



Analyzing Fastener Trade Statistics of CANADA

by Sharareh Shahidi Hamedani

The Market of Canada

Manufacturing in Canada accounts for approximately \$174bn in the GDP, more than 10% of the total GDP of the entire country. 1.7 million jobs are kept and maintained through many of the main manufacturing industries in Canada.

Manufacturing industries themselves have become more industrialized over the years, with higher technologies and innovations brought to the sector with the help of researchers, programmers, engineers and tradespeople.

Some of the main manufacturing industries in Canada in each province are as follows.

Most states in Canada are engaged with food and wood manufacturing industries, but some states that have industries that consume fasteners are:

- Alberta with 10% of their productions in mining, gas, oil, machinery manufacturing.
- Manitoba with 6.9% of their productions in tractors and agricultural machinery manufacturing.
- Nova Scotia with 7.0% of their productions in aerospace manufacturing and 4.3% of their production is in ship and boat building.
- Ontario with 4.9% of their productions in automotive manufacturing.
- Quebec with 6.5% of their productions in aerospace manufacturing.
- Saskatchewan with 18.7% of their productions in tractors and agricultural machinery manufacturing, and 5.0% of their productions are in truck, trailer and home manufacturing.

Based on these industries, the following tables show the trend of fastener business in Canada.

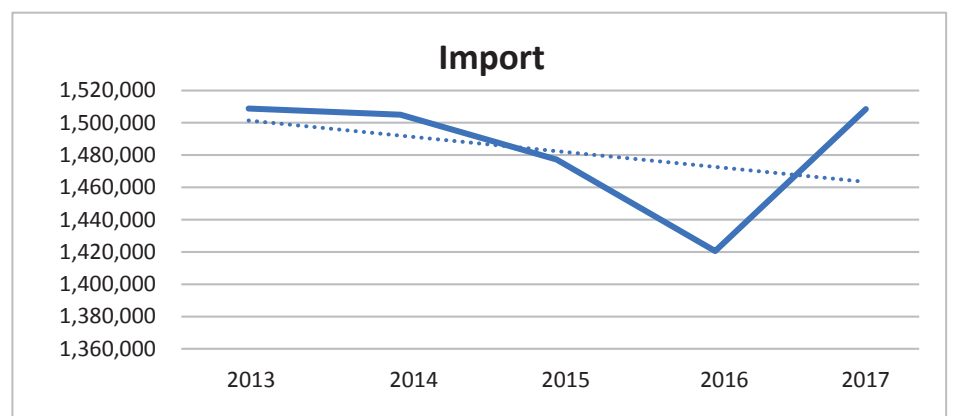
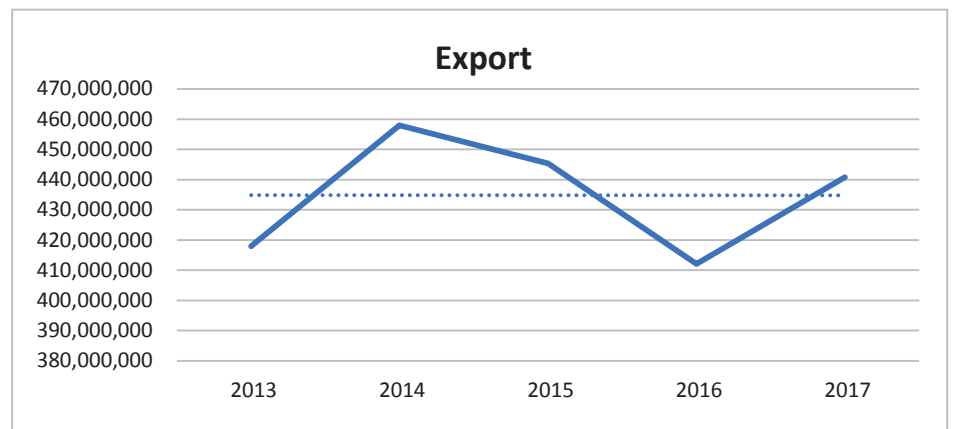
HS Code 7318

The total value of exported fasteners of this category was 440.8 million USD in 2017; on the other hand, the total value of imported fasteners within HS code 7318 was 1.5 million USD. In a simple word, their export was 294 times higher than their import, and therefore, Canada is self-sufficient in this category.

