

## Overview of Turkish Fastener Trade

Turkey was a dependent country on fasteners in 2015, but it changed the status to “independent” in 2019. The turning point was in 2018: it increased its export by 29% in comparison with 2017 and it also decreased its import by 27% in the same period. Although its export decreased by 4% in 2019, its import dropped by 16% in 2019 in comparison with 2018.

## Turkish Fastener Trade and Independent Ratios in 2015-2019

Unit: 1,000 USD	2015	2016	2017	2018	2019
Turkish Import	663,758	703,832	753,141	552,978	462,345
Turkish Export	287,406	308,656	365,430	470,141	451,207
Independency Ratio	231%	228%	206%	118%	102%

Two reasons caused these huge changes:

1. Turkey started to invest in the fastener industry.
2. Turkish lira depreciated, so exporting fasteners became economical and importing fasteners became expensive.

In the exported fastener sector, Germany was the main market for Turkish fasteners and France had been ranked in the 2<sup>nd</sup> place since 2015. Algeria imported 20.250 million USD worth of fasteners from Turkey and surpassed France in 2018, but France returned to the 2<sup>nd</sup> biggest importer place for Turkish fasteners in 2019.

# Analysis of Turkey's Fastener Trade in 2019

by Behrooz Lotfian

## Turkish Fasteners Exported to Germany and France in 2015-2019 (Unit: 1,000 USD)

Importers	2015	2016	2017	2018	2019
World	287,406	308,656	365,430	470,141	451,207
Germany	102,807	117,081	145,389	181,919	156,732
Buying Share	35.8%	37.9%	39.8%	38.7%	34.7%
France	12,512	11,474	13,469	16,641	16,302
Buying Share	4.4%	3.7%	3.7%	3.5%	3.6%

In the imported fastener sector, although Germany was the main supplier in Turkish fastener import, it still faced close competition from many other countries. Note that listed countries sold more than 3 million USD worth of fasteners to Turkey.

## JAN

The following table shows the situation of fastener suppliers of Turkey in the 1st month of 2019.

JAN 2019	Unit: 1,000 USD	Share
World	36,545	100.0%
Germany	6,823	18.7%
Japan	5,341	14.6%
USA	4,485	12.3%
Italy	3,720	10.2%

## FEB

China entered the “3 million USD” sellers list. Although the Turkish market got 1% smaller in comparison with the previous month, Germany, as the only improver in the month, increased its market share by 0.4% and increased its exported fastener value by 0.9%. The competition happened among the 2nd place to the 5th place. The biggest loser was USA in the month.

FEB 2019	Unit: 1,000 USD	Share	Value Change	Market Share Change
World	36,163	100.0%	-1.0%	
Germany	6,887	19.0%	0.9%	0.4%
Japan	4,370	12.1%	-18.2%	-2.5%
Italy	3,580	9.9%	-3.8%	-0.3%
China	3,468	9.6%	New on the list	New on the list
USA	3,385	9.4%	-24.5%	-2.9%

## MAR

Turkish market could compensate its fall in the last month and grew 8.3%. Germany continued the growth. Italy was the biggest winner in this month and the U.S. could compensate its dropping number. Japan continued its number decreasing and the big loser was China.

MAR 2019	Unit: 1,000 USD	Share	Value Change	Market Share Change
World	39,171	100.0%	8.3%	
Germany	7,600	19.4%	10.4%	0.4%
Italy	4,479	11.4%	25.1%	1.5%
Japan	4,290	11.0%	-1.8%	-1.1%
USA	4,183	10.7%	23.6%	1.3%
China	3,357	8.6%	-3.2%	-1.0%

## APR

Turkish market improved for the 2<sup>nd</sup> month and improved by 5.0%. Germany continued the growth for the 3<sup>rd</sup> month. Japan as the biggest winner in this month stopped its loss and improved its number. Italy and China's numbers were negative in this month, but Italy was the biggest loser.

APR 2019	Unit: 1,000 USD	Share	Value Change	Market Share Change
World	41,142	100.0%	5.0%	
Germany	8,276	20.1%	8.9%	0.7%
Japan	5,449	13.2%	27.0%	2.3%
USA	4,353	10.6%	4.1%	-0.1%
Italy	4,054	9.9%	-9.5%	-1.6%
China	3,048	7.4%	-9.2%	-1.2%



**2019**

**MAY**

France entered the “3 million USD” sellers list; each of the 6 countries exported more than 3 million USD fasteners to Turkey. This month was a turning point for Germany, as not only did it lost its market share, but also its exported value decreased. Japan was the biggest loser of this month and China was the biggest winner in this month.

