

# European Fastening Hand Tools Import/Export Statistics & Trend Analysis in Q1-Q3 2017

## 歐洲2017前三季緊固手工工具貿易趨勢

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### ▲ HS-CODE 820790

#### Exporters:

The biggest category in terms of export value is 820790. More than 350 million USD worth of products within this category have been exported through Europe to the world.

Germany as the biggest exporter of this type of tools represented almost 35% of the total Europe aggregation. Italy with 12% of Europe aggregation was ranked 2nd and Switzerland with 8% was ranked 3rd.

Exporters	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
Europe Aggregation	345,181	335,175	387,595	352,800	358,320	365,538	383,587	391,221
Germany	107,908	113,665	126,946	123,948	117,802	126,051	133,459	142,415
	31%	34%	33%	35%	33%	34%	35%	36%
Italy	50,503	45,250	54,053	43,665	50,330	48,742	45,647	45,198
	15%	14%	14%	12%	14%	13%	12%	12%
Switzerland	29,674	30,547	30,504	29,167	29,376	30,337	30,803	30,134
	9%	9%	8%	8%	8%	8%	8%	8%
Others	157,096	145,713	176,092	156,020	160,812	160,408	173,678	173,474
	46%	43%	45%	44%	45%	44%	45%	44%

In this category, Germany's share increased slowly. On the other hand, Italy's share dropped slowly. Switzerland's and other countries' shares were almost constant during the 8 past quarters.

If a company wants to buy this type of tools, checking with German suppliers could be the first priority, as their total export was 3 times higher than the 2nd biggest exporter of this region.

#### Importers:

The main importers of HS-Code 820790 in Europe were, Germany (about 9% of the Europe aggregation), France (10%) and Italy (7%).

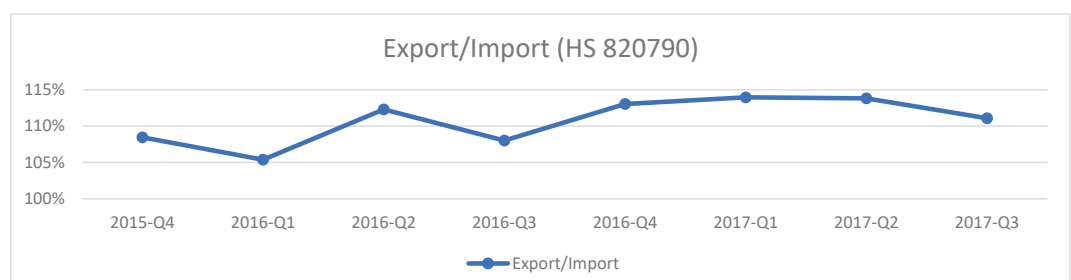
In the import terms, these countries' market shares were almost constant.

Importers	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
Europe Aggregation	318,315	318,054	345,166	326,581	316,993	320,742	337,053	352,168
Germany	59,713	67,328	68,744	64,150	59,058	62,846	65,245	67,068
	19%	21%	20%	20%	19%	20%	19%	19%
France	31,224	32,462	34,349	30,633	32,501	30,125	34,695	32,224
	10%	10%	10%	9%	10%	9%	10%	9%
Italy	22,375	22,389	23,313	23,292	22,760	23,684	23,804	23,372
	7%	7%	7%	7%	7%	7%	7%	7%
Others	205,003	195,875	218,760	208,506	202,674	204,087	213,309	229,504
	64%	62%	63%	64%	64%	64%	63%	65%

Germany's market size was 2 times bigger than that of the 2nd biggest importer of this area, and therefore finding a user for your production in this country can be easier than in the other countries of this region.

### Notes for Export and Import:

In this category, the value of Europe's exported tools was 5-14% higher than its imports value. See the right graph.



NOTES: Values shown in tables are in thousand USD  
NOTES: The study has been done on following HS-Codes:

820411: Hand-operated spanners and wrenches, incl. torque meter wrenches, of base metal, non-adjustable

820412: Hand-operated spanners and wrenches, incl. torque meter wrenches, of base metal, adjustable

820420: Interchangeable spanner sockets, with or without handles, of base metal

820540: Hand-operated screwdrivers

820790: Interchangeable tools for hand tools, whether or not power-operated, or for machine tools

## Exporters:

The 2nd biggest category in the tools field is 820411 for European countries.

Germany with more than 45% of Europe's aggregation was the top exporter in this area, the Netherlands with 10% and France with 6-7% were respectively ranked 2nd and 3rd.

If we assume that the last quarter of 2015 as the basement quarter, the share of Germany's export value increased by 5% on average. The shares of the Netherlands' and France's export values were both constant.

