



Manufacturing World Tokyo

The Fastest Way to Expand into the Japanese Market

2024 東京工業製造展
 拓展日本市場最速途徑

Japan's largest manufacturing-related trade show, Manufacturing World Tokyo, kicked off on June 19-21 at the Tokyo Big Sight. About 2,100 exhibitors from Japan and overseas registered to participate in this annual industry event, and a wide range of fasteners and screw-fastening products were on display.



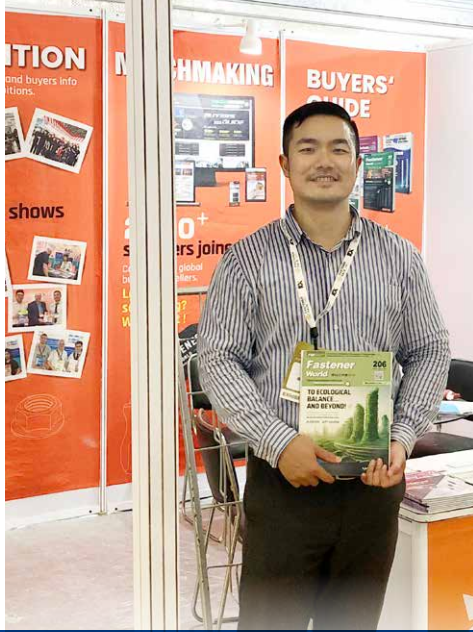
This year, East Hall and South Hall were open to the public, with exhibits focusing on 3D printers, generative AI, DX for back office, factory DX, mechanical components, manufacturing & inspection, unique technologies, production management system, processing technology, accident prevention, ODM/EMS, global suppliers, 3D scanner, CAD/CAE, and medical technologies, etc. There were also other thematic exhibitions related to design and manufacturing, machining, medical, AI, aerospace and so on. In addition, the organizer provided free shuttle buses between the two halls for exhibitors and visitors.

According to the statistics of the organizer, the show attracted around 20,000 visitors per day to explore suppliers, partners and observe the latest technology, products and services of the industry, and attracted nearly 70,000 industry professionals in total over the 3 days. In addition, in order to enrich the experience of exhibitors and visitors, the organizer also arranged more than 20 seminars during the 3-day exhibition period, inviting local and international industry leaders and experts to share their professional observations and insights on current trends, product and technology applications, and future challenges (e.g. automotive, AI, digital transformation, green manufacturing, carbon neutrality).

Fastener World Magazine, which has the largest circulation and the highest marketing coverage in the world, was also present at this year's show. Not only did it distribute its latest publications on-site, but also actively visited potential Japanese exhibitors at the show, hoping to help customers interested in expanding into the Japanese market to continue to step up their promotional efforts and reach out to more potential business opportunities. It is understood that many local buyers are interested in the products of the suppliers after reading our magazines and trying our online B2B platform, and they do not rule out the possibility of further negotiation and cooperation with these manufacturers in the future.

In addition to the series of shows in Osaka, Nagoya and Fukuoka, the organizer has announced that the next Manufacturing World Tokyo will be held on July 9-11, 2025 at Makuhari Messe. For more information, please visit Fastener World's website at www.fastener-world.com.





A study by Straits Research predicts that the Indian industrial fastener market is expected to reach US\$17.868 billion by 2030, with a compound annual growth rate of 7.9% until 2030. India has become one of the hot markets for global manufacturing investment in recent years. This year's show was held against this backdrop with the expectations of market investors.

The show was held in Hall 6 of the venue, Pragati Maidan, divided into a three-day fastener show and a four-day parts and components show. Fastener World led 6 Taiwanese exhibitors to the show, including Ray Fu Enterprise, Chite Enterprises, Hurmg Yieh Machinery, L & W Fasteners, Homn Reen Enterprise, and Yih Tieng Machinery, bringing Taiwan's high-quality and well-received fastener and machinery suppliers with high cost performance ratio to the Indian market. Meanwhile, Fastener World introduced many Taiwanese suppliers to Indian visitors through its publications.

Fastener World's exhibitor observed that a majority of the show's exhibitors were local Indian companies, with the rest from Japan, China and other countries. The visitors were mainly local fastener importers, distributors and manufacturers. The products that visitors inquired about were mainly fasteners, CNC products, fastening tools, precision parts, and machines. It was quite good considering the number of visitors. In addition to interacting with visitors, many exhibitors took the opportunity to meet long-time customers. Many buyers were very interested in working with Taiwanese and Chinese fastener and machine



manufacturers, looking to find more high-quality product sources. The demand for construction fasteners and various industrial parts was high there. Many Indian manufacturers said they once purchased machines from Taiwan. They said Taiwan provides better quality. There were also some Indian manufacturers looking to find Chinese suppliers offering cheaper prices.