	2013	2014	2015	2016	2017
HS 731811 - Threaded Coach Screws - Iron or Steel					
Import by Canada	1,508,857	1,505,092	1,477,212	1,420,531	1,506,859
Export through Canada	417,920,640	457,965,667	445,398,639	412,092,651	440,766,873

The following graph for export shows that the trend of Canada's fastener export is stable; however, for 3 years the export amount decreased, but in 2017 it increased and could keep the trend line constant.

Based on this graph the capacity of Canada's fastener export is about 435 million and it means that the value of exported fasteners may decrease in 2018.



The following graph for import shows that the trend of Canada's fastener import is negative; however, in 2017 it increased but it couldn't make the trend line constant or positive. Based on this graph the capacity of Canada's fastener import is about 1.44 million USD and it means that the value of imported fasteners may decrease in 2018.

HS Code 7318 has some subcategories which we also study in this article.

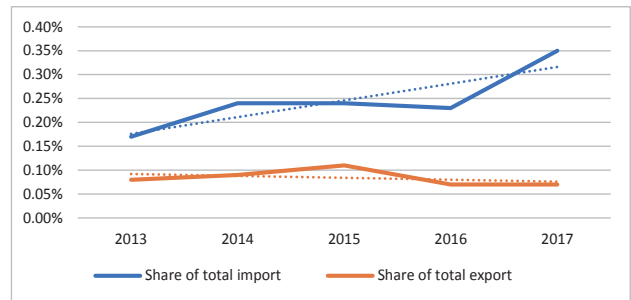
HS 731811 - Threaded Coach Screws - Iron or Steel

The following table reveals that the market size of this subcategory is very low.

	2013	2014	2015	2016	2017
Import (USD)	2,523	3,684	3,574	3,321	5,213
Share in total import	0.17%	0.24%	0.24%	0.23%	0.35%
Export (USD)	340,368	397,900	475,867	268,405	311,056
Share in total export	0.08%	0.09%	0.11%	0.07%	0.07%

The following graph shows that the share of HS 731811 in the total import increased sharply. In 2017 the share became 2 times higher than that in 2013; however, in the export sector the share was constant.

In a simple word, the consumption of this category of fastener increased sharply in Canada, and therefore, based on the size of the market, small exporters can have a good market in this country.



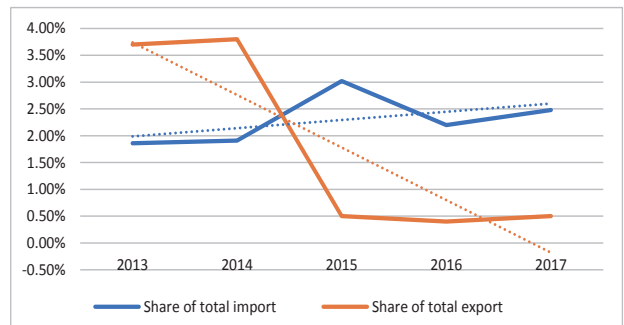
HS 731812 - Threaded Wood Screws - Iron or Steel

This category is a small sized market.

	2013	2014	2015	2016	2017
Import (USD)	28,128	28,809	44,653	31,237	37,344
Share in total import	1.86%	1.91%	3.02%	2.20%	2.48%
Export (USD)	15,597,556	17,269,883	2,199,899	1,835,969	2,408,061
Share in total export	3.73%	3.77%	0.49%	0.45%	0.55%

The following graph shows that the share of HS 731812 in total import increased about 10% between 2013 and 2017. However, in the export sector the share dropped sharply. The export value in 2017 was 7 times lower than the export value of 2013!

In a simple word, the consumption of this category of fastener increased sharply in Canada, and this subcategory is one of the interesting categories to Canadian fastener producers. They have provided their internal consumption by decreasing their export. Based on the size of the market, and Canadian interest, small exporters can consider this market in Canada.



