

Comparing USA-China Fastener Markets

by Behrooz Lotfian

World Situations

Fastener businesses had a brilliant year in 2011 with a 20.7% growth, but suddenly showed a market decrease of -1.28% in 2012! Although the industry in the following two years (2013 and 2014) had growth, the growth was mild at about 5%!

Unit: 1,000 USD 单位: 千美元

World 全球	2010	2011	2012	2013	2014
Approx. of Total Value of Fastener Business 扣件贸易业务总值	58,435,776	71,374,690	70,167,382	73,382,424	77,647,590
Total Export & Import Value 总进出口值	31,143,297	37,589,061	37,107,884	38,755,456	40,649,220
% Total Export & Import Growth 总进出口成长比率(%)	-	20.70%	-1.28%	4.44%	4.89%

Situations in China

China's fastener market has grown 36% (including a 23% increase in imported fasteners and a 46% increase in exported fasteners) during 2010-2014.

Unit: 1,000 USD 单位: 千美元

China 中国	2010	2011	2012	2013	2014
Imported Fasteners 进口扣件	2,665,677	2,954,393	2,891,185	3,032,197	3,288,723
% Import Growth 进口成长比率(%)	-	10.83%	-2.14%	4.88%	8.46%
Exported Fasteners 出口扣件	3,459,905	4,663,213	4,512,320	4,603,966	5,059,194
% Export Growth 出口成长比率(%)	-	34.78%	-3.24%	2.03%	9.89%
Total Export & Import Value 总进出口值	6,125,582	7,617,606	7,403,505	7,636,163	8,347,917
% Total Growth 总成长比率(%)	-	24.36%	-2.81%	3.14%	9.32%

Situations in the U.S.

On the other hand, U.S. fastener market has grown 45% (including a 50% increase in imported fasteners and a 42% increase in exported fasteners) during 2010-2014.

Unit: 1,000 USD 单位: 千美元

The U.S 美国	2010	2011	2012	2013	2014
Imported Fasteners 进口扣件	3,442,876	4,181,175	4,630,341	4,504,205	4,876,279
% Import Growth 进口成长比率(%)	-	21.44%	10.74%	-2.72%	8.26%
Exported Fasteners 出口扣件	2,566,972	3,056,417	3,339,249	3,612,097	3,842,364
% Export Growth 出口成长比率(%)	-	19.07%	9.25%	8.17%	6.37%
Total Export & Import Value 总进出口值	6,011,858	7,239,603	7,971,602	8,118,315	8,720,657
% Total Growth 总成长比率(%)	-	20.42%	10.11%	1.84%	7.42%

中美扣件市场比较

文 / Behrooz Lotfian

全球现况

2011年对扣件贸易业务来说是光辉的一年,成长20.7%,不过2012年却瞬间骤降-1.28%!虽然整个产业在接下来的2013及2014两年皆有成长,但大概只落在约5%。

中国现况

2010至2014年间,中国扣件市场成长了36%,其中扣件进口成长23%,而扣件出口成长46%。

美国现况

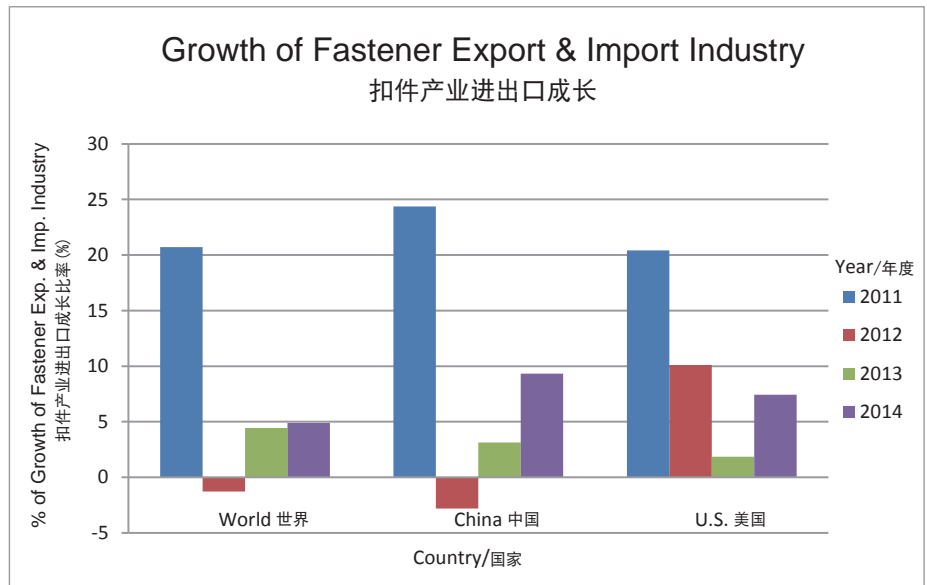
另一方面,2010至2014年间美国扣件市场成长了45%,其中进口扣件成长50%,而出口扣件成长42%。

