INTERCONTINENTAL STATISTICS COMMITTEE MEETING

Orchid Hall, The Plaza Hotel, Seoul, Korea
Friday, May 3, 2019, 9:00 a.m. to 2:00 p.m.

AGENDA
Updated April 8, 2019

Chairman: from Hyundai Construction Equipment
Secretariat: Jooyeon Sohn, KOCEMA

I. Call to Order and Introductions

Call to order 9:02 AM by Jihee Kwon, Hyundai. Introductions were made of all attendees.

II. Approval of Agenda

Approved as submitted

III. Approval of Meeting Minutes (October 17, 2018)

Minutes approved as submitted unanimously

IV. Finished Business

A. CECE Harmonization of Asphalt Paver Programs

B. CECE Telescopic Wheel Loader Program Proposal Update

C. AEM Wheel Loader Competitive Market Proposal Update

SP mentioned the great deal of work done to establish this. Did say that the Product Specialist sees only the classes (1-30) on the model charts, but that they need more of the underlying attributes listed to see what is mostly responsible for the class it was included in.

Nicolas Clerc is certain that the classes are working as designed. Perhaps they are not as needed to help the Product Specialists.

Claire stated she thought there was a better way to show the heavy factors that swayed the classes the most.

Brian Seebacher thanked the group for the work and commended them for keeping the classes being decided by math and algorithm alone.

LB stated with WLTF minutes that there is a precedent of a company wanting to make a variation to the model class system. Suggested that this could carry forward to be made the norm.
BS said they could make a rule that if there is a change after the fact that they could institute a rule requiring 3 models to be moving at once before a restatement.

D. **CECE EXHC Size Class Investigation – 6<8, 8<10**

Kubota not consistent. Kubota investigated due to this being noticed. Kubota NA has committed to looking into this and Todd Stucke will see it through (LB).

CEMA stated Kubota “did not have time to check” so Kobayashi needs to revisit that point. This point to remain on the agenda for that reason.

E. **Size Class Changes-Single- Vib. Plate Reverse**

SP surprised and very happy about how quickly this was implemented. Proposal handed in one day before the meeting and got approval. Great example of changing this so quickly and so well. Already re

F. **AEM Underground Haulers & Underground Loaders – New WW Shipment**

AEM provided update that Cat and Komatsu would be in favor, but Sandvik is not in favor. Thus, AEM is not able to move forward. Proposal will be taken off the table for now. In principle, it will still be there but right now we cannot proceed.

G. Size Class Changes-Single-Soil Drum

H. Product Definition Change Pipelayers

V. **Unfinished Business**

A. **CECE Discussion of exchange on wheeled and tracked construction site dumpers**

No decision on the CECE side in terms of the proposal within their org. They have learned that NA now has a new Crawler-Carrier program launched (small construction site dumpers).

Two of their major manufacturers in Europe said that they would not be interested in such a program. This can kill the crawler program and likely kills the wheeled possibility.

They have requested that the member companies in CECE look at the NA program to see if the interest is rekindled. By end of May after Euro meeting for CECE they will report back.

CEMA has not talked with their members yet. KOCEMA has no members.

B. **AEM Product Definition Change- Rigid Frame Hauler**

Larry mentioned the change to the NA definition. CEMA to discuss with its members within the next four weeks. Reported that Mike Adams agrees with the change in the definition, which would mean it could be easier to get agreement with CEMA members.
There is a CECE concern that Liugong may be disclosed by their removal. This may not be an issue because it is not an actual player in that market.

LB noted this should not become a precedent. Clerc stressed that CAT put proposal in to fix the program as is.

Liugong will have two models still in EM08 after the removal, should the proposal carry. Liugong are said to be OK with the removal of that data.

HAI currently building a push notice for changes to model chart for Product Specialist, etc… Appears that the model may have been seen and bounced, then something happened to reinstate the model.

C. CECE ICEMA Report on Joining ISC

ICEMA has large Multinational companies, as well as some small players only in India. The smaller players may not see the advantage to reporting to ISC programs because many of them are not shipping non-domestically.

Thought is to get momentum from Indian divisions of Multinationals to help get movement from smaller companies.

Also, a thought to share the shipment data with ICEMA members that we have right now to get them comfortable with it. This should be included with and exit plan assigned if no significant movement has happened in 5 years, etc…

VI. New Proposal

A. AEM Size Class Change, Rigid Frame Hauler

Noted that AEM did not have a quorum in their FEE meeting. AEM to ballot and report back to ISC for consideration and report back within 8 weeks. ISC members to consider until then.

Need to change proposal to read more than 275 Metric Tons. Currently reads HP.

VII. Other Business

A. Discussion to Resolve Data Issues/Audits Related to Programs that Contain both Retails and Shipments Data

AEM Reported in the meeting yesterday. Increasing level of pressure by certain member companies to assure high levels of data quality. Many aimed at WW programs, especially those that include shipments in retail programs.

Problem with the mixed data programs. Question is how to start resolving “impure” programs.
Large changes may not be an option at this time, but there is a poor understanding in the stats community in which things can be expected of certain programs as they sit currently.

LB commits to developing a best practices paper (rebrand to “expected/approved use”) paper and release to ISC.

CECE states quality has been raised in the committee for years now. Timeliness had been the main thing. Now it is accuracy in terms of grasping true retail data. There is often a compromise – either timeliness or accurate.

Audits seen are challenging, both with ISP (extreme workload) but also from program participants. OEMs may not put the proper emphasis on replying to audits because they have to respond to too many of them.

Comparison against other sources was never intended – and may need to be added to the ISC P&P manual. **ACTION ITEM?**

CEMA Sounds good to them, so they will continue to study it. They are in neutral position.

KOCEMA will continue to work on a solution for that. Hyundai agrees need to increase data quality, but they have an internal process to follow. They cannot likely push their internal managers to increase data quality just to satisfy ISC.

This issue to continue in further discussion.

If AEM or other members find ways to assure and encourage better quality data, they should be shared with the others in the ISC community.

CECE We will likely not ever have 100% data accuracy. Frustration is when the question of validity in the whole market data is put to the test – without a constructive solution.

AEM some frustration that some member companies believe the Trade Orgs have the ability to *compel* other member companies to change their data or their processes. Claims that the remuneration payments work against common goals and purposes of the programs.

CECE discussion proposal to decouple certain programs from each other so that we can intentionally break the habit of comparing WW from Regional Programs. Making less “sources of truth.” Plus, timeliness would be improved because things would not be delayed waiting for a single region to report.

AEM understands but rebuts that our large multis are pushing for MORE global exchanges and harmonization.

**VIII. News from ISC Associations**

**IX. Date of Next Meeting**
Conjunction of CECE conference October 15, PM – Brussels

X. Adjournment