



U.S. FASTENER Export / Import UPDATE

TRADE DATA ANALYSIS

by Zepol Corporation

Export and import values for the fastener industry exhibited significant gains over last year, with exports increasing almost 16 percent from last February to this February. During this same time period, imports rose nearly 35 percent. January started 2011 off with figures returning to pre-recession levels and an optimistic view for the year. While the recent fastener trend is encouraging, many challenges remain for this industry. Challenges that include dependence on the health of the automotive and construction industries, as well as susceptibility to price fluctuations, are at the forefront.

A noteworthy change from last February to this February is the shift in screw hooks and rings (HTS Code 731813), which saw a 58 percent increase in exports and a 21 percent decrease in imports. Additionally, coach screws exhibited significant increases in exports as well as imports, with figures rising 47 percent and 89 percent, respectively.

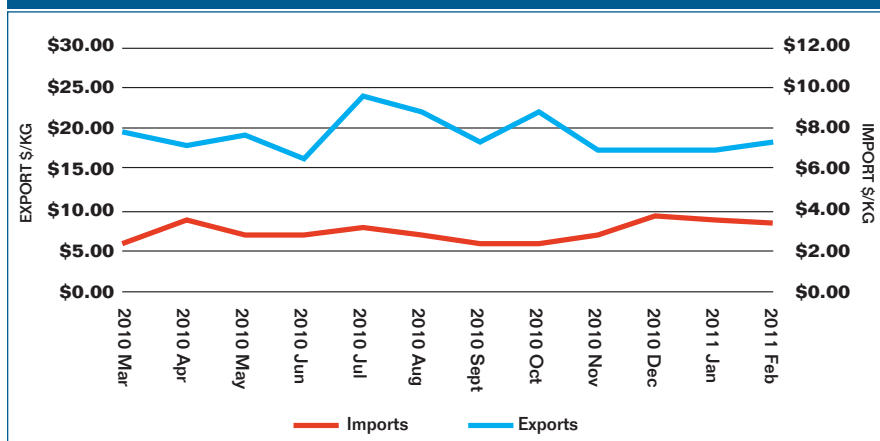
Going forward, it is expected the fastener industry will see shifts in suppliers, largely due to the earthquake and tsunami recovery process in Japan. Most likely, suppliers will shift from Japan to other countries in Asia. For January and February of this year, nearly 15 percent of all fastener imports for the U.S. came from Japan. Other major producing countries include Taiwan and China, with respective import market shares of 32 percent and 22 percent for January and February.

The effects of recent fuel spikes, along with rising steel prices, remain to be seen for the fastener industry. The rising prices will likely be reflected in rising fastener costs in the near future. The overall fastener industry has exhibited an impressive turnaround from recent years, and optimism remains despite some challenges.

FEBRUARY 2011 EXPORTS AND IMPORTS: IRON OR STEEL FASTENERS

Product	Export Value	Change from Feb. 2010	Import Value	Change from Feb. 2010
731811 Coach Screws, Threaded	\$1,342,683	47.36%	\$1,702,872	88.95%
731812 Wood Screws, Threaded (other than coach screws)	\$599,648	6.84%	\$2,053,947	33.39%
731813 Screw Hooks and Screw Rings, Threaded	\$3,021,660	58.17%	\$761,545	-21.57%
731814 Self-tapping Screws, Threaded	\$5,083,422	18.25%	\$38,561,738	10.38%
731815 Screws and Bolts, Threaded, NESOI (with or without nuts or washers)	\$104,494,238	17.41%	\$139,782,993	38.05%
731816 Nuts, Threaded	\$39,894,245	11.26%	\$62,211,900	43.53%
731819 Articles, Threaded, NESOI	\$11,679,650	5.52%	\$6,463,461	59.56%
731821 Spring Washers and other Lock Washers	\$2,446,378	-11.76%	\$2,945,142	52.83%
731822 Washers (other than lock washers)	\$13,214,457	19.26%	\$16,371,803	44.90%
731823 Rivets	\$6,624,436	4.13%	\$3,809,529	11.91%
731824 Cotters and Cotter Pins	\$6,130,149	10.00%	\$3,479,252	15.03%
731829 Articles, Nonthreaded, NESOI (fasteners)	\$24,739,523	23.93%	\$21,915,665	36.30%
Total	\$219,270,489	15.80%	\$323,091,811	34.72%

IMPORTS AND EXPORTS \$/KG - RIVETS, IRON OR STEEL (IMPORT/EXPORT HTS 7318.24.0000)



FEBRUARY 2011 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	\$75,465,749	-3.6%	12.8%	Taiwan	\$93,418,204	-42.9%	31.8%
Mexico	\$56,193,355	-13.5%	12.8%	China	\$64,705,116	-13.7%	70.9%
China	\$10,885,741	9.2%	63.3%	Japan	\$49,805,836	11.6%	12.9%
United Kingdom	\$10,304,423	13.2%	46.7%	Canada	\$21,259,808	-5.0%	17.5%
Singapore	\$6,504,375	4.5%	33.5%	Germany	\$16,441,517	-3.9%	33.2%

TOP 5 COMPANIES LISTED IN AMS DATA

Product Description with Screw, Fastener or Bolt

March 2011

Consignee	Shipments	Metric Tons
Supply Technologies	247	820
Porteous Fastener	166	2,870
Anixter	125	725
The Hillman Group	96	2,035
Fastenal	94	2,574

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