分析下页图表可知:

- 1、2012年,全球的成长率比中国高但比美国低,意谓美国经济跃进比中国明显。
- 2、2012年,约42%扣件进出口活动发生在中国和美国。不过美国扣件市场的规模比中国大。
- 3、中国在2011年经济出现问题,美国也在2013年出现问题。
- 4、2014年中国的成长率比美国的成长率高出1.9%,意谓在不久的将来中国将会是扣件产业的优先和首要市场。

Analysis of the diagram on the right:

1. In 2012, the world growth ratio was higher than China's but lower than the U.S. It means that the U.S. economic boom was more evident than China's.
2. In 2012, about 42% of fastener export & import businesses belonged to the U.S. and China. However, the U.S. had a bigger market than China did.
3. The economic problem that hit China in 2011 also hit the U.S. market in 2013.
4. China's growth rate in 2014 was 1.9% higher than the growth rate of the U.S. It means that in the near future China will be the first and major market in the fastener industry.



Comparing Their Business Partners 中美两国扣件贸易伙伴比较

Exported Fasteners from China & the U.S. to Their Business Partners 中国和美国出口扣件至夥伴国

The 1st largest market to which China's and U.S. fasteners were exported:

Unit: 1,000 USD 单位: 千美元

Export 出口	2010	2011	2012	2013	2014
1st Largest Market of China is the U.S. 中国第1大出口市场是美国	650,533	861,234	919,935	903,527	1,058,902
% of Total Imported Fasteners of the U.S. 中国占美国总进口扣件比率(%)	18.80%	18.47%	20.39%	19.62%	20.93%
1st Largest Market of the U.S. is Mexico 美国第1大出口市场是墨西哥	665,649	826,012	985,684	1,103,054	1,276,926
% of Total Imported Fasteners of Mexico 美国占墨西哥总进口扣件比率(%)	25.93%	27.03%	29.52%	30.54%	33.23%

The U.S. as the first market of China, imported fasteners in a constant ratio between 19-21%. On the other hand, Mexico as the first market of the U.S., increased its purchase of U.S. fasteners by almost 8% from 2010 to 2014!

The 2nd largest market to which China's and U.S. fasteners were exported:

Unit: 1,000 USD 单位: 千美元

Export 出口	2010	2011	2012	2013	2014
2nd Largest Market of China is Japan 中国第2大出口市场是日本	224,462	285,334	298,347	312,397	309,364
% of Total Imported Fasteners of Japan 中国占日本总进口扣件比率(%)	6.49%	6.12%	6.61%	6.79%	6.11%
2nd Largest Market of the U.S. is Canada 美国第2大出口市场是加拿大	886,123	1,004,355	1,088,748	1,083,291	1,098,300
% of Total Imported Fasteners of Canada 美国占加拿大总进口扣件比率(%)	34.52%	32.86%	32.60%	29.99%	28.58%

Before 2012, Canada was once the first largest market of the U.S., but the relationship between these two countries later changed, as the U.S. decreased its export to Canada and turned to focus more on the Mexican market. China's 2nd largest market has a huge gap with its first largest market (the U.S.)! The first largest market of China is almost 3 times bigger than the 2nd largest market of China. Japan as the 2nd largest market of China also has a constant market.

