AGENDA

INTERCONTINENTAL STATISTICS COMMITTEE MEETING
Thursday, September 14, 2017 • 9:00 am to 2:00 pm
AEM Home Office • Milwaukee, Wisconsin
Updated: 7/31/2017

Statistics Executive Committee Vice Chair Presiding: Bruce Monical, Wirtgen America
Secretariat: Rex Spietsma, AEM

I. Call to Order and Introductions

II. Approval of Draft Minutes: March 11, 2017 Meeting

III. Review of ISC Product Definitions
   A. Product Definition Review

IV Unfinished Business
   A. CECE Pneumatic Tire Recalculation Completion (AEM)
   B. AEM Wheel Loader Competitive Market Proposal Update
   C. CECE proposal for a Telescopic Boom Wheel Loader Program Association Results
   D. CECE Harmonization of Asphalt Paver Programs
   E. CECE ICEMA Report on joining the ISC

V. Proposals
   A. AEM Articulated Hauler Size Class Change
   B. AEM Telescopic Handler Size Class Change
   C. AEM Worldwide Retail Due Date Change
   D. AEM Rotary Telehandler Size Class Change

VI. Other Business
   A. AEM Worldwide Drill Program Discussion
   B. Rotation of Secretariat – KOCEMA (2018-19)

VII. News from ISC Associations
   A. Canadian Census (AEM)

VIII. Date of Next Meeting
   A. ISC Meeting at Seoul Korea, TBD

IX. Adjournment

X. Group Photograph
I. Call to Order and Introductions

All ISC Association Representatives present.
AEM called the meeting to order at 9:04 am. Members introduced themselves and an attendance sheet was circulated. The meeting agenda and reports were sent electronically in advance, in preparation for the meeting.

II. Approval of Draft Minutes: September 21, 2016 Meeting

A motion to approve the Minutes of September 21, 2016 ISC Meeting was seconded and passed.

III. Review of ISC Product Definitions

The committee approved all product definitions as presented.

IV. Unfinished Business

A. Crawler Excavators Size Class Expansion (CEMA’s Response) – This was approved and went into effect the beginning of 2017.

B. ISC Policy and Procedure Manual and Product Definition Review

1. CECE Proposal for Roll-Up of Data – CECE proposed adding the following paragraph to the ISC P&P:

“If a company reports true retail data for a set of countries into an ISTAT-run regional exchange, it is strongly suggested that this data is also used in the ISC worldwide retails exchange for the respective countries. No data from other reporting entities of the same company should be used.”

KOCEMA, CEMA and AEM approved the definition and the P&P manual will be updated to reflect the change.

2. CECE Proposal Definitions EM04 and IF26 – A proposal for Telescopic Wheel Loaders was presented by CECE with new revised definitions for Wheel Loaders (EM04) and Telescopic Handlers (IF26). They should be reviewed by each association with feedback from their respective members at the fall meeting. Associations are to ask members how many can participate, what do they think of definitions, suggestions of size metrics, distribution rules, and what other companies should be recruited. CECE will create a list of those reporting by category and recruitment prospects.

   Action Item #2: AEM staff to attach definitions to minutes to be reviewed by each association with feedback from their respective members and provide it at the fall meeting.

C. AEM Quality of Data Member Survey Results – Remove from agenda

D. CECE Wheel Loader (EM04) Size Class Split (CEMA’s Response) – This was approved and went into effect the beginning of 2017.

E. KOCEMA Wheel Loaders (EM04) Competitive Market Proposal (Doosan’s Response) – The committee did not receive a response from Doosan. Remove from agenda.
The Wheel Loader presentation update by Deere & Company covered method to determine Class machines would be placed in, using an Excel spreadsheet containing formulas and a Decision Tree. The committee agreed with the combination of the formulas and Decision Tree. The formula is finished and the Decision Tree is being finalized. HAI staff requested the opportunity to use the iStat System rather than an excel spreadsheet. Deere will work with HAI and report to committee at the next ISC meeting.

**Action Item #3:** Deere will work with HAI and report back to committee at the next ISC meeting.

**Action Item #4:** Stan Hargrove to provide AEM with a proposal that would be an alternative to the formula/decision tree in Excel. He will prepare a draft for the next meeting for each association to review.

F. **AEM Results of Vibratory Tandem Rollers (CEC0) Reporting** – The worldwide Vibratory Tandem Rollers (CEC0) Reporting has been suspended.

G. **CECE Discussion on Rotary Telehandlers and Telescopic Wheel Loaders** – See 4.B.2. above

H. **CECE ICEMA Discussion** – See 6.B. below.

I. **AEM Update on Calculation for Pneumatic Tire Roller (CEG0)** – HAI is working with each company to address this- should be completed in a week.

