

Fastener Trade Trends

Around the World Update

by Chelsea Craven

As many in the fastener industry know, there is a wide array of products and uses for fasteners. From building homes and furniture, to manufacturing almost anything, fasteners are a necessity. Oftentimes, we as consumers overlook just how many of the products we consume contain fasteners. For this reason, a deeper look at the fastener trade can tell us much more than simply how fastener production is going. It tells us which countries are developing rapidly, and which ones are slowing down. It sheds light upon what we can expect for consumer confidence in the near future and where the manufacturing industry is headed.

This article will focus on the United States' fastener trade with various countries in different regions around the world: Russia, South Africa, Brazil, and India. We will take a close look at each country and recap recent trends for each. Will these countries from very different parts of the world have similarities within the fastener trade?

Russia

While U.S. imports of fasteners from Russia are miniscule, about USD50,000 worth in all of 2011, U.S. exports of fasteners tell a different story. In 2011, Russia imported more than USD5 million worth of fasteners from the United States, and that figure is up over 100% from 2010, as shown in **Figure A**. The most common fasteners headed to Russia include threaded screws and bolts, which account for an average of 50% of the fasteners destined for Russia. In the second quarter of 2011, Russia imported over USD1.4 million worth of threaded screws and bolts from the United States, a large jump compared to previous quarters.

Following this jump, Zepol's data shows that non-threaded fasteners as well as threaded nuts saw an increase in imports for Russia, as seen in **Figure B**.

In terms of price per kilogram of fasteners destined for Russia, this figure fluctuates a large amount, but on average, is about USD11 per kilogram (for shipments by vessel). The majority of fasteners headed to Russia are exported from ports in either New York or Texas; however, more recently Port Huron in Michigan has crawled to the top of our list as a major exporting port. Overall, Russia's large increase year-over-year for fasteners from the U.S. is a positive sign for their construction and manufacturing sectors.

U.S. Fastener Imports from Russia											
Country	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2	2011 Q3	2011 Q4	2012 Q1	2012 Q2	TOTAL
U.S. Imports	\$16,060	\$12,187	\$27,859	\$21,759	\$4,466	\$24,303	\$9,431	\$4,967	\$14,141	\$20,773	\$177,233
U.S. Fastener Exports to Russia											
Country	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2	2011 Q3	2011 Q4	2012 Q1	2012 Q2	TOTAL
U.S. Exports	\$1,031,287	\$504,053	\$680,221	\$464,280	\$650,436	\$1,953,152	\$1,195,588	\$1,613,151	\$908,310	\$245,340	\$10,909,141

Figure A

U.S. Exports of Fasteners to Russia

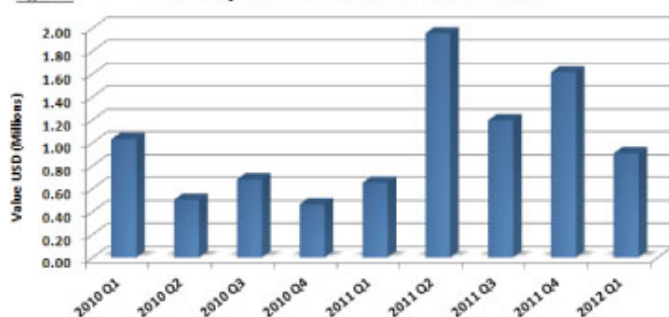
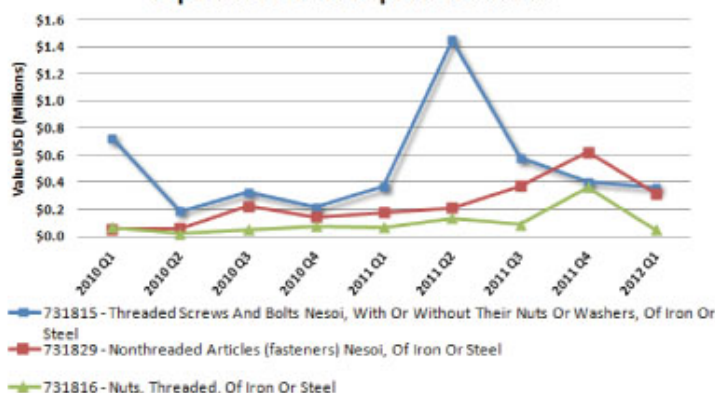