On another note, BIS certification will pose a future challenge. Initially, only Indian manufacturers were required to have this certification, but in the future, overseas manufacturers who want to sell products to India will also be required to pass this certification. However, the implementation details are currently only drafts and have not yet been officially in force. Companies interested in entering the Indian market must pay more attention to BIS information.



The organizer will announce the next launch of the show. Fastener World will have the latest information and will announce it right away. Log onto Fastener World website at www.fastener-world.com to track the latest development.

FASTENER FAIR INDIA

High Demand for Construction and Industrial Fasteners in the South Asian Market

印度新德里螺絲展
南亞市場對建築與工業
扣件需求攀高

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CHITE



HURMG TIEH



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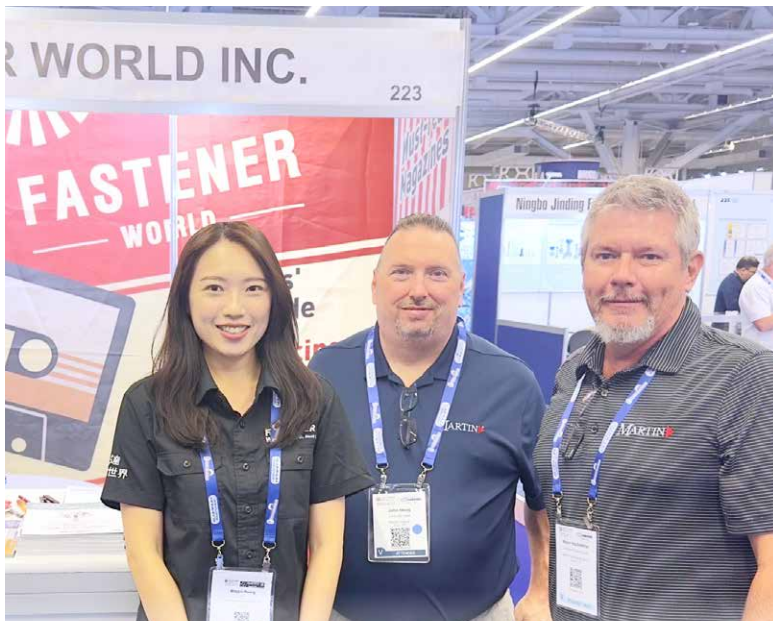


L & W



YIH TIENG





FASTENER FAIR USA

More Inquiries on Industrial Fasteners

2024 美國克里夫蘭螺絲展
人潮湧現
工業用緊固件詢問度高

Fastener Fair USA, one of the most important trade shows in North America dedicated to the fastener industry and its peripheral manufacturing industries, took place at Huntington Convention Center of Cleveland on May 22-23 this year, following the success of the last edition in Nashville, which attracted many exhibitors and buyers, providing an excellent business matching and exchange platform for supply chains and in-demand buyers from the U.S. and other countries.

Visitors this year mainly came from advanced manufacturing, agriculture & off-highway, aerospace, industrial machinery, maintenance, appliances, marine, automotive, military, construction, renewable energy, distribution, electronic & telecom...and other industries. A total of 234 exhibitors registered for the show, with the majority of exhibitors from the U.S. Taiwan and China were the only two major overseas exhibitors groups, totaling 35 and 36 exhibitors respectively.



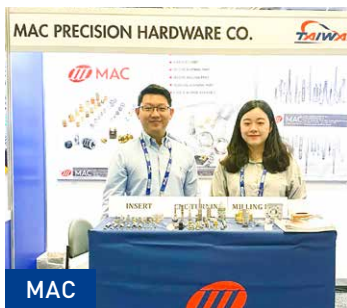
United Expo International is the sole agent of this exhibition in Taiwan. Taiwanese exhibitors in this exhibition represented by United Expo included Yow Chern, Your Choice, Younturn, Wan Iuan, U-Ween, Super Nut, Soon Port, Shen Chou, Shaw Guang, Nova, Fastener, Mols, Mao Chuan, Mac Precision, Long G, L & W, King Point, Ji Li Deng, IE PERNG, Hsin Jui, Homeyu, H-Locker, Fontec, Feng Yi, Evereon, Eray, Chite, Chia Long, Canatex, Bi-Mirth and ABS.

