

# Taiwan Fastener Export in the First 3 Quarters Slips 12%

## Slow Recovery Expected for 4th Quarter

by Dean Tseng, Fastener World

Fastener (HS code 7318) export from Taiwan to the world in the first 3 quarters this year dipped 12% in both volume and value, landing at 1.045 million tons and USD 3.02 billion. As far as we know since the COVID outbreak, the pendulum of Taiwanese fastener industry has swung to negative growth resulting in halved sales performance across the industry. This downward trend translates to a double digit drop in fastener export to Europe, Pan-Asia and other regions. Particularly, the export to the U.S. in volume and value marked a drop of near 10%. With 45% of all Taiwanese fasteners exported to the U.S. in the first 3 quarters, the U.S. remains a primary fastener trading partner for Taiwan, and the drop in export to the U.S. indicates an obvious impact by the pandemic on fastener-exporting companies in Taiwan.

Taiwan's Fasteners Exported to the World										
Regions	Volume (KG)				Value (USD)			Average Unit Price (USD/KG)		
	Jan.-Sep., 2020	Jan.-Sep., 2019	Change	Proportions	Jan.-Sep., 2020	Jan.-Sep., 2019	Change	Jan.-Sep., 2020	Jan.-Sep., 2019	Change
World	1,045,287,578	1,189,168,317	-12.10%	100.00%	3,021,908,000	3,447,076,000	-12.33%	2.891	2.899	-0.3%
U.S.	478,089,990	521,444,511	-8.31%	45.74%	1,300,497,000	1,440,563,000	-9.72%	2.720	2.763	-1.5%
EU & UK	309,892,887	375,270,631	-17.42%	29.65%	883,292,000	1,066,011,000	-17.14%	2.850	2.841	0.3%
Other Regions	156,236,491	176,760,414	-11.61%	14.95%	496,942,000	551,551,000	-9.90%	3.181	3.120	1.9%
ASEAN, Japan, S.Korea, India	101,068,210	115,692,761	-12.64%	9.67%	341,177,000	388,951,000	-12.28%	3.376	3.362	0.4%

Taiwan's Top 15 Fastener Products Exported to the World						
Products	Volume (KG)			Value (USD)		
	Jan.-Sep., 2020	Jan.-Sep., 2019	Change	Jan.-Sep., 2020	Jan.-Sep., 2019	Change
73181590: Other screws and bolts	536,473,677	639,987,105	-16.17%	1,481,731,000	1,761,270,000	-15.87%
73181400: Self-tapping screws	181,111,428	152,594,232	18.69%	456,071,000	404,936,000	12.63%
73181600: Nuts	153,322,285	211,215,666	-27.41%	523,033,000	683,470,000	-23.47%
73181200: Wood screws	86,849,141	75,950,384	14.35%	213,776,000	193,473,000	10.49%
73170090: Steel Screws (Others)	38,035,362	48,661,958	-21.84%	62,940,000	78,620,000	-19.94%
73182200: Other washers	12,353,588	13,718,161	-9.95%	61,581,000	66,523,000	-7.43%
73182900: Other non-threaded products	11,309,938	13,615,393	-16.93%	52,776,000	61,324,000	-13.94%
73181900: Unnamed threaded products	10,565,315	15,055,506	-29.82%	55,004,000	64,667,000	-14.94%
73182300: Rivets	5,009,076	5,600,196	-10.56%	22,756,000	24,646,000	-7.67%
73182400: Pins and cotter pins	4,095,270	5,028,657	-18.56%	20,488,000	25,708,000	-20.30%
74153300: Steel wood screws	1,984,863	2,368,089	-16.18%	29,571,000	33,243,000	-11.05%
73181100: Automotive screws	1,046,004	1,251,674	-16.43%	3,470,000	4,303,000	-19.36%
76161000: Aluminum screws	928,325	1,248,061	-25.62%	11,347,000	13,753,000	-17.49%
73182100: Spring washers and other anti-loosening washers	742,548	871,554	-14.80%	6,296,000	7,378,000	-14.67%
74153900: Other copper threaded products	500,235	612,284	-18.30%	9,683,000	12,102,000	-19.99%



## Noticeable Uptick in Construction Fastener Export to the U.S.

The majority of Taiwanese wood screws were sold to Europe, taking up nearly half the whole proportion, followed by sales to the U.S. What is noteworthy is that the export of wood screws to the U.S. grew 57% in volume and 36% in value, evidently contrasting to the negative sales growth to Europe and Pan-Asia. On another note, the majority of Taiwanese self-tapping screws were sold to the U.S. (sharing 43.43%) and grew 31%, far exceeding the sales volumes to Europe and Pan-Asia. Over 30% growth in both wood screw and construction screw export to the U.S. indicates that the pandemic locks the Americans at home and in turn stimulates demand for home renovation and construction screws.

