

# Market study on the market for mobile crusher - & screening units



**EXTRACT**

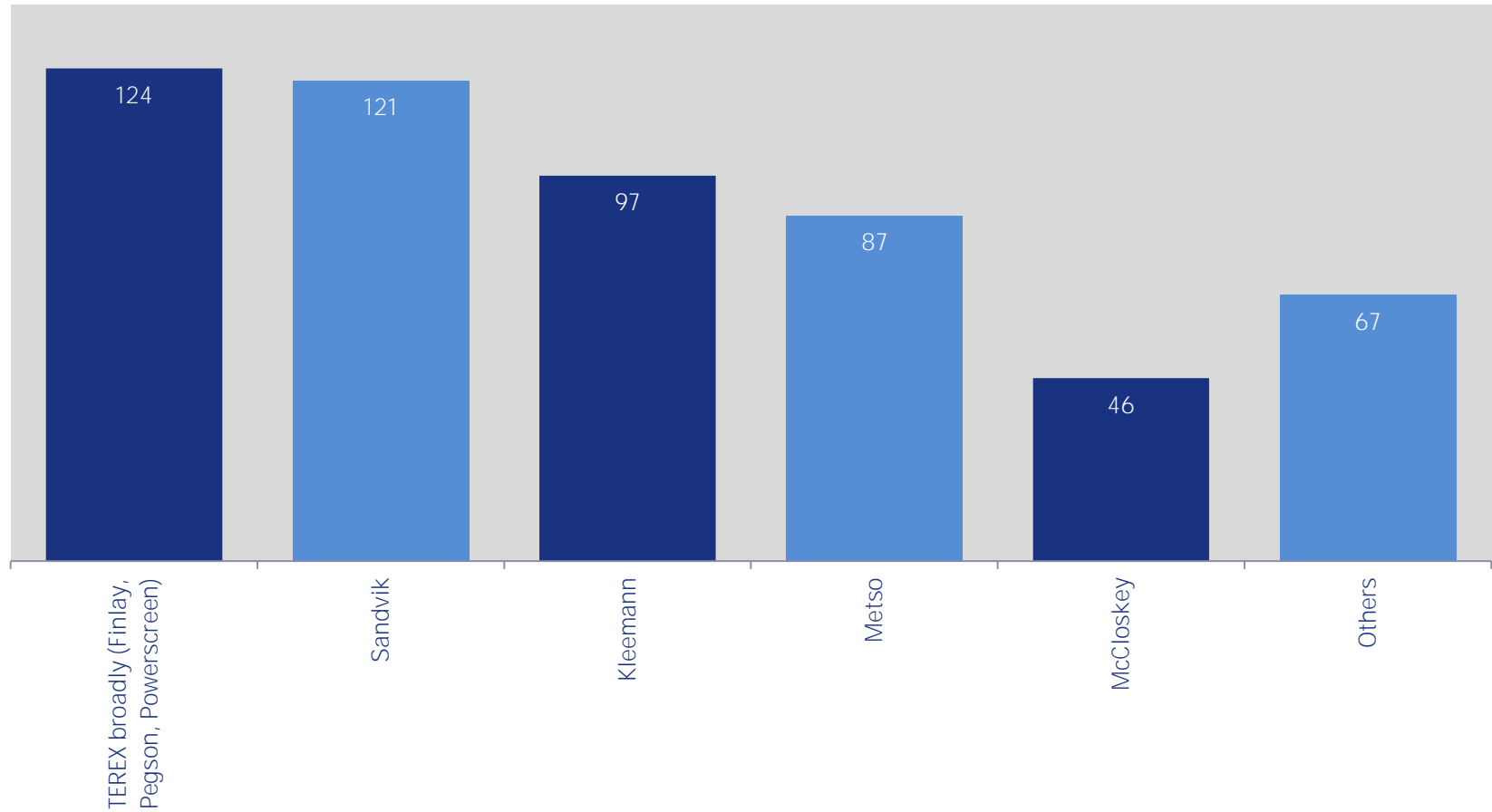


# Sales output in Europe