Figure B

Top U.S. Fastener Exports to Russia



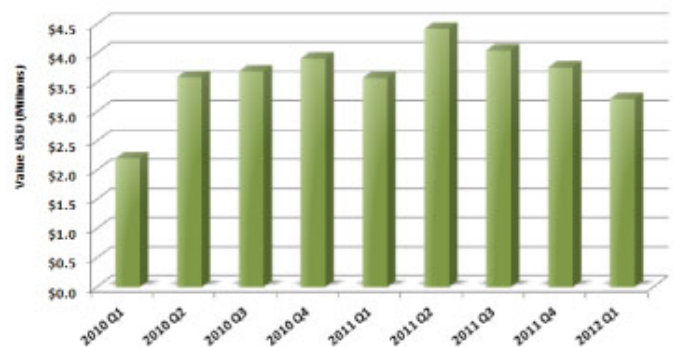
U.S. Fastener Exports to Russia									
HTS Code	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2	2011 Q3	2011 Q4	2012 Q1
731815	\$723,437	\$186,153	\$323,237	\$211,079	\$363,322	\$1,448,600	\$575,059	\$397,524	\$354,677
731829	\$52,646	\$59,494	\$224,236	\$143,804	\$176,567	\$210,214	\$374,146	\$624,005	\$315,108
731816	\$68,093	\$20,674	\$50,047	\$76,991	\$64,728	\$134,289	\$85,746	\$364,067	\$51,544
731822	\$47,938	\$29,369	\$17,939	\$3,499	\$17,111	\$103,045	\$70,121	\$45,281	\$41,298
731819	\$92,313	\$35,944	\$21,937	\$9,532	\$8,516	\$11,667	\$13,330	\$16,364	\$12,126
731814	\$17,936	\$105,358	\$2,560	\$5,121	\$0	\$0	\$11,100	\$89,554	\$69,286
731824	\$17,940	\$42,461	\$27,975	\$5,718	\$11,599	\$36,896	\$40,089	\$59,369	\$20,740
731821	\$10,984	\$17,329	\$6,473	\$8,536	\$8,593	\$0	\$19,366	\$8,964	\$22,874
731812	\$0	\$7,271	\$5,817	\$0	\$0	\$8,441	\$6,631	\$0	\$6,230
731813	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$3,263	\$14,427
731823	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$4,760	\$0
TOTAL	\$1,031,287	\$504,053	\$680,221	\$464,280	\$650,436	\$1,953,152	\$1,195,588	\$1,613,151	\$908,310
Vessel Exports to Russia	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2	2011 Q3	2011 Q4	2012 Q1
Vessel Value	\$464,738	\$136,724	\$376,727	\$309,841	\$467,216	\$1,488,436	\$367,739	\$865,209	\$280,587
Vessel Weight	56,143	16,082	27,340	40,729	49,027	98,013	37,978	103,021	25,171
Price/Kg	8.277755018	8.501678896	13.77933431	7.607380491	9.529769311	15.18610797	9.682948023	8.398375089	11.14723293

South Africa

The fastener trade for South Africa shows similar movements as Russia. In 2011, the U.S. imported about USD1.2 million worth of fasteners from South Africa. Conversely, in that same time period, the United States exported nearly USD16 million worth of fasteners to South Africa, up 18% from the previous year. In 2010, fasteners destined for South Africa were up almost 100% from the previous year, maybe the World Cup in that year spurred some development in the region?

Similarly to Russia, about half of South Africa's fastener imports are threaded screws and bolts. In addition, cotters and threaded nuts are the second and third most popular products on our list, respectively. In terms of price per kilogram of fasteners headed to South Africa, the figure is an average of USD12.50 per kilogram. **Figures C** and **Figures D** illustrate the trends mentioned.

