

2014Q2 Tools & Hardware

Industry Analysis Report

2015.01



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1. China Tools & Hardware Main Original Places of Exported Goods in the First Half Year of 2014

HS Code	Product Name
8201	Hand tools, the following: spades, shovels, mattocks, picks, hoes, forks and rakes; axes, bill hooks and similar hewing tools; secateurs and pruners of any kind; scythes, hay knives, hedge shears, timber wedges and other tools of a kind used in agriculture, horticulture or forestry, hereinafter referred to as "hand tools used in agriculture, horticulture or forestry"
8202	Hand saws; blades for saws of all kinds (including slitting, slotting or toothless saw blades), hereinafter referred to as "Hand saws"
8204	Hand-operated spanners and wrenches (including torque meter wrenches but not including tap wrenches) ; interchangeable spanner sockets, with or without handles, hereinafter referred to as "hand-operated spanners and wrenches "
8467	Tools for working in the hand, pneumatic and hydraulic and with self-contained electric or nonelectric motor, hereinafter referred to as "electric tool"

1.1. China Hand Tools used in Agriculture, Horticulture or Forestry (HS: 8201) Main Original Places of Exported Goods from Jan. to June 2014

Region	Volume (kg)	Value (USD)	Compared with the same period last year	
			Volume	Value
Hebei	58,722,203	93,288,779	19.0%	24.9%
Zhejiang	25,567,447	75,612,790	0.4%	7.8%
Guangdong	16,624,420	74,747,166	12.6%	15.6%
Shandong	9,783,553	18,501,118	10.2%	10.5%
Jiangsu	5,325,027	17,332,974	-2.5%	-0.9%

In the first half year of 2014, Hebei's total export volume of hand tools used in agriculture, horticulture or forestry accounted for 43.6% of our country's total export volume of the first half year, and the export value accounted for 28.1%. Followed by Zhejiang, the export volume of which accounted for 19% and the export value accounted for 22.8%.

1.2. China Hand Saws (HS: 8202) Main Original Places of Exported Goods from Jan. to June 2014

Region	Volume (kg)	Value (USD)	Compared with the same period last year	
			Volume	Value
Jiangsu	17,301,413	137,242,763	15.6%	14.7%
Zhejiang	17,489,828	94,785,175	2.2%	14.7%
Guangdong	6,617,467	82,784,913	16.9%	55.3%
Fujian	9,882,989	67,989,063	10.7%	123.6%
Shandong	5,051,527	38,960,341	4.0%	10.8%

From Jan. to June 2014, Jiangsu's total export volume of hand saws accounted for 24.8% of our country's total export volume of this product, and the export value accounted for 24.9%. Followed by Zhejiang, the export volume of which accounted for 25.1% and the export value accounted for 17.2%. Fujian's export value of hand saws for the first half year of 2014 increased by 123.6% YOY, which was a large increase.

1.3. China Hand-operated Spanners and Wrenches (HS: 8204) Main Original Places of Exported Goods from Jan. to June 2014

Region	Volume (kg)	Value (USD)	Compared with the same period last year	
			Volume	Value
Zhejiang	35,519,978	134,391,774	2.2%	9.2%
Shandong	15,237,535	72,489,714	1.7%	5.0%
Shanghai	11,659,226	65,411,638	-3.2%	3.3%
Guangdong	5,279,024	59,021,068	109.6%	191.5%
Jiangsu	7,991,183	36,832,049	4.3%	10.2%

In the first half year of 2014, Zhejiang's total export volume of hand-operated spanners and wrenches accounted for 44.6% of our country's total export volume of the product, and the export value accounted for 34.6%. Followed by Shandong, the export volume of which accounted for 19.1% and the export value accounted for 18.7%. Guangdong's export volume of hand-operated spanners and wrenches for the first half year increased by 109.6% YOY, and the export value increased by 191.5% YOY.

1.4. China Electric Tool (HS: 8467) Main Original Places of Exported Goods from Jan. to June 2014

Region	Volume (-)	Value (USD)	Compared with the same period last year	
			Volume	Value
Jiangsu	50,034,837	1,583,809,883	5.4%	10.7%
Zhejiang	64,723,310	1,313,776,720	6.2%	5.1%
Guangdong	21,959,597	838,642,402	19.0%	19.9%
Shanghai	7,670,488	251,505,732	5.5%	6.5%
Shandong	4,253,224	175,809,728	32.1%	8.4%

From Jan. to June 2014, Jiangsu's total export volume of electric tool accounted for 32.1% of our country's total export volume of this product, and the export value accounted for 36.7%. Followed by Zhejiang, the export volume of which accounted for 41.5% and the export value accounted for 30.4%.