Exporters	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
Europe Aggregation	82,659	83,149	84,576	80,106	82,702	85,483	88,312	91,085
Germany	33,311	36,933	38,091	37,171	35,869	39,907	40,776	40,556
	40%	44%	45%	46%	43%	47%	46%	45%
Netherlands	7,394	7,787	7,763	7,504	8,392	9,467	7,877	9,352
	9%	9%	9%	9%	10%	11%	9%	10%
France	5,772	4,830	5,319	4,499	5,863	5,128	5,714	6,154
	7%	6%	6%	6%	7%	6%	6%	7%
Others	36,182	33,599	33,403	30,932	32,578	30,981	33,945	35,023
	44%	40%	39%	39%	39%	36%	38%	38%

If any company wants to buy this type of tools, without any doubt, they should put German suppliers in the first priority. Germany's export value was 4.5 times higher than that of the Netherlands as the 2nd biggest exporter.

## Importers:

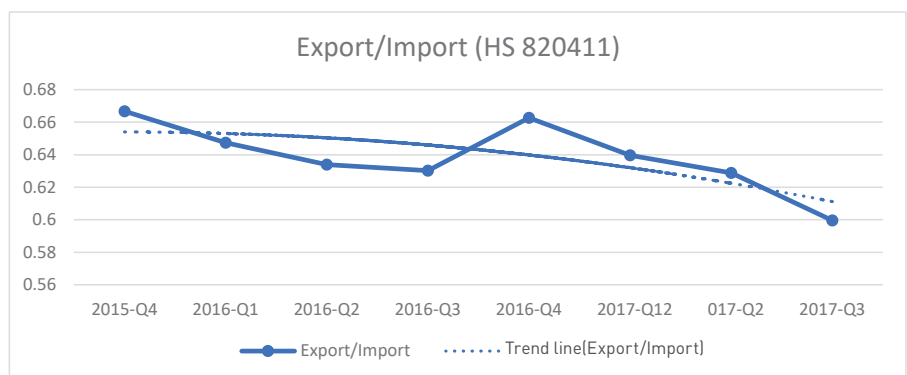
Germany representing 18%, France representing 11% and the Netherlands representing 9% of Europe's total tools import in this category were the 3 biggest importers.

The share of the Netherlands increased by 2% during the 8 past quarters, while the shares of the other countries were almost constant.

Importers	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
Europe Aggregation	123,971	128,426	133,429	127,098	124,807	133,642	140,451	151,918
Germany	22,359	23,503	24,712	23,631	21,127	23,420	23,242	27,543
	18%	18%	19%	19%	17%	18%	17%	18%
France	12,942	14,580	14,973	12,981	12,882	15,137	15,621	17,264
	10%	11%	11%	10%	10%	11%	11%	11%
Netherlands	8,659	8,626	9,421	9,593	10,025	11,685	12,794	13,797
	7%	7%	7%	8%	8%	9%	9%	9%
Others	80,011	81,717	84,323	80,893	80,773	83,400	88,794	93,314
	65%	64%	63%	64%	65%	62%	63%	61%

## Notes for Export and Import:

In this category, the value of Europe's exported tools was almost 40% lower than its imported value. Therefore, Europe could be a good market for foreigner producers and the trend line also shows that the gap between import and export has become bigger quarterly. See the right graph.



# ▲ HS-Code 820420:

## Exporters:

Germany representing about 36% of Europe's total export value was the biggest exporter in this category in Europe. Germany lost its share by almost 5% during the 8 quarters.

The Netherlands increased its share by about 4% during the last quarter of 2015 and the 3rd quarter of 2017. It represented 14% of Europe's export aggregation in this category.

UK as the 3rd biggest exporter of this type of tools represented about 9% of Europe aggregation. It also lost its share by about 2%.

Exporters	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
Europe Aggregation	61,724	57,056	67,717	61,891	64,137	61,382	65,480	69,109
Germany	23,765	20,559	23,167	20,744	25,389	21,678	23,199	23,321
	39%	36%	34%	34%	40%	35%	35%	34%
Netherlands	6,045	6,195	9,769	9,042	6,395	7,065	8,577	9,854
	10%	11%	14%	15%	10%	12%	13%	14%

United Kingdom	6,840	5,775	6,125	5,071	5,698	5,284	5,463	5,813
	11%	10%	9%	8%	9%	9%	8%	8%
Others	25,074	24,527	28,656	27,034	26,655	27,355	28,241	30,121
	41%	43%	42%	44%	42%	45%	43%	44%

**Importers:**

Germany represented 20% of the total imported tools to the Europe and it was the biggest importer of this type of tools in Europe.

