

# Fastener World's Hardware & Tools Exhibitions Footprints

## 滙達五金及手工具展參展實績



### Expo Nacional Ferretera

墨西哥瓜達拉哈拉建材五金展 09/05-07, 2019

Expo Nacional Ferretera was held for the 31st time at Expo Guadalajara. The show boasted more than 1,400 exhibitors in the hardware, construction, industrial safety, electrical and lighting from 35 countries. It had an average of 85,000 visitors from 62 countries, covering manufacturers, distributors, developers, engineers, and store owners.

Our correspondent handed out our latest publications there. She reported that a large portion of visitors were end users and owners with one or more hardware stores. Other visitors included construction company representatives seeking construction material suppliers. She exchanged business cards with representatives of large distribution companies mostly importing products directly from China to Mexico.

The organizer has announced to hold the next edition of the show on September 10-12, 2020.



### Hand Tools & Fastener Expo

印度孟買國際工具五金暨螺絲螺帽展 09/20-22, 2019

Following the last edition in New Delhi, Hand Tools and Fastener Expo 2019 took place at Bombay Exhibition Centre, Mumbai, India. The 3-day event was participated by around 290 professional fasteners, hardware, hand tools and power tools exhibitors from Taiwan, Italy, Russia, USA, Japan, Vietnam and China. The largest exhibitors group was China, with 196 exhibiting companies, followed by 72 from India and 16 from Taiwan.

In a World Economic Outlook Report IMF released last July, India's economic growth rate is estimated to reach 7% and is estimated to increase further to 7.2% in 2020. India is currently the country with the highest GDP growth rate in the world, even outperforming China. The show organizer also said that in recent years the Indian market has been gradually moving from being price sensitive to being more quality conscious, and there also show clear signs of increasing demands for hand tools, hardware and fasteners from Indian aerospace, car manufacturing, infrastructure industry sectors.

The next show will take place in New Delhi on August 27-29, 2020 and is expected to attract several visitors different from those in Mumbai to seek business collaboration opportunities.

# China International Hardware Show

中國上海科隆國際五金展 10/10-12, 2019



China International Hardware Show 2019 was held at National Exhibition and Convention Center (Shanghai). It was also co-located with China International Building Hardware & Fasteners Show and China International Locks & Security Doors Show. These three busy shows attracted the enthusiastic attendance of visitors. The booth of Fastener World was located in Hall 1.2 (the zone for hardware and tools), where a comprehensive range of tools, building hardware, fasteners, locks & security doors were showcased.

Around 70% of the visitors coming to Fastener World's booth were looking for hardware, pneumatic tools, while the rest were looking for fasteners. Many overseas visitors came to skim through and ask for our free China Fastener Magazine. Local Chinese visitors were mostly traders, manufacturers and purchasers. In addition, many visitors told our correspondent on-site that due to the influence of U.S.-China trade war and the increased tariffs U.S. imposed on China, their business was greatly impacted.

The organizer also arranged a Match & Meet Program. Visitors only needed to submit their requests and the system would match the demands of exhibitors with the pre-registered visitors and arrange respective one-on-one meetings during the event.

# M-Tech Osaka

日本大阪機械要素技術展 10/02-04, 2019



M-Tech Osaka once again showed a huge number of visitor flow from around the world in 2019. Several professionals having the most advanced technology and manufacturing management knowledge were present in anticipation of establishing new business contacts.

According to Fastener World's rep at the show, visitors were mostly fastener manufacturers and end users from the construction or automotive industry. Exhibitors at the fastener thematic zone included suppliers of industrial fasteners, automotive fasteners, optical sorting machines, surface treatments, wrenches, thread taps, sleeves, etc. M-Tech was concurrently held with other hi-tech related shows with the participation of more than 1,350 exhibitors, making it the largest manufacturing event in the Kansai region of Japan. The "Next-Generation 3D Printing Show" was held for the first time, drawing much attention of visitors interested in new-generation manufacturing technology.

During the event, Japanese manufacturing giants, such as Mitsubishi, Honda, Nissan, etc., were also invited to give their sessions on manufacturing technology, AI, Io L, 3D printing and many other latest technology, attracting the enthusiastic participation of visitors from different fields.

The next show is scheduled to take place Oct. 7-9 2020 at Intex Osaka.





## Taiwan Hardware Show

台灣五金展 10/17-19, 2019

Under the assistance of the Taichung City Government, organized by Kaigo and co-organized by the Taiwan Hand Tool Manufacturers' Association, the 2019 Taiwan Hardware Show (THS) concluded with resounding success on October 19. The trade show last year was joined by 430 manufacturers from home and abroad, with 1,000 plus exhibition booths, which sets new records in both scale and number of visitors, and marks the event as the best platform for hand tool manufacturers to expand their global footprint.

2019 marks 7 years since the first THS was held in Taichung. With benefits delivered by the trade show and industrial clusters in close proximity, the event has been witnessing ever-impressive results over the years, with growing success rates of business matchmaking, all of which has turned it into a top hardware and tools trade show worldwide. With the world reeling from the effects of the US-China trade war, the number of attending purchasing representatives from Europe and the US grew by 11.4% in 2019, a considerable increase compared to 2018. In addition, the event hosted a total of 5,268 certified international buyers from 93 countries around the world, which demonstrates the important role played by Taiwan's hand tools industry in the global supply chain.



Taiwan has a world leading position in hardware and hand tools manufacturing. Driving constant innovation and leveraging product differentiation, while providing a rich portfolio of high-quality products with service flexibility, manufacturers in Taiwan have secured a firm foothold in markets worldwide, and are highly favored and recognized by overseas buyers.

Among all the attending buyers last year, as high as 62% were key influencers or decision-makers on the company's purchasing policy. In other words, exhibitors could discuss order details with most purchasing representatives present at the trade show.

THS 2020 is scheduled to take place from October 13-15, 2020, closely followed by Canton Fair, also known as the China Import and Export Fair. Registration is now open. If interested in attending the THS event, please contact the organizer of THS directly. More information can be obtained from Mr. Liu on TEL: +886-2-2595-4212 (ext.725), email: ths@kaigo.com.tw, or the website: <http://www.hardwareshow.com.tw>.





## Moscow International Tool Expo

莫斯科國際五金工具展 11/05-08, 2019

As a grand event gathering Russian and global hardware, tools and fasteners industry players, Moscow International Tool Expo (MITEX) took place 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 last year. 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.



## MACTECH

埃及開羅國際工具機械設備暨手工工具展 11/13-16, 2019



MACTECH- the 19th international exhibition for metal forming, machine and hand tools, welding & cutting equipment, took place in Egypt International Exhibition Center in 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 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 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 to view the latest production lines and technologies as far as metal forming, machine and hand tools, welding & cutting Equipment technologies sectors are concerned.

The organizers of MACTECH are expecting a further increase of 20% in visitors and 25% in exhibitors within the next edition in 2020. □