

An analysis on what the rising hand tool trade looks like, the top and key products, pricing overview, and top countries traded with.

# A Recap of the U.S. Hand Tool Trade for Fasteners from 2007 to 2013

2007-2013 美國  
扣件用手工工具貿易概況

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Data & graph source from Zepol Corp.

## Overview of U.S. Hand Tools

The imports and exports of fasteners in the United States is a huge industry for not only the U.S., but also nations around the world, so it's no wonder that the hand tools industry is large as well. Hand tools, power tools, and calibrating tools used for fasteners like screws, bolts, and rivets account for a large part of the American trade industry. In 2013, (January through November) the United States imported nearly \$1.37 billion worth of hand tools. Compared with the same time in 2012, imports of hand tools are up 7%. Since 2007, hand tool imports in the United States have risen

35% and most intensely in the past two years. In 2011, hand tool imports broke the \$1 billion mark and hadn't done so since 2007.

U.S. exports of hand tools aren't very close to their import values but are still a multi-million dollar industry. In January through November of 2013, U.S. companies exported almost \$200 million in hand tools to nations around the world. From 2007 to 2012, exports of fasteners have increased 70%, a shift from \$132 million to \$225 million. This year compared to the same time in 2012, exports have decreased 5.7%.

Annual Imports of Hand Tools by Total Value

HTS Code	2007	2008	2009	2010	2011	2012	2013 (Jan.-Nov.)
8467210010	\$509,457,091	\$445,908,977	\$392,388,282	\$443,791,816	\$495,426,222	\$483,168,981	\$446,529,504
8467290040	\$283,251,952	\$340,060,263	\$241,178,308	\$352,217,290	\$475,922,164	\$665,045,019	\$711,464,745
8467115040	\$90,939,332	\$93,693,135	\$65,871,309	\$89,991,607	\$108,465,684	\$108,229,857	\$95,223,151
8467210050	\$60,331,766	\$44,207,225	\$34,960,566	\$41,334,867	\$44,380,419	\$43,878,147	\$52,727,406
8467210030	\$28,751,137	\$39,606,273	\$40,746,996	\$38,916,181	\$34,073,836	\$32,597,300	\$30,754,359
8467115020	\$31,807,117	\$28,101,450	\$14,765,125	\$22,841,020	\$31,657,976	\$32,171,532	\$28,457,644
TOTAL	\$1,004,538,395	\$991,577,323	\$789,910,586	\$989,092,781	\$1,189,926,301	\$1,365,090,836	\$1,365,156,809

Annual Exports of Hand Tools by Total Value

HTS Code	2007	2008	2009	2010	2011	2012	2013 (Jan.-Nov.)
8467290040	\$21,111,261	\$23,247,805	\$19,413,763	\$38,898,386	\$70,224,671	\$83,941,834	\$76,594,848
8467210010	\$43,128,347	\$47,129,358	\$32,253,609	\$35,571,570	\$46,146,849	\$44,183,969	\$43,471,625
8467115040	\$32,630,949	\$33,382,639	\$28,340,995	\$37,237,635	\$51,760,420	\$48,952,279	\$40,399,394
8467115020	\$26,370,533	\$22,589,342	\$16,807,154	\$17,501,559	\$24,516,695	\$25,111,865	\$25,988,465
8467210050	\$7,563,242	\$6,600,688	\$14,190,955	\$19,906,636	\$16,747,466	\$20,890,858	\$9,798,400
8467210030	\$1,748,776	\$3,840,363	\$1,641,186	\$2,937,428	\$3,838,862	\$2,337,827	\$3,185,804
TOTAL	\$132,553,108	\$136,790,195	\$112,647,662	\$152,053,214	\$213,234,963	\$225,418,632	\$199,438,536

Note: the data mentioned in this article were from hand tools that specifically fasten fasteners and from the harmonized tariff codes listed below.