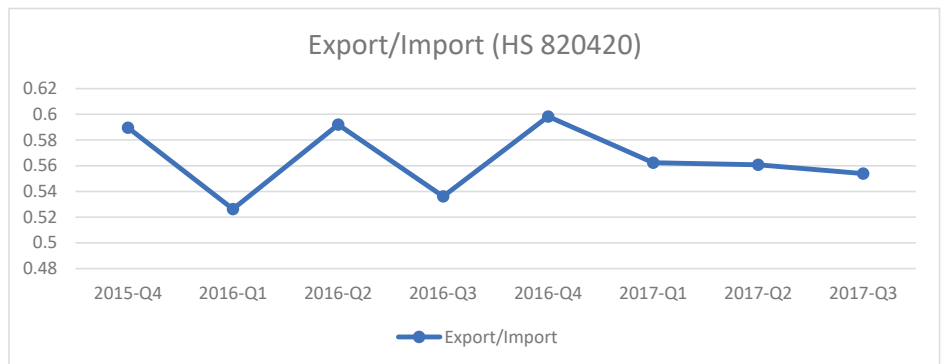
France representing 11% and UK representing 10% were respectively ranked the 2nd and the 3rd biggest importers.

The growth trends of Germany and France were positive, but for UK, it could control its import and its growth trend was negative.

Importers	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
Europe Aggregation	104,679	108,408	114,398	115,457	107,196	109,163	116,787	124,775
Germany	23,193	20,078	23,023	23,926	20,375	20,898	21,153	25,893
	22%	19%	20%	21%	19%	19%	18%	21%
France	11,823	11,916	15,152	10,267	10,968	11,510	13,083	14,112
	11%	11%	13%	9%	10%	11%	11%	11%
United Kingdom	12,693	13,848	14,417	12,329	11,384	11,135	13,403	11,923
	12%	13%	13%	11%	11%	10%	11%	10%
Others	56,970	62,566	61,806	68,935	64,469	65,620	69,148	72,847
	54%	58%	54%	60%	60%	60%	59%	58%

**Notes for Export and Import:**

In this category, the value of Europe’s exported tools was almost 35% lower than its import value. Therefore, in this category Europe could be a good market for foreigner producers. The trend line also shows that the gap between import and export fluctuated sharply, however, in the first 3 quarters of 2017, it almost became constant. See the right graph.



**▲ HS-Code 820540:**

**Exporters:**

Germany, Czech Republic and the Netherlands were the main exporters in the 4th biggest category.

The share of Germany in Europe’s total exported tools was almost 38%, Czech Republic was 9-10% and the Netherlands was 6-7%.

The following table shows that the export amount increased during the 8 quarters but the growth speed of Germany was lower than Europe’s growth speed and Germany’s share was 3.5 times higher than that of the 2nd biggest exporter.

Exporters	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
Europe Aggregation	61,113	62,259	65,564	66,706	68,469	68,710	72,363	76,256
Germany	24,168	23,818	25,860	24,244	24,688	26,909	27,906	29,031
	40%	38%	39%	36%	36%	39%	39%	38%
Czech Republic	5,621	5,482	5,608	6,260	6,532	7,352	6,505	8,037
	9%	9%	9%	9%	10%	11%	9%	11%
Netherlands	3,479	4,323	4,897	4,867	4,051	4,482	5,422	4,927
	6%	7%	7%	7%	6%	7%	7%	6%
Others	27,845	28,636	29,199	31,335	33,198	29,967	32,530	34,261
	46%	46%	45%	47%	48%	44%	45%	45%

**Importers:**

Germany, France and UK were the main importers in Europe in this category. The import value of Germany increased by 6%, while those of France and UK were both constant.

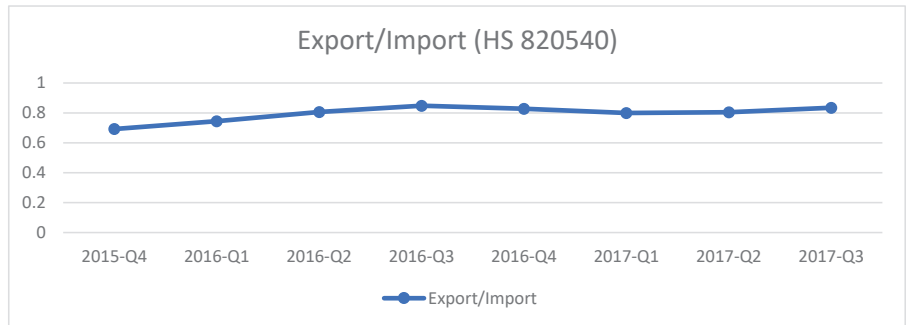
Germany’s market size was 2.4 times bigger than that of France as the 2nd biggest importer in Europe.