Source: Customs Information Network

2. China Tools & Hardware Exports in the First Half Year of 2014

2.1. China Hand Tools Used in Agriculture, Horticulture or Forestry (HS: 8201) Export Trend Analysis from Jan. to June 2014

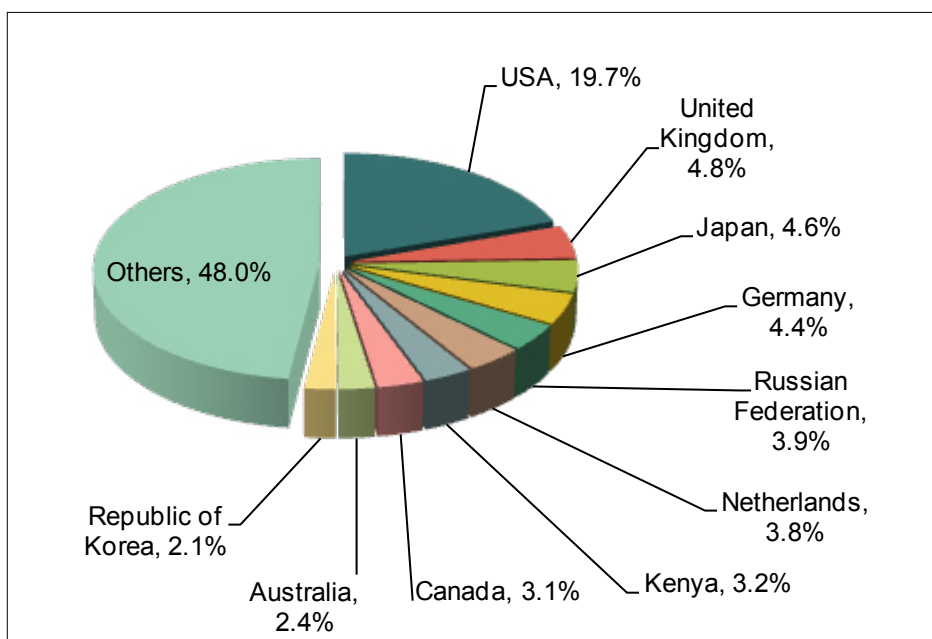
2.1.1. China Hand Tools Used in Agriculture, Horticulture or Forestry Export Volume and Value from Jan. to June 2014

Month	Volume (kg)	Value (USD)	Compared with the same period last year	
			Volume	Value
Jan.	32,449,416	82,485,985	30.0%	27.9%
Feb.	13,603,259	37,122,077	-26.2%	-18.7%
Mar.	18,775,264	48,578,417	15.6%	15.6%
April	23,272,310	56,161,673	8.9%	11.1%
May	25,444,608	58,501,032	16.3%	23.2%
June	21,150,527	49,090,698	7.2%	7.3%
Jan.-June Total	134,695,384	331,939,882	9.8%	12.2%

In the first half year of 2014, China's export value of hand tools used in agriculture, horticulture or forestry amounted to 330 million US dollars, a year-on-year increase of 12.2%. From Jan. to June, the export volume and value for February decreased YOY, while the export volume and value of other months all increased.

2.1.2. China Hand Tools Used in Agriculture, Horticulture or Forestry Major Export Countries/Regions Distribution from Jan. to June 2014

No.	Countries/Regions	Volume (kg)	Value (USD)	Compared with the same period last year	
				Volume	Value
1	USA	19,569,870	65,398,211	36.8%	26.4%
2	United Kingdom	4,120,367	15,817,732	20.4%	22.0%
3	Japan	4,326,865	15,212,957	10.4%	11.4%
4	Germany	4,056,160	14,580,132	5.7%	4.0%
5	Russian Federation	6,087,777	12,807,146	29.4%	20.0%
6	Netherlands	4,008,371	12,717,720	19.7%	15.0%
7	Kenya	7,573,768	10,721,601	12.4%	12.0%
8	Canada	2,656,605	10,299,924	21.7%	34.8%
9	Australia	2,731,562	8,040,916	18.7%	15.7%
10	Republic of Korea	3,332,357	7,068,173	-17.2%	-15.6%



The United States is China's largest export market of hand tools used in agriculture, horticulture or forestry. In the first half year of 2014, China's export value to the United States amounted to 65 million US dollars, a year-on-year increase of 26.4%, accounting for 19.7% of China's total export value of the product, followed by the United Kingdom, the market share accounted for 4.8%.

