

Manufacturing World Tokyo

The Fastest Way to Expand into the Japanese Market

2024 東京工業製造展



Japan's largest manufacturing-related trade show, Manufacturing World Tokyo, kicked off on June 19-21 at the Tokyo Big Sight. About 2,100 exhibitors from Japan and overseas registered to participate in this annual industry event, and a wide range of fasteners and screw-fastening products were on display.

This year, East Hall and South Hall were open to the public, with exhibits focusing on 3D printers, generative AI, DX for back office, factory DX, mechanical components, manufacturing & inspection, unique technologies, production management system, processing technology, accident prevention, ODM/EMS, global suppliers, 3D scanner, CAD/CAE, and medical technologies, etc. There were also other thematic exhibitions related to design and manufacturing, machining, medical, AI, aerospace and so on. In addition, the organizer provided free shuttle buses between the two halls for exhibitors and visitors.

According to the statistics of the organizer, the show attracted around 20,000 visitors per day to explore suppliers, partners and observe the latest technology, products and services of the industry, and attracted nearly 70,000 industry professionals in total over the 3 days. In addition, in order to enrich the experience of exhibitors and visitors, the organizer also arranged more than 20 seminars during the 3-day exhibition period, inviting local and international industry leaders and experts to share their professional observations and insights on current trends, product and technology applications, and future challenges (e.g. automotive, AI, digital transformation, green manufacturing, carbon neutrality).

Fastener World Magazine, which has the largest circulation and the highest marketing coverage in the world, was also present at this year's show.

Not only did it distribute its latest publications on-site, but also actively visited potential Japanese exhibitors at the show, hoping to help customers interested in expanding into the Japanese market to continue to step up their promotional efforts and reach out to more potential business opportunities. It is understood that many local buyers are interested in the products of the suppliers after reading our magazines and trying our online B2B platform, and they do not rule out the possibility of further negotiation and cooperation with these manufacturers in the future.

In addition to the series of shows in Osaka, Nagoya and Fukuoka, the organizer has announced that the next Manufacturing World Tokyo will be held on July 9-11, 2025 at Makuhari Messe. For more information, please visit Fastener World's website at www.fastener-world.com. ■



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FASTENER FAIR INDIA

High Demand for Construction and Industrial Fasteners in the South Asian Market

印度新德里螺絲展



A study by Straits Research predicts that the Indian industrial fastener market is expected to reach US\$17.868 billion by 2030, with a compound annual growth rate of 7.9% until 2030. India has become one of the hot markets for global manufacturing investment in recent years. This year's show was held against this backdrop with the expectations of market investors.

The show was held in Hall 6 of the venue, Pragati Maidan, divided into a three-day fastener show and a four-day parts and components show. Fastener World led 6 Taiwanese exhibitors to the show, including Ray Fu Enterprise, Chite Enterprises, Hurmg Yieh Machinery, L & W Fasteners, Homn Reen Enterprise, and Yih Tieng Machinery, bringing Taiwan's high-quality and well-received fastener and machinery suppliers with high cost performance ratio to the Indian market. Meanwhile, Fastener World introduced many Taiwanese suppliers to Indian visitors through its publications.

Fastener World's exhibitor observed that a majority of the show's exhibitors were local Indian companies, with the rest from Japan, China and other countries. The visitors were mainly local fastener importers, distributors and manufacturers. The products that visitors inquired about were mainly fasteners, CNC products, fastening tools, precision parts, and machines. It was quite good considering the number of visitors. In addition to interacting with visitors, many exhibitors took the opportunity to meet long-time customers. Many buyers were very interested in working with Taiwanese and Chinese fastener and machine manufacturers, looking to find more high-quality product sources. The demand for construction fasteners and various industrial parts was high there. Many Indian manufacturers said they once purchased machines from Taiwan. They said Taiwan provides better quality. There were also some Indian manufacturers looking to find Chinese suppliers who offer cheaper prices.

On another note, BIS certification will pose a future challenge. Initially, only Indian manufacturers were required to have this certification, but in the future, overseas manufacturers who want to sell products to India will also be required to pass this certification. However, the implementation details are currently only drafts and have not yet been officially in force. Companies interested in entering the Indian market must pay more attention to BIS information.

