

# International Fastener Expo 2024

## An Outpost for Keeping Up with U.S. Customers' Needs

### 美國拉斯維加斯螺絲暨機械設備展

## INTERNATIONAL FASTENER EXPO

International Fastener Expo (IFE), a B2B trade show in the North American market for manufacturers of fasteners, machinery, tooling and peripheral fastening products, took place on September 10-11, 2024, at the Mandalay Bay Convention Center Halls B & C.

More than 600 booths from 35 countries/regions (including the United States, Belgium, Brazil, Canada, China, Germany, India, Indonesia, Hong Kong, Italy, Japan, South Korea, Malaysia, Mexico, Spain, Taiwan, Thailand, Turkey, the UAE, and Vietnam) came to exhibit a wide range of standard/customized products and services for industrial fastening applications on-site (about 380 international exhibitors), and seize the opportunity to secure sales orders, increase brand awareness and explore more opportunities for cooperation.

Fastener World, the organizer's exclusive sales agent in Taiwan, also

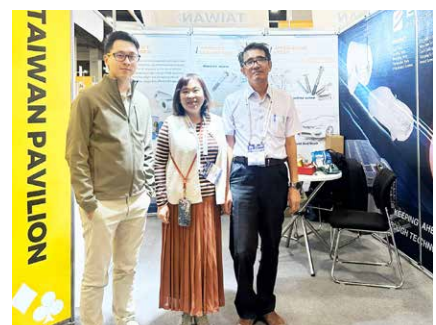


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Article by Gang Hao Chang, Vice Editor-in-Chief

brought 60 exhibitors to exhibit this year, including **Chin Lih Hsing, Tone Dar Seen, Kwantex, Chu Wu, Gain Den, Chite, L & W, J. T. Fasteners, Kelly International, Fang Sheng, Mols, Special Rivets, A-Stainless, Excel Components, TIFI, Chirek, Wei I, Rexlen, Bi-Mirth, Taiwan Shan Yin, Aimreach, Taiwan Precision, Katsuhana, Screwtech, Luna's Light, Shiang Ging, J.C. Grand, Link Upon, Dragon Iron, E Chain, Hu Pao, Ji Li Deng, Dicha, Spec Products, Wattson, Dar Yu, Gofast, Meteck, Jungshen, Soon Port, Standing Industrial, Professional Fasteners Development, Apex, Feng Yi, Huang Jing, Shaw Guang, Pingood, Sintec, Mao Chuan, Shyang Sheng, King Point, Linkwell, Ray Fu, U-Ween, J Mo, Ie Perng, KOT, Kenlon, Orimetal, Shin Guang Yin, Locksure, Jeng Yuh, Label One, Vertigo, and Konfu.** Taiwanese exhibitors also formed one of the major international pavilions this year, along with the others from India and China.

The show attracted executive management, sales and marketing and purchasing representatives from fastener distributors and manufacturers, mostly from industrial, construction, automotive, assembly production and aerospace applications.



In order to promote industry exchanges and market opportunities, the organizer also invited industry professionals to hold a number of industry seminars. These included 9 presentations on topics such as AI, technology trends, fastener finishes, applications and marketing, 4 fireside chats and 2 workshops (now available for online listening on the show's official website). IFE Show Director Morgan Wilson said in an interview: "We had a great golf tournament and a welcome party the day before the show, and the first day of the show went very well! Not only did we have a number of region and industry-specific networking events that everyone could not miss, bringing together professionals from aerospace, automotive and a variety of other industries, but we also had a Espresso Bar offering free coffee. There were also the annual Hall of Fame and Young Fastener Professional Awards, as well as new marketing workshops. We are thrilled with this year's success and look forward to raising the bar even higher for next year."



### Snapshots from Taiwan Pavilion



According to a market research report, the U.S. remains one of the world's largest importers of fasteners. The U.S. market is expected to show a similar growth trend, given the high demand for automation, aerospace and other related industrial applications in the global market. In addition, due to the rising demand for lightweight vehicles and aircraft, many companies are moving away from standard fasteners to customized products, which will stimulate further growth and expansion of the U.S. market for related fasteners. At a time when the U.S. continues to impose a tariff of at least 25% on Chinese fasteners, Taiwan's high-quality fasteners exported to the U.S. without being affected by anti-dumping duties are bound to show a relatively competitive

advantage in the eyes of U.S. buyers.