2.2. China Hand Saws (HS: 8202) Export Trend Analysis from Jan. to June 2014

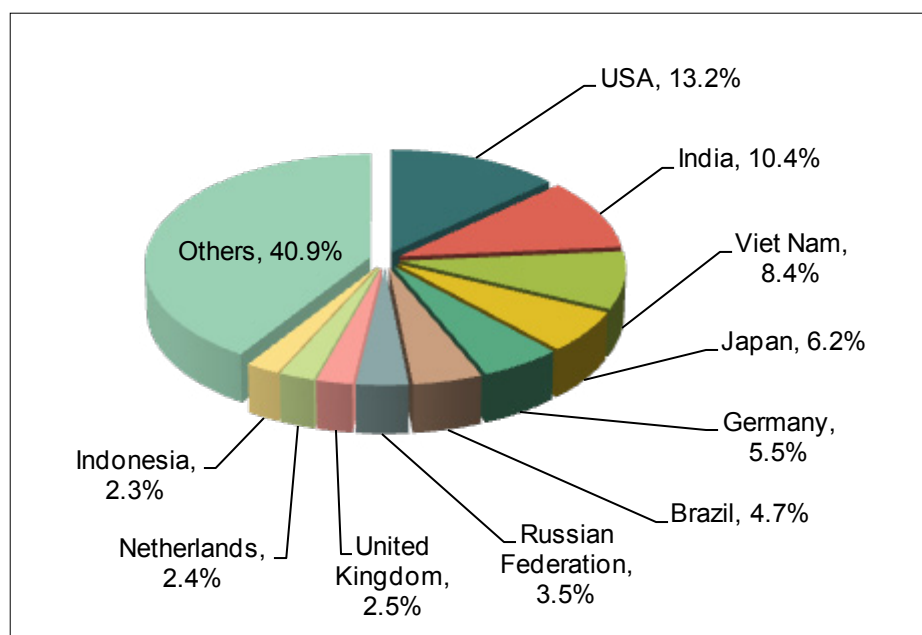
2.2.1. China Hand Saws Export Volume and Value from Jan. to June 2014

Month	Volume (kg)	Value (USD)	Compared with the same period last year	
			Volume	Value
Jan.	14,272,606	108,494,095	21.1%	42.9%
Feb.	5,893,316	46,539,040	-24.5%	-14.6%
Mar.	9,785,388	83,394,893	18.7%	24.3%
April	13,044,457	105,320,295	15.7%	37.0%
May	13,414,412	107,452,202	14.5%	33.2%
June	13,255,124	99,138,744	5.5%	27.3%
Jan.-June Total	69,665,303	550,339,269	9.9%	27.1%

China's export value of hand saws amounted to 550 million US dollars in the first half year of 2014, a year-on-year increase of 27.1%.

2.2.2. China Hand Saws Major Export Countries/Regions Distribution from Jan. to June 2014

No.	Countries/Regions	Volume (-)	Value (USD)	Compared with the same period last year	
				Volume	Value
1	USA	7,495,373	72,382,071	-4.6%	1.0%
2	India	7,127,790	57,361,642	15.7%	76.5%
3	Viet Nam	2,464,510	46,353,255	69.0%	140.2%
4	Japan	2,987,822	34,051,750	-5.9%	7.2%
5	Germany	2,903,391	30,253,212	12.1%	17.0%
6	Brazil	4,146,222	26,012,420	8.8%	17.8%
7	Russian Federation	3,198,269	19,413,787	25.1%	25.7%
8	United Kingdom	1,721,267	13,582,936	26.2%	32.1%
9	Netherlands	1,331,700	13,412,583	31.9%	53.6%
10	Indonesia	2,317,014	12,612,549	23.0%	49.5%



The United States is China's largest export market of hand saws. In the first half year of 2014, China's export value to the United States amounted to 70 million US dollars, a year-on-year increase of 1%, accounting for 13.2% of China's total export value of the product, followed by India, the market share accounted for 10.4%.

From Jan. to June 2014, among China's top ten export destination markets of hand saws, the export value to Viet Nam increased the largest (a YOY increase of 140.2%) .