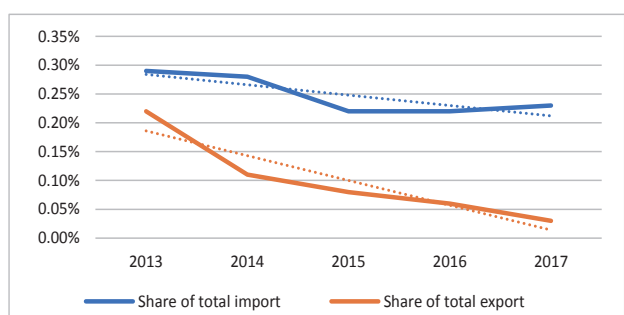
HS 731813 - Threaded Screw Hooks and Screw Rings - Iron or Steel

The following table reveals that the share of this subcategory is very low, even lower than that of 731811.

	2013	2014	2015	2016	2017
Import (USD)	4,363	4,230	3,316	3,113	3,428
Share in total import	0.29%	0.28%	0.22%	0.22%	0.23%
Export (USD)	905,285	483,549	370,635	229,751	139,940
Share in total export	0.22%	0.11%	0.08%	0.06%	0.03%

The following graph shows that the share of HS 731813 in total import and export decreased between 2013 and 2017. However, the export reduction was sharper than the import reduction.

In a simple word, the consumption of this category of fastener dropped in Canada. Based on the size of the market, this is not a recommended category for foreign suppliers.

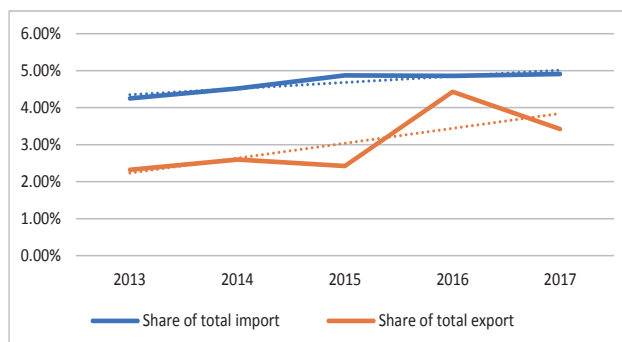


HS 731814 - Threaded Self-Tapping Screws - Iron or Steel

This category is a small sized market (though still bigger than that of HS 731812).

	2013	2014	2015	2016	2017
Import (USD)	64,093	68,055	71,908	68,997	73,912
Share in total import	4.25%	4.52%	4.87%	4.86%	4.91%
Export (USD)	9,699,833	11,904,978	10,774,448	18,244,826	15,094,364
Share in total export	2.32%	2.60%	2.42%	4.43%	3.42%

The following graph shows that the share of HS 731814 in total import and export increased between 2013 and 2017. However, the export growth was higher than the import growth.



In a simple word, the consumption of this category of fastener increased in Canada. Based on the size of the market and the growth of export, this is a competitive subcategory for foreign suppliers. Medium and large suppliers may be successful in this market.

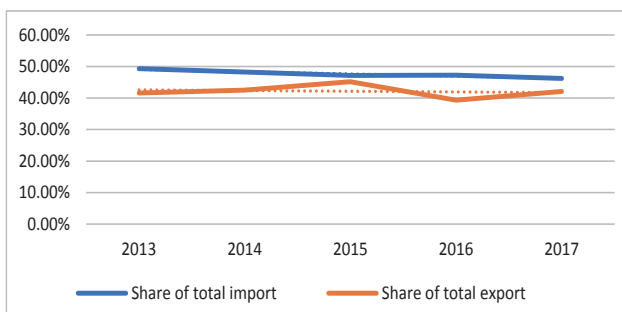
HS 731815 - Other Bolts or Screws (With or Without Their Nuts or Washers) - Iron or Steel

This category is the main subcategory in Canada. More than 42% of the Canadian suppliers' export happened in this category and more than 46% of the Canadian import belongs to this subcategory.

