

# Grand Opening of Fastener Fair Russia 2015 in St. Petersburg

by Tanya Shih, Fastener World Inc.

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For 3 consecutive years since the first edition kicked off in 2012, Fastener Fair Russia 2015 opened at EXPOFORUM Convention and Exhibition Centre during March 25-27, 2015. This Fair has its own characteristics and stands as the most professional fastener fair in Russia taking place in St. Petersburg and Moscow by turns. The Fair displays industrial fasteners, construction fasteners, fastener manufacturing technology, processing, packaging equipment, etc.

Fastener World Inc., the sales agent in Taiwan for the Fair organizer, has been assisting interested Taiwanese fastener and hardware suppliers to deploy and promote in the Russian market for 3 straight years. Taiwanese exhibitors of the 2015 edition were Home Soon (for sockets, tools, and bits), Wan luan (for molds and punches), Filrox (for blind rivets and blind nuts), Wei Zai (for nuts and automotive components), and Hua Wei (for cable ties). Our correspondent reported on the first day of the show: "As the organizer predicted in regard to visitor type and level of specialty, every three in five visitors are

## 2015年俄罗斯螺丝产业盛事 圣彼得堡登场

俄罗斯专业螺丝展览会自2012年开办以

来，第三届俄罗斯螺丝展已于3月25~27日在圣彼得堡ExpoForum会展中心登场。立志担纲俄罗斯最专业的扣件展览会，轮流于俄罗斯的「圣彼得堡」及「莫斯科」两大工业城市展出系这个展的主要特色。展出项目包括工业扣件、建筑扣件、扣件制造、加工及包装处理设备。

台湾总代理汇达展览公司连续三年策动台湾有意开发俄罗斯市场的扣件及五金工具供应商积极布局，2015年台湾参展商有宏舜(套筒工具、起子头)、万渊(模具冲棒)、惠录(拉钉、拉帽)、苇在(螺帽、汽车零部件)、华伟(束带)。汇达特派人员回报开展首日消息：「访客类型及专业度如同主办单位预告，平

▼ HUA WEI 华伟

▼ WAN IUAN 万渊

▼ Fastener World 惠达





decision makers and procurers, who make inquiries based on their demands. Although we won't see this Fair packed with tons of people, the feedback from many professional visitors reveals that the show is charismatic for its quality. Taiwanese exhibitors and I are looking forward to the upcoming efficacy the Fair may bring about.”

Other information:

Equipment makers like ABAMET, Yamazaki Mazak, Prima Power, Ajan Elektronik, and PUMORI exhibited the latest equipment on big stands and attracted many visitors.

Visitors were mostly Russian managers and procurers. Russian is the primarily used language.

均每五位会有三位能针对产品需求提出问题，且多具有采购决策能力。我们不会在这个展看到『水泄不通』的热闹景象，但与多位专业度极高的访客洽谈后，『重质不看量』绝对是这个展的魅力，我与台湾展团们都很期待后续效益。」

其他可供参考的讯息有：

国际设备厂商如 ABAMET、Yamazaki Mazak、Prima Power、Ajan Elektronik、PUMORI…等皆以大摊位展出，并于现在展示新型设备，成功吸引围观访客。

访客以俄罗斯当地企业主管或采购经理为主，「俄文」为主要的沟通语言。



▲ WEI ZAI 苇在

▲ HOME SOON 宏舜



# 2015 Fastener Fair India Shows Multiple Growth and Business Opportunities

## 2015印度孟买螺丝展 需求倍数成长、吸金力强



The 3rd edition of Fastener Fair India, Mumbai in 2015, benefited by the successful results of the previous two editions, attracted thousands of visitors and exhibitors in the crowded venue in the opening day. "The success of the fair this year was more than expected and almost every aisle was crowded with buyers visiting each stand to make their inquiries. Different from the last two editions in which equipment suppliers were the main focus of visitors, the edition this year showed more inquiries about screws, bolts, nuts, and washers, signifying more business opportunities for selling fasteners to India. Exhibitors this year also said that they have confidence in orders that may be created from the fair," Fastener World's representative at the fair reports.

The biennially held Fastener Fair India took place from April 23 to 24 this year and was concurrently held with Blech India (a sheetmetal working exhibition). A lot of good news had been heard since the 1st day. The 2015 edition attracted 127 exhibitors supplying finished fasteners, machines, molds, materials, surface treatments and so on from India(64), China(44), Germany(2), Turkey(1), Italy(1), Malaysia(1), and USA(1) on 150 booths in total.

Visitors of the fair were all professional buyers and 100% of them were manufacturers, importers, dealers, and distributors from the fastener industry with years of experience in buying products from other countries (e.g.

印度孟买螺丝展(以下简称「印度展」)得益于前两届的展出成果,2015年第三届印度展果然不负众望,开展首日即挤爆现场!据惠达杂志现场人员回报:「今年展况超乎预期成功,询价买主更把走道挤得水泄不通!不同于前两届大都是设备展商的天下,今年询问螺丝产品的声音多了,也表示印度买螺丝的商机大了。现场展商也表示对后续接单相当有信心。」

两年一届的印度展,今年展期选定4月23~24日两天,与位于1馆的钣金加工展同期举办,首日就有捷报传回。本届共计有127家来自印度当地(64家)、中国大陆(44家)、台湾(11家)、德国(2家)、土耳其、义大利、马来西亚及美国各1家的全球螺丝成品、制造机械、模具、原料、螺丝加工、表面处理及设备展商,使用超过150个摊位数!

此展来访买家相当专业,几乎100%皆是来自螺丝领域的制造商、进口商、经销商和代理商,多数皆有向其他国家(例如:中国和台湾)采购的经验。自钻螺丝、壁虎、组合螺丝和螺丝生产机械等产品在为期两天的展会中询问度相当高。



China and Taiwan). Self-drilling screws, anchors, SEMS screws, fastener manufacturing machines were frequently inquired products in the 2-day fair.

Taiwanese exhibitors this year led by Fastener World Inc. were San Shing Fastech, Wan luan, Home Soon, China Pneumatic, Chao Jing (Mega Link), Par Excellence, Yeswin, and Chien Tsai.

The organizer also announced after the fair that the next edition in 2016 will be moved to Delhi in the northwestern India, as more fastener related industries are located around the city. It is expected that more fastener buyers will come to visit the fair in 2016, creating more business opportunities.



台湾参展商部分，今年仍由汇达展览公司率队，有三星、万渊、宏舜、中国气动、庆谚、拔利、友信、键财领衔展出！

主办单位在会后也宣布下一届2016印度螺丝展将移至印度西北部的德里举办，因为距离相关产业更近，预计可以吸引更多螺丝买家前往，创造更多商机。

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|---------------------------------|-----------------------|
| 01. Chao Jing(Mega Link) 朝璟(庆谚) | 06. Par Excellence 拔利 |
| 02. Chien Tsai 键财               | 07. San Shing 三星      |
| 03. China Pneumatic 中国气动        | 08. Yeswin 友信         |
| 04. Home Soon 宏舜                | 09. Wan luan 万渊       |
| 05. Fastener World 惠达           |                       |

