

U.S. Fastener Trade with the Middle East – The Ups and Downs of Trade in 2013 and 2014

by Cori Rogers, 

U.S. Trade with the Middle East

The Middle East is filled with incredibly diverse nations, politically and economically. Some of which have experienced economic prosperity in the last few years, for example the United Arab Emirates, but other nations have also struggled.

Total U.S. imports from the Middle East have declined 9 percent from 2012 to 2013 and another 2 percent from 2013 to 2014 (January-November). On the other hand, U.S. exports to the Middle East have grown. In 2012 to 2013 U.S. exports increased by 5 percent and another 1 percent from 2013 to 2014 (January-November),

Although total import and export growth is a good indicator of economic status, examining statistics on the U.S. fastener trade helps further identify which countries' construction and manufacturing sectors are growing and which have remained stagnant. It can also reveal emerging markets and even opportunities to diversify supply chains.

Total U.S. Imports and Exports of Fasteners with the Middle East

U.S. imports of fasteners from the Middle East are fairly low compared to other regions like Asia and Europe. In 2013, the United States imported about \$10.5 million in fasteners from the Middle East, about \$1 million less than 2012. So far in 2014 (January-November), fastener imports have declined even further. Total imports this year are 54 percent less than 2013, with a total value of \$4.4 million. The declining U.S. imports of fasteners from the Middle East might be the region exporting fewer fasteners, or the United States importing fasteners from different regions.

U.S. fastener exports to the Middle East are a much larger industry than imports and, unlike imports; exports have grown exponentially in the last five years. From 2012 to 2013 U.S. exports of fasteners grew 10 percent. In 2014 (January-November) exports have also increased 3 percent compared with the same time in 2013.

U.S. Export of Fasteners to the Middle East (*2014 Jan-Nov)

Country	2007	2008	2009	2010	2011	2012	2013	*2014
United Arab Emirates	\$5,401,879	\$6,471,306	\$3,932,559	\$8,733,130	\$11,330,850	\$13,795,968	\$15,130,621	\$16,794,435
Saudi Arabia	\$4,717,204	\$7,445,106	\$7,731,496	\$6,918,031	\$7,401,700	\$13,507,801	\$13,619,024	\$13,700,652
Israel	\$8,154,773	\$10,694,181	\$10,886,451	\$13,195,719	\$14,852,656	\$13,795,133	\$15,548,443	\$11,002,437
Qatar	\$1,021,745	\$1,619,043	\$2,545,445	\$3,574,778	\$2,201,509	\$1,412,300	\$2,944,104	\$2,793,369
Egypt	\$1,650,254	\$1,749,383	\$2,023,443	\$1,737,856	\$4,904,019	\$3,389,906	\$2,336,301	\$2,440,166
Iraq	\$327,672	\$768,535	\$2,601,667	\$492,566	\$1,025,768	\$701,608	\$1,426,709	\$2,003,051
Oman	\$315,406	\$429,455	\$499,316	\$620,193	\$531,043	\$925,836	\$1,323,181	\$1,160,843
Bahrain	\$60,370	\$449,475	\$168,336	\$196,870	\$243,496	\$1,048,100	\$1,989,589	\$743,522
Kuwait	\$1,094,245	\$1,265,409	\$1,254,825	\$1,175,475	\$1,067,748	\$1,133,352	\$639,730	\$714,338
Pakistan	\$1,017,886	\$795,722	\$907,258	\$648,306	\$414,677	\$612,625	\$513,814	\$640,950
Jordan	\$147,525	\$293,499	\$342,724	\$239,634	\$277,637	\$385,138	\$370,788	\$369,583
Lebanon	\$60,872	\$42,014	\$80,946	\$97,449	\$63,693	\$86,411	\$50,920	\$154,348
Republic of Yemen	\$280,557	\$1,235,048	\$5,760	\$62,687	\$13,674	\$18,447	\$111,596	\$77,482
Iran	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$8,043
TOTAL	\$24,250,388	\$33,258,176	\$32,980,226	\$37,692,694	\$44,328,470	\$50,812,625	\$56,004,820	\$52,603,219

Countries Importing and Exporting U.S. Fasteners

U.S. Imports: The United Arab Emirates and Israel

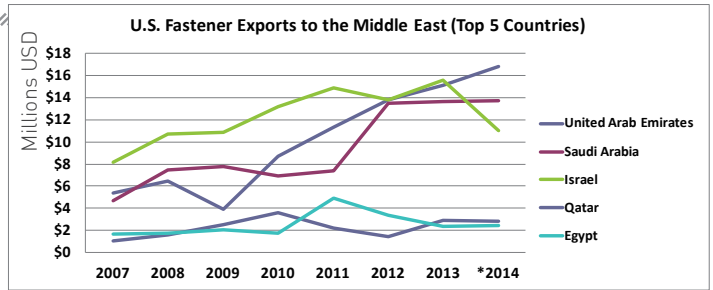
The top Middle-Eastern countries the United States imports fasteners from are mainly the United Arab Emirates and Israel. In 2013, the United Arab Emirates accounted for 66 percent of all the fasteners imported into the United States from the Middle East, with a value of over \$7 million. So far in 2014, that number has dropped to about \$1.4 million.