	2013	2014	2015	2016	2017
Import (USD)	744,159	726,598	696,339	671,608	696,507
Share in total import	49.32%	48.28%	47.14%	47.28%	46.22%
Export (USD)	173,936,370	194,669,334	201,249,878	162,041,332	185,691,548
Share in total export	41.62%	42.51%	45.18%	39.32%	42.13%

The share of HS 731815 in the total import decreased by less than 4% and the export was almost constant between 2013 and 2017.

In a simple word, this is a worthy subcategory for all types of suppliers especially big companies. This should be a very competitive subcategory.

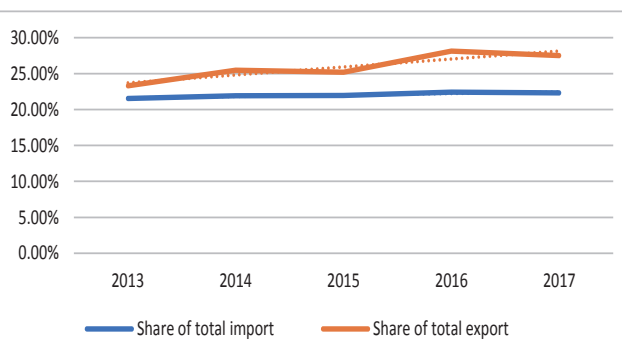


HS 731816 - Nuts - Iron or Steel

This category is the 2nd largest subcategory in Canada. More than 27.5% of the Canadian suppliers' export happened in this category and more than 22.3% of the Canadian import belongs to this subcategory.

	2013	2014	2015	2016	2017
Import (USD)	324,975	329,935	324,167	318,456	336,348
Share in total import	21.54%	21.92%	21.94%	22.42%	22.32%
Export (USD)	97,369,683	116,622,618	112,218,984	115,915,090	121,262,093
Share in total export	23.30%	25.47%	25.20%	28.13%	27.51%

The share of HS 731816 in total import is constant but the growth of less than 3% occurred in the export section between 2013 and 2017.



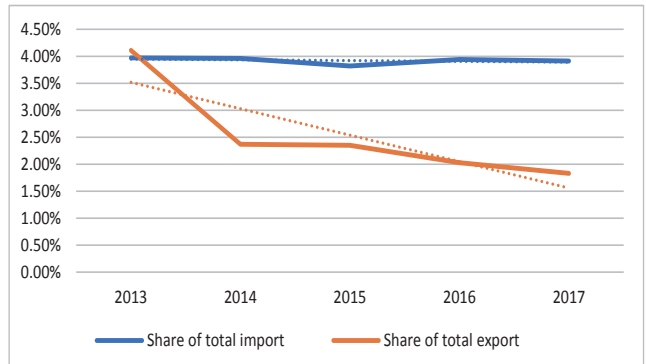
Similar to the subcategory HS731815, this is a worthy subcategory for all types of suppliers especially big companies, too. This should be a very competitive subcategory.

HS 731819 - Other Threaded Articles - Iron or Steel

This category is a small sized market. The market size is lower than 4% in the import section and lower than 2% in the export section.

	2013	2014	2015	2016	2017
Imported USD	59,836	59,577	56,498	55,926	58,916
Share of total import	3.97%	3.96%	3.82%	3.94%	3.91%
Exported USD	17,193,804	10,852,870	10,466,383	8,383,580	8,048,789
Share of total export	4.11%	2.37%	2.35%	2.03%	1.83%

The following graph shows that the share of HS 731819 of total import is constant between 2013 to 2017. However, in the export section this share has dropped sharply. The export value in 2017 is more than 2 times lower than the export value of 2013!