Figure C. U.S. Exports of Fasteners to South Africa

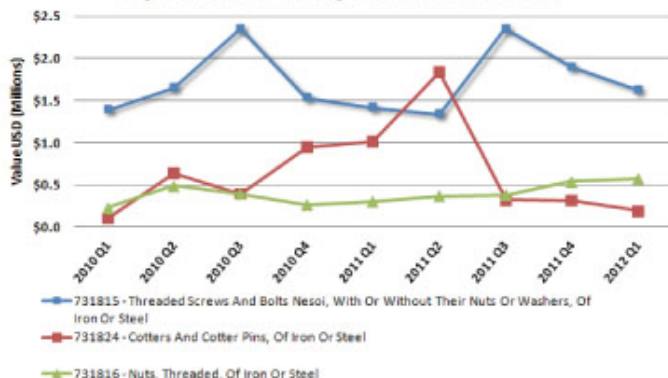


Country	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2	2011 Q3	2011 Q4	2012 Q1	2012 Q2
U.S. Imports from South Africa	\$46,052	\$103,824	\$131,791	\$259,661	\$263,492	\$302,268	\$264,101	\$442,994	\$47,257	\$50,708
U.S. Exports to South Africa	\$2,203,737	\$3,592,371	\$3,690,511	\$3,913,764	\$3,578,175	\$4,422,088	\$4,056,685	\$3,759,092	\$3,223,527	\$1,211,774

U.S. Fastener Exports to South Africa									
HTS Code	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2	2011 Q3	2011 Q4	2012 Q1
731815	\$1,396,290	\$1,662,251	\$2,362,714	\$1,546,340	\$1,428,809	\$1,344,196	\$2,351,694	\$1,909,976	\$1,627,238
731824	\$112,776	\$633,064	\$396,738	\$948,965	\$1,008,130	\$1,834,787	\$322,105	\$314,213	\$192,345
731816	\$230,714	\$488,739	\$393,133	\$268,190	\$305,735	\$361,677	\$384,076	\$540,683	\$578,061
731829	\$91,610	\$321,964	\$231,295	\$315,535	\$245,778	\$348,272	\$253,734	\$389,274	\$294,702
731822	\$50,990	\$87,142	\$148,934	\$600,177	\$283,177	\$191,554	\$364,004	\$230,198	\$328,114
731823	\$196,409	\$235,624	\$90,827	\$99,591	\$158,513	\$137,057	\$163,996	\$182,617	\$102,369
731819	\$118,855	\$132,485	\$34,789	\$113,009	\$132,576	\$87,691	\$99,037	\$54,101	\$44,160
731821	\$3,283	\$15,052	\$0	\$17,305	\$3,965	\$100,990	\$64,917	\$132,026	\$39,170
731814	\$0	\$3,047	\$27,977	\$4,652	\$8,910	\$6,202	\$53,122	\$6,004	\$17,368
731813	\$0	\$13,003	\$4,104	\$0	\$2,582	\$0	\$0	\$0	\$0
731811	\$2,810	\$0	\$0	\$0	\$0	\$9,662	\$0	\$0	\$0
TOTAL	\$2,203,737	\$3,592,371	\$3,690,511	\$3,913,764	\$3,578,175	\$4,422,088	\$4,056,685	\$3,759,092	\$3,223,527
Vessel Exports to South Africa	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2	2011 Q3	2011 Q4	2012 Q1
Vessel Value	\$1,827,750	\$2,787,755	\$2,950,860	\$3,347,932	\$2,583,736	\$3,477,132	\$2,860,665	\$2,892,036	\$2,332,930
Vessel Weight	135,706	233,288	312,337	248,491	184,736	246,742	237,367	389,909	152,118
Price/Kg	13.46845386	11.94984311	9.44767991	13.47305134	13.98609908	14.09217725	12.05165419	7.417207605	15.33631786

Figure D

Top U.S. Fastener Exports to South Africa



Brazil

Many watched in “awww” as Brazil was able to continue their economic development through one of the biggest global recessions. Brazil’s fastener demand is also one to be admired. For the fourth straight year, U.S. exports of fasteners to Brazil have continued to steadily climb. Brazil is heavy on importing fasteners from the United States rather than producing them. In 2011, Brazil imported about USD81 million worth of fasteners from the United States, up nearly 17% from 2010. The first quarter of 2012 shows the demand still growing, as seen in Figure E.