Taiwan's Wood Screw Export to the World										
Regions	Volume (KG)				Value (USD)			Average Unit Price (USD/KG)		
	Jan.-Sep., 2020	Jan.-Sep., 2019	Change	Proportions	Jan.-Sep., 2020	Jan.-Sep., 2019	Change	Jan.-Sep., 2020	Jan.-Sep., 2019	Change
World	86,849,141	75,950,384	14.35%	100.00%	213,776,000	193,473,000	10.49%	2.461	2.547	-3.4%
EU & UK	39,674,945	40,802,097	-2.76%	45.68%	99,171,000	98,784,000	0.39%	2.500	2.421	3.2%
U.S.	32,366,510	20,563,530	57.40%	37.27%	79,161,000	57,857,000	36.82%	2.446	2.814	-13.1%
Other Regions	12,909,933	12,304,475	4.92%	14.86%	30,125,000	30,198,000	-0.24%	2.333	2.454	-4.9%
ASEAN, Japan, S.Korea, India	1,897,753	2,280,282	-16.78%	2.19%	5,319,000	6,634,000	-19.82%	2.803	2.909	-3.7%

Taiwan's Self-tapping Screw Export to the World										
Regions	Volume (KG)				Value (USD)			Average Unit Price (USD/KG)		
	Jan.-Sep., 2020	Jan.-Sep., 2019	Change	Proportions	Jan.-Sep., 2020	Jan.-Sep., 2019	Change	Jan.-Sep., 2020	Jan.-Sep., 2019	Change
World	181,111,428	152,594,232	18.69%	100.00%	456,071,000	404,936,000	12.63%	2.518	2.654	-5.1%
U.S.	78,665,311	59,991,784	31.13%	43.43%	198,541,000	162,621,000	22.09%	2.524	2.711	-6.9%
EU & UK	50,712,970	42,344,672	19.76%	28.00%	132,996,000	118,379,000	12.35%	2.623	2.796	-6.2%
Other Regions	35,594,432	36,372,149	-2.14%	19.65%	83,974,000	88,525,000	-5.14%	2.359	2.434	-3.1%
ASEAN, Japan, S.Korea, India	16,138,715	13,885,627	16.23%	8.91%	40,560,000	35,411,000	14.54%	2.513	2.550	-1.5%

## Serious Challenge Against Automotive and Machinery Fastener Export

There was a setback in Taiwanese bolt export to the world that dipped 16%. For nuts, it was down 27%. Both products have double digit drops in export to the U.S., Europe and Pan-Asia. Previously at a meeting between TFTA members and TAITRA president, an industry participant said Taiwanese automotive nut sales are taking a huge blow. However, the pandemic gives rise to a burst of demand for electric vehicles, pushing up Tesla's stock price by 100 folds this September. This drives some of the Taiwanese automotive fastener companies to try switching to electric vehicle fasteners for a way out of this adversity.

Taiwan's Bolt Export to the World										
Regions	Volume (KG)				Value (USD)			Average Unit Price (USD/KG)		
	Jan.-Sep., 2020	Jan.-Sep., 2019	Change	Proportions	Jan.-Sep., 2020	Jan.-Sep., 2019	Change	Jan.-Sep., 2020	Jan.-Sep., 2019	Change
World	536,520,671	640,043,709	-16.17%	100.00%	1,482,154,000	1,761,719,000	-15.87%	2.763	2.752	0.4%
U.S.	253,815,498	287,973,733	-11.86%	47.31%	650,494,000	745,773,000	-12.78%	2.563	2.590	-1.0%
EU & UK	152,314,293	200,708,010	-24.11%	28.39%	426,245,000	550,373,000	-22.55%	2.798	2.742	2.1%
Other Regions	69,692,049	80,063,008	-12.95%	12.99%	219,689,000	248,238,000	-11.50%	3.152	3.101	1.7%
ASEAN, Japan, S.Korea, India	60,698,831	71,298,958	-14.87%	11.31%	185,726,000	217,335,000	-14.54%	3.060	3.048	0.4%



Taiwan's Nut Export to the World										
Regions	Volume (KG)				Value (USD)			Average Unit Price (USD/KG)		
	Jan.-Sep., 2020	Jan.-Sep., 2019	Change	Proportions	Jan.-Sep., 2020	Jan.-Sep., 2019	Change	Jan.-Sep., 2020	Jan.-Sep., 2019	Change
World	153,322,285	211,215,666	-27.41%	100.00%	523,033,000	683,470,000	-23.47%	3.411	3.236	5.4%
U.S.	60,978,977	85,138,263	-28.38%	39.77%	205,584,000	274,821,000	-25.19%	3.371	3.228	4.4%
EU & UK	56,495,436	78,465,192	-28.00%	36.85%	168,956,000	230,462,000	-26.69%	2.991	2.937	1.8%
Other Regions	22,008,179	29,255,644	-24.77%	14.35%	88,962,000	104,099,000	-14.54%	4.042	3.558	13.6%
ASEAN, Japan, S.Korea, India	13,839,693	18,356,567	-24.61%	9.03%	59,531,000	74,088,000	-19.65%	4.301	4.036	6.6%

### Clear Gradual Upturn in Q4 Order

The pandemic has made Taiwanese fastener companies gird up their loins and do all they could to tide themselves over. Luckily the pandemic is well under control in Taiwan. The fastener companies here are getting over it smoothly and stably, all with one purpose which is to grasp hordes of orders at the yearend with an expected demand upturn. As we head into the fourth quarter, there is a silver lining of the vaccine expected to arrive in place in the next first and second quarters. To that, the Taiwanese fastener industry is looking to take the first tailwind when the market turns around. ■

**Guarantee: Mechanical Properties**



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- Socket Cap Screw
- Socket Set Screw
- Socket Sems Screw
- 12 Point Flange Screw
- Slotted Headless Set Screw
- Spring/Dowel/Grooved Pin
- Square Head Set Screw

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