中美两国扣件出口第一大伙伴国

身为中国出口扣件第一大市场的美国,以占其总扣件进口比率19~21%的速度进口中国扣件。另一方面,身为美国出口扣件第一大市场的墨西哥在2010至2014年间从美国采购扣件上升约8%。

中美两国扣件出口第二大伙伴国

2012年之前,加拿大曾经是美国扣件出口的第一大市场,但两国的关系之后出现变化,美国对加拿大扣件出口减少,转而更专注于墨西哥市场。中国的第二大扣件出口市场规模与其第一大市场(美国)之间有很大的差异。中国第一大扣件出口市场几乎是中国第二大扣件出口市场的3倍。中国第二大扣件出口市场的日本市场也很稳定。

The 3rd largest market to which China's and U.S. fasteners were exported:

Unit: 1,000 USD 单位: 千美元

Export 出口	2010	2011	2012	2013	2014
3rd Largest Market of China is Russia 中国第3大出口市场是俄罗斯	210,375	309,524	281,861	301,722	270,475
% of Total Imported Fasteners of Russia 中国占俄罗斯总进口扣件比率%	6.08%	6.64%	6.25%	6.55%	5.35%
3rd Largest Market of the U.S. is UK 美国第3大出口市场是英国	114,817	141,807	154,158	159,199	165,152
% of Total Imported Fasteners of UK 美国占英国总进口扣件比率%	4.47%	4.64%	4.62%	4.41%	4.30%

China experienced the huge gap in its 2nd largest market, while the U.S. experienced the huge gap in its 3rd largest market. The 3rd largest market of the U.S. is 7 times smaller than the 2nd largest market!!

It should be noted that China as the 4th largest market of the U.S., imported about 4% of its demanded fasteners from the U.S.

中美两国扣件出第三大伙伴国

不只中国的第一大扣件出口市场和第二大扣件出口市场之间显现明显差异，美国在其第三大扣件出口市场也有类似情况。美国的第三大扣件出口市场规模比其第二大扣件出口市场的规模还小7倍。

要注意的是，作为美国第四大扣件出口市场的中国只有4%的国内扣件需求由美国进口满足。

Clues from Exported Fasteners

According to the statistics, it seems that U.S. fastener producers are professional in the domestic market; however, Chinese manufacturers are international businessmen.





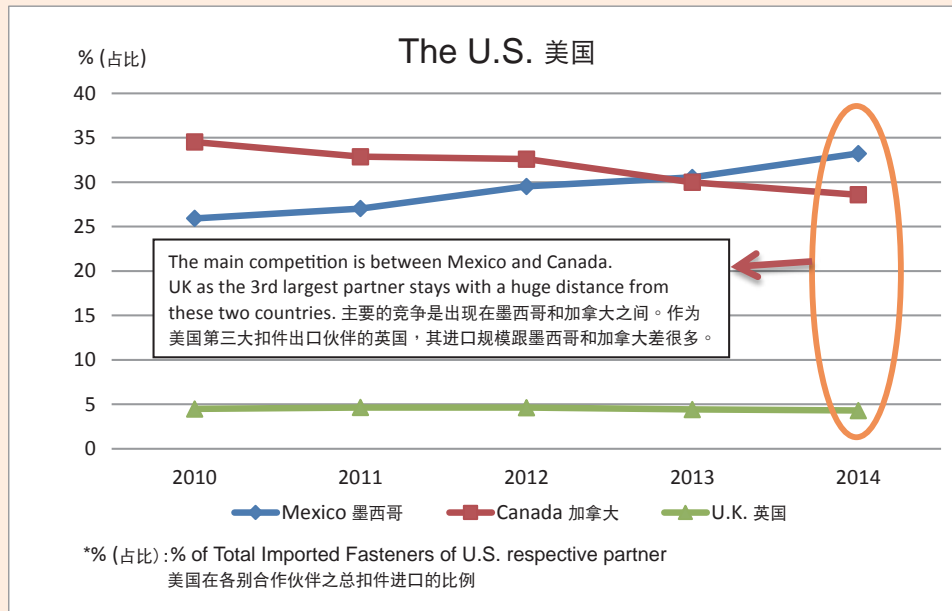
征稿中 欢迎踊跃投稿! 让扣件产业一同成长!!

国贸纠纷案例稿件 募集



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扣件出口数据显示出的迹象

根据上述统计,美国扣件制造商看起来似乎比较着重本国市场,反之,中国制造商比较像是国际化商人。

Imported Fasteners to China & the U.S. from Their Business Partners

China is the main buyer of Japan's fasteners, but this business has shown a negative slip. Therefore, it seems that Germany has got the place of Japan as the leader of export to China and the statistics show that Germany will remain the leader in this segment in many of the following years.

