



# **CETOP: European Fluid Power Industry**

Wolfgang Weisser

Vice President Sales & Marketing of  
SAUER-DANFOSS GmbH & Co. OHG

CETOP Vice President Marketing and Communication



## Who is CETOP?

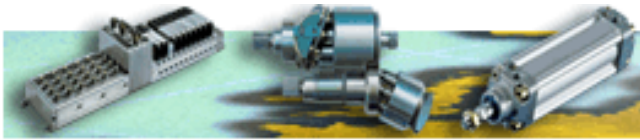
- CETOP is the European Fluid Power Committee.
- CETOP is the communication platform for fluid power in Europe.
- CETOP is the international umbrella organisation for the main national fluid power associations in Europe.
- Through CETOP member associations, all well known companies in Europe belong to this European Committee.
- CETOP is co-operating with ISC – International Statistics Committee.



## Who is CETOP?

CETOP is representing:

- 17 national Fluid Power Associations
- More than 1,000 companies – mainly manufacturers, but also some dealers
- Almost 70,000 employees
- A market value of about 13 billion Euro
- These account for a very high proportion of companies active in these fields – 80-90% in most European countries



# Who is CETOP?

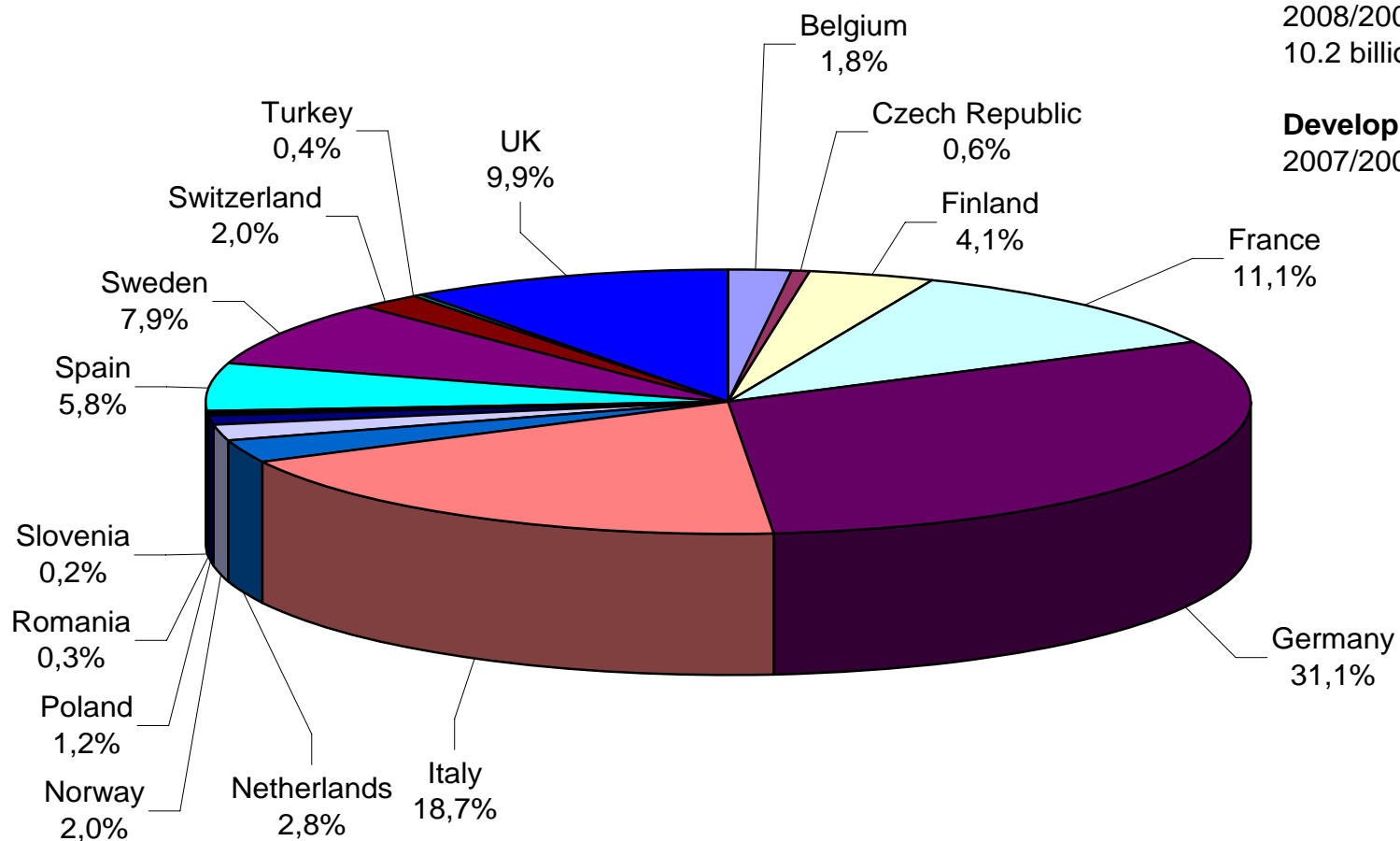




**Hydraulics**  
**National home sales 2007 (estimation) in Thousand Euro**  
**9.6 billion Euro**

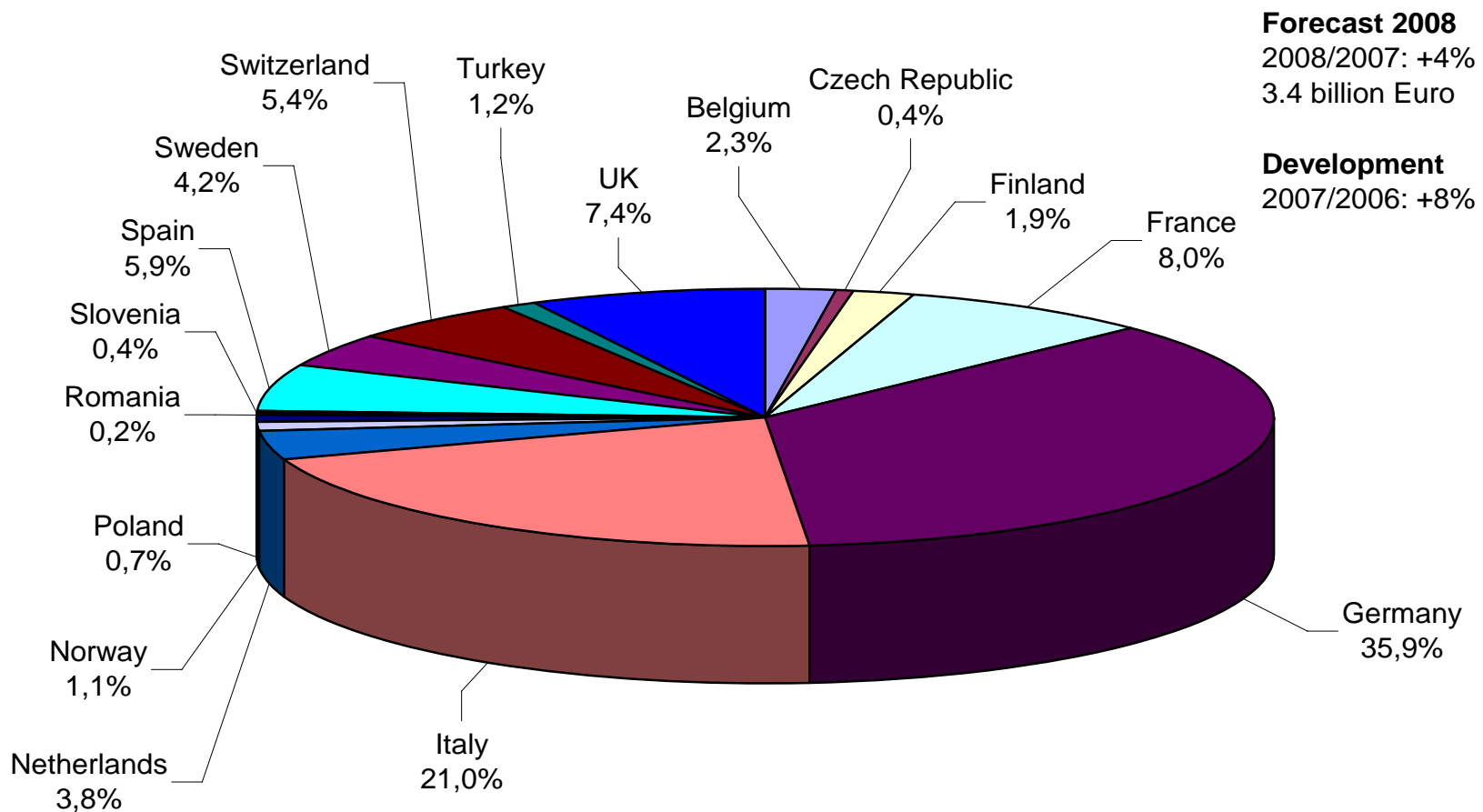
**Forecast 2008**  
 2008/2007: +6%  
 10.2 billion Euro

