CENTRAL DRIVEN PRECISION SEEDERS

More informed pricing strategies

COMPETITOR PRICES

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Product Description

Combined Nomenclature Product Code: CN 843239.11

Product Description: Central driven precision seeders

The table below shows the characteristic values of the considered codes, referring to the total global trade in 2023.

Code	Value (million $)	Quantity (million Kg)	Prices ($/Kg)
843239 11	783	60	13

If interested, in case the considered code is an aggregation of multiple Combined Nomenclature codes, the same tables contained in this Report can be generated for a single code or different aggregations of the same.
The report can be produced in USD ($) or EUR (€).

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CN 843239.11: Central driven precision seeders

Market: World - Export price variation of major european competitors

Exporting countries	Price index	Changes (%) EUR/Kg			
		2021	**2022**	**2023**	**2024****
Germany	VMU	-1.5	6.0	9.6	7.5
Germany	LASPEYRES	-0.3	6.5	10.6	5.3
Germany	MEDIAN	.	3.4	12.2	4.6
Italy	VMU	7.3	9.6	15.8	16.1
Italy	LASPEYRES	4.9	9.9	16.9	7.0
Italy	MEDIAN	.	12.4	18.4	2.5
France	VMU	-1.4	16.2	13.6	-3.7
France	LASPEYRES	-1.0	16.3	14.7	-4.0
France	MEDIAN	.	11.9	17.9	5.8
Poland	VMU	-2.4	0.2	20.7	-4.5
Poland	LASPEYRES	3.5	4.2	33.8	2.0
Poland	MEDIAN	.	3.4	31.7	31.5
Spain	VMU	3.7	11.7	17.9	-8.1
Spain	LASPEYRES	-1.0	12.4	15.9	-2.8
Spain	MEDIAN	.	8.7	23.6	-9.0
Total EU	VMU	2.2	10.1	12.9	4.9
Total EU	LASPEYRES	2.5	10.4	13.0	3.9
Total EU	MEDIAN	.	10.4	14.7	2.6

**Pre-estimate 2024 using ARIMA models

AUV: Total value/total kg - **LASPEYRES**: Laspeyres index of average unit values by flow

MEDIAN: Median of average unit values growth rates by flow

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Methodological Note

The increase in raw material prices has created strong tensions in the international market, leading many manufacturing companies to revise their price lists in order to recover cost increases through pricing. This cost increase may have been transferred very differently to final prices, varying significantly depending on the specific countries involved (importer-exporter), as well as on the product considered. In this phase of cost (and price) uncertainty along production chains, it becomes particularly important to assess how well the company aligns with the price dynamics practiced by main competitors in the target market.

However, it is important to highlight that the ratio between values and physical quantities is not truly a "Price", but a "**Unit Value**" (UV). In particular, when considering an aggregate of products or countries, identifying the actual price variation may not be straightforward. The variation in the UV of an aggregate reflects not only changes in base prices, but also changes in quantities. In fact, it is possible to imagine two price levels that do not change, but whose quantities do—therefore affecting the UV. It would be incorrect to attribute such variation to prices, since it is actually due to a shift in quantities toward a more expensive (or cheaper) product. The most accurate way to calculate the average price variation of an aggregate is to use the **Laspeyres index**, which keeps quantity weights constant. A third method for calculating a "representative" price variation of an aggregate is to consider the **median of the variations**.

The tables shown present export price variations recorded by the main competitor countries toward all world markets, or toward a specific reference market. Through these tables, it is possible to compare the variations recorded by the aggregate UV, the Laspeyres index just described, and the median of the variations in individual UVs.

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