

KUKA Aerospace Solutions

A Growth Market

KUKA Systems is increasingly active in the growth sector of aerospace – an important mainstay in the Group portfolio. Markus Schmid, S-Tec Sales Manager, and Product Group Manager Markus Gruber answer questions on the market and strategic orientation.

How long has KUKA Systems been active in the aerospace sector?

There were some initial projects back in the late 1980s, but the real entry into this business segment was brought about some five years ago by KUKA UK with the Airbus partnership that has been well-tended up to the very present. We meanwhile serve the international market from Germany, the UK and the USA. We are currently setting up operations in France and Brazil and will be doing so in other countries in the near future.

In which countries do you see the greatest market potential?

The principal markets are the USA and Europe. We are active in both markets to the same degree. Brazil offers great development potential and we are at present exploring where the Asian market holds potential for us. We are definitely ready to embark on projects there too if the opportunity arises.

What about Russia?

There are first signs there as well, for example contacts with power plant manufacturers. But it is still somewhat too early for broader-based actions. That is sure to come, it is simply a matter of the right timing. To start with, we are focusing on growing at a manageable pace and employing our resources efficiently.

How far advanced is automation in the aerospace sector?

That is a process that is just getting off the ground. We are in the initial phase of a growth market where many aspects have yet to develop. The automation concepts and technologies in the automotive industry and in the aerospace sector differ very drastically depending on the perspective, but the principles are the same. We benefit from our long years of experience with automation processes and there will be an increasing demand for our solutions in this branch of industry.

What advantages does KUKA Systems have to offer in the aerospace sector?

For one thing we transfer our expertise about fundamental automation principles from the automotive sector and simultaneously develop aerospace-specific topics – with engineers possessing detailed knowledge of aerospace products. For another thing we show the way from difficult to easy automation: with our specialist know-how from robotic technology – and there is probably no systems supplier that understands more about that than we do – and also with our in-house development of end effectors. We are thus systems integrator and supplier on the one hand, while still acting as an engineering specialist for particular processes, capable of designing, building and commissioning individual machines for the system. Another advantage is that we are on the spot in all “aerospace-producing” countries, with our own personnel and manufacturing capacities.

KUKA Systems GmbH
Blücherstraße 144
86165 Augsburg
Deutschland

Sitz und Registergericht:
Augsburg HRB 7921
DUNS 31-888-0846

Telefon +49 821 797-0
Fax +49 821 797-1991
info@kuka.de
www.kuka.com

Geschäftsführung
Lawrence A. Drake (CEO)
Lutz Berneke (CFO)