

## MINUTES unapproved



### International Crane Exchange (ICE) Meeting

Wednesday, March 15, 2023 • 11:00am PDT/Pacific Daylight Time  
North Hall Room #219 CONEXPO-CON/AGG Las Vegas, Nevada USA

**2022-23 ICE Secretariat: Rex Sprietsma, AEM**

**2022-23 ICE Chair: Robert Ritter, Manitowoc, presiding**

**Last Revised: 3/28/2023**

#### Attendees:

Rex Sprietsma	AEM Secretariat
Keiichiro Nakamura	CEMA
Paul Zepf	FEM Secretariat
Jasmin Ege*	Liebherr
Jan Keppler	Liebherr
Kelly Fiechter	Link-Belt
Pat Collins	Link-Belt
Robert Ritter	Manitowoc
Florian Peters*	Manitowoc
Marcus Yang	SANY
Sonny Lynn	Tadano
Yoichiro Kimura	Tadano
David Frerking	XCMG
Mike Lietke	AEM-Association of Equipment Manufacturers
Jacquelyn La Favor	AEM
Christine Bhatt	SIL-Systematics International, Limited (Systematics)
Manuel Bhatt	Systematics

\*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 Robert Ritter (Manitowoc), AEM Crane Statistics Committee Chair, to preside as Chair of the ICE meeting. The Chair then called the meeting to order at 11:05 PDT followed by introduction of those attending in person and via the phone. It was noted that quorum was attained with the presence of representatives from all three (3) ICE member associations: AEM, CEMA, and FEM. Also noted was the attendance of the data processor, Systematics.

#### II. New Business and Adoption of the Agenda

The agenda was adopted by the committee with no changes.

#### III. Approval of October 25, 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 in turn, accepting the minutes as submitted.

#### IV. Review of ICE General Policy Product Manual

##### A. Approved Changes from ICE Fall 2022 Meeting

The Secretariat displayed the ICE General Policy/Procedure Manual with changes approved in the previous meeting, with one remaining change to the verbiage regarding the process for approving a chairperson to preside over future ICE meetings to be finalized.

Time was taken during the meeting to wordsmith the following version that was deemed acceptable to all parties for inclusion in the ICE Policy Manual:

*The acting ICE Secretariat will nominate a Chair to preside over the ICE meetings during their term, with the condition this person represents a member company reporting into the ICE, to be approved by all ICE members.*

**Action Item #1: CEMA & FEM to review with their respective association and inform the acting Secretariat of their acceptance of this verbiage within two weeks.**

##### B. Follow up on an outstanding action item from the previous meeting, the AEM and FEM associations have no issue, since these crane types are not marketed in their respective geographic coverage. CEMA was to review and verify, recommend, or propose any change to the definition.

*Action Item (Oct 22, 2022): 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.*

**Action Item #2: CEMA to provide Secretariat with a response to the City Crane action item within two weeks of ICE meeting.**

#### V. Unfinished Business

##### A. Recruitment Update

ICE members were asked if there are any recommendations for companies that should be added to a recruitment list. FEM stated there are a few crane manufacturers they have been trying to recruit and will keep the ICE apprised of any success.

#### VI. New Proposals

##### A. CRHO Rough Terrain Proposal Results

Systematics confirmed that this was brought up at the Bauma meeting, everything has been implemented. AEM has also implemented this same program changes in the North America program (CSC) to keep the reporting of the crane size classes in both the worldwide and North America in alignment.

#### VII. New Business

##### A. Worldwide System Changes and Updates

A presentation by Systematics on improvements made to their system and operations included some key takeaways:

- Automatic phase out routine implemented on Dec 6, 2022 ensuring the accuracy of disclosure tests, while providing visual information to the members.
- Continued proactive approach to reach out to habitually late reporters as a reminder to report by the due date and determine if there may be any issues with submitting their data on time.
- The region/country is in line with the ISO listing (standards). With changes, historical data is also updated and republished.

- Cranes data history search feature implemented on January 17, 2023. Can be used by members to validate records.
- Live Feedback facility (on the help/information tab)– Implemented March 2023.
- Excel format change, with Systematics moving to the most recent version .xlsx (improved file security), to be implemented in the coming weeks.

ICE member companies were asked by Systematics if there was any interest in reporting a market segment attribute. Manitowoc said having the data would be great but getting it and/or reporting it is the challenge. Others agreed.