J. **Harmonization Asphalt Paver size classifications** – CECE submitted a draft of a proposal for the harmonization of Asphalt Paver size classifications. The Road Machinery Statistics Committee (RMSC) will review the draft to determine if a joint classification will be possible. The topic will be included on the RMSC April meeting agenda and presented by Nicholas Clerc (Caterpillar).

**Action Item #5: Harmonization Asphalt Paver size classifications will be included on the RMSC April meeting agenda and presented by Nicholas Clerc (Caterpillar).**

K. **Cold Planers and Soil Stabilizers** – CECE requested information on the Cold Planers and Soil Stabilizers, the active programs and how they are classified. AEM staff will send to CECE.

**Action Item #6: AEM Staff will send CECE model charts for the Cold Planers and Soil Stabilizers.**

V. **New Proposals**


VI. **Other Business**

A. **CECE Pneumatic Tired Rollers (CEG0) Model Chart Recalculation Update** – See 4.F. Above.

B. **India Construction Equipment Manufacturers Association (ICEMA) Update** – Discussion on recruiting the India Construction Equipment Manufacturers Association (ICEMA) to join the ISC was previously removed from agendas, yet member companies still want the ISC to try. Each
association will speak with their member representatives about encouraging the multi-national companies that report to ICEMA, about joining the ISC. CECE will send AEM the presentation given to ICEMA a few years ago, which will be distributed with the ISC meeting minutes.

**Action Item #7:** Each association will speak with their member representatives about encouraging their counterparts that report to ICEMA, about joining the ISC.

**Action Item #8:** AEM staff to include CECE’s presentation to ICEMA with the minutes.

C. Later Reporting for Crawler Excavators and Wheel Loaders (KOCEMA) – As a result of recent publication delays, each association is to encourage their member companies reporting Crawler Excavators and Wheel Loaders to submit their monthly data on time.

**Action Item #9:** Each association is to encourage their member companies reporting Crawler Excavators and Wheel Loaders to submit their monthly data on time.

D. Worldwide Drilling Program Discussion (AEM) – Caterpillar proposed a Drill program that will be distributed for member Associations to review. This topic to be included on the CWE-FEE April meeting agenda, for discussion and then voted upon in the fall. KOCEMA and CEMA were asked to discuss this topic with their members and report back to the committee. CECE needs a clearer description of products. Caterpillar to send AEM staff photographs to go along with proposal and provide definitions for the Rotary Blast Hole Drills and Regular Rock Drills.

**Action Item #10:** AEM staff to attach the Worldwide Drilling Program proposal to the minutes.

**Action Item #11:** AEM staff to add topic on the CWE-FEE April meeting agenda.

**Action Item #12:** Caterpillar to send AEM staff photographs to go along with proposal and provide definitions for the Rotary Blast Hole Drills and Regular Rock Drills.

VII. News from ISC Associations

Updates were provided by each Association.

VIII. Next Meeting

A. The next meeting will be held on September 14th in Milwaukee.

IX. Adjournment

The meeting adjourned at 12:07 pm.

Respectfully submitted:
Association of Equipment Manufacturers, Secretariat

Intercontinental Statistics Committee (ISC) Meeting Minutes
Saturday, March 11, 2017
INTERCONTINENTAL STATISTICS COMMITTEE

INTERCONTINENTAL CONSTRUCTION EQUIPMENT

STATISTICS PROGRAMS

GENERAL POLICY/PROCEDURE MANUAL

October 2011

Approved March 1996
Revised June 1999
Revised January 2006
Revised October 2008
Revised September 2009
Revised October 2011
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INTRODUCTION

The purpose of this manual is to state the general policies and procedures governing the statistics programs administered by the Intercontinental Statistics Committee (ISC).

The overall agreement on statistics exchanges, the Intercontinental Statistical Agreement, was approved by the founding associations on 25 March 1999 in Las Vegas (as posted on the ISC member associations’ Website). While some product programs may elect to have procedures specific to those programs, each of these specific product sections must comply with the written policies and procedures contained in this manual and the spirit in which they are written.

This manual will be updated on the agreement of all associations who are party to the Intercontinental Statistical Agreement. Revised manuals will be issued by the Intercontinental Secretariat to supersede previously published versions (although minutes of the relevant Intercontinental Statistical Committee meeting will prevail in the interim).

REPRESENTATION ON THE INTERCONTINENTAL STATISTICS COMMITTEE

The Secretariat of any given worldwide construction/industrial equipment statistics program will represent the participating companies of the program at the Intercontinental Statistics Committee meetings, other than those represented by existing Intercontinental Statistics Committee member associations.

Any new association participating for at least one year in an active program, and represented through an existing participating association, may petition to become a member of the Intercontinental Statistics Committee.

A new association may become a participating Intercontinental Statistics Committee member by unanimous decision of all current members.

