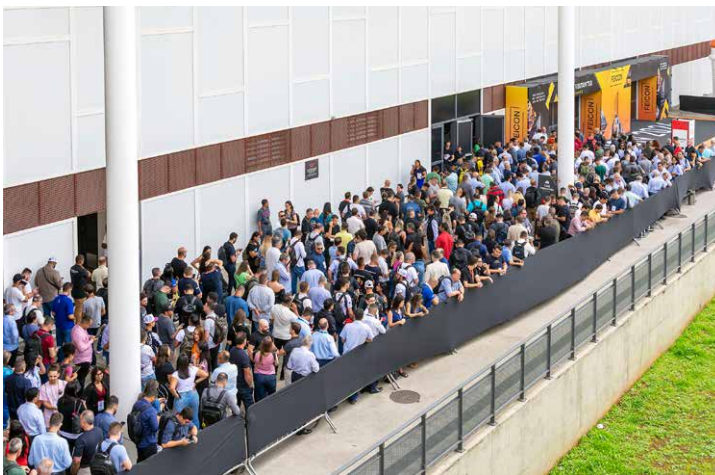


# Brazilian News

The biggest South American construction show, Feicon, is one of the most important business events, including for the fastener market



On April 2 - 5 2024, around the pavilion of São Paulo Expo in São Paulo City, Brazil, there were not enough taxis and Uber service to serve the huge influx of so many visitors heading for the 28th Feicon, the biggest annual construction business show.



It heralded a great success; however, the huge local transport jam caused many visitors to walk a lot before they could access the pavilion.

On the bright side, the edition had more than 100 thousand visitors, around 600 exhibitors, including one of the most important local fastener manufacturers, such as Inox-Par, Jomarca, New-Fix, and other companies with mixed distributor activities, such as screws, bolts and related products of the general construction sectors, such as Amatools, Walsywa and the Waves Plus (a member of CBS Parafusos Group).

## Brazilian Fastener Import Increases by More Than 20% in Tonnage

Last January recorded the biggest volume, second to October 2013

Regarding fasteners imported from bigger global players, around 48% were sold to Brazil from Asian countries, such as China (29%), Japan (7.2%), South Korea and Taiwan (2.8% each).

As written recently in this column by Revista do Parafuso (The Fastener Brazil Magazine), the production of Brazilian motorcycles - a sophisticated and strong fastener consuming sector - already breached the level achieved in 2014, with more than 1.5 million units of motorcycles in 2023. At the same time, the two wheelers do not seem to be the only sector that has been in expansion.

In terms of imports, in October 2013 the Brazilians bought US\$ 103 million worth of fasteners (19.7 thousand tons in weight), which was the best historic monthly result, but in January 2024 the value was US\$ 101 million (22.6 thousand tons).

Comparing the last two first quarters, during Q1 2023 the import value was US\$ 252.38 million (48,868.42 tons). In Q1 2024, the import value advanced 6.8% to US\$ 269.65 million (61,511.91 tons, an increase of 25.9%).

In terms of export, October 2018 showed the best historic monthly result in value at US\$ 20.2 million (3,750 tons). In Q1 2023, Brazil exported US\$ 41.48 million (7,223.88 tons), while in Q1 2024 the export reached US\$ 36.28 million (5,391.46 tons), down 12.5% and 25%, respectively.

Fasteners	Export	Import
Q1 2023	US\$ 41.48 million	US\$ 252.38 million
	7,223.88 tons	48,868.42 tons
Q1 2024	US\$ 36.28 million	US\$ 269.65 million
	5,391.46 tons	61,511.91 tons





## Jern Yao Names New Brazilian Sales Agents

Together, Taiwanese Chum Yuan and Brazilian RWD have the mission to increase sales in the region for Jern Yao



Ray Hsieh (CYC), Rodrigo Wents, Deives Duran (RWD)

The commercial manager of Jern Yao Enterprises Co., Ltd, Mr. Paul Lin has appointed Taiwanese company Chum Yuan Co., Ltd. (CYC) and Brazilian RWD International (RWD) as its business partners in Brazil. The nomination occurred at the end of November in 2023, involving machines sales and services.

Effectively present to connect with many Brazilian fastener manufacturers, Jern Yao Enterprises, a traditional brand for more than 30 years, has been active in production of multi-stage machines, dedicated to cold forming processes. Its lines are divided into three series: 1) Bolt Formers, with 2 to 5 stages, for forming screws; 2) Nut Formers, with 5 to 6 stages, for making nuts; 3) Part Formers, with 5 to 7 stages, for pressing special parts. ■

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