

Fastener Trade Overview: The United States and Turkey

美国与土耳其扣件贸易

by / 文 Chelsea Craven

For the first quarter of this year the United States has imported nearly US\$1.5 billion worth of screws, bolts, nuts, and other fasteners. Compared to the first quarter of last year, imports are down about 5%. On the contrary, U.S. exports of fasteners have reached over US\$1.1 billion, and are up by over 5% from the same period last year. The decrease in imports and the increase in exports may be attributed to more manufacturing of fasteners in the United States, coupled with the growing support to buy American-made goods.

Most recently for the U.S. fastener trade we've seen imports decrease significantly from China and Canada, while Taiwan remains the number one country of origin by a landslide. On the export side, fasteners headed to Canada, the number one destination, are down 3.6% this year, while exports to Mexico, the number two destination, are up 10%. Development in Brazil for the World Cup next summer has had positive effects for U.S. exports of fasteners, with a 25% increase so far this year.

Turkey is one of the few countries that has seen an increase in fasteners

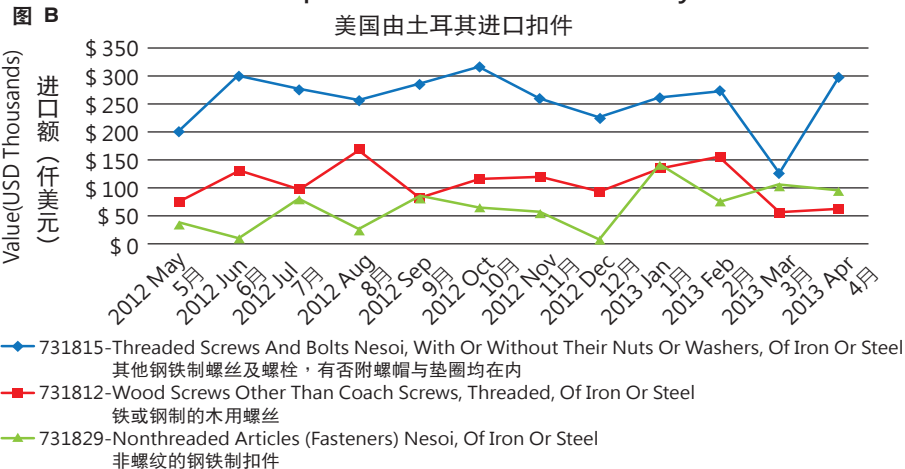
截 至今年(2013)第一季美国已进口将近15亿美金的螺丝、螺栓、螺帽和其他扣件。与去年第一季相比，进口额下降了5%；反之，在第一季统计下，美国扣件出口已超过11亿美金，同期增加5%以上。进口额的下降与出口额的上升可归因于美国境内扣件生产量的增加，以及该地购买美制扣件商品的消费力增加。

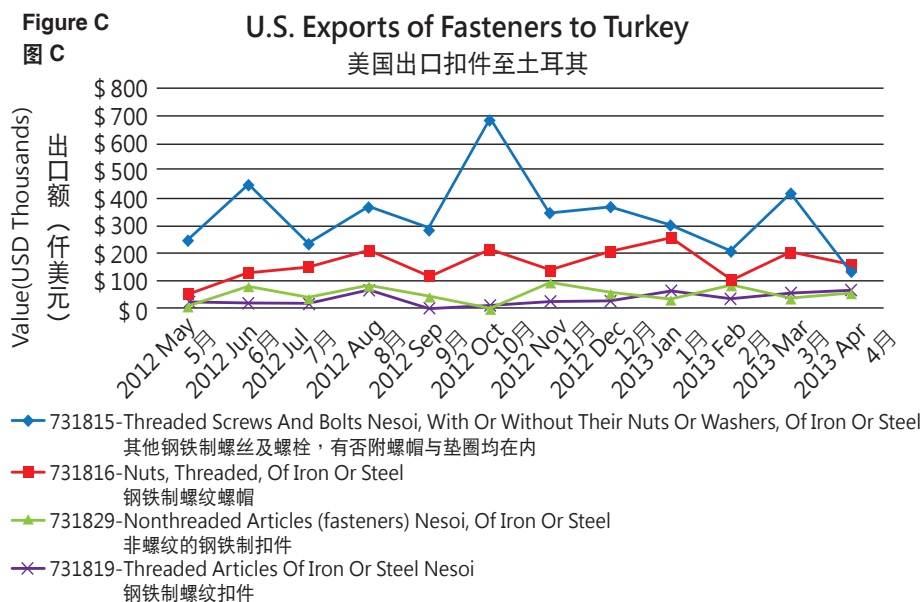
在近期美国的扣件贸易中，我们已了解美国对中国与加拿大的进口量大幅减少，而台湾仍持续以压倒性姿态稳坐美国第一大扣件进口国宝座；在出口方面，今年美国出口至首要出口国加拿大的数量也减少了3.6%，而对第二大出口国墨西哥的数量则上升了10%。巴西国内筹办明年夏天的世足赛大幅度地影响了美国的扣件出口，今年统计至第一季为止，已上升了25%。

