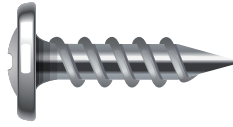




# Fasteners and Football?



## American Fasteners 'Score Big' at the 2014 World Cup in Brazil

by Cori Rogers

Data source: [zepol](#)



**T**he 2014 FIFA World Cup was awarded to the host country Brazil back in 2007. Since then, Brazil has been busy building the infrastructure to support the 2-week-long global event. In the past seven years, Brazil has renovated airports, new buildings, and promised to deliver 12 new stadiums. Each of the new stadiums is located within 12 different host cities across Brazil. Each of the cities has had to prepare for the thousands, if not millions, of tourists who will flood the country in the coming June. As of March, only nine stadiums have been completed, which means workers will be busy until the day of the event, June 12.

### The Brazil World Cup Means Big Purchase Increases of American Fasteners

Because of the World Cup, the past seven years have been incredible building years for Brazil. This has required an immense amount of fasteners to be imported into the country in order to complete these new structures. Since 2007, Brazil's imports of American fasteners have grown exponentially. In 2007, Brazil imported about \$24 million worth of fasteners and in 2013 that number reached over \$102 million.

The United States began to export much larger amounts of fasteners to Brazil beginning in 2010. U.S. fastener exports increased by 52% from 2009 to 2010, which was a shift from \$48 million to over \$73 million. In 2013, U.S. fastener exports to Brazil were up again from 2012 by over 14%.

In 2014, Brazil has continued to import a significant amount of fasteners from the United States. January imports of American fasteners to Brazil are still consistent with the past 4 years' monthly average of around \$7 million worth of fasteners. To add to annual numbers, quarterly imports, Brazil peaked in consumption of U.S. fasteners in Q1 of 2013, reaching \$27.7 million in imports.

### American Fastener Prices Vary as Building Continues in Brazil

The average price per kilogram that Brazil has paid for U.S. fasteners has been up and down in the past few years. The average price peaked to \$9.46 per kilogram in 2010 when Brazil ramped up its imports of American fasteners. Since then, the average price was down to \$7.89 in 2011, \$7.49 in 2012, and \$7.47 in 2013.

Brazil imports 23 different HS code (Harmonized System) varieties of fasteners from the United States, but some of the most popular products are bolts, nuts, and threaded fasteners.

Bolts are the most common fastener Brazil buys from the United States. In 2013, over \$21 million in bolts were bought by Brazil. The average price per kilogram in 2011 for bolts was \$5.53, then in 2012 it went up to \$5.62 and in 2013 it dropped to \$5.10. It's interesting that the highest price for bolts was in 2012 when the most were purchased from the United States. Almost \$23 million in bolts were sold in 2012, which is the highest amount ever sold to Brazil from the U.S. The much larger demand for bolts in Brazil seems to have been taken advantage by U.S. companies.

Nuts are the second top U.S. fastener export to Brazil. In 2013, Brazil bought more nut fasteners than ever with a value of over \$20 million. This was an increase from 2012 by over 34%. The average price per kilogram for nuts was \$7.35 in 2013, which was a decrease of over \$1.07 per kilogram from 2012.

Threaded fasteners are the third most common fastener Brazil imports from the United States. In 2013, Brazil bought over \$19 million worth of threaded fasteners and over \$16 million back in 2012. The average price per kilogram of threaded fasteners has gone up and down in the past few years. In 2011, the price per one kilogram of threaded fasteners sold to Brazil was \$7.70. Then, in 2012 the price skyrocketed to \$11.38; that may explain why the total amount purchased in 2012 was much lower. Last year, in 2013, the price went back down to \$8.80 per kilogram.

U.S. Annual Exports of Fasteners to Brazil

Year	2007	2008	2009	2010	2011	2012	2013
Value	\$24,057,718	\$43,497,009	\$48,280,421	\$73,358,518	\$86,242,569	\$89,302,732	\$102,435,784
% Change	N/A	80.80%	11.00%	51.94%	17.56%	3.55%	14.71%

U.S. Annual Exports of Fasteners to Brazil by HS Code							
HTS Code	2007	2008	2009	2010	2011	2012	2013
7318152000 - Bolts And Bolts And Their Nuts Or Washers Exported In The Same Shipment	\$4,049,734	\$8,695,161	\$10,059,623	\$20,772,956	\$18,839,423	\$22,830,843	\$21,597,825
7318160000 - Nuts Of Iron Or Steel	\$3,308,965	\$10,938,840	\$11,437,226	\$12,601,661	\$15,124,463	\$15,485,795	\$20,208,997
7318159000 - Threaded Fasteners Nesoi Of Iron Or Steel	\$6,610,819	\$8,465,752	\$8,160,417	\$15,270,611	\$20,441,572	\$16,903,683	\$19,752,804
7318290000 - Other Non-threaded Articles (fasteners) Of Iron Or Steel, Nesoi	\$2,717,014	\$3,240,117	\$3,836,309	\$6,873,527	\$9,318,529	\$11,626,527	\$16,365,357
7318220000 - Washers Other Than Lock Washers, Iron Or Steel	\$2,073,452	\$2,935,402	\$1,806,540	\$5,203,922	\$6,917,752	\$5,628,513	\$6,038,373
7318155000 - Studs Of Iron Or Steel, Threaded	\$867,038	\$1,670,551	\$1,343,961	\$2,184,415	\$2,389,668	\$2,360,991	\$3,695,879
7318190000 - Threaded Articles Of Iron Or Steel Nesoi (not Bolts, Nuts Or Screws)	\$445,389	\$1,902,942	\$4,243,613	\$2,626,364	\$3,239,558	\$3,555,203	\$3,353,819
7318240000 - Cotters And Cotter Pins, Of Iron Or Steel	\$501,586	\$940,993	\$418,740	\$1,713,010	\$1,905,434	\$2,785,303	\$3,350,446
7616103000 - Aluminum Rivets	\$277,549	\$654,121	\$2,207,528	\$1,554,346	\$2,606,315	\$2,427,441	\$2,670,270
7318210000 - Spring Washers And Other Lock Washers, Iron Or Steel	\$272,098	\$267,913	\$438,123	\$470,073	\$645,051	\$1,123,855	\$1,386,169
7318140000 - Self-tapping Screws Of Iron Or Steel	\$126,916	\$350,745	\$177,842	\$573,490	\$683,777	\$909,794	\$867,484
7616108000 - Cotters, Cotter-pins, Washers And Similar Articles, Of Aluminum	\$525,658	\$772,218	\$919,752	\$723,022	\$817,779	\$1,049,958	\$794,715
7318230000 - Rivets Of Iron Or Steel	\$757,145	\$745,951	\$1,663,437	\$803,169	\$1,119,289	\$843,092	\$656,251
7616106000 - Threaded Fasteners Of Aluminum	\$286,119	\$130,572	\$912,094	\$839,880	\$371,307	\$277,980	\$442,111
9606100000 - Press-fasteners, Snap-fasteners & Press-studs & Parts Therefor	\$292,382	\$264,492	\$296,267	\$205,186	\$469,556	\$229,772	\$407,998
7318110000 - Coach Screws, Threaded, Of Iron Or Steel	\$43,361	\$23,448	\$52,569	\$71,880	\$340,922	\$253,287	\$386,565
7616101000 - Aluminum Nails, Tacks A Staples Not In 8305	\$128,877	\$103,055	\$61,362	\$21,029	\$70,472	\$28,602	\$183,229
9607200000 - Parts Of Slide Fasteners	\$134,586	\$177,820	\$9,210	\$370,072	\$607,617	\$313,476	\$146,019
7318130000 - Screw Hooks And Screw Rings Of Iron Or Steel	\$562,658	\$916,146	\$218,235	\$386,093	\$187,588	\$92,443	\$96,166
9607190000 - Slide Fasteners, Nesoi	\$14,444	\$19,177	\$3,249	\$10,964	\$47,598	\$513,479	\$28,348
9607110000 - Slide Fasteners Fitted With Chain Scoops Of Base Metal	\$49,643	\$50,913	\$0	\$10,800	\$5,335	\$6,235	\$6,959
7318120000 - Wood Screws Other Than Coach Screws, Iron Or Steel, Threaded	\$0	\$224,780	\$14,324	\$64,690	\$88,274	\$49,244	\$0
7616105000 - Aluminum Cotters And Cotter Pins	\$12,285	\$5,900	\$0	\$7,358	\$5,290	\$7,216	\$0
<b>TOTAL</b>	<b>\$24,057,718</b>	<b>\$43,497,009</b>	<b>\$48,280,421</b>	<b>\$73,358,518</b>	<b>\$86,242,569</b>	<b>\$89,302,732</b>	<b>\$102,435,784</b>

U.S. Annual Exports of Fasteners to Brazil by HS Code Price Per Kilogram (Vessel)							
HTS Code	2007	2008	2009	2010	2011	2012	2013
7318120000 - Wood Screws Other Than Coach Screws, Iron Or Steel, Threaded	N/A	N/A	N/A	\$2.65	\$2.86	\$3.56	N/A
7616105000 - Aluminum Cotters And Cotter Pins	N/A	N/A	N/A	N/A	N/A	N/A	N/A
9607110000 - Slide Fasteners Fitted With Chain Scoops Of Base Metal	\$4.12	\$25.07	N/A	N/A	\$14.82	\$67.77	N/A
9607190000 - Slide Fasteners, Nesoi	N/A	\$21.18	N/A	\$2.20	N/A	N/A	N/A
7318210000 - Spring Washers And Other Lock Washers, Iron Or Steel	\$27.11	\$19.26	\$28.02	\$23.11	\$25.08	\$8.03	\$38.05
7616103000 - Aluminum Rivets	\$10.40	\$8.71	\$17.24	\$24.07	\$32.26	\$50.10	\$34.34
7318230000 - Rivets Of Iron Or Steel	\$5.28	\$8.79	\$22.35	\$13.67	\$13.79	\$28.98	\$27.88
7616108000 - Cotters, Cotter-pins, Washers And Similar Articles, Of Aluminum	\$14.28	\$10.85	\$14.85	\$17.72	\$39.64	\$84.65	\$26.19
9607200000 - Parts Of Slide Fasteners	\$20.97	\$17.95	\$2.59	\$8.11	\$10.65	\$8.93	\$17.26
7318130000 - Screw Hooks And Screw Rings Of Iron Or Steel	\$21.27	\$17.10	\$38.28	\$8.04	\$8.43	\$26.84	\$13.10
7616106000 - Threaded Fasteners Of Aluminum	N/A	N/A	\$96.16	\$145.77	\$499.91	\$19.20	\$12.86
9606100000 - Press-fasteners, Snap-fasteners & Press-studs & Parts Therefor	\$13.58	\$16.58	\$16.00	\$18.67	\$13.73	\$27.69	\$12.79
7318240000 - Cotters And Cotter Pins, Of Iron Or Steel	\$12.03	\$9.48	\$13.28	\$15.61	\$13.83	\$17.15	\$12.70
7318220000 - Washers Other Than Lock Washers, Iron Or Steel	\$5.90	\$9.28	\$10.06	\$7.21	\$9.26	\$9.63	\$10.34
7318155000 - Studs Of Iron Or Steel, Threaded	\$8.12	\$7.12	\$8.35	\$9.30	\$8.07	\$9.25	\$9.07
7318190000 - Threaded Articles Of Iron Or Steel Nesoi (not Bolts, Nuts Or Screws)	\$8.48	\$7.98	\$27.54	\$7.70	\$7.70	\$11.38	\$8.88
7318290000 - Other Non-threaded Articles (fasteners) Of Iron Or Steel, Nesoi	\$16.10	\$10.57	\$13.19	\$13.48	\$10.43	\$8.25	\$8.63
7318140000 - Self-tapping Screws Of Iron Or Steel	\$6.85	\$4.74	\$5.66	\$5.74	\$6.23	\$8.37	\$8.25
7616101000 - Aluminum Nails, Tacks A Staples Not In 8305	\$8.53	\$8.12	\$7.30	N/A	\$6.49	\$34.22	\$8.19
7318159000 - Threaded Fasteners Nesoi Of Iron Or Steel	\$7.56	\$7.63	\$6.96	\$8.32	\$8.98	\$7.50	\$7.91
7318110000 - Coach Screws, Threaded, Of Iron Or Steel	N/A	\$10.39	\$14.45	\$26.45	\$17.12	\$7.27	\$7.54
7318160000 - Nuts Of Iron Or Steel	\$7.22	\$6.08	\$6.28	\$9.31	\$7.04	\$8.42	\$7.35
7318152000 - Bolts And Bolts And Their Nuts Or Washers Exported In The Same Shipment	\$3.66	\$4.63	\$6.50	\$10.14	\$5.53	\$5.62	\$5.10



## Where Are All These Fasteners Coming From?

Most fasteners going to Brazil leave from the U.S. ports of Miami, Tampa, and Houston. These ports aren't surprising due to the closer proximity to South America. What is surprising however is most fasteners that leave Miami go by plane, and not cargo vessel. Of the \$35 million in fastener exports sent to Brazil from Miami, \$27 million were exported by air. Unlike Miami, Tampa and Houston send the majority of their fastener exports by vessel. Because Miami is on the southern tip of Florida, it may be cheaper to fly goods to Brazil versus ship by vessel, which usually isn't the case.

## What Will Brazil Do After the World Cup?

This huge boost in trade of fasteners between the United States and Brazil is largely attributed to Brazil preparing to host the World Cup and finishing new developments at full speed. After June of 2014, it will be interesting to see if the purchase of fasteners at this level continues. Will American companies have to look for new buyers for their fastener goods elsewhere? Perhaps Russia, The World Cup host for 2018. Or will Brazil continue to build new infrastructure as the emerging economy and middle class in the country continue to grow? Only time will tell, but with the whole world watching Brazil in June, it will be amazing to see what all these fasteners really put together. ■

U.S. Ports of Export of Fasteners to Brazil

US Port	2007	2008	2009	2010	2011	2012	2013	TOTAL
Miami, Florida	\$5,620,515	\$13,558,056	\$23,896,167	\$24,223,957	\$28,831,364	\$31,670,394	\$35,952,954	\$163,753,407
Tampa, Florida	\$7,997,033	\$11,909,203	\$6,312,526	\$14,187,032	\$20,093,262	\$17,861,743	\$22,044,440	\$100,405,239
Houston-Galveston, Texas	\$715,377	\$752,925	\$3,522,017	\$2,925,735	\$4,280,999	\$6,272,949	\$10,952,103	\$29,422,105
Norfolk, Virginia	\$1,974,960	\$3,128,663	\$1,873,017	\$5,564,073	\$9,086,783	\$8,869,799	\$10,578,186	\$41,075,481
New York City, New York	\$2,845,834	\$3,200,453	\$2,369,836	\$2,659,058	\$4,410,217	\$5,401,406	\$7,541,032	\$28,427,836
New Orleans, Louisiana	\$373,993	\$1,055,557	\$1,432,916	\$4,551,808	\$5,191,789	\$4,939,942	\$4,412,976	\$21,958,981
Savannah, Georgia	\$750,727	\$1,223,781	\$603,031	\$2,056,387	\$2,595,496	\$1,275,560	\$2,734,358	\$11,239,340
Dallas-Fort Worth, Texas	\$89,924	\$997,374	\$1,734,451	\$2,999,906	\$4,316,365	\$1,605,998	\$2,125,256	\$13,869,274
Chicago, Illinois	\$920,821	\$885,902	\$234,155	\$310,786	\$1,655,667	\$1,927,302	\$1,721,780	\$7,656,413
Baltimore, Maryland	\$316,886	\$1,752,587	\$1,104,585	\$8,153,582	\$2,636,913	\$3,564,517	\$1,593,507	\$19,122,577
Charleston, South Carolina	\$1,564,037	\$3,477,305	\$927,227	\$1,910,568	\$595,710	\$524,967	\$861,906	\$9,861,720
Los Angeles, California	\$620,595	\$1,163,785	\$3,814,766	\$1,352,824	\$772,107	\$179,872	\$496,436	\$8,400,385
Columbia-Snake, Oregon	\$0	\$0	\$24,080	\$0	\$0	\$403,089	\$449,066	\$876,235
Detroit, Michigan	\$127,095	\$32,541	\$26,366	\$28,407	\$82,220	\$145,187	\$410,640	\$852,456
Charlotte, North Carolina	\$8,583	\$4,963	\$0	\$264,678	\$2,622	\$0	\$263,099	\$543,945
Washington, D.C.	\$85,167	\$57,922	\$12,596	\$351,089	\$58,972	\$136,539	\$107,421	\$809,706
Seattle, Washington	\$0	\$0	\$5,760	\$631,176	\$23,403	\$67,468	\$93,831	\$821,638
Portland, Maine	\$0	\$0	\$0	\$0	\$0	\$0	\$33,317	\$33,317
Philadelphia, Pennsylvania	\$19,163	\$195,047	\$357,955	\$898,241	\$1,388,656	\$4,398,648	\$29,681	\$7,287,391
San Francisco, California	\$0	\$0	\$0	\$230,349	\$163,153	\$12,249	\$16,912	\$422,663
Cleveland, Ohio	\$10,580	\$15,606	\$21,967	\$26,142	\$3,312	\$33,651	\$10,277	\$121,535
Boston, Massachusetts	\$10,290	\$3,090	\$0	\$17,186	\$4,608	\$7,952	\$4,020	\$47,146
Minneapolis, Minnesota	\$0	\$0	\$0	\$0	\$0	\$0	\$2,586	\$2,586
Mobile, Alabama	\$6,138	\$0	\$0	\$8,784	\$37,767	\$3,500	\$0	\$56,189
Buffalo, New York	\$0	\$16,549	\$4,050	\$6,750	\$0	\$0	\$0	\$27,349
St. Albans, Vermont	\$0	\$41,100	\$0	\$0	\$0	\$0	\$0	\$41,100
San Juan, Puerto Rico	\$0	\$0	\$0	\$0	\$8,184	\$0	\$0	\$8,184
Anchorage, Alaska	\$0	\$0	\$2,953	\$0	\$0	\$0	\$0	\$2,953
St. Louis, Missouri	\$0	\$24,600	\$0	\$0	\$0	\$0	\$0	\$24,600
El Paso, Texas	\$0	\$0	\$0	\$0	\$3,000	\$0	\$0	\$3,000
<b>TOTAL</b>	<b>\$24,057,718</b>	<b>\$43,497,009</b>	<b>\$48,280,421</b>	<b>\$73,358,518</b>	<b>\$86,242,569</b>	<b>\$89,302,732</b>	<b>\$102,435,784</b>	<b>\$467,174,751</b>