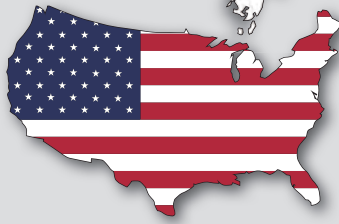




The U.S. Fastener Trade with Japan

The Imports and Exports from 2013 to 2014 and a Glimpse into 2015

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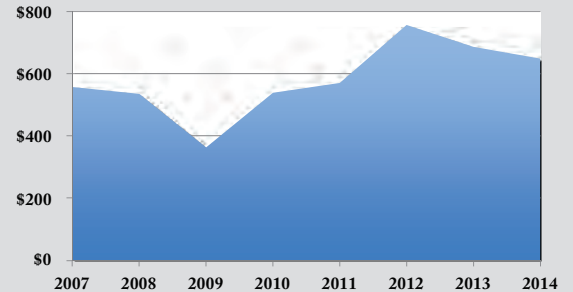


U.S. Imports of Japanese Fasteners

U.S. fastener imports from Japan are a thriving business. Japan is the third-largest nation the U.S. imports fasteners from and since 2007, U.S. importers have purchased over \$4.6 billion in fasteners from the Pacific nation. Although in the

last two years, the value of imports has declined. U.S. fastener imports from Japan peaked in 2012 with a value of \$758 million, then dropped 9 percent in 2013 to \$687 million, and another 6 percent in 2014 to \$649 million.

U.S. Imports of Fasteners from Japan by Total Value
(Million USD)



U.S. Imports of Japanese Fasteners

HTS Code 7318	2007	2008	2009	2010	2011	2012	2013	2014
Total Value	\$558,206,159	\$536,063,590	\$363,784,073	\$539,669,279	\$571,363,543	\$758,117,402	\$687,617,685	\$649,669,661

Top Products Imported in 2014

The decline in imports can't be attributed to any specific fastener product. Across the board, almost every sort of fasteners from Japan decreased in imports from 2013 to 2014. Though the largest U.S. fastener import took a significant dive from 2013, this didn't help the situation. Threaded nuts of iron or steel (HTS 7318.16.0085), which make up

20 percent of fastener imports from Japan, declined by 9 percent from 2013. This was a shift from \$148 million in 2013, down to \$135 million in 2014.

The second-largest U.S. fastener import from Japan is non-threaded fasteners of iron or steel (HTS 7318.29.0000). These make up about 9 percent of fastener imports and declined 5 percent from 2013 to 2014. Its total import value moved from \$62 million in 2013 down to almost \$59 million in 2014.

Washers of iron or steel (HTS 7318.22.0000) are the third-largest fastener import from Japan and also declined in imports from 2013, but only by 2 percent. Washer imports went from \$55 million in 2013 to \$54 million in 2014.

U.S. Imports of Fasteners from Japan by HTS Code

HTS Code 10-digit	2014		2013		% Change Total Value
	Total Value	% of Total Value	Total Value	% of Total Value	
7318160085 - Other Threaded Nuts Of Iron Or Steel, Nesoi	\$135,419,692	20.84%	\$148,265,317	21.56%	-9%
7318290000 - Other Non-threaded Articles (Fasteners) Of Iron Or Steel, Nesoi	\$58,903,131	9.07%	\$62,186,434	9.04%	-5%
7318220000 - Washers Other Than Lock Washers, Iron Or Steel	\$54,581,235	8.40%	\$55,624,277	8.09%	-2%
7318158069 - Screws Of Iron Or Steel, With Hexagonal Heads, Having Shanks Or Threads With A Diameter Of 6 mm Or More, Nesoi	\$54,343,517	8.36%	\$58,587,145	8.52%	-7%
7318158066 - Cap Screws Of Iron Or Steel, With Hexagonal Heads, Having Shanks Or Threads With A Diameter Of 6 mm Or More	\$51,476,954	7.92%	\$50,243,308	7.31%	2%
7318158085 - Other Screws Of Iron Or Steel, Having Shanks Or Threads With A Diameter Of 6mm Or More, Nesoi	\$43,565,072	6.71%	\$45,924,805	6.68%	-5%
7318152095 - Bolts And Bolts And Their Nuts Or Washers Entering Or Exported In The Same Shipment, Of Iron Or Steel, Having Shanks Or Threads with A Diameter of 6mm Or More Nesoi	\$40,844,084	6.29%	\$42,715,223	6.21%	-4%
7318152065 - Bolts Of Iron Or Steel With Hexagonal Heads, Having Shanks Or Threads with A Diameter Of 6mm Or More, Nesoi	\$35,820,820	5.51%	\$35,642,747	5.18%	0%
7318155090 - Studs Of Iron Or Steel, Threaded, Excluding Stainless Steel, Nesoi	\$24,420,582	3.76%	\$25,607,066	3.72%	-5%
7318141060 - Self-tapping Screws Having Shanks Or Threads With A Diameter Of Less Than 6 mm, Of Iron Or Steel Other	\$20,241,985	3.12%	\$21,310,137	3.10%	-5%
TOTAL	\$649,669,661	100.00%	\$687,617,685	100.00%	-6%