MEETINGS PROTOCOL

An agenda including all substantive items for discussion shall be circulated to members and other invitees with adequate notice prior to the meeting.

Members shall be invited and encouraged to attend to all meetings for which they are eligible.

There shall be no discussion relating to machinery prices, charges, discounts, rebates or invoices.

There shall be no discussion of individual companies’ future plans or estimates of future production or stock levels that is commercially sensitive.
There shall be no discussion on the terms and conditions on which products are purchased or supplied, or about independent dealers and customers (including their identity and profile).

There shall be no discussion leading to the identity of purchasers or suppliers of any members or their competitors.

There shall be no discussion at meetings of any specific companies’ data relating to trade association or other information exchanges and members agree that there shall be no discussion at any other time.

There shall be no discussion about or relating to the trading or business of any member or non-member company, whether present at the meeting or not, that is commercially sensitive.

There shall be no discussion of any other matters that can be deemed contrary to the intention or spirit of legislation on competition in any country.

There shall be a written record taken of the proceedings of each meeting and this will be circulated to all those who were entitled to attend, whether present at the meeting or not. Minutes can furthermore be published by ISC associations.

**STATISTICS PROTOCOL**

The purpose of the information exchange is to promote the advancement of the industry through the collection and dissemination of appropriate business data, so that participants can make informed decisions that will enhance competition and efficiency in the marketplace.

Independent trade association secretariats administer the information exchanges with the agreement of the other ISC associations.

The information exchanges are open for participation by all like suppliers of the product(s) or services in the market.

Participation shall be entirely voluntary. All participants shall be treated on common terms.

The cost of participating shall be determined by the management committee of the trade association concerned. The cost to members and to non-members may be different to take account of the relative worth of the service provided to members as part of the subscription fees already paid to the trade association.

Participants do not submit data or disclose information to any other participant in any circumstance whatsoever.

The Data Processor shall receive and collate data from participants, disseminating it on an aggregated basis to avoid the disclosure of data from any individual participant.
Participants shall maintain the confidentiality of their individual data and the collated data at all times.

The Data Processor shall not release aggregated data for any product area or sub-category where there are less than three participants based on the relevant year Model Chart.

There shall be no exchange of data relating to prices, charges, discounts, rebates or invoices. There shall be no exchange of future plans or estimates of future production or stock levels.

The Data Processor shall not give any comment, analysis, observations or recommendations regarding the output of aggregated data. The use of pie charts, histograms and other graphical tools to present the data to participating companies in alternative forms is permitted.

The Data Processor shall maintain the confidentiality of the data submitted at all times.

There shall be no discussion at trade association meetings that would compromise the integrity of the information exchange. Participants agree that there shall also be no discussion at any other time.

**RESPONSIBILITIES OF THE ISC SECRETARIAT**

1. Scheduling ISC meeting dates and locations.
2. Notifying member associations of such dates and locations at least 90 days in advance of the meeting.
3. Requesting member associations to submit agenda items at least 60 days in advance of the meeting.
4. Distributing to member associations a meeting agenda at least 30 days in advance of the meeting.
5. Distributing ISC meeting minutes to member associations within 30 days of the meeting.

**RESPONSIBILITIES OF THE ISC MEMBER ASSOCIATIONS**

1. To notify member company statistical representatives (and/or other company designated personnel) of ISC meetings at least 85 days in advance and invite them to attend.
2. Request member company recommendations for agenda items at least 55 days in advance of the meeting.
3. To provide member companies copies of the ISC meeting agenda at least 25 days in advance of the meeting,

4. To distribute to member company representatives all final ISC meeting minutes within 7 days of receipt from the ISC Secretariat.

5. When an ISC association is reporting data to the statistical data processor on behalf of it's member(s), the data are to be submitted accurately, on-time and according to the rules of the particular product program. In these situations, the ISC association reporting the data is also responsible for maintaining and updating the appropriate model charts.

**RESPONSIBILITIES OF PARTICIPATING COMPANIES**

Companies reporting into ISC administered programs are expected to:

1. Read and abide by the ISC Policy and Procedure Manual.

2. Submit all input data to the statistical data processor or participating association no later than the report deadline, preferably early. When reporting directly to the statistical data processor, the company shall provide the name and contact information of the person(s) responsible for submitting data to the statistical data processor.

3. Submit accurate data that are consistent with the rules of the programs.

4. Update all model information according to procedures, deadlines, and appropriate classifications outlined in the Model Identification Charts section of this manual.

5. Prepare requests for changes to existing programs or proposals for new programs. Such requests are to be provided, preferably by e-mail, to the current ISC Secretariat a minimum of 30 days prior to any scheduled ISC meeting. The proposal will then be attached to the ISC meeting agenda to allow reporting companies and the ISC associations adequate time to consider proposals in advance of the meeting.