Unit: 1,000 USD 单位: 千美元

Imported from 进口	2010	2011	2012	2013	2014
1st Largest Partner of China is Japan 中国第1大进口市场是日本	1,006,222	1,090,352	973,412	894,714	875,393
% of Total Exported Fasteners of Japan 中国占日本总出口扣件比率(%)	37.5%	36.91%	33.67%	29.51%	26.62%
1st Largest Partner of the U.S. is Taiwan 美国第1大进口市场是台湾	1,116,793	1,336,766	1,385,101	1,387,983	1,503,085
% of Total Exported Fasteners of Taiwan 美国占台湾总出口扣件比率(%)	32.44%	31.97%	29.91%	30.82%	30.82%

Taiwan as the leading exporter to the U.S. had a mild negative slip in the percentage of total exported fasteners to the U.S.. However, it seems that China is not a serious threat for Taiwan as the leader of export to the U.S.

The respective 2nd largest partners of China and the U.S. were Germany and China. China's export to the U.S. showed fluctuations, but Germany's export to China had positive growth.

Unit: 1,000 USD 单位: 千美元

Imported from 进口	2010	2011	2012	2013	2014
2nd Largest Partner of China is Germany 中国第2大进口市场是德国	424,516	470,708	490,100	591,914	680,930
% of Total Exported Fasteners of Germany 中国占德国总出口扣件比率(%)	15.93%	15.93%	16.95%	19.52%	20.70%
2nd Largest Partner of the U.S. is China 美国第2大进口市场是中国	728,432	932,084	1,025,848	979,724	1,135,963
% of Total Exported Fasteners of China 美国占中国总出口扣件比率(%)	21.16%	22.29%	22.15%	21.75%	23.30%

The 3rd largest exporter to China was S. Korea, with a mild positive slip in the percentage of total exported fasteners to China. Japan was the 3rd largest exporter to the U.S. market with a negative growth!

中国和美国自夥伴国进口扣件

中国是日本扣件的主要买家,但双边的贸易活动有朝负向发展的迹象。因此,看起来德国似乎已经要取代日本作为中国第一大扣件进口伙伴的位子。统计显示德国将会在此领域维持领导者首位好几年。

作为美国最大扣件进口来源国的台湾,其对美国出口占总出口扣件的比率似乎有下降趋势。不过,中国对台湾来说似乎还不构成威胁,且台湾目前还是美国最大扣件进口的来源国。

中国和美国第二大扣件进口市场分别是德国和中国。中国出口至美国的扣件持续在波动,但德国出口扣件至中国则持续出现正向成长。

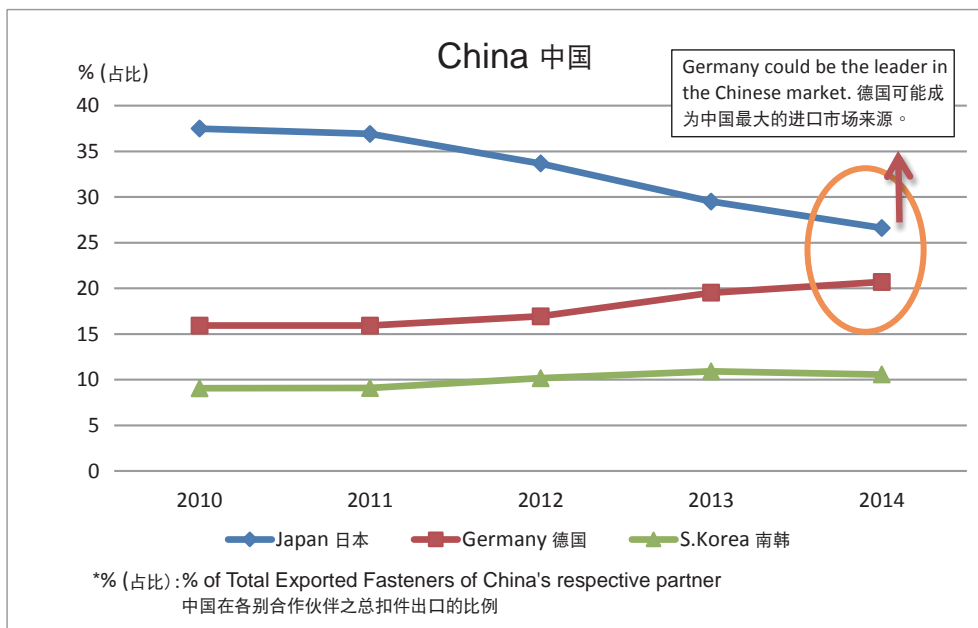
中国第三大扣件进口国是南韩。中国占韩国总出口扣件的比率呈现温和成长。日本是美国第三大扣件进口来源,但美国占日本总出口扣件的比率是下滑的。

