

# U.S. FASTENER Export / Import UPDATE

TRADE DATA ANALYSIS

by Zepol Corporation

Export and import values for the fastener industry continued to rise above last year's figures after taking a dip in February. From January through April of this year, the value of exports rose 20.5 percent when compared to 2010. During the same time period, the value of imports rose nearly 35 percent. March of this year exhibited a record number of U.S. exports of fasteners to Canada and Mexico, with export values up 16 percent and 21 percent, respectively, from last year. The two neighboring countries account for nearly 60 percent of the export market share. On the import side, Taiwan continues to be the leading exporter of fasteners to the U.S., with nearly 32 percent of all U.S. fastener imports coming from the country.

The increase in export and import values can be attributed to a number of factors, including the increased price of steel. As countries such as China and India develop rapidly and demand more steel for construction and manufacturing, the world market is strained, and the price increases. With the raw material price for the fastener industry increasing, fastener producers have no option but to pass the higher price on to the consumer. We will likely see higher prices of fasteners in the future if the price of steel continues to rise.

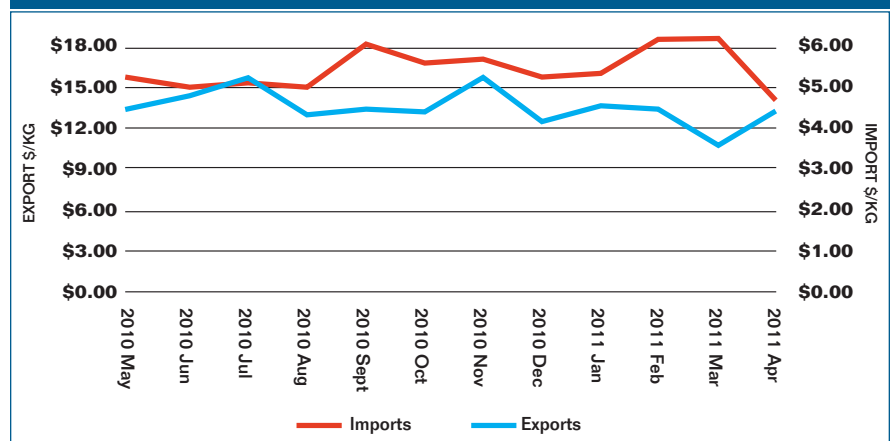
Fastener imports from Japan took a dive in April after the March earthquake and tsunami, with figures posting a decrease of 12 percent. Although April's imports were down, year-to-date imports from Japan are nearly 11 percent higher than last year. Japan continues to be the third largest supplier of fasteners to the U.S.

Overall, the fastener industry has made progress this year over last year, but it still continues to face challenges.

## APRIL 2011 EXPORTS AND IMPORTS: IRON OR STEEL FASTENERS

Product	Export Value	Change from Apr. 2010	Import Value	Change from Apr. 2010
731811 Coach Screws, Threaded	\$1,484,909	29.80%	\$1,841,452	59.26%
731812 Wood Screws, Threaded (other than coach screws)	\$808,915	88.18%	\$2,080,378	-4.34%
731813 Screw Hooks and Screw Rings, Threaded	\$2,997,204	-20.63%	\$1,078,511	-8.06%
731814 Self-tapping Screws, Threaded	\$5,358,536	6.22%	\$45,643,112	9.13%
731815 Screws and Bolts, Threaded, NESOI (with or without nuts or washers)	\$118,703,220	16.18%	\$156,406,129	33.62%
731816 Nuts, Threaded	\$45,176,004	13.62%	\$71,761,535	43.79%
731819 Articles, Threaded, NESOI	\$15,910,741	21.27%	\$7,233,236	45.98%
731821 Spring Washers and other Lock Washers	\$2,791,286	24.30%	\$3,850,785	43.62%
731822 Washers (other than lock washers)	\$15,279,247	37.06%	\$17,832,679	43.11%
731823 Rivets	\$7,658,406	3.74%	\$4,352,844	27.03%
731824 Cotters and Cotter Pins	\$8,222,424	24.91%	\$3,645,288	15.75%
731829 Articles, Nonthreaded, NESOI (fasteners)	\$31,612,567	37.88%	\$22,784,473	28.98%
<b>Total</b>	<b>\$256,003,459</b>	<b>18.67%</b>	<b>\$338,510,422</b>	<b>31.40%</b>

## IMPORTS AND EXPORTS \$/KG - RIVETS, IRON OR STEEL (IMPORT/EXPORT HTS 7318.29.0000)



**APRIL 2011 FASTENER INDUSTRY (HTS CODE 7318) TOP 5 COUNTRIES**

EXPORTS				IMPORTS			
Country	Value	Change (Mar 2011)	Change (Apr 2010)	Country	Value	Change (Mar 2011)	Change (Apr 2010)
Canada	\$82,389,267	-9.5%	9.2%	Taiwan	\$107,844,349	6.9%	25.2%
Mexico	\$64,584,787	-3.3%	14.0%	China	\$71,147,003	35.6%	55.3%
China	\$14,239,561	4.8%	53.6%	Japan	\$47,602,538	-12.5%	12.0%
United Kingdom	\$13,894,558	21.3%	58.5%	Canada	\$22,425,963	-10.1%	10.2%
Singapore	\$8,130,046	9.7%	33.5%	Germany	\$22,263,433	4.5%	50.5%

**TOP 5 COMPANIES LISTED IN AMS DATA**

**Product Description with Screw, Fastener or Bolt**

May 2011

Consignee	Shipments	Metric Tons
Supply Technologies	360	1,349
Anixter	144	891
Porteous Fastener	143	2,158
Fastenal	139	3,855
The Hillman Group	109	2,831

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