**Development**  
 2007/2006: +13%



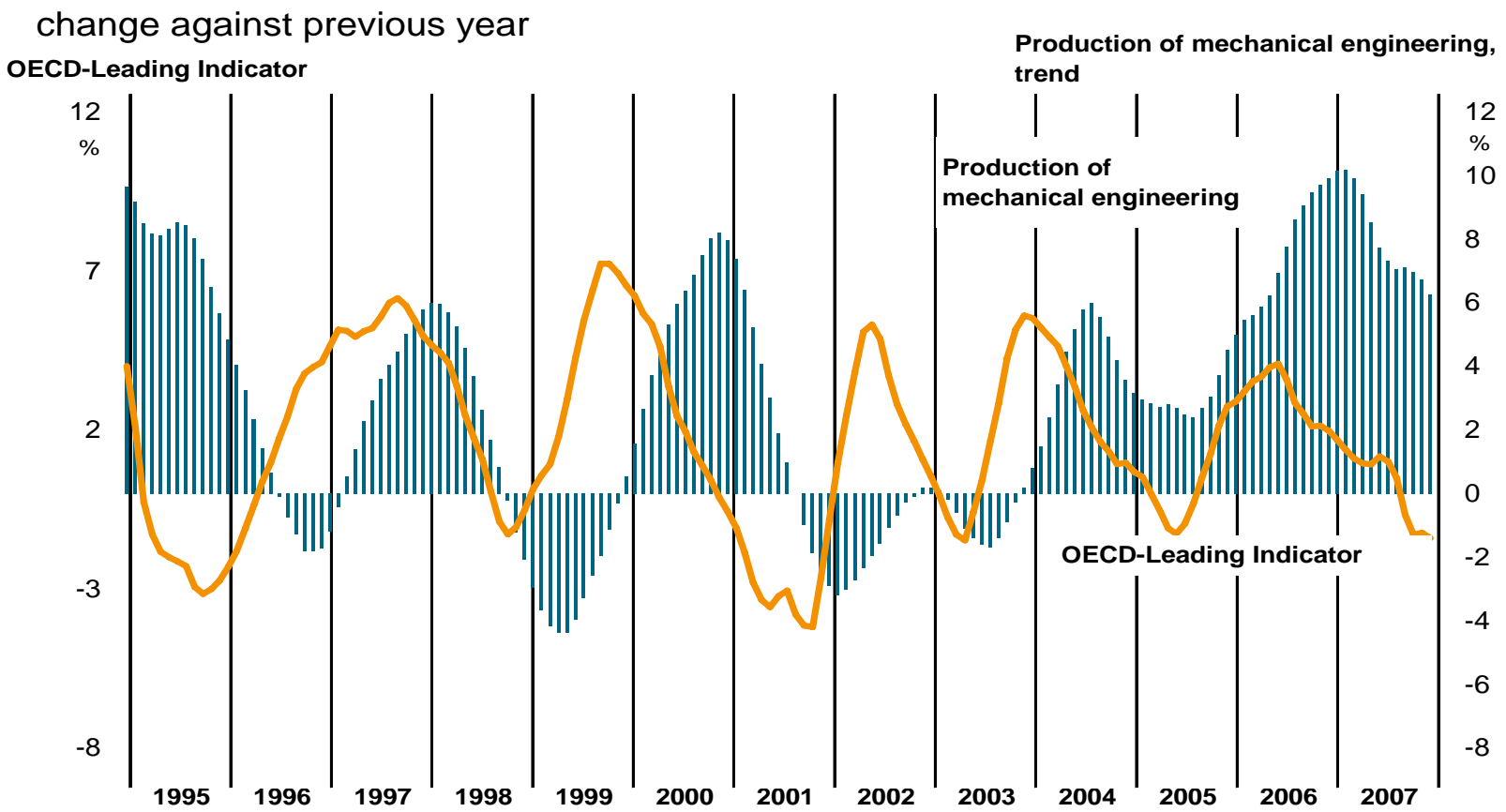


**Pneumatics**  
**National home sales 2007 (estimation) in Thousand Euro**  
**3.3 billion Euro**





# OECD-Leading Indicator and production of mechanical engineering in the EU (25)



Source: OECD, EUROSTAT, VDMA