

## Metal Parts & Components : [Market Competitiveness](#)

### Management Summary

The iron and steel castings industry is diverse and consequently, buyer-power ranges from very high to extremely low. Buyers appreciate sound relationships with foundries and therefore don't switch easily. Competition in the EU+EFTA market is expected to intensify in the next few years as a growing number of DC foundries will achieve EU+EFTA requirements and start to export to the EU. The price level of EU+EFTA foundries remains high and this provides DC suppliers good opportunities if they can offer a 25% price advantage, at least, compared to EU+EFTA suppliers. If this is not the case, EU+EFTA buyers will not benefit from shifting to new suppliers, unless they face quality or delivery problems with their current suppliers. ([Read full article here](#) )

