

U.S. FASTENER Export/Import UPDATE

TRADE DATA ANALYSIS

by Zepol Corporation

Import and export values for the fastener industry increased greatly in April 2010, with exports up 37.5 percent and imports up 40.4 percent over April 2009. This positive trend for both fastener exports and imports may suggest that the sluggish construction industry is beginning to gain strength again.

Though the value for both fastener imports and exports as a whole grew significantly since April 2009, there were a few categories with negative growth. Continuing the trends reported in our February update, April 2010 exports of coach screws decreased by 8.0 percent since April 2009. Exports of wood non-coach screws also decreased by 8.0 percent, while imports of this category decreased by 11.8 percent.

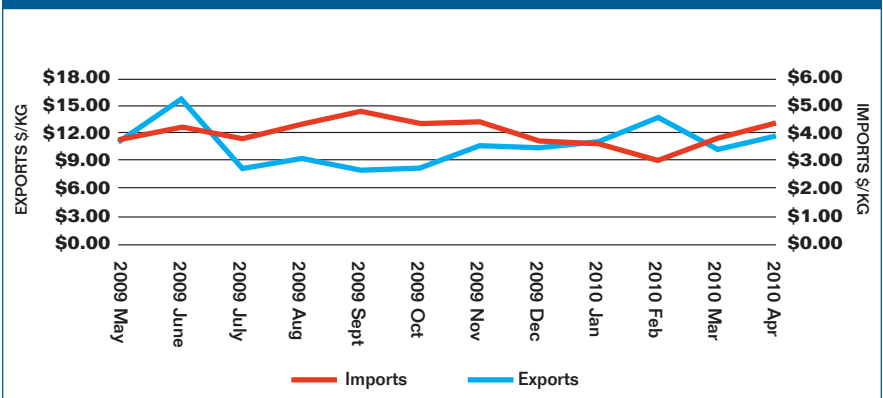
Canada continues to be the number-one importer of U.S. fastener goods, with \$75,436,550 in fastener products received in April 2010, up 32.8 percent over April 2009 but down 1.7 percent from the previous month. Meanwhile, Taiwan leads the way in fastener exports to the United States, sending \$86,151,886 worth of goods in April 2010, up 44.2 percent over April 2009 and 11.4 percent over March 2010.

With regards to pricing analysis, our data shows that the price per kilogram for threaded articles of iron or steel remains relatively low, with an average of \$4.05/kilogram over the last year. Conversely, export value is high, with an average of \$10.73/kilogram over the same time period. However, it should be noted that export prices have been sporadic over the past year relative to imports, with prices varying from \$8.57 to \$16.01/kilogram compared to imports' variance of \$3 to \$4.92/kilogram.

APRIL 2010 EXPORTS AND IMPORTS: IRON OR STEEL FASTENERS

Product	Export Value	Change from April 2009	Import Value	Change from April 2009
731811 Coach Screws, Threaded	\$1,144,001	-7.96%	\$1,156,281	34.26%
731812 Wood Screws, Threaded (other than coach screws)	\$429,858	-7.97%	\$2,174,828	-11.75%
731813 Screw Hooks and Screw Rings, Threaded	\$3,776,367	54.17%	\$1,173,053	83.55%
731814 Self-tapping Screws, Threaded	\$5,044,576	62.59%	\$41,825,295	63.46%
731815 Screws and Bolts, Threaded, NESOI (with or without nuts or washers)	\$102,168,990	45.64%	\$117,051,141	38.35%
731816 Nuts, Threaded	\$39,762,081	21.86%	\$49,906,668	43.15%
731819 Articles, Threaded, NESOI	\$13,119,567	75.03%	\$4,954,794	5.39%
731821 Spring Washers and other Lock Washers	\$2,245,547	26.54%	\$2,681,221	45.61%
731822 Washers (other than lock washers)	\$11,148,071	26.46%	\$12,460,386	27.10%
731823 Rivets	\$7,382,175	39.14%	\$3,426,718	39.52%
731824 Cotters and Cotter Pins	\$6,582,469	60.78%	\$3,149,328	74.24%
731829 Articles, Nonthreaded, NESOI (fasteners)	\$22,927,423	18.50%	\$17,665,076	26.85%
Total	\$215,731,125	37.52%	\$257,624,789	40.35%

IMPORTS AND EXPORTS \$/KG FOR THREADED ARTICLES (not bolts, nuts or screws) IRON & STEEL, NESOI (IMPORT & EXPORT HTS 7318.19.0000)



FASTENER INDUSTRY (HTS CODE 7318) TOP 5 COUNTRIES

EXPORTS				IMPORTS			
Country	Value	Change (Mar 2010)	Change (Apr 2009)	Country	Value	Change (Mar 2010)	Change (Apr 2009)
Canada	\$75,436,550	-1.66%	32.8%	Taiwan	\$86,151,886	11.4%	44.2%
Mexico	\$56,644,531	0.16%	56.2%	China	\$45,802,740	4.5%	2.0%
United Kingdom	\$9,046,656	-12.11%	7.2%	Japan	\$42,509,230	-14.4%	116.3%
China	\$8,983,281	-1.08%	109.5%	Canada	\$20,348,966	4.8%	45.5%
Brazil	\$6,178,472	27.76%	132.2%	Germany	\$14,797,044	7.5%	37.4%

TOP 5 COMPANIES LISTED IN AMS DATA

Product Description with
Screw, Fastener or Bolt

May 2010

Consignee	Shipments	Metric Tons
Porteous Fastener	138	2,272
Anixter, Inc.	119	604
The Hillman Group	115	2,654
Fastenal	76	2,098
Grabber Construction Products, Inc.	48	1,073

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TOP 10 REASONS TO ADVERTISE WITH AMERICAN FASTENER JOURNAL



10. Credibility

For more than 25 years, readers have turned to the AFJ as the informational authority of the fastener industry.

9. Targeted Distribution

Advertising in the AFJ allows your company to reach fastener industry decision-makers. Your advertising message will be in front of pre-qualified fastener buyers who are looking for your specific products.

8. Opt-in Circulation List

Readers of the AFJ have asked to receive the magazine by print, digital or both. Your ad will no longer be lost or mixed in with junk mail and spam.

7. Relevant Content

Current events and relevant fastener industry issues and trends shape our editorial content.

6. Frequency

We increase awareness of your company within the fastener industry! Your message can be seen daily with the FASTENER NEWS NOW releases, bimonthly with the AFJ magazine, and quarterly with eZines. We ensure your ads will be seen by our readership and circulation.

5. Affordability

AFJ advertising rates offer greater value than other methods and our competitors. We offer unique and cost-effective ways to advertise. You will get noticed by all the right people: your customers!

4. In the Spotlight

Each issue of the AFJ has a limited number of ad spaces, allowing your ad to receive maximum exposure. A limited number of ads create greater visibility for you.

3. Immediate Response

The digital version of the AFJ and the electronic news in FASTENER NEWS NOW allow immediate response to your ads. Your product is just a click away! And, it is all FREE to your customer!

2. Exceptional Creativity

Our graphic designer and sales team continually raise the bar by creating new ads to reach the markets of our clients.

1. Clear Results

The ROI for your advertising campaign will be quantified. Daily, you will get responses from FASTENER NEWS NOW. On a weekly and monthly basis, you will get feedback from the AFJ magazine, the *American Fastener Source Guide* and eZines. You'll see clearly why your advertising dollars should go to the AFJ.