



International Fastener Expo 2023

U.S. Fastener Market Resilience Under Global Challenges

2023美国拉斯维加斯螺丝暨机械设备展
体现全球局势挑战下美国紧固件市场「韧力」

Over 50% Increase in Number of Exhibitors

More than 700 exhibitors including more than 100 first-time exhibitors, a 55.5% increase over the previous show's record of 450 exhibitors. This is a new history made in the IFE show spanning from October 9 to 11 last year. According to a survey by Mordor Intelligence, the North American industrial fasteners market value would reach US\$20.05 billion in 2023 and will reach US\$23.53 billion in 2028, with a CAGR of 3.25%, which is an indicator that the U.S. fastener market has not lost its touch in attracting business opportunities.

Last year's keynote speeches focused on the resilience and adaptability of the U.S. fastener industry in the face of rapid change, as well as nearshore and onshore sourcing strategies for OEMs and distributors, cloud-based digital technology, 3D computing and AI technology ready for distributors, and succession in the fastener industry. The U.S. fastener industry is also facing the challenge of technological transformation.





Goodway 固威



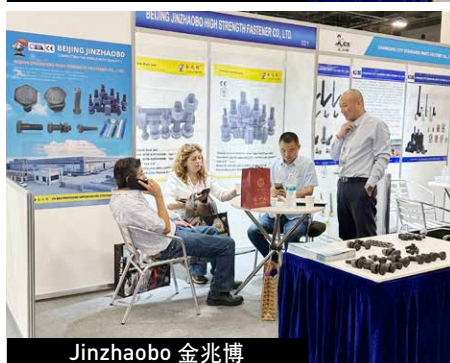
Guangqingchang 广庆昌



Hisener 海迅



Huashen Yulu 华申羽路



Jinzhaobo 金兆博



Kinfast 海德



SSF Industrial 固特



World Broad 世裕



Yuyao Akf 奥可飞

Visitors from Many Countries

In addition to local U.S. distributors and buyers, there were also buyers from India, Singapore, Indonesia, Germany and Saudi Arabia. Among them, Fastener World saw quite a many exhibitors from India, from which we can tell that uprise of "Indian Manufacturing" has prompted Indian exhibitors to seize the opportunity of striking deals with U.S. exhibitors.

Taiwanese Exhibitor Tripled in Number

This show made a great success in 2023. There were up to 90 Taiwanese exhibitors who applied for booths through Fastener World to grab the lion's share of the U.S. market. That's triple the number of around 30 exhibitors recorded in the previous show. The 90 exhibitors took up a large chunk of the venue. Some Taiwanese exhibitors said it was tremendously helpful to meet with buyers from many countries at the U.S. venue. Many buyers found their needs by viewing the suppliers' ads in Fastener World magazines and then approached their booths to purchase products. A post-show survey conducted by Fastener World revealed that most of these exhibitors would exhibit again in 2024.

**INTERNATIONAL
FASTENER EXPO**

The organizer has announced that the next show will be held on September 9-11, 2024, at Mandalay Bay Convention Center (Halls B&C) in Las Vegas, USA, and that is now open for registration. For registration, contact the show's organizer for more information.

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Jixing Sulater 萨雷特





Fastener Poland 2023 Photovoltaic and Other Energy Industries in the Spotlight

FASTENER
POLAND

2023波兰螺丝展
光电等能源产业成为关注焦点

This fastener fair which took place in Poland's second largest city, Krakow, on October 18-19, 2023, reached its 6th edition and brought together 148 exhibitors from Turkey, Italy, Czech Republic, Spain, China, Switzerland, Sweden, UK, USA, Taiwan, and Poland.