6. Attend ISC meetings when possible. Attendees are to be prepared to represent their company on issues listed on the agenda. Meeting preparation should include a review of all agenda items and related documents with company management to agree on a company position on these issues.

   Company representatives should report to company management following each ISC meeting regarding the issues and proposals discussed and the accomplishments of the meeting.

7. Respond promptly to all surveys, ballots, and other requests.

8. Notify the statistical data processor or the appropriate ISC association when entering into the market for a new product line. The company must supply
product specifications to the assigned Product Specialist in a timely manner to allow verification and setup procedures for reporting on-time.

9. Notify the appropriate ISC association or the statistical data processor of any acquisitions, mergers, etc. that may effect the parent/company structure, model chart considerations and possible disclosure issues.

10. Maintain confidentiality of the data as described in the Confidentiality of Data section of this manual.

Each company participating in ISC administered programs must sign the Letter of Agreement which is attached as Appendix 1.

**ROTATION OF THE INTERCONTINENTAL STATISTICAL SECRETARIAT**

The Secretariat will rotate on a two year basis (following calendar years) between the four associations. The timetable is scheduled as follows:

- 2008-09  AEM
- 2010-11  KOCEMA
- 2012-13  CECE
- 2014-15  CEMA
- 2016-17  AEM

**VOTING POLICY**

Members entitled to vote are AEM, CECE, CEMA and KOCEMA.

Each participating association has one vote.

On votes of policy or other broad issues of committee business that cut across product lines, all associations may vote and the vote must be unanimous to adopt.

Only associations actively participating by representing manufacturers in a specific product program may vote on product specific issues. The vote must be unanimous to adopt.

**PROGRAM DEVELOPMENT COST POLICY**

The association assigned the responsibility for a particular program pays the costs of developing the computer system and other procedures. These costs are not shared with other associations in intercontinental programs. As is commonly the case, these systems can serve a dual role, processing both intercontinental and domestic data programs. As a result, development costs may include more than those associated with the intercontinental data and the association serving as the secretariat for a program will be responsible for development costs.
SELECTION OF DATA PROCESSING VENDOR POLICY

The association acting as Secretariat for a particular program is responsible for the selection of the data processing vendor to consolidate the industry data and to monitor the performance of that agency. The tabulation of data will be in compliance with all existing policies and procedures governing the intercontinental program and the specific product program. The data processing vendor for consolidating the intercontinental industry data can be an independent third party or an association office upon agreement of participating companies. Input and output of intercontinental statistical data must be in a mutually agreed electronic format. The tabulation costs should be comparative to other operative intercontinental statistics programs (+ or - 20%).

RESPONSIBILITIES OF THE STATISTICAL DATA PROCESSOR

The data processor may be an independent vendor or an association office. There are some responsibilities that should be considered for all programs and these specific areas include the following good practice rules:

1. Institute and maintain proper security procedures to prevent disclosure of individual company data or consolidated industry data.

2. Publish only consolidated industry reports in a format specified by the administrative association which will follow the recommendations of the Intercontinental Statistical Committee.

3. Restrict release of individual data to representatives of the specific company.

4. Only vendor or association personnel assigned to tabulate the data should have access to individual company reports.

5. A participating company may arrange for the data processor to prepare special tabulations of both country and industry data. The work performed by the data processor for this company must be restricted to data processing only. The firm may not become a consultant to an individual company to do market analysis, develop market plans, etc.

6. Provide for the distribution of data in the form required by participants as recommended by the Intercontinental Statistical Committee.

7. Diligently follow up with late reporters.

8. Adhere to the data destruction policies as directed by the program secretariat.

9. Collate and distribute the data as quickly as possible after receipt of the last correct input.
DATA INPUT AND OUTPUT

Participants in each program have an option of inputting data directly to the data processor for final consolidation or reporting first to their respective trade association for consolidation with other companies’ data and transmission to the data processor for final consolidation.

Data output is transmitted following the route of input in reverse order.

Participants submitting data directly must input data in the format prescribed by the ultimate data processor or by special arrangement. Data submitted by the intermediate data processor for a group of participants must submit input data in the format prescribed by the program or in a generic format. It is considered desirable to have a common format for input to the intercontinental data programs and associations will work towards this end.

It is recommended that new companies begin participation in a program by submitting data in time for inclusion in the first output of the year. Exceptions will be decided by each individual reporting group.

Segmentation (Levels 1 and 2): The customer/application segmentation coding of equipment using one of two levels of codes was adopted in March 2008 as the official ISC structure to be implemented in future statistical reporting programs. Progress toward full adoption in all programs will be monitored. See appendix 3 for a list of codes and mapping.

DATA DISTRIBUTION POLICY

All worldwide data processed through the efforts of the Intercontinental Statistics Committee shall be treated as Confidential information. NO data are to be released to any company or other party that is not participating in the specific product line/group statistical programs.

