

**Introduction**

The industrial manufacturing industry is responsible for the growth of many other industries. The development of many kinds of machinery is what ultimately led to the industrial revolution. The output of this industry includes all kinds of machinery, from farm and factory equipment, to simpler machinery used in many households, as well as smaller industrial products such as hardware, glass, and paper products.



**Industry Leaders and Fragmentation**

All amounts are given in billions USD

Company	Country	Sales	Profits	Market Value
ABB	Switzerland	\$31.83	\$2.50	\$48.45
Agilent Technologies	United States	\$4.53	(\$0.02)	\$11.20
Alfa Laval	Sweden	\$3.64	\$0.38	\$6.02
Astom	France	\$24.65	\$1.46	\$18.63
Amcor	Australia	\$7.70	\$0.17	\$6.52



**Industry Composition**

**Profitability and Demand Drivers**

**Primary Demand Drivers**

- Economic health of domestic country
- Cuts for corporate accountability to increase machinery safety

**Profitability Drivers**

- Focus on engineering expertise
- Operating production efficiently
- Increasing core product lines
- Expanding geographical reach
- Alternative market - increasing customers desire to invest in new equipment