Systematics mentioned their internal tasks & information tracking system, noting that they received 45 queries from participants in 2022, with a quarter of these requests requiring SIL to contact the OEM to verify the data/model info, etc. Follow-ups with these companies continued until an answer was received.

Every quarter, beginning with March, Systematics sends out a current model list to all ICE members.

#### B. Electrification Update & Discussion

FEM suggested capturing the engine type now in the system to determine the percentage of the industry total for each power source. In addition, it would be helpful to have the total number of electric cranes shipped, as a start.

***Action Item #3: AEM to send ICE members meeting notes from recent joint (AEM & CECE) electrification meetings that took place since Bauma in 2022.***

In further discussion, XCMG suggested a Power Source Attribute at the Model Level.

Liebherr added they have hybrid units incorporating various technologies and believe Energy source is the most important indicator.

Possible coding for: Lithium ion (e1), acid (e2), fuel cell (e3), where “e” is included to identify electric.

SIL has rolled out the tracking of fuel type/battery type for Forklifts and Construction Equipment data exchanges in the U.K. Systematics recommended running a pilot study for electrified cranes to iron out the requirements.

***Action Item #4: FEM volunteered to work on a proposal to define energy source attributes that SIL would track for electrified crane models, focused initially on existing technology.***

#### C. 2023 ICE Goals

This year the goals are:

- Complete the ICE Policy Manual updates, changes, and revisions with final approval of all ICE members; and,
- Draft proposal of energy source attribute update, as stated in VII.B above.

### VIII. Other Business

FEM noted some models of Lattice Cranes were reported in error. Systematics stated that they worked with the manufacturer to correct this.

CEMA added that scale of errors is a major concern stating the example of Lattice Crawler Cranes and Tele-boom Crawler Crane corrections worldwide in 2022 which reached 3 digits.

Systematics stated that as a result of a member company incorrectly reporting Telescopic Crawler Crane models into Lattice Crawler Cranes which caused a significant number of amendments in correctly assigning the models to the correct product groups, revisions were carried out for the current year and previous history. In addition, through further investigations, Systematics identified a member company failing to report CRTC as a product category and worked with this member company resulting in revised data to the current and historic datasets.

CEMA also stated that unrealistic numbers are more frequently observed when data are seen as individual country, such as Truck cranes of Canada, Australia, and Philippines in 2022. FEM stated that numbers from ICE and Import customs should not be used, as there are cases that the final destination changes after shipment from original countries.

There was discussion of adding language to the ICE Policy Manual, stressing the importance when adding a model into the system that it be placed in the correct category with the correct model name and number. New members and new reporters need to be thoroughly trained on this process to address data quality and avoid disclosure issues..

***Action Item #5: AEM to draft language to be included in the ICE Policy Manual for adding crane models into the system, placing them in the correct product category with the proper name and model identification.***

AEM asked the associations if they have all assigned a product specialist to their crane product programs. Confirmed with FEM and CEMA. The appointment of a Product Specialist and their function is included in the current ICE Policy Manual under **Product Specialists** (page 10).

***Action Item #6: AEM to share CSC documentation regarding the role and responsibilities of a Product Specialist for comparison purposes. CEMA and FEM to review and provide feedback at the next meeting on whether any changes to the current ICE Policy Manual are needed.***

Although Crane Knockdowns (CKD's) are not mentioned in the ICE Policy Manual, the question is whether this term should be included in the Policy Manual. If so, perhaps it is included in Definition of Terms, with a reference to the product input and output profiles that list options and defines the codes to be used for reporting.

It was recommended that questions about data accuracy, quality, or abnormalities be directed to Systematics via the online query system.

## **IX. Next Meetings**

- A. The next ICE Fall 2023 Meeting (virtual) is scheduled for Wednesday, September 20, 2023 at 6:00 a.m. Central Daylight time.
- B. Systematics offered to host the 2024 ICE Spring meeting at their new office location in Chelmsford, Essex, England on Wednesday April 17, 2024.
- C. The 2025 ICE Spring meeting will be at bauma in Munich, Germany on either Wednesday (April 9th) or Thursday (April 10<sup>th</sup>), 2025.

**X. Adjournment**

With the business of the agenda completed, and hearing no other additions, Chair announced the meeting adjourned at 1:16 pm.

Minutes respectively submitted by:

Rex Sprietsma, AEM

2023 ICE Secretariat