



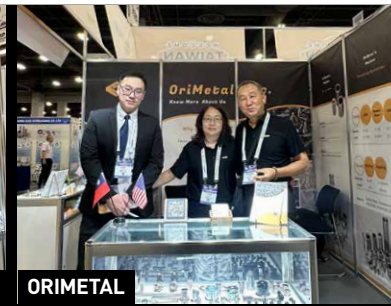
LINKWELL



MOLS



MAO CHUAN



ORIMETAL



PINGOOD



SPEC PRODUCTS



RAY FU



REXLEN



PROFESSIONAL FASTENERS



VERTIGO



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# INTERNATIONAL FASTENER EXPO 2024

## An Outpost for Keeping Up with U.S. Customers' Needs

International Fastener Expo (IFE), a B2B trade show in the North American market for manufacturers of fasteners, machinery, tooling and peripheral fastening products, took place on September 10-11, 2024, at the Mandalay Bay Convention Center Halls B & C.

More than 600 booths from 35 countries/regions (including the United States, Belgium, Brazil, Canada, China, Germany, India, Indonesia, Hong Kong, Italy, Japan, South Korea, Malaysia, Mexico, Spain, Taiwan, Thailand, Turkey, the UAE, and Vietnam) came to exhibit a wide range of standard/customized products and services for industrial fastening applications on-site (about 380 international exhibitors), and seize the opportunity to secure sales orders, increase brand awareness and explore more opportunities for cooperation.

Fastener World, the organizer's exclusive sales agent in Taiwan, also brought 60 exhibitors to exhibit this year, including **Chin Lih Hsing, Tone Dar Seen, Kwantex, Chu Wu, Gain Den, Chite, L & W, J. T. Fasteners, Kelly International, Fang Sheng, Mols, Special Rivets, A-Stainless, Excel Components, TIFI, Chirek, Wei I, Rexlen, Bi-Mirth, Taiwan Shan Yin, Aimreach, Taiwan Precision Fastener, Katsuhana, Screwtech, Luna's Light, Shiang Ging, J.C. Grand, Link Upon, Dragon Iron, E Chain, Hu Pao, Ji Li Deng, Dicha, Spec Products, Wattson, Dar Yu, Gofast, Meteck, Jung Shen, Soon Port, Standing Industrial, Professional Fasteners Development, Apex, Feng Yi, Huang Jing, Shaw Guang, Pingood, Sintec, Mao Chuan, Shyang Sheng, Patta, Linkwell, Ray Fu, U-Ween, J Mo, Ie Perng, KOT, Kenlon, Orimetal, Shin Guang Yin, Locksure, Jeng Yuh, Label One, Vertigo, and Konfu.** Taiwanese exhibitors also formed one of the major international pavilions this year, along with the others from India and China.





The show attracted executive management, sales and marketing and purchasing representatives from fastener distributors and manufacturers, mostly from industrial, construction, automotive, assembly production and aerospace applications.