What Ports Do Imports Arrive at?

Most Japanese fasteners are imported through the ports of Los Angeles (CA), Tacoma (WA), or Long Beach (CA). From 2013 to 2014, the port of Los Angeles gained another 6 percent of the market share and accounted for 44% of U.S. fastener imports from Japan. The port of Los Angeles imported \$286 million fasteners in 2014, which was 10 percent higher than 2013 imports.

The port of Tacoma accounts for 27 percent of Japanese fastener imports, but declined in total value from last year by 9 percent. Long Beach makes up another 14 percent of fastener imports but also dropped in imports by 31 percent from 2013.

U.S. Imports of Fasteners from Japan by Ports of Entry

US Port	2014		2013		% Change
	Total Value	% of Total Value	Total Value	% of Total Value	Total Value
Los Angeles, CA	\$286,340,801	44.07%	\$261,334,243	38.01%	10%
Tacoma, WA	\$178,368,715	27.46%	\$197,089,000	28.66%	-9%
Long Beach, CA	\$95,895,915	14.76%	\$138,004,851	20.07%	-31%
Seattle, WA	\$13,093,311	2.02%	\$25,208,486	3.67%	-48%
Chicago, IL	\$12,558,542	1.93%	\$9,061,182	1.32%	39%
Norfolk, VA	\$10,540,821	1.62%	\$11,671,628	1.70%	-10%
Savannah, GA	\$9,731,011	1.50%	\$6,107,377	0.89%	59%
Charleston, SC	\$5,793,433	0.89%	\$6,577,882	0.96%	-12%
Newark, NJ	\$5,045,356	0.78%	\$8,872,671	1.29%	-43%
Anchorage, AK	\$2,850,329	0.44%	\$2,546,445	0.37%	12%
TOTAL	\$649,669,661	100.00%	\$687,617,685	100.00%	-6%

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January 2015 Imports

As of January 2015, U.S. imports of fasteners from Japan seem to be picking up. Compared to January of 2014, imports this year have increased 9 percent and totaled \$53 million. Threaded nuts, the number one import, have increased 19 percent from last January and totaled over \$11 million. Washers and screws have also increased 2 and 13 percent, respectively. If this trend continues, 2015 could be a turnaround for U.S. imports of fasteners from Japan.

U.S. Imports of Fasteners from Japan by HTS Code (Jan 2014 vs 2015)

HTS Code 10-digit	January 2015		January 2014		% Change
	Total Value	% of Total Value	Total Value	% of Total Value	Total Value
7318160085 - Other Threaded Nuts Of Iron Or Steel, Nesoi	\$11,361,685	21.20%	\$9,562,234	19.41%	19%
7318220000 - Washers Other Than Lock Washers, Iron Or Steel	\$4,689,913	8.75%	\$4,591,558	9.32%	2%
7318158069 - Screws Of Iron Or Steel, With Hexagonal Heads, Having Shanks Or Threads With A Diameter Of 6 mm Or More, Nesoi	\$4,643,425	8.67%	\$4,121,504	8.37%	13%
7318290000 - Other Non-threaded Articles (fasteners) Of Iron Or Steel, Nesoi	\$3,882,139	7.24%	\$5,311,745	10.78%	-27%
7318158085 - Other Screws Of Iron Or Steel, Having Shanks Or Threads With A Diameter Of 6mm Or More, Nesoi	\$3,790,665	7.07%	\$3,358,152	6.82%	13%
7318152095 - Bolts And Bolts And Their Nuts Or Washers Entering Or Exported In The Same Shipment, Of Iron Or Steel, Having Shanks Or Threads With A Diameter of 6mm Or More Nesoi	\$3,709,517	6.92%	\$2,798,435	5.68%	33%
7318158066 - Cap Screws Of Iron Or Steel, With Hexagonal Heads, Having Shanks Or Threads With A Diameter Of 6 mm Or More	\$3,646,863	6.81%	\$3,643,224	7.39%	0%
7318152065 - Bolts Of Iron Or Steel With Hexagonal Heads, Having Shanks Or Threads with A Diameter Of 6mm Or More, Nesoi	\$3,026,860	5.65%	\$2,712,125	5.50%	12%
7318155090 - Studs Of Iron Or Steel, Threaded, Excluding Stainless Steel, Nesoi	\$2,339,867	4.37%	\$1,833,684	3.72%	28%
7318141060 - Self-tapping Screws Having Shanks Or Threads With A Diameter Of Less Than 6 mm, Of Iron Or Steel Other	\$1,839,735	3.43%	\$1,660,308	3.37%	11%
TOTAL	\$53,583,742	100.00%	\$49,268,175	100.00%	9%