Fastener World was also present at the show this year to distribute our magazines to strengthen the promotion and publicity of products and services for customers intending to enter the North American market. According to Fastener World's on-site staff, this year's visitor flow was obviously more than that of the 2023 show, and the crowd was very enthusiastic on the 2-day exhibition. We encountered a lot of new customers who traveled from afar to inquire about products and the latest magazines, and there were also many buyers who came to Fastener World booth to ask for information about suppliers of industrial fasteners, clamps, and other related products.



During the event, the organizer also invited industry experts from organizations such as Fastener Training Institute (FTI) to hold seminars to discuss the industry's most concerned issues (e.g. fastener manufacturing, lightweight fastening trends & design, etc.). A tour to Brighton-Best Inc. in the U.S. was also arranged.

The organizer has announced after the show that the next edition of Fastener Fair USA will be held on May 28-29, 2025 in Nashville.





GWO LIAN

International Fastener Show China 2024

Strong Export Potential for Exhibitors

2024 中國上海國際緊固件工業博覽會 展商外銷動能商機可期

This must-visit annual show for fastener professionals across China was held on May 22 to 24. It used two exhibition halls totaling the area up to 42,000 square meters. According to the exhibitor registration statistics by the organizer, 690 fastener and related exhibitors participated in the show, which successfully attracted tens of thousands of visitors from home and abroad within the 3-day event, once again proving its status as the cornerstone for Chinese fastener industry to expand sales. Fastener World also exhibited at the show to bring you first-hand market intelligence.

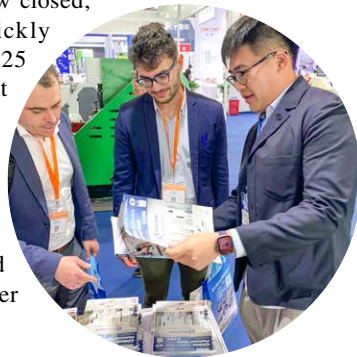
Fastener World on-site staff observed that the exhibitors could be categorized into fastener products, forming machines, inspection and sorting machines, packaging machines, raw materials & steel, tools and dies, and



heat treatment companies. In addition, there were overseas exhibitors such as Hyodong Machine from South Korea, Sacma from Italy, and Nedschroef, as well as many renowned fastener products and machine manufacturers from Taiwan. Fastener World was also one of the exhibitors this year, distributing publications on-site and introducing the companies in the publications as well as the Fastener World export matchmaking platform to visitors from China and around the world to create export connections.

Fastener World's on-site staff reported that the overseas visitors were mainly from Central and South America, with Mexico being the largest visitor source, and some visitors from the United States coming to meet with Chinese suppliers. In addition, the prices of standard fasteners in China are now very low and competition is intense. The local Chinese market is saturating up, so many local companies are turning to export. Last but not least, due to EU anti-dumping duties and the US-China trade war, Chinese machinery exhibitors have now switched their sales targets from Europe and the U.S. to developing countries such as Mexico, India, and South America.

As the show closed, the organizer quickly announced that the 2025 edition will be held at Shanghai World Expo Exhibition & Center from May 22 to 24 again, contributing momentum to the development and prosperity of the fastener industry.



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JIENG BEEING



QUANYING



YESWIN



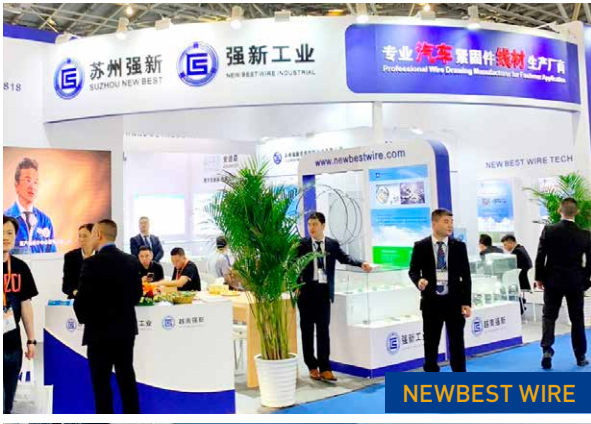
SHANGHAI CHUNZU



JIANCAI



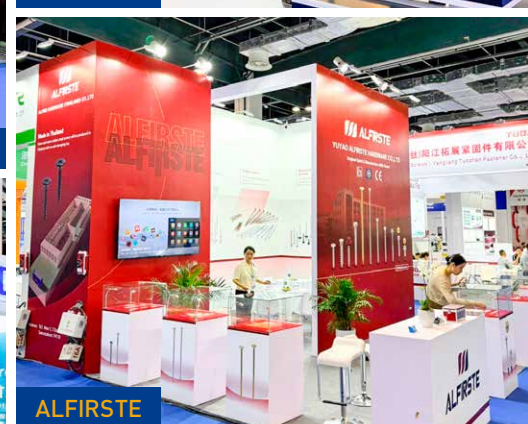
SACMA



NEWBEST WIRE



TSLG



ALFIRSTE



SANYUNG



JERN YAO



HYODONG



PIN SEN



DAGAN



mta
VIETNAM

MTA Vietnam 2024

Vietnam's Largest Machine Tool,
Precision Engineering and Metal
Processing Technology Exhibition

