



2015 Fastener Fair India Shows

Multiple Growth and Business Opportunities

by Tanya Shih, Fastener World Inc.

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 almost 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. 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 will be moved to Dehli in 2016 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.





2015印度孟買螺絲展 需求倍數成長、吸金力強

文 / 惠達 施淳真

印度孟買螺絲展(以下簡稱「印度展」)得益於前兩屆的展出成果，2015年第三屆印度展果然不負眾望，開展首日即擠爆現場！據惠達雜誌現場人員回報：「今年展況超乎預期成功，詢價買主更把走道擠得水洩不通！不同於前兩屆大都是設備展商的天下，今年詢問螺絲產品的聲音多了，也表示印度買螺絲的商機大了。現場展商也表示對後續接單相當有信心。」

兩年一屆的印度展，今年展期選定4月23~24日兩天，與位於1館的板金加工展同期舉辦，首日就有捷報傳回。本屆共計有127家，來自印度當地(64家)、中國大陸(44家)、台灣(11家)、德國(2家)、土耳其、義大利、馬來西亞及美國各1家的全球螺絲成品、製造機械、模具、原料、螺絲加工、表面處理及設備展商，使用超過150個攤位數！

此展來訪買家相當專業，幾乎100%皆是來自螺絲領域的製造商、進口商、經銷商和代理商，多數皆有向其他國家(例如：中國和台灣)採購的經驗。自鑽螺絲、壁虎、組合螺絲和螺絲生產機械等產品在為期兩天的展會中詢問度相當高。

台灣參展商部分，今年仍由匯達展覽公司率隊，有三星、萬淵、宏舜、中國氣動、慶諺、朝璟、拔利、友信、鍵財領銜展出！

主辦單位在會後也宣布下一屆2016印度螺絲展將移至印度西北部的德里舉辦，因為距離相關產業更近，預計可以吸引更多螺絲買家前往，創造更多商機。

