

What the exhibitors had to say...

“It is always with a great pleasure that Rivit participates in all the ‘Fastener Fairs’ around the world, and of course we could not have missed the first edition of Fastener Fair India!

The Mumbai show was interesting in terms of visitors, and gave us the opportunity to meet with distributors and end users, who expressed strong interest in our products. However, as with all fairs, it is the following job arising out of the first contacts that will allow us to evaluate the effectiveness of the show; and the closing of the negotiations undertaken during and after the fair, which will allow us to take real stock of the new market.”

For the future Rivit is looking forward to participating again at Fastener Fair India and we are sure it will provide a positive impact on our subsidiary Rivit India Fasteners Pvt. Ltd and its products.”

Rivit Srl



“We were previously a 100% export orientated business with two state of the art fastener units based in Jalandhar, manufacturing bolts, nuts, washers, sheet metal parts, forgings and turned parts. However,

we recently entered into the domestic fastener market which was met with great success.

In line with the vision to service the leading industrial sectors - OEM, automotive, machinery building, and wind energy sectors we achieved great success at Fastener Fair India. The show greatly helped in enhancing and energising our marketing team's goals.

Our new plant was also recently certified to CE - EN 15048 standard and we will continue to grow our manufacturing base, and are looking to double our output by the end of 2012.”

GDPA Fasteners



“Leading from the front at Fasteners Fair India 2011 we were overwhelmed by the response from both Indian and international visitors for HNPL™.

The response was good as more than 500 visitors of all kinds visited our stall. The exhibition gave us a good opportunity to showcase our products and we received satisfied genuine visitors during the show.

At Hex Nuts Pvt. Ltd (HNPL™) we have a hi-tech plant equipped with state-of-the-art facilities, R&D centre, backed by a team of highly qualified engineers to maintain higher standards of products.

We plan to exhibit at both Fastener Fair Stuttgart 2012 and Fastener Fair India 2013.”

Hex Nuts Pvt. Ltd

“We chose to attend the BLECH India exhibition as a launch platform for our planned expansion into the Indian marketplace.

We showcased our self clinch range of fastenings since it had an obvious synergy with the sheet metal industry. India has a long established fastenings market that tends to use larger diameter products. We were therefore keen to demonstrate some new innovative product to the marketplace that eliminate welding processes giving an internal male or female thread in thin sheet metal. TR is focussing on smaller diameter products in India, with very high quality fastenings used in applications such as enclosures, set top boxes, base stations for telecoms and solar energy products.

Since India is a developing marketplace we had not expected to see such a high number of people attending the BLECH India exhibition. We had also not expected such a high level of interest on our stand and had over 250 product enquiries at the end of the show. Victor Cheong TR India's country manager and his team followed up these enquiries by mail shot, with every enquiry given a unique password for entry on to TR's extensive technical website.

BLECH India 2011 was a success, we had good support from the organisers and we will be exhibiting at the show again in 2013.”

TR Fastenings

“The experience in India was very good during the exhibition:

many, many contacts with trading companies and end users. However, when following up leads after the show the response has not been so good. I am surprised about this because I believed India could be a potential growth market for the business.”

Mecavit Srl