"Through participating at this show, we not only met with our existing customers to understand the current local market situation, but also promoted our main products to some unfamiliar customers. Under the influence of the global economic downturn, the most important thing that our customers are concerned about in terms of procurement is not only the competitive price, but also whether the delivery time can meet their demand. Thanks to Fastener World's assistance, our two-day show could go smoothly," said Ms. Peggy Chang, who exhibited on behalf of J. T. Fasteners at the show. However, there are a few short-term phenomena in the U.S. market that we should pay special attention to. "I observed that the inventory level of U.S. customers is still high," said General Manager Bill Wang of Hu Pao Industries, also an exhibitor this year. Taiwan exported about 640,000 tons of fasteners to the world in the first half of this year, of which nearly 300,000 tons (47.1%) were exported to the U.S., an increase of 1.77% over the same period last year. The top exported fasteners included Other Screws, Bolts (73181590), Nuts (73181600), Self-tapping Screws (73181400), and Wood screws (73181200). Manufacturers who are interested in expanding into the U.S. market are advised to develop more customers for these products.

The organizer announced that the **next show will be held on September 15-17, 2025 at Mandalay Bay Convention Center Halls E & F. Interested exhibitors are invited to reserve their booths by contacting the sales department of Fastener World, the exclusive sales associates of the show in Taiwan (Email: [foreign@fastener-world.com.tw](mailto:foreign@fastener-world.com.tw))** ■



# Fastener Fair Mexico 2024

## Construction and Automotive Fasteners are the Most Inquired Products

### 墨西哥瓜達拉哈拉螺絲展

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**FASTENER**  
**FAIR** MEXICO

**F**astener Fair Mexico, which was relocated to be held the year before last in Guadalajara, a major commercial city in Mexico, was held in conjunction with Expo Nacional Ferretera at Expo Guadalajara from September 5 to 7 this year. About 80 exhibitors registered to participate in the event, and most of them came from China, in addition to a few exhibitors from Mexico and Taiwan. With a total floorplan of 3,000 sq. m, this show was regarded as a more professional exhibition platform for fasteners and hardware products in Latin America and a channel to promote communication and exchange with local buyers.



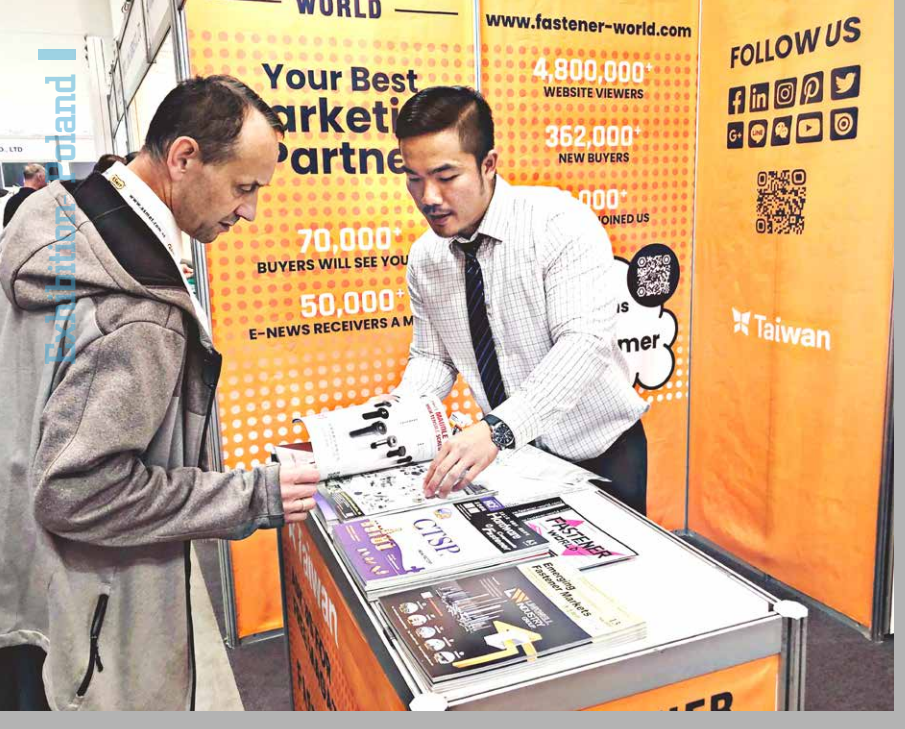
The exhibitors this year mainly showcased fastening products for automotive, construction & engineering, hardware products, energy-related and mechanical metal processing applications. Fastener World, the show's exclusive stand sales agent in Taiwan, led six Taiwanese fastener manufacturers, namely **Hurmg Yieh Machinery, Kay Tai, Konfu, L&W, Spec Products, and Chi Ning**, to exhibit a variety of high value-added and cost-effective products and services, and meet face-to-face with buyers from Mexico and neighboring Spanish-speaking countries. However, perhaps due to the indirect impact of external unfavorable factors such as global political and economic changes or the periodic industrial demand adjustments within the region, the 3-day exhibition attracted about 2,000 visitors according to the show organizer's statistics. There is still a lot of room for growth in the number of visitors compared to the original expectation.