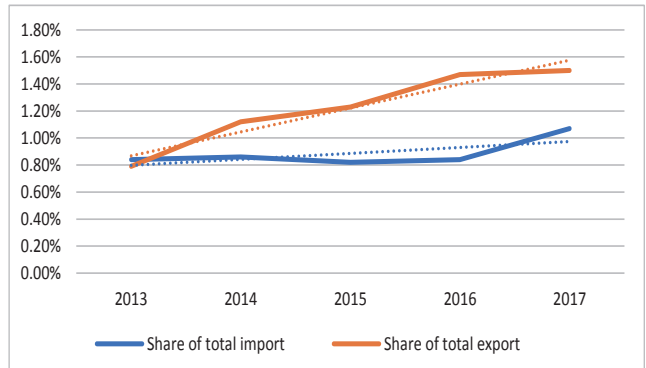
In a simple word, the consumption of this fastener has dropped in Canada. Based on the size of the market, this is not a recommended category for foreign suppliers.

HS 731821 - Non-Threaded Spring or Lock Washers - Iron or Steel

This category is another very small size market. The market size is around 1% in the import section and lower than 2% in the export section.

	2013	2014	2015	2016	2017
Imported USD	12,608	12,869	12,163	11,964	16,197
Share of total import	0.84%	0.86%	0.82%	0.84%	1.07%
Exported USD	3,317,731	5,138,661	5,477,972	6,055,492	6,608,016
Share of total export	0.79%	1.12%	1.23%	1.47%	1.50%

The following graph shows that the share of HS 731821 of total import and export has increased between 2013 to 2017. However, the export growth speed was higher than the import growth speed.



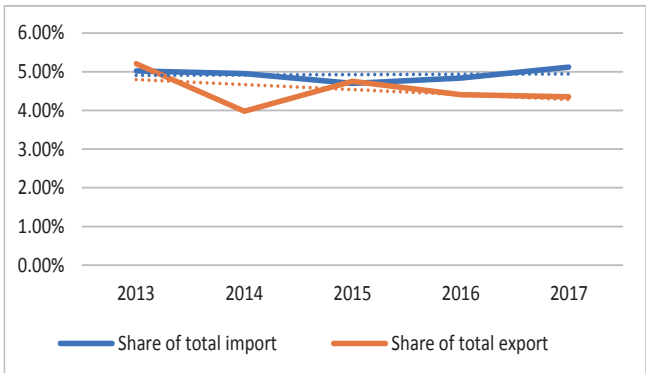
In a simple word, the consumption of this fastener has increased in Canada. Based on the size of the market and the growth speed of export, this is a competitive sub category for foreign suppliers. Medium and large suppliers may succeed in this market.

HS 731822 - Non-Threaded Washers - Iron or Steel

This category is another small size market, the market size is around 5% in the import section and 4% in the export section.

	2013	2014	2015	2016	2017
Imported USD	75,814	74,518	69,398	68,769	77,207
Share of total import	5.02%	4.95%	4.70%	4.84%	5.12%
Exported USD	21,788,438	18,205,949	21,151,405	18,157,038	19,159,647
Share of total export	5.21%	3.98%	4.75%	4.41%	4.35%

The following graph shows that the share of HS 731822 of total import is constant between 2013 to 2017. However, in the export section this share has dropped about 10%.



In a simple word, the consumption of this fastener is constant in Canada. Based on the size of the market, this is a recommended category for foreign suppliers that can export with better price.

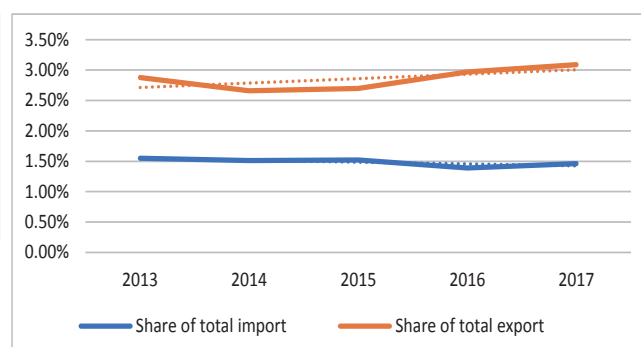
HS 731823 - Non-Threaded Rivets - Iron or Steel

This category is another very small size market. The market size is lower than 1.5% in the import section and around 3% in the export section.

