

# Comparison of EU Industries Through Analyzing Fastener Prices in Each Country

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A study of what type of fastener has been imported and what type of fastener has been exported through a country will give us vital information about the industrial situation of a country.

In this article we will study the industrial situations of EU15 countries. Note: EU15 countries are Germany, Italy, France, UK (which has voted to leave EU months ago), Netherlands, Spain, Belgium, Austria, Sweden, Denmark, Ireland, Portugal, Finland, Luxembourg, and Greece.

## Germany



Germany is one of the most industrialized countries in the world and the automotive, electrical, and electronical industries in Germany also show high demand for fasteners. Germany is the biggest fastener exporter and importer in the EU region. The following table shows the statistics of the fastener industry in Germany.

Germany	Value (1,000 USD)	Quantity (MT)	USD/Kg
Export (2015)	5,235,134	790,207	6.60
Import (2015)	3,318,906	830,285	4.00
Export / Import	57.7%	-4.8%	65.7%

### Analysis:

- 1- The value of exported fasteners is 57.7% higher than that of imported fasteners; it means that Germany is one of the strong fastener producers (predictable) in the EU region.
- 2- The quantity of exported fasteners is 4.8% lower than that of imported fasteners; it means that Germany needs cheaper fasteners. In a simple word, producing cheap fasteners in Germany is not feasible and this is a clue for fastener producers.
- 3- The unit value (USD/Kg) of exported fasteners is 65.7% higher than the unit value of imported fasteners, which means although German industries need cheaper fasteners rather than domestically produced fasteners. The industry of Germany is a high-tech market, and therefore, there is a market for expensive fasteners there.

## Who Buys German Fasteners?

Germany as an Exporter	Value (1,000 USD)	Quantity (MT)	USD/Kg
China (2015)	563,435	69,439	8.11
France (2015)	425,243	69,395	6.13
USA (2015)	393,399	62,211	6.32

The interesting point in the above table is, among these 5 European countries (discussed in this article), China just buys their fasteners from Germany. The unit price of fasteners Germany sold to China is higher than the average price of German exported fasteners, which means that China needs these fasteners for their high-tech industries.

## Who Sells Fasteners to Germany?

Germany as an Importer	Value (1,000 USD)	Quantity (MT)	USD/Kg
Italy (2015)	499,320	127,873	3.9
Taiwan (2015)	436,365	159,732	2.7
Switzerland (2015)	316,395	19,678	16.1
China	177,918	71,656	2.5

The above table shows that the cheapest price doesn't work everywhere. To compare the performance of China and Taiwan in Germany, China's price is lower than Taiwan's price, and the quantity of fasteners Taiwan sold to Germany is two times the quantity of fasteners China sold to Germany.

The interesting point in this table is the price of fasteners from Switzerland (reaching 16.1 USD/Kg!). A study on Swiss fasteners can make clear another side of fastener industry subjects.

## Italy



Ferrari, Lamborghini, and Alfa Romeo are a few of the famous Italian brands in the world. The question is, do these luxury brands in the automotive industry need high tech fasteners? The answer is in the following table. Italy is the 2nd biggest exporter and the 5th biggest importer in the EU zone when it comes to fasteners.

Italy	Value (1,000 USD)	Quantity (MT)	USD/Kg
Export (2015)	1,660,140	418,565	4.00
Import (2015)	769,065	202,807	3.80
Export / Import	115.9%	106.4%	4.6%

### Analysis:

- 1- Italy's fastener export (in term of value and quantity) is higher than its fastener import, which means the Italian market needs tooling and machines.
- 2- The difference between the unit price of exported fasteners and the unit price of imported fasteners is not very high, so it is predictable that Italian producers and industries need routine fasteners.

### Who Buys Italian Fasteners?

Italy as an Exporter	Value (1,000 USD)	Quantity (MT)	USD/Kg
Germany (2015)	505,639	139,075	3.6
France (2015)	274,993	77,094	3.6
Spain (2015)	95,962	26,857	3.6

The above table shows that Italy with the lowest price in the EU could support the EU region smoothly, but the question is why China and Taiwan could not sell in the EU market very well? Below are my predictions:

- A- The antidumping rules EU imposed against certain Chinese and Taiwanese fasteners.
- B- The distance issue that delayed the delivery time.