In 2013, the majority of the United Arab Emirates' exports to the United States consisted of self-tapping screws (with a diameter of less than 6 mm) of Iron or steel (HTS Code 7318.14.1060). The value of self-tapping screw exports reached over \$5.8 million in 2013, but declined to \$80,000 in 2014. This year, the country's top exported product has been replaced with continuously-threaded rod studs (HTS code 7318.15.5056), which had a value of over \$670,000 in January through November (2014).

Israel has surpassed the United Arab Emirates in 2014 as the leading Middle-Eastern supplier of fasteners to the U.S., even though it has only exported about \$2.9 million fasteners this year (January-November). Different from the United Arab Emirates, Israel has a fairly diverse product range of fasteners to the United States. Its top product of export is screws of iron or steel (having shanks or threads with a diameter of 6mm or more) (HTS 7318.15.8085), which have totaled over \$842,000 this year and increased from the same time last year by 6 percent. Israel's other leading exports to the United States include studs, non-threaded fasteners, and rivets.

U.S. Exports: United Arab Emirates, Saudi Arabia, and Israel

The United States exports quite a bit more fasteners to the region



than it imports. Most U.S. fastener exports go to the countries of the United Arab Emirates, Saudi Arabia, and Israel. The United Arab Emirates has imported 20 percent more fasteners from the United States in 2014 vs. 2013. It mainly purchases threaded fasteners, non-threaded fasteners, bolts, and nuts. The country's imports of threaded fasteners increased 23 percent from 2013 (year-to-date), a shift from \$3 million to over \$3.7 million.

Saudi Arabia has increased fastener imports from the United States by 10 percent from 2013 to 2014 (year-to-date) and moved from third, to second-largest importer in the Middle East. Saudi Arabia has imported a significant amount of bolts and threaded fasteners. Bolts declined by 1 percent from 2013, with a value of \$4.1 million yet threaded fasteners increased by 2 percent, with a value of \$2.4 million. Interestingly, Saudi Arabia has imported a significant amount of spring washers in 2014. In 2013, total values of spring washers were \$380,000 and so far in 2014, that number is over \$1.6 million, a 318 percent incline.

Israel was the leading importer of U.S. fasteners in the Middle East in 2013, but has dropped to the third largest, so far in 2014, with a decline of 21 percent. Israel has decreased in imports of nuts by 21 percent and bolts by 50 percent from 2013 to 2014 (January-November). Although, Israel's second-largest fastener import, threaded fasteners, has increased 82 percent in 2014.

U.S. Imports of Fasteners from the Middle East (*2014 Jan-Nov)

Country	2007	2008	2009	2010	2011	2012	2013	*2014
Israel	\$11,289,655	\$11,438,394	\$4,815,019	\$4,069,999	\$3,608,291	\$3,212,132	\$3,394,664	\$2,972,292
United Arab Emirates	\$1,867,176	\$1,638,467	\$2,559,308	\$5,993,778	\$6,358,736	\$8,510,843	\$7,044,247	\$1,358,750
Kuwait	\$0	\$11,010	\$0	\$0	\$0	\$0	\$6,481	\$61,992
Egypt	\$57,582	\$30,898	\$124,250	\$31,507	\$17,588	\$8,122	\$19,130	\$25,048
Pakistan	\$71,571	\$207,995	\$21,380	\$34,290	\$99,079	\$32,070	\$2,438	\$18,329
Saudi Arabia	\$52,470	\$38,797	\$25,424	\$32,394	\$80,630	\$68,739	\$53,040	\$10,000
Jordan	\$51,003	\$5,780	\$2,659	\$0	\$0	\$2,858	\$4,751	\$2,424
Iraq	\$0	\$0	\$0	\$46,676	\$0	\$0	\$0	\$0
Oman	\$0	\$13,799	\$0	\$0	\$2,161	\$17,511	\$17,289	\$0
Qatar	\$0	\$0	\$2,351	\$0	\$0	\$5,082	\$0	\$0
TOTAL	\$13,389,457	\$13,385,140	\$7,550,391	\$10,208,644	\$10,166,485	\$11,857,357	\$10,542,040	\$4,448,835

Trade Recap

Overall, several countries have imported a significant amount of U.S. fasteners in 2014, including the United Arab Emirates and Saudi Arabia. Both countries have continued to grow in imports and build their economies this year. Middle Eastern exports of fasteners to the United States have struggled in the last year. This may be due to U.S. companies searching for alternative suppliers, or less production in the Middle East. Either way, it seems to be a consistent pattern with what's happening with total trade between the two regions.