The Data Distribution Policy within each reporting group varies within the intercontinental structure. Current policy is that each reporting program can determine the distribution policy for the industry data in the program.

There may be specific procedures for some product programs in addition to the procedures set out in the Procedures manual.

PRODUCT SPECIALISTS

A product specialist is responsible for monitoring the statistics programs related to their assigned products, including the review of model charts for their assigned products and that participating companies report all their products in their proper categories.

1. Attend the meetings of the committee.
2. Review model charts for the products assigned to ensure that there is no
disclosure of individual company data.

3. Ensure that the model charts are current for all reporting companies.

4. Review the models of new/current reporters to ensure that these models are reported in the correct product line and class.

5. Assist, when needed, in the development of proposals for product changes.

6. Maintain and/or create product definitions for the assigned products.

7. Complete the review and start-up process by the deadlines assigned. This process starts in mid-December and is completed in January, depending upon company completion.

MODEL IDENTIFICATION CHARTS

Review of Model Charts

The iSTAT data processing system can accommodate model editing at any time. As soon as a new model is shipped it should be added to the chart. The most desirable way to report into the association data programs is by model. Model based reporting greatly increases the accuracy of reporting and since it requires all models be in iSTAT, it helps increase model chart accuracy also.

At the end of a calendar year a special review should take place to make sure that there is enough inventory of a model to show it on the model chart. If there are still units available for shipment or sale, but the model is no longer in production it should be marked as a phase-out. Models no longer being reported should be removed. New models to be reported early in the next reporting year should be added. These procedures are needed to ensure that accurate disclosure analysis can be performed before publication of data in the new reporting year.

The recommended timetable for this review is as follows:

1. **31-October** – Data processor delivers all changes to data programs and sizes to manufacturers and associations. This means that changes for the next year need to be decided and communicated no later than October 1.

2. **1-November** - Association or tabulation agency with responsibility for model chart sends out current charts to participants Or requests that they be updated on-line.

3. **1-November – 15-December** – Charts are updated as needed by manufacturers or associations. All participating companies are to verify that their models have been reviewed and are correct.

4. **15-December – 15-January** – Product Specialists are to review model charts under their responsibility and approve them for use in
data publication. Any follow-up questions to manufacturers are conducted during this timeframe.

5. **1 February**—To insure accuracy and non-disclosure, the model charts supporting all programs are to be approved prior to the first publication of data.

**Note:** It is the duty of participants to notify changes to model information - including dates models are introduced, phased-out and withdrawn - correctly and promptly.

**CONFIDENTIALITY OF DATA**

It is the responsibility and obligation of statistics recipients to treat consolidated industry data as proprietary information. Consolidated industry data are not to be divulged outside the company/dealer organization. An exception would be to provide data to a consultant contracted by the company, provided the consulting firm signs a non-disclosure agreement regarding the data. Participants should inform those in their company who have access to the data of this policy. All reports should be identified as confidential. It is the responsibility of all participants, trade association staff, and the information processing company to institute steps to enforce confidentiality, including practices such as shredding hard copy reports no longer needed and protecting individual passwords.

All individual company data are confidential. Those who should have access to individual company data include the authorized company representative(s), employees of the Data Processing Company, or association staff directly involved with the processing of the data (and where it is agreed upon by the membership).

**PROGRAM CHANGES**

Proposals for new programs and changes, additions or deletions to existing programs must be considered and approved by all participating associations by 1 November of the year prior to the year of the proposed change. This gives sufficient time to notify the data processor before 15 November. Proposals not approved in time will not be implemented in the following year.

Proposals should be submitted in writing and distributed to all concerned associations (participating companies and the data processor).

A Proposal Form is attached as Appendix 2.

**CODES**

A single coding system is used for all ISC programs. The coding system of the International Standards Organization (ISO) is the “standard” common coding system for all intercontinental statistical programs. It includes the standard for grouping countries into
major geographic areas.

REPORTER LOGS

A log of reporters’ input will be maintained for each program by the data processing vendor or association. The log will include the due date of the report, the name of the participant and the date their correct input was received by the data processing vendor.

In those instances where input is made by an association reporting for its members, the log should contain two dates: the dates the participant’s input is received by the association and also the date when the consolidated association input is received by the data processor. It is preferred that this log be maintained with information for a year.

REPORTING - DUE DATES

When the due date falls on a Saturday, Sunday or holiday, the report is deemed due on the following business day. The deadline is understood as close of business of the administrating association. All ISC shipment reports are due no later than 15th of each month following the month of report. All ISC Retail data is due on the 20th of the following month.

LATE REPORTERS, NON-REPORTING AND NIL REPORTING

Late reporters decrease the value of the market information that can eventually be released to participants. The paramount importance of submitting data before a deadline cannot be sufficiently stressed.

