

6.3.1 HANDOUT

INTERNATIONAL TRADE FAIR HOMEWORK

Directions: Review the following charts of the import/export data between the US and Germany. Answer the questions that follow based on the data and your background knowledge.

Germany's exports to the USA amounted to \$98.6 billion or 4.0% of overall US imports in 2011

Top 10 US Imports from Germany

1. Passenger cars (Audi, Volkswagen, BMW, Mercedes-Benz) ... \$18.5 billion
2. Medicinal preparations ... \$9.3 billion
3. Other industrial machinery ... \$4.7 billion
4. Other medical equipment ... \$4.3 billion
5. Automotive accessories ... \$3.9 billion
6. Engines and parts ... \$3 billion
7. Industrial generators ... \$2.7 billion
8. Electric apparatus ... \$2.3 billion
9. Testing instruments ... \$2 billion
10. Industrial organic chemicals ... \$1.97 billion

America's exports to Germany amounted to \$54.5 billion or 4.2% of overall US exports.

Top 10 US Exports to Germany

1. Passenger cars ... \$8.5 billion
2. Pharmaceutical preparations ... \$5.6 billion
3. Civilian aircraft ... \$5.4 billion
4. Medicinal equipment ... \$2.5 billion
5. Semiconductors ... \$1.9 billion
6. Other industrial equipment ... \$1.6 billion
7. Other chemicals ... \$1.5 billion
8. Precious metals not gold ... \$1.4 billion
9. Testing instruments ... \$1.4 billion
10. Telecommunications ... \$1.3 billion

After Canada, Mexico, China and Japan, Germany is the fifth largest trading partner of the U.S.

Note: all figures in millions of U.S. Dollars

Year	Exports to Germany	Imports from Germany	Balance
2001	29,995.4	59,076.6	-29,081.2
2002	26,629.6	62,505.7	-35,876.1
2003	28,831.9	68,112.7	-39,280.8
2004	31,415.9	77,265.6	-45,849.7
2005	34,183.7	84,750.9	-50,567.2
2006	41,319.1	89,082.0	-47,763.0
2007	49,419.7	94,164.1	-44,744.4
2008	54,505.3	97,496.6	-42,991.3
2009	43,306.3	71,498.2	-28,191.9
2010	48,160.7	82,429.1	-34,268.4
2011	49,155.8	98,662.6	-49,506.9

Main Exports and Imports by Commodity with Germany, in thousands of US dollars*

Commodities	Exports	Imports
Food and live animals	1,045,491	959,916
Beverages and Tobacco	266,549	571,245
Crude materials, inedible, except fuels	2,044,632	952,280
Mineral fuels, lubricants and related materials	1,419,700	349,150
Animal and vegetable oils, fats and waxes	42,332	14,161
Chemicals and related products, n.e.s.	7,806,974	17,436,646
Manufactured goods classified chiefly by material	4,117,397	10,015,527
Machinery and transport equipment	23,831,015	57,479,771
Miscellaneous manufactured articles	6,424,076	9,609,005
Commodities and transactions not classified elsewhere in the SITC	2,157,591	3,281,976
Total	49,155,757	100,669,676

*Information for the year 2011. (Exports on "F.A.S." basis (free alongside ship); imports given on C.I.F. – cost, insurance, freight – basis)

Fortune 500 Global Data (2011)

Rank in Germany	Company	Global 500 rank	City	Revenues (\$ millions)
1	Volkswagen	13	Wolfsburg	168,041
2	Daimler	24	Stuttgart	129,481
3	Allianz	27	Munich	127,379
4	E.ON	29	Düsseldorf	125,064
5	Siemens	47	Munich	102,657
6	Metro	65	Düsseldorf	89,081
7	BASF	71	Ludwigshafen	84,597
8	Deutsche Telekom	75	Bonn	82,674
9	BMW	79	Munich	80,099
10	Munich Re Group	88	Munich	76,220
11	Deutsche Post	93	Bonn	71,121
12	RWE	107	Essen	67,179
13	Robert Bosch	119	Stuttgart	62,593
14	ThyssenKrupp	138	Essen	57,586
15	Deutsche Bank	146	Frankfurt	55,314
16	Bayer	178	Leverkusen	46,473
17	Deutsche Bahn	185	Berlin	45,575
18	Franz Haniel	242	Duisburg	36,333
19	Lufthansa Group	245	Cologne	36,190
20	Continental	265	Hanover	34,498
21	DZ Bank	278	Frankfurt	33,611
22	Commerzbank	294	Frankfurt	32,420
23	Edeka Zentrale	324	Hamburg	29,392
24	Heraeus Holding	327	Hanau	29,172
25	Phoenix Pharmahandel	335	Mannheim	28,641
26	Hochtief	353	Essen	27,334
27	Energie Baden-Württemberg	418	Karlsruhe	23,190
28	TUI	439	Hanover	22,091
29	Bertelsmann	444	Gütersloh	21,791
30	Evonik Industries	452	Essen	21,545
31	Fresenius	462	Bad Homburg	21,154
32	Landesbank Baden-Württemberg	464	Stuttgart	21,035
33	Henkel	486	Düsseldorf	19,989
34	KfW Bankengruppe	497	Frankfurt	19,585

Sources

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Answer the questions that follow based on the data and your background knowledge.

1. Compare the products that the US and Germany sell to each other. What conclusions may be drawn?
2. Review the dollar amounts that the US has imported of German goods between 2001-2011? What conclusions may be drawn?
3. Refer to the chart "Main Exports and Imports by Commodity with Germany." Which commodity has the largest discrepancy between import/export and the least discrepancy?
4. What percentage of the Fortune Global 500 companies are located in Germany?
5. Which German cities are the most important as hosts of Fortune 500 companies? Locate the leading cities on a map. Are there some you never heard of? Locate them on a map too. What can you say about the location of large companies in Germany? Are they concentrated in regions or are they equally spread out?