



**IFE**

# **POST SHOW REPORT 2019**

# BRINGING TOGETHER THE ENTIRE FASTENER INDUSTRY SINCE 1981

The International Fastener Expo is the North American region's largest B2B event of its kind for the fastener and machinery & tooling industries. The expo annually hosts suppliers & vendors that cover every level throughout the manufacturing process and throughout the distribution chain. It is more than just fasteners though – attendees to the show can also find several industrial-related products at IFE. Each year, thousands of attendees travel to Las Vegas, Nevada to network with and buy from over 650 leading international suppliers.



## SHOW OVERVIEW

**38<sup>TH</sup>**  
EDITION

**100,000+**  
NSF

**650+**  
EXHIBITORS

# WHO ATTENDS?

**5,000+**  
ATTENDEES

**62%**  
ATTENDEES WERE  
EXECUTIVE MANAGEMENT  
OR BUYERS/SOURCING

**86%**  
ATTENDEES WERE  
DISTRIBUTORS OR  
MANUFACTURERS OF  
FASTENERS AND  
OTHER PRODUCTS

**77%**  
ATTENDEES WERE  
INTERESTED IN SOURCING  
FROM AMERICAN  
SUPPLIERS

"Trade shows are unsurpassed in obtaining knowledge. Because of the human interaction and eye contact, you get so many questions answered that you may never have thought of."

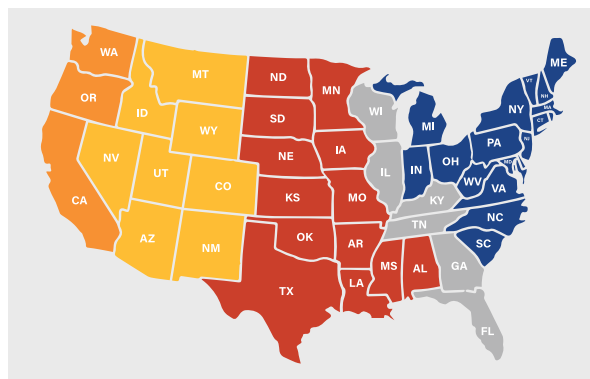
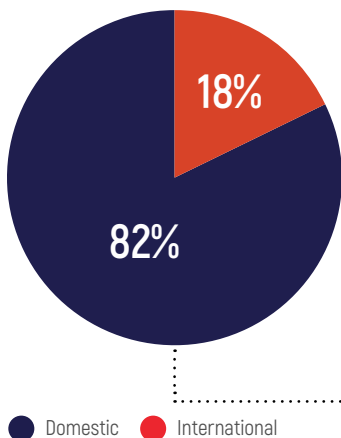
- Richard Ross, Marketing, Security Fastener Company

"The show is a great way to network and learn of new technologies being used in the fastener world."

- Steven Foster, Manager - Fastener Engineering, Karma Automotive, Inc.

"IFE provided our attendees the opportunity to meet with many current suppliers to discuss sales and create new opportunities with new vendors. If we had to travel to visit each of our suppliers outside of the expo the costs would be astronomical in comparison to our spend for IFE. The sessions were informative and well produced, the activities outside of the expo were enjoyable as well, great venue."

- John Butler, Director of New Business Development, The Olander Company



- 26%** California, Oregon, Washington
- 8%** Nevada, Idaho, Montana, Wyoming, Utah, Colorado, Arizona, New Mexico
- 21%** North Dakota, South Dakota, Nebraska, Kansas, Oklahoma, Texas, Minnesota, Iowa, Missouri, Arkansas, Louisiana, Mississippi, Alabama
- 48%** Indiana, Michigan, Ohio, West Virginia, Maine, Vermont, New Hampshire, Pennsylvania, Massachusetts, Connecticut, New York, New Jersey, Maryland, Virginia, North Carolina, South Carolina