- 8467290040 - Electric Hand Screwdrivers, Nut-runners, Impact Wrenches
- 8467210050 - Electric Hand Drills, Rotary, With A Chuck Capacity Of 12.7 Mm Or More, Other Than Battery Powered
- 8467210030 - Electric Hand Drills, Rotary, With A Chuck Capacity Of Less Than 12.7 Mm, Other Than Battery Powered
- 8467210010 - Electric Hand Drills, Rotary, Battery Powered
- 8467115040 - Wrenches, Rotary Type, Pneumatic Hand-directed Tools, Nesoi
- 8467115020 - Drills, Except Rock, Screwdrivers And Nut Runners, Rotary Type, Pneumatic Hand-directed, Nesoi

## Learn About Key Products

The top hand tool products consumed by U.S. companies are electric hand screwdrivers, nut-runners, and impact wrenches. These tools make up for 52% of hand tool imports and so far in 2013, have amounted to over \$711 million. The second most popular hand tool import is electric hand drills (electric and rotary). Electric hand drill imports have totaled almost \$446 million so far this year and have hovered around that value for the past five years.

## Drill Down to Pricing

The average price per kilogram of hand tool imports in 2011 was \$14 to \$15, but 2012 through 2013 this price per kilogram has risen to anywhere from \$15 to \$16.80. The most expensive import by HTS code product is electric hand screwdrivers, nut-runners, and impact wrenches. Together their price per kilogram has increased quite a bit in the past few years. In third quarter of 2011 their price was at \$17.77 per kilogram, but at the same time in 2013 the price was up to \$19.13.

Specific imported products that seem to have rising price and

interest are battery powered rotary hand drill and non-battery powered hand drills with a chuck capacity of 12.7 or more. These products both reached their highest price per kilogram ever in Q3 of 2013. Battery powered rotary hand drills prices have increased from \$13.41 to \$16.41 in less than three years time. Non-battery powered hand drills with a chuck capacity (meaning the max drill bit size compatible) of 12.7 or more had a similar increase in price per kilogram of \$11.06 to \$13.75 in the same time frame. Although these two products had some notable increases, most hand tool imports have all risen in price from 2011, with demand for the tools presumably increasing in the United States.

## Top Countries of Trade for Hand Tools

The United States imports a significant amount of hand tools (over \$1 million in the past 4 years) from over 21 nations around the world. Although, most of the hand tools the United States purchases come from China. In fact, China supplies nearly 67% of all U.S. hand tool imports and so far in 2013 that has a value of around \$908 million. The significant amount received from China may have to do with a

lower price. The average price per kilogram of hand tools from China in 2013 was \$16.11, which is 17 cents cheaper than the total average.

Mexico, Taiwan, and Japan also supply a significant amount of hand tools to the United States. Mexico, the second highest supplier, sent over \$294 million in hand tools in 2013 (January- November), already topping its entire exports from 2012.

In terms of U.S. exports of hand tools, the top countries purchasing them from the United States are Canada, the United Kingdom, Mexico, and Germany. Canada tops the list as the largest importer of American hand tool exports. The nation to the north has already imported 47% of the exports in 2013, which had a value of over \$95 million. Mexico is the second largest importer of American hand tools but has imported a significantly lower amount with a value of \$11.8 million so far in 2013.

It's not surprising that the United States' bordering nations consume the majority of its hand tool exports. What is surprising is that out of the blue in 2013, Finland has been the third largest consumer of U.S. hand tools. Finland had never imported more than \$1.5 million worth of hand tools from

Annual Imports of Hand Tools by Vessel Value Quarterly

HTS Code	2011 Q1	2011 Q2	2011 Q3	2011 Q4	2012 Q1	2012 Q2
TOTAL	\$172,680,684	\$209,030,515	\$261,448,781	\$229,919,212	\$188,288,078	\$245,402,252
8467290040	\$62,154,577	\$73,147,393	\$95,146,895	\$89,776,321	\$74,496,923	\$110,033,152
8467210050	\$6,244,546	\$8,908,785	\$9,615,628	\$6,314,815	\$7,319,406	\$8,864,985
8467210030	\$7,268,379	\$9,984,663	\$9,603,894	\$6,884,804	\$7,057,203	\$9,233,060
8467210010	\$73,934,036	\$88,922,277	\$119,648,032	\$99,278,294	\$75,879,365	\$89,889,705
8467115040	\$20,287,372	\$23,965,776	\$24,033,568	\$24,989,694	\$21,116,232	\$24,332,732
8467115020	\$2,791,774	\$4,101,621	\$3,400,764	\$2,675,284	\$2,418,949	\$3,048,618
HTS Code	2012 Q3	2012 Q4	2013 Q1	2013 Q2	2013 Q3	*2013 Q4
TOTAL	\$290,655,524	\$263,510,199	\$199,134,638	\$240,386,631	\$298,257,343	\$226,881,925
8467290040	\$141,434,137	\$122,416,448	\$79,056,770	\$121,889,171	\$138,831,547	\$112,487,954
8467210050	\$8,076,522	\$7,832,941	\$8,772,617	\$9,954,443	\$13,049,778	\$8,615,855
8467210030	\$8,611,743	\$7,432,557	\$8,007,392	\$8,073,283	\$9,059,531	\$5,279,224
8467210010	\$105,114,396	\$102,782,666	\$77,295,796	\$76,933,908	\$110,208,395	\$85,609,935
8467115040	\$23,803,544	\$20,542,442	\$22,832,549	\$20,580,421	\$24,347,056	\$13,454,333
8467115020	\$3,615,182	\$2,503,145	\$3,169,514	\$2,955,405	\$2,761,036	\$1,434,624

