### 2025美国纳什维尔螺丝展 建筑类产品询问度高

# **More Inquiries for Building Products**

FASTENER
WORLD

FASTENER
WORLD

SET
ONLINE MATCHMAKING
SOURCING PLATFORM
EXHIBITIONS

Readership

362,000

New Buyers

COCCED

COCCED

COCCED

FASTENER

SOURCING PLATFORM
EXHIBITIONS

Readership

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The annual Fastener Fair USA was held on May 28-29 in Hall C of the Music City Center in Nashville, the 4th largest city in the Southeastern United States. It is one of the international professional trade fairs in North America dedicated to creating networking and collaboration opportunities among manufacturers, distributors, equipment suppliers, processors, and end-users in the fastener manufacturing supply chain.

This year, there were 206 exhibitors, mainly from the fields of construction, automotive, aerospace, furniture, electronics, heavy machinery, home appliances, marine, railway, medical, military, energy, etc. The exhibits included a wide range of industrial fasteners, construction fasteners,

assembly and installation systems, and fastener manufacturing technologies. Fastener World also joined many Taiwanese exhibitors to interact with local buyers from the U.S. market this year.

According to Fastener World's staff's observation on-site, there were several visitors coming to Taiwan Pavilion on the first day of the show, and some exhibitors who also exhibited last year even said that the number of visitors was higher than last year's record, which might perhaps be attributed to various

new tariff policies in the U.S. announced

this year, exchange rate fluctuations, freight cost hike, and rising raw material costs and other uncertainties, forcing more local buyers to visit the show to look for more alternative new opportunities. Some visitors also expressed high interest in sourcing from Southeast Asian and Taiwanese suppliers. Many of the visitors visiting Fastener World's stand showed high interest in purchasing construction-related products.

Although this show attracted many local U.S.-based exhibitors focusing on regional businesses to participate, it also attracted a number of international exhibitors from outside the U.S. looking for local importers and distributors to expand their collaboration. Some Chinese exhibitors noted that their U.S. customers still need to rely on Chinese suppliers for specific items that are not adequately supplied by the local market. On the other hand, Taiwanese suppliers also have fewer competitors in the U.S. market for certain higher value-added items, which are also attractive to local U.S. buyers, but they still need to pay attention to the possible impact of fluctuations in the exchange rate of NTD on their export competitiveness.

The organizer has announced that the next edition will be held on May 5-6, 2026 at the Charlotte Convention Center in Charlotte, the 2nd largest city in the Southeastern United States. As the city is known for its major furniture manufacturing hub, it may also attract more buyers of furniture fasteners when FF USA is open next year.



# Domestic Sales Still Focus on Price Cutting, While Exports Turn to Emerging Markets

匯達實業有限公司 2F026 FASTENER WORLD INC. 拓展国际市场 000.000 DIGITAL MARKETING 网路推广 永不断线

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ess than a month after IFS China ended at ✓ the end of this May, the 15th Fastener Expo Shanghai was successfully held at the National Exhibition and Convention Center (Shanghai) from June 17 to 19.

Called the "Global Innovation Platform for the High-end Fastener Industry", Fastener Expo Shanghai is often regarded as one of the barometers for observing Chinese fastener industry. This year, Halls 1.1, 2.1, and 3 were opened, attracting more than 1,200 local and overseas exhibitors to display a wide range of standard/non-standard fasteners, automotive connectors, riveting products & technologies, metal formed parts, made of carbon steel, stainless steel, and special alloys, as well as cold heading equipment, heat treatment equipment, surface treatment, molds & dies, inspection equipment & lab instruments, etc

> on the 70,000 sq. m. of exhibition space. A few Taiwanese machinery and equipment companies also attended the exhibition in the hope of increasing orders from local fastener manufacturers in

The visitors this year were mainly from domestic China and not many from overseas. According to Fastener World's on-site staffs, there were overseas buyers from Kazakhstan, Turkey, Malaysia and Peru coming to Fastener World's booths, and Japanese

visitors were also seen sometimes, probably due to the dates of two similar shows (one in May and the other in June) being too close to each other.

During the exhibition, many exhibitors and visitors also seized the time to exchange views on the recent US tariffs, EU anti-dumping, currency exchange rates, market challenges, business opportunities in emerging markets and other issues. Some Chinese exhibitors told Fastener World's staffs that many Chinese enterprises are facing tough challenges in their business operations due to the anti-dumping duty from the EU, which is over 90%, and the uncertainty of U.S. tariffs, as well as the lack of subsidies from the Chinese government. However, some exhibitors said that many Chinese companies have already turned to non-European and non-U.S. markets, and are now doing well in the Middle East and Southeast Asia. In terms of domestic sales, some exhibitors said that the market is still in the doldrums, and the strategy of price cutting in China is still a difficult problem for many companies to deal with.