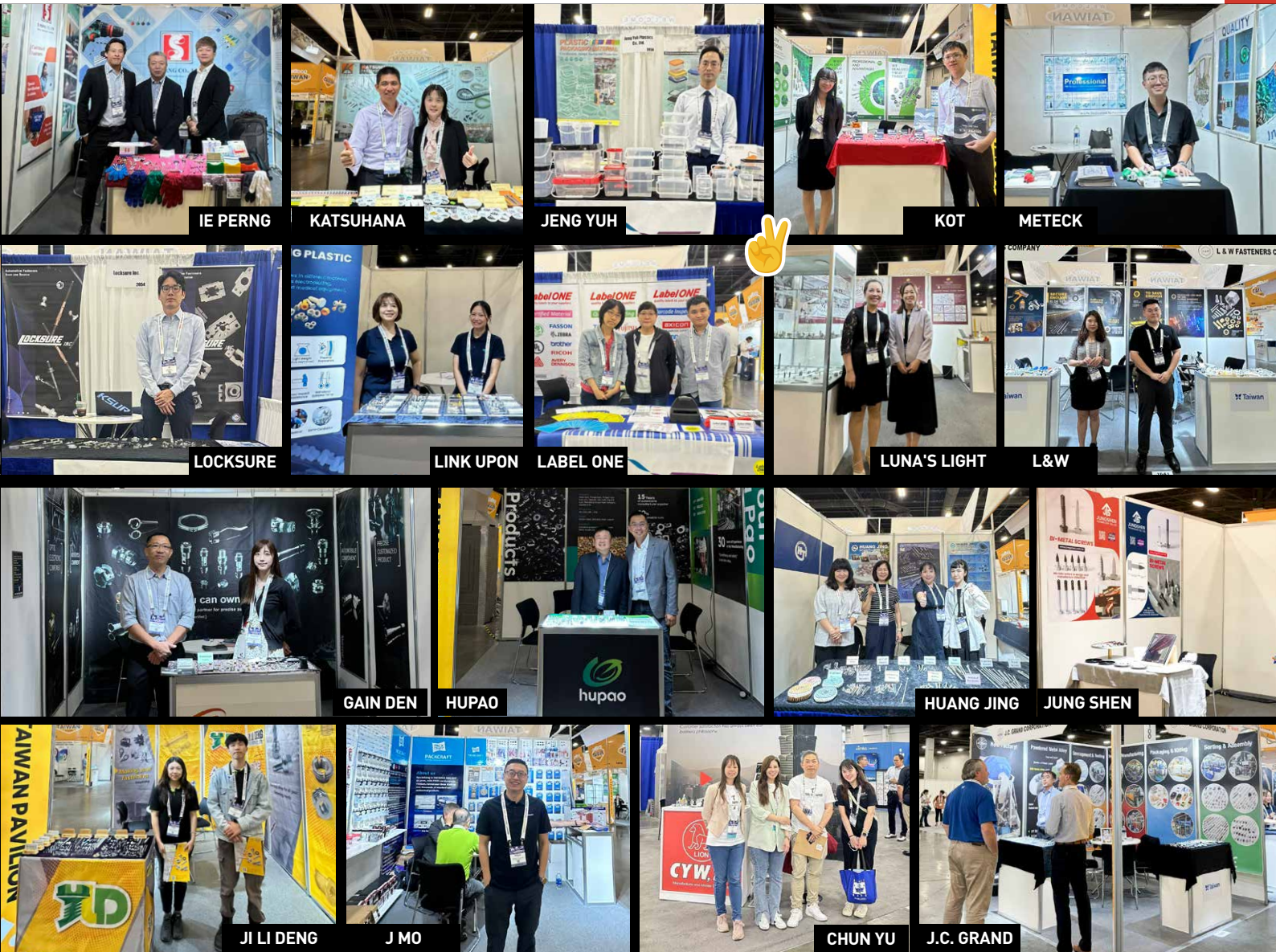
In order to promote industry exchanges and market opportunities, the organizer also invited industry professionals to hold a number of industry seminars. These included 9 presentations on topics such as AI, technology trends, fastener finishes, applications and marketing, 4 fireside chats and 2 workshops (now available for online listening on the show's official website).

IFE Show Director Morgan Wilson said in a media interview: "We had a great golf tournament and a welcome party the day before the show, and the first day of the show went very well! Not only did we have a number of region and industry-specific networking events that everyone could not miss, bringing together professionals from aerospace, automotive and a variety of other industries, but we also had a Espresso Bar offering free coffee. There were also the annual Hall of Fame and Young Fastener Professional Awards, as well as new marketing workshops. We are thrilled with this year's success and look forward to raising the bar even higher for next year."



# EXHIBITION - USA





According to a market research report, the U.S. remains one of the world's largest importers of fasteners. The U.S. market is expected to show a similar growth trend, given the high demand for automation, aerospace and other related industrial applications in the global market. In addition, due to the rising demand for lightweight vehicles and aircraft, many companies are moving away from standard fasteners to customized products, which will stimulate further growth and expansion of the U.S. market for related fasteners. At a time when the U.S. continues to impose a tariff of at least 25% on Chinese fasteners, Taiwan's high-quality fasteners exported to the U.S. without being affected by anti-dumping duties are bound to show a relatively competitive advantage in the eyes of U.S. buyers.