Unit: 1,000 USD 单位: 千美元

Imported from 进口	2010	2011	2012	2013	2014
3rd Largest Partner of China is S. Korea 中国第3大进口市场是南韩	241,465	268,511	294,132	331,047	347,530
% of Total Exported Fasteners of S. Korea 中国占南韩总出口扣件比率(%)	9.06%	9.09%	10.17%	10.92%	10.57%
3rd Largest Partner of the U.S. is Japan 美国第3大进口市场是日本	539,641	571,297	759,300	686,114	650,923
% of Total Exported Fasteners of Japan 美国占日本总出口扣件比率(%)	15.67%	13.66%	16.40%	15.23%	13.35%

中国第四大扣件进口国是美国且美国制造商约支撑中国8%的市场规模。

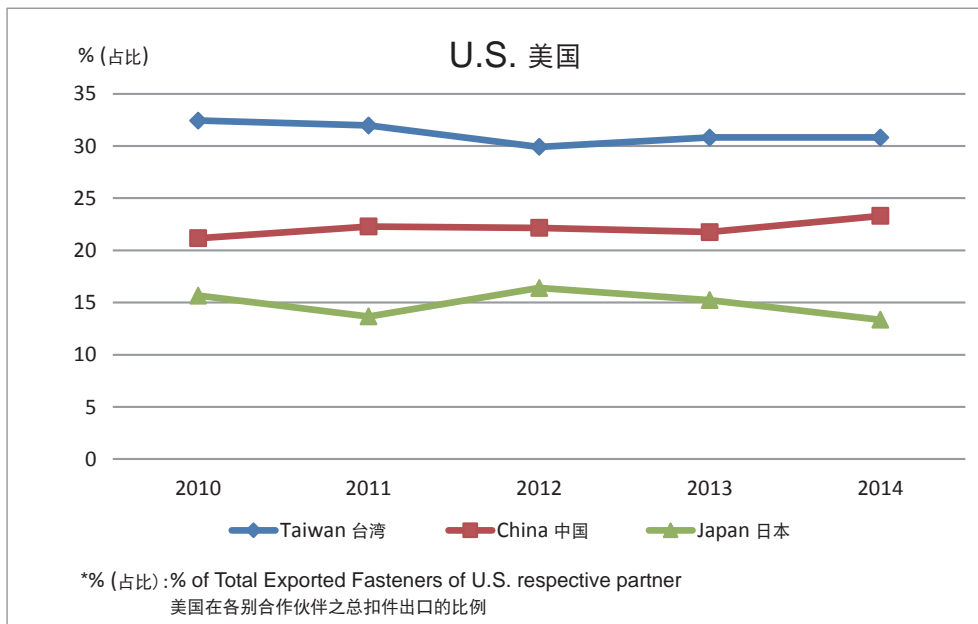
The 4th largest exporter to the Chinese market was the U.S whose manufacturers supported 8% of China's market.



Last World

The statistics above show that the fastener market is in the hands of a few countries. The U.S. is one of the main markets in the fastener industry and China is competing with it to be the leader in the fastener industry. Germany, Taiwan and Japan are in the next rank (not listed based on their priorities).

Asia is the main land of the fastener industry and the U.S. is competing with this region.



结语

上述统计显示扣件市场掌握在少数国家手中。美国是扣件产业主要市场之一，中国也在与之争夺扣件产业第一的地位。德国、台湾和日本排名则跟随在后。亚洲是扣件产业的主要重镇，且美国也持续在该区域竞争。