The Data Processing Vendor will contact companies who have not submitted their statistics on the due date for the report and, if this remains outstanding, every few days thereafter. If the report is very overdue, contact will be made with senior company personnel.

The company will be asked to send current specification sheets in the event of nil or zero returns over several months. If a company has a nil return for 12 months, the Association may cease sending this company the aggregated statistical reports.

These remarks on late reporters apply also to participants who are dilatory in responding to other requests from the agency or association, for example, audit requests or survey forms.

REPORTING PROCEDURES AND LOCATIONS SURVEY

The Reporting Procedures and Locations Survey is located on the AEM website. Participating associations and companies are to update the survey annually.
AUDIT PROCEDURES

If a company has a query, it should notify the source (Association or Data Processor) from whom the data in question was directly received.

At a minimum, the inquiry should include the following information:

- a). Activity
- b). Product
- c). Size
- d). Country
- e). Time Period {(month(s) & year}
- f). Count Too Low or Count Too High

The Association or Data Processor receiving the audit request will then establish whether the data in question was internal to their direct reporting companies or external and from another source.

If the source is internal (i.e., from its own reporting companies), the Association or Data Processor will contact the company(s) which submitted that data, inform same of the inquiry particulars and request a response of either:

- a). Acknowledgement that correction(s) will be made within the next reporting period (or)
- b). Confirmation the data are correct and no change will be forthcoming.

If the source is external (i.e., from another Association or Data Processor), that external source will be contacted (i.e., the inquiry passed onto), informed of the inquiry particulars and requested to provide a response of either:

- a). Acknowledgement that correction(s) will be made within the next reporting period (or)
- b). Confirmation the data are correct and no change will be forthcoming.

Acknowledgement of correction or no change will be communicated back to the Association or Data Processor and/or company(s) which initiated the query within three (3) calendar weeks.

Sufficient support personnel are to be available at the Association or Data Processor to comply with the three (3) calendar week response time limit.

Correction of data should be made in accordance with the ISC Policy/Procedures Manual, (see “Definition of Terms,” “Revisions.”).

DATA RETENTION

Each statistics program should have a policy for the retention of both individual company and industry data. It is desirable, but not necessary, that the policy for each program be
Individual company data should be retained no longer than is necessary to consolidate the data into an industry report and follow up audits of the data. Provision should be made for companies who do not wish to have their data maintained by the Data Processor to specify that the data be destroyed after the industry report is prepared.

Industry data may be maintained by the Data Processor for as long as specified by the committee administering the program. Data confidentiality rules must be maintained. Release of historical data should be upon approval of the staff person of the association responsible for the program or the chairman of the respective committee.

**LIST OF STATISTICS PROGRAMS BY PRODUCT FAMILIES**

<table>
<thead>
<tr>
<th>Earthmoving Equipment</th>
<th>Compaction Equipment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Articulated Haulers</td>
<td>Vibratory Walk-Behind Rollers</td>
</tr>
<tr>
<td>Rigid Haulers</td>
<td>Single Drum</td>
</tr>
<tr>
<td>Conventional Scrapers</td>
<td>Double Drum</td>
</tr>
<tr>
<td>Crawler Loaders</td>
<td>Vibratory Tandem Rollers</td>
</tr>
<tr>
<td>Crawler Tractors</td>
<td>Two Vibratory Drums</td>
</tr>
<tr>
<td>Elevating Scrapers</td>
<td>One Vibratory Drum</td>
</tr>
<tr>
<td>Motor Graders</td>
<td>Vibratory Towed Type Rollers</td>
</tr>
<tr>
<td>Wheel Loaders</td>
<td>Vibratory Single Drum Rollers</td>
</tr>
<tr>
<td>Wheel Dozers</td>
<td>Asphalt</td>
</tr>
<tr>
<td>Crawler Excavators, including minis</td>
<td>Soil, Smooth Drum</td>
</tr>
<tr>
<td>Wheel Excavators, including minis</td>
<td>Soil, Padfoot or Sheepsfoot Drum</td>
</tr>
<tr>
<td>Pipelayers</td>
<td>Combination Rollers</td>
</tr>
<tr>
<td>Backhoe Loaders</td>
<td>Pneumatic Tyred Rollers</td>
</tr>
<tr>
<td></td>
<td>Static Rollers</td>
</tr>
<tr>
<td></td>
<td>Tandem</td>
</tr>
<tr>
<td></td>
<td>Three Wheeled</td>
</tr>
<tr>
<td></td>
<td>Trench Rollers</td>
</tr>
<tr>
<td></td>
<td>Embankment Rollers</td>
</tr>
<tr>
<td>Commercial Worksite Equipment</td>
<td></td>
</tr>
<tr>
<td>Rough-Terrain Forklifts (2 &amp; 4 wheel drive)</td>
<td>Refuse (Landfill) Compactors</td>
</tr>
<tr>
<td>Telescopic Handlers</td>
<td>Refuse (Landfill) Compactors</td>
</tr>
<tr>
<td>Compact Track Loaders</td>
<td>Vibratory Plate Compactors</td>
</tr>
<tr>
<td>Skid Steer Loaders</td>
<td>Forward Travel Only</td>
</tr>
<tr>
<td></td>
<td>Reversible</td>
</tr>
<tr>
<td></td>
<td>Vibratory Tampers</td>
</tr>
</tbody>
</table>