Annual Imports of Hand Tools by Vessel Weight Quarterly

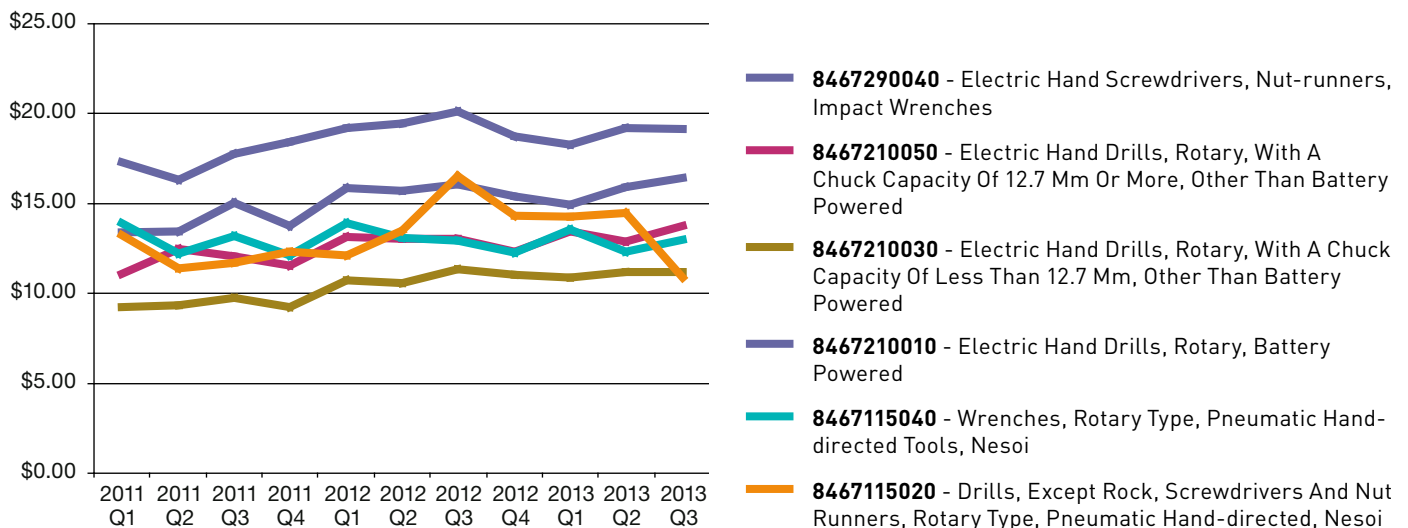
HTS Code	2011 Q1	2011 Q2	2011 Q3	2011 Q4	2012 Q1	2012 Q2
TOTAL	12,120,845	15,191,116	17,208,395	15,659,660	11,599,788	15,023,613
8467290040	3,592,574	4,482,828	5,354,174	4,870,722	3,882,305	5,657,391
8467210050	564,359	715,398	796,611	546,559	557,671	680,900
8467210030	784,642	1,068,922	986,875	744,462	657,501	871,603
8467210010	5,512,716	6,604,127	7,960,605	7,216,711	4,785,403	5,731,411
8467115040	1,455,656	1,959,849	1,819,765	2,064,192	1,517,205	1,856,923
8467115020	210,898	359,992	290,365	217,014	199,703	225,385
HTS Code	2012 Q3	2012 Q4	2013 Q1	2013 Q2	2013 Q3	*2013 Q4
TOTAL	17,007,644	16,368,067	12,786,526	14,545,949	17,860,731	13,497,643
8467290040	7,027,224	6,540,653	4,328,015	6,344,638	7,255,927	5,673,712
8467210050	618,692	634,833	652,435	771,243	949,018	742,274
8467210030	760,663	674,900	734,235	719,897	811,207	455,782
8467210010	6,540,333	6,666,692	5,165,779	4,833,261	6,715,405	5,352,376
8467115040	1,841,992	1,676,425	1,683,903	1,672,607	1,875,440	1,170,356
8467115020	218,740	174,564	222,159	204,303	253,734	103,143

