

2023 墨西哥瓜達拉哈拉建材五金展 熱絡人龍拉動拉美市場龐大商機



High Visitor Traffic Foresees Huge Business Opportunities in Latin America

Expo Nacional Ferretera, the largest and professional hardware trade event in Latin America, returned September 7-9, 2023 at Expo Guadalajara. With 1,094 exhibitors and 50,000 square meters of exhibition space, the show not only attracted many local Mexican hardware manufacturers and suppliers, but also many companies from neighboring Latin American countries and even Asia to exhibit their latest innovative products and services.

The annually held hardware show in Guadalajara is decisive for the development and consolidation of the hardware components, construction, electrical and industrial safety industries in Mexico and throughout the greater Central and South American region, and is an important venue for manufacturers, distributors and buyers to establish contact networks, develop partnerships with key industry players, learn about innovative products and receive the latest industry news. According to the organizer's post-show statistics, this year's event has once again set a new record in the number of visitors, with up to 60% of visitors being decision makers, 64% being potential buyers looking for new products, and 51% looking for new suppliers to work with.

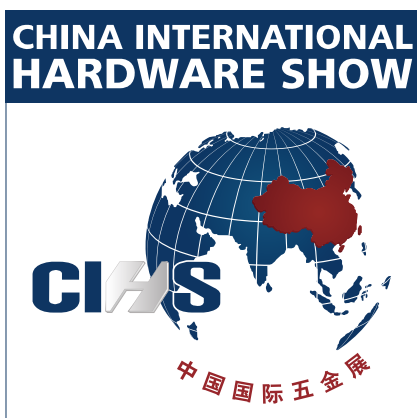
This year, Fastener World Inc. was also present at the exhibition and interacted with local buyers (e.g. hardware distributors, importers/exporters, building materials buyers, etc.) and presented them with latest suppliers directories, in order to build a bridge for cooperation and explore more business opportunities for those who were unable to attend the exhibition in Mexico.

Fastener World's exhibitors said that there were many people on-site during the three-day event, which fully reflected how much importance the local industry attached to the show and the active industry enthusiasm. The wave of risk diversification under the era of great changes is embracing business opportunities in emerging markets such as Latin America. If you want to enter the booming hardware manufacturing supply chain in Mexico and keep pace with foreign investors to further develop the Latin American market, this show definitely is not to be missed.

The organizer has also announced that the next show will be held again on September 5-7, 2024 at Expo Guadalajara.



2023 中國上海國際五金展 鏈接中國 - 全球五金行業指標平台



The Leading Platform Connecting Chinese and Global Hardware Industries

China International Hardware Show (CIHS), celebrating its 20th anniversary this year, was held again on September 19-21 at the Shanghai New International Expo Centre (SNIEC), which has been recognized as the largest hardware trade show in Asia. This year's show opened with eight exhibition halls (N1~N5 and W3~W5) and was divided into various thematic areas including International Hall, Domestic Tools Halls, Locks & Security Doors Products Hall, and Building Hardware & Fasteners Hall. The exhibition attracted many local Chinese and overseas enterprises to exhibit tools, locks, security products and accessories, processing and manufacturing equipment, building hardware, fasteners, DIY products, gardening and sanitary products, and other products and peripheral services.

According to the organizer, the 3-day show gathered nearly 2,500 exhibitors and representatives from Germany, Taiwan, the U.S., Canada, France, Italy, Turkey, Mexico, Japan, S. Korea, Malaysia and other countries, with a total exhibition area of 120,000 sq. m. It provided an interactive platform for face-to-face communication with professional buyers and visitors, and opened up a two-way trade channel for Chinese hardware enterprises and the introduction of overseas brands.

Fastener World's suppliers directories were not only popular to visiting buyers coming to ask for their free copies, but also highly recognized by those industry professionals visiting our stand. Some visitors commented that it was difficult to find suitable partners in a short period of time because of the large number of hardware-related industries in China, but through Fastener World's free magazines and the diversified online sourcing platform, they were able to find a lot of manufacturers with good quality, experience and good reputation very quickly.

During the exhibition, the organizer also planned a "Global Hardware Channel and Distribution Development Forum," inviting industry experts to share their insights into current market trends and industrial developments, analyze the pain points of the hardware industry's traditional distribution channels and the possibility for further upgrading, and solve the problems of insufficient marketing power and high product homogeneity, etc. The welcome reception was also held and the first "CIHS Award" was also presented to many industry leaders, product innovation and quality excellence enterprises which were invited to receive the award on stage.

The next show is scheduled for October 2024. Please always keep yourself updated on Fastener World website for the latest info about the next show.