MAY 2019	Unit: 1,000 USD	Share	Value Change	Market Share Change
World	41,493	100.0%	0.9%	
Germany	7,856	18.9%	-5.1%	-1.2%
USA ↑	4,989	12.0%	14.6%	1.4%
Italy ↑	4,092	9.9%	0.9%	0.0%
Japan ↓	3,876	9.3%	-28.9%	-3.9%
China	3,775	9.1%	23.9%	1.7%
France	3,025	7.3%	New on the list	New on the list

**JUN**

Turkish market dropped by 20.8% in June in comparison with May. Based on this fall, exported fastener values of all countries decreased. Market shares of Germany and the U.S. decreased, but Japan and China increased. Italy did not change.

JUN 2019	Unit: 1,000 USD	Share	Value Change	Market Share Change
World	32,850	100.0%	-20.8%	
Germany	5,955	18.1%	-24.2%	-0.8%
USA	3,850	11.7%	-22.8%	-0.3%
Japan ↑	3,678	11.2%	-5.1%	1.9%
Italy ↓	3,250	9.9%	-20.6%	0.0%
China	3,147	9.6%	-16.6%	0.5%

**JUL**

France returned to the list. In this month, the value of Turkish market increased. Based on this change, the numbers of all countries improved. The biggest winner was China, with a more than 40% improvement in value.

JUL 2019	Unit: 1,000 USD	Share	Value Change	Market Share Change
World	40,427	100.0%	23.07%	
Germany	7,665	19.0%	28.72%	0.8%
USA	4,612	11.4%	19.79%	-0.3%
Japan ↑	4,432	11.0%	20.50%	-0.23%
China	4,411	10.9%	40.17%	1.3%
Italy ↓	3,889	9.6%	19.66%	-0.3%
France	3,010	7.4%	New on the list	New on the list

**AUG**

Based on a 22.3% shrinkage in Turkish market in this month, Italy and France were both rejected from the “3 Million USD” sellers list. The values of all countries appeared negative growth. Japan was the big loser in this month.

AUG 2019	Unit: 1,000 USD	Share	Value Change	Market Share Change
World	31,420	100.0%	-22.3%	
Germany	5,898	18.8%	-23.1%	-0.2%
USA	4,282	13.6%	-7.2%	2.2%
China	3,417	10.9%	-22.5%	0.0%
Japan	3,348	10.7%	-24.5%	-0.2%

**SEP**

Value fluctuations of Turkish market were significant in the previous months. The positive growth caused improvement in suppliers' exported fastener values. Italy returned to the list again.

SEP 2019	Unit: 1,000 USD	Share	Value Change	Market Share Change
World	38,923	100.0%	23.9%	
Germany	6,910	17.8%	17.2%	-1.6%
USA	4,929	12.7%	15.1%	1.5%
Japan	4,091	10.5%	22.2%	-0.1%
Italy	3,724	9.6%	New on the list	New on the list
China	3,215	8.3%	-5.9%	-2.6%

**OCT**

The market size of Turkey became bigger for the 2nd month in a row. In this month Japan lost the value, and Italy lost its market share. France returned to the list again.

OCT 2019	Unit: 1,000 USD	Share	Value Change	Market Share Change
World	40,406	100.0%	3.81%	
Germany	7,352	18.2%	6.40%	0.4%
USA	5,265	13.0%	6.82%	0.4%
Japan	4,055	10.0%	-0.88%	0.5%
Italy	3,749	9.3%	0.67%	-0.4%
China	3,682	9.1%	14.53%	0.9%
France	3,346	8.3%	New on the list	New on the list



**2019  
NOV**

For the 3<sup>rd</sup> consecutive month, the market size of Turkey increased. The U.S. decreased its gap with Germany. The U.S. was the biggest winner in this month with a 15.9% growth in value. Italy was the big loser.

NOV 2019	Unit: 1,000 USD	Share	Value Change	Market Share Change
World	41,496	100.0%	2.7%	
Germany	7,251	17.5%	-1.4%	-0.7%
USA	6,100	14.7%	15.9%	1.7%
Japan	4,288	10.3%	5.7%	0.3%
Italy	3,651	8.8%	-2.6%	-0.5%
China	3,601	8.7%	-2.2%	-0.4%

**DEC**

For the 4<sup>th</sup> consecutive month the market size of Turkey became bigger. This month was a turning point for the U.S., as its number turned negative after 3 months of growth.

DEC 2019	Unit: 1,000 USD	Share	Value Change	Market Share Change
World	42,310	100.0%	2.0%	
Germany	7,448	17.6%	2.7%	0.1%
USA	5,515	13.0%	-9.6%	-1.7%
Japan	4,962	11.7%	15.7%	2.9%
Italy	3,919	9.3%	7.3%	1.1%
China	3,709	8.8%	3.0%	0.1%

**Summary**

The following table shows the main 3 suppliers of fasteners in Turkish market.

