

Fastener Fair India, the Rising Star of Southeast Asia

by Serena Hsiao, Fastener World Inc.

Speaking of the "Indian impression", we cannot help but immediately think of silhouettes of people in colorful sari, dangling bells and accessories, sandalwood aroma, and that mystical red spot on the forehead, all of which depict a picturesque image of this tropical nation of colors. According to statistics, until 2012 India owns the population of 1.2 billion people, only second to China. This means that the Indian market has an enormous amount of demand ready to boom.

During April 17th and 18th, Fastener Fair India 2013 Mumbai grandly opened in Bombay Exhibition Center. The fair is mainly attended by Indian exhibitors, with other foreign attendees from Italy, Germany, Taiwan, and China. This two-day event was lively with crowds of continuous visitors. As our correspondent probed in the fair, we were also unveiling the ever-changing face of India.



As of now, the Indian fastener market is on an initial and gradual rise. The Indian automobile industry is booming with positive outlook. J.D. Power predicts that Indian auto sales will reach 9.3 million vehicles by 2020, which is double the current sales level. Due to the increase of disposable income in India, improved infrastructure, and more young generation becoming potential auto consumers, MG, Director of KADIMI INTERNATIONAL LTD. Mr. Rakesh Gupta told, "The future of Indian fastener market is looking good."

India is the 26th largest export destination country of Taiwan. The export value from Taiwan to India in 2012 was USD 24 million, a YOY growth of 1.68%. In addition, India is a major import destination country of Europe and US. According to statistics, US imported approximately USD 91 million of screw products from India in 2012, becoming the 8th largest screw export country of India. The EU also imported from India by around 240 million euros in 2012. Now we have witnessed the strength of India, and it is foreseeable that the future auto boom will bring this country more business opportunities.

This time, Fastener World Inc. brought seven Taiwanese companies to Fastener Fair India, including CHANNG CHIN INDUSTRY CORP., TORQUE-TECH PRECISION CO., LTD., MAUDLE INDUSTRIAL CO., LTD., WAN IUAN ENTERPRISE CO., LTD., PRO PATH INDUSTRIAL COMPANY, LTD., CHIEN TSAI MACHINERY ENTERPRISE CO., LTD., and SHEH KAI PRECISION CO., LTD., all of which expressed that the goal was to develop new market through this fair. They met new potential clients, and are looking forward to the upcoming profitability.



Fastener World Inc. brought 7 companies to FF India and was greatly appreciated.



WAN IUAN

CHANNG CHIN



TORQUE-TECH

CHIEN TSAI

PRO PATH

SHEH KAI

MAUDLE

匯達展覽帶領七間廠商走進印度市場，獲得一致好評。



東南亞漸露頭角 印度正IN

文 / 惠達 蕭方綺

談及「印度印象」，浮上腦海的不外乎色彩繽紛的沙麗穿著，搭配各式噹噹響的華麗裝飾，抑或是前額那一神秘的紅點，以及濃郁檀香，勾勒出這一個色彩鮮豔的熱帶國度。根據統計，直至2012年，印度僅次於中國大陸，其擁有超過12億人口，意味著這個市場擁有龐大的需求，正蓄勢待發。

2013年4月17-18日兩天的印度孟買螺絲展於孟買展覽中心熱鬧舉辦，此展以印度展商居多，也有來自義大利、德國、台灣以及中國大陸的國外展商，在這兩天展期間，門庭若市，參觀者從未間斷。同時，我們也緩緩揭開印度那變化萬千的面紗。

現今印度扣件市場正處剛起步狀態，但汽車業蓬勃發展，前景相當看好。據J.D. Power預測稱，到

2020年印度汽車年銷量將達到930萬輛，較目前水平增長兩倍。由於印度人均可支配收入的增長、基礎設施也得到改善，且大量年輕人也將成潛在的汽車消費者。「我相當看好印度未來的扣件市場。」KADIMI集團董事Rakesh Gupta這麼說著。

此外，印度也為台灣第26大扣件出口國，在2012年出口金額為2,400萬美金，同比增長1.68%；同時，印度也是歐美進口扣件的大國，據統計，美國在2012年進口約9,100萬美元螺絲類產品，排名第八；歐盟在2012年進口額約2.4億歐元，足見印度現今實力，並預見其未來蓬勃的汽車產業，將帶來更大商機。

本展台灣代理商匯達展覽此次代理常進、寶達、茂異、萬淵、上展、鍵財、世錫七家廠商前往參展，廠商紛紛表示此展主要目的皆為開發新市場，同時也有遇見潛在客戶，並期待日後追蹤的發酵效應。