AGENDA

INTERNATIONAL STATISTICS COMMITTEE MEETING
Tuesday, March 22, 2016 • 1:00 pm to 5:00 pm
Vdara Hotel and Spa • Las Vegas, Nevada

Statistics Executive Committee Vice Chair Presiding: Mike Adams, Komatsu America
Secretariat: Rex Sprietsma, AEM

I. Call to Order and Introductions

II. Approval of Draft Minutes: November 12, 2015 Meeting

III. Review of ISC Product Definitions

VI. Proposals
   A. Crawler Excavators size class expansion (CEMA)
   B. Wheel Loader Third Dimension Reporting
   C. Audit and Revision Activity Limitation
   D. Rotary Telehandler Size Class Change (IF27)

VII. Other Business
   A. CECE- Status of ICEMA Discussions
   B. AEM-Policy and Procedure Manual Changes
   C. IAC Worldwide Confidence Survey
   D. AEM- Aggregates North America and Worldwide Potential Program
   E. CECE- Asphalt pavers

VIII. Quality of data
   A. CECE -Member survey results
   B. CECE- Roll up regional retail data into WW programs when available
   C. CECE -Audit and revision activity limitation

IX. News from ISC Associations

X. Date of Next Meeting
   A. Next ISC Meeting – August 22-26, 2016, Milwaukee, Wisconsin

XI. Adjournment

Last Revised: 3/18/2016
LIST OF ATTENDEES
(As of March 15, 2016)

AGCO, Tim Cronin
Atlas Copco, Matthew Brand
Caterpillar, Nicolas Clerc
Caterpillar, Melissa Cline
Caterpillar Inc., Kurt Meyer
CECE, Sebastian Popp
CNH Industrial, James Shanboltzer
CNH Industrial, Debbie Trabert
Deere & Company, Elizabeth Conzo
Deere & Company, Debbie Juehring-Thomson
Deere & Company, Todd Snell
Doosan/Bobcat, Sheree Fletcher
Doosan/Bobcat, Dan Klug
Hitachi, Fernando Rubio
Hyundai Heavy Industries, Byoung-soo Kim
Japan Construction Equipment Manufacturers Association, Noriyuki Kobayashi
JLG Industries, Kent Hamilton
KOCEMA, Jooyeon Sohn
Komatsu America, Michael Adams
Kuhn North America, Inc., Dawn Ditzenberger
Link-Belt, Rick Curnutte
Volvo Construction Equipment, Marie-Helene Dumail
Volvo Construction Equipment, Kate Henninger
Volvo Construction Equipment, Chip Young
Association of Equipment Manufacturers, Larry Buzecky
Association of Equipment Manufacturers, Debbie Carson
Association of Equipment Manufacturers, Sarah Miller
Association of Equipment Manufacturers, Rex Sprietsma
Hargrove & Associates Inc., Claire Hargrove
Hargrove & Associates Inc., Stan Hargrove
Hargrove & Associates Inc., Karen Iversen

*Participation via telephone/webinar*
INTERCONTINENTAL STATISTICS COMMITTEE

Meeting room at Asakusa view hotel, Tokyo
Thursday, November 12th 2015, 10:00 a.m. – 1:15 p.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 10:00 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:

Rex Spietsma AEM
Denise Welch Caterpillar
Nicolas Clerc Caterpillar
Sebastian Popp CECE
Fumiya Asebo CEMA
Keiichiro Nakamura CEMA
Naoyuki Uchida CEMA
Noriyuki Kobayashi CEMA
Hee-chul Lee Doosan Infracore
Claire Hargrove HAI
Stan Hargrove HAI
Kenya Nasu Hitachi Construction Machinery
Mariko Imakita Hitachi Construction Machinery Hitachi
Fernando Rubio Construction Machinery(Europe)
Byoung-soo Kim Hyundai Heavy Industries
Sunny Lee Hyundai Heavy Industries
Yasushi Ishimaru KATO WORKS
Tamotsu Honma KCM Corporation
Yoshihisa Yamashita Kobelco Construction Machinery
Yujiro Suzuki Kobelco Construction Machinery
Joo-yeon Sohn KOCEMA
Hideaki Suzuki Komatsu
Naoko Mieda Komatsu
Yoshiko Ohtaki Komatsu
Michael Adams Komatsu America
Yuichi Kozu Sakai Heavy Industries
Takeshi Sato Sumitomo Construction Machinery
Dai Okajima TADANO
2. **Approval of Agenda**
   Mr. Adams 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 April 23 2015 in Paris were unanimously approved by all associations.

