INTERCONTINENTAL STATISTICS COMMITTEE

Mezzanine hall(6C11) at Intermat , Paris
April 23\textsuperscript{th} 2015, 9:30 a.m. – 11:40 a.m.

UNAPPROVED MINUTES

Chairman: Yoshihisa YAMASHITA, Chairman of World Statistical Group
Secretary: Naoyuki UCHIDA, CEMA

1. Call to Order & Introductions
The meeting was called to order at 9:30 a.m. by the Chairman. Representatives from all ISC associations AEM, CECE, CEMA, and KOCEMA were present.

The following members and guests attended the meeting:

\begin{itemize}
  \item Inge Baetens, Hyundai Heavy Industries Europe N.V.
  \item Adelheid Bousard, Volvo Construction Equipment
  \item Debbie Carson, AEM
  \item Nicolas Clerc, Caterpillar, Inc.
  \item Melissa Cline, Caterpillar, Inc.
  \item Peter Cunningham, HAI
  \item Marie-Hélène Dumail, Caterpillar, Inc.
  \item Dick Ekstrand, Deere & Company
  \item Rudolph Ganzel, CISMA
  \item Claire Hargrove, HAI
  \item Thomas Köhle, Liebherr
  \item Hee-chul Lee, Doosan Infracore
  \item Eric Meunier, Doosan Infracore
  \item Yugo Ochi, Tadano
  \item Dai Okajima, Tadano
  \item Hans-Jürgen Pons, CECE
  \item Sebastian Popp, CECE
  \item Fernando Ribio, Hitachi Construction Machinery Europe
  \item Joo-Yeon Sohn, KOCEMA
  \item Rex Spietsma, AEM
  \item Gerald Strauß, CLAAS KGaA mbH
  \item Naoyuki Uchida, CEMA
  \item Massimiliano Ventura, CNH Italia SpA
  \item Denise Welch, Caterpillar, Inc.
  \item Chuck Wesenburg, Deere & Company
  \item Yoshihisa Yamashita, Kobelco Construction Machinery
  \item Hamza Yildiz, Hitachi Construction Machinery Europe
\end{itemize}
2. Approval of Agenda
Ms.Welch requested the addition of a topic concerning the wheel loader. This was approved by all attendees.

3. Approval of Meeting Minutes
The minutes of the ISC Meeting on June 11 2014 in Tokyo were unanimously approved by all associations.

4. Product Proposals

A. Asphalt Pavers
After CEMA has already submitted three years' data, we have asked about the current status. HAI stated to wait a little that they are adding such as China manufacturer (XCMG) units. (Actually, the data had been uploaded on April 22.)

Alternative formulation proposal (Sebastian): Worldwide reports (excluding the US and Canada) were just published for Jan 2012 – Feb 2015. Initial coverage of reporters includes Ammann, Atlas Copco, Bomag, Caterpillar, Sumitomo, Volvo, and XCMG. AEM members Sany and Zoomlion might be interested to join from 2016. The new programme will also be presented to companies Astec (Roadtec, Carlson), Hanta, and once again to Voegele. Any new developments will be reported to ISC.

B. Wheeled Loaders
Change in horsepower reporting metric
We discussed the possibility to change the name of the current model chart from horsepower to competing models in the market. The models would be arranged based upon how they compete with each other in the marketplace, rather than strictly on the horsepower rating. CECE, CEMA and KOCEMA still think it will be difficult to manage without a clear definition and objective methodology.

Tipping load weight Class expansion
Ms.Welch informed the committee she will be writing a formal proposal to create an additional size class break from the current 25000 & Over to: 25000 <40000, and 40000 & Over. Each association will consult with their respective members and should be prepared to discuss and vote on this at the next meeting. A formal proposal is to be presented for the fall meeting.

C. Crawler Excavators
Based on the decision at the last meeting, HAI reported that the data of the short tail swing and the zero tail swing have published this year, at last.

CEMA proposed to split the current 5 to 12 ton class into: 5 to 6 ton and 7 to 12 ton class. Other association stated that there is a need to check the model chart first and to confirm the opinion of member company. We will discuss again at the next meeting. CEMA agreed to provide a formal proposal for the size class split.

