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The World Market for Hand Tools, Pneumatic Tools, Tools with Self-Contained Non-Electric Motors, and Their Parts: A 2004 Global Trade Perspective




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OUR APPROACHThis report was created for strategic planners, international executives and import/export managers who are concerned with the market for hand tools, pneumatic tools, tools with self-contained non-electric motors, and

their parts. With the globalization of this market, managers can no longer be contented with a local view. Nor can managers be contented with out-of-date statistics that appear several years after the fact. I have developed a methodology, based on macroeconomic and trade models, to estimate the market for hand tools, pneumatic tools, tools with self-contained non-electric motors, and their parts for those countries serving the world market via exports or supplying from various countries via imports. I do so for the current year based on a variety of key historical indicators and econometric models. On the demand side, exporters and strategic planners approaching the world market face a number of questions. Which countries are supplying hand tools, pneumatic tools, tools with self-contained non-electric motors, and their parts? What is the dollar value of these imports? How much do the imports of hand tools, pneumatic tools, tools with self-contained non-electric motors, and their parts vary from one country to another? Do exporters serving the world market have similar market shares across the importing countries? Which countries supply the most exports of hand tools, pneumatic tools, tools with self-contained non-electric motors, and their parts? Which countries are buying their exports? What is the value of these exports and which countries are the largest buyers? In what follows, Chapter 2 begins by summarizing the regional markets for imported and exported hand tools, pneumatic tools, tools with self-contained non-electric motors, and their parts. The total level of imports and exports on a worldwide basis, and those for each region, is based on a model which aggregates across country ma