### Who Sells Fasteners to Italy?

Italy as an Importer	Value (1,000 USD)	Quantity (MT)	USD/Kg
Germany (2015)	769,065	34,259	22.4
Taiwan (2015)	199,143	34,954	5.7
China (2015)	87,517	39,482	2.2

1. The interesting point in the above table is Taiwan's strategies in two countries (i.e., low price for Germany and high price for Italy (which is 2 times higher than its price for Germany)). Note that you should choose the proper strategy for each region.
2. The price difference between Germany and China is notable, and then, we should ask what the main Italian industry is and why they need some expensive fasteners?



### France

The 3rd biggest fastener exporter and the 2nd biggest fastener importer in the EU region is France. France is

famous for its Renault, Peugeot, Citroën, and Airbus in the world.

France	Value (1,000 USD)	Quantity (MT)	USD/Kg
Export (2015)	1,277,261	142,632	9.00
Import (2015)	1,616,763	329,970	4.90
Export / Import	-21.0%	-56.8%	82.8%

### Analysis:

- 1- The aerospace industry in France is the cause that makes fastener producers in France manufacture expensive fasteners at the price of 9 USD/Kg.
- 2- The demand of the automotive industry for normal fasteners is also visible in the above table.

### Who Buys French Fasteners?

France as an Exporter	Value (1,000 USD)	Quantity (MT)	USD/Kg
Germany (2015)	216,992	26,750	8.1
Spain (2015)	165,159	18,633	8.9
UK (2015)	112,601	6,728	16.7
Romania (2015)	75,882	14,469	5.2

French fastener suppliers sell fasteners to Airbus' UK operation, so the average price is very high. However, the interesting point in this table is that the price of French fasteners in Romania is 40% lower than the average price of French fasteners! It can be a good issue to be studied in another article.

### Who Sells Fasteners to France?

France as an Importer	Value (1,000 USD)	Quantity (MT)	USD/Kg
Germany (2015)	391,302	86,137	4.5
Italy (2015)	248,308	68,099	3.6
USA (2015)	208,636	2,998	69.6
Taiwan (2015)	132,734	40,251	3.2

The above table shows that France needs fasteners for its automotive industry, but what type of fasteners USA sold to France is also a good issue to be studied in another article.

### United Kingdom

UK	Value (1,000 USD)	Quantity (MT)	USD/Kg
Export (2015)	805,612	62,938	12.80
Import (2015)	1,322,836	285,262	4.64
Export / Import	-39.1%	-77.9%	176.0%



**Analysis:**

- 1- The aerospace industry has been a cause that makes UK fastener producers manufacture high value added fasteners and the surplus of their production has been exported.
- 2- The automotive industry in UK is the first high fastener consuming industry in the country, and therefore, UK is ranked the 3rd biggest fastener importer in the EU. Although the quantity of UK's export is not significant, it is still ranked the 4th biggest in the EU, when it comes to export value.

**Who Buys UK Fasteners?**

UK as an Exporter	Value (1,000 USD)	Quantity (MT)	USD/Kg
Germany (2015)	111,175	8,892	12.5
USA (2015)	87,320	2,124	41.1
France (2015)	55,243	3,643	15.16
Denmark (2015)	32,465	10,130	3.2
Ireland	41,061	7,826	5.2

UK fastener statistics are very strange; they are able to sell between 3.2 USD/kg and 41.1 USD/kg. The fastener industry in UK can be also a good subject for study in another article.

**Who Sells Fasteners to UK?**

UK as an Importer	Value (1,000 USD)	Quantity (MT)	USD/Kg
Germany (2015)	256,291	35,625	7.2
Taiwan (2015)	192,420	68,481	2.8
USA (2015)	192,376	9,058	21.2
China (2015)	86,320	40,845	2.1

China and Taiwan are suppliers offering the cheapest prices, while USA is the supplier offering aerospace fasteners to UK.