D. Telescopic Handlers
AEM and CECE confirmed the commencement of reporting into a new ISC product – roto telehandlers (IF27), created as of January 2015. Level 2 segmentation has been introduced for IF26 from 2015. HAI proposed to provide an instruction document on how to retrieve segmented output reports from the system.

5. Other Business

A. Quality of Data (XCMG status)

AEM confirmed the reasonableness and timeliness of the data being reported by XCMG for all their construction equipment models, since January, 2015.

Since the improvement of the data quality is one of the main purposes of this meeting, it was decided to keep this item in the agenda.

B. ISC Policy and Procedures Manual Changes

AEM has completed the addition of photographs for each product, to augment the written definition in the P&P manual.

A suggestion was made that the definition of Tipping Load used for the Wheel Loader could also be applied to compaction equipment. But this was not adopted. After the idea is discussed within each association, the topic will be brought up again at the next meeting.

Alternative formulation proposal (Sebastian): CECE explained that it had identified a potential need for refinement of the EM04 definition (when discussing compact wheel loaders with a telescopic boom). The current EM04 definition is broad – products like skid-steer loaders, telehandlers, or agricultural tractors with front-end loaders would all match the definition wording in principle. CECE invited ISC associations to reconsider the product definition against this backdrop. Detailed discussions could follow at the next meeting.

C. New associations

CECE stated that the planned meeting with ICEMA did not take place. However, ICEMA has moved to monthly reporting with worldwide size classes and is looking into software to handle data collection.

This matter has been deliberated in IAC meeting, as well, so that both committees will be kept informed of any future developments.

D. IAC Worldwide confidence survey of Associations

IAC Worldwide confidence survey has been enforced twice a year among six organizations (AEM, CECE, KOCEMA, CCMA, ICEMA and CEMA). AEM proposed to make the task force to further improve this survey. Primary idea is to align product groups surveyed in the confidence index with product families of ISC worldwide exchanges, so that a consistent picture of retrospective information (ISC statistics) and prospective information (IAC confidence index) can be generated. Furthermore, there is a number of issues in the confidence index that should be worked on in order to refine it. Therefore, representatives of all ISC associations would be invited to engage in the task force. After each association summarizes the thinking to this matter, we are going to discuss next meeting again.
E. Discussion of Arial Work Platforms as a possible addition to worldwide Programs

AEM have proposed the current NA (North America) statistics of aerial work platforms to expand the WW (World Wide) statistics. CECE explained that AWPs are not part of its product scope, but are rather handled by the European material handling federation FEM (like mobile and crawler cranes). It might be worth considering if ICE wasn't a more appropriate platform for AWPs. KOCEMA is not interest in this stats, because there isn't the manufacturers to export this machine. CEMA stated that this item is a category of crane and it is appropriate to deal with ICE instead of ISC.

Separately, Tadano remarked that there is an interest in this statistics program.

F. Discussion of Segmentation reporting (Level1 and Level2) for all worldwide programs

Improvement in retail reporting and segmentation is desired. Before segmentation can be reported, participants need to report retails. CECE is close but not there yet and will need to encourage their members to report retails. Would like to start with Wheel Loaders, Wheel Excavators and Crawler Excavators.

Alternative formulation proposal (Sebastian): CECE stated that IF26 segmentation provided positive experiences. However, CECE has reservations toward expanding to other products, as long as there is a significant share of shipments reported into the worldwide retail programs. It appears as if regional retail programs (Europe, North America, Latin America) work better to provide reliable segmented data.

CEMA reported that export unit cannot be grasped only by shipment basis. So, we will continue to report shipment basis unit and retail basis unit as same number.

6. News from ISC Associations

AEM announced the conclusion of the RFP process and reported that HAI will remain as AEM’s data processor.

The other associations had nothing special to report.

7. Date of Next Meeting

CEMA reported to hold the next meeting on November 12 in Tokyo. After we decide the detail, we are going to inform it to each associations.

8. Closing

There being no further business, the meeting was adjourned at 11:40 a.m.