“Through participating at this show, we not only met with our existing customers to understand the current local market situation, but also promoted our main products to some unfamiliar customers. Under the influence of the global economic downturn, the most important thing that our customers are concerned about in terms of procurement is not only the competitive price, but also whether the delivery time can meet their demand. Thanks to Fastener World's assistance, our two-day show could go smoothly,” said Ms. Peggy Chang, who exhibited on behalf of J. T. Fasteners at the show. “However, there are a few short-term phenomena in the U.S. market that we should pay special attention to. I observed that the inventory level of U.S. customers is still high,” said General Manager Bill Wang of Hu Pao Industries, also an exhibitor this year.

Taiwan exported about 640,000 tons of fasteners to the world in the first half of this year, of which nearly 300,000 tons (47.1%) were exported to the U.S., an increase of 1.77% over the same period last year. The top exported fasteners included Other Screws, Bolts (73181590), Nuts (73181600), Self-tapping Screws (73181400), and Wood screws (73181200). Manufacturers who are interested in expanding into the U.S. market are advised to develop more customers for these products.

**The organizer announced that the next show will be held on September 15-17, 2025 at Mandalay Bay Convention Center Halls E & F. ■**





# FASTENER POLAND®

2024



## The Industry Exchange Platform Closer to Central and Eastern European Buyers

Fastener Poland, the annual professional event for the fastener industry in Central and Eastern Europe, was held at Expo Krakow on Sep. 25-26. More than 140 exhibitors from Poland, Germany, Italy, China, the Czech Rep., Taiwan, the UK, Turkey, Pakistan, Malta, the U.S., the UAE, Denmark, and India registered for the show, with Taiwan and China being the largest overseas pavilions of the show. The exhibits included industrial fasteners and fixings, building fasteners, assembly and installation systems, fastener manufacturing technology, storage and distribution equipment, and related services.



Krakow, once the capital of Poland, has played an important role in Poland's history and is now one of the country's major business, culture and science centers. Poland's proximity to Ukraine, Germany, the Czech Rep., Slovakia, Belarus, and Lithuania makes it a key hub for trade among countries in Central and Eastern Europe. Coupled with the rapid economic development and GDP growth of Central and Eastern European countries in recent years, the demand for construction and automotive fasteners continues to increase. In the first 8 months of 2024, Poland ranked as Taiwan's 9th largest fastener export partner. Taiwan exported nearly 20,000 metric tons of fasteners to Poland, showing a significant increase of 31.69% over the same period of last year. Poland also had the highest YoY increase among Taiwan's top 10 fastener export partners.



Optimistic about the future economic development of the Central and Eastern European market, Fastener World also led nearly 30 Taiwanese exhibitors to exhibit and exchange with local buyers face-to-face this year, including De Hui, Gold Head, le Perng, Lin-Yu, Loyal & Birch, Ray Fu, Shiang Ging, SPEC Products, Sprout Tooling, Taiwan Precision Fastener, TIFI, Wa Tai, Yuding, Yeswin, Joker, Jiele, Homn Reen, Hoplite, Konfu, Mao Chuan, Riu Fastener, San Yung, Tai Huei, Chite, and Chen Tai. On the first day of the show, many local buyers from Poland came to look for potential exhibiting suppliers. As there were many exhibitors from Taiwan and China this year, it was also more convenient for local buyers wanting to purchase high quality or competitively priced fasteners or even machinery & equipment from Asia. On the first day of the show, the organizer also invited several industry experts to give speeches on market trends.

Although this show is relatively a regional exhibition for the Central & East European market, Fastener World's on-site staff also met visitors from Iceland, the UAE, the UK, and even Ukraine coming to inquire about specific customized products, in addition to inquiries from local buyers. A few Taiwanese exhibitors told Fastener World that they had heard that the Polish market is a new star in the Central and Eastern European market, so in addition to exchanging ideas with local buyers during the show, they also arranged to meet with a few local manufacturers after the show in the hope of bringing more orders back to Taiwan through this business trip. Timo Scholle, Managing Director of Achilles Seibert, a famous fastener importer from Germany, who also participated in this year's show, told Fastener World that it was their first time to participate in Fastener Poland and they hoped to know more about the Polish market and expect more cooperation opportunities.

