



Trump's Policy Impact on Taiwan's Fastener Industry in the U.S. Market (Part 1) — Aggregate Production & Sales

1. Overview of Trump's New Policies

In early February, U.S. President Trump announced measures to promote "America First," including increased tariffs on countries like China, Canada, and Mexico. Among these countries, China and Mexico are major competitors to Taiwan's fastener products in the U.S. market. However, just as Taiwan's fastener industry players thought they might benefit from these developments, President Trump announced on February 13 the implementation of "reciprocal tariffs." He instructed relevant departments to draft a plan for reciprocal tariffs to be released in April. The targets of these reciprocal tariffs include actions such as imposing tariffs on U.S. products, applying value-added taxes to U.S. businesses, workers, and consumers, implementing non-tariff barriers against the U.S., and enacting policies that distort currency values from market rates, thereby reducing the competitiveness of U.S. businesses and workers. Other unfair practices against the U.S., as determined by relevant departments, are also included. However, products manufactured in the U.S. will not face tariffs. **According to the reciprocal tariff assessment document released on February 14, in addition to raw materials like steel and aluminum, 24 items under tariff codes 7316 to 7318 for fasteners are included. The Taiwanese upstream steel industry generally views the imposition of reciprocal tariffs positively, as they help balance competitive conditions and prevent Taiwan's market from being affected by dumping or unfair subsidies from other countries. However, for the fastener industry, these tariffs will still have some impact on the business environment. Therefore, this study will start from a global perspective on fastener production and sales, focusing on the U.S. and Taiwan's market and product analyses, assessing the impact of U.S. policies, and proposing strategies for Taiwanese businesses to respond to these challenges.**

2. Analysis of Major Importing and Exporting Countries in the Global Fastener Industry

(A) Analysis of Major Fastener Importing Countries

Table 1 provides an overview of the trends in major global fastener importing countries from 2019 to 2023. The total value of global fastener imports was USD50.11 billion, with the top ten importing countries accounting for USD26.70 billion. Over the past five years, the imports of top 10 have experienced an average compound annual growth rate (CAGR) of 3.9%, and represented 53.3% of total global imports, indicating a concentrated market structure. The top three importing countries, in terms of their import values and market shares,



Table 1. Trends in Major Global Fastener Importing Countries (2019-2023)

Unit: USD 0.1 billion ; %

Ranking	Country	2019	2020	2021	2022	2023	Proportion in 2023	CAGR
1	USA	58.08	50.58	65.70	85.33	67.05	13.4%	3.7%
2	Germany	40.71	35.46	45.37	51.24	48.17	9.6%	4.3%
3	Mexico	30.24	24.88	32.02	36.21	34.56	6.9%	3.4%
4	China	28.39	27.87	32.81	28.58	24.46	4.9%	-3.7%
5	France	17.71	14.86	17.92	19.61	20.01	4.0%	3.1%
6	Canada	16.61	13.82	16.41	19.84	19.81	4.0%	4.5%
7	U.K.	13.69	10.45	13.70	15.51	14.81	3.0%	2.0%
8	Poland	4.96	9.33	12.41	13.22	13.17	2.6%	27.7%
9	Italy	9.50	8.86	13.33	14.29	13.02	2.6%	8.2%
10	Netherlands	9.50	8.70	11.41	12.81	11.94	2.4%	5.9%
Sum of Top 10 Importing Countries		229.40	204.82	261.07	296.64	267.01	53.3%	3.9%
Sum of Other Importing Countries		198.06	178.64	222.44	237.50	234.10	46.7%	4.3%
Sum of Global Importing Countries		427.46	383.46	483.52	534.14	501.10	100.0%	4.1%

(Source: ITC)

Table 2. Trends in Major Global Fastener Exporting Countries (2019-2023)

