



## German Manufacturers expect moderate growth in sales in 2017

German foundry machinery manufacturers completed 2016 with a slight fall of 2 percent in sales. In 2015, the sector had already reported a single-digit decline (minus 6 percent). The outlook for 2017 is brighter as the total average value of order books was up by 18 percent at the end of 2016, compared with 2015.

More orders came especially from the non-euro countries (plus 37 percent). In line with the positive outlook, the production volume in this sector was about 5 percent above the figure for 2015, at €1,133 million. “The current economic situation survey of the VDMA Foundry Machinery specialist association confirms the upward trend

indicated by statistics. The sector is cautiously optimistic for 2017 and expects sales to grow in the single-digit range.

A rise of up to 8 percent is expected. The most optimistic manufacturers are suppliers in segments closely related to the automotive industry, with the main focus on non-ferrous metal castings for lightweight components,” said Dr. Timo Würz, Managing Director of the VDMA Foundry Machinery specialist association.

The five largest supplier countries for foundry machinery – Italy, Japan, China, Germany and South Korea – recorded a decline of 11 percent in exports last year. Worldwide, trade in the sector fell by more than 13 percent in 2016.



In this environment, German foundry machinery exports rose by almost 2 percent in 2016. German exports indicated by customs statistics for 2016 reached €160 million. While exports to China experienced a severe decline (minus 31 percent) from a very high level, there was above-average growth especially in exports to Sweden, at plus 173 percent, and the USA (plus 76 percent). There was also an upturn in exports to the EU28 (plus 11 percent).

After China (€24 million), Sweden (€19 million) and the USA (€16 million), Poland was the fourth-largest customer country for foundry machinery from Germany, with an above-average value of almost €10 million (plus 25 percent). On the other hand, there was a fall in exports to a number of traditionally strong trading partners such as the United Kingdom, Italy and France – an exception was Spain, with a rise of 46 percent.

In contrast, exports to Russia in 2016 (plus 135 percent) and Turkey (plus 189 percent) more than doubled compared with the previous year.

Growth in non-ferrous metal castings continued, not only in Germany. Worldwide, the production of non-ferrous metal foundries has risen over the past few years, while there have been repeated declines in iron and steel casting production, though these still account for the largest part of total production. With reference to the major customer segments, this trend has been driven by developments in vehicle and machinery production.

## Roger Stonecipher - Pangborn Group's New President



The Pangborn Group, a global leader in surface preparation solutions, has appointed Roger Stonecipher as their new President. As President, Stonecipher will have responsibility for the company's operating units worldwide. He will report directly to Doug Basler, Chairman of United Generations, LLC, the family-owned holding company of The Pangborn Group.

Stonecipher, 52, is a 29-year veteran of the manufacturing industry. He ran various global divisions of Tyco Electronics over a 21-year career, and went on to become CEO of two other

companies. Roger was most recently Executive Vice President of Zeus Industrial Products, Inc., a family-owned global supplier of industrial fluoropolymers, located in Orangeburg, SC.

“Roger is an accomplished leader, with a successful track record of running global manufacturing organizations,” said Doug Basler, Chairman of UG, LLC.

“He brings a great mix of leadership, financial know-how, operations and product management experience, as well as, sales and marketing talent to his new position at The Pangborn Group. Roger has the unique experience of running both a family-owned business, as well as a publically traded business, and understands there can be differences.” Added Basler

Roger graduated with a Bachelor of Science in Civil Engineering from the University of Louisiana. He also earned his MBA from Oklahoma City University and a Master's Degree in Industrial Engineering from Purdue University.

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