**The organizer has announced that the next edition will be held on Oct. 15-16 at the same venue. For more details about the show, please tuned for the latest info at [www.fastener-world.com](http://www.fastener-world.com).**





AMBROVIT



CHIREK FASTENER



CHUN YU WORKS



CORNWALL ENTERPRISE



FIXI



JOKER



KAI SHYUN



MAO CHUAN



RAY FU



VERTIGO



WAN IUAN

## FASTENER FAIR ITALY 2024

### Recovery Anticipated for European Economy

As Taiwan's eighth-largest export market for fasteners and Europe's second-largest fastener manufacturing nation, Italy has over 200 fastener manufacturers, with more than 75% of fasteners exported globally. Fastener Fair Italy is a grand and international biennial event for the local fastener industry, held this year from October 29 to 30 at the Allianz MiCo Convention Center in Milan. The 4th edition attracted over 200 exhibitors, primarily from Europe, along with exhibitors from Taiwan, China, India, and Turkey. Some exhibitors aimed to reconnect with existing clients to address their needs and provide replenishment services, while seeking to develop new European clients and secure more high-value orders.

Among the exhibitors, there were 12 Taiwanese exhibitors participating this year, including those who registered booths through Fastener World, including: **ChiRek Fastener, Cornwall Enterprise, Joker Industrial, Kai Shyun Enterprise, Mao Chuan Industrial, Ray Fu Enterprise, Vertigo Forming Solutions, Wan Iuan Enterprise, and Chun Yu Works.** We observed familiar faces among European guests who had previously attended exhibitions in Taiwan, and in Fastener Fair Italy they visited Indian exhibitors' booths.

Additionally, in terms of Chinese exhibitors, we noticed competition between European companies and Chinese exhibitors at the fair. Some equipment suppliers said that "Chinese exhibitors are competing with many countries in fastener products, and plus,



they offer machinery that is 30% to 50% cheaper than Taiwan's, coupled with faster delivery times. Their future competitiveness should not be underestimated." These equipment suppliers hope to gradually shift their focus towards providing smart and higher-quality equipment to European customers.

This fair can be seen as a precursor to Fastener Fair Global scheduled for March next year in Stuttgart, Germany. Most visitors to this event were importers from EU countries, end-users of fasteners (primarily construction fasteners), and distributors. During the two days, Fastener World engaged with many international visitors, including new and known faces, introducing them to Taiwan's outstanding fastener companies while exchanging insights on economic prospects in Taiwan and Europe. Some visitors expressed optimism that the European economy would not decline further and could trend toward positive demand recovery.

**The fair's organizer has yet to announce the date and location for the next edition. For more exhibition updates, follow up on Fastener World's official website at [www.fastener-world.com](http://www.fastener-world.com).** ■

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# FASTENER FAIR MEXICO 2024

## Construction and Automotive Fasteners are the Most Inquired Products

Fastener Fair Mexico, which was relocated to be held the year before last in Guadalajara, a major commercial city in Mexico, was held in conjunction with Expo Nacional Ferreteria at Expo Guadalajara from September 5 to 7 this year. About 80 exhibitors registered to participate in the event, and most of them came from China, in addition to a few exhibitors from Mexico and Taiwan. With a total floorplan of 3,000 sq. m, this show was regarded as a more professional exhibition platform for fasteners and hardware products in Latin America and a channel to promote communication and exchange with local buyers.

The exhibitors this year mainly showcased fastening products for automotive, construction & engineering, hardware products, energy-related and mechanical metal processing applications. Fastener World, the show's exclusive stand sales agent in Taiwan, led six Taiwanese fastener manufacturers, namely Hurmg Yieh Machinery, Kay-Tai, Konfu, L&W, Spec Products and Chi Ning, to exhibit a variety of high value-added and cost-effective products and services, and meet face-to-face with buyers from Mexico and neighboring Spanish-speaking countries. However, perhaps due to the indirect impact of external unfavorable factors such as global political and economic changes or the periodic industrial demand adjustments within the region, the 3-day exhibition attracted about 2,000 visitors according to the show organizer's statistics. There is still a lot of room for growth in the number of visitors compared to the original expectation.



According to the on-site observation of Fastener World's staff, the visitors coming to Fastener World's booth this year mainly inquired about automotive and construction fasteners, and preferred collaborating with suppliers who have already established a deep-rooted presence in the Latin American markets. In addition, since Spanish is the main medium of communication among local manufacturers, those who are interested in entering the local markets should pay special attention to the availability of professionals who can communicate in Spanish.