The organizer will announce the next launch of the show. Fastener World will have the latest information and will announce it right away. Log onto Fastener World website at www.fastener-world.com to track the latest development. ■



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Fastener Fair Vietnam 越南河內螺絲展

匯達越南參觀投資參訪團



Fastener Fair Vietnam 2024 was a 3-in-1 hybrid show, combining VME, ViMAT, and the Fastener Pavilion, held at I.C.E. Hanoi on Aug. 7-9. According to the exhibitor list released by the organizer, there were 145 exhibitors, 44 of which were fastener-related exhibitors, accounting for 30% of the total. Fastener World brought 4 manufacturers representing Taiwanese high-quality fasteners and services to exhibit, including A-Stainless, Taiwan Kodai, Ching Chan Optical, and Uni-Protech. Fastener World's staff on-site observed that this show attracted many Taiwanese companies to exhibit, and the show also had a Taiwan pavilion. From here, we can see that Vietnam has also become one of Taiwan's popular investment destinations in Southeast Asia.



With the growing market in Vietnam, we also organized a delegation for those interested in investing Vietnam to visit the factories of 4 local and Taiwanese companies located near Hanoi and Ho Chi Minh City, including Sheh Fung, Thread Industrial, AMA, and Brother Fasteners, and enjoyed a great time in a welcome banquet with Tycoons' President.

Below are brief introduction of the companies we visited:

Visit to Sheh Fung

Sheh Fung's new factory in Vietnam has been put into operation since Jan. 2024, hoping to replicate the success of its Taiwan HQ and capitalize on the advantages of the local raw material supply chain and production hinterland.



Visit to Thread Industrial

Thread Industries has been investing in Vietnam for 2+ decades and has obtained IATF 16949, ISO9001 and TAF. It has 2 plants in Binh Duong Province, mainly producing nuts, bolts and small screws for export to advanced countries.



Visit to AMA

AMA specializes in serving many industry sectors, including automation, CNC processing machinery, die casting, casting, plastic injection molding, sheet metal fabrication, fasteners, traffic safety equipment. It has large-scale production bases in Hanoi, Vinh Phuc Province and Bac Ninh City.



Visit to Brother Fasteners

Brother Fasteners headquartered in Bac Ninh specializes in the production of screws, bolts, nuts and industrial components. It mainly serves domestic and foreign customers in the automobile, motorbike, bicycle, home appliance, electric/electronic equipment and peripheral industries.



Welcome Banquet with Tycoons

Tycoons specializes in the production of spheroidized wire rods and screws as well as the development of a wide range of construction screws and automotive fasteners, and is currently one of the listed companies on the TWSE.



Taiwan Exhibitors at FF Vietnam



(For more market info from Vietnam, please don't miss the upcoming "Fastener World Magazine Sep. issue" for more reviews on our factory visits.)

詳細工廠參訪及公司報導請見9月號螺絲世界雙月刊(208期) □



International Fastener Show China 2024

Strong Export Potential for Exhibitors



中國上海國際緊固件工業博覽會



This must-visit annual show for fastener professionals across China was held on May 22 to 24. It used two exhibition halls totaling the area up to 42,000 square meters. According to the exhibitor registration statistics by the organizer, 690 fastener and related exhibitors participated in the show, which successfully attracted tens of thousands of visitors from home and abroad within the 3-day event, once again proving its status as the cornerstone for Chinese fastener industry to expand sales. Fastener World also exhibited at the show to bring you first-hand market intelligence.

Fastener World on-site staff observed that the exhibitors could be categorized into fastener products, forming machines, inspection and sorting machines, packaging machines, raw materials & steel, tools and dies, and heat treatment companies. In addition, there were overseas exhibitors such as Hyodong Machine from South Korea, Sacma from Italy, and Nedschroef, as well as many renowned fastener products and machine manufacturers from Taiwan. Fastener World was also one the exhibitors this year, distributing publications on-site and introducing the companies in the publications as well as the Fastener World export matchmaking platform to visitors from China and around the world to create export connections.

Fastener World's on-site staff reported that the overseas visitors were mainly from Central and South America, with Mexico being the largest visitor source, and some visitors from the United States coming to meet with Chinese suppliers. In addition, the prices of standard fasteners in China are now very low and competition is intense. The local Chinese market is saturating up, so many local companies are turning to export. Last but not least, due to EU anti-dumping duties and the US-China trade war, Chinese machinery exhibitors have now switched their sales targets from Europe and the U.S. to developing countries such as Mexico, India, and South America.

