

# U.S. FASTENER Export/Import UPDATE

TRADE DATA ANALYSIS

by Zepol Corporation

U.S. export values for fasteners continued rising into the third quarter of 2011, outpacing Q3 of 2010 by a noteworthy 21 percent. Export values for the first three quarters of 2011 were up 19 percent compared to 2010 figures. Exports rose for the second straight month in September. U.S. import values of fasteners also rose for the third straight quarter of this year and are up 24 percent compared to last year. The fastener trade balance narrowed from a deficit of -\$114 million in August to -\$91 million in September.

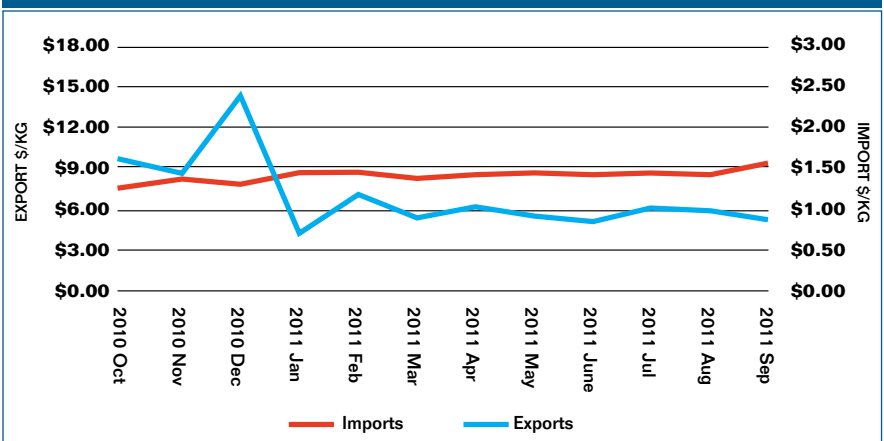
Exports to Canada decreased slightly in the third quarter of 2011, while exports to Mexico hit a record-high for the year in Q3. Despite the fluctuations, Canada still remains the number one country of destination for U.S. fastener exports. On the import side, fasteners from Taiwan and China continued an upward trend through Q3 of this year. Japan, the third largest exporter of fasteners to the U.S., is still struggling to recover from March's disasters, showing a 1 percent decrease in 2011.

The price per kilogram of U.S. vessel exports of coach screws averaged \$5.75 in 2011. December of 2010 posted a large spike in price per kilogram (shown in the graph to the right) due to a large volume of coach screws headed to Liberia. On the import side, the price per kilogram has shown a continual rise throughout 2011, in part because of increased demand for steel worldwide.

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

Product	Export Value	Change from Sept. 2010	Import Value	Change from Sept. 2010
731811 Coach Screws, Threaded	\$1,950,493	154.46%	\$1,270,722	-17.25%
731812 Wood Screws, Threaded (other than coach screws)	\$634,664	9.47%	\$2,467,877	-9.22%
731813 Screw Hooks and Screw Rings, Threaded	\$3,958,423	92.33%	\$1,140,724	28.78%
731814 Self-tapping Screws, Threaded	\$5,476,688	10.07%	\$48,605,107	6.61%
731815 Screws and Bolts, Threaded, NESOI (with or without nuts or washers)	\$121,630,976	16.21%	\$167,311,329	8.70%
731816 Nuts, Threaded	\$50,038,859	29.23%	\$74,393,526	12.16%
731819 Articles, Threaded, NESOI	\$15,169,459	22.36%	\$7,196,538	11.12%
731821 Spring Washers and other Lock Washers	\$2,821,929	12.68%	\$3,497,727	6.31%
731822 Washers (other than lock washers)	\$14,568,365	23.48%	\$18,990,987	20.13%
731823 Rivets	\$9,018,316	12.87%	\$4,998,070	28.65%
731824 Cotters and Cotter Pins	\$8,655,432	31.72%	\$4,093,561	15.81%
731829 Articles, Nonthreaded, NESOI (fasteners)	\$32,275,298	30.58%	\$22,873,808	19.68%
<b>Total</b>	<b>\$266,198,902</b>	<b>22.25%</b>	<b>\$356,839,976</b>	<b>10.45%</b>

## IMPORTS AND EXPORTS \$/KG - BOLTS, IRON OR STEEL (IMPORT HTS 7318.16.0085/EXPORT HTS 7318.16.0000)



SEPTEMBER 2011 FASTENER INDUSTRY (HTS CODE 7318) TOP 5 COUNTRIES

EXPORTS				IMPORTS			
Country	Value	Change (Aug. 2011)	Change (Sept. 2010)	Country	Value	Change (Aug. 2011)	Change (Sept. 2010)
Canada	\$87,261,237	2.6%	11.6%	Taiwan	\$116,593,256	-9.3%	9.1%
Mexico	\$72,297,507	-1.1%	23.1%	China	\$82,451,795	-8.3%	15.5%
United Kingdom	\$13,916,349	25.0%	28.9%	Japan	\$41,714,580	-2.2%	-4.9%
China	\$10,842,781	4.6%	44.9%	Canada	\$24,897,528	3.6%	16.3%
Singapore	\$7,662,558	-7.5%	49.2%	Germany	\$21,933,742	-2.3%	26.5%

TOP 5 COMPANIES LISTED IN AMS DATA

Product Description with Screw, Fastener or Bolt

October 2011

Consignee	Shipments	Metric Tons
Supply Technologies	321	1,040
Porteous Fastener	123	1,593
Anixter	120	426
Fastenal	108	2,046
The Hillman Group	61	1,558

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