2.3. China Hand-operated Spanners and Wrenches (HS: 8204) Export Trend Analysis from Jan. to June 2014

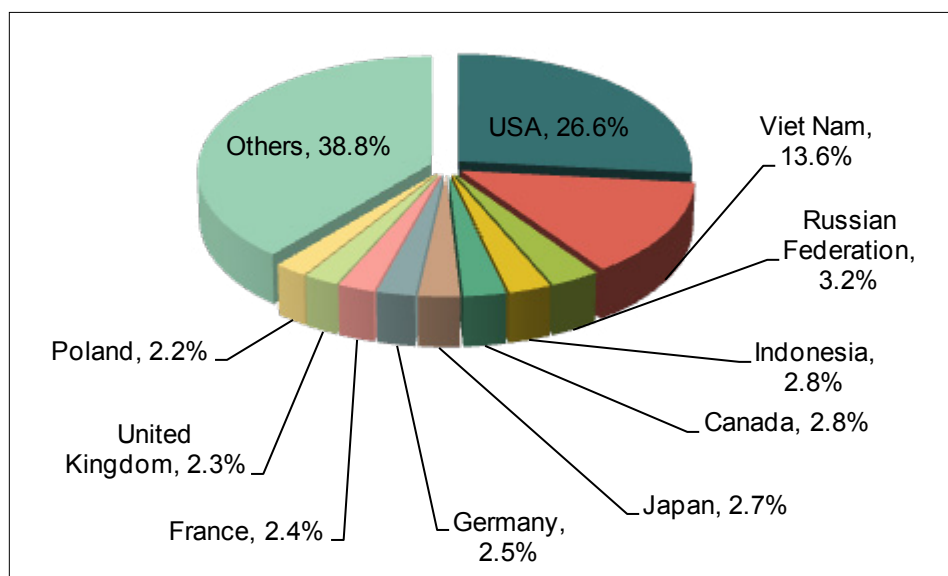
2.3.1. China Hand-operated Spanners and Wrenches Export Volume and Value from Jan. to June 2014

Month	Volume (kg)	Value (USD)	Compared with the same period last year	
			Volume	Value
Jan.	15,889,931	71,604,786	10.5%	22.4%
Feb.	6,533,920	36,351,965	-33.2%	-15.1%
Mar.	10,882,973	56,392,652	14.5%	22.5%
April	15,001,402	73,709,003	12.2%	26.7%
May	15,957,428	74,315,416	7.2%	19.4%
June	15,360,515	75,821,841	7.9%	25.2%
Jan.-June Total	79,626,169	388,195,663	4.5%	18.2%

China's export value of hand-operated spanners and wrenches amounted to 390 million US dollars from Jan. to June 2014, a year-on-year increase of 18.2%.

2.3.2. China Hand-operated Spanners and Wrenches Major Export Countries/Regions Distribution from Jan. to June 2014

No.	Countries/Regions	Volume (-)	Value (USD)	Compared with the same period last year	
				Volume	Value
1	USA	18,679,509	103,398,606	1.2%	8.8%
2	Viet Nam	4,726,776	52,921,758	270.3%	504.4%
3	Russian Federation	3,085,965	12,533,957	-8.1%	1.9%
4	Indonesia	3,299,676	10,852,966	-12.7%	-13.5%
5	Canada	2,068,697	10,838,141	-20.6%	-22.1%
6	Japan	1,860,906	10,534,362	20.4%	14.4%
7	Germany	2,343,213	9,847,769	39.2%	25.8%
8	France	1,367,389	9,463,649	8.6%	16.1%
9	United Kingdom	1,598,039	8,738,133	10.1%	15.0%
10	Poland	2,133,085	8,451,519	57.9%	71.9%



The United States is China's largest export market of hand-operated spanners and wrenches. From Jan. to June 2014, China's export value to the United States amounted to 103 million US dollars, a year-on-year increase of 8.8%, accounting for 26.6% of China's total export value of the product, followed by Viet Nam, the market share accounted for 13.6%.

In the first half year of 2014, among China's top ten export destination markets of hand-operated spanners and wrenches, the export volume to Viet Nam increased by 270.3%, and the export value increased by 504.4%, which was a large increase.

2.4. China Electric Tool (HS: 8467) Export Trend Analysis from Jan. to June 2014

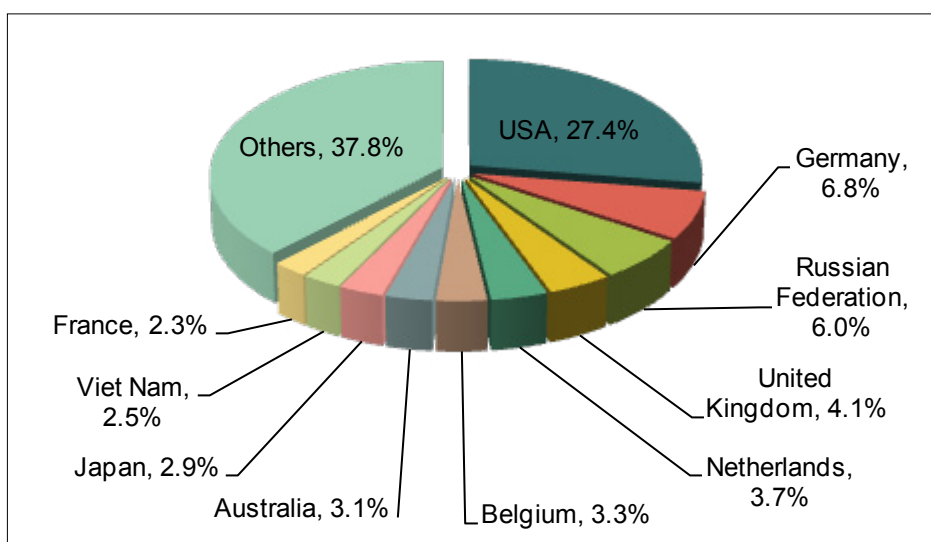
2.4.1. China Electric Tool Export Volume and Value from Jan. to June 2014

