

Exhibitions Review

by Fastener World

03/29-04-01 Inafastener



INAFASTENER 2017 was the 2nd Indonesia International Fastener & Fixing Technology Exhibition, which took place along with INAPA, IIBT. The exhibit profile of INAFASTENER 2017 covered a wide range of industrial fasteners and fixings, assembly and installation systems, storage and logistic services.

On the first day of the fair (March 29th), a tide of people swarmed into the fairs like INAPA, INABIKE and TYRE & RUBBER INDONESIA, showing that the fairs had much attraction toward customers with different needs. Overall, the buyers visiting INAFASTENER mostly came from the host country- Indonesia, showing the need for fasteners for the local market; the buyers from China were second to Indonesia. Most of the exhibitors visited each other in the exhibition area. The 3rd INAFASTENER will be held on 20-22 March 2018 at Jakarta International Expo (JIEXPO).

03/28-03/30 Fastener Fair Stuttgart



The 7th biennial Fastener Fair Stuttgart took place in halls 1, 3 and 5 at the Stuttgart Exhibition Grounds in Germany during March 28th to 30th. For the fastener industry, it was definitely a must-attend international and world's largest fastener fair in 2017. The exhibition floorplan spanned the area of 20,800 m², compared to the last exhibition this amounted to an increase in exhibition space of 11%. With 895 exhibitors from 46 countries, the exhibition was fully booked.

Fastener Fair Stuttgart not just helps the related industries expand business to the European market, but is also a place gathering buyers and exhibitors from all over the world and different industrial areas under one roof. The fair offers any fastening products you can imagine. If anyone has any related demand for fasteners, they can absolutely find their most suitable partners in this fair.

According to Fastener World's correspondent on-site, the first significant inflow of visitors coming to the exhibition grounds happened in the afternoon of the first day. The venue was again soon crowded with visitors swarming into the fair on the second and the third days. A total of 11,709 visitors from 91 countries came to Stuttgart to discover the latest trends and products from all areas of fastener and fixing technology. This represents a further growth in visitor numbers by 6% compared to the last event in 2015.

04/28-04/29 Fastener Fair India

Following the last successful fastener event in New Delhi, the annual Fastener Fair India returned to Mumbai this year. The 2-day fair was a specialized event dedicated to finished/semi-finished fasteners, machinery, molds & dies and related service. It attracted nearly 200 exhibitors from India, China, Taiwan, Germany, Italy, France and Latvia to showcase their latest technology, products and service at Hall 5 of Bombay Convention & Exhibition

04/12-04/14 M-Tech Nagoya



Following the success of the 1st edition of M-Tech Nagoya, the 2nd edition opened its door from April 12 to 14 this year at Port Messe Nagoya. According to the statistics of the organizer, this 3-day event attracted 979 exhibitors and 69,146 visitors in which local Japanese exhibitors accounted for as high as 90%.

A survey with exhibitors during the show reveals that Japanese companies care more about whether their potential collaborative partners would like to establish long term business relationships with them. Therefore, they tend to observe overseas exhibitors first and will only go further to discuss business when they are quite sure that they are partners they can establish long term business relationships with. Japanese companies prefer face-to-face business talk based on mutual trust, and therefore, if you would like to tap into the Japanese fastener market, frequent participation in this show and the establishment of a good company image will be some important strategies you could take into account.

The next edition will be held from April 11 to 13, 2018. The organizer already reported an 80-90% booth reservation for 2018 right after the show. The show scale next year is expected to grow again.



Centre. The venue was most of the time crowded during the 2-day event and most of the visitors were local Indian manufacturers, distributors and importers.

The organizers also stated that the fair this year was more successful than its previous edition was, as more visitors came to the fair to make their inquiries and search for suppliers. Most of the exhibitors expressed their satisfaction with visitor quality and their purchase capability and said that they would definitely consider booking a stand at Fastener Fair New Delhi 2018.



05/03-05/05 Design Build Expo

The 28th Design-Build Expo was held in Sydney in 2017. This annual expo takes turns to be held in Melbourne and Sydney. This time, the expo was held on May 3rd to 5th for three days, attracting 353 exhibitors from 16 countries such as Australia, Hungary, China, France, Taiwan, Germany, India, Korea, etc.

In addition to the exhibition itself, the organizer also held the industry workshops to increase communication and interaction among professionals of this expo. According to Fastener World's correspondent on-site, buyers were mostly local builders and end-users, and they showed interest in long screws and building materials. They also asked the exhibitors whether they had warehouses in Australia, so that they could provide a small amount of demand. The visitors also asked the companies about the lowest purchase amounts as well. The chance to get into Australia's local market would be higher if a company has a warehouse or agent in Australia.

05/17-05/20 Subcon Thailand

The 11th edition of Subcon Thailand came to a perfect close on May 20th, 2017. This show was co-located with INTERMACH machinery & subcontracting show and Sheet Metal Asia. In the fastener zone of the show, there were 25 exhibitors from Taiwan (20 machinery manufacturers and 5 fastener producers). Local Thai exhibitors were mostly trading companies. During the 4-day event, the inflow of visitors never stopped. Visitors were mostly local importers and traders.



The development of Thailand is really fast and its GDP last year hiked by 3.3%, winning the title of "the heart of ASEAN" for itself. Furthermore, as it has a very well-developed auto assembly industry and is the 9th largest car manufacturing country in the world. Thailand is dubbed "The Detroit City in the East." According to a forecast- by Frost & Sullivan, the car production of Thailand is expected to reach over 3.2 million units of vehicles by 2018. As a result, many exhibitors and buyers related to the business of auto parts were also present at the show, which included Nissan and Toyota, making this show the best platform for leading brands in the industry to initiate face-to-face business talk with each other.

05/24-05/27 Metaltech

The scale of MetalTech 2017 was greater than before, with the attendance of over 2,000 companies from 38 countries in total, bringing various latest and world-leading machine technologies from many fields including electronics, medical, aerospace and automotive components industries. During the show, the organizer held multiple seminars focused on "Industry 4.0" for attendees to exchange with each other and keep up with the latest trend of manufacturing.



The show this year spanned 4 days from May 24 to 27. The first day attracted over 3,000 visitors and the venue was packed with people. Although the show was more tailored to machine tools and metal processing equipment, there was still a great number of visitors inquiring for fasteners, hardware and hand tools, most of whom were makers and traders from local Malaysia. Therefore, we can tell that the Southeast Asian manufacturing is still in vibrant development with promising prospect.

