

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

compiled by Fastener World

Vietnam Manufacturing Expo 2017 Wraps up 8,974 Visitors, Laid the Foundation for Industrial Development

On 26 – 28 April 2017 at Hanoi International Center For Exhibition (I.C.E., Hanoi), "VME" Vietnam Manufacturing Expo 2017 has continued to exemplify the technology and creativity that drive the manufacturing industry by garnering over 8,974 industrialists from many sectors across Vietnam.

Co-located events with "VME" Vietnam Manufacturing Expo 2017 are "ICSV" Industrial Components & Subcontracting Vietnam (ICSV) and "VSM" Vietnam Sheet Metal which were combined into one comprehensive event to further upgrade and empower production efficiency and business connection. The increased number of visitors at 8,974 and 347 group visits came from 37 countries. The business match making program successfully matched 312 key buyers, increasing 30% from 2016.

"Engineer Master Class" with honorable speakers from the Ministry of Industry and Trade – Mr. Cao ba Anh, Seniors Expert from Heavy Industry Department, and also Mr. Deepak Kumar Arora, General Director of Minda Vietnam Automotive Company Limited, is the perfect place to gain experience from the best in the industry. However, the "VME Forum" with the support from Vietnamese Association of Mechanical Industry (VAMI) under the topic of "New Technological Applications in Manufacturing Mechanical Products" has delivered deeper overview of current and upcoming technology application to spark new ideas and boost competitiveness ahead of other competitors.

Over 3-days, the show provided exhibitors an environment apt for the business promotion through networking with potential customers. Next year, this dynamic exhibition will take the return from 8-10 August, 2018, again at Hanoi International Center For Exhibition (I.C.E).



Design-Build Sydney Expo 2017

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. Besides screws and building materials, exhibits also included tiles and kitchen & bathroom accessories.

The expo was held right next to Darling Harbour and the location was very good and convenient for all visitors. Darling Harbour is a large recreational and pedestrian precinct situated on western outskirts of the Sydney central business district. It is a famous destination in Sydney with rich Australian feelings, thus, it attracts travelers from all over the world every year. With its great geographic location, the Sydney Convention and Exhibition Centre at Darling Harbour was a venue for the 2000 Summer Olympic Games and a key meeting venue for APEC Australia 2007. This year, it became the venue for the 28th Design-Build Expo.

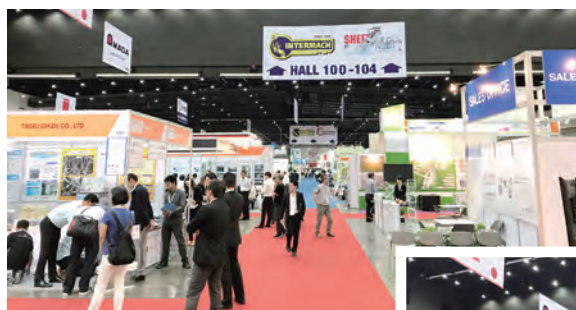
In addition to exhibition itself, the organizer also held the industry workshops to increase communication and interaction among professionals of this expo. According to Fastener World's correspondent on-site, buyers were mostly local builders and end-users, and they showed interest in long screws and building materials. They also asked the exhibitors whether they had warehouses in Australia to satisfy their small amount demand. The visitors also asked the companies for 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.



ASEAN's Gateway for Business Opportunities - Subcon Thailand 2017

The 11th edition of Subcon Thailand has come 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 conducted 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.



METALTECH 2017 Shows Vibrant Southeast Asian Manufacturing Industry

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 intelligence with each other and keep up with the latest trend of manufacturing.

The show this year lasted for 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 were 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.



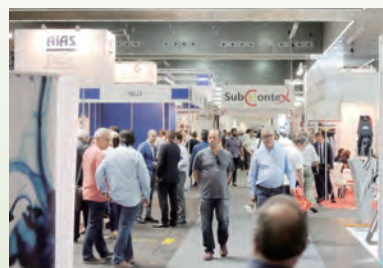
High Quality Fastener Show in Chicago

This year Fastener Tech opened between 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 had everything needed for a fastener show despite its scale. 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 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 were 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 first edition of Fastener Tech was given in 2007 and it has reached its 10th anniversary, continuing to contribute values to the fastener industry.



Renowned Exhibitors Converged at Ferro Forma

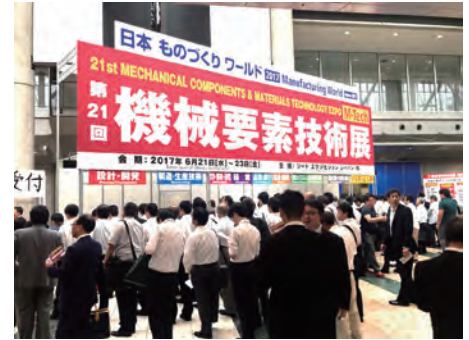
The 2017 edition of Ferro Forma was given between June 6 and 8. The show consisted of 4 halls, with most hardware and fastener exhibitors converging at Hall 1 and Hall 3, and a few ones at the Hall 5. Among them, there were around a dozen of screw companies. We got our first-hand intelligence from our 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. Those 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. The show attracted a diverse range of attendees.



Review of M-Tech Tokyo

The annual 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.

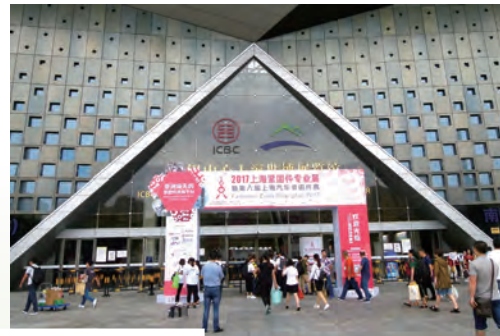
According to the report of Fastener World's correspondent on-site, manufacturers and traders represented half of the visitors respectively and most of the buyers were from local Japan. A few of the visitors were from other Asian countries, such as S. Korea, Thailand, etc. Most of the buyers coming with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



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, where also drew 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 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 a better understanding of the Chinese market.



Fastener Fair Mexico 2017

Mexico is a member country of NAFTA, which also includes USA and Canada. For years, many exporters worldwide have faced complicated trade barriers while doing business in USA, so Mexico is considered the best gangway to entering U.S. market, making Mexico a very potential market. Fastener Fair Mexico 2017 was open in a joyous atmosphere. The organizer not only offered free beers on-site, but also invited an orchestra to give very great performance in the afternoon of the first day. In addition, during the 2-day event, the organizer also gave a series of seminars and workshops on related fastening technology and business running principles. Some experts were also invited to analyze the future challenge between USA and Mexico in the seminars and workshops.

According to Fastener World's on-site correspondent, visitors were mostly from local Mexico and USA. Local purchasers were mainly looking for suppliers having local agents in Mexico and most of them would ask first if exhibitors had factories or agents in Mexico. As a result, for suppliers interested in doing business with Mexican customers, having a local factory may be a great start for success. Visitors coming to make their inquiries were mostly manufacturers and importers with demands for certain products, especially screws, nuts and related fastening products.

