

# IFE 2022- the Shortcut to Developing U.S. Market

## The 2023 Edition Now Open for Registration



### U.S. Fastener Demand Momentum Continues

Straits Research's latest market research reveals that despite the pressure of inflation, the Russia-Ukraine war and the U.S.-China economic standoff, the U.S. industrial fastener market demand is still expected to reach a compound annual growth rate of 4% by 2030. Due to the gradual recovery of semiconductor supply, GM's sales volume has increased by 16% in the third quarter this year. On the other hand, although CBRE Group predicts that U.S. construction costs will rise 14% by the end of this year, the peak is now over and costs are expected to come down significantly next year. With many current economic indicators showing the U.S. fastener consumption market still has the demand momentum, International Fastener Expo (IFE) as the top fastener show in the United States opened its gates at Mandalay Bay Convention Center from October 17 to 19.

### Explosive Business Opportunities

### Exhibitors and Visitors Swarm into the Venue

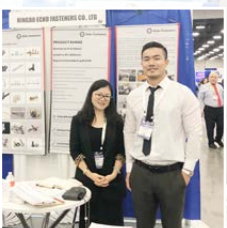
Fastener World as the organizer's exclusive booth sales agent in Taiwan also sent our staff to the 2022 show who has more than 10 years of experience in the U.S. fastener market to provide you with a direct view of the scene! The show gathered 450 manufacturers, master distributors, precision formed parts and tooling manufacturers from the fastener and related machine industries from 17 countries, and attracted 3,500 visitors from 33 countries. 430 booths were used and the exhibiting space totaled 65,000 sq. ft. Our exhibiting rep seized the opportunity to bring business opportunities to Taiwanese and overseas suppliers on Fastener World's Global Fastener Sourcing Platform. In addition, visitors from the automotive, construction, machinery & equipment, aerospace, and many other industries also visited the event, and our staff showed them the latest publications and introduced the latest suppliers in our publications.



Gowermetal+Gude



Greenslade & Company



Ningbo Echo  
Fastener



Socket Source



Sacma



NISSEI



Dörken



Kohlhage



Alloy & Stainless  
Fasteners



Brighton-Best  
International



Optimas



Bumax

## Taiwan Pavilion Crowded with U.S. Buyers

This year the organizer arranged Taiwan Pavilion, India Pavilion, Turkey Pavilion, South Korea Pavilion and Global Zone for international exhibitors (including exhibitors from Japan). Thanks to the location close to the main passage of the show, Taiwan Pavilion showing a vibrant atmosphere also became a crowded hot zone packed with visiting buyers eager to make inquiries and ask for quotations.

Many Taiwanese exhibitors also noted onsite, "What a successful result of the show this year!", "Registering for exhibiting before the last minute was really a right decision!", "I already met a lot of new potential customers I'd never met before!" "I'll definitely exhibit again next year", "I'll grasp such a good opportunity to win over more orders from U.S. market."

For developing the post-pandemic U.S. market, the show organizer's exclusive sales agent in Taiwan, Fastener World, brought nearly 30 Taiwanese companies to exhibit this year, including Chi Ning, Chirek, Evereon, Fong Yien, Fontec, Fratom, J.C. Grand, K.O.T. Uniontek, King Point, Kingwin, Leaderwing, Mac Precision, Mao Chuan, Master United, Mols, Pingood, Shin Guang Yin, Soon Port, Special Rivets, Taiwan Precision,

Wingtone, Yiciscrew, TFTA, and TIFI. Trying to be the first before other companies unable to be present this year for some reasons, these Taiwanese exhibitors made the most of the 2-day event to introduce face-to-face their latest products and services to existing and new local U.S. customers and have business talks with potential buyers for future order placements or collaboration.

After the show, Fastener World sent our post-show survey to Taiwanese exhibitors and received several positive feedback. In addition to some respondents saying that the show did bring concrete results and that Taiwan Pavilion arranged by Fastener World did help attract more buyers, all respondents said that they will definitely exhibit again.

## U.S. Buyers Show High Interest in Collaboration with Taiwanese Suppliers

IFE 2022 fully demonstrated the epitome of U.S. fastener supply chain with enthusiastic participation of many large/medium/small local businesses and well-known non-U.S. businesses interested in developing U.S. market. This year Fastener World also visited many leading companies onsite, such as Brighton-Best International, Alloy & Stainless Fastener, Growermetal, Güde, Greenslade & Company, Socket Source, Sacma, Nissei, Bumax, Dörken, Elesa, Kohlhage, Ningbo Echo Fastener, Optimas, Stelfast, SWD Inc., Würth Industry of North America, and so on. Many of these exhibitors noted that the quality, service, and prices of Taiwanese companies make them impressed and some of them have even maintained continuous collaboration with Taiwanese suppliers. They noted that after nearly 3 years of travel restrictions due to the pandemic they felt thrilled to meet so many Taiwanese exhibitors onsite and said that compared to phone calls and emails, the face-to-face "warm" meeting at the show did help them learn more about features and advantages of Taiwanese suppliers' products and services. They also showed high expectation to establish collaboration with Taiwanese exhibitors within the next couple of years. Some even asked in advance if they could expect to see the participation of more Taiwanese exhibitors in the next show in 2023.