Exporters (Unit: 1,000 USD)	2019	Share
World	462,345	
Germany	85,922	18.6%
USA	55,949	12.1%
Japan	52,179	11.3%

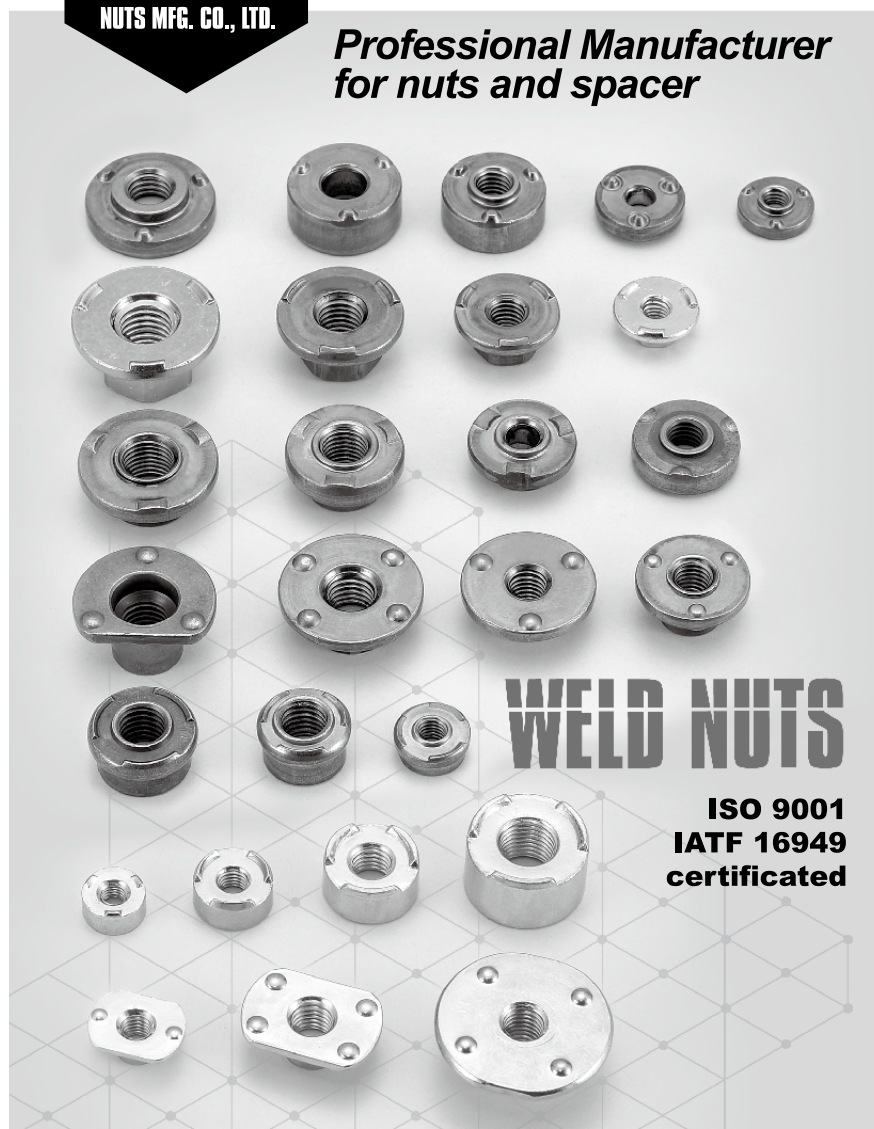
For 12 months in the list of above 3 million USD fasteners sold in Turkish market:

- Germany was the leader of Turkish market.
- The U.S. was in the 2<sup>nd</sup> place for 8 months in a row after April, 2 times in the 3<sup>rd</sup> place, 1 time in the 4<sup>th</sup> place and 1 time in the 5<sup>th</sup> place.
- Japan was in the 2<sup>nd</sup> place for 3 times, 7 times in the 3<sup>rd</sup> place, 2 times in the 4<sup>th</sup> place.
- Italy was in the 2<sup>nd</sup> place for 1 time, 2 times in the 3<sup>rd</sup> place, 8 times in the 4<sup>th</sup> place and 1 time rejected from the list.
- China ranked 1 time in the 3<sup>rd</sup>, 1 time in the 4<sup>th</sup> place and 9 times in the 5<sup>th</sup> place and 1 time was not present.
- France was 2 times in the 6<sup>th</sup> place. ■



168 Hsinleh St., Kangshan Dist.,  
Kaohsiung City, Taiwan  
haomou.taiwan@msa.hinet.net  
Tel: 886-7-6229300 Fax: 886-7-6222249  
www.fastener-world.com/en/supplier/haomou

**Professional Manufacturer  
for nuts and spacer**



**WELD NUTS**

**ISO 9001  
IATF 16949  
certificated**

