

High Quality Fastener Show in Chicago Fastener Tech 2017 Opened with Enriched Content

This year Fastener Tech opened during June 5 and 7 at Donald E. Stephens Convention Center. Exhibitors included fastener makers, importers, service providers and machinery makers coming together at the same venue. Our special correspondent surveyed the exhibitors on site and found Fastener Tech has everything that is needed for a fastener show. There were a huge crowd of people particularly on the first day of the show. Both the exhibitors and visitors thought the show on the whole was of high quality and very professional. Our correspondent observed that the show mostly consisted of local American exhibitors and visitors, along with buyers from other countries. The quality and proficiency of this show was also brought out by seminars inviting Fastener Training Institute to speak on fastener failure, as well as by the Fastener Summit presented by Fastener Industry Coalition. This show was held for the first time in 2007 and has reached its 10th anniversary, continuing to contribute values to the fastener industry.



Fastener World's Global Exhibition Footprints (Jun-Sep 2017)

compiled by Fastener World

Renowned Exhibitors Converged at Ferro Forma

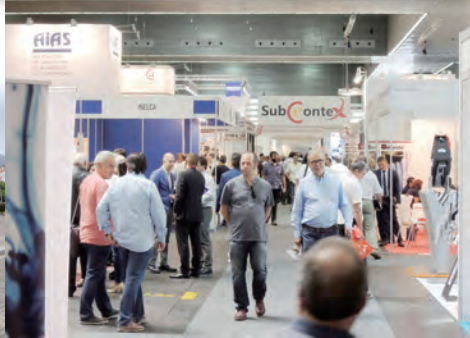
The 2017 edition of Ferro Forma opened during June 6 and 8. The show consisted of 4 halls, with most hardware and fastener exhibitors converging at the 1st and 3rd hall, and a few ones at the 5th hall. Among them, there were around a dozen screw companies. We got our first-hand intelligence from our special correspondent, that incoming buyers were mostly local Spanish people, with a few overseas buyers from countries like the U.S., Canada, Italy, and Israel. The renowned exhibitors to this show included Ambrovit, Vipa, Fabory, Phillip Screw, Araymond, and Heico. Buyers were mostly medium or small importers, traders, and distributors. Some of them have been continuously purchasing from Asian suppliers; some others prefer setting up local warehouses in Spain and shipping directly to the locals. Additionally, there were overseas importers who purchased at the show to sell back home, as well as visitors looking for small hardware and components such as door locks. From this we can tell the show attracted a diverse range of attendees.

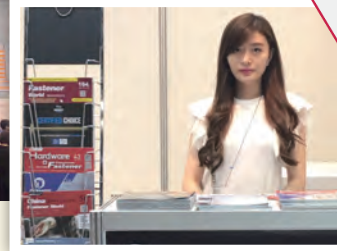


Fastener Expo Shanghai 2017

Fastener Expo Shanghai 2017 welcomed several well-known guests on the opening ribbon-cutting ceremony. This grand event was given from June 22 to June 24. A new exhibit hall for finished fasteners, construction hardware and building materials was also added this year. Taiwan Pavilion was located at Hall 1 for fastener machinery and accessories, also drawing many exhibitors and visitors in attendance.

According to the report of Fastener World's correspondent on-site, most of the exhibitors and visitors this year were mostly importers or manufacturers coming to look for products and services best suited to their needs. Around 90% of the visitors were from China. Pushed by the Chinese Government's policies "2025 Made-in-China" and "One Belt, One Road", the demand for Chinese fastening products will definitely demonstrate a substantial growth. As a result, Fastener Expo Shanghai has now become the best platform to help many companies get better understanding of the Chinese market.





Review of M-Tech Tokyo

The annually held M-Tech Tokyo was again successfully given from June 25 to June 27. According to the data from the show management, last year the total visitor number was 87,285 and the visitor number this year was even more (up to 88,554). The visitor number on the last day was the highest during the 3-day event.

According to the report of Fastener World's correspondent on-site, manufacturers and traders represented half of the visitors respectively and most of the buyers were from local Japan. A few of the visitors were from other Asian countries, such as S. Korea, Thailand, etc. Most of the buyers came with specific product demands and had already selected some of the booths they would like to visit before coming to the show.



Heading for Mexico, the Bridge Connecting Business Opportunities in Latin America

The 29th Expo Nacional Ferretera was held in Guadalajara, Mexico, on September 7-9, 2017. The show attracted 809 exhibiting companies from 19 countries, including Brazil (4 companies), Canada (3), Chile (2), China (309), Cyprus (8), Columbia (15), South Korea (41), Ecuador (9), Spain (20), U.S. (81), India (104), Italy (50), Malta (40), Mexico (44), Panama (47), Puerto Rico (3), Taiwan (19), Turkey (6), and Venezuela (4).

Participating buyers were mostly from Mexico and other Latin American countries. Most of the buyers who approached Fastener World's booth were makers/importers/distributors looking for hand tools, pneumatic tools, and fasteners. Notably, most buyers would start by asking whether their targets have local factories or offices; therefore, any company interested in entering the Mexican market is suggested to look for local agents to collaborate with.

The exhibit profiles included a wide range of products such as tools, pipes, valves, construction materials, fasteners, hardware equipment and machines. Since its first edition in 1989, Expo Nacional Ferretera has become the most representative international hardware and construction materials show in Latin America.



Entering the Most Popular Market in South Asia Hand Tools Expo & Fastener Expo 2017 in Mumbai, India

The annually held 16th edition of Hand Tools Expo & Fastener Expo 2017 in Mumbai, India has been successfully given at Hall #6 of Bombay Exhibition Centre from Sep 08 to Sep 10. The Expo this year welcomed the enthusiastic attendance of more than 140 fasteners, hand tools and related hardware suppliers (including 26 exhibitors from local India, 15 from Taiwan, 98 from China and 1 from Japan) eager to tap into the most popular and fastest growing market in South Asia.

Exhibit profiles of the 2017 edition included hand tools, power tools, air/pneumatic tools, fasteners, fastening tools, automotive tools, MRO tools, DIY tools, garage tools, abrasives, garden tools, safety tools and accessories. Visitors of the Expo were mostly exporters, importers, distributors, traders, retailers, industry suppliers, etc. International exhibitors from Taiwan and China also built their own national pavilions which not only elevated the brand image of the respective two countries, but also drew the attention of many local Indian buyers to place their inquiries for possible business cooperation in the near future.

"The Indian hand tools & fastener industry has been growing steadily with significant achievements to its credit. The technological advancements should be shared amongst various industries and such focused international B2B event plays an important role in one on one interaction and technology transfer from across the globe," said Narinder Bhamra, President of Fastener Manufacturers Association of India (Regd).

This Expo not only demonstrated the highly regarded industry specific specialty and acted as a connecting bridge between buyers and sellers, but also enabled international industry professionals interested in the fastest growing market (India) to establish future cooperation with high quality potential business partners from local India and the nearby countries during the 3-day event.

Considering the continuously growing business opportunities in the Indian market, the organizer of the Expo has announced that the next edition (17th) will be relocated to Pragati Maiden Exhibition Centre in New Delhi and is slated to be given again from Aug 29 to Aug 31, 2018. It is expected that this Expo will definitely create a new wave of fad within the entire industry to tap into the Indian market again. □