Month	Volume (kg)	Value (USD)	Compared with the same period last year	
			Volume	Value
Jan.	30,527,105	829,734,763	16.0%	19.3%
Feb.	16,620,538	506,860,923	-12.8%	-3.5%
Mar.	23,501,005	687,145,187	3.2%	3.4%
April	28,950,989	798,430,740	11.0%	11.5%
May	29,452,800	789,572,982	15.9%	19.1%
June	26,873,516	704,555,892	11.2%	8.4%
Jan.-June Total	155,925,953	4,316,300,487	8.4%	10.3%

China's export value of electric tool amounted to 4.32 billion US dollars from Jan. to June 2014, a year-on-year increase of 10.3%.

2.4.2. China Electric Tool Major Export Countries/Regions Distribution from Jan. to June 2014

No.	Countries/Regions	Volume (-)	Value (USD)	Compared with the same period last year	
				Volume	Value
1	USA	37,333,523	1,184,100,919	6.7%	12.2%
2	Germany	9,518,669	294,683,687	19.3%	13.3%
3	Russian Federation	9,862,359	258,649,252	14.9%	3.3%
4	United Kingdom	5,667,465	178,769,637	17.1%	29.4%
5	Netherlands	4,584,199	159,659,858	-3.6%	1.8%
6	Belgium	4,978,748	143,027,032	14.3%	27.3%
7	Australia	3,421,910	132,667,603	6.5%	2.4%
8	Japan	4,096,315	125,396,660	18.2%	12.9%
9	Viet Nam	4,286,420	107,696,049	162.7%	186.8%
10	France	2,796,506	99,336,254	-9.8%	7.9%



The United States is China's largest export market of electric tool. In the first half year of 2014, China's export value to the United States amounted to 1.18 billion US dollars, a year-on-year increase of 12.2%, accounting for 27.4% of China's total export value of the product, followed by Germany, the market share accounted for 6.8%.

From Jan. to June 2014, among China's top ten export destination markets of electric tool, the export value and volume to Viet Nam increased the largest (a YOY increase of 162.7% and 186.8% respectively).

Source: Customs Information Network

3. Global Tools & Hardware Demanding Analysis in 2013

3.1. Hand Tools used in Agriculture, Horticulture or Forestry (HS: 8201) Main Demanding Country in 2013

Import Countries/Regions	Import Value for 2013 (Thousand USD)	YOY
USA	301,715	8.2%
Germany	131,348	0.6%
France	74,790	-4.4%
United Kingdom	71,538	-2.3%
Netherlands	54,231	-10.4%
Japan	49,308	-10.6%
Malaysia	42,909	41.6%
Canada	42,011	1.3%
Russian Federation	41,451	18.6%
Australia	32,493	10.5%
Belgium	28,780	12.0%
Spain	26,286	19.0%
Czech Republic	25,506	19.8%
Italy	25,235	-1.3%
Austria	25,044	7.1%
Kenya	24,921	20.1%
Denmark	23,749	3.4%
Finland	22,951	8.7%
Sweden	21,663	12.0%
Poland	19,004	3.6%

Note: the yellow fonts are mirror data.

Global main import countries and regions of hand tools used in agriculture, horticulture or forestry in 2013 were the United States, Germany, France, the United Kingdom, the Netherlands, Japan, Malaysia, Canada, the Russian Federation and Australia.

3.2. Hand Saws (HS: 8202) Main Demanding Country in 2013

Import Countries/Regions	Import Value for 2013 (Thousand USD)	YOY
USA	579,882	6.0%
Germany	311,474	6.4%
China	182,133	6.9%
Russian Federation	151,388	3.8%
Netherlands	138,132	-4.6%
France	131,210	5.9%
Canada	121,263	-3.6%
United Kingdom	106,905	6.5%
Belgium	101,593	5.5%
Japan	100,456	2.7%
Italy	87,533	-0.5%
Singapore	86,118	37.7%
India	84,127	5.7%
Sweden	81,691	-0.2%
Republic of Korea	81,209	-20.3%
Turkey	76,707	12.7%
Mexico	68,927	-2.3%
Austria	68,710	1.0%
Poland	64,818	32.8%
Spain	63,468	16.3%

Global main import countries and regions of hand saws in 2013 were the United States, Germany, China, the Russian Federation, the Netherlands, France, Canada, the United Kingdom, Belgium and Japan.