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U.S. Exports of Fasteners to Japan

U.S. exports of fasteners to Japan are a fraction of the size of the imports and have also declined in the last year. In 2014, the United States exported \$82 million fasteners to Japan. Exports to the nation declined 5 percent from 2013 to 2014, but peaked back in 2008 with a value of \$103 million.

Top Products Exported

Nuts of iron or steel (HTS 7318.16.0000) are the largest U.S. fastener export to Japan. Nuts surpassed non-threaded fasteners (HTS 7318.29.0000) in 2014 as the leading exported product. Nuts increased 7 percent with a total value of over \$19 million. In the past seven years non-threaded fasteners were the leading exported product to Japan. But exports of non-threaded fasteners declined over 41 percent from 2013 to 2014. In fact in 2013 the United States exported over \$31 million of non-threaded fasteners to Japan, but in 2014 that number dropped to only \$18 million. Even though almost every other fastener product increased from 2013 to 2014, the drastic drop in non-threaded fasteners led to the decline in total U.S. fastener exports to Japan.

U.S. Exports of Fasteners to Japan by HTS Code

HTS Code 10-digit	2014		2013		% Change
	Total Value	% of Total Value	Total Value	% of Total Value	Total Value
7318160000 - Nuts Of Iron Or Steel	\$19,754,399	23.96%	\$18,377,154	21.45%	7%
7318290000 - Other Non-threaded Articles (Fasteners) Of Iron Or Steel, Nesoi	\$18,848,015	22.86%	\$31,951,131	37.29%	-41%
7318152000 - Bolts And Bolts And Their Nuts Or Washers Exported In The Same Shipment	\$14,831,397	17.99%	\$12,135,427	14.16%	22%
7318159000 - Threaded Fasteners Nesoi Of Iron Or Steel	\$8,962,133	10.87%	\$7,068,759	8.25%	27%
7318220000 - Washers Other Than Lock Washers, Iron Or Steel	\$6,182,384	7.50%	\$4,378,854	5.11%	41%
7318190000 - Threaded Articles Of Iron Or Steel Nesoi (Not Bolts, Nuts Or Screws)	\$5,866,130	7.12%	\$4,722,182	5.51%	24%
7318240000 - Cotter Pins, Of Iron Or Steel	\$2,820,601	3.42%	\$1,301,601	1.52%	117%
7318155000 - Studs Of Iron Or Steel, Threaded	\$1,956,666	2.37%	\$1,542,509	1.80%	27%
7318210000 - Spring Washers And Other Lock Washers, Iron Or Steel	\$1,769,270	2.15%	\$1,811,170	2.11%	-2%
7318230000 - Rivets Of Iron Or Steel	\$733,184	0.89%	\$1,378,613	1.61%	-47%
7318140000 - Self-tapping Screws Of Iron Or Steel	\$617,885	0.75%	\$615,051	0.72%	0%
7318130000 - Screw Hooks And Screw Rings Of Iron Or Steel	\$53,167	0.06%	\$387,038	0.45%	-86%
7318110000 - Coach Screws, Threaded, Of Iron Or Steel	\$46,477	0.06%	\$19,400	0.02%	140%
7318120000 - Wood Screws Other Than Coach Screws, Iron Or Steel, Threaded	\$2,859	0.00%	\$2,533	0.00%	13%
TOTAL	\$82,444,567	100.00%	\$85,691,422	100.00%	-4%

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What Ports Do They Come Out Of ?

