

CETOP/ISC Monthly exchange on tendencies

Reporting month: December 2017

1. Business climate (Current overall business situation)

COUNTRIES*	B	CH	CZ	D	DK	E	F	FIN**	I**	IND**	NL	RO	S	SLO	TR	USA**	VRC
very good										Hy							
good																	
satisfactory (normal)																	
unfavourable																	
very unfavourable																	

2. National home sales (compared to previous month)

COUNTRIES*	B	CH	CZ	D	DK	E	F	FIN**	I**	IND**	NL	RO	S	SLO	TR	USA**	VRC
Industrial hydraulics																	
up																	
same																	
down																	
Mobile hydraulics																	
up																	
same																	
down																	
Pneumatics																	
up																	
same																	
down																	

3. New orders (compared to previous month)

COUNTRIES*	B	CH	CZ	D	DK	E	F	FIN**	I**	IND**	NL	RO	S	SLO	TR	USA**	VRC
Industrial hydraulics																	
up	Green					Green									Green		
same		Yellow	Yellow		Yellow						Yellow	Yellow	Yellow	Yellow		Yellow	
down				Red			Red	Red	Red								Red
Mobile hydraulics																	
up	Green					Green				Green					Green		
same		Yellow	Yellow		Yellow						Yellow	Yellow	Yellow	Yellow		Yellow	
down				Red			Red	Red	Red								Red
Pneumatics																	
up		Green															
same	Yellow		Yellow		Yellow	Yellow					Yellow	Yellow	Yellow		Yellow	Yellow	
down				Red			Red	Red	Red								Red

4. Order backlog (compared to previous month)

COUNTRIES*	B	CH	CZ	D	DK	E	F	FIN**	I**	IND**	NL	RO	S	SLO	TR	USA**	VRC
Hydraulics																	
up		Green		Green		Green				Green				Green		Green	
same	Yellow		Yellow					Yellow	Yellow			Yellow			Yellow		Yellow
down					Red		Red				Red						
Pneumatics																	
up		Green														Green	
same	Yellow		Yellow	Yellow	Yellow	Yellow		Yellow		Yellow	Yellow		Yellow	Yellow		Yellow	
down						Red	Red										

5. Expected business situation (in the next 3 months)

COUNTRIES*	B	CH	CZ	D	DK	E	F	FIN**	I**	IND**	NL	RO	S	SLO	TR	USA**	VRC
more favourable									Hy								
unchanged																	
less favourable																	

6. Comments

**FIN

December is always a low month on sales.

**I

Most of the companies are closed in the last week of December (Christmas holidays).

**IND

Business is in full swing for construction equipment hydraulics. Companies are stretched for deliveries.

**USA

Data used to answer this survey was taken from the November results of our manufacturers opinion-based survey.

* Countries:

B	Belgium
CA	Canada
CH	Switzerland
CZ	Czech Republic
D	Germany
DK	Denmark
E	Spain
F	France
FIN	Finland
I	Italy
IND	India
J	Japan
MEX	Mexico
N	Norway
NL	Netherlands
RO	Romania
S	Sweden
SLO	Slovenia
TR	Turkey
UK	United Kingdom
USA	USA
VRC	China

General Note:

This data is only available to the responding CETOP and ISC associations and their member companies and is not meant for general publication. CETOP and ISC data should therefore not be released to external organisations e.g. consultants, magazines, banks etc. General enquiries concerning CETOP and ISC data should be referred to CETOP and ISC.