Article Note: In this article, the Middle East countries that were included in the data are: Bahrain, Egypt, Iran, Iraq, Israel, Jordan, Kuwait, Lebanon, Oman, Pakistan, Qatar, Republic of Yemen, Saudi Arabia, Syria, and United Arab Emirates.

U.S. Fastener Exports to the Middle East by Country 2013 vs 2014 (Jan-Nov)

Country	01/2014 - 11/2014		01/2013 - 11/2013		% Change
	Total Value	% of Total Value	Total Value	% of Total Value	Total Value
United Arab Emirates	\$16,794,435	31.93%	\$13,958,412	27.24%	20%
Saudi Arabia	\$13,700,652	26.05%	\$12,491,452	24.38%	10%
Israel	\$11,002,437	20.92%	\$14,029,037	27.38%	-22%
Qatar	\$2,793,369	5.31%	\$2,689,415	5.25%	4%
Egypt	\$2,440,166	4.64%	\$2,168,322	4.23%	13%
Iraq	\$2,003,051	3.81%	\$1,345,532	2.63%	49%
Oman	\$1,160,843	2.21%	\$966,855	1.89%	20%
Bahrain	\$743,522	1.41%	\$1,958,044	3.82%	-62%
Kuwait	\$714,338	1.36%	\$596,944	1.17%	20%
Pakistan	\$640,950	1.22%	\$501,429	0.98%	28%
Jordan	\$369,583	0.70%	\$370,788	0.72%	0%
Lebanon	\$154,348	0.29%	\$50,920	0.10%	203%
Republic of Yemen	\$77,482	0.15%	\$111,596	0.22%	-31%
Iran	\$8,043	0.02%	\$0	0.00%	N/A
TOTAL	\$52,603,219	100.00%	\$51,238,746	100.00%	3%

U.S. Fastener Product Exports to the Middle East by Product 2013 vs 2014 (Jan-Nov)

HTS Code 10-digit	01/2014 - 11/2014		01/2013 - 11/2013		% Change
	Total Value	% of Total Value	Total Value	% of Total Value	Total Value
7318152000 - Bolts and Bolts and Their Nuts or Washers Exported In The Same Shipment	\$11,178,885	21.25%	\$14,544,736	28.39%	-23%
7318159000 - Threaded Fasteners Nesoi of Iron or Steel	\$10,891,936	20.71%	\$9,284,811	18.12%	17%
7318160000 - Nuts of Iron or Steel	\$8,696,132	16.53%	\$7,238,745	14.13%	20%
7318290000 - Other Non-threaded Articles (Fasteners) of Iron or Steel, Nesoi	\$6,201,015	11.79%	\$6,046,315	11.80%	3%
7318155000 - Studs of Iron or Steel, Threaded	\$3,960,348	7.53%	\$2,354,118	4.59%	68%
7318190000 - Threaded Articles of Iron or Steel Nesoi (Not Bolts, Nuts or Screws)	\$2,514,147	4.78%	\$3,685,935	7.19%	-32%
7318210000 - Spring Washers and Other Lock Washers, Iron or Steel	\$2,403,948	4.57%	\$947,721	1.85%	154%
7318220000 - Washers Other Than Lock Washers, Iron or Steel	\$2,148,079	4.08%	\$2,611,912	5.10%	-18%
7318240000 - Cotter Pins, of Iron or Steel	\$1,618,458	3.08%	\$2,180,623	4.26%	-26%
7318140000 - Self-tapping Screws of Iron or Steel	\$1,405,431	2.67%	\$830,474	1.62%	69%
7318230000 - Rivets of Iron or Steel	\$862,570	1.64%	\$1,127,361	2.20%	-23%
7318110000 - Coach Screws, Threaded, of Iron or Steel	\$466,702	0.89%	\$202,157	0.39%	131%
7318130000 - Screw Hooks and Screw Rings of Iron or Steel	\$249,090	0.47%	\$99,039	0.19%	152%
7318120000 - Wood Screws Other Than Coach Screws, Iron or Steel, Threaded	\$6,478	0.01%	\$84,799	0.17%	-92%
TOTAL	\$52,603,219	100.00%	\$51,238,746	100.00%	3%