As the show closed, the organizer quickly announced that the 2025 edition will be held at Shanghai World Expo Exhibition & Center from May 22 to 24 again, contributing momentum to the development and prosperity of the fastener industry. ■



TONG MING



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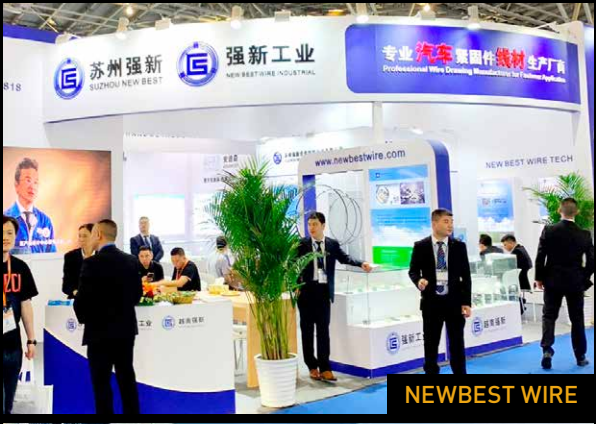
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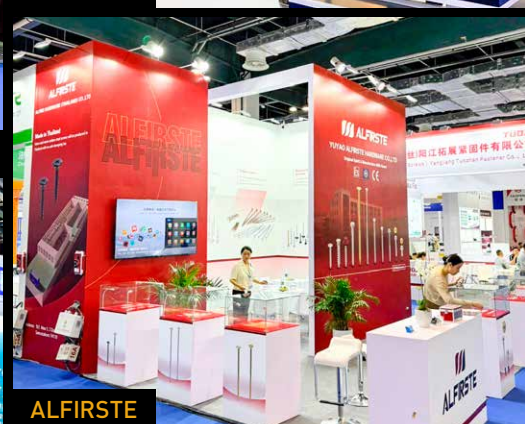
SACMA



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HYODONG



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DAGAN

mta 2024 VIETNAM

Vietnam's Largest Machine Tool, Precision Engineering and Metal Processing Technology Exhibition



2024 越南胡志明國際工具機暨金屬加工設備展

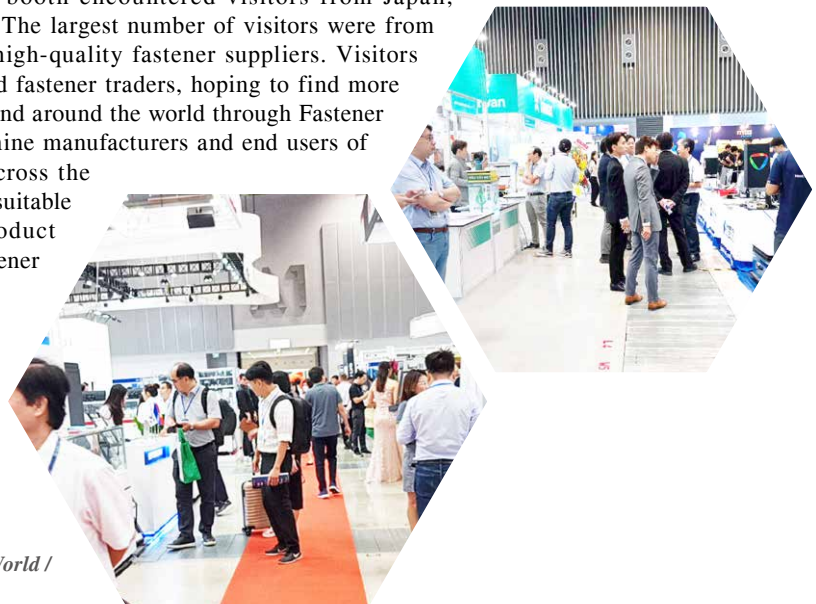


Saigon Exhibition & Convention Center opened its gate for MTA Vietnam from July 2 to 5, 2024. According to the organizer's released list of exhibitors, there were 322 exhibitors coming from Germany, India, Italy, Japan, Taiwan, South Korea, Malaysia, Poland, China, Singapore, Thailand, Turkey, the U.S. and Vietnam. The products displayed by the exhibitors related to the fastener industry included fasteners and hardware products, metal forming machines, power tools, tool holders, inspection equipment and gauges, packaging technology, dies, heat treatment technology, etc.

For this edition, the organizer planned pavilions of Germany, Taiwan, and China. In addition, an exhibitors exchange meeting titled "The Journey Towards Sustainability and Carbon Neutral in Manufacturing" was held for discussing topics including sustainability, carbon neutrality, greenhouse gases, and ISO 14064 certification.