In terms of import duty rates, in order to curb unfair competition from countries/regions that do not have a free trade agreement with Mexico, on April 22, 2024, the Mexican federal government announced another revision of the duty rates on specific product items, including fasteners. Originally, the ad valorem duty rate of the involved fasteners (falling within HS codes 7318.11.01 / 7318.12.91 / 7318.13.01 / 7318.14.01 / 7318.15.04 / 7318.15.99 / 7318.16.06 / 7318.19.99 / 7318.22.91 / 7318.23.02 / 7318.24.03 / 7318.29.99) was 25% per kilogram. Starting from April 23, 2024 to April 23, 2026, the rate will be temporarily adjusted to 35%.

**The organizer has also announced that the next edition will be held on September 4-6, 2025 at the same venue. For more information about this show or if you are interested in exploring the American market, please contact the sales dept. of Fastener World, the show's exclusive sales agent in Taiwan (Email: [foreign@fastener-world.com.tw](mailto:foreign@fastener-world.com.tw)) for more information. ■**







# KOREA 2024 METAL WEEK

## Many Chinese and Indian Exhibitors Target Korea's Domestic Market

Korea's annual manufacturing industry event, Korea Metal Week, was held from October 16th to 18th at Center 1 of the KINTEX exhibition ground, with the support of a number of local Korean manufacturing industry associations.

Nearly 300 exhibitors from Korea, China, India, Japan, Germany, Canada, Italy, Switzerland, Spain, Taiwan, the U.S., Russia, and Cyprus came to showcase a variety of industrial metal products and peripheral equipment & services. In addition to the largest number of Korean local exhibitors, about 90 Chinese exhibitors formed the largest international pavilion at this year's event, while the second largest pavilion was from India (more than 20 exhibitors), showing Chinese and Indian exhibitors' optimism about the recent domestic market in Korea.

The show was divided into 14 thematic zones, including: Fastener & Wire, Foundry & Die-Casting, Automobile & Machine Parts, Press & Forging, Tube & Pipe, Surface Treatment & Painting, 3D Technology, Aluminum, Laser & Welding, Fundamental Manufacturing Technology, Pump Technology Industry, Tools, Composite, Control, Measurement & Automation. The clear separation of exhibits made it easy for buyers to find interested exhibitors quickly. During the first two days of the show, the organizer also invited experts and representatives to hold a total of 13 seminars on ESG, vehicle lightweighting, environmental sustainability, and injection molding technology, which are the most concerned topics in the industry. "This show offers an exceptional opportunity to meet domestic and overseas buyers and exchange ideas on relevant technologies in the industry," said Hongyu Lee, CEO and Chairman of the show.

Fastener World also participated as exhibitor in the "Fastener & Wire" zone this year and interacted with many Korean buyers. According to our observation, most of the visitors who came to Fastener World's booth were small and medium-sized fastener traders or importers, and some of them acclaimed that Fastener World Magazines are a worth-reading industry toolkit, which is very helpful for them to find suitable manufacturers to place orders.

Korea is one of the most important industrial products exporting countries in Asia, and the development momentum of its supply chains of metal parts processing and manufacturing is more mature and robust than that of other emerging countries in Southeast Asia. Its demand for fasteners for automotive, electronics/3C and heavy industries is more obvious. The latest Korean official statistics show that Korea's exports in September 2024 set a new record for the largest single-month export, and showed growth for the 12th consecutive month. Coupled with the competitive advantage created by the signing of FTAs with Europe and the U.S., Korea's exports to Europe, the U.S., the Middle East, China, and ASEAN all showed growth as well. ■





# METALEX VIETNAM 2024

## Countries Still Being Optimistic About Vietnamese Metal Processing Market

Metalex Vietnam is an annual exhibition for precision engineering and manufacturing professionals on metal processing and related equipment applications, and is the more representative exhibition for precision machinery, metal tools and equipment in the South Vietnam region, which was held from October 2 to 4 at S.E.C.C. in Ho Chi Minh City. The theme of the show this year was “FROM LINES TO CYCLE - BUIDLING A CARBON NEUTRAL MANUFACTURING LEGACY”, hoping to offer a one-stop destination for all world-class technology providers and local industrialists to exchange breakthrough ideas and business know-how.