The organizer held more than 10 industry forums, the fastener gala night and the B2B matchmaking event during the exhibition. The next Fastener Expo Shanghai will be held on June 24-26, 2026 at the National Exhibition and Convention Center (Shanghai), which will continue to provide an important business platform to promote view exchange, industrial learning, and business opportunities matchmaking.

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# Surging Crowds! Direct Buyers Urgently Need Local Supply in Thailand

Sourcing

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The show held from June 18 to 21 at the Bangkok International Trade & Exhibition Centre (BITEC) saw visitor numbers fill up within just half an hour of opening each day, clearly surpassing the attendance of the previous edition. This year's event featured several notable new characteristics compared to last year's:

### **Greater Diversity in Country Pavilions**

In addition to the China and Taiwan pavilions, this year included pavilions from Singapore and South Korea, along with a dedicated section for industrial tools and tooling. A highlight was the Taiwan Excellence Award pavilion, which not only promoted award-winning Taiwanese companies but also hosted

keynote presentations on Taiwan's manufacturing technologies.

### Increase in Japanese Exhibitors

Japanese companies have increased their investments in Thailand over recent years. Many Japanese exhibitors seen at the show either have local factories or joint ventures with Thai firms. They employ local Thai staff to provide on-site supply services. Most of these Japanese companies were from machinery and materials sectors outside the

fastener industry.

### **Explosive Growth of Chinese Exhibitors**

Unlike other country pavilions, there was not just one China pavilion but multiple scattered throughout the venue, and by including numerous smaller Chinese booths, exhibitors with Chinese backgrounds accounted for over 50% of the total exhibitors. Fastener World talked with a Chinese exhibitor who even estimated this share to exceed 70%. This exhibitor explained that intense involution in China has suppressed domestic sales, prompting many to target Thailand for export growth. To him, the surge in Chinese presence in this show came as no surprise.

### Visitors Were Mostly "Direct Buyers"

The majority of buyers came from four key industries: electronics, assembly, automotive, and machinery. These sectors require fasteners in smaller quantities for assembly, so their purchase requirements share common traits: support for small-quantity supply, local manufacturing presence in Thailand, and the ability to provide customized products. This trend reflects that fastener companies able to supply locally in Thailand are the most competitive in entering the Thai market.

#### **Outlook for Fastener Demand in Thailand Remains Positive**

Many visitors to the Fastener World booth expressed difficulty finding local fastener suppliers despite strong demand. Fastener World offered them matchmaking with global suppliers and promoted fasteners, dies, tooling, and machinery through company reports and catalogs listed in Fastener World publications. Understanding the characteristics of these buyers offers interested suppliers a valuable opportunity to capture business in this Southeast Asian industrial hub.



# 崛起中的制造新星

### Rising as a Manufacturing Powerhouse



MANUFACTURING CO., LTD

astener and Fixing is Vietnam's leading event in the fastener industry. This year, it was held concurrently with the Vietnam Manufacturing Expo (VME) from August 6 to 8, gathering exhibitors and professionals from diverse fields including assembly and installation systems, construction/industrial fasteners, and machinery. The exhibition provides participating companies with a gateway into one of Southeast Asia's most important manufacturing hubs.

Although most exhibitors were domestic Vietnamese companies, the exhibitors also included A-Stainless International and Tainan Chin Chang Electrical from Taiwan. Besides local Vietnamese visitors, we also observed Bossard and Würth at the event. As these two German firms both have local branches in Vietnam, they sent personnel from their Vietnamese offices to visit the show. Fastener World leveraged the opportunity of this show to promote magazines and introduce high-quality fastener companies to the Vietnamese market.

Overall, Vietnam's economic growth has slightly slowed in recent years due to tariff

impacts. However, the local government remains actively committed to infrastructure and technological development, showing strong determination for expansion. At this exhibition, we noticed that Chinese exhibitors had a competitive advantage in pricing, while Taiwanese companies advancing into the Vietnamese market held stronger capabilities in machinery, molds, and stamping products.

Additionally, Vietnam is actively developing green transportation policies centered on electric motorcycles, providing subsidies and continuing related battery R&D. The government encourages the public to switch to electric motorcycles. Although policy support for electric cars

is less apparent, the overall direction toward electrification is clear. From a market perspective, Vietnam's industrial development is still in its early stage. However, with major companies like Bossard and Würth already established locally, combined with Southeast Asia becoming a global investment hotspot in recent years, Vietnam's development potential in the next decade is not to be underestimated.

The opening dates of the next edition of the show have yet to be announced. For the latest event information, stay tuned to Fastener World's official website.