Importers	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
Europe Aggregation	88,280	83,599	81,269	78,657	82,641	85,856	89,988	91,464
Germany	15,524	17,235	17,719	15,935	17,914	18,603	18,902	21,647
	18%	21%	22%	20%	22%	22%	21%	24%
France	7,563	7,422	7,349	8,101	7,568	8,172	7,839	8,978
	9%	9%	9%	10%	9%	10%	9%	10%

United Kingdom	7,789	8,190	6,829	8,112	7,747	7,147	8,046	8,188
	9%	10%	8%	10%	9%	8%	9%	9%
Others	57,404	50,752	49,372	46,509	49,412	51,934	55,201	52,651
	65%	61%	61%	59%	60%	60%	61%	58%

**Notes for Export and Import:**

In this category, the value of Europe’s exported tools was almost 20% lower than its import value. Therefore, in this category Europe could be a good market for foreigner producers. The trend line also shows that the gap between import and export became smaller during the 8 past quarters slowly. But the speed of growth was very low. See the right graph.



**▲ HS-Code 820412:**

*Exporters:*

Spain, Germany and the Netherlands were the main exporters in this category and the main importers were Germany, UK and France.

The values of exported tools and imported tools both increased in the past 8 quarters.

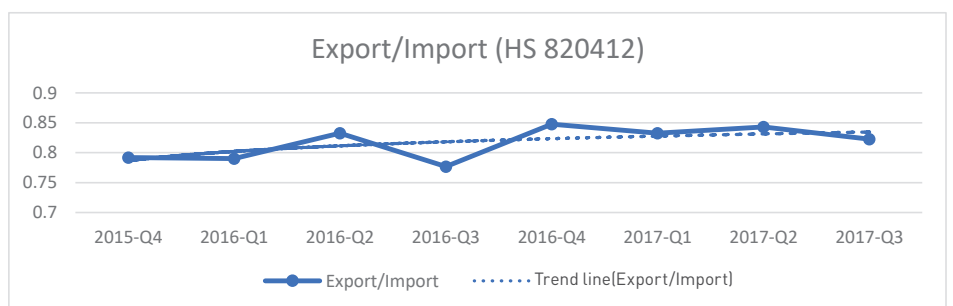
The shares showed fluctuations, but were not sharp.

Exporters	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
Europe Aggregation	30,256	28,731	28,858	29,669	31,100	31,449	34,718	34,935
Spain	8,021	7,903	6,521	7,551	7,892	8,151	8,063	8,254
	27%	28%	23%	25%	25%	26%	23%	24%
Germany	7,254	6,173	6,756	5,859	6,583	5,971	6,097	7,609
	24%	21%	23%	20%	21%	19%	18%	22%
Netherlands	2,828	3,309	3,415	3,543	2,566	3,265	3,302	3,420
	9%	12%	12%	12%	8%	10%	10%	10%
Others	12,153	11,346	12,166	12,716	14,059	14,062	17,256	15,652
	40%	39%	42%	43%	45%	45%	50%	45%

Importers	2015-Q4	2016-Q1	2016-Q2	2016-Q3	2016-Q4	2017-Q1	2017-Q2	2017-Q3
Europe Aggregation	38,206	36,364	34,656	38,191	36,690	37,761	41,188	42,462
Germany	6,689	5,432	5,731	5,948	6,915	6,327	6,883	7,078
	18%	15%	17%	16%	19%	17%	17%	17%
United Kingdom	4,462	4,830	4,561	5,225	4,355	4,290	5,011	4,834
	12%	13%	13%	14%	12%	11%	12%	11%
France	4,398	4,772	4,127	4,185	4,034	3,962	4,513	4,447
	12%	13%	12%	11%	11%	10%	11%	10%
Others	22,657	21,330	20,237	22,833	21,386	23,182	24,781	26,103
	59%	59%	58%	60%	58%	61%	60%	61%

**Notes for Export and Import:**

In this category, the value of Europe’s exported tools was almost 18% lower than its import value. Therefore, in this category Europe could be a good market for foreigner producers. The trend line shows that the gap between import and export became smaller during the 8 past quarters slowly. But the fluctuation of growth was very sharp. See the right graph.



**Last Word:**

Germany appeared in all sectors and this meant Germany was the most important country in tools import and export in Europe. □