According to the on-site observation of Fastener World's staff, **the visitors coming to Fastener World's booth this year mainly inquired about automotive and construction fasteners, and preferred collaborating with suppliers who have already established a deep-rooted presence in the Latin American markets.** In addition, since Spanish is the main medium of communication among local manufacturers, **those who are interested in entering the local markets should pay special attention to the availability of professionals who can communicate in Spanish.**

In the section on import duty rates, in order to curb unfair competition from countries/regions that do not have a free trade agreement with Mexico, **on April 22, 2024, the Mexican federal government announced another revision of the duty rates on specific product items, including fasteners. Originally, the ad valorem duty rate of the involved fasteners (falling within HS codes 7318.11.01 / 7318.12.91 / 7318.13.01 / 7318.14.01 / 7318.15.04 / 7318.15.99 / 7318.16.06 / 7318.19.99 / 7318.22.91 / 7318.23.02 / 7318.24.03 / 7318.29.99) was 25% per kilogram. Starting from April 23, 2024 to April 23, 2026, the rate will be temporarily adjusted to 35%.**

The organizer has also announced that the next edition will be held on September 4-6, 2025 at the same venue. For more information about this show or if you are interested in exploring the American market, **please contact the sales dept. of Fastener World, the show's exclusive sales agent in Taiwan (Email: [foreign@fastener-world.com.tw](mailto:foreign@fastener-world.com.tw)) for more information.** □





# Fastener Poland 2024

## The Industry Exchange Platform Closer to Central and Eastern European Buyers 波蘭克拉科夫螺絲展

**F**astener Poland, the annual professional event for the fastener industry in Central and Eastern Europe, was held at Expo Krakow on Sep. 25-26. More than 140 exhibitors from Poland, Germany, Italy, China, the Czech Rep., Taiwan, the UK, Turkey, Pakistan, Malta, the U.S., the UAE, Denmark, and India registered for the show, with Taiwan and China being the largest overseas pavilions of the show. The exhibits included industrial fasteners and fixings, building fasteners, assembly and installation systems, fastener manufacturing technology, storage and distribution equipment, and related services.

Krakow, once the capital of Poland, has played an important role in Poland's history and is now one of the country's major business, culture and science centers. Poland's proximity to Ukraine, Germany, the Czech Rep., Slovakia, Belarus, and Lithuania makes it a key hub for trade among countries in Central and Eastern Europe. Coupled with the rapid economic development and GDP growth of Central and Eastern European countries in recent years, the demand for construction and automotive fasteners continues to increase. In the first 8 months of 2024, Poland ranked as Taiwan's 9th largest fastener export partner. Taiwan exported nearly 20,000 metric tons of fasteners to Poland, showing a significant increase of 31.69% over the same period of last year. Poland also had the highest YoY increase among Taiwan's top 10 fastener export partners.