4. **Product Proposals**

   **A. Wheel Loaders**

   Change the output size classes of worldwide exchanges

   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**.

   If the Wheel Loaders record in 2015 changes and carries out the recurrence line of the class classification similarly, edit will newly be required and the additional charge of $1,000 will occur.

   Each Associations judged that the reorganization collection for the past was unnecessary, and the report start in new classification decided to carry out from 2016.

   Market-based model class selection for Wheel Loader Proposal

   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.

   Komatsu gave an opinion. An objective standard is necessity.

   CECE gave an opinion. When a new model comes out, where it put in and a check takes time, it is worried about whether delay of report creation takes place. Carrying out division to which each company is convinced requires time. The approval from the manufacturer who is not interested in division by HP is not obtained.

   KOCEMA gave an opinion. The definitions of a horsepower differ in each company. When big changing, the method of competitive superiority is required.

   Mr. Adams gave an opinion. When scrutinizing about a problematic item, a product manager's opinion is important. How about calling ISC?

   Ms. Welch gave an opinion. There is already a product specialist. She proposed to make classification called competitive HP as the 3rd measurement.

   KCM gave an opinion. In the present HP, KCM have the problem that marketability is not in sight. KCM would like to change immediately.
CECE gave an opinion. An objective measurement is required. If it applies by such a new classification method, it is possible that influence also attains to other machines and a new model. There were two objections about the 3rd measurement.

(1) Expense occurs by making a new dimension.
(2) From a viewpoint of the method of competing of EU, the class with few manufacturers has concern in the number of specific manufacturers being known by comparing the tipping load HP, HP, and competitive HP. 3rd dimension thought that it was good from the interpretation of being arbitrary.

Chairman conclude that each association will consult with their respective members and should be prepared to discuss and vote on this at the next meeting or before it.

B. Crawler Excavators

CEMA proposed to split the current **5 to 12 ton** class into: **5 to 6 ton, 6 to 8 ton, and 8 to 12 ton** class.

CECE checks by being unidentified to their member companies, and answers to ISC before the year end.

AEM proposed to split the current **500 to 700 ton** class into: **500 to 550 ton, and 550 to 700 ton** class.

Hitachi explained the reason for opposing. The range "500-550" is a quite narrow range, and there is no continuity. The candidate manufacturers who reports is only in three manufacturers by dividing a class, although only four manufacturers exist. By change of a class, if one manufacturer drop out, the class must be two manufacturers and must change class classification. CECE suspends a reply until the position of CEMA becomes clear. CEMA decided to answer within 30 days.

C. Telescopic Handlers

AEM proposed that both unified a report deadline on the 15th every month about the report deadline of shipments differing from retail about the report of a telehandlers.

CECE asked that unifying a report deadline had influence on other products. AEM answered that there was no mind which carries out a summary to all the products. CECE brings back and discusses with their member companies about this issue.

AEM asked CECE could be answered within 30 days. CECE answered it was slightly difficult because it is better to argue as a meeting directly with their member company.

D. Compact Track Loaders

AEM proposed to split the current **2,600+** class into: **2,600 to 3,000, and 3,000+** class.

It was approved by all associations.
5. Other Business

A. Quality of Data (XCMG status)

AEM reported the status of XCMG. XCMG is performing the statistical report satisfactorily. From 2016, the intention to participate also in a Mexico regional statistics program is shown.

