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# Industrial Fasteners

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US Industry Study with Forecasts for **2013 & 2018**

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Study #2494 | May 2009 | \$4600 | 268 pages

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*Sales will be bolstered by an expected recovery in motor vehicle production, an acceleration in construction spending growth, and a shift toward better-performing, higher-end products.*

## US demand to reach \$12.5 billion in 2013

US demand for industrial fasteners will advance 1.2 percent per year to \$12.5 billion in 2013. Sales will be bolstered by an expected recovery in motor vehicle production from the low levels of 2008. Market expansion will also be supported by an acceleration in construction spending growth, and a strong rebound in residential building in particular. In addition, gains will be driven by fastener manufacturers offering innovative products with performance enhancing features that can be sold at a premium. Demand will also increase in real terms, a reversal from the declines registered during the 2003 to 2008 period, when value gains were propped up by price increases.

## Construction segment to be fastest growing market

The construction segment will post the fastest gains through 2013, driven by an expected solid recovery in new home construction from the low levels of 2008. OEM applications will continue to be the most significant market for producers of industrial fasteners. Fastener sales advances in the OEM segment will be supported by a recovery in motor vehicle production, as well as by continued growth in aerospace equipment shipments. Further expansion will be restrained by moderating shipments in a number of key OEM industries, including machinery and electrical/electronic products. In addition, the important



fabricated metal product industry is expected to see decreasing output levels through 2013.

## Aerospace-grade fasteners to outpace standard types

The market for aerospace-grade fasteners will outpace standard fastener sales by a narrow margin, with expected growth of 1.4 and 1.1 percent, respectively. Increased shipments of aerospace equipment will drive gains in this area. The trend toward larger aircraft will also support the use of more fasteners. Further market expansion will be held back by a slowing in national defense spending. In addition, aircraft and space vehicles will increasingly be constructed

using composite materials, which often require the use of fewer fasteners.

Shipments of industrial fasteners from plants in the US will not keep pace with expected demand increases, resulting in a growing trade deficit. On the other hand, US suppliers will continue to leverage their advantage in producing technologically advanced, higher-value fasteners, primarily aerospace-grade products. In fact, the US maintains a trade surplus in aerospace-grade fasteners, in contrast to the growing trade deficit in standard fastener products. In response, many domestic suppliers have established overseas manufacturing facilities to better compete in commodity type fastener markets.

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## Sample Text, Table & Chart

### MARKETS

#### Motor Vehicles

Industrial fastener demand in the motor vehicle industry is typically represented over one-quarter of the total market. In spite of the lowest motor vehicle market share, the fastener OEM automotive market still represents a significant portion of total fastener demand. As such, the performance of the automotive market is critical to fastener-related development and growth. It is important to many industrial fastener manufacturers.

**SAMPLE TEXT**

Motor vehicles, including automobiles, buses, trucks and trailers, consist of assemblages of mechanical, electromechanical and electrical components and modules. Manufacturers of motor vehicles use a large number of fasteners to secure and assemble the various components of any given vehicle. While the number of fasteners used varies considerably depending on vehicle type and size, the average automobile contains more than 2,000 fasteners. While fasteners are used in virtually every motor vehicle system, body and frame assembly is the most intensive fastener-using application.

A variety of factors influence the fastener makeup of a vehicle. Generally, the larger the vehicle, the more fasteners are required in production. As a result, trends in the automotive industry directly affect fastener demand. For instance, in the early-to-mid 2000s as larger cars and sport utility vehicles (SUVs) became increasingly popular, greater numbers of fasteners -- in some cases larger, stronger and therefore more expensive fasteners -- were utilized on a per vehicle basis. Going forward, a shift toward smaller vehicles, which are more fuel efficient and environmentally friendly, will impact the number of fasteners required per vehicle. Automakers are also expected to continue efforts to design vehicles that require fewer fasteners, in order to reduce costs and cut down on weight. On the other hand, as vehicles become more complex, fasteners required will be more specialized, and therefore higher-value.

103

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TABLE IV-6

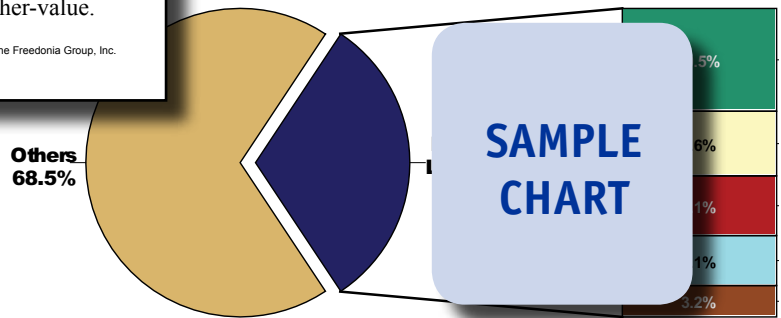
MACHINERY FASTENER DEMAND  
(million dollars)

Item	1998	2003	2008	2013	2018
Machinery Shipments (bil \$)					
\$ fastener/000\$ machinery					
Machinery Fastener Demand					
General Purpose Machinery					
HVAC & Service Machinery					
Construction, Oilfield & Mining					
Farm & Garden Machinery					
Metalworking Machinery					
Engine, Turbine & Power Trans					
Industrial Machinery					
% machinery					
OEM Industrial Fastener Demand					

**SAMPLE TABLE**

CHART V-1

INDUSTRIAL FASTENER MARKET SHARE BY COMPANY, 2008  
(\$11.8 billion)