2024 越南胡志明國際工具機暨金屬加工設備展
當地最大級機床、精密工程與金屬加工技術展會



For this edition, the organizer planned pavilions of Germany, Taiwan, and China. In addition, an exhibitors exchange meeting titled "The Journey Towards Sustainability and Carbon Neutral in Manufacturing" was held for discussing topics including sustainability, carbon neutrality, greenhouse gases, and ISO 14064 certification.

Fastener World's booth encountered visitors from Japan, the U.S., Hong Kong, Arabia, China and India. The largest number of visitors were from Vietnam, showing strong interest in Taiwan's high-quality fastener suppliers. Visitors from the U.S. and Japan were mostly specialized fastener traders, hoping to find more price-competitive fastener suppliers in Vietnam and around the world through Fastener World. The remaining visitors were mostly machine manufacturers and end users of fasteners. Using the most complete database across the fastener industry, Fastener World recommended suitable suppliers to these visitors based on their product needs, connecting Vietnam with the world's fastener business opportunities.

The organizer will announce the next show date. Stay tuned to the latest announcement on Fastener World website.

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Article by Dean Tseng*

Saigon Exhibition & Convention Center opened its gate for MTA Vietnam from July 2 to 5, 2024. According to the organizer's released list of exhibitors, there were 322 exhibitors coming from Germany, India, Italy, Japan, Taiwan, South Korea, Malaysia, Poland, China, Singapore, Thailand, Turkey, the U.S. and Vietnam. The products displayed by the exhibitors related to the fastener industry included fasteners and hardware products, metal forming machines, power tools, tool holders, inspection equipment and gauges, packaging technology, dies, heat treatment technology, etc.





ME MANUFACTURING EXPO 2024

A Manufacturing Event That Brings Together Six Major Industries Into One

2024 泰國曼谷國際工業製造展
匯聚 6 大產業的製造業盛會

From July 19th to 22nd, a significant international manufacturing show was held at Bangkok International Trade & Exhibition Centre (BITEC). This show was large and included six areas including auto parts, surface treatment, electronics, robots/automation, facility management, mold making, and plastics, to create the most comprehensive manufacturing and peripheral industry show in Southeast Asia.

A major feature of this show was having pavilions for many countries including China, Singapore, Germany, Taiwan, and Japan. The visual design of each pavilion showed the exhibitors came prepared in a form of unified allies. In addition to local Thai exhibitors, this show gathered a large number of Chinese exhibitors, exceeding the number of other foreign exhibitors. The foreign countries with the second largest number of exhibitors were Japan and Germany. Among the exhibitors, many were



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manufacturers of medium and large automotive parts. Among the exhibitors that provided fasteners as part of the product line, most were Chinese companies, and additionally there was a South Korean automotive fastener manufacturer. In terms of hardware and washers, there were several exhibitors from China, Thailand and Singapore. In terms of fastener-related peripheral products, there were several Japanese screw feeder manufacturers, as well as several Japanese fastener surface treatment companies.

It is worth noting that in the Taiwan pavilion, many Taiwanese hand tool manufacturers came to exhibit, including well-known manufacturers such as Mobiletron and Proxene. The exhibitors also included hand tool traders and distributors from Japan and Thailand. In addition, many Japanese exhibitors in this show participated in the name of their branches established in Thailand.



Most of the visitors who came to Fastener World's booth for the latest publications were looking for electronic screws, standard screws, customized screws, hexagonal bolts, automotive bolts, washers, and springs. A Japanese trader representative revealed that his company used to solely import fasteners into Thailand from many Japanese suppliers via the branches in Thailand. However, price considerations have rendered them to begin looking for other suppliers from Asia (including Taiwan) and Southeast Asia this year. In addition, a well-known German fastener developer is about to set up a factory in Thailand and is looking for high-quality fastener suppliers in Asia. Fastener World did its best part to introduce suitable suppliers in the publications to these representatives and other visitors.

The next show will be held again at the same location from June 18 to 21, 2025, and is expected to continue this year's achievements.