Figure A U.S. Fastener Trade with Turkey



Figure B U.S. Imports of Fasteners from Turkey





flowing to the United States. In the first quarter of the year, fastener imports from Turkey to the U.S. were up by 3.4% and totaled over US\$1.4 million. On the flipside, U.S. exports of fasteners to Turkey are up over 25% and first quarter exports totaled over US\$2 million. The fastener trade between the United States and Turkey is unique in that the U.S. has a positive trade balance, most recently, of about US\$500 thousand. **Figure A** shows the trade balance for the most recent quarters.

This article will focus on the fastener trade between the United States and Turkey. We will take a look at what products are up, the price fluctuations, and what we can expect for future trends.

The Products

The most popular fasteners imported to the United States from Turkey are threaded screws

and bolts, wood screws, and non-threaded articles. A recent spike in April for threaded screws and bolts can be seen in **Figure B**. Roughly 50% of the fasteners imports to the U.S. from Turkey are threaded screws and bolts. Imports of threaded nuts, on the other hand, have shown a recent decline. Low amounts of washers, rivets, and self-tapping screws are imported from Turkey.

On the export side, the most common fasteners being shipped from the United States to Turkey are threaded screws and bolts, followed by threaded nuts and non-threaded articles. These fasteners are behind the 25% increase in exports that was seen this year. **Figure C** above illustrates the trend of the top fasteners exported for recent months. The least-exported fasteners to Turkey include screw hooks, spring washers, and self-

土耳其是少数对美国出口扣件量上升的国家之一。今年第一季，美国自土耳其进口的扣件量超过140万美金，上升3.4%；另一方面，美国出口到土耳其的扣件量上升幅度超过25%，出口值超过200万美金。美国与土耳其之间扣件贸易情况是很特殊的，因为近期美国的贸易顺差值达50万美金，**图A**显示近几季的贸易差额。本文将聚焦于美国与土耳其之间的扣件贸易，检视出现了什么产品、价格波动以及未来市场趋势的动向。

扣件产品

从土耳其进口到美国的扣件，数量最大的是螺纹螺丝、螺栓、木螺丝与非螺纹扣件。可由**图B**了解四月螺纹螺丝、螺栓进口量急剧攀升，从土耳其进口到美国的扣件当中，有大约50%是螺纹螺丝、螺栓；反之，螺纹螺帽的进口量则出现减少的趋势。美国自土耳其进口垫片、铆钉、自攻螺丝的数量也跟着减少。

在出口方面，从美国出口到土耳其的扣件中数量最大的是螺纹螺丝、螺栓，其次为螺纹螺帽与非螺纹扣件，这些扣件是推动美国今年扣件出口上升至25%的主因。**图C**显示近几个月来美国主要出口扣件的贸易趋势，其出口量最少的扣件则包括螺旋钩、弹簧垫片与自攻螺丝。

价格

自土耳其出口至美国的扣件价格平均为每公斤7.30美金，而其出口至其他国家的平均价格则稍低了一些，为每公斤2.80美金；进口方面的价格则维持一致。美国倾向自土耳其进口较高价的扣件，并向其他国家采购较低成本的产品。**图D**显示出此价格差异。



tapping screws.

The Prices

Fasteners from Turkey destined for the United States cost an average of US\$7.30 per kilogram. The cost per kilogram for all other countries is about US\$2.80, quite a bit lower. Prices on the import side have remained fairly consistent; the United States tends to import the higher-priced fasteners from Turkey and source the lower-cost goods from other countries. **Figure D** illustrates this price difference.

