

Increasing Business Opportunities

FASTENER TECH™ Closes with Pleasing Results

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The 5th FASTENER TECH™ 15 was held at Donald E. Stephens Convention Center during June 8 and 10. Chicago is dubbed the heartland of U.S. industrial fasteners industry, converging numerous benchmark fastener distributors, makers, media, associations, and research institutes in the U.S. A big selling point of this fair is the industrial and technical seminars on production, distribution, and applications of fasteners (nuts, bolts, screws, rivets, rings, clamps, washers, and nails) arranged by the organizer.

Although U.S. fastener import slightly dropped in 2013, it peaked again at USD 4.8 billion in 2014, exceeding USD 4.6 billion recorded in 2012. Asia is a primary source of fastener import for the U.S., and Taiwan has been the top import source of fasteners for the U.S. for 3 consecutive years. In terms of export, the export of the U.S. has been growing steadily for 3 running years. In 2014, U.S. total fastener export

amounted to USD 3.8 billion; however, the largest export destination has changed from Canada to Mexico. Presumably, the most-favored-nation treaty effective at the U.S./Mexico border makes Mexico a factory for the U.S. The fact that Mexico builds an automotive city and supports the automotive industry has driven the growth in the employment rate and house sales, thereby creating a vast demand for fasteners and parts.

In other perspective, the local media reports that the 9-month labor strike has ceased this past March, and the inflows and outflows of shipments are back on normal track. Coupled with stable exchange rates as well as the stable growth in domestic demand in the

automotive and house markets, U.S. economic and trading activities have livened up again.

FASTENER TECH™ is "The All-Fastener-Industry Event in the Heart-of-the-Fastener Industry." It combines exhibition with training sessions, and it is concurrently held with the surface treatment fair and mold fair (SUR/FIN). To visitors, this is definitely worth a visit. The previous edition (in 2013) attracted 144 local and global exhibitors. This time (in 2015) the fair attracted a

total of 170 exhibitors from the U.S., Spain, China, and Taiwan, who witnessed the stable status of purchase index of U.S. market. Last time there were 2 Taiwanese exhibitors, and this time there were more of them getting their grip on business opportunity, including Fastener World, San Shing, Fastener Jamher, Angelray, Yi Tai Shen, Kingwin Precision, Kot Components, Fontec, Ray Fu, and Shin Guang Yin.



商機加乘 芝加哥螺絲展 再次得意

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2015年6月8-10日第5屆芝加哥螺絲暨機械設備展，已於美國芝加哥Donald E. Stephens 會議中心順利舉辦。芝加哥有著美國工業緊固件心臟的美譽，匯聚美國多數指標性緊固件的分銷商、廠家、緊固件媒體、協會和產業研究機構。由主辦單位規畫扣件(包含螺帽、螺栓、螺絲、拉釘、環、夾、墊片和釘)的生產、批發和運用等產業及技術課程是這個展的另一大賣點。

美國扣件市場的進口表現，除了2013年微幅下滑以外，2014年美國的扣件進口再次推上高峰來到了48億美元，超越2012年的46億美元。而亞洲是美國主要的扣件進口來源，台灣更連續三年蟬聯輸出之冠。在出口部分，美國也已經維持三年的穩成長，2014年美國扣件總出口達到38億美元，而出口地也悄悄從加拿大變成了墨西哥，按理推敲，美墨邊界的最惠待遇使得墨西哥成為美國的製造廠，在墨西哥建造了汽車城、扶植了汽車產業，等於帶動了就業及成屋比例，因而創造了龐大的扣件及零件需求。

另一方面，根據當地媒體報導，為期9個月的怠工潮已於今年3月解除，進出貨的狀況也再次進入常軌，順應車市與房市等穩成長的內部需求，以及穩定的匯差加持下，美國的經貿活動再次活絡。

芝加哥螺絲展是一場「於扣件業中心舉辦的全方位扣件展」，結合展覽功能，也有教育訓練課程，同期更與表面處理展及模具展(SUR/FIN)共同展出，參訪者直呼值回票價。上屆(2013)吸引144家當地及全球其他國家的參展商；本屆(2015)年共計有170家來自美國、加拿大、中國大陸、台灣、德國、韓國、土耳其、巴西、義大利和英國展商參展，感受到美國市場採購指數回穩，台灣參展家數高於上屆的2家，本屆共計有匯達、三星、占賀、全岑、億太昇、金萬盈、金萬財、鋒泉、瑞滬、新廣盈等10家廠商積極掌握商機。 ■