## Exclusive Sales Agent in Taiwan IFE 2023 is Open for Registration

IFE is a professional tradeshow dedicated to fasteners, which has been held for years. Besides the exhibition, the show organizer also invited lots of industrial professionals and experts to give thematic speeches on popular issues and trends such as "Introduction to the Aerospace Fastener Industry", "E-Commerce Experience", "The Impact of 3D Printing on the Fastener Industry", "How Distributors Can Fight Inflation." Concurrently held with the show, the Young Fastener Professional of the Year award was given as well. IFE is recognized as one of the most professional and must-attend fastener events in the U.S. and is also the quickest portal for local and foreign exhibitors to get a clear picture of U.S. fastener demand, look for orders and business opportunities, and develop the local U.S. market.

With the great success of the show this year, the show organizer has also announced that the next edition of IFE will be given at Mandalay Bay Convention Center (Halls E&F) in Las Vegas, USA on October 9-11, 2023, which is expected to see explosive exhibitors and visitors traffic from the U.S. and abroad again.



Elesa



Stelfast



SWD Inc.



Würth





# Fastener Poland

## Real Estate Boom Pushes Construction Fastener Purchasing Demand

The 5th FASTENER POLAND fair launched again from October 19 to 20 this year at International Exhibition and Convention Centre EXPO Krakow. Fastener World's exhibitor found 65% of the exhibitors were from countries outside of Poland, including Taiwan, Czech Republic, Germany, Hungary, Sweden, Estonia, Turkey, Italy, China, U.S. and India. In addition to Fastener World, Taiwanese exhibitors also included Canatex Industrial, Hoptite Industry, and Chite Enterprises. Visitors came from nearly across the whole Europe and other places around the world. According to sources, the COVID in the last two years made many European companies (including those in the fastener industry) move their plants to eastern European countries. Poland located in central Europe with its geographical advantage becomes the biggest winner in this drastic change.



As another indicator observed by our staff onsite, the Polish real estate industry is extraordinarily vibrant. Many visitors were in urgent need of construction fasteners including concrete screws, drywall screws, insulated screws, and wooden/metallic/composite-material components. Furthermore, the Polish fastener market grew 7 times larger over the past 20 years, especially with the supply chain disruption that has changed the Polish suppliers. With unstable supply of fasteners from Asia, European companies were seeking geographically closer suppliers, which brought great profits for Polish suppliers in the past 2 years. Poland can provide a more stable supply of fasteners to clients, and in just several years, it has become the third largest fastener manufacturing country in Europe with a capacity still growing.

Additionally, we observed that Poland's furniture export to the U.S. last year grew as much as 26%, and the export to EU is still growing. Therefore, do-it-yourself fasteners demand could increase in Poland. The future Polish construction and do-it-yourself fastener demand is very much worth monitoring.



Canatex



Chite



Hoptite



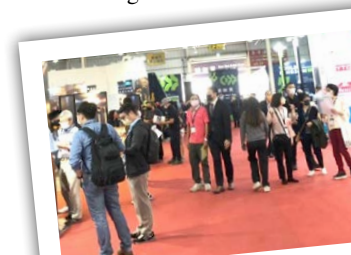
## TITE 2022 Expo Opens Up a New International Supply Chain

A new platform to create business opportunities for Taiwan hand tool and hardware parts industries, Taiwan International Tools & Hardware Expo (TITE) closed with a success on October 14, 2022. Over 250 exhibitors and visitors from the U.S., Canada, Brazil, Australia, Japan, South Korea, China, UK, Germany, France, Egypt, South Africa and UAE attended the show in person or online and brought great opportunities to Taiwan which has untightened boundary restrictions.

The show's debut was supported by both the government and industry associations. On the opening day, Taiwan Hand Tool Manufacturers' Association Chairman Jack Lai accompanied Vice President Mr. Shen Jong-Chin of the Executive Yuan to exhibitors' booths. Taiwan Fastener Trading Association (TFTA) and Taiwan Industrial Fasteners Institute (TIFI) were exhibitors as well, which is a token of the hand tool industry working hand in hand with the fastener industry. TFTA Chairman Josh Chen was also there to visit and encourage exhibitors who were ready to take new purchase orders.

