



## Production analysis 2016 Windows

Production Germany 2016

Import by Countries 2016

Export by Countries 2016

For the VFF(Verband Fenster + Fassade)

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## Content

Since 2005, B+L evaluates the markets windows and exterior doors in the relevant world markets regularly. The basis of market forecasts is formed from a comprehensive analysis of indicators, combined with findings from ongoing B+L target group surveys, which provide information on product trends and renovation sector.

The main goal of the market study is to determine the production of windows by types of materials in Germany. The model allows regular updates.

Types of researched windows:

- a. PVC Windows
- b. Wood Windows
- c. Wood-Alu-Windows
- d. Metal Windows

Production, Import, Export, Sales

Regarding the foreign trade, the TOP5 importing and exporting countries are also presented.

Base year: 2014-2016

The number of windows is given in window units.

## Method

To verify the production and foreign trade of the German market, the approach of so called triangulation is selected. The sales volume is determined in different ways: in this case, the following approaches are chosen as a combination:

- Individual assessment of the manufacturers (cross-questioning of all market participants, the sample); Identification of the relevant foreign producers and their export shares to Germany and their development to verify the German imported sales volume  
**Number of interviews: 78**
- Interviews with industry experts and relevant importers / distributors of windows on practical validation  
**Number of interviews: 26**

- Sales volumes calculations of statistics Productions + imports - exports (with sample verification of statistic registration numbers in the establishments). As a result, we obtain a corrected "official" statistics, which allows in certain markets alignments and cross-examinations.
- Sales volume calculation: The product sales demand is the developments of different frame materials used in the various types of buildings and in the both segments new construction / renovation. (Comparison with existing studies VFF / B + L Outlook Windows DE)

**Total number of interviews manufacturers + dealers: N = 104**

Legend:

WoAlu = Wooden-Aluminium-Windows

y-o-y = year on year development in %