Unit: USD 0.1 billion ; %

Ranking	Country	2019	2020	2021	2022	2023	Proportion in 2023	CAGR
1	China	64.19	69.60	93.05	111.79	91.85	19.0%	9.4%
2	Germany	65.47	60.87	73.59	72.38	76.98	15.9%	4.1%
3	USA	44.00	36.24	41.37	47.65	54.47	11.3%	5.5%
4	Taiwan	43.21	39.88	53.33	61.22	45.94	9.5%	1.5%
5	Italy	19.36	17.15	22.09	22.83	24.54	5.1%	6.1%
6	Japan	27.69	23.80	29.25	25.79	23.86	4.9%	-3.7%
7	France	15.87	13.06	14.36	14.85	16.98	3.5%	1.7%
8	U.K.	9.18	7.63	8.81	9.51	10.54	2.2%	3.5%
9	South Korea	8.80	7.89	9.10	10.10	10.36	2.1%	4.2%
10	Netherlands	7.88	7.30	8.96	8.57	9.54	2.0%	4.9%
Sum of Top 10 Exporting Countries		305.65	283.43	353.91	384.69	365.05	75.4%	4.5%
Sum of Other Exporting Countries		94.90	85.26	107.81	119.76	118.87	24.6%	5.8%
Sum of Global Exporting Countries		400.55	368.69	461.72	504.45	483.92	100.0%	4.8%

(Source: ITC)

are: the U.S. (USD 6.70 billion / 13.4%), Germany (USD4.82 billion / 9.6%), and Mexico (USD3.46 billion / 6.9%). **As the largest importer of fasteners globally, the U.S. has experienced a CAGR of 3.7% over the past five years. Overall, the three largest importers (the U.S., Germany, and Mexico) have maintained positive compound growth rates, while China has seen a decline (-3.7%). This decrease is likely due to an increase in China's domestic self-sufficiency for various screws, which has gradually reduced its reliance on foreign imports.**

(B) Analysis of Major Global Fastener Exporting Countries

Table 2 provides an overview of the trends in major global fastener exporting countries from 2019 to 2023. The total value of global fastener exports was USD48.39 billion, with the top ten exporting countries accounting for USD36.50 billion and representing 75.4% of total global exports, indicating a highly concentrated market structure. The top three exporting countries, in terms of their export values and market shares, are: China (USD9.185 billion / 19.0%), Germany (USD7.698 billion / 15.9%), and the United States (USD5.47 billion / 11.3%). Taiwan ranked fourth with exports valued at USD4.594 billion (9.5%). Among the top ten exporting countries, China, the largest exporter, had the highest compound annual growth rate (CAGR) at 9.4%. **The United States, as the third-largest exporter, maintained a CAGR of 5.5% over the five-year period, demonstrating significant export strength and competitiveness in the fastener industry.**



Table 3. Major Fastener Import Sources for the U.S. and Trends (2020-2024)

Unit: USD 0.1 billion ; %

Ranking	Country	2020	2021	2022	2023	2024	Proportion in 2024	CAGR
1	Taiwan	18.76	25.07	33.47	23.41	23.15	32.8%	5.4%
2	China	8.99	12.60	18.50	11.85	13.23	18.8%	10.1%
3	Japan	5.24	6.57	6.18	5.89	6.60	9.4%	6.0%
4	Canada	2.64	3.27	3.93	4.09	4.16	5.9%	12.0%
5	Germany	3.42	3.82	3.85	3.91	4.01	5.7%	4.1%
6	South Korea	1.83	2.29	3.14	2.89	3.15	4.5%	14.6%
7	Italy	1.43	1.78	2.06	2.37	2.67	3.8%	16.9%
8	India	1.16	2.04	2.85	2.19	2.61	3.7%	22.4%
9	Mexico	1.14	1.31	1.73	1.84	2.01	2.9%	15.3%
10	France	0.72	0.71	0.96	1.15	1.32	1.9%	16.6%
Sum of Top 10 Import Sources		45.32	59.45	76.67	59.58	62.92	89.2%	8.5%
Sum of Other Import Sources		5.26	6.25	8.66	7.48	7.63	10.8%	9.7%
Sum of U.S. Import		50.58	65.70	85.33	67.05	70.55	100.0%	8.7%

(Source: ITC)

Table 4. Breakdown of Fastener Products Imported by the U.S. (2020-2024)