	2013	2014	2015	2016	2017
Imported USD	23,397	22,744	22,422	19,795	21,951
Share of total import	1.55%	1.51%	1.52%	1.39%	1.46%
Exported USD	12,054,115	12,167,917	12,009,573	12,226,047	13,604,081
Share of total export	2.88%	2.66%	2.70%	2.97%	3.09%

In this subcategory, the export has shown growth and the import is constant, which means during these 4 years domestic producers could improve their capacities.

This category is suitable for tooling producers.



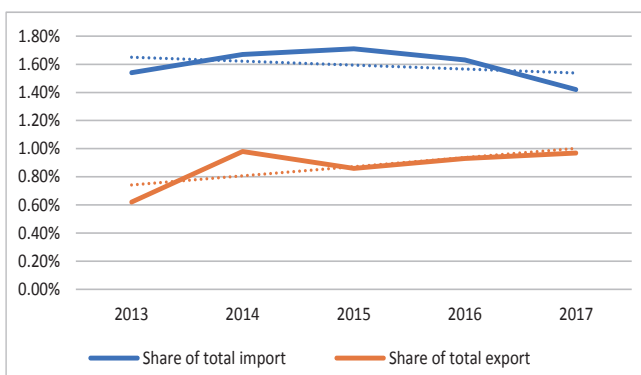
HS 731824 - Non-Threaded Cutters and Cotter-Pins - Iron or Steel

This category is another very small size market. The market size is lower than 1.5% in the import section and lower than 1% in the export section.

	2013	2014	2015	2016	2017
Imported USD	23,296	25,157	25,229	23,191	21,449
Share of total import	1.54%	1.67%	1.71%	1.63%	1.42%
Exported USD	2,573,966	4,498,816	3,844,055	3,842,202	4,276,333
Share of total export	0.62%	0.98%	0.86%	0.93%	0.97%

Similar to HS 731824, in this subcategory the export has also shown growth and the import is constant, which means during these 4 years domestic producers could improve their capacities.

This category is suitable for tooling producers.

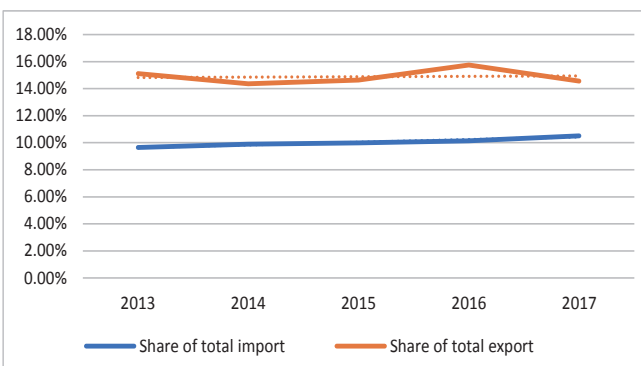


HS 731829 - Other Non-Threaded Articles - Iron or Steel

The 3rd biggest subcategory is HS731829. The export value in this market is about 15% of the whole exported fastener value and the import value is more than 10% of the whole imported fasteners.

	2013	2014	2015	2016	2017
Imported USD	145,664	148,916	147,545	144,152	158,386
Share of total import	9.65%	9.89%	9.99%	10.15%	10.51%
Exported USD	63,143,491	65,753,192	65,159,540	64,892,919	64,162,945
Share of total export	15.11%	14.36%	14.63%	15.75%	14.56%

Similar to the large sized subcategories, in this category the fluctuation is low, and in this category it is constant in both sections, export and import.



Last Word

Based on the size of each subcategory of fasteners we can divide the Canadian market into 3 sectors:

Big market for HS Codes 731815, 731816 and 731829 that allocated more than 75% of the fastener market to themselves.

Small market for HS Codes 731812,14,19,22 and 23 and their market size is between 2% and 5% and they allocated about 20% of the fastener market to themselves.

The remaining HS codes under 7318 categories have their market size lower than 2% and they have about 5% of the whole fastener market share.