

U.S. FASTENER Export/Import UPDATE

TRADE DATA ANALYSIS

by Zepol Corporation

Import and export values for the fastener industry rose in July 2010, with exports up 23.59 percent and imports up 60.54 percent over July 2009. The strength of imports is encouraging because it may be an indicator of the confidence of manufacturers in the resiliency of the recovery. Export growth is strong, but further gains will be needed to match imports. Currently, the fastener industry has a \$100 million trade deficit.

For July, HTS-7318.24, Cotters and Cotter Pins, showed the largest export increase at 65.96 percent, while HTS-7318.21, Spring Washers and Other Lock Washers, had the largest import gain at 103.03 percent. No import category saw decreases in value over 2009, accounted for by the weakness of the economy last summer. Some losses were seen on the export side for Coach Screws, Screw Hooks and Rings, and Spring Washers.

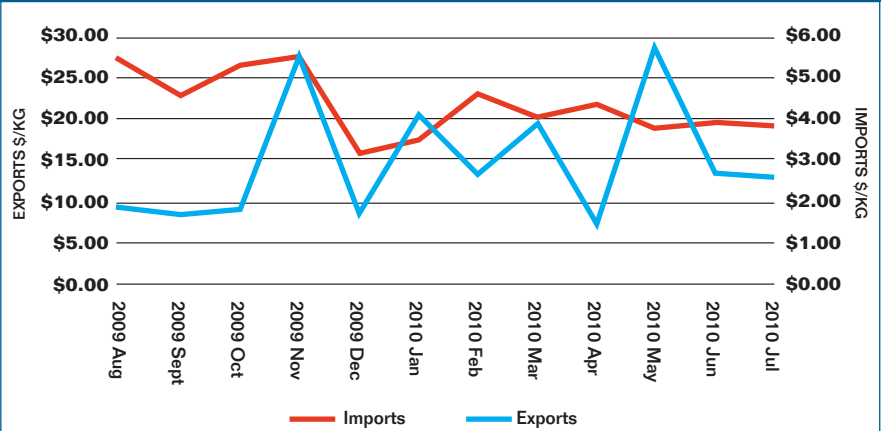
On the country side, Canada, Mexico and China decreased their exports month over month, but the United Kingdom and France showed strength both over last month and last year. Imports for the top five countries are relatively flat from June but up significantly from last year.

Digging into the specific company data, a new player is showing up in U.S. Customs records this month, while stalwarts remain within the data. Supply Technologies, out of Cleveland, Ohio, shows a large number of shipments of fasteners. The Hillman Group led the battle for the most metric tons, edging Porteous Fastener.

JULY 2010 EXPORTS AND IMPORTS: IRON OR STEEL FASTENERS

| Product | Export Value | Change from July 2009 | Import Value | Change from July 2009 |
|--|----------------------|-----------------------|----------------------|-----------------------|
| 731811 Coach Screws, Threaded | \$882,499 | -37.11% | \$1,824,990 | 58.84% |
| 731812 Wood Screws, Threaded (other than coach screws) | \$463,419 | 0.77% | \$2,438,775 | 32.14% |
| 731813 Screw Hooks and Screw Rings, Threaded | \$2,255,512 | -23.65% | \$1,182,405 | 41.61% |
| 731814 Self-tapping Screws, Threaded | \$4,309,801 | 33.31% | \$51,806,227 | 72.84% |
| 731815 Screws and Bolts, Threaded, NESOI (with or without nuts or washers) | \$97,481,614 | 22.98% | \$138,670,132 | 55.07% |
| 731816 Nuts, Threaded | \$36,450,236 | 17.11% | \$60,916,369 | 72.93% |
| 731819 Articles, Threaded, NESOI | \$11,202,332 | 3.34% | \$6,112,632 | 32.23% |
| 731821 Spring Washers and other Lock Washers | \$2,314,340 | -19.54% | \$3,468,730 | 103.03% |
| 731822 Washers (other than lock washers) | \$12,299,835 | 55.74% | \$16,191,103 | 73.60% |
| 731823 Rivets | \$7,125,770 | 30.24% | \$3,631,343 | 42.83% |
| 731824 Cotters and Cotter Pins | \$6,858,168 | 65.96% | \$3,401,441 | 68.92% |
| 731829 Articles, Nonthreaded, NESOI (fasteners) | \$25,908,766 | 41.72% | \$18,807,107 | 39.59% |
| Total | \$207,552,292 | 23.59% | \$308,451,254 | 60.54% |

IMPORTS AND EXPORTS \$/KG - SPRING WASHERS & OTHER LOCK WASHERS IRON OR STEEL, NESOI (IMPORT HTS 7318.21.0090, EXPORT HTS 7318.21.0000)



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

| EXPORTS | | | | IMPORTS | | | |
|----------------|--------------|-------------------|-------------------|---------|---------------|-------------------|-------------------|
| Country | Value | Change (Jun 2010) | Change (Jul 2009) | Country | Value | Change (Jun 2010) | Change (Jul 2009) |
| Canada | \$79,407,587 | -15% | 22.9% | Taiwan | \$100,127,375 | -0.9% | 75.1% |
| Mexico | \$56,453,096 | -5% | 26.7% | China | \$74,567,472 | 9.7% | 78.7% |
| United Kingdom | \$9,382,190 | 12% | 41.0% | Japan | \$46,035,656 | 7.4% | 46.6% |
| China | \$9,032,117 | -34% | 43.3% | Canada | \$19,928,493 | -10.4% | 38.4% |
| France | \$6,350,005 | 10% | 19.6% | Germany | \$13,580,150 | 8.7% | 14.5% |

TOP 5 COMPANIES LISTED IN AMS DATA

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

June 2010

| Consignee | Shipments | Metric Tons |
|---------------------|-----------|-------------|
| Supply Technologies | 415 | 1,234 |
| Porteous Fastener | 180 | 3,134 |
| The Hillman Group | 156 | 3,330 |
| Anixter | 126 | 582 |
| Fastenal | 102 | 2,415 |

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