The price of fastener exports from the United States to Turkey has decreased in recent quarters from a high of over US\$37 per kilogram in quarter two of 2011 to just under US\$10 per kilogram in the first quarter of this year. The price of exports to all other countries has

Figure D \$/kg for U.S. Imports of Fasteners

图 D

美国进口扣件之价格

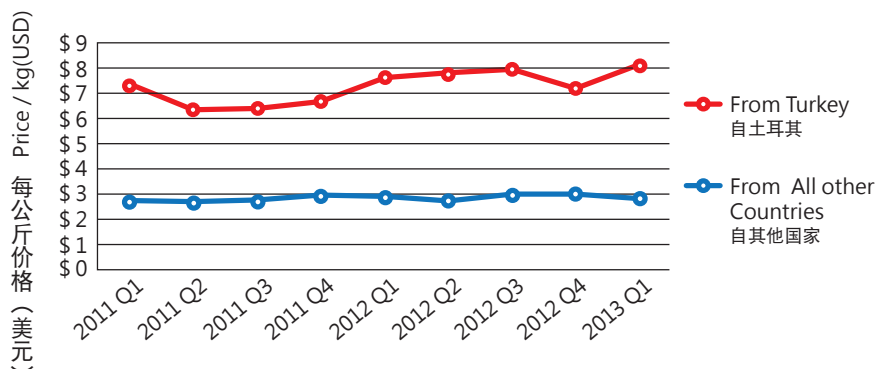
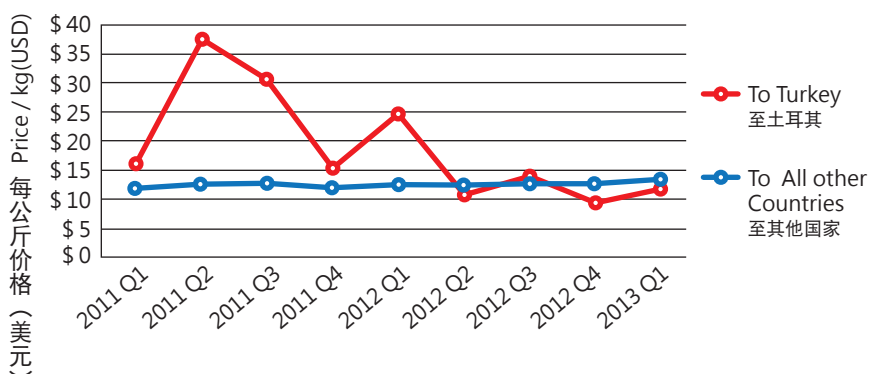


Figure E

图 E

\$/kg for U.S. Exports of Fasteners

美国出口扣件之价格



been consistent at about US\$12 per kilogram. The recent dip in prices for fasteners to Turkey has spurred an influx of buyers, thus, we have seen a significant rise in exports. **Figure E** shows this drop-off in price for recent quarters.

The Future

The fastener trade between the United States and Turkey has shown strong signs so far this year, especially when comparing the trade trends for other countries. Both imports and exports of fasteners have increased this year and it looks hopeful that the trend will continue. Amid tension in Turkey's surrounding regions, it is a good sign that the fastener trade is not slowing down or showing signs that it could be affected. The tight trade ties between the countries make for an optimistic outlook for both countries. ■

美国出口至土耳其的扣件价格，从2011年Q2的每公斤37美元以上，下降到今年Q1的每公斤10美元；其出口至其他国家的扣件价格则维持一致的每公斤12美元。近期美国出口至土耳其的扣件价格下跌，刺激了买家的涌入，因此才会看到美国扣件出口的攀升。**图E**显示近几季的价格下跌趋势。

未来展望

今年到目前为止，美国与土耳其之间的扣件贸易出现茁壮的迹象，尤其与其他国家的贸易趋势相较之下更是如此。今年进口量与出口量均有所增加，且可望此趋势将会持续下去。在土耳其周边区域情势紧张的情况下，扣件贸易成长仍未减缓，同时也未显示受到紧张情势的影响，这是一个很好的迹象，此紧密的贸易关系链将有助看好美国土耳其两国的扣件贸易。 ■