Threaded screws and bolts are at the top of Brazil’s list for imports, followed by threaded nuts and non-threaded articles, as seen in Figure F. The price per kilogram is lower than the other countries mentioned so far, at about USD8 per kilogram. Many of the fasteners depart from southern ports in the United States, mainly Miami and Jacksonville.

Figure E

U.S. Exports of Fasteners to Brazil

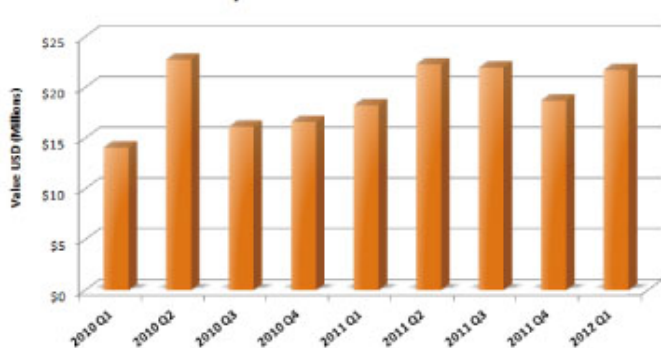
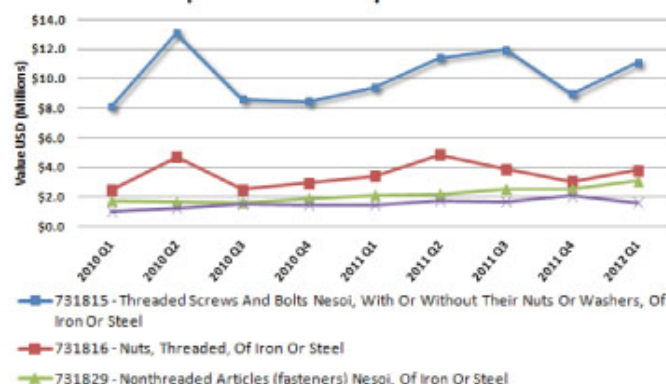


Figure F

Top U.S. Fastener Exports to Brazil



	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2	2011 Q3	2011 Q4	2012 Q1	2012 Q2
U.S. Imports from Brazil	\$2,008,084	\$2,098,109	\$2,616,617	\$2,684,509	\$3,546,978	\$2,943,915	\$3,311,775	\$2,713,678	\$3,039,421	\$1,018,971
U.S. Exports to Brazil	\$14,093,529	\$22,765,664	\$16,143,577	\$16,613,091	\$18,254,463	\$22,288,556	\$21,970,694	\$18,727,587	\$21,735,090	\$6,504,688

U.S. Fastener Exports to Brazil										
HTS Code	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2	2011 Q3	2011 Q4	2012 Q1	
731815	\$8,099,328	\$13,092,409	\$8,602,088	\$8,434,157	\$9,389,160	\$11,411,746	\$11,939,631	\$8,930,126	\$11,079,596	
731816	\$2,468,239	\$4,690,208	\$2,504,458	\$2,938,756	\$3,373,356	\$4,818,354	\$3,874,660	\$3,058,093	\$3,798,804	
731829	\$1,718,195	\$1,630,493	\$1,607,446	\$1,917,393	\$2,074,222	\$2,169,328	\$2,549,230	\$2,525,749	\$3,072,088	
731822	\$1,021,026	\$1,220,872	\$1,506,140	\$1,455,884	\$1,467,108	\$1,737,662	\$1,642,852	\$2,070,130	\$1,606,957	
731819	\$358,398	\$881,389	\$577,289	\$809,288	\$797,740	\$1,056,745	\$638,902	\$746,171	\$778,216	
731824	\$121,870	\$506,706	\$603,690	\$480,744	\$365,280	\$329,143	\$526,729	\$684,282	\$548,510	
731823	\$116,131	\$211,002	\$206,891	\$269,145	\$364,397	\$257,300	\$294,201	\$203,391	\$239,286	
731821	\$105,704	\$114,609	\$145,863	\$103,897	\$78,201	\$168,254	\$245,400	\$153,196	\$193,913	
731814	\$74,728	\$280,705	\$178,711	\$39,346	\$71,517	\$196,042	\$111,101	\$305,117	\$255,346	
731813	\$0	\$101,706	\$185,017	\$99,370	\$15,065	\$101,223	\$56,675	\$14,625	\$0	
731811	\$3,250	\$30,455	\$25,984	\$12,191	\$239,051	\$18,949	\$79,689	\$3,233	\$126,056	
731812	\$6,660	\$5,110	\$0	\$52,920	\$19,366	\$23,810	\$11,624	\$33,474	\$36,318	
TOTAL	\$14,093,529	\$22,765,664	\$16,143,577	\$16,613,091	\$18,254,463	\$22,288,556	\$21,970,694	\$18,727,587	\$21,735,090	