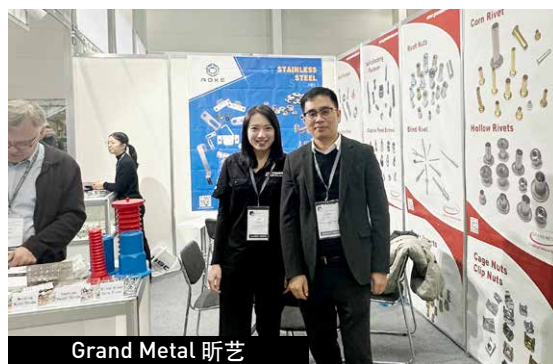
Poland is one of the world's top 10 markets for photovoltaics, so one of the main focuses of the 6th edition was the product display by manufacturers and suppliers of connectors and racks for photovoltaic, energy and electrical engineering, attracting buyers of photovoltaic, hydroelectric, wind and geothermal energy, EPC (Engineering, Procurement, Construction) contractors, as well as suppliers of network infrastructure and integrated renewable energy solutions.

Additionally, the organizer held the "Ecology and Economy in the Fastener Industry - Challenges and Opportunities" conference during the fair, where the topics in discussion included the assumed impact of CBAM regulations on imports from outside the EU, green revolution, circular building, and carbon reduction in car manufacturing plants.

In the course of distributing magazines and recommending fastener suppliers on-site, Fastener World met visitors from the Netherlands, Ukraine, Slovakia, Poland, among other countries. The exhibitors told Fastener World that more visitors attended in this edition over the previous year; therefore they thought the fastener market in Poland was gradually warming up. The future business opportunities are not to be missed.

The organizer has announced that the next show will be held on September 25-26, 2024. Contact the organizer for more information or follow the updates on Fastener World website at www.fastener-world.com.

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Fasteners World Middle East 2024 Swarming Visitors with Inquiries Demonstrate Strong Purchasing Potential



2024中东沙迦紧固件展
在地买家洽询踊跃 展现强大购买潜力

Fasteners World Middle East, a professional international exhibition for the fasteners, hardware, industrial components and related raw materials/metal processing technology industries, was held at the Expo Centre Sharjah in UAE from January 8 to 11 this year, which is also a thematic sub-show of the well-known SteelFab.

The 4-day exhibition attracted many key industry players and potential buyers from the local and neighboring Middle East countries to observe the latest developments and innovations in the industry. Supported by the local government's policy of encouraging the metal fabrication industry to undergo digital transformation to enhance market competitiveness and gain more opportunities for development, the exhibition featured not only fasteners & metal-related processing technologies, but also other welding/cutting, power tools, machine tools, pipes & tubes, stainless steel products, as well as AI and robotics.

Hundreds of exhibitors from the UAE and other countries participated in the event, looking forward to deepening industry interactions and exchanges through the annual Middle East exhibition platform, and more importantly, promoting their brands to enhance their image and accelerating their steps to look for companies they can further establish business cooperation with in the future expansion of the Middle East market. Exhibitors from Germany, India and the UK, the largest overseas exhibitors groups this year, were also seen setting up their own national pavilions to showcase latest products, technologies and peripheral services.

According to the observation of Fastener World's on-site staff, most of the local Middle East buyers who had a large demand for fasteners during the show were general metal manufacturers, large-scale project builders (e.g., steel mills or power plants), and telecommunication transmission parts manufacturers. Many traders also came to our booth to ask for the latest publications and suppliers info, mainly inquiring about standard fasteners for various applications, while the demand for special fasteners was relatively low.

A few local buyers told Fastener World's on-site staff that "price, quality and flexible payment methods" were their key concerns when conducting pre-purchase evaluations. They also hoped to find Taiwanese fastener suppliers that can offer high cost-performance ratio of products through Fastener World's multiple suppliers info platforms, including printed/digital publications, online buying and selling systems, and comprehensive supplier databases.

As the UAE is one of the most important import markets for fasteners in the Middle East, and a key gateway for many overseas fastener suppliers to enter the Middle East fastener supply chain, the on-site presence of Fastener World staff will help fastener suppliers interested in expanding their business in the Middle East or the neighboring emerging markets to build up more cooperation with the local buyers. ■

