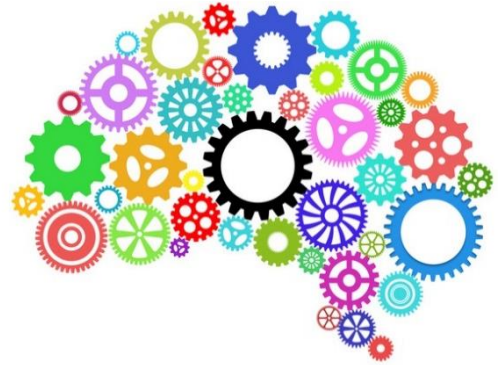


Press Release

November 2016



Quo vadis good old economy?

Drives in the heavy industry

Negative sales developments and overcapacities bother the heavy industry which is not doing well. In numerous conversations with market leaders on OEM, customer and operator side, Schlegel und Partner analyzed where and how there is still growth potential in markets for various drive components. And yes, there is potential!

Increasing cost pressure in the industry often leads to a standardization of drive components, however, exactly this impossible in certain segments of the heavy industry. Also in the future, many machines drives will require a development and production that is individually tailored to one specific customer or application.

Large overcapacities in the steel industry and very long machine life cycles, provided that recommended maintenance intervals are observed, lead to the fact that constructing new plants only plays a minor role at present.

Modernization of existing plants offers sales potential to providers of industrial drive solutions though.

Here, European suppliers still stand for high product quality and customer-specific solutions, while off-the-shelf solutions are increasingly being imported from Asia for cost reasons. Ultimately, this industry has to expect more acquisitions and insolvencies.

A review of one's own market position is reasonable to have the right irons in the fire for the future.

Are you interested in more background information, technical and strategic concepts, or regional details?

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