Acting Chair presiding: Larry Buzecky, Vice President, Association of Equipment Manufacturers.

Attendees:

<table>
<thead>
<tr>
<th>Name</th>
<th>Organization</th>
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<tbody>
<tr>
<td>Nicolas Clerc</td>
<td>Caterpillar Inc.</td>
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<td>Melissa Cline</td>
<td>Caterpillar Inc.</td>
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<td>Karen Duran</td>
<td>Caterpillar Inc.</td>
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<tr>
<td>Sebastian Popp</td>
<td>CECE</td>
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<td>Noriyuki Kobayashi</td>
<td>CEMA</td>
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<tr>
<td>John Chesterman</td>
<td>Deere &amp; Company</td>
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<tr>
<td>Todd Snell</td>
<td>Deere &amp; Company</td>
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<tr>
<td>Lee Hee Chul</td>
<td>Doosan Infracore</td>
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<tr>
<td>Fernando Rubio</td>
<td>Hitachi Europe</td>
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<tr>
<td>Kent Hamilton</td>
<td>JLG</td>
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<td>Jooyeon Sohn</td>
<td>KOCEMA</td>
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<tr>
<td>Daniela Harrison</td>
<td>Komatsu America</td>
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<tr>
<td>Hans-Juergen Pons</td>
<td>VDMA</td>
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<tr>
<td>Larry Buzecky</td>
<td>AEM</td>
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<td>Debbie Carson</td>
<td>AEM</td>
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<td>Sarah Miller</td>
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<td>Rex Sprietsma</td>
<td>AEM</td>
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<tr>
<td>Claire Hargrove</td>
<td>HAI</td>
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<tr>
<td>Stan Hargrove</td>
<td>HAI</td>
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<tr>
<td>Brian Seebacher</td>
<td>HAI</td>
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<td>Chuck Wesenberg</td>
<td>HAI</td>
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I. Call to Order and Introductions

Larry Buzecky called the meeting to order at 1:06 pm. A sign-up sheet was circulated and attendees were asked to introduce themselves.

II. Approval of Draft Minutes: March 22, 2016 Meeting

A motion was seconded and passed to approve the minutes.
III. Review of ISC Product Definitions
CEMA to submit product photos to AEM.

Asphalt Pavers definitions for the Worldwide only Tracked (CEAT) and Wheeled (CEAW) were presented. Motion to approve was seconded and carried.

CECE provided a draft of the Rotating Telehandler (IF27) definition to be approved and added to the P&P Manual. Motion to approve was seconded and carried.

It was determined that each association should provide one photo that best represents each product to AEM staff for compilation and distribution for committee review. AEM to check internally for pictures of Crawler Mounted Swing-to-Tree Feller Bunchers (EX04) and Vibratory Plate-Forward (CEL1) to make sure they have accurate photos and contact Liugong for Pipe layers (EM71) photos.

**Action Item #1:** Each association should provide one photo that best represents each product to AEM staff for compilation and distribution for committee review.

**Action Item #2:** AEM to check on Crawler Mounted Swing-to-Tree Feller Bunchers EX04 and Vibratory Plate-Forward CEL1 photos and contact Liugong for Vibratory Plate-Forward EM71 photos.

IV. Unfinished Business

A. