



INDIA-

The Emerging Market for Fastener Business

by Tanya Shih, Fastener World Inc.

photos in courtesy of interviewed companies





India is a potential and rising market with population and geographic conditions similar to those of China. This economic entity, with the 7th largest territory and the 2nd largest population in the world, is slightly unveiling its growth and mystery via recent fastener trade statistics and industrial activities.

Table 1~3 show that Taiwanese fastener export to the Indian market has grown for 3 straight years. Compared with other partner countries ranked in the top 10, the trade relationship between Taiwan and India is relatively stable. Furthermore, if we look into the import partners of India, we will find that India's import focuses on high value added fasteners. In terms of the unit price of fastener import, even if the price is substantially decreasing, it still maintains at the level of above USD 5/kg, whereas in partner countries, only Taiwan's and China's prices are below USD 5/kg (which USD 3.34/kg is for Taiwan and USD 2.31/kg is for China). In all, Taiwanese fastener companies are en route to "high value added products" and they should attain the Indian market share more proactively!

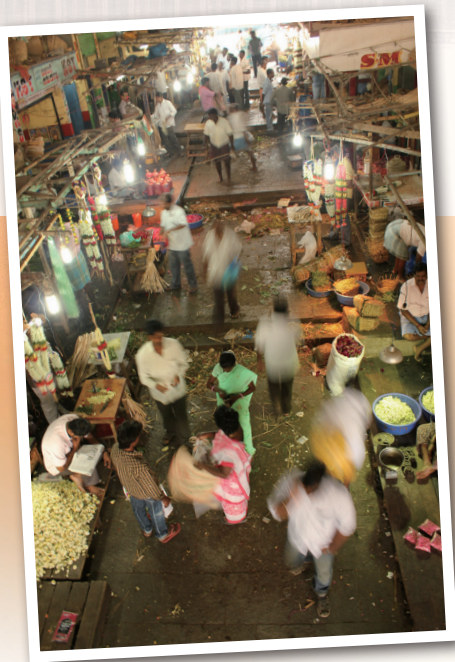


Table 1. Values of Fasteners Imported to India During 2012-2014 (Jan.-Nov.) Unit: USD

Rank	Country	2012	2013	2014	YOY (%)
	World	687,389,110	669,775,232	663,387,520	-1.0
1	Japan	141,254,991	137,989,354	122,837,090	-11.0
2	China	124,239,152	114,889,575	109,489,338	-4.7
3	Germany	82,385,522	82,127,354	91,914,525	11.9
4	S. Korea	71,226,828	73,012,951	64,223,437	-12.0
5	U.S.	44,001,168	42,110,394	47,463,881	12.7
6	UK	39,599,338	52,300,164	47,175,663	-9.8
7	Italy	27,245,796	23,864,924	28,996,344	21.5
8	Thailand	17,316,275	18,776,255	28,785,729	53.3
9	Taiwan	23,501,651	22,399,918	25,199,214	12.5
10	France	14,723,589	21,763,213	19,052,942	-12.5

Table 2. Volumes of Fasteners Imported to India During 2012-2014 (Jan.-Nov.) Unit: KG

Rank	Country	2012	2013	2014	YOY (%)
	World	155,463,921	105,825,881	123,133,023	16.4
1	China	47,552,654	35,488,769	47,399,708	33.6
2	Japan	25,967,366	14,740,054	16,543,660	12.2
3	Germany	16,100,287	9,736,389	13,476,674	38.4
4	S. Korea	17,152,019	11,620,448	11,161,214	-4.0
5	Taiwan	5,684,519	5,504,786	7,548,126	37.1
6	Italy	4,552,830	3,046,973	4,567,895	49.9
7	Thailand	4,043,027	3,482,085	4,536,200	30.3
8	U.S.	10,207,992	5,060,686	4,516,507	-10.8
9	UK	4,812,743	3,346,619	2,797,040	-16.4
10	France	3,242,983	2,287,826	1,930,417	-15.6

Table 3. Unit Prices of Fasteners Imported to India During 2012-2014 (Jan.-Nov.) Unit: (USD/KG)

Rank	Country	2012	2013	2014	YOY (%)
	World	4.42	6.33	5.39	-14.85
1	China	2.61	3.24	2.31	-28.7
2	Japan	5.44	9.36	7.43	-20.62
3	Germany	5.12	8.44	6.82	-19.19
4	S. Korea	4.15	6.28	5.75	-8.44
5	Taiwan	4.13	4.07	3.34	-17.94
6	Italy	5.98	7.83	6.35	-18.9
7	Thailand	4.28	5.39	6.35	17.81
8	U.S.	4.31	8.32	10.51	26.32
9	UK	8.23	15.63	16.87	7.93
10	France	4.54	9.51	9.87	3.79

From April 23rd to 24th, the largest fastener fair in India will be given in the largest city of India, Mumbai. This is the best opportunity to approach the local market, which is also the point of this feature. Fastener World Magazine will exhibit along with 6 growing companies including Wan luan (for punches and molds), Chiao Jing (for forming machines), and Yeswin (for fastener machines), which plan to head for the Indian fastener show, as well as Unipack (for automatic packing machines), Jun-En (for metal mesh belt), and Wen Yang Machinery (for both parts formes), which have cooperative partners in India, to share their cooperating experience and prospect for the Indian market!



Wear-resistant Customized Products / Strategic Deployment / Selling Well Worldwide

Clients Are Willing to Pay for Wan Iuan's Products Before Placing Orders

www.w-i.com.tw

Established in 1981, Wan Iuan Enterprise Co., Ltd is located on a 5,950m² land area in Luzhu (Kaohsiung), specializing in punches and dies for various screws and nuts. Thanks to solid experience in CNC lathes and grinding machines, Wan Iuan has earned its market reputation by its product quality- customized manufacturing and zero defect. Starting overseas deployment in 2011, Wan Iuan's wear-resistant punches and dies now sell well in the global market, especially in advanced countries like Europe, the U.S., and Japan. A large number of clients are from aerospace and automotive fastener companies. As to emerging countries, Wan Iuan tries to attract top-end fastener companies which plan to upgrade their product level. Particularly, those fastener giants in India have placed a lot of orders.

Good Products Attract Good Customers

Wan Iuan is good at R&D and loves to innovate. Utilizing improved and specialized equipment, professional computer graphic software, bar-coded production and management system, and strictly-managed QC team, the company sets stringent QC control and inspection procedures for every process, up from production and down to packaging. Vice general manager Chi-Chang Hsu says, " 'Ordinary quality' is not acceptable in Wan Iuan's quality policy. 'Tolerance' and 'wear-resistance' are the two most critical elements in punches and dies. We invested a lot in establishing and enforcing the quality control system. Today, we save our clients' time in mold changing and consolidate our foundation in product quality. Tomorrow, those clients will swarm in to us for more orders." Holding ground firmly and sticking with principles, Wan Iuan interacting with clients in a way that proves good products will attract good customers.

Exhibiting reps (left to right):
Section Manager Mr. Thomas Liu,
Vice GM Chi-Chang Hsu,
and Mr. Mark Hsu.



India, Southeast Asia, and South America Show Large Potential with Competitive Fastener Companies

Wan Iuan receives orders for molds, cold/hot-forged punches, tungsten punches, 6-lobes/square punches, sleeves, and customized products. Wan Iuan had the first contact with its Indian clients in the fastener show of Taiwan in 2003, and received three more orders from them in Fastener Fair India in 2014. This year the company heads for the fastener shows again for new orders. Vice GM Hsu is optimistic about the Indian market. He even gave a talk overthrowing existing market concepts.

"Problems in collecting payments have always been the hindering factor in penetrating emerging markets. However, the popularity of emerging markets comes from their strong demand and industrial upgrade. Because punches and dies are critical in improving the quality of products, local fastener giants as well as big foreign companies will naturally purchase from punch and die companies in leading fastener manufacturing countries. Some Indian clients are willing to pay before placing orders as an assurance of pleasant cooperation and sincerity. Proactiveness rather than passiveness will help more in building relationship with critical clients. Accordingly, there is no need to worry about market demand even if local companies are all upgrading."

This year, we will see Wan Iuan in Fastener Fair India, Fastener Fair Stuttgart, Fastener Fair Russia, and Thailand Auto Parts & Accessories Fair. Wan Iuan is glad to cooperate with local traders and manufacturers, and may even distribute products via local companies to expand market share. Wan Iuan's strategic deployment undoubtedly opens up broad sales opportunities!

Fastener Fair India 2015

Stand no.: C100



Tailor-made / On-site Inspection / Warranty

UNIPACK EQUIPMENT Targets “Fully Automated” Industry

www.unipacks.com.tw

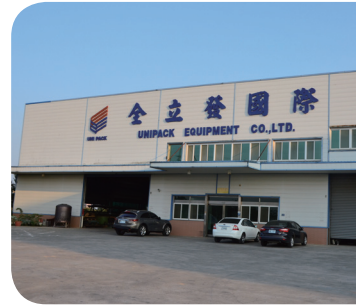
Unipack Equipment Co., Ltd. has been developing automatic packaging systems used in the fastener and hardware industry for over 25 years. The company can offer complete on-site inspection, design and assembly service which covers logistics, various packing machines, feeders, and sorting machines. It has crossed the boundary of its specialty and has extended its reach to global clients. In addition to mature markets like the U.S. and Europe, the company also finds that there are more orders placed by customers from Latin America and India.

Targeting “Automation” Trend & “Unmanned” Industry

Full-plant logistics planning and automated packing systems can substantially shorten manufacturing timeframe, increase capacity utilization, reduce labor cost, and bring costs down to a reasonable range. However, in a market where labor cost is comparatively low or automation is not prevalent, the “unmanned” system is not a necessary investment to most companies. It is no surprise that Shieh Hung-Shih, general manager and expert of full plant logistics told us, “Automated logistics become more like a compulsory investment which results from enormous capacity or insufficient workforce to support the manufacturing process.” This is exactly why a company like Unipack Equipment is rare, but there are a bunch of industry giants that adopted Unipack Equipment’s systems, such as fastener giants like Jau Yeou and Chun Yu, as well as Sweden household appliance retailers.

Focusing on Functionality / 100% Self-design / One of A Kind

From planning, R&D, design, production, to adoption of Unipack Equipment’s automated precision machines, “each equipment and full-plant logistics system is tailor-made from scratch based on the space layouts, manufacturing procedures, and material properties of clients’ factories. Each equipment is



one of a kind in the world,” said Shieh. The company develops new machines for each order reception and stresses on their functionality and user-friendliness. It can apply programmable controllers, computers, and touch interface into machines. This is why its order backlog has accumulated to this August. Two sets of equipment were even treated as urgent cases and have been shipped before Chinese New Year.

Groundbreaking Electromagnetic Paralleling Technology / Plant Expansion That Shows Company Growth

The team of Unipack is good at material property analysis and space layouts. The product that currently sells well is carton/tunnel box/plastic bag electromagnetic paralleling packaging system (fully-automated). Additionally, auto box forming machine, auto carton bagging machine, auto carton bagging machine, labeling machine, auto palletizing and wrapping system are the entry-level machines for newcomers of the automation industry. Speaking of R&D, general manager Hsieh said, “The electromagnetic paralleling system is a recent groundbreaking invention. The system breaks through the technical bottleneck which has troubled the industry for decades. It can fit with most magnetic materials, improve stability of material conveyance, and speed up packaging procedures.”

Unipack Equipment still keeps close contact with clients who have been cooperating with it for the past 25 years and offers after-sale maintenance of components. Clients see Unipack as a brand that offers durability and good-to-use functions. Unipack Equipment progresses at a steady pace and hopes to expand the plant this year to cope with the upgrading automation market.



Well Understanding Local Demand / Seizing Cross-industry Business Opportunity

Jun-En Enterprise's Wire Conveyor Belting and Processing Equipment Feature Quality and Speed

www.junen.com.tw

Established in 1987, Jun-En Enterprise Corporation is a Taiwanese manufacturer of metal mesh machines and products (including wire conveyor belting, various metal mesh plates and wire mesh) with the highest level of profession. Now it has a machine manufacturing plant and six metal mesh manufacturing plants. It has acquired critical certificates such as SAP, ISO 9001:2008, UKAS, D&B, and D-U-N-S Registered. Its customized products are mostly used in the heavy industry such as shipbuilding, factory construction, and machinery, as well as in daily household applications such as civil engineering, interior décor, and air filter. In addition to extremely high market share in Taiwan, its overseas sales proportion is as high as 60%, providing global clients with the most extensive and professional service. Its main target markets include Americas, Europe, Asia, the Middle East, and India.



20% of its overseas sales proportion. Chain link fence machines, brickwork reinforcing mesh machines, perforated metal machines, and expanded metal machines, especially sell

well. Jun-En's sales representative says, "The company is good at corresponding to different market features and recommending suitable products. We roll out highly technical and automated equipment based on the market scale of Middle East. For example, we developed brickwork reinforcing mesh machines designed for the local construction market where the environment is very hot, and we have seen positive feedback immediately. India is an expanding and growing market where cheaper products and equipment are more welcome as a result of huge domestic demand and Modi's policy."

Jun-En with R&D Technology Offers 100% Customizability for Equipment and Mesh Products

With a good hold of R&D knowhow in metal mesh processing equipment, Jun-En can compete with its German peers. Its various wire conveyor belting, expanded metal meshes, perforated metal, chain link fencing, barbed wire, razor barbed wire, and welded mesh are all produced by self-developed high-speed precision equipment. The company has high customizability. With international standard compliant quality and client recognition, the company has done well in brand promotion and sees full order reception in recent years.

Utilizing Marketing Tools to Open Up Brand Identity / Satisfying Each Market Demand to Enhance Marketing Performance

Jun-En has profound skills in making machines and continues to promote its brand via advertising in magazines and exhibiting. It quickly builds brand identity by word of mouth. Now India and the Middle East market take

Honesty, No Third-Party, Mutual-Trust

Jun-En has long been cooperating with fastener makers to supply high quality and heat-treated metal mesh belts; therefore, it can assist foreign investors and local companies in enhancing quality control in fastener production. Additionally, cross-industry clients trust Jun-En and are willing to deliberate the ways of cooperation. Jun-En thinks that there is no better way to building stable relationship with clients than this principle: "Honesty, no third-party, appropriate transaction rules". The principle not only helps build relationship with clients and accumulate experience, but also eliminates fickle payment conditions to avoid deadlocked transactions.



Reasonable Prices/ Standard Inventory/Stable Delivery

CHAO JING's Highly Efficient Screw Forming Machine Sells Well Abroad

www.chaojing.com.tw

Chao Jing Precise Machines Co., Ltd specializes in producing a diverse range of fastener machines for screw forming, threading, heading, and special parts forming. With over 20 years of experience in the industry, general manager Mr. Yan-Rong Liao thinks that the stability and quality of equipment originate from precision and reliability of the parts used. He insists on using parts made in Taiwan and Japan to guarantee the quality of Chao Jing's equipment, which is why the equipment offered by Chao Jing is always of high quality and is also quite popular in the domestic and foreign markets.

Effective Corporate Management for Offering Lower Prices and Consolidating Customer Bases

Chao Jing's +3,305 sqm plant is located in Dou-nan Township of Yunlin County. With less than 20 employees, the company can achieve over NTD 100 million revenue every year. "Compared with our peers, our competitive edge lies in the compact corporate scale and focus on precision. We have the ability to develop special part formers, and reflect our lower management and marketing costs onto the prices of our equipment. From our sales experience, we know that most of our clients in the fastener market are looking for forming machines for wires in the diameter of 5-10mm. As a result, the company only has products in standard specifications in inventory at reasonable prices to satisfy urgent order demands and can complete delivery within 1.5 months. Therefore, we can consolidate our customer base and revenue," says Liao analyzing the company's operation strategy and client structure.

Kaohsiung Operation Under Planning Can Help Create Business in Fastener Manufacturing Heartland

Chao Jing is certified by ISO 9001 and CE. Half of its sales are domestic and the other half are overseas. In addition to exhibiting in multiple international fastener shows for expand-

ing business overseas, the company says it will head for the manufacturing heartland of Taiwanese fastener industry and plans to establish a base in Gangshan District of Kaohsiung City. It expects to demonstrate its sales strength via domestic and overseas deployment. Liao says, "The Kaohsiung base will be in charge of brand marketing, equipment display, assembly service, and maintenance service. We are actively investing in this base. We hope that Kaohsiung will lay a more stable foundation for Chao Jing's domestic market when the base is completed."

High Demand for Equipment in Emerging Markets Like India, Brazil, and Turkey

In recent years Chao Jing has been receiving stable orders from emerging markets like India and Turkey. The Indian market even takes 25% of the company's recent revenue. Chao Jing sees high demand in the Indian market. In 2014, the company signed a contract with an Indian client, who wanted to buy a 7-die 7-blow screw forming machine for wires in the diameter of 12mm, and has delivered the machine in the beginning of this year. Through this experience the company sees a sign that the Indian fastener industry has already been on a business transition.

Liao recalled going door to door to visit Indian clients with his partner traders to win orders before and reveals that the company may reinforce the marketing in emerging markets these two years. We can thus expect to see Chao Jing and its partner traders in Fastener Fair Turkey, Brazil, and India soon.

Fastener Fair India 2015

Stand no.: C93





Precision, Stability, Customization, Brand Trust

Yeswin Machinery- The Defender of High Quality Forming Machines

www.twyeswin.com

Yeswin Machinery Co., Ltd. specializes in fabrication of 3- and 4- station bolt forming machines and 5- to 7- station special parts forming machines. With president Chi-Li Chu's principles—friendship, quality, service, and credibility—the team of Yeswin builds forming machines with ease of use, high quality and stability to win customers' confidence.

Customization Service Fits Market Demands

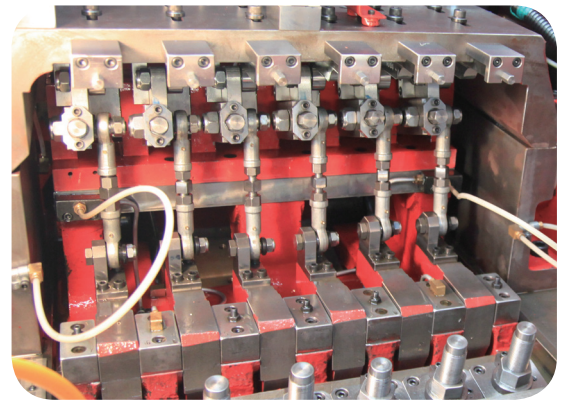
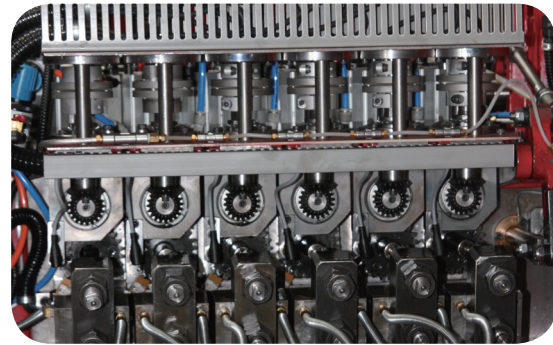
~Friendship, Quality, Service, and Credibility~

Although the history of Yeswin is not as long as those of the centennial European/U.S. old brands, its high quality is trusted by a wide range of customers. Its customers even include those big manufacturers from Germany, which signifies the outstanding performance of Yeswin's machines. The sales division of fastener forming machines commented, "Stable quality is the fundamental element for us to gain long term trust from customers." Yeswin is definitely true to this belief and never shows compromise on the quality of machines.

In addition, good machines that help customers accumulate their fortunes can establish the reputation of Yeswin, which will become more shiny if it continues to grow with customers' demands. Yeswin is not only offering customization service to customers in various countries, but also building facilities to fit with customers' demands for diverse operations.

Servo Adjustment Widely Favored by European/U.S. Customers

The more customization service Yeswin can provide, the more significant its techniques and highly engineered quality can be revealed. "servo adjustment" and "adjustable PKO" are the favorite of European/U.S. customers. The sales division of forming machines said, "Any device can be meaningful. Investing NTD millions in high quality facilities with optional high-end peripheral equipment that can advance sophistication and performance of machines is absolutely worthwhile."



Models of Best-selling Machines in India: YBF-10B/ YBF-13B/ YBF-17B/ YBF-19B/ YBF-24B

Yeswin will exhibit in Fastener Fair India in April 2015. How does Yeswin view the Indian market? A representative of Yeswin said, "Each market is independent and separate, so Fastener Fair India and Fastener Fair Stuttgart are not comparable in an one-sided perspective. However, the hosting of an exhibition is a good indicator of evaluating the maturity of a market and this also reveals the good results Indian fastener industry has achieved over the past years. With the booming development of Indian industries, if Yeswin can tap into the market as soon as possible and build up its reputation, the sales of multi-station forming machines will be promising."

Fastener Fair Mumbai, India 2015

Stand no.: C91

Exhibiting rep: Ms. Joan Cheng



Strong R&D / 90% of Products for Export / High 2nd Time Purchase Rate

WEN YANG Various Patented Multi-blow Bolt Parts Formers Satisfy Customers' Demands

www.mingtang.com.tw

Wen Yang Machinery Co., Ltd., founded in 1979, specializes in manufacturing various bolt parts formers. With persistence in "Quality First and Continuous R&D" as its two major managerial principles, the company can thus continue to offer innovative products and upgrade QC and processing technology. The company has kept growing in sales since the inception and has built a 2,480 sqm automated factory in Taoyuan-based Hwa Ya Technology Park in 2011, which smoothly connects Wen Yang to the fast growing customers' demands. Its quality of products is trusted by customers. 90% of its bolt parts formers are exported to more than 30 countries/regions (e.g., USA, Japan, Russia, India, Pakistan, Brazil, Kenya, Cyprus, S. Korea, Southeast Asia, and Latin America).

2-Die 4-Blow Formers and Screw Washer Assembling Machines Sell Well in India

Wen Yang is able to offer various high quality machines including 1-die 2-blow screw headers, 2-die 4-blow bolt part formers, 3-die 6-blow bolt parts formers, and the newly invented screw washer assembling machines, all of which are CE certified and have gained various patents. Additionally, it established connections with its Indian customers through advertising that helped it a lot in terms of inquiries, plant tours, and order placements from customers. 2-die 4-blow and screw and washer assembling machines are both popular in the local market. The successful experience of its Indian customers even helped Wen Yang find out its own cooperative partners and promote machines in India. Thus far, India has taken up to 30% of Wen Yang's total export.

In addition to markets in USA and Japan, Wen Yan also looks forward to better results in other emerging markets in 2015. For example, in China, urbanization is helpful to increase domestic fastener demand, which will then boost the sales of bolt parts formers; in Southeast Asia, the investment of globally known car



manufacturers will definitely generate potential business necessary to the supply chain; in the Middle East and India, their labor and manufacturing costs are similar to those in China and their domestic demands should not be underestimated. Plus, the new rich class in local markets continues to grow, so there shows trends of increasing domestic demands and industrial upgrade. That is why Wen Yang is active in establishing contact with local customers and expanding its customer base.

Focus on Export / Staying Firm to Payment Principles / Consolidating 2nd Time Purchase Rate

The superior machines of Wen Yang have become a stronghold that helps customers create their own competitive edge, so Wen Yang can win the long term support from domestic and overseas customers. The cumulative positive feedbacks make Wen Yang the rising focus of international shows and 90% of its orders are from abroad. Vice General Manager Sam Chang of Wen Yang shared the know-how of corporate sustainability and said, "We can make ourselves different from competitors only if we establish a safe and efficient payment mechanism and accelerate procedures for customers to make payments in real-time. Furthermore, based on my experience, if your product is good enough, persisting in payment principles will be helpful to increase 2nd time purchase rate."



India- Export Values (January-November)

HS Code: 7318 Screws, bolts, nuts, coach screws, screw hooks, rivets, etc.

Unit: Millions of US Dollars

in descending order according to 2014 export values

Rank	Country	2012	2013	2014	2013-2014 Change(%)
	World	525.004	686.048	893.071	30.18
1	United Arab Emirates	68.600	211.040	315.546	49.5
2	Germany	114.931	111.345	147.300	32.3
3	United States	79.069	67.132	64.690	-3.6
4	United Kingdom	53.373	49.669	63.017	26.9
5	Iran	0.785	1.077	49.391	4488.0
6	Saudi Arabia	32.291	39.187	40.742	4.0
7	Italy	37.262	38.002	37.323	-1.8
8	Netherlands	5.839	25.420	12.810	-49.6
9	Spain	6.266	8.905	9.964	11.9
10	France	5.600	6.868	8.691	26.5
11	Belgium	9.828	7.462	8.518	14.1
12	Poland	4.190	3.951	8.383	112.2
13	Kuwait	3.733	7.995	7.939	-0.7
14	Qatar	4.075	5.810	7.840	34.9
15	Sweden	7.698	6.268	5.957	-5.0
16	Turkey	3.610	5.838	5.388	-7.7
17	South Africa	4.910	5.951	5.015	-15.7
18	Australia	4.781	4.301	4.819	12.0
19	Tanzania	1.973	1.361	4.246	211.9
20	Nigeria	4.174	5.752	4.088	-28.9
21	Brazil	3.959	3.308	3.564	7.7
22	Oman	2.936	3.427	3.562	3.9
23	Switzerland	0.748	0.992	3.314	234.1
24	Kenya	2.986	3.565	3.280	-8.0
25	Canada	6.388	6.532	3.251	-50.2
26	Norway	0.933	1.126	3.193	183.6
27	Bahrain	1.011	0.911	3.052	234.9
28	Nepal	1.282	1.821	2.864	57.3
29	China	1.762	2.322	2.471	6.4
30	Finland	2.774	1.594	2.347	47.2

India- Export Volumes (January-November)

HS Code: 7318 Screws, bolts, nuts, coach screws, screw hooks, rivets, etc.