Unit: USD 0.1 billion ; %

Product Name	Code	2020	2021	2022	2023	2024	Proportion in 2024	CAGR
Iron & Steel Screws and Bolts	731815	21.25	26.78	36.41	28.67	30.41	43.1%	9.4%
Iron & Steel Nuts	731816	10.12	13.74	17.53	13.85	15.32	21.7%	10.9%
Iron & Steel Self-tapping Screws	731814	10.49	13.63	16.68	12.68	12.57	17.8%	4.6%
Non-threaded Products Made of Iron & Steel	731829	3.02	3.92	4.78	4.16	4.22	6.0%	8.7%
Iron & Steel Washers	731822	2.32	3.25	4.23	3.11	3.44	4.9%	10.4%
Iron & Steel Threaded Products	731819	1.01	1.24	1.82	1.59	1.60	2.3%	12.1%
Iron & Steel Springs/Lock Washers	731821	0.62	0.77	0.92	0.78	0.82	1.2%	7.2%
Iron & Steel Cotter Pins	731824	0.49	0.69	0.82	0.73	0.79	1.1%	12.6%
Iron & Steel Rivets	731823	0.60	0.81	1.02	0.75	0.70	1.0%	3.8%
Iron & Steel Wood Screws	731812	0.26	0.41	0.50	0.36	0.31	0.4%	4.4%
Iron & Steel Automotive Screws	731811	0.21	0.26	0.37	0.20	0.20	0.3%	-1.1%
Iron & Steel Hooks / Rings	731813	0.20	0.21	0.24	0.17	0.18	0.2%	-2.7%
Sum of Import Value		50.58	65.70	85.33	67.05	70.55	100.0%	8.7%

3. Major Fastener Import Sources and Export Destinations for the U.S. and Product Category Analysis

(A) Analysis of Major Fastener Import Sources for the U.S.

Table 3 provides an overview of major fastener import sources for the U.S. and trends from 2020 to 2024. In 2024, the total value of U.S. fastener imports was approximately USD7.055 billion, with a compound annual growth rate (CAGR) of about 8.7% over the past five years. The top ten import sources accounted for USD6.292 billion, representing 89.2% of total U.S. imports, indicating a highly concentrated market structure. The average CAGR for these top ten sources was 8.5% over the same period. The top three import sources, in terms of their import values and market shares, are: Taiwan (USD2.315 billion / 32.8%), China (USD1.323 billion / 18.8%), and Japan (USD660 million / 9.4%). Taiwan and China remain the primary sources of fastener imports for the U.S., collectively accounting for more than half of the total. Countries with higher CAGRs include India (22.4%), Italy (16.9%), and France (16.6%). Following COVID-19, the U.S. manufacturing sector experienced a rapid recovery, which, combined with the Federal Reserve's expansive monetary policies, led to a significant increase in demand for fasteners. However, as the Federal Reserve continued to raise interest rates in 2023 to combat inflation, demand in many industries began to decline. **Although Taiwan is the largest source of fastener imports for the U.S., its CAGR is relatively low compared to other major import sources. Although Taiwan has benefited from orders redirected to Taiwan due to the U.S.-China trade tensions, its competitors still have grown at a higher rate, which Taiwanese suppliers should keep a close watch on.**



Table 5. Major Export Destinations for the U.S. and Trends (2020-2024)

Unit: USD 0.1 billion ; %

Ranking	Country	2020	2021	2022	2023	2024	Proportion in 2024	CAGR
1	Mexico	12.15	14.75	17.14	19.36	19.96	21.6%	13.2%
2	Canada	9.48	10.95	12.31	13.55	12.82	16.9%	7.8%
3	China	1.83	2.50	2.31	2.75	2.66	3.3%	9.8%
4	U.K.	1.27	1.10	1.27	1.39	1.86	2.3%	9.9%
5	Germany	0.98	0.91	1.17	1.40	1.48	1.7%	10.9%
6	France	0.79	0.60	0.83	0.88	1.36	1.4%	14.4%
7	Brazil	0.90	0.95	1.22	1.22	1.31	1.6%	9.8%
8	Japan	0.84	0.73	0.88	0.90	1.27	1.5%	11.0%
9	South Korea	0.76	0.91	0.80	1.03	1.18	1.4%	11.6%
10	Singapore	0.76	0.85	0.89	0.91	1.18	1.4%	11.4%
Sum of Top 10 Export Destinations		29.79	34.25	38.81	43.40	45.09	80.1%	10.9%
Sum of Other Export Destinations		6.46	7.11	8.84	11.07	11.19	19.9%	14.7%
Sum of U.S. Export		36.24	41.37	47.65	54.47	56.28	100.0%	11.6%