the United States and that number was only from 2012. This year the Fins have imported close to that of Mexico, with a value of \$11.6 million. It's unclear why Finland has ramped up its imports from the United States, whether it's due to increased construction or just diversifying supply.

Overall, imports and exports of hand tools in the United States have been a rising business in the past seven years. The trade of hand tool products for fasteners is a pretty significant industry and it doesn't look like it will be slowing down in the future.

Annual Imports of Hand Tools by Price Per Kilogram by Vessel Quarterly

HTS Code	2011 Q1	2011 Q2	2011 Q3	2011 Q4	2012 Q1	2012 Q2
TOTAL	\$17.30	\$16.32	\$17.77	\$18.43	\$19.19	\$19.45
8467290040	\$11.06	\$12.45	\$12.07	\$11.55	\$13.12	\$13.02
8467210050	\$9.26	\$9.34	\$9.73	\$9.25	\$10.73	\$10.59
8467210030	\$13.41	\$13.46	\$15.03	\$13.76	\$15.86	\$15.68
8467210010	\$13.94	\$12.23	\$13.21	\$12.11	\$13.92	\$13.10
8467115040	\$13.24	\$11.39	\$11.71	\$12.33	\$12.11	\$13.53
8467115020	210,898	359,992	290,365	217,014	199,703	225,385
HTS Code	2012 Q3	2012 Q4	2013 Q1	2013 Q2	2013 Q3	*2013 Q4
TOTAL	\$20.13	\$18.72	\$18.27	\$19.21	\$19.13	\$19.83
8467290040	\$13.05	\$12.34	\$13.45	\$12.91	\$13.75	\$11.61
8467210050	\$11.32	\$11.01	\$10.91	\$11.21	\$11.17	\$11.58
8467210030	\$16.07	\$15.42	\$14.96	\$15.92	\$16.41	\$15.99
8467210010	\$12.92	\$12.25	\$13.56	\$12.30	\$12.98	\$11.50
8467115040	\$16.53	\$14.34	\$14.27	\$14.47	\$10.88	\$13.91
8467115020	218,740	174,564	222,159	204,303	253,734	103,143



**Annual Imports of Hand Tools by Country Total Value**

Country	2007	2008	2009	2010	2011	2012	*2013
China	\$618,290,777	\$628,408,154	\$533,929,751	\$641,433,652	\$787,896,569	\$919,791,717	\$908,032,154
Mexico	\$220,928,646	\$206,126,043	\$160,833,171	\$214,605,611	\$231,218,049	\$269,220,069	\$294,159,101
Taiwan	\$36,459,337	\$36,766,193	\$22,690,920	\$32,147,145	\$41,425,380	\$47,850,863	\$48,754,969
Japan	\$46,818,727	\$44,981,265	\$20,146,338	\$28,268,468	\$36,091,975	\$34,310,860	\$26,500,810
Sweden	\$28,011,460	\$25,147,850	\$14,421,939	\$21,640,937	\$30,266,769	\$46,695,399	\$43,187,306
Malaysia	\$18,210,507	\$13,555,032	\$13,822,523	\$16,099,656	\$19,880,679	\$9,900,769	\$13,426,232
Germany	\$9,886,186	\$8,971,014	\$6,806,324	\$8,718,844	\$16,319,562	\$15,001,053	\$13,440,736
Switzerland	\$10,466,914	\$10,582,587	\$6,002,888	\$6,011,431	\$6,991,108	\$945,966	\$865,877
Canada	\$4,897,405	\$5,629,514	\$5,482,815	\$6,170,262	\$6,758,656	\$7,607,126	\$4,924,706
Hungary	\$0	\$121,673	\$1,226,235	\$1,742,677	\$4,218,822	\$4,037,519	\$2,671,653
Italy	\$1,143,785	\$923,179	\$703,584	\$1,715,302	\$2,869,185	\$3,531,430	\$1,559,790
United Kingdom	\$1,063,820	\$2,995,374	\$578,958	\$2,603,950	\$1,542,345	\$2,050,001	\$1,479,830
France	\$1,739,786	\$2,228,017	\$806,453	\$1,757,992	\$1,072,076	\$1,685,857	\$2,616,892
India	\$1,249,105	\$1,108,901	\$490,398	\$497,583	\$626,007	\$583,949	\$541,363
Czech Republic	\$20,942	\$16,340	\$223,286	\$3,174,892	\$884,868	\$530,394	\$226,775
Finland	\$236,603	\$1,234,148	\$645,887	\$411,653	\$330,721	\$250,968	\$474,100
South Korea	\$343,877	\$874,349	\$57,695	\$222,060	\$500,242	\$335,113	\$1,087,150
Hong Kong	\$2,027,323	\$11,316	\$108,380	\$146,821	\$258,920	\$16,557	\$285,253
Liechtenstein	\$1,075,415	\$730,101	\$372,971	\$0	\$0	\$2,085	\$0
Poland	\$450,613	\$401,755	\$73,157	\$6,060	\$109,554	\$49,979	\$111,322