B. Confidentiality of ISC worldwide data

AEM proposed not going back any more by making two years into a limit about retroactivity of revision. HAI carried out the additional comment of going back first, when a model change and a class change were carried out. AEM proposed each organization to investigate what kind of report each manufacturer is doing about each area.

There was a proposal that I should check confidentiality of information once per year from AEM about the reliability of statistical data. AEM proposed each organization should check confidentiality of information once per year to each member.

CECE, KOCEMA, and CEMA will check with their members. AEM will provide reference with a document for each association.

C. ISC Policy and Procedures Manual Changes

AEM showed the addition of photographs for each product, to augment the written definition in the P&P manual. AEM propose substituting a photograph to a thing new every year. When there was a photograph to add, we decided to submit a copyright-free photograph. If we sending a photograph to publish, it need to announce "copyright-free."

D. Notification of ISC member associations of individual companies joining or dropping out of reporting programs

ISC secretariat is necessary to notify when their member companies joining and dropping out of reporting programs.

E. New associations

CECE stated that the planned meeting with ICEMA by EXCON in November. CECE will report at next ISC meeting, if there is any progress.

F. IAC Worldwide confidence survey of Associations

IAC Worldwide confidence survey has been enforced twice a year among five organizations (CECE, KOCEMA, CCMA, ICEMA and CEMA). CCMA is one participation per year and AEM dropped out.

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

It is better to carry out the talk which was complicated at the next meeting, when a future timetable is considered.
6. **News from ISC Associations**
   AEM announced Ms. Dennis Welch will resign Caterpillar, Inc. Ms. Welch serves as the last attendance of ISC Meeting. We appreciate to the contribution to the ISC meeting over her many years.

   CECE announced European retail will be changed into LEVEL2 in 2016. HYDEREMA will secede in 2016. PERLINI and Wacker Neuson will participate in 2016.

   CEMA announced a secretariat changes from Mr. Uchida to Mr. Kobayashi. Mikasa will participate in 2016.

7. **Date of Next Meeting**
   AEM scheduled to be ISC Secretariat for 2016-2017. AEM reported to hold the next meeting on March 22 in Las Vegas.

8. **Closing**
   There being no further business, the meeting was adjourned at 1:15 p.m.
New Statistics Program
X Change to an existing program

Name of Program and Code  Rotary Telehandlers (IF27)

1. Date submitted:  2/22/16  Product Segment: Commercial Worksite

2. Submitted by:  Fabio Garino (Merlo)

3. Statistics Committee:  CECE/ISC

4. Statement of Proposal, what is to be accomplished:
Change size classifications to match the Telescopic Handlers (IF26)

5. Products and sizes of products to be included:
IF27, IF26

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

7. Names of potential participants:
same

8. Geographic areas to be included (country, state, county):
Domestic Europe and Worldwide
9. Data to be reported (retail sales, inventory, shipments, first rentals, rental conversions, etc.): 
   Same

10. Additional data to be reported (customer type, first use, direct sales, value, etc.): 
    Same

11. Reporting frequency: Monthly

12. Proposed due date: 1/1/2017

13. Proposed begin date: 1/1/2017

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

15. Data distribution (if different from standard distribution of Committee):

16. Please attach a photograph of the unit:

17. Please attach a model chart if applicable:
## Commercial Worksite Equipment Model Identification Chart

### Association of Equipment Manufacturers (AEM)

#### Telescopic Handlers (IF26)

**Sized by:** Tonnes Capacities at 500mm Load Center - Metric Tons

**Worldwide (W)**

**as of Jan 2016**

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* - Indicates model is being phased out; (MP)=Marketing Parent; (MC)=Marketing Company.
## Commercial Worksite Equipment Model Identification Chart

**Association of Equipment Manufacturers (AEM)**

### Telescopic Handlers (IF26)

**WW Retails By Lift Height (X)**

Sized by: Meters Max Lift Height

### IF26 X Jan 2016

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<th>Lift Height</th>
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<th>AGCO (MC)</th>
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<th>Caterpillar Inc (MP)</th>
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