Unit: KG

in descending order according to 2014 export volumes

Rank	Country	2012	2013	2014	2013-2014 Change(%)
	World	218,053,412	225,623,285	276,886,484	22.7
1	Germany	43,854,379	43,731,198	58,716,998	34.3
2	United Arab Emirates	17,625,193	28,151,198	41,716,168	48.2
3	United States	30,386,700	31,735,444	32,004,361	0.9
4	United Kingdom	24,992,009	20,303,733	28,486,934	40.3
5	Saudi Arabia	17,598,629	15,317,610	17,717,950	15.7
6	Italy	14,421,219	13,965,503	15,245,575	9.2
7	Netherlands	2,533,446	10,172,379	6,612,438	-35.0
8	Poland	2,430,974	2,055,273	5,410,536	163.3
9	Spain	2,797,991	5,543,325	5,347,869	-3.5
10	Belgium	4,387,180	3,309,455	3,731,760	12.8
11	France	2,641,669	2,393,368	3,631,503	51.7
12	Qatar	2,189,723	1,806,931	3,324,740	84.0
13	Kuwait	2,094,542	2,682,152	3,047,020	13.6
14	Tanzania	1,166,291	729,395	2,898,912	297.4
15	Nigeria	3,230,845	3,583,989	2,629,208	-26.6
16	Turkey	1,400,753	2,228,593	2,239,763	0.5
17	Oman	1,756,870	1,673,491	2,212,863	32.2
18	South Africa	2,547,026	2,854,423	2,195,894	-23.1
19	Kenya	2,910,836	1,697,514	1,986,394	17.0
20	Nepal	859,543	1,056,237	1,883,355	78.3
21	Australia	1,919,221	1,636,030	1,693,947	3.5
22	Burkina Faso	955,024	996,163	1,537,369	54.3
23	Sweden	2,453,474	1,536,902	1,496,868	-2.6
24	Canada	3,140,612	2,466,372	1,491,136	-39.5
25	Norway	164,303	176,063	1,440,680	718.3
26	Sudan	2,243,325	1,484,548	1,321,450	-11.0
27	Brazil	1,621,635	1,325,899	1,273,184	-4.0
28	Iran	352,113	549,500	1,211,090	120.4
29	Egypt	1,400,661	972,452	1,088,208	11.9
30	Ghana	579,811	716,605	1,030,648	43.8

Source: DGCI&S, Ministry of Commerce



India- Import Values (January-November)

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Unit: Millions of US Dollars

in descending order according to 2014 import values

Rank	Country	2012	2013	2014	2013~2014 Change(%)
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1	Japan	141,255	137,989	122,837	-11.0
2	China	124,239	114,890	109,489	-4.7
3	Germany	82,386	82,127	91,915	11.9
4	South Korea	71,227	73,013	64,223	-12.0
5	United States	44,001	42,110	47,464	12.7
6	United Kingdom	39,599	52,300	47,176	-9.8
7	Italy	27,246	23,865	28,996	21.5
8	Thailand	17,316	18,776	28,786	53.3
9	Taiwan	23,502	22,400	25,199	12.5
10	France	14,724	21,763	19,053	-12.5
11	Malaysia	7,972	8,451	9,399	11.2
12	Singapore	9,151	8,245	9,135	10.8
13	Switzerland	13,605	10,930	8,534	-21.9
14	Spain	10,514	10,329	7,900	-23.5
15	Brazil	1,500	3,116	5,200	66.9
16	Hong Kong (China)	4,080	5,284	5,124	-3.0
17	Sweden	5,577	3,403	3,664	7.7
18	Czech Republic	2,601	2,880	3,581	24.3
19	Turkey	3,709	3,827	3,286	-14.1
20	Netherlands	2,100	1,878	2,896	54.2
21	Belgium	2,815	2,396	2,583	7.8
22	Indonesia	2,445	1,214	2,224	83.3
23	Austria	2,888	2,534	1,548	-38.9
24	Denmark	1,784	2,067	1,394	-32.5
25	South Africa	0,765	0,739	1,351	82.8
26	Vietnam	0,411	1,046	1,250	19.6
27	United Arab Emirates	1,497	1,956	1,189	-39.2
28	Mexico	0,493	0,773	0,951	23.0
29	Poland	0,966	0,437	0,888	103.1
30	Finland	0,947	0,746	0,719	-3.6

India- Import Volumes (January-November)

HS Code: 7318 Screws, bolts, nuts, coach screws, screw hooks, rivets, etc.