3.3. Hand-operated Spanners and Wrenches (HS: 8204) Main Demanding Country in 2013

Import Countries/Regions	Import Value for 2013 (Thousand USD)	YOY
USA	647,422	5.0%
Germany	177,142	-9.3%
Canada	142,231	0.0%
China	118,222	7.8%
France	115,955	-7.8%
United Kingdom	108,251	7.3%
Russian Federation	98,172	3.1%
Australia	73,571	-13.9%
Japan	68,465	-8.1%
Netherlands	67,389	7.3%
Mexico	64,130	-1.2%
United Arab Emirates	57,724	5.0%
Turkey	52,547	23.7%
Italy	50,401	5.8%
Belgium	48,150	-7.4%
Sweden	47,969	-5.2%
Poland	46,753	-0.7%
Republic of Korea	40,823	-7.6%
Brazil	39,021	-8.9%
Austria	37,351	2.0%

Note: the yellow fonts are mirror data.

Global main import countries and regions of hand-operated spanners and wrenches in 2013 were the United States, Germany, Canada, China, France, the United Kingdom, the Russian Federation, Australia, Japan and the Netherlands and etc.

3.4. Electric Tool (HS: 8467) Main Demanding Country in 2013

Import Countries/Regions	Import Value for 2013 (Thousand USD)	YOY
USA	4,656,907	7.6%
Germany	2,078,352	8.8%
Belgium	1,332,876	2.3%
France	1,308,579	9.6%
Russian Federation	1,042,377	-8.4%
Canada	845,512	-3.0%
United Kingdom	826,032	8.4%
Australia	605,710	-2.7%
China	551,682	6.2%
Japan	466,054	12.8%
Italy	450,548	-1.5%
Netherlands	431,954	2.9%
Austria	421,169	0.4%
Mexico	415,601	0.4%
Singapore	375,020	6.4%
Sweden	373,605	1.2%
Brazil	369,529	4.9%
Poland	364,151	4.2%
Spain	315,548	11.3%
Republic of Korea	293,667	8.2%

Global main import countries and regions of electric tool in 2013 were the United States, Germany, Belgium, France, the Russian Federation, Canada, the United Kingdom, Australia, China and Japan.

Source: UN COMTRADE

4. Global Tools & Hardware Competition Analysis in 2013

4.1. Hand Tools used in Agriculture, Horticulture or Forestry (HS: 8201) Main Export Countries/Regions in 2013

Export Countries/Regions	Export Value for 2013 (Thousand USD)	YOY
China	583,781	6.4%
Taiwan	128,376	2.9%
Germany	101,102	5.1%
Mexico	69,389	19.7%
Finland	64,593	9.1%
India	52,036	7.9%
France	44,628	6.4%
Netherlands	43,696	-13.1%
USA	37,200	11.3%
United Kingdom	29,456	9.9%
Colombia	28,603	-6.8%
Brazil	24,748	-11.9%
Switzerland	24,140	-2.9%
Poland	22,073	-5.4%
Italy	22,056	13.7%
Czech Republic	21,572	16.9%
Sweden	17,100	1.7%
Spain	17,096	-2.7%
Japan	16,832	-9.0%
Viet Nam	15,224	41.7%

Note: the yellow fonts are mirror data.

According to statistics of 2013, China is the largest export market of hand tools used in agriculture, horticulture or forestry. China's export value of hand tools used in agriculture, horticulture or forestry for 2013 amounted to 580 million US dollars, a year-on-year increase of 6.4%, followed by Taiwan, the export value amounted to 130 million US dollars.

4.2. Hand Saws (HS: 8202) Main Export Countries/Regions in 2013

Export Countries/Regions	Export Value for 2013 (Thousand USD)	YOY
China	922,936	6.0%
Germany	593,701	2.7%
USA	335,323	-1.0%
Italy	190,036	3.3%
Sweden	151,837	-0.3%
Japan	144,155	-4.9%
Netherlands	138,221	-6.4%
Canada	111,115	-12.5%
Belgium	107,401	19.0%
Republic of Korea	102,517	-0.4%
Austria	72,431	-12.1%
United Kingdom	66,521	13.3%
France	60,602	-3.8%
Poland	54,373	78.5%
Brazil	49,005	-7.7%
Czech Republic	44,835	1.1%
Singapore	37,178	7.1%
Taiwan	33,616	-2.8%
Spain	23,715	18.1%
Thailand	23,325	44.4%

According to statistics of 2013, China is the largest export market of hand saws. China's export value of hand saws for 2013 amounted to 920 million US dollars, a year-on-year increase of 6%, followed by Germany, the export value amounted to 590 million US dollars, a year-on-year increase of 2.7%.