**Cranes***

| Lattice Boom Crawler Crane***             |                                          |
Forestry Equipment
Wheel Tree Harvester
Forwarders
Log Loaders
Tree Harvester
Swing to Tree Feller Buncher
Forestry Excavator
Log Skidders
Knuckle Boom Loaders
Drive to Tree Feller Buncher

*NOTE: Cranes are no longer part of the ISC programs*

DEFINITIONS OF TERMS

It is essential, for purposes of continuity and understanding of the data, that all intercontinental programs use the same definitions for reporting purposes. To help understand the worldwide statistics program terms, the following definitions have been developed and are presented in alphabetical order:

**Demonstration Units:** Should NOT be reported into the statistical programs.

**First in the Dirt (FID):** The combination of a New Retail and a First Rental (ie when the machine is first put in use or first went into the dirt).

**Final Delivery (FD):** The combination of a New Retail and a Rental Conversion (ie when the machine was finally delivered to the end-use customer and the title was transferred).

**Flash Report:** An early, estimated report of retail sales for the previous month. Flash reports are due no later than the 10th of each month. Note: These reports are not presently utilized.

**Month:** The month in which the product activity occurred. Although reporters are recommended to use calendar months, it is acceptable to use whatever a company defines as its working month.

**OEM Sale:** The sale of a unit from one manufacturer to another. Where possible, products sold on an OEM basis to another reporting company marketing these units shall be reported by the marketing company and not the manufacturer (but in NO case should these units be reported by BOTH).
Participating Company: A manufacturing or marketing company that participates in the ISC statistics programs.

Phase-out Models: Models no longer considered current by a reporting company, but for which company or dealer inventory remains. A machine removed from the model chart before the last unit in inventory is sold to an end-user cannot be reported and thus should remain on the model chart until the end of the year when the last unit is sold.

Retail Sale: This consists of both the delivery of a unit to the end-user and the settlement/title transfer for the unit by the retailer. The sequence of the two events is not significant.

Revisions: A revision is any change to the data which was originally submitted to the data processor. Any change to the data after a report is submitted is a revision. This could be a change in state, country, a return to inventory (reversal of original data), etc.

- revisions should include a reversal of the data which was originally submitted, and a corresponding entry of the correct data. A reversal and correct entry must both be made.

- for units which should have been reported, but were omitted in the appropriate reporting time frame, revisions should be made to the report time frame (month, quarter, etc) in which the unit should have been reported.

- all data revisions must be made to the data in the original or appropriate report period (month, quarter, etc) and NOT to current reports.

Shipment: This consists of the shipment of a unit directly from the manufacturer to an end-user, retail outlet, wholesale outlet or leasing pool (each of these is defined below). Units shipped to a facility where substantial changes are made to the basic product are NOT reported. The prime objective is to avoid double-reporting.

End User: Any establishment or individual who puts the product to use; the consumer.

Retail Outlet: Any establishment, including company stores, dealers or distributors, which sell the product to the end-user.

Wholesale Outlet: Any establishment, including company branch houses, which
sells to a single destination country or independent or unrelated establishment that sells to an unknown destination.

**Leasing Pool:** Machinery shipped to any establishment for subsequent placement with the end-user through a lease or rental purchase agreement.

Units shipped to a company’s trans-shipment pools or staging areas shall NOT be reported until shipped to parties listed above and invoiced.

**Year:** Calendar year (1 January through 31 December).

**ACRONYMS**

- **AEM** Association of Equipment Manufacturers (USA)
- **CECE** Committee for European Construction Equipment
- **CEMA** Construction Equipment Manufacturers Association (Japan)
- **HAI** Hargrove & Associates Inc.
- **ISC** Intercontinental Statistics Committee
- **KOCEMA** Korea Construction Equipment Manufacturers Association
PARTICIPATION REQUIREMENTS FOR ISC ASSOCIATIONS

All associations participating in ISC statistics programs must understand and meet the following basic requirements, and must comply with all policies and procedures contained in this Manual.

1. Participation in the ISC statistics programs is limited to Association member manufacturers.

2. ISC Association member companies that are engaged in the manufacture of machinery or equipment and meet the requirements of the specific programs in which they wish to participate will be admitted to the programs, provided that they agree in writing to comply with the program rules and pay any required fees.