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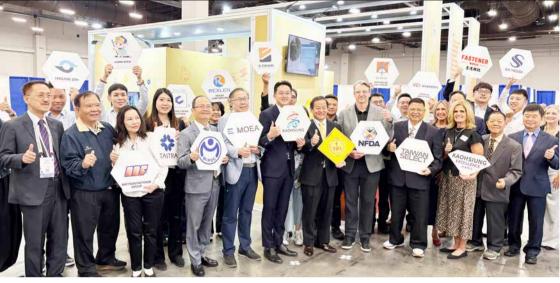


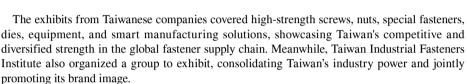
### **Taiwanese Fastener Stars Gather on the Grand US Stage**

This year, Taiwanese exhibitors were led to IFE by Fastener World, the sales agent for Taiwanese booths, bringing together 60 quality Taiwanese exhibitors. The list included: Ably Screw, Aeh Fasten Industries, A-Stainless International, Bear Fastening Solutions, Bi-Mirth, Chite Enterprises, Chong Cheng Fastener, Din Ling, Dragon Iron Factory, E Chain Industrial, Evereon Industries, Falcon Fastener, Fang Sheng Screw, Feng Yi Titanium Fasteners, Fong Prean Industrial, Fong Yien Industrial, Fontec Screws, Foss Reach Manufacturing, Gofast, Homn Reen Enterprise, Hong Yuan Pm, Hsiung Jen Industrial, Hu Pao Industries, Hwa Hsing Screw, J.C. Grand, Ji Li Deng, Jin Hsiang Enterprise, Jung Shen Technology, K. Ticho, Katsuhana Fasteners, Kingwin Precision, Kuntech International, Kwantex Research, L & W Fasteners, Link Upon, Linkwell Industry, Mao Chuan Industrial, Metal Fasteners, Mols Corporation, Pingood Enterprise, Ray Fu Enterprise, Rexlen, Rong Yih Jiang, Shaw Guang Enterprise, Sheh Fung Screws, Shinn Rung, Sintec, Soon Port International, Spec Products, Special Rivets Corp., Sun Through Industrial, Taiwan Industrial Fasteners Institute, Taiwan Metiz Alliance, Taiwan Precision Fastener. Taiwan Shan Yin, Wattson Fastener. Wei Industry, Yiciscrew, and Yow Chern.









### **Government-Industry Collaboration: Multiple Forces** Create an International Ecosystem

In addition to exhibitors, the show attracted strong attention from Taiwanese government officials and research units. Economic Development Bureau of Kaohsiung City Government, Taiwan Industrial Fasteners Institute, Industrial Technology Research Institute, and the International Trade Administration (MOEA) all sent representatives to demonstrate the determination of the government and industry to jointly expand international markets. In the show, Fastener World's staff actively interacted with local US importers, distributors, and end buyers to promote Taiwanese suppliers and successfully help build multi-party collaboration bridges.







### A Grand Cross-Border Industry Exchange Gala by Fastener World

Notably, Fastener World not only served as the sales agent and communication coordinator for the Taiwan area but also facilitated in-depth exchanges between National Fastener Distributors Association and Taiwan Industrial Fasteners Institute, paving the way for future collaboration between the U.S. and Taiwan. On the evening of September 15 before the show, Fastener World held a special gala dinner titled "Fastener World Night" inviting Taiwanese exhibitors and international guests to gather. The lively atmosphere enabled industry professionals from different countries to exchange experiences and explore collaboration opportunities in a relaxing setting, making it a key highlight of the show.



### From the U.S. to the World: **Taiwan Fastener Industry** to Reach New Heights

Overall, IFE 2025 not only showcased the latest trends in the global fastener industry but also highlighted Taiwan's influence in the international market. Through the efforts of Fastener World and related entities, Taiwanese exhibitors not only strengthened connections with the U.S. market but also successfully expanded more potential collaboration opportunities, laying a solid foundation for future international development.

### **EXHIBITION - USA**



### **EXHIBITION** - **USA**





































### 2025埃及开罗建筑及五金材料展 千亿美元基建需求商机

# Opportunity in Multi-Billion USD Infrastructure Demand

The 8th Egypt Projects, focused on the construction and hardware industry supply chain, was held from September 6 to 8 at Egypt International Exhibition Center this year. Located at the crossroads of the Mediterranean, Middle East, and Africa, Egypt Projects hosted 230 exhibitors from 14 countries and 17,000 visitors last year. This year's edition again attracted many local Egyptian, Middle Eastern, North African, and even Asian exhibitors showcasing their products and services, seeking partners, and building global supply chains.

This year, Fastener World also sent personnel to participate in the exhibition. Besides exchanging information with the local construction-related supply chain, we shared the latest magazine publications and extensive supplier information from European, American, and Asian markets with local buyers and visitors.