Fastener World's booth encountered visitors from Japan, the U.S., Hong Kong, Arabia, China and India. The largest number of visitors were from Vietnam, showing strong interest in Taiwan's high-quality fastener suppliers. Visitors from the U.S. and Japan were mostly specialized fastener traders, hoping to find more price-competitive fastener suppliers in Vietnam and around the world through Fastener World. The remaining visitors were mostly machine manufacturers and end users of fasteners. Using the most complete database across the fastener industry, Fastener World recommended suitable suppliers to these visitors based on their product needs, connecting Vietnam with the world's fastener business opportunities.

The organizer will announce the next show date. Stay tuned to the latest announcement on Fastener World website. ■



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ME MANUFACTURING EXPO 2024

A Manufacturing Event That Brings Together Six Major Industries Into One

泰國曼谷國際工業製造展



From July 19th to 22nd, a significant international manufacturing show was held at Bangkok International Trade & Exhibition Centre (BITEC). This show was large and included six areas including auto parts, surface treatment, electronics, robots/automation, facility management, mold making, and plastics, to create the most comprehensive manufacturing and peripheral industry show in Southeast Asia.

A major feature of this show was having pavilions for many countries including China, Singapore, Germany, Taiwan, and Japan. The visual design of each pavilion showed the exhibitors came prepared in a form of unified allies. In addition to local Thai exhibitors, this show gathered a large number of Chinese exhibitors, exceeding the number of other foreign exhibitors. The foreign countries with the second largest number of exhibitors were Japan and Germany.

Among the exhibitors, many were manufacturers of medium and large automotive parts. Among the exhibitors that provided fasteners as part of the product line, most were Chinese companies, and additionally there was a South Korean automotive fastener manufacturer. In terms of hardware and washers, there were several exhibitors from China, Thailand and Singapore. In terms of fastener-related peripheral products, there were several Japanese screw feeder manufacturers, as well as several Japanese fastener surface treatment companies.

It is worth noting that in the Taiwan pavilion, many Taiwanese hand tool manufacturers came to exhibit, including well-known manufacturers such as Mobiletron and Proxene. The exhibitors also included hand tool traders and distributors from Japan and Thailand. In addition, many Japanese exhibitors in this show participated in the name of their branches established in Thailand.

Most of the visitors who came to Fastener World's booth for the latest publications were looking for electronic screws, standard screws, customized screws, hexagonal bolts, automotive bolts, washers, and springs. A Japanese trader representative revealed that his company used to solely import fasteners into Thailand from many Japanese suppliers via the branches in Thailand. However, price considerations have rendered them to begin looking for other suppliers from Asia (including Taiwan) and Southeast Asia this year. In addition, a well-known German fastener developer is about to set up a factory in Thailand and is looking for high-quality fastener suppliers in Asia. Fastener World did its best part to introduce suitable suppliers in the publications to these representatives and other visitors.

The next show will be held again at the same location from June 18 to 21, 2025, and is expected to continue this year's achievements. ■





Higher Inquiries on Auto Parts and Accessories

印尼雅加達國際緊固件五金展



Inafastener was held at JIExpo Kemayoran in Jakarta, Indonesia, from May 15 to 17 this year, and was concurrently held with the shows for bicycle & motorcycle parts & accessories, tyre & rubber, bus & truck parts & accessories, construction/infrastructure/mining, and trucks & trailers. Although Inafastener, which exhibited a wide range of industrial fasteners and fastening elements, assembly and installation systems, as well as services related to warehousing and logistics, was one of the thematic zones, the number and proportion of exhibitors of hardware and fasteners was relatively small, as the overall exhibition area was still dominated by exhibitors from automotive and motorcycle related industries.



This year, Fastener World also participated in the exhibition and distributed our latest magazines on-site, in order to build a bridge with local supply chains and potential customers for those interested in expanding into the Indonesian market and deepening their business layout in the ASEAN markets. According to the observation of Fastener World's staff on-site, this year's show was more of a regional show. Although there were a few exhibitors from Japan, Taiwan, Vietnam and China, the majority of exhibitors were local. Automotive parts and accessories were the products with high enquiries this year. In addition, in response to the industry's concern about energy saving and carbon reduction, some exhibitors displayed products and services related to energy saving or low carbon technology.

The organizer has announced that the next show will be held on May 21-23, 2025. For more information, please visit our website at www.fastener-world.com

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