

U.S. FASTENER Export / Import UPDATE

TRADE DATA ANALYSIS

by Zepol Corporation

Import and export values for the fastener industry rose in September 2010, with exports up 13.94 percent and imports up 66.63 percent over September 2009. While large increases over the previous year are encouraging, the question of whether the fastener industry will continue to grow in the next year is unanswered. As other manufacturers recover, the fastener industry will likely see a shift to change who they service; imports will likely rise for more commodity-oriented products.

For September, HTS-7318.24, Cotters and Cotter Pins, and HTS-7318.12, Wood Screws, showed large export increases at 44.76 percent and 43.84 percent, respectively. HTS-7318.16, Nuts - Threaded, had the largest import gain at 80.77 percent. No import category saw decreases in value over 2009, reflecting a strong import market.

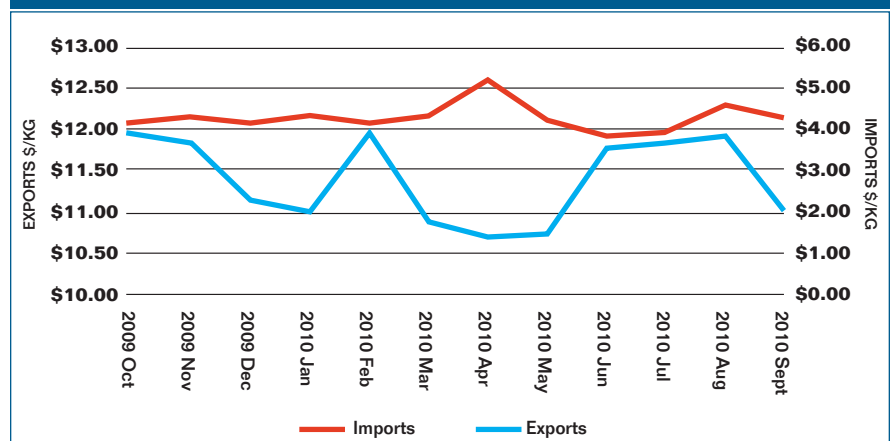
Month over month, the fastener industry's largest markets, Mexico and Canada, were flat for exports but saw reductions in exports to China of 12 percent over August. Imports from Taiwan are up 90 percent over last September, but all import sources were down month over month, except Germany and Canada.

This month's pricing analysis shows an uneven picture of prices per kilogram for HTS-7318.23.0000, Rivets, for both imports and exports. Import prices look to be near the levels seen last year after a peak in August.

SEPTEMBER 2010 EXPORTS AND IMPORTS: IRON OR STEEL FASTENERS

Product	Export Value	Change from Sept. 2009	Import Value	Change from Sept. 2009
731811 Coach Screws, Threaded	\$766,520	-26.73%	\$1,535,541	52.64%
731812 Wood Screws, Threaded (other than coach screws)	\$579,778	43.84%	\$2,718,593	60.86%
731813 Screw Hooks and Screw Rings, Threaded	\$2,058,174	36.55%	\$885,767	33.37%
731814 Self-tapping Screws, Threaded	\$4,975,635	28.44%	\$45,590,819	52.39%
731815 Screws and Bolts, Threaded, NESOI (with or without nuts or washers)	\$104,665,111	16.10%	\$153,926,744	76.04%
731816 Nuts, Threaded	\$38,721,982	-2.25%	\$66,325,694	80.77%
731819 Articles, Threaded, NESOI	\$12,397,155	-4.26%	\$6,476,338	57.62%
731821 Spring Washers and other Lock Washers	\$2,504,395	22.25%	\$3,290,114	74.12%
731822 Washers (other than lock washers)	\$11,798,609	38.30%	\$15,809,138	51.89%
731823 Rivets	\$7,989,661	15.39%	\$3,885,110	30.80%
731824 Cotters and Cotter Pins	\$6,571,064	44.76%	\$3,534,774	50.68%
731829 Articles, Nonthreaded, NESOI (fasteners)	\$24,717,387	26.63%	\$19,113,179	29.45%
Total	\$217,745,471	13.94%	\$323,091,811	66.63%

IMPORTS AND EXPORTS \$/KG - RIVETS, IRON OR STEEL (IMPORT/EXPORT HTS 7318.23.0000)



SEPTEMBER 2010 FASTENER INDUSTRY (HTS CODE 7318) TOP 5 COUNTRIES

EXPORTS				IMPORTS			
Country	Value	Change (Aug 2010)	Change (Sep 2009)	Country	Value	Change (Aug 2010)	Change (Sep 2009)
Canada	\$78,206,933	1%	19.6%	Taiwan	\$106,881,141	-1.9%	90.4%
Mexico	\$58,747,130	0%	21.3%	China	\$71,383,552	-10.3%	85.0%
United Kingdom	\$10,798,568	12%	51.3%	Japan	\$43,850,252	-11.3%	24.3%
China	\$7,485,135	-12%	58.4%	Canada	\$21,411,884	4.9%	24.5%
Japan	\$5,721,793	10%	-14.2%	Germany	\$17,336,767	11.6%	54.7%

TOP 5 COMPANIES LISTED IN AMS DATA

Product Description with Screw, Fastener or Bolt

October 2010

Consignee	Shipments	Metric Tons
Supply Technologies	276	956
Porteous Fastener	197	3,499
The Hillman Group	108	1,729
Anixter	98	476
Itochu Building Products	71	1,496

Zepol Corporation provides trade intelligence tools for analyzing your marketplace. Visit www.zepol.com to see sample trade data and register for a free trial of Zepol's trade data tools.

Call 612.435.2191 or email info@zepol.com for subscription information.



Do you know who shipped 119 packages of coach screws to the United States last week?

We do.



Use Zepol's TradeIQ™ and TradeView™ global intelligence tools to:

- See individual fastener shipments at bill of lading level
- Source new suppliers
- Research your competition's trade activity



Sign up for a free demo today at zepol.com