4.3. Hand-operated Spanners and Wrenches (HS: 8204) Main Export Countries/Regions in 2013

Export Countries/Regions	Export Value for 2013 (Thousand USD)	YOY
USA	579,882	6.0%
Germany	311,474	6.4%
China	182,133	6.9%
Russian Federation	151,388	3.8%
Netherlands	138,132	-4.6%
France	131,210	5.9%
Canada	121,263	-3.6%
United Kingdom	106,905	6.5%
Belgium	101,593	5.5%
Japan	100,456	2.7%
Italy	87,533	-0.5%
Singapore	86,118	37.7%
India	84,127	5.7%
Sweden	81,691	-0.2%
Republic of Korea	81,209	-20.3%
Turkey	76,707	12.7%
Mexico	68,927	-2.3%
Austria	68,710	1.0%
Poland	64,818	32.8%
Spain	63,468	16.3%

According to statistics of 2013, the United States is the largest export market of hand-operated spanners and wrenches. The United States' export value of hand-operated spanners and wrenches for 2013 amounted to 580 million US dollars, a year-on-year increase of 6%, followed by Germany, the export value amounted to 310 million US dollars, a year-on-year increase of 6.4%. China ranked the third, and the export value amounted to 180 million US dollars, a year-on-year increase of 6.9%.

4.4. Electric Tool (HS: 8467) Main Export Countries/Regions in 2013

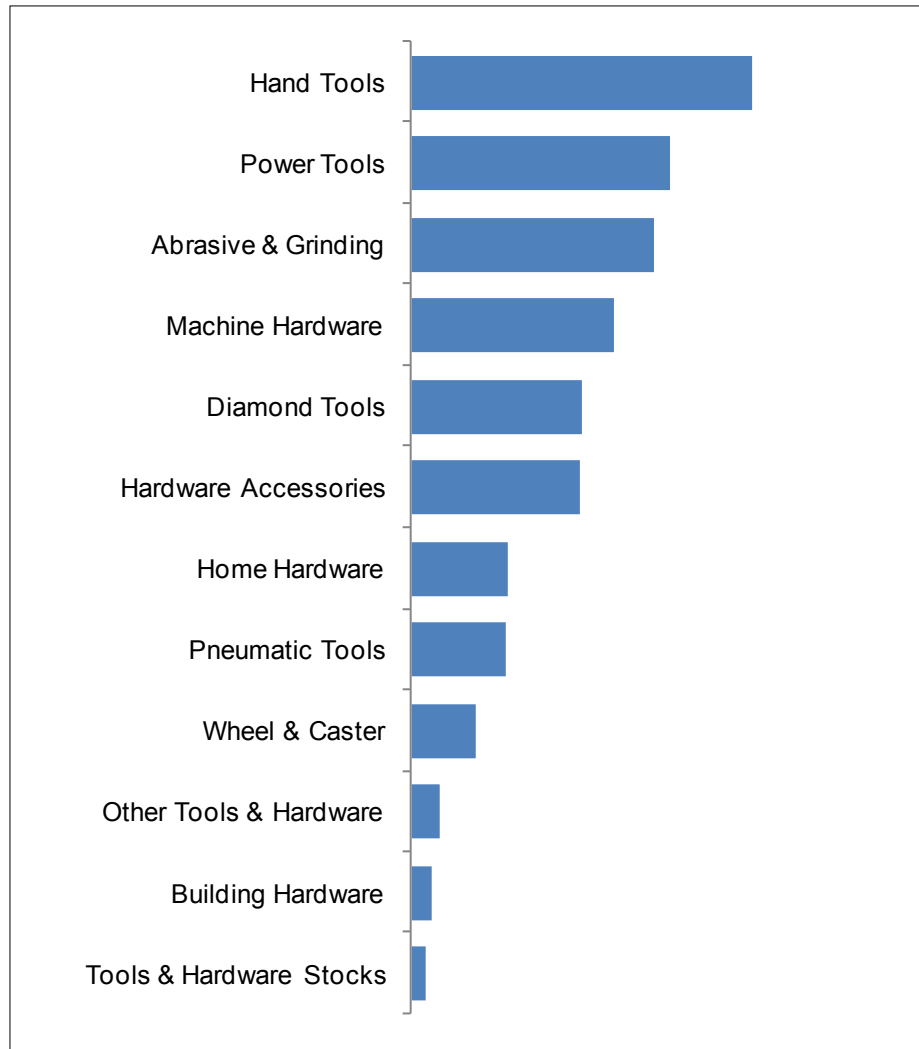
Export Countries/Regions	Export Value for 2013 (Thousand USD)	YOY
China	8,095,342	10.6%
Germany	2,810,038	5.0%
USA	1,475,335	-2.2%
Belgium	1,181,417	13.4%
Mexico	838,504	9.7%
Japan	835,143	-11.4%
Sweden	819,470	-2.9%
Taiwan	618,456	0.2%
Austria	549,096	17.3%
Netherlands	347,360	19.0%
France	339,291	7.6%
Czech Republic	330,075	8.3%
Singapore	319,674	-2.5%
Hungary	316,010	0.9%
Malaysia	297,843	20.8%
Italy	289,171	6.0%
United Kingdom	276,380	-1.9%
Switzerland	247,783	6.3%
Finland	165,915	13.9%
Romania	156,775	11.7%

According to statistics of 2013, China is the largest export market of electric tool. China's export value of electric tool for 2013 amounted to 8.1 billion US dollars, a year-on-year increase of 10.6%, followed by Germany, the export value amounted to 2.81 billion US dollars, a year-on-year increase of 5%.