Vessel Exports to Brazil										
	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2	2011 Q3	2011 Q4	2012 Q1	
Vessel Value	\$8,000,026	\$14,897,266	\$10,091,117	\$10,633,904	\$11,240,669	\$14,872,384	\$13,721,690	\$12,368,762	\$13,808,213	
Vessel Weight	959,297	1,149,896	1,261,320	1,261,718	1,473,070	1,910,933	1,768,434	1,526,316	1,793,795	
Price/Kg	8.339467339	12.95531596	8.000441601	8.428114682	7.63077722	7.782786733	7.759232179	8.103670537	7.697765352	

Figure G U.S. Imports of Fasteners from India

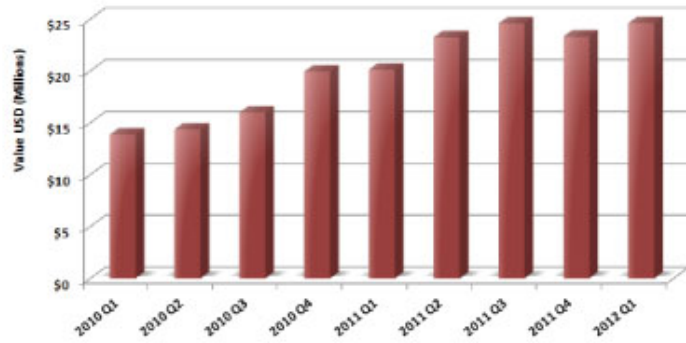
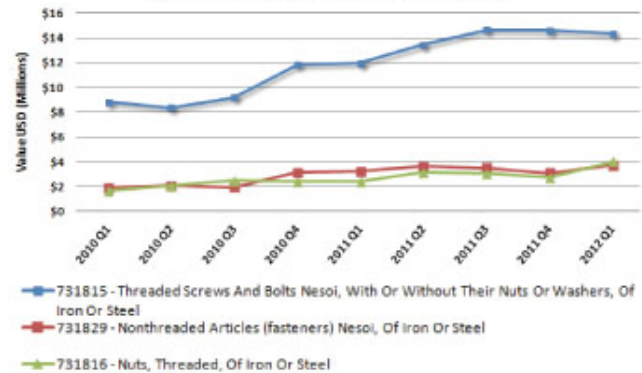


Figure H Top U.S. Fastener Imports from India



India

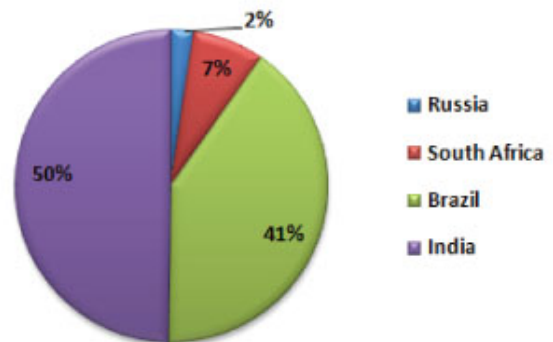
Contrary to the other countries viewed in this analysis, India is heavy on exporting fasteners to the United States rather than importing. In 2011, India exported USD91 million worth of fasteners to the United States, up an impressive 42% from the previous year. Figure G illustrates a continuous increase in fasteners destined for the United States from India. In addition, the first quarter of 2012 shows the highest amount of fasteners imported to the U.S. in over two years, definitely positive news for the manufacturing and construction industries.