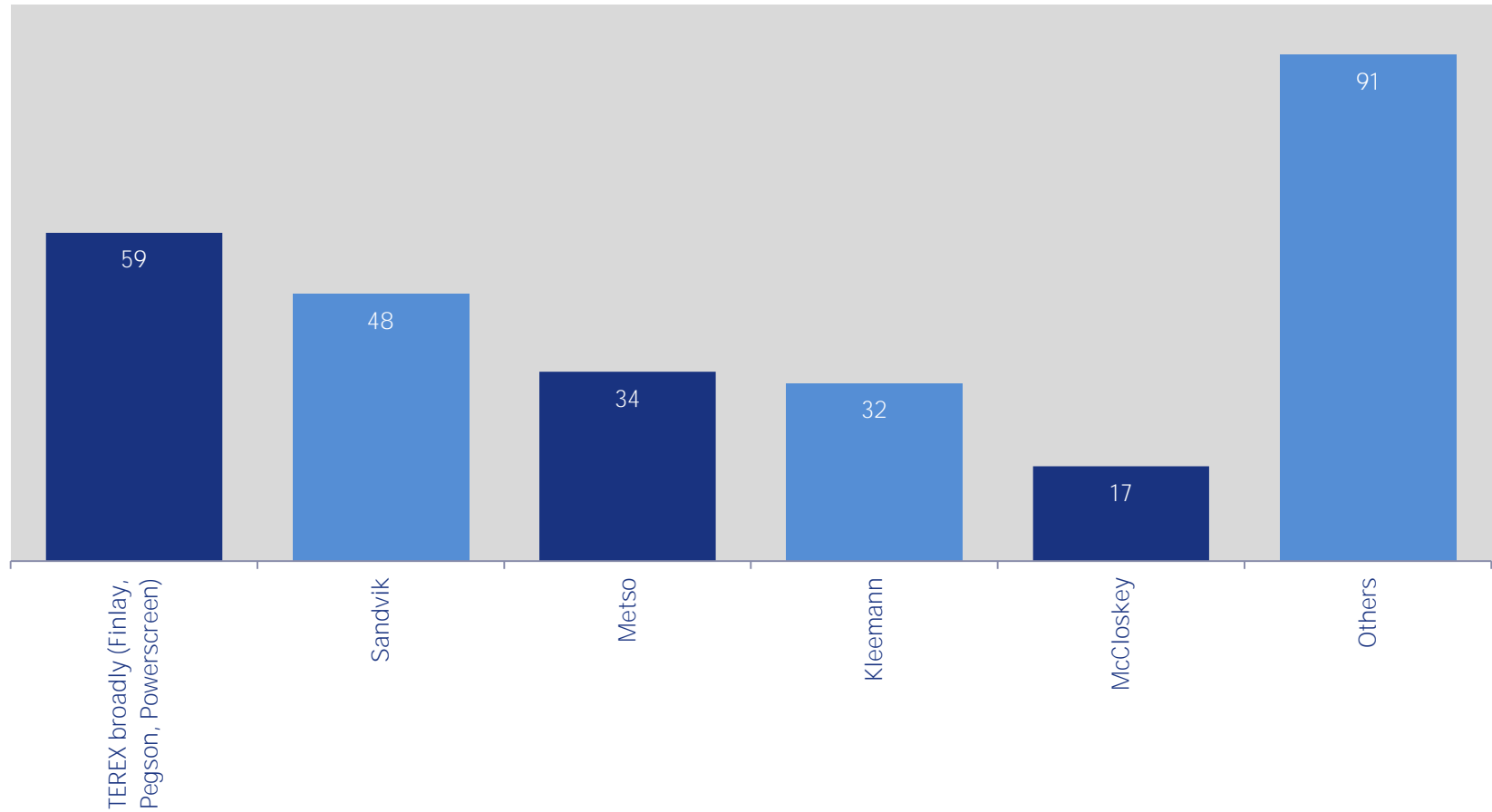


- 542 mobile jaw crusher
- 281 mobile impact crusher
- 178 mobile cone crusher
- 1.035 mobile screening units