Source: UN COMTRADE

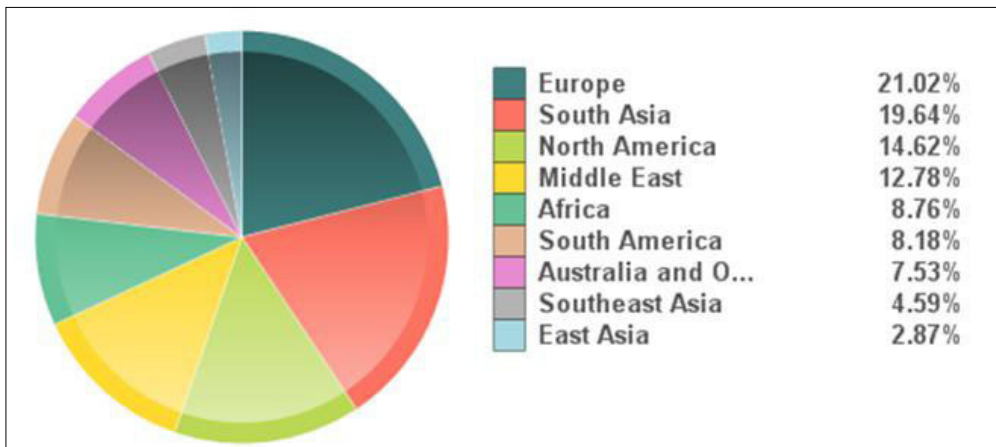
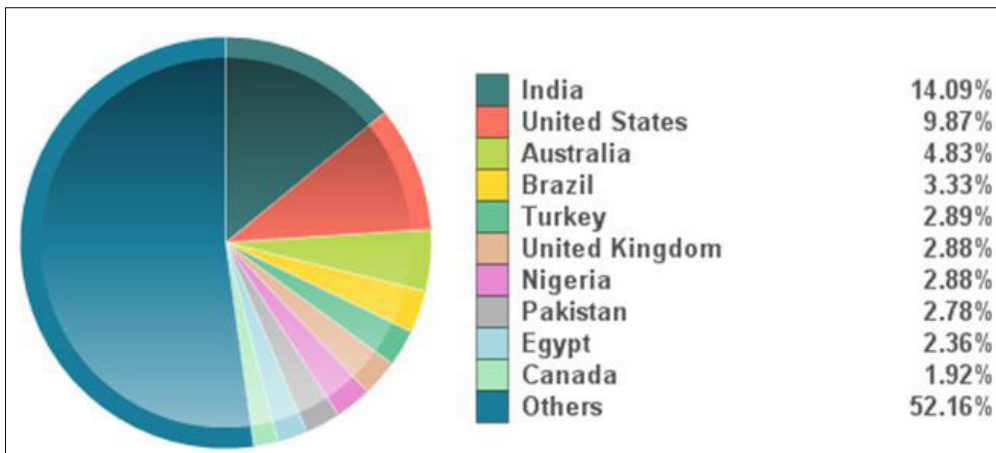
5. Tools & Hardware Industry Data Analysis on Made-in-China.com

5.1. Tools & Hardware Buyers Interest Analysis on Made-in-China.com from Jan. to June 2014



In the first half year of 2014, buyers pay the most attention to Hand Tools, which is in the directory of Tools & Hardware, followed by Power Tools.

5.2. Tools & Hardware Buyers Distribution on Made-in-China.com from Jan. to June 2014



In the first half year of 2014, buyers of Tools & Hardware on Made-in-China.com mainly come from India and the United States and etc. Inquiries from the two countries accounted for 14.09% and 9.87% of the total inquiries of this industry. Analyzed by continent, inquiries of Tools & Hardware on Made-in-China.com mainly come from Europe, South Asia, North America and the Middle East and other regions.

Source: Made-in-China.com

The IAR Team of Made-in-China.com dedicates to surveying,excavating and collating industry information for supplying the service of timely and exact information analysis, providing necessary information and dates for clients'decision.

Thanks for reading the report, if you have any questions,opinions or advices, please contact us.

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