(Source: ITC)

Table 6. Breakdown of Fastener Products Exported by the U.S. (2020-2024)

Unit: USD 0.1 billion ; %

Product Name	Code	2020	2021	2022	2023	2024	Proportion in 2024	CAGR
Iron & Steel Screws and Bolts	731815	16.76	19.37	22.04	24.04	25.00	44.4%	10.5%
Iron & Steel Nuts	731816	5.64	6.21	9.10	10.41	11.37	20.2%	19.1%
Non-Threaded Products Made of Iron & Steel	731829	4.02	4.50	5.20	5.73	5.98	10.6%	10.4%
Iron & Steel Threaded Products	731819	3.73	4.07	2.59	4.95	3.67	6.5%	-0.4%
Iron & Steel Washers	731822	2.15	2.54	3.04	3.10	3.32	5.9%	11.6%
Iron & Steel Cotter Pins	731824	1.20	1.41	1.86	1.94	2.11	3.7%	15.2%
Iron & Steel Rivets	731823	0.77	0.97	1.13	1.34	1.80	3.2%	23.7%
Iron & Steel Self-Tapping Screws	731814	1.12	1.32	1.49	1.60	1.58	2.8%	9.1%
Iron & Steel Springs / Lock Washers	731821	0.47	0.61	0.72	0.87	1.00	1.8%	20.8%
Iron & Steel Automotive Screws	731811	0.17	0.16	0.21	0.21	0.22	0.4%	7.5%
Iron & Steel Wood Screws	731812	0.12	0.13	0.19	0.17	0.13	0.2%	2.1%
Iron & Steel Hooks / Rings	731813	0.11	0.08	0.09	0.10	0.11	0.2%	-0.4%
Sum of Export Value		36.24	41.37	47.65	54.47	56.28	100.0%	11.6%

(B) Breakdown of Fastener Products Imported by the U.S.

Table 4 provides a breakdown of fastener products imported by the U.S. from 2020 to 2024. The import values and market shares for major fastener products are: screws and bolts (USD3.041 billion / 43.1%), nuts (USD1.532 billion / 21.7%), and self-tapping screws (USD1.257 billion / 17.8%). The compound annual growth rates (CAGRs) for the top two imported products both fell within the range of 9% to 10%. Except for a few items with little import value that experienced negative growth, most products showed positive growth, indicating stable long-term demand. However, following the easing of COVID-19 in 2022-2023, the demand for home improvements decreased, and the number of new housing starts was lower than in 2022. This directly led to a decline in the import demand for wood screws and self-tapping screws. Other products, such as small screws, also saw reduced imports due to high inventory levels. Overall, **the U.S. demand for mid-to-low-end fasteners decreased significantly in 2023. However, demand in high-end applications, such as the automotive industry, remained strong. In 2024, imports maintained a growth rate of 5.2%, making the U.S. a major export destination for global fastener exporters.**

(C) Analysis of Major Export Destinations for the U.S.

Table 5 provides an overview of major export destinations for the U.S. and trends from 2020 to 2024. In 2024, the total value of U.S. fastener exports was approximately USD5.628 billion, with a compound annual growth rate (CAGR) of 11.6% over the past five years. The top ten export destinations accounted for USD4.509 billion, representing 80.1% of total global exports, indicating a highly concentrated

Table 7. Major Export Destinations for Taiwan's Fasteners and Trends (2019-2023)