Unit: KG

in descending order according to 2014 import volumes

Rank	Country	2012	2013	2014	2013~2014 Change(%)
	World	155,463,921	105,825,881	123,133,023	16.4
1	China	47,552,654	35,488,769	47,399,708	33.6
2	Japan	25,967,366	14,740,054	16,543,660	12.2
3	Germany	16,100,287	9,736,389	13,476,674	38.4
4	South Korea	17,152,019	11,620,448	11,161,214	-4.0
5	Taiwan	5,684,519	5,504,786	7,548,126	37.1
6	Italy	4,552,830	3,046,973	4,567,895	49.9
7	Thailand	4,043,027	3,482,085	4,536,200	30.3
8	United States	10,207,992	5,060,686	4,516,507	-10.8
9	United Kingdom	4,812,743	3,346,619	2,797,040	-16.4
10	France	3,242,983	2,287,826	1,930,417	-15.6
11	Spain	2,163,508	1,620,959	1,021,824	-37.0
12	Singapore	1,720,647	974,876	849,742	-12.8
13	Malaysia	1,569,293	1,101,881	795,543	-27.8
14	Switzerland	2,070,816	1,734,423	779,692	-55.1
15	Brazil	278,032	465,389	659,419	41.7
16	Sweden	1,139,973	551,495	531,923	-3.6
17	Czech Republic	438,539	453,482	507,232	11.9
18	Turkey	512,234	574,679	446,250	-22.4
19	Belgium	428,424	287,710	384,424	33.6
20	Hong Kong (China)	649,990	423,924	346,320	-18.3
21	Indonesia	486,723	167,703	328,435	95.8
22	Netherlands	249,635	209,518	261,528	24.8
23	United Arab Emirates	268,549	253,171	244,612	-3.4
24	Vietnam	124,034	217,635	175,997	-19.1
25	Austria	662,105	397,326	153,944	-61.3
26	Denmark	263,297	280,991	149,357	-46.9
27	Poland	115,789	58,250	109,051	87.2
28	Mexico	75,332	76,310	102,589	34.4
29	Israel	70,998	83,614	99,257	18.7
30	South Africa	209,380	143,743	84,470	-41.2

Source: DGCI&S, Ministry of Commerce



Turkey- Export Values (January-December)

HS Code: 7318 Screws, bolts, nuts, coach screws, screw hooks, rivets, etc.

Unit: Millions of US Dollars

in descending order according to 2014 export values

Rank	Country	2012	2013	2014	2013-2014 Change(%)
	World	248.056	261.259	307.686	17.8
1	Germany	80.356	85.094	109.011	28.1
2	Slovakia	11.515	13.243	14.446	9.1
3	Turkmenistan	9.177	11.158	13.661	22.4
4	France	11.254	12.025	13.408	11.5
5	Iraq	10.563	9.571	11.064	15.6
6	Italy	7.046	7.876	8.845	12.3
7	Azerbaijan	9.528	7.024	8.199	16.7
8	Austria	4.260	5.616	6.917	23.2
9	Belgium	4.013	4.905	6.465	31.8
10	Iran	8.084	3.211	6.012	87.2
11	Spain	1.841	1.978	5.930	199.8
12	Russia	6.542	5.985	5.359	-10.5
13	Romania	4.219	4.212	5.036	19.6
14	United Kingdom	3.896	6.326	4.826	-23.7
15	Netherlands	1.991	3.115	4.618	48.3
16	Poland	2.469	3.122	4.232	35.6
17	Sweden	1.961	2.168	3.810	75.8
18	FTZ-Aegean	5.595	5.579	3.723	-33.3
19	United States	2.547	2.488	3.138	26.1
20	Brazil	4.633	3.593	3.044	-15.3
21	Kazakhstan	2.807	3.643	3.011	-17.3
22	United Arab Emirates	1.925	1.887	2.909	54.2
23	Hungary	1.281	2.058	2.782	35.2
24	India	1.608	1.850	2.636	42.4
25	Bulgaria	3.175	2.772	2.542	-8.3
26	Georgia	2.449	2.324	2.423	4.3
27	Algeria	3.375	1.810	2.409	33.1
28	Czech Republic	1.611	1.806	2.308	27.8
29	FTZ-Bursa	2.415	2.350	2.179	-7.3
30	Switzerland	2.134	2.257	2.063	-8.6

Turkey- Export Volumes (January-December)

HS Code: 7318 Screws, bolts, nuts, coach screws, screw hooks, rivets, etc.

Unit: KG

in descending order according to 2014 export volumes

Rank	Country	2012	2013	2014	2013-2014 Change(%)
	World	88,033,462	97,440,401	100,840,408	3.5
1	Germany	44,714,664	42,056,945	42,140,895	0.2
2	Slovakia	9,503,916	10,702,225	11,828,596	10.5
3	Turkmenistan	5,837,050	8,407,715	9,321,066	10.9
4	Iraq	3,974,591	4,332,449	5,728,126	32.2
5	France	2,926,384	3,791,468	4,743,420	25.1
6	Italy	4,922,894	4,433,509	4,315,465	-2.7
7	Azerbaijan	4,991,950	7,612,895	4,142,360	-45.6
8	Spain	330,985	2,484,492	3,169,087	27.6
9	Austria	1,185,888	1,590,521	2,375,690	49.4
10	Belgium	1,529,412	2,545,406	2,240,348	-12.0
11	Russia	882,743	2,302,615	2,029,583	-11.9
12	Romania	603,328	1,085,862	1,969,150	81.3
13	Netherlands	2,690,849	2,311,679	1,734,194	-25.0
14	Iran	288,008	386,661	774,066	100.2
15	Poland	332,324	432,414	650,384	50.4
16	Sweden	944,446	739,392	634,333	-14.2
17	Bulgaria	256,462	308,655	623,950	102.2
18	United Kingdom	206,129	223,470	356,297	59.4
19	FTZ-Aegean	100,689	90,279	262,586	190.9
20	Georgia	192,460	231,199	246,673	6.7
21	Kazakhstan	110,498	156,714	221,774	41.5
22	Canada	152,251	153,397	155,471	1.4
23	Greece	335	22,595	148,832	558.7
24	Algeria	95,733	108,984	136,189	25.0
25	United States	133,718	143,032	121,962	-14.7
26	United Arab Emirates	10,345	118,086	83,434	-29.3
27	Libya	208,531	110,750	76,777	-30.7
28	Switzerland	25,865	72,766	76,338	4.9
29	Brazil	82,873	78,784	68,522	-13.0
30	Finland	17,286	51,341	62,528	21.8

