of the visitors was to source the latest, inventive products on offer with emphasis on the technology aspect. Presenting the most efficient and convenient forum

for technology makers to penetrate the evolving well-off markets of Egypt and the Middle East at a time; the four-day event presented an unrivaled business platform to generate remarkable tradeoff deals that reached millions of dollars in value. On the visitors' side, MACTECH was characterized by a great tendency to invest; with a concrete intention among the local and regional trade audience to get flawlessly geared up for the future with the latest technologies of which was noticeably perceivable within MACTECH.

MACTECH's main objective has always been to contribute to the process of industrial technology and business solutions transfer to the emerging markets of Egypt and the Middle East, hence, contributing to the growth of the regional



economies through bringing the buyers and the sellers together for direct interaction in an emerging yet promising region.

The statistical surveys of MACTECH visitors confirmed that over 65% of the visitors were from the executive levels with a full authority to make purchasing decision; and 94% of the visitors confirmed that they found the technologies/products they were looking for, while 95% confirmed that they have the full intention to visit the next edition in 2020. On the other hand the statistical surveys of MACTECH exhibitors confirmed that 92% of the exhibitors were satisfied with quality and figures of visitors and 94% of the exhibitors will join the next edition in November 2020. The organizers of MACTECH are expecting a further increase of 20% in visitors and 25% in exhibitors within the next edition in 2020.



**The Gateway to Russian Hardware, Tools and Fasteners Market**



**A fluent Russian language skill is the key to achieving this goal.**

**Moscow International Tool Expo 2019**

As a grand event gathering Russian and global hardware, tools and fasteners industry players, Moscow International Tool Expo (MITEX) took place from November 5th to 8th at Expocentre Fairgrounds. The show welcomed

over 400 exhibitors from 21 countries and regions. The exhibits included power tools, hand tools, car repair tools, tooling, cutting tools, testing and measuring equipment, fasteners, hardware, etc.

According to our correspondent, 5 halls taking up a total of 16.5 thousand meters were open in 2019. Exhibitors from Taiwan, Germany and China also had their own respective pavilions. Chinese exhibitors even took up almost 2 halls. There were around 14 hardware and hand tool exhibitors from Taiwan. Our correspondent was also promoting onsite for our hand tool and fastener related advertisers with dissemination of our free and latest magazines. What's worth noting is, local Russian buyers at MITEX were not quite familiar with English; and therefore, not only offering more price competitive and quality-guaranteed products is the key to tapping into the Russian market, but also a fluent Russian language skill is the key to achieving this goal.



Russia mainly focuses on steel, machinery and military industries. According to statistics, in the first 3 quarters of 2019, Taiwan exported USD 30 million worth of fasteners and USD 17 million worth of related hand tools to Russia. With a certain degree of market scale, Russia is a potential market for Taiwanese fastener and tool companies.

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**“Price” is Important for Tapping into the Indian Market.**

## ENGIMACH-COMFAST 2019



**Visitors of the exhibition were almost from local Indian industries and nearly 90% of them were manufacturers and end-users.**

ENGIMACH-COMFAST took place at the Gandhinagar Exhibition Centre, Gujarat, India and was closed on Dec 8, 2019. Gujarat is one of the highly industrialized States of India with well-developed petrochemical, machine tools and electrical engineering industries. Many products for industrial use were showcased at the exhibition in 2019. The exhibits included industrial machines, fasteners for household appliances, stud welding machines, thread tapping machines, thread gauges, thread mills, pneumatic wrenches, thread forming dies, coatings and chemicals for fasteners, etc.



Visitors of the exhibition were almost from local Indian industries and nearly 90% of them were manufacturers and end-users. They showed high



interest in Chinese fasteners and also said that “China Fastener World Magazine is very useful to them for looking for suppliers info.” On the other hand, nearly 90% of exhibitors were hardware and hand tools companies.

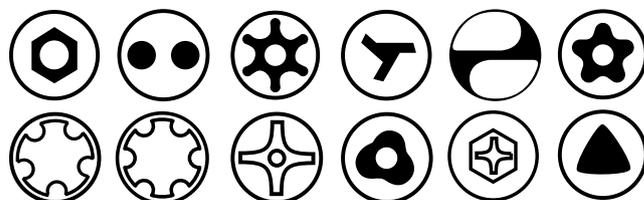
The exhibition’s organizer Ritesh Shah told Fastener World that he visited Taiwanese and global trade shows several times and met a lot of Taiwanese fastener suppliers. He hopes that in the future more Taiwanese fastener suppliers would come to exhibit at Engimach-Comfast and explore business opportunities in India.

One local Indian exhibitor also told Fastener World that the high quality of Taiwanese fasteners is impressive to him and he is very interested in purchasing Taiwanese SEMS fasteners and sell them to the Indian market. After skimming through Fastener World’s 2020 Buyers’ Guide onsite, he also said that he was looking forward to seeing and interacting with more Taiwanese companies at Engimach-Comfast in the future.

# Security Fasteners

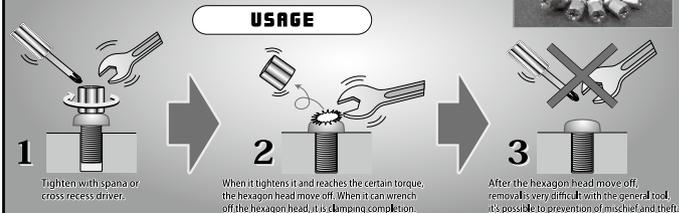


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