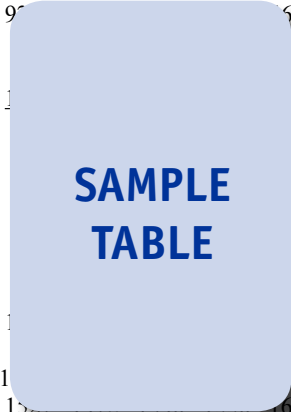
**SAMPLE CHART**

## Sample Profile, Table & Forecast

TABLE III-7

### AEROSPACE-GRADE FASTENER SUPPLY & DEMAND (million dollars)

Item	1998	2003	2008	2013	2018
Industrial Fastener Demand	97	100	100	100	100
% aerospace-grade					7.1
Aerospace-Grade Fastener Demand	1	1	1	1	1
Externally Threaded					90
Internally Threaded					10
Nonthreaded					00
+ exports					50
- imports					50
Aerospace-Grade Fastener Shipments	1	1	1	1	1
price deflator (2000=100)	1	1	1	1	5.7
Aerospace Fastener Shpts (mil 2000\$)	15	15	15	15	1670



### COMPANY PROFILES

#### Fastener Industries Incorporated

One Berea Commons, Suite 208  
 Berea, OH 44004  
 440-243-0034  
<http://www.fastener.com>

Annual Sales:  
 Employment:

Key Products: nuts, bolts, washers, inserts and brackets



Fastener Industries is a privately held manufacturer of fasteners for the metalworking, farm, railroad and automotive industries. The Company operates through Brainard Rivet Company and Ohio Nut and Bolt Company, two manufacturing subsidiaries; and Buckeye Fasteners Incorporated, Multisource Fasteners Incorporated, Joseph Industries Incorporated and Ohio Nut and Bolt of Canada Limited, which are four distribution subsidiaries.

The Company participates in the industrial fastener industry through all six of its subsidiaries. Brainard Rivet (Girard, Ohio) manufactures rivets, pins and specialty shaved fasteners for the general metalworking, farm, railroad and automotive markets, among others. These products are made from such metals as stainless steel, steel alloys, copper, brass or aluminum. The company has a 65,000-square-foot plant in Girard, Ohio that houses single, double and two-die/three-blower cold headers, high-speed cross drillers, shavers, thread rollers, annealing and stress relieving furnaces, and a cleaning department that provides secondary finishing services. Brainard Rivet produces rivets in small, large, shoulder and BRAINARD SWELL NECK (BSN) styles. Small rivets from the company are made in diameters up to 7/16

"The market for externally threaded aerospace-grade fasteners is forecast to advance 1.6 percent per year to \$1.0 billion in 2013. Gains will approximate overall aerospace-grade fastener growth rates but will not match the performance registered during the 2003 to 2008 period. Advances will be limited by competition from alternative joining technologies, the performance characteristics of which are also improving. The expected decline in prices for aerospace-grade fasteners will also serve to hold back increases in dollar terms. Demand for these products will, however, be bolstered by ..."

--Section III, pg. 89

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**OTHER STUDIES**

**Industrial Fasteners in China**

Demand for industrial fasteners in China will rise 10.7% yearly through 2013, driven mainly by rapid growth in the production of industrial machinery and motor vehicles. Externally threaded fasteners will remain dominant and lead gains among standard types, while aerospace-grade fasteners grow the fastest overall from a small base. This study analyzes the 44.7 billion yuan industrial fastener industry in China, with forecasts for 2013 and 2018 by product and market. It also details market share and profiles industry participants.

#2531 ..... 09/2009..... \$5200

**Gaskets & Seals**

US demand for gaskets and seals will reach \$8.8 billion by 2012, driven by a rebound in end-use markets and rising demand for more expensive sealing products made from advanced materials. Expanded graphite gaskets, plastic gaskets and body seals will post the fastest sales increases. Aerospace uses will be the most rapidly growing major market. This study analyzes the US gasket and seal industry, with forecasts for 2012 and 2017 by type and market. It also evaluates market share and profiles industry players.

#2416 ..... 11/2008..... \$4700

**Sealants & Caulks**

US sealants and caulks demand will rise at an improved rate of 2.9% yearly through 2012. Gains will be driven by recoveries in the residential building and nonbuilding construction markets, and improved prospects for motor vehicles and aircraft. High performance materials such as silicones and polyurethanes will lead gains. This study analyzes the \$3.2 billion US sealants and caulks industry, with forecasts for 2012 and 2017 by material, type and market. It also evaluates market share and profiles major players.

#2393 ..... 09/2008..... \$4600

**World Industrial Fasteners**

Global demand for industrial fasteners will rise 4.8% yearly through 2012, driven by increasing aerospace equipment and motor vehicle output. Market gains in emergent economies will outpace demand in more advanced, mature countries. Aerospace-grade fasteners will outpace standard types. This study analyzes the \$52 billion world industrial fastener industry, with forecasts for 2012 and 2017 by product, market, world region and for 28 countries. It also evaluates market share and profiles major players.

#2374 ..... 09/2008..... \$5700

**Automotive Coatings, Adhesives & Sealants**

US demand for automotive coatings, adhesives and sealants will reach \$5.3 billion in 2012. Slow gains in the dominant coatings segment will offset faster growth in adhesives and sealants. Design trends will favor adhesives over mechanical fasteners and liquid over mechanical gaskets. This study analyzes the \$4.6 billion US automotive coating, adhesive and sealant industry, with forecasts for 2012 and 2017 by product, application and market. It also evaluates market share and profiles industry competitors.

#2317 ..... 05/2008..... \$4500

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