Source: State Institute of Statistics



Turkey- Import Values (January-December)

HS Code: 7318 Screws, bolts, nuts, coach screws, screw hooks, rivets, etc.

Unit: Millions of US Dollars

in descending order according to 2014 import values

Rank	Country	2012	2013	2014	2013-2014 Change(%)
	World	526.886	617.812	625.351	1.2
1	China	166.270	181.640	184.833	1.8
2	Germany	88.134	98.308	107.525	9.4
3	France	59.515	63.453	54.992	-13.3
4	Taiwan	27.417	42.306	47.236	11.7
5	Italy	36.012	34.187	34.062	-0.4
6	United States	22.730	29.543	32.679	10.6
7	Japan	26.824	29.871	31.488	5.4
8	South Korea	10.902	12.851	19.541	52.1
9	Malaysia	18.255	34.283	18.751	-45.3
10	Vietnam	1.315	10.974	14.013	27.7
11	Spain	18.507	16.327	11.974	-26.7
12	India	7.949	12.391	11.749	-5.2
13	Czech Republic	4.452	11.442	10.024	-12.4
14	United Kingdom	10.490	10.536	9.437	-10.4
15	Poland	1.838	2.374	4.144	74.5
16	Sweden	2.524	2.760	4.000	44.9
17	Thailand	1.338	1.814	3.789	108.9
18	Switzerland	3.400	3.431	3.582	4.4
19	Slovakia	1.676	2.372	3.050	28.6
20	Bosnia & Herzegovina	1.217	1.946	2.849	46.4
21	Netherlands	1.659	2.187	2.573	17.6
22	Austria	1.540	1.275	1.709	34.1
23	Liechtenstein	0.627	0.702	1.400	99.5
24	Finland	0.517	1.201	1.096	-8.7
25	Belgium	1.470	0.989	0.818	-17.3
26	Denmark	1.651	1.060	0.788	-25.7
27	FTZ-Istanbul Leather Indu.	0.009	0.445	0.767	72.6
28	Romania	0.694	0.805	0.754	-6.3
29	Canada	0.808	0.527	0.655	24.2
30	Hungary	0.337	0.424	0.568	33.9

Turkey- Import Volumes (January-December)

HS Code: 7318 Screws, bolts, nuts, coach screws, screw hooks, rivets, etc.

Unit: KG

in descending order according to 2014 import volumes

Rank	Country	2012	2013	2014	2013-2014 Change(%)
	World	88,033,462	97,440,401	100,840,408	3.5
1	China	44,714,664	42,056,945	42,140,895	0.2
2	Germany	9,503,916	10,702,225	11,828,596	10.5
3	Taiwan	5,837,050	8,407,715	9,321,066	10.9
4	France	3,974,591	4,332,449	5,728,126	32.2
5	Japan	2,926,384	3,791,468	4,743,420	25.1
6	Italy	4,922,894	4,433,509	4,315,465	-2.7
7	Malaysia	4,991,950	7,612,895	4,142,360	-45.6
8	Vietnam	330,985	2,484,492	3,169,087	27.6
9	South Korea	1,185,888	1,590,521	2,375,690	49.4
10	India	1,529,412	2,545,406	2,240,348	-12.0
11	Czech Republic	882,743	2,302,615	2,029,583	-11.9
12	United States	603,328	1,085,862	1,969,150	81.3
13	Spain	2,690,849	2,311,679	1,734,194	-25.0
14	Thailand	288,008	386,661	774,066	100.2
15	Bosnia & Herzegovina	332,324	432,414	650,384	50.4
16	United Kingdom	944,446	739,392	634,333	-14.2
17	Poland	256,462	308,655	623,950	102.2
18	Sweden	206,129	223,470	356,297	59.4
19	Liechtenstein	100,689	90,279	262,586	190.9
20	Netherlands	192,460	231,199	246,673	6.7
21	Slovakia	110,498	156,714	221,774	41.5
22	Switzerland	152,251	153,397	155,471	1.4
23	FTZ-Istanbul Leather Indu.	335	22,595	148,832	558.7
24	Austria	95,733	108,984	136,189	25.0
25	Romania	133,718	143,032	121,962	-14.7
26	Finland	10,345	118,086	83,434	-29.3
27	Philippines	208,531	110,750	76,777	-30.7
28	Indonesia	25,865	72,766	76,338	4.9
29	Denmark	82,873	78,784	68,522	-13.0
30	Hong Kong (China)	17,286	51,341	62,528	21.8

Source: State Institute of Statistics