The show this year had a total of 188 exhibitors from 15 countries/regions including Vietnam, China, Japan, Germany, Taiwan, South Korea, Italy, Afghanistan, Hong Kong, India, Malaysia, Singapore, Thailand, and USA. Vietnam, China, Japan and Germany were the major groups of exhibitors. The products on display were mostly about sheet metal working, precision engineering, molds and dies, automation, machine centers, robotic, metrology & testing device, pumps and valves, raw materials handling & storage, welding, surface treatment, painting, chemical, packaging, hand tools, safety equipment, software systems, wires and tubes, jigs, and so on.



The show this year presented lots of latest high-tech precision engineering and machining technologies, attracting many relevant professionals. According to the observation of our staff on-site, who interacted with some visitors during the 3-day exhibition, this year's visitors were mostly importers and manufacturers from the field of precision metal processing parts, engineering fastening components, and machine tools, whose demand for these products mainly focused on satisfying the local manufacturing industry of Vietnam. Fastener World's booth was also visited by the purchasing representatives of some leading fastener-related companies such as Böllhoff.

According to statistics, Vietnam relies on imports for more than 70% of its machinery and equipment, and is now the world's 8th largest importer of machine tools. Benefiting from the growth of Vietnam's automobile/motorcycle and consumer electronics manufacturing industries, Vietnam is also a very important export partner for Taiwan's machine tools. Vietnam Association of Mechanical Industries (VAMI) estimates that, from 2019 to 2030 the market demand for machinery will reach about US\$310 billion.

**The organizer has not yet announced the date and venue for the next edition. For more information, please stay tuned to Fastener World's website at [www.fastener-world.com](http://www.fastener-world.com).** ■

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## AI and Low Carbon Become Focused Issues

International Hardware Expo Taiwan (IHT) took place on Oct. 16-18 at Taichung International Exhibition Center and was co-located with Taiwan International Tools & Hardware Expo (TITE Expo) at the same venue. The Expo was divided into 7 thematic zones, including Tools & Accessories, Automotive Part & Maintenance Equipment, Garden/Outdoor/Agricultural & DIY, Building & Locks, Metal Processing Equipment & Work Safety, Fasteners & Fitting, Smart Manufacturing.

The location of the Expo was close to the hardware & hand tool industry clusters in Central Taiwan, making it easier to attract the neighboring professional hardware & hand tool companies to visit the Expo to observe the industry's updated technology or to look for cooperation opportunities. This year's show was based on the theme of "LESS", with special emphasis on the trend of low carbon, environmental protection, energy saving and sustainability. According to the official data released after the Expo, there were more than 270 registered exhibitors this year with an exhibition area of 7,000 sq. m, hoping to win more domestic and overseas orders through the 3-day exhibition in Taiwan, which has an annual export of more than NT\$100 billion.

According to the on-site observation of Fastener World's staff, this year's exhibitors were mostly hand tools, small hardware and gardening peripheral products exhibitors, and relatively few fasteners and fasteners exhibitors. Domestic manufacturers and small and medium-sized OEMs made up the majority of the visitors, with fewer foreign buyers. However, there were also some buyers who mainly purchased hardware and hand tools at the screw exhibitors' booths, hoping to expand their product offerings.

In order to enable participants to learn first-hand about AI automation, digital transformation, energy saving & carbon reduction, industrial energy, carbon fees, government resources and generational heritage, the organizer also invited IDA of MOEA, Taiwan Hand Tool Association, and a number of colleges/universities, large manufacturers, and expert reps to deliver keynote speeches. Chairman Lai of Taiwan Hand Tool Association, said in his speech that the hand tool industry in Central Taiwan has a solid foundation. Mr. Chih-Ching Yang, Director General of IDB of MOEA, said that the government will continue to promote AI and low-carbon transformation and help enterprises maintain their competitiveness through favorable policies such as the special budget for the post-pandemic period, the cultivation of AI talents, and rental tax incentives.

**The next edition of the Expo will be held at the Taichung International Convention & Exhibition Center, and the organizer is looking forward to further enhancing the strength of Taiwan's hardware industry and its supply chain through a better exhibition environment. ■**