

Minutes - Unapproved



International Crane Exchange (ICE) Meeting

Tuesday, October 25, 2022 • 9:30am – Noon CEST/Central European Summer Time

Press Centre East (EOE), bauma Expo in Munich, Germany

2022-23 ICE Secretariat: Rex Sprietsma, AEM

2022 ICE Vice-Chair: Kelly Fiechter, Link-Belt, Presiding

Last Revised: 11/1/2022

Attendees:

Rex Sprietsma	AEM Secretariat
Naoyuki Uchida	CEMA Secretariat
Paul Zepf	VDMA/FEM Secretariat
Jasmin Ege	Liebherr
Jan Keppler	Liebherr
Kelly Fiechter	Link-Belt
Pat Collins	Link-Belt
Robert Ritter*	Manitowoc
Florian Peters	Manitowoc
Daichi Wada*	Tadano
Yoichiro Kimura	Tadano
Mike Lietke	AEM-Association of Equipment Manufacturers
Sara Feuling	AEM
Tanaka Mika*	CEMA-Construction Equipment Manufacturers Association-Japan
Christine Bhatt	SIL-Systematics International, Limited
Manuel Bhatt	SIL
Helen Last*	SIL
John Oatham*	SIL
Keith Ryan	SIL

*Virtual Attendance

I. Call to Order and Introductions

The ICE Secretariat welcomed all attendees, then asked for and received permission from FEM and CEMA for Kelly Fiechter (Link-Belt), AEM Crane Statistics Committee Vice-Chair, to preside as Chair of the ICE meeting. The Chair then called the meeting to order followed by introduction of those attending in person and via the phone.

II. New Business and Adoption of the Agenda

The agenda was adopted by the committee without any changes.

III. Approval of April 13, 2022 ICE Meeting Minutes

The minutes of the previous ICE meeting were distributed in advance of the meeting. The Chair, asked the member associations for any changes to the April 13, 2022 ICE Meeting Minutes and each responded with their approval, accepting the minutes as submitted.

IV. Review of ICE General Policy Product Manual

A. Discussion of Pending Changes Proposed at 2022 ICE Spring Meeting

The Secretariat reviewed previously approved changes and those pending approval for inclusion in the ICE Policy Manual. CEMA approved AEM's suggestion that a representative of a participating ICE company may be appointed by the acting Secretariat to preside over ICE meeting(s), without formal approval process of all member associations required at each meeting.

FEM does not approve if a nominated Chair is not the preference of the ICE. FEM will discuss the issue internally and send their response to the Secretariat..

Action Item #1: FEM to discuss, and report back to the ICE regarding a rule change to allow the current ICE Secretariat to appoint a member company representative to Chair ICE meetings without formal approval of ICE members at every meeting.

ICE members discussed the changes approved at the last meeting and approved all but the AEM proposal indicated above, pending FEM approval. The following changes will be included in the revised version of the ICE Policy Manual and posted to the SIL website:

- Revision Date on P&P manual
- Rotation Schedule of Secretariat
- Product Specialist Language
- Change of Data Processing Calendar
- Removal of models with 2 years of no sales.
- Modifications to Definitions to more align with intended uses – There were some additional clarifications made and captured for publication.

Action Item #2: All associations to consider appropriate subtitle of City Crane type Rough Terrain Crane, such as *“Those which typically produced by CEMA members”* or *“typically used in APAC”*. Product description, including traveling speed, should be verified.

V. Unfinished Business

A. Recruitment Update

AEM has been working with different companies, including JASO who began reporting into the North American Cranes Statistics Program this year.

Sennebogen has been reporting into Worldwide Telehandlers as of recently, but nothing in cranes. It was noted that FEM and AEM may be able to combine their effort to bring them into the program.

No other Product Programs were suggested, but there was note made that there has been interest expressed in a Gantry Cranes program by CSC members, in case the ICE wants to consider this as an additional program. If ICE does not have the interest in starting Gantry Cranes as a program, AEM may open it as a Worldwide program, pending participants..

VI. New Proposals

A. AEM Proposal to deleted models with no activity in a 24-month period from Model Chart

- Update on CEMA vote – pending from Spring meeting.

As noted above, CEMA has approved the change to end dating models after 24 months and it had previously been approved by AEM and FEM.

- B. AEM Proposal to revise product descriptions in ICE product portfolio

Modifications and approvals were made as noted above.

- C. AEM Proposal (XCMG) to expand size classes for CRTC (Tele-Crawlers)

XCMG is proposing changing from 2 size classes to 6 size classes, noting that they do not need to be published at the smaller size classes – even if they are collected in this.

This proposal did not pass, because all proposals require unanimous agreement in the ICE, and FEM was opposed, due to possible disclosure with so few models in a few of the classes.

- D. CEMA Proposal to expand upper size class for CRAT (All Terrain Cranes)

This intends to split the 400 MT+ into 4 larger size classes.

FEM stated that although this would work at the larger world geographies, when down to smaller geographies, the larger sizes as proposed will cause disclosure.

Action Item #3: CEMA to discuss modifying the proposal to see if it can pass disclosure in smaller geographies if the size classes are proposed differently.

- E. CEMA Proposal to split out and expand upper size classes for CRHO (Rough Terrain)

Similar proposal (2 size classes) to greater granularity.

Link-Belt stated they may be able to support it. FEM/Liebherr counter proposes 81-100; 101-120; 121+ because of the recent change to reporting in Metric Tonnes.

Manitowoc is inclined to agree more with FEM/Liebherr. They would like to see 101-130 and then 131+.

There is an acknowledged common understanding that greater market detail is desired. Secretariat suggested CEMA may be able to find one of the counter-proposals favorable and a middle ground forged.

Action Item #4: SIL to review historical information on Manitowoc and Liebherr proposals to split size classes for more granularity.

Action Item #5: Liebherr and Manitowoc/Link-Belt to formally write counterproposals for CRHO and send to the ICE Secretariat for distribution when complete.

- F. CEMA Proposal for restricting Crane size class changes

Proposal failed for lack of unanimity among the organizations. All members agree in principle that changes should not make analysis difficult and certainly must avoid disclosure.

VII. New Business

- A. Worldwide System Changes and Updates

SIL gave a detailed presentation on their annual Customer Satisfaction Survey. SIL presented the changes and suggested changes to the SIL platform since the last meeting.

Also, SIL is proposing an enhancement to the system that will allow for early warning of models likely to be phased out soon based on the 24-month end-dating convention.

B. Electrification Discussion

AEM brought the progress of AEM in this equipment to the group. AEM has been seating work groups to decide the most useful way to capture and report electrified equipment. The Subcompact Loaders are well ahead of the curve in that regard, already providing that information. The information itself will not be available until there are enough entrants in the market to prevent disclosure.

Action Item #6: AEM and SIL to share work product in the electrification realm with ICE.

Action Item #7 ICE spring meeting to have electrification on the agenda.

C. 2022 ICE Goals for Consideration

The Secretariat noted progress on the goals set to update the Policy manual and improve timeliness of the data by member companies .

D. Roster Review

With a number of personnel changes taking place over the past few years, the Secretariat mentioned the need to have members review the current roster and send any changes, so the roster may be updated with current names and contact information..

Action Item #8: AEM to send Roster to ICE members for needed changes.

VIII. Next Meeting

- A. Spring Meeting – CONEXPO-CON/AGG March 15, 2023 (Las Vegas, NV USA) 9:30am-12:30pm.

IX. Adjournment

With the business of the agenda completed, and hearing no other additions, Chair announced the meeting adjourned at 11:57 am.