2023 日本大阪工業展 AI 檢測、碳中和、精實生產管控成為話題

Manufacturing World Osaka

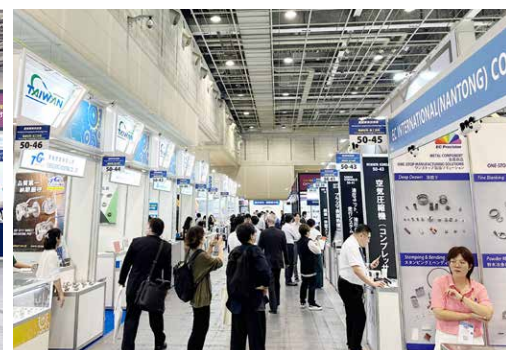
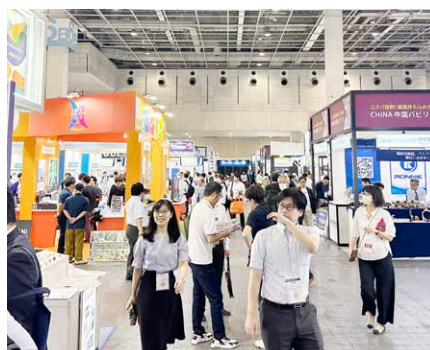
AI Inspection, Carbon Neutrality, and Lean Production Control Now the Talk of the Town

The show attracted 1,030 exhibitors during the three-day period from October 4 to 6, including 267 exhibitors of fasteners and hardware parts, nearly 200 exhibitors related to surface treatment and surface cleaning, about 100 exhibitors of inspection machines, and nearly 100 exhibitors of measuring machines, according to the data revealed by the organizer. The total number of visitors reached 33,000 people.

In recent years, Japan has gained a lot of attention in the world's political and economic landscape. There is a well-known fastener trade dealer in Osaka in the making of an all-English purchase platform, aiming at the global market and vowing to send Japanese high-quality products and logistics services to all corners of the world. Fastener World is closely monitoring the situation in Japan and set up a booth at the show to distribute magazines and introduce global fastener companies to Japanese visitors.

According to Fastener World staff onsite, there were about 70 Chinese exhibitors of screws and 30 Taiwanese fastener exhibitors in the show. Some of them solely target their overseas sales at the Japanese market and visited Japanese clients before the show. On another note, visitors to the Fastener World booth were mainly looking for suppliers of screws and motorcycle parts.

There were up to six AI-related speeches in the conferences organized by the show, which mainly explored how to apply AI to the manufacturing industry. Another big topic was carbon neutrality, with one of the speech title "Explanation of the decarbonization management strategy— Key points of CO² visualization and carbon footprint calculation of the entire supply chain in the manufacturing industry". From here we see Japan's high interest in carbon tax as the future trend. Representative of Toyota Motor Corporation of Japan was also invited to give a presentation on the world-renowned Toyota Production System (TPS). These speeches offered a glimpse into the future of Japan's manufacturing industry.



2023 台灣國際五金工具博覽會 台灣手工具產業關注減碳轉型與智慧製造



Taiwan Hand Tool Industry Now Focuses on Carbon Reduction and Smart Manufacturing

The show held from October 4 and closed on 6th gained support from more than 20 associations. Among them, the chairmen of Taiwan Industrial Fasteners Institute as well as Taiwan Fastener Trading Association were present in person, and posed for a group photo on the opening stage with the chairman of Taiwan Hand Tool Manufacturers' Association and representatives from the Presidential Office of Taiwan.

The show area was expanded to 6,500 square meters, 40% more than the first edition. The number of exhibitors exceeded 300 and 30,000 visitors came to the show. Hundreds of world famous overseas buyers, including those from Stanley Black & Decker, KTC, KS Tools, Milwaukee, came to purchase. Fastener World's staff onsite interviewed several other exhibitors from the fastener, hardware and hand tool industries. Most of them said that they saw a large inflow of people and were looking forward to the benefits of the show in terms of orders.

With CBAM now on a trial run, this show's seminars were largely focused on carbon reduction, with speech titles such as "Strategies for Navigating the Dual Transformation of Smart Manufacturing and Low-Carbon Sustainability in the Manufacturing Industry", "Towards Industry 4.0: Build the Smart Factory of the Future" and "Navigating Global Carbon Management Trends and Strategic Responses". Although the European Union has not yet included hand tools in the scope of CBAM taxation, it is clear that the hand tool industry in Taiwan has begun to respond. In addition, a large number of speeches focused on cross-border logistics, showing that Taiwan hand tool industry has taken hit from the pandemic which is bygone and is now fully engaged in export sales. ■