Threaded screws and bolts are at the top of the list once again, followed by non-threaded articles and threaded nuts, as seen in Figure H. The price per kilogram for fasteners from India is well under what we saw for previous countries, the average is USD2.30 per kilogram.

To give a better idea of how each country compares to the other, Figure I shows the total number of imports and exports, in terms of value, for 2011 for each country. Brazil and India clearly 'take the cake' on this one.

Figure I

U.S. Imports and Exports of Fasteners by Country, 2011



Note: All data listed is for HS Code: 7318 - Screws, Bolts, Nuts, Coach Screws, Screw Hooks, Rivets, Cotters, Cotter Pins, Washers And Similar Articles, Of Iron Or Steel

	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2	2011 Q3	2011 Q4	2012 Q1	2012 Q2
U.S. Imports from India	\$13,869,938	\$14,376,804	\$15,988,327	\$19,937,936	\$20,151,436	\$23,265,424	\$24,590,965	\$23,319,014	\$24,612,580	\$7,769,409
U.S. Exports to India	\$3,083,508	\$5,320,922	\$4,860,322	\$5,446,920	\$5,486,115	\$6,990,632	\$6,029,316	\$5,255,136	\$6,988,349	\$1,887,216

U.S. Imports by Product from India									
HTS Code	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2	2011 Q3	2011 Q4	2012 Q1
731815	\$8,837,642	\$8,389,633	\$9,228,769	\$11,861,443	\$11,994,318	\$13,485,683	\$14,681,544	\$14,618,755	\$14,359,296
731829	\$1,941,446	\$2,066,362	\$1,965,198	\$3,193,537	\$3,224,019	\$3,641,679	\$3,537,245	\$3,116,491	\$3,724,776
731816	\$1,671,460	\$2,109,819	\$2,476,731	\$2,443,699	\$2,420,329	\$3,188,319	\$3,051,826	\$2,763,572	\$4,027,155
731822	\$644,487	\$736,395	\$1,064,337	\$1,086,765	\$1,503,207	\$1,778,717	\$2,075,325	\$1,814,099	\$1,504,444
731819	\$509,285	\$425,424	\$478,845	\$707,859	\$439,967	\$582,533	\$490,741	\$372,374	\$474,645
731824	\$190,408	\$351,331	\$297,361	\$254,914	\$267,330	\$325,210	\$364,102	\$392,874	\$344,483
731821	\$29,446	\$283,244	\$357,356	\$216,387	\$126,418	\$133,776	\$183,943	\$151,456	\$98,586
731813	\$37,950	\$2,491	\$47,400	\$52,968	\$120,489	\$77,806	\$37,069	\$8,514	\$0
731814	\$7,814	\$0	\$5,492	\$76,155	\$3,840	\$18,962	\$148,060	\$4,644	\$8,622
731812	\$0	\$2,158	\$14,258	\$39,899	\$16,071	\$8,640	\$7,232	\$36,485	\$58,975
731823	\$0	\$5,995	\$52,580	\$0	\$15,851	\$17,570	\$4,644	\$39,750	\$11,598
731811	\$0	\$3,952	\$0	\$4,310	\$19,597	\$6,529	\$9,234	\$0	\$0
TOTAL	\$13,869,938	\$14,376,804	\$15,988,327	\$19,937,936	\$20,151,436	\$23,265,424	\$24,590,965	\$23,319,014	\$24,612,580
Vessel Imports from India									
	2010 Q1	2010 Q2	2010 Q3	2010 Q4	2011 Q1	2011 Q2	2011 Q3	2011 Q4	2012 Q1
Vessel Value	\$13,338,862	\$13,635,400	\$15,020,431	\$19,115,964	\$19,348,722	\$22,151,022	\$23,445,783	\$22,081,927	\$23,316,032
Vessel Weight	7,161,850	6,488,231	6,686,043	8,031,007	8,335,038	8,858,293	8,752,606	8,008,299	8,175,404
Price/Kg	\$1.86	\$2.10	\$2.25	\$2.38	\$2.32	\$2.50	\$2.68	\$2.76	\$2.85