



**Compressors,
Compressed Air and
Vacuum Technology**

**International Rotating Equipment Conference 2016 –
Pumps, Compressors and Vacuum Technology**

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**Compressor Users International Forum 2016
Economic situation of the "Compressors, Compressed Air and
Vacuum Technology" industry**

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Ladies and gentlemen,

As the chairman of the VDMA Compressors, Compressed Air and Vacuum Technology Association, I would also like to extend a warm welcome to you to today's press conference on the occasion of the International Rotating Equipment Conference 2016 – Pumps, Compressors and Vacuum Technology. Let me mention two points initially:

1. Similar to pumps + systems, the German compressors, compressed air and vacuum technology industry is confronted with a challenging market climate, so that we anticipate at most a consolidation turnover for 2016 compared to the year before.
2. Digitalization, in particular within the process industry, is a tremendous challenge for both manufacturers and users offering the chance of enhancing new business models.
3. We keep moving forward with the Compressor Users International Forum 2016, as part of the International Rotating Equipment Conference, which is perfectly shown eg. by the increased vacuum sessions and, for the first time, the electronic vote on the awards.

This is the fourth time that the Compressor Users International Forum has been held. As Dr. Brodersen already mentioned, it is the third time it has been held as part of the International Rotating Equipment Conference. Surely, many synergy effects **for participants** resulted from the merger with the EFRC Conference in 2008, because the interests of users and manufacturers go hand in hand with holding the Compressor Users Forum and the tenth EFRC Conference at the same time. This approach accommodates with the “rotating equipment” teams more and more often observed in practice alongside the internationalisation of markets.

This morning's plenary lecture focused on the roadmap for digitalization in the pump and compressor industry, with its potential and its challenges. Surely, a core task to be solved and central discussion point/argument between manufacturer and end-user is, if and to which extent a manufacturer will be able to look into an end-user's machine in operation. The plenary lecture zoomed in on how one can share company data with the value added partners, whilst ensuring that these will not be used by unauthorized third parties. We are awaiting interesting discussions between the participants and are looking forward for future business models.

The compressors, compressed air and vacuum technology industry is well represented both today and tomorrow, too. Whereas in 2012 the main focus was on the compressor industry, this year, for the second time, vacuum technology is an official component of the Rotating Equipment Conference and of increasing importance, apparently driven by risen interest from vacuum companies in our conference.

As recognition of excellence, selected authors will be granted the Best Paper Award. These awards will honour the authors for their outstanding practice experience or well-founded scientific papers. The Best Paper awards of the Pump Users International Forum, the Compressor Users International Forum and the EFRC conference will be granted, for the first time, based on an electronic vote by the audience during the final Plenary Session.

The accompanying technical exhibition with an area of more than 700 square metres offers around 80 exhibitors (which is a further increase compared to 2012) the chance of representing the complete spectrum in the field of pump and compressor technology. So-called "meeting points" can be visited to discuss subjects from individual sessions in more depth or exchange information about new applications or product innovations. Alongside numerous exhibitors from Germany, companies from the USA, Japan, United Arab Emirates and European neighbouring countries are taking part.

I would now like to deal briefly with the economic situation in our industry: in 2015, machines worth around 4.9 billion euros were produced, which corresponds to a decrease of 2 per cent compared with the previous year. We estimate the European production value at around 12.5 billion euros.

Orders received by German manufacturers of compressors, compressed air and vacuum technology fell by 2 per cent between January and July 2016 in real terms, caused by slight declines from local demand of 1 per cent respectively from abroad of 2 per cent (Fig. 1). As usual, the performance of the three subsectors in this period was different: Whereas compressed air showed an increase of 2 per cent, process compressors and vacuum technology were declining by 6 per cent respectively by 5 per cent. The current orders on hand (status: June 2016) are for 6.3 months in our industry and thus will last to the beginning of next year.

On the basis of these figures, the VDMA Compressors, Compressed Air and Vacuum Technology Association expects a turnover for 2016 at the 2015 level. A more optimistic development surely depends on a recovery in our end-user industries oil and gas as well as petrochemical industry.

I am looking ahead with confidence. Thank you for listening.