Surprisingly, most U.S. fastener exports to Japan travel by air, not vessel. In fact, 43 percent of fastener exports leave from the Los Angeles International Airport. Another 8 percent leave from the port of Los Angeles and 7 percent actually leave from Chicago, Illinois (also by air).

U.S. Exports of Fasteners to Japan by Ports of Departure

US Port	2014		2013		% Change
	Total Value	% of Total Value	Total Value	% of Total Value	Total Value
LA Int Airport, CA	\$35,588,054	43.17%	\$35,854,349	41.84%	-1%
Los Angeles, CA	\$6,971,284	8.46%	\$5,093,293	5.94%	37%
Chicago, IL	\$6,003,158	7.28%	\$5,262,537	6.14%	14%
Honolulu Int Airport	\$4,816,141	5.84%	\$2,600,888	3.04%	85%
Long Beach, CA	\$4,744,551	5.75%	\$4,474,395	5.22%	6%
JFK Int Airport, NY	\$4,132,696	5.01%	\$6,137,998	7.16%	-33%
Anchorage, AK	\$3,481,603	4.22%	\$3,217,172	3.75%	8%
SF Int Airport, CA	\$1,992,820	2.42%	\$5,438,282	6.35%	-63%
Miami Int Airport, FL	\$1,674,447	2.03%	\$1,674,599	1.95%	-0%
Dallas-fort Worth, TX	\$1,350,476	1.64%	\$2,508,486	2.93%	-46%
TOTAL	\$82,444,567	100.00%	\$85,691,422	100.00%	-4%

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January 2015 Exports

So far in 2015, U.S. exports of fasteners to Japan have declined another 10 percent from January of 2014. Although, it looks like threaded screws and bolts (HS 7318.15) may be the new top export this year. Compared with January of last year, threaded screw exports have increased 22 percent and amounted to \$2 million this January. Exports of nuts were stagnant and exports of non-threaded fasteners have continued to decline by another 53 percent.

U.S. Exports of Fasteners to Japan by HS Code (Jan 2014 vs 2015)

HTS Code 6-digit	January 2015		January 2014		% Change
	Total Value	% of Total Value	Total Value	% of Total Value	Total Value
731815 - Threaded Screws And Bolts Nesoi, With Or Without Their Nuts Or Washers, Of Iron Or Steel	\$2,050,322	34.43%	\$1,685,604	25.36%	22%
731816 - Nuts, Threaded, Of Iron Or Steel	\$1,533,151	25.74%	\$1,532,521	23.06%	0%
731829 - Nonthreaded Articles (Fasteners) Nesoi, Of Iron Or Steel	\$1,150,815	19.32%	\$2,433,077	36.61%	-53%
731822 - Washers, Other Than Lock Washers, Of Iron Or Steel	\$555,236	9.32%	\$518,522	7.80%	7%
731819 - Threaded Articles Of Iron Or Steel Nesoi	\$275,883	4.63%	\$195,477	2.94%	41%
731824 - Cotters And Cotter Pins, Of Iron Or Steel	\$165,341	2.78%	\$117,165	1.76%	41%
731814 - Self-tapping Screws, Threaded, Of Iron Or Steel	\$161,402	2.71%	\$7,406	0.11%	2079%
731821 - Spring Washers And Other Lock Washers, Of Iron Or Steel	\$37,377	0.63%	\$48,045	0.72%	-22%
731823 - Rivets Of Iron Or Steel	\$22,611	0.38%	\$103,176	1.55%	-78%
731811 - Coach Screws, Threaded, Of Iron Or Steel	\$3,301	0.06%	\$0	0.00%	N/A
731813 - Screw Hooks And Screw Rings, Threaded, Of Iron Or Steel	\$0	0.00%	\$5,624	0.08%	N/A
TOTAL	\$5,955,439	100.00%	\$6,646,617	100.00%	-10%

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The Future of Fastener Trade with Japan

U.S. imports of fasteners from Japan may pick back up in 2015. The early increase seen this January and growth in trade for multiple products are good signs for imports. As for exports, the data doesn't look too optimistic. There may be another lull in U.S. fastener exports to Japan in 2015, as most products haven't seen much growth so far in January. As we gather more data in 2015, we will see if the early signals hold true. ■