## TOP INDUSTRIES THAT ATTENDING COMPANIES SERVE



Industrial



Construction



Automotive



Truck & Bus



Aerospace

## KEY PRODUCTS THAT ATTENDEES ARE LOOKING FOR

- ⬢ Bolts ..... Structural Bolts, Carriage Bolts
- ⬢ Nuts & Locknuts ..... Flange, Square
- ⬢ Screws ..... Self-Drilling (teks), Hex Head Cap
- ⬢ Metrics Fasteners ..... Machine Screws, Hex Heads
- ⬢ Socket Screws ..... Button Head, Socket Head
- ⬢ Washers & Stampings ..... Flat, Lock Washers
- ⬢ Pins ..... Dowel, Clevis

# WHY EXHIBIT?

92%

EXHIBITORS VIEW  
IFE AS AN IMPORTANT  
ASPECT OF THEIR  
BUSINESS GOALS

44%

ATTENDEES SPEND  
MORE THAN 1 DAY  
AT THE SHOW



“ We have attended the International Fastener Expo for many years and find it the best show in the industry for networking with our customers and suppliers. The booth traffic is always good, so we have ample opportunity to solidify existing relationships as well as develop new ones. It's also a great place for us to build our brand awareness and present new products to the industry.

- Gary Cravens, President, Advance Components

“ If you go to one show per year, this is the one to go to. The networking at this show is phenomenal. It is difficult to meet these many new prospects and long-term customers all in one place in such a short period of time anywhere else.

- Herb Gottelt, Sales Representative, Metal Resource Solutions

“ Great show! I look forward to it every year. We get great exposure to expeditors and attendees. At no other place can we meet so many of our existing customers and prospects that need to package fasteners accurately and efficiently.

- David Woolridge, President, Batching Systems, Inc.

“ It is not easy getting or finding so many individuals specializing in so many different areas of the fastener industry all under one roof. If you are looking for something specific that you can't seem to find...the Fastener Expo is the place to start!

- Donald Kirkwood, Sales, Brainard Rivet Company

VIEW THE COMPLETE EXHIBITOR LIST:  
[bit.ly/IFEVendors2019](https://bit.ly/IFEVendors2019)



# MORE THAN JUST AN EXPO...

## EDUCATION

Through an extensive educational program that includes conference-style sessions as well as 30-minute sessions on the show floor, attendees have the opportunity to update their industry knowledge and learn about the latest technologies in the market. Attendees at the show this year heard from speakers on tariffs & duties, including Sections 232 and 301; new innovations & processes in fastener platings & coatings; 3D printing; aerospace fasteners; and much more.



## NETWORKING

The show offers a platform for networking through a range of different events, both on and off the show floor. In 2019, over 900 distributors, importers, manufacturers, and sales reps attended the Welcome Reception on day 1. In addition, over 500 people joined us for NIGHTCAP at Eyecandy Sound Lounge on days 2 and 3.

The highlight of the show was IFE's inaugural golf tournament. Over 100 players across 26 teams teed up at the award-winning Bali Hai Golf Club for good times and friendly competition.



## HALL OF FAME & YOUNG FASTENER PROFESSIONAL AWARDS CEREMONY

At IFE's annual award ceremony, leaders in the industry are recognized for their contribution. In 2019, Edward McIlhon and Marty Nolan were inducted into the Hall of Fame, and Baron Wayne Yarborough won the Young Fastener Professional Award. The inductees and winner were recognized during a special ceremony on the show floor.



# SOURCEGLOBAL

at INTERNATIONAL FASTENER EXPO

SourceGlobal, an entity of the SOURCEDIRECT brand, has become the premier sourcing destination where international suppliers have the opportunity to expand their reach into the U.S. market. One in every two attendees is looking to source internationally!

## COUNTRIES REPRESENTED:



# INDUSTRY SUPPORT

## ASSOCIATIONS



## MEDIA PARTNERS



The Aerospace & Defense Forum



# JOIN US FOR THE INTERNATIONAL FASTENER EXPO 2021

**SEPTEMBER 21-23, 2021**

**LOCATION:**

Mandalay Bay Convention Center, Bayside B | Las Vegas, USA

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To learn more and for  
updates on the 2021 show,  
visit [fastenershows.com](https://fastenershows.com)