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**Annual Exports of Hand Tools by Country Total Value**

Country	2007	2008	2009	2010	2011	2012	*2013
Canada	\$40,568,770	\$53,982,724	\$51,244,473	\$77,566,078	\$108,425,528	\$119,280,667	\$95,462,101
Mexico	\$5,423,572	\$4,315,789	\$11,875,650	\$10,085,111	\$12,830,042	\$12,830,576	\$11,796,895
Finland	\$181,938	\$351,817	\$209,126	\$301,464	\$338,887	\$1,534,042	\$11,611,790
Australia	\$1,846,896	\$3,930,818	\$4,965,863	\$6,422,637	\$8,420,511	\$10,595,745	\$9,508,539
Germany	\$9,781,456	\$10,597,819	\$4,703,315	\$3,346,768	\$10,385,651	\$11,791,158	\$7,982,205
United Kingdom	\$17,013,798	\$10,924,649	\$11,996,537	\$14,891,040	\$7,556,548	\$7,609,449	\$7,140,458
China	\$7,658,414	\$7,337,844	\$5,383,482	\$9,256,389	\$9,610,603	\$8,421,522	\$7,017,525
Belgium	\$3,065,309	\$1,080,082	\$425,292	\$764,627	\$7,175,889	\$7,054,767	\$5,419,886
Brazil	\$1,250,113	\$2,337,995	\$1,446,967	\$3,211,058	\$4,198,787	\$5,045,047	\$4,601,870
Japan	\$10,774,457	\$6,010,910	\$3,580,539	\$3,474,625	\$5,835,446	\$5,856,227	\$4,247,419
Chile	\$487,423	\$344,939	\$555,091	\$1,099,745	\$1,368,995	\$4,235,678	\$4,104,286
Venezuela	\$990,825	\$1,282,348	\$916,126	\$560,103	\$994,023	\$2,155,747	\$2,315,028
Morocco	\$16,646	\$0	\$0	\$326,498	\$2,683,178	\$957,545	\$1,767,215
Colombia	\$822,175	\$1,381,726	\$325,580	\$636,859	\$1,312,766	\$1,868,078	\$1,604,720
UAE	\$378,503	\$447,093	\$548,977	\$511,160	\$902,634	\$900,742	\$1,471,548
South Korea	\$1,522,488	\$872,015	\$1,452,129	\$1,368,774	\$2,252,655	\$2,716,624	\$1,436,387
France	\$5,873,627	\$5,474,799	\$2,943,145	\$2,580,330	\$1,473,733	\$3,090,520	\$1,428,398
India	\$665,867	\$660,362	\$399,114	\$897,710	\$1,345,230	\$1,378,268	\$1,425,322
Argentina	\$1,084,146	\$1,593,232	\$668,434	\$1,290,489	\$3,644,400	\$2,310,848	\$1,411,368
Singapore	\$1,183,917	\$1,642,545	\$1,212,493	\$1,693,270	\$2,894,681	\$1,978,179	\$1,405,733
New Zealand	\$263,652	\$286,064	\$271,333	\$107,962	\$1,632,992	\$1,368,857	\$1,293,034
Taiwan	\$856,084	\$818,390	\$251,781	\$582,464	\$562,631	\$626,394	\$1,268,240



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