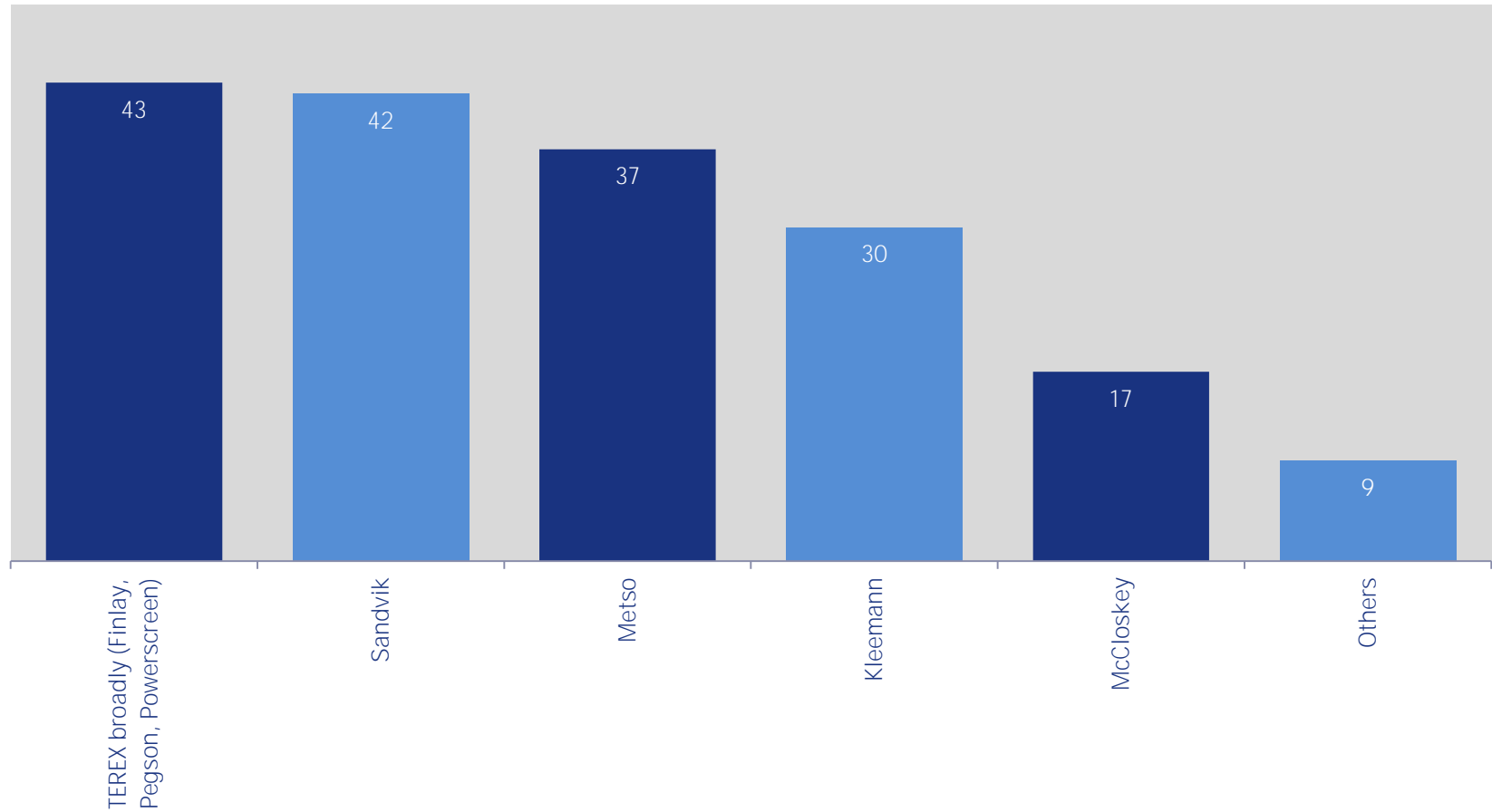
# Mobile jaw crusher per producer



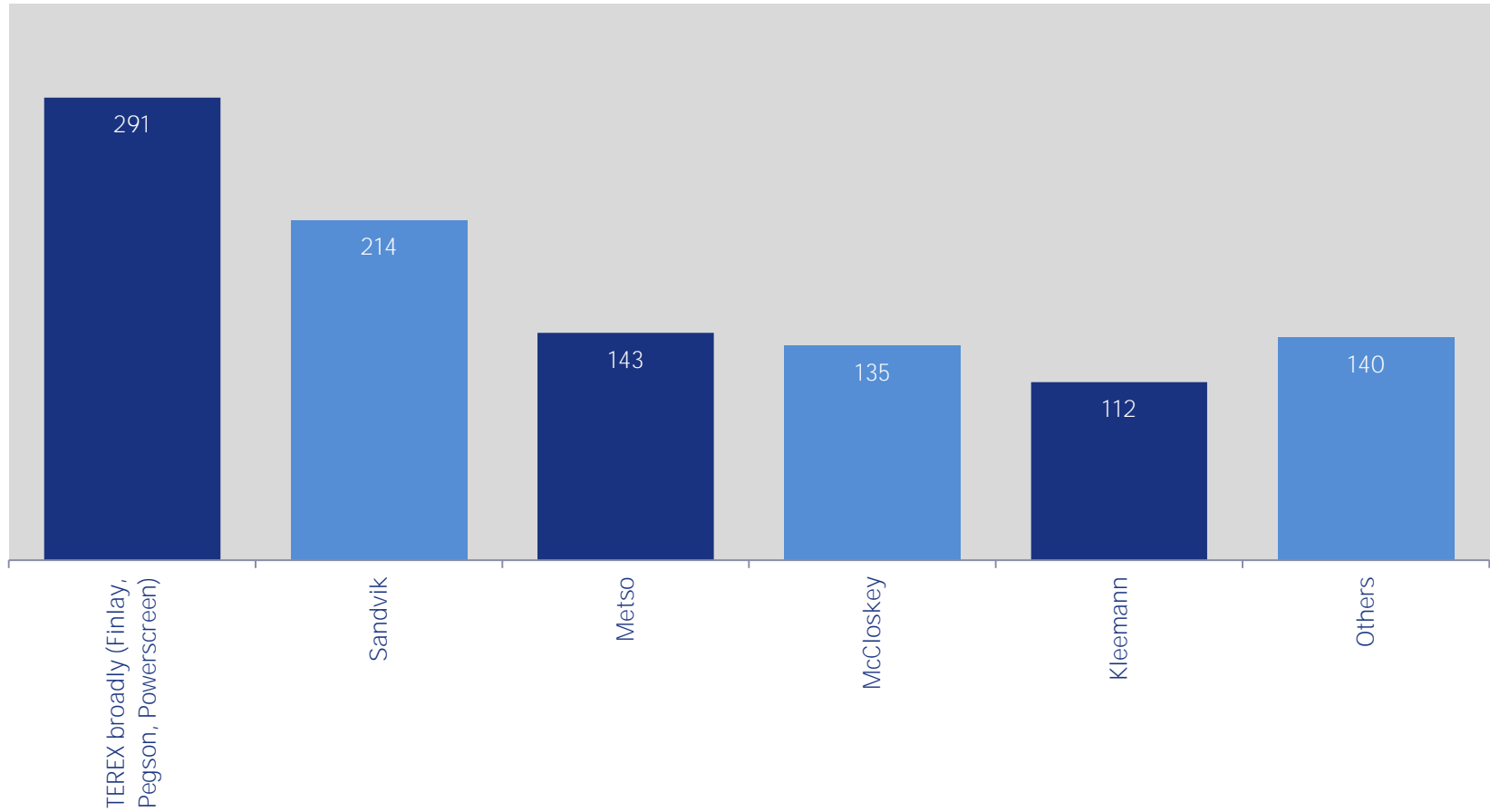
# Mobile impact crusher per producer



# Mobile cone crusher per producer



# Mobile screening units per producer



# Some country-related facts of the market study (1)

Germany:

The market is consistent and based on the positive economical situation. There **won't** be a significant change in the next years.

Italy:

In the last years was a recession about 60 % on the market for mobile crusher- and screening units. The local producer REV sells on the Italian market just as many as the global leading producers.

Norway:

Norway is traditional one of the biggest markets for mobile crusher- and screening units.

Austria:

In the segment of crushers are mainly impact crushers sold because these are inserted in the range of recycling. The future market situation will be consistent.

Circa 50 % of the sales are going into rental parks.

At the screening units has Terex Powerscreen a market share of 50 %.

## Some country-related facts of the market study (2)

### Portugal:

Metso, Terex Powerscreen and Sandvik are the main producers on the market.

In 2012 were all mobile units exported to Angola and Mosambik except one mobile screening unit from Sandvik.

### Russia:

The Hartl Anlagenbau GmbH delivered in 2006 and 2007 circa 70 mobile crusher- and screening units per year to Russia. After the transfer to Atlas Copco there was a recession of the sales figures. But in the following years an increase of the sales figures from Atlas Copco is expected again.

Besides the international producers there are as well asian producers. That can explain by the geographical closeness to Asia as well as the attractiveness of the huge market of mobile crusher- and screening units.

### Switzerland:

The quality is more important than the price so that the constructions are in the premium segment.

The customers in Switzerland are very loyal and trust their previous product experiences.

In reference to new producers the customers are skeptical and not easy to convince.



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