SPEC



De Hui



Gold Head



Homn Reen



Ie Perng



Jiele



Joker



Konfu

Optimistic about the future economic development of the Central and Eastern European market, Fastener World also led nearly 30 Taiwanese exhibitors to exhibit and exchange with local buyers face-to-face this year, including De Hui, Gold Head, Ie Perng, Lin-Yu, Loyal & Birch, Ray Fu, Shiang Ging, SPEC, Sprout Tooling, Taiwan Precision Fastener, TIFI, Wa Tai, Yuding, Yeswin, Joker, Jiele, Homn Reen, Hoplite, Konfu, Mao Chuan, Riu Fastener, San Yung, Tai Huei, Chite, and Chen Tai. On the first day of the show, many local buyers from Poland came to look for potential exhibiting suppliers. As there were many exhibitors from Taiwan and China this year, it was also more convenient for local buyers wanting to purchase high quality or competitively priced fasteners or even machinery & equipment from Asia.

## Taiwan exhibitors



San Yung



Shiang Ging



Riu Fastener



Sprout Tooling



Hoplite



TIFI



Wa Tai



Yeswin



On the first day of the show, the organizer also invited several industry experts to give speeches on market trends.



Yuding



Taiwan Precision Fastener



Tai Huei



Chite



Chen Tai



Although this show is relatively a regional exhibition for the Central & East European market, Fastener World's on-site staff also met visitors from Iceland, the UAE, the UK, and even Ukraine coming to inquire about specific customized products, in addition to inquiries from local buyers. A few Taiwanese exhibitors told Fastener World that they had heard that the Polish market is a new star in the Central and Eastern European market, so in addition to exchanging ideas with local buyers during the show, they also arranged to meet with a few local manufacturers after the show in the hope of bringing more orders back to Taiwan through this business trip. Timo Scholle, Managing Director of Achilles Seibert, a famous fastener importer from Germany, who also participated in this year's show, told Fastener World that it was their first time to participate in Fastener Poland and they hoped to know more about the Polish market and expect more cooperation opportunities.

The organizer has announced that **the next edition will be held on Oct. 15-16 at the same venue. For more details about the show, please stay tuned for the latest info at [www.fastener-world.com](http://www.fastener-world.com).**



Timo Scholle, Managing Director of Achilles

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# Metalex Vietnam 2024

## Countries Still Being Optimistic About Vietnamese Metal Processing Market

### 越南胡志明市國際金屬加工設備展

**M**etalex Vietnam is an annual exhibition for precision engineering and manufacturing professionals on metal processing and related equipment applications, and is the more representative exhibition for precision machinery, metal tools and equipment in the South Vietnam region, which was held from October 2 to 4 at S.E.C.C. in Ho Chi Minh City. The theme of the show this year was “FROM LINES TO CYCLE - BUILDING A CARBON NEUTRAL MANUFACTURING LEGACY”, hoping to offer a one-stop destination for all world-class technology providers and local industrialists to exchange breakthrough ideas and business know-how.

The show this year had a total of 188 exhibitors from 14 countries/regions including Vietnam, China, Japan, Germany, Taiwan, South Korea, Italy, Afghanistan, Hong Kong, India, Malaysia, Singapore, Thailand, and USA. Vietnam, China, Japan and Germany were the major groups of exhibitors. The products on display were mostly about sheet metal working,

precision engineering, molds and dies, automation, machine centers, robotic, metrology & testing device, pumps and valves, raw materials handling & storage, welding, surface treatment, painting, chemical, packaging, hand tools, safety equipment, software systems, wires and tubes, jigs, and so on.



The show this year presented lots of latest high-tech precision engineering and machining technologies, attracting many relevant professionals. According to the observation of our staff on-site, who interacted with some visitors during the 3-day exhibition, this year's visitors were mostly importers and manufacturers from the field of precision metal processing parts, engineering fastening components, and machine tools, whose demand for these products mainly focused on satisfying the local manufacturing industry of Vietnam. Fastener World's booth was also visited by the purchasing representatives of some leading fastener-related companies such as Böllhoff.

According to statistics, Vietnam relies on imports for more than 70% of its machinery and equipment, and is now the world's 8th largest importer of machine tools. Benefiting from the growth of Vietnam's automobile/motorcycle and consumer electronics manufacturing industries, Vietnam is also a very important export partner for Taiwan's machine tools. Vietnam Association of Mechanical Industries (VAMI) estimates that, from 2019 to 2030 the market demand for machinery will reach about US\$310 billion.

The organizer has not yet announced the date and venue for **the next edition**. **For more information, please stay tuned to Fastener World's website at [www.fastener-world.com](http://www.fastener-world.com).** □

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