Unit: USD 0.1 billion ; %

Ranking	Country	2019	2020	2021	2022	2023	Proportion in 2023	CAGR
1	USA	17.56	16.99	22.58	27.41	20.17	43.9%	3.5%
2	Germany	3.92	3.42	4.56	5.10	3.91	8.5%	-0.1%
3	Netherlands	2.28	1.96	2.93	3.34	2.90	6.3%	6.2%
4	Japan	2.42	2.11	2.47	2.85	2.07	4.5%	-3.7%
5	U.K.	1.71	1.38	2.09	2.07	1.59	3.5%	-1.9%
6	Canada	1.45	1.29	1.77	1.94	1.39	3.0%	-1.0%
7	China	1.14	1.30	1.92	1.71	1.36	3.0%	4.5%
8	Mexico	0.97	0.78	1.20	1.37	1.33	2.9%	8.1%
9	Italy	0.82	0.71	1.04	1.30	0.91	2.0%	2.5%
10	France	0.81	0.69	0.83	0.96	0.81	1.8%	0.0%
Sum of Top 10 Export Destinations		33.09	30.63	41.40	48.05	36.45	79.4%	2.4%
Sum of Other Export Destinations		10.11	9.25	11.94	13.17	9.48	20.6%	-1.6%
Sum of Taiwan's Export		43.21	39.88	53.33	61.22	45.94	100.0%	1.5%

market structure. The top three countries to which the U.S. exports fasteners, in terms of export values and market shares, are: Mexico (USD1.996 billion / 21.6%), Canada (USD1.282 billion / 16.9%), and China (USD266 million / 3.3%). The CAGRs for the top two export destinations have been stable over the past five years, while China, the third-largest export destination, lags behind Mexico. This shows that **U.S. fasteners are primarily supplied to the nearby North American market.**

(D) Analysis of Breakdown of Fastener Products Exported by the U.S.

Table 6 provides a breakdown of fastener products exported by the U.S. from 2020 to 2024. The export values and market shares for major fastener products are: screws and bolts (USD2.50 billion / 44.4%), nuts (USD1.137 billion / 20.2%), and non-threaded products (USD598 million / 10.6%). Over the past five years, the compound annual growth rate (CAGR) for most fasteners exported by the U.S. has been positive, except for threaded products and hooks. **The top three fastener products exported by the U.S. remain stable in the Americas, indicating the U.S. long-term consolidation of nearby markets.**

(E) Analysis of Major Export Destinations for Taiwan's Fasteners

Table 7 provides an overview of major export destinations for Taiwan's fasteners and trends from 2019 to 2023. In 2023, the total export value of Taiwanese fasteners was approximately USD4.594 billion. The top ten export destinations accounted for USD3.645 billion. The top three countries to which Taiwan exports fasteners, in terms of export values and market shares, are: the United States (USD2.017 billion / 43.9%), Germany (USD391 million / 8.5%), and the Netherlands (USD290 million / 6.3%). While the U.S. market has remained stable over the long term, it is noteworthy that the Netherlands and Mexico have shown positive compound annual growth rates, at 6.2% and 8.1%, respectively. There are ongoing global tensions, including the U.S.-China trade war and the impact of the Russia-Ukraine conflict on European economic recovery, and Taiwan's fasteners exported to Southeast Asia now face tariffs ranging from 15% to 25%. Currently, the U.S. remains the primary market for Taiwan, but it is experiencing a decline. **Based on a negative growth rate of -6.9% for the first three quarters of 2024, the estimated export value of Taiwanese fasteners for the full year is approximately USD4.279 billion.**

4. Conclusion and Future Chapters

Currently, Taiwanese fastener manufacturers believe that the U.S. reciprocal tariffs will increase costs, and traders expect that some of these costs will be passed on to Taiwanese fastener companies, affecting their profitability. Excluding specialized fastener manufacturers who have technological advantages that prevent customers from switching suppliers, the increased tariff costs are likely to be absorbed by major foreign clients. For standard fastener manufacturers, it may be necessary to prepare in advance. In the next chapter, I will analyze the structure of Taiwan's exported fastener products, compare prices with its competing countries, and conduct scenario-based assessments of the impact of U.S. tariffs on Taiwan. Finally, I will propose strategies for Taiwanese businesses to respond to the challenges posed by Trump's policies. ■

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