3. Companies must report all activity/data from all worldwide sources including licensees, subsidiaries, joint ventures and any other manufacturing/marketing arrangements, to all destinations in the world.

4. All new Associations joining the ISC will be required to submit their data by model (CEMA is grandfathered in).

5. Adequate systems must be maintained by each Association to properly comply with the requirements of the program(s) in which their members participate.

6. Each Association is required to provide a roster and a Product Specialist for each of the programs the Association will be participating in.

7. All Associations are required to sign an Acknowledgement of Confidentiality Agreement (Appendix 4).

8. Before joining the ISC, a new Association must answer specific questions regarding their: 1. Willingness to comply with and enforce confidentiality rules; 2. Members’ ability to report the required data on time; and, 3. Internal audit processes for monitoring the accuracy of member data.

9. Admittance into the ISC requires the unanimous approval of all current Associations (AEM, CECE, CEMA and KOCEMA).
Appendix 1

Letter of Agreement for Participation in ISC data exchanges:

As a condition of participation in the Intercontinental Statistical Committee data exchange, this company hereby agrees to:

1. Read and conform to the ISC General Policy/Procedures Manual
2. Participate in all ISC programs for which eligible and to report data for all joint ventures and affiliates
3. Endeavor to ensure that the data reported is accurate
4. Provide required details to the appropriate trade association/data processing agency for all models to be reported.
5. Report into the agreed classifications of the program using the appropriate input forms or software
6. Input data on or before the prescribed due dates
7. Arrange to have back-up personnel trained and prepared to complete the reports in the absence of the participant’s primary person
8. Follow the agreed definitions for shipment, retail and flash and other terms used in reporting
9. Input shipments by country of first use (please see definition)
10. Participate in surveys and comply with requests for information intended to improve the quality of the statistical information.

I verify that this company can and will comply with the aforementioned requirements for participation.

Name:_________________________________ Title/Position:_____________________
Company:______________________________ Date:_____________________________
## Appendix 2

**Proposal Form for ISC Administered Statistics Programs**

(choose one)

<table>
<thead>
<tr>
<th>New Statistics Program</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change to an existing program</td>
</tr>
</tbody>
</table>

**Name of Program and Code (Existing Programs) ____________________________**

1. Date submitted: ______________
2. Submitted by: ______________
3. Statement of Proposal (what is to be accomplished):

   

4. Products and sizes of products to be included:

   

5. Product definition if the product is new to the statistics program:

   

6. Names of potential participants (new programs):

   

7. Geographic areas to be included (Region, nation, etc):

   

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8. Data to be reported (shipments, inventory, retail sales, first rentals, rental conversions, etc.)

9. Measurement Classification (i.e. weight, lift capacity, height capacity, etc):

10. Additional data to be reported

11. Reporting frequency: ______________________

12. Proposed due date: ______________________

13. Proposed start date: ______________________

14. Back report historical data? (Specify the past years): ______________________

15. Data distribution (if different from standard distribution): ______________________

16. Please attach sample model chart, if applicable:
## Appendix 3

<table>
<thead>
<tr>
<th>Level1 Name</th>
<th>Level2 Name</th>
<th>Level 2 Code</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contractor</td>
<td>Building Construction</td>
<td>1</td>
</tr>
<tr>
<td></td>
<td>Demolition &amp; Recycling of Construction Materials</td>
<td>405</td>
</tr>
<tr>
<td></td>
<td>Infrastructure - Transportation</td>
<td>401</td>
</tr>
<tr>
<td></td>
<td>Infrastructure – Utility and Civil Engineering</td>
<td>402</td>
</tr>
<tr>
<td></td>
<td>Landscaping</td>
<td>53</td>
</tr>
<tr>
<td>Dealer/Manufacturing</td>
<td>Dealer/Manufacturing Affiliated Rental</td>
<td>408</td>
</tr>
<tr>
<td>Affiliated Rental</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Government</td>
<td>Government</td>
<td>409</td>
</tr>
<tr>
<td>Independent Rental Company</td>
<td>Independent Rental Company</td>
<td>60</td>
</tr>
<tr>
<td>Shipments</td>
<td>Shipments</td>
<td>403</td>
</tr>
<tr>
<td>-----------------------------------</td>
<td>-----------------------------------</td>
<td>-----</td>
</tr>
<tr>
<td>Site Specific</td>
<td>Agriculture</td>
<td>46</td>
</tr>
<tr>
<td></td>
<td>Forestry</td>
<td>63</td>
</tr>
<tr>
<td></td>
<td>Industrial and Commercial Material Handling</td>
<td>407</td>
</tr>
<tr>
<td></td>
<td>Mining and Quarrying</td>
<td>406</td>
</tr>
<tr>
<td></td>
<td>Waste Management</td>
<td>404</td>
</tr>
</tbody>
</table>