Many Taiwanese, Indian, Middle Eastern, European and American visitors came to Fastener World's booth during the event inquiring market intelligence and glancing at the latest publications. A welding machine manufacturer who came all the way from Iran to Taiwan asked Fastener World about Taiwanese special screw and driver bit suppliers, hoping to bring Taiwanese products to Iran as quickly as possible. A self-driving technology developer for Google was interested in using Taiwan's fasteners on self-driving cars. A machine software developer came to Fastener World to seek collaboration with fastener forming machine companies.

This show was divided into six areas including tools and accessories, automotive parts/repair tools/maintenance equipment, fasteners, DIY, metal processing and inspection equipment. The show organizer introduced the "New Hand Tool Products Area" in tandem with online matchmaking and a 3-day summit/seminar, opening up a new overseas supply chain for Taiwan's hardware parts, hand tool and fastener industries.





## Fastener Fair Mexico 2022 Combining with Hardware Show Reaps High Synergy

With a floor area of 3,500 square meters, the one and only fastener show in Latin America held on September 8 to 10 attracted visitors from many countries, including Taiwan, the U.S., El Salvador, China, Ecuador, Colombia, Panama, Costa Rica, India, Chile and Peru, to visit more than 100 exhibitors.

One of the biggest features of the show is being co-located with the hardware show which added to the synergy. Fastener World's exhibiting representative onsite reported that the hardware show brought a lot of foot traffic this year that created more gains compared with previous years. Many clients in need of fasteners and parts came to the fastener show for suppliers. During the show, our staff onsite met quite a lot of importers who specified that they were looking for product manufacturers. This is an indication of a large local demand to purchase from overseas.

As Fastener World has exhibited in many other shows, a lot of visitors came by for greetings as soon as they saw us in the floor plan, and they left with a copy of our latest publications. They also shared what they knew about the local market, saying that Bajío (central Mexico) and northern Mexico are the heartland of local automotive and manufacturing industries. After many countries of the world have loosened up border restrictions, Mexico's purchase demand for fasteners also increased.

The organizer of the show said nearly 60% of the visitors were looking for new suppliers and new products through the show. The show displayed industrial/automotive, construction fasteners and manufacturing technologies to satisfy their demand. The organizer announced the next show will be held on September 7 to 9, 2023 at Expo Guadalajara.



## 2022 Taiwan Hardware Show Taiwan Quality Favored by Overseas Buyers

This 3-day show closed with a success on October 21. It was concurrently held with International Metal Technology Taiwan to attract foot traffic and orders from both shows.

From all the visitors and buyers visiting Fastener World's booth during the show, we saw they highly favored Taiwan's product quality and value. One of the overseas buyers asked us for 5 top-performing Taiwanese screw and bolt companies. An American buyer turned to us for Taiwan-made collated nails. We also had an unexpected guest — a U.S.-headquartered game console maker stating that they were looking for Taiwan-made game console fasteners because they only purchase Taiwanese fasteners. Furthermore, furniture and bike fasteners as well as hardware tools were the other products in demand.

According to our observation, the demand for hand tools such as manual, electric and pneumatic tools accounted for about 40% of the show's procurement demand, the demand for fasteners such as screws, bolts and nuts also accounted for 10%, and the demand for general hardware parts products was nearly 10%.

Taiwan's hand tool export grew 27% last year, reaching a scale of nearly US\$ 4.8 billion. Also, a renowned hand tool manufacturer has been listed on the Emerging Taiwan Stock Exchange since early October. These developments show that Taiwan's hand tool manufacturers are among the front-runners in the international market in terms of R&D and supply capacity. The next edition of Taiwan Hardware Show will be launched again from October 19 to 21, 2023.



## Vietnam Manufacturing Expo (VME) 2022 Small Screws in High Demand

Taking place on August 10-12, 2022, VME which is characterized by the concept of lean factory had 200 leading brands from automation machinery, robotic development, fastener & fixing, material handling and supporting industries and attracted over 10,000 visitors from 20 countries (Japan, USA, South Korea, Taiwan, China, Singapore, Germany, Thailand, India) to the venue at I.C.E. Hanoi.

VME 2022 was highlighted with a new co-located show—Fastener Fair Vietnam & ViMAT 2022, which brought in fastener purchasers and users to Fastener World's booth.

According to a local manager from a Vietnamese electronics company, Vietnam owing to a limited capability in supplying small screws is in great need of purchasing small screws from overseas, which gave rise to the collocated fastener show in VME and as expected, led to more fastener inquiries by the visitors to Fastener World.

The next edition will take place on 9-11 August, 2023. ■



compiled by Fastener World