**Netherlands**

Netherlands is the 5th biggest fastener exporter and the 4th biggest importer in the EU. The following table shows the statistics of fastener in the country.

Netherlands	Value (1,000 USD)	Quantity (MT)	USD/Kg
Export (2015)	647,098	164,421	3.9
Import (2015)	792,231	251,196	3.2
Export / Import	-18.3%	-34.5%	24.8%

**Analysis:**

- 1- Netherlands produces cheap fasteners in the EU and it also needs cheap fasteners, too. The main industries in Netherlands are electronic machines and devices.

**Who Buys Netherlands' Fasteners?**

Netherlands as an Exporter	Value (1,000 USD)	Quantity (MT)	USD/Kg
Germany (2015)	247,595	79,845	3.1
Belgium (2015)	84,951	29,573	2.9
France (2015)	42,237	10,332	4.1

There is no strange action in the above table when we compare the average exported fastener prices.

**Who Sells Fasteners to Netherlands?**

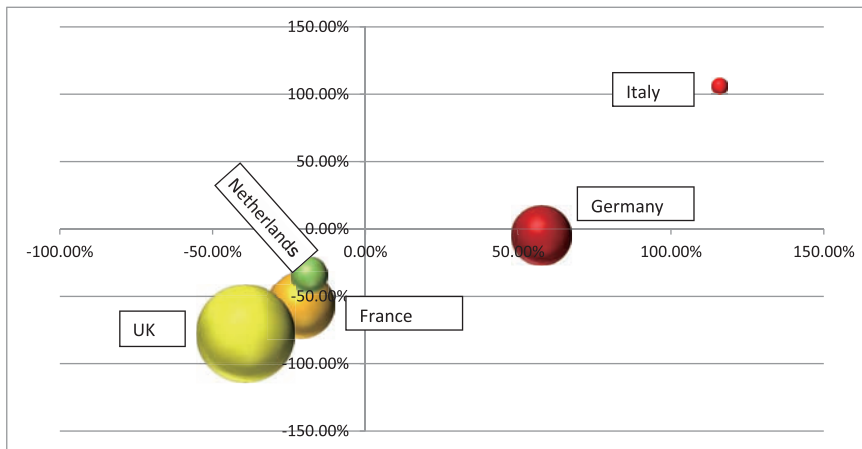
Netherlands as an Importer	Value (1,000 USD)	Quantity (MT)	USD/Kg
Germany (2015)	234,630	103,494	2.3
Taiwan (2015)	76,321	25,800	3.0
USA (2015)	53,508	3,996	13.4
China (2015)	43,441	24,413	1.8

1. The interesting point in the above table is that Germany's fastener price is lower than Taiwan's price. It is notable!
2. As in other countries, USA is the supplier with higher prices in the EU.

**Summary**

The following graph shows the summary of statistics of the 5 biggest fastener producers and importers in the Europe. The X-axis shows the ratio of the exported fasteners to imported fasteners in terms of value. The Y-axis shows the ratio of the exported fasteners to imported fasteners in terms of quantity. And, the sphere size is the ratio of 1 kilogram of exported fastener price to imported fastener price.

The following graph shows that France, UK and Netherlands are all good markets for fastener suppliers. On the other hand, Italy has strong fastener suppliers, and therefore, they can support their region inquiries. Germany has a balanced market.



The second point that this article investigates is the very wide and strange prices that countries deal to each other. Please see the following table.

		Importers										
		China	Italy	France	UK	USA	Denmark	Netherlands	Germany	Belgium	Spain	Romania
Exporters	Germany	8.1	22.4	4.5 -6.1	7.2	6.3		2.3				
	Italy			3.6					3.6-3.9		3.6	
	Taiwan		5.7	3.2	2.8			3.0	2.7			
	Switzerland								16.1			
	China		2.2		2.1			1.8	2.5			
	France				16.7				8.1		8.9	5.2
	USA			69.6	21.2			13.4				
	UK			15.6		41.1	3.2	5.2	12.5			
	Netherlands			4.1					3.1	2.9		

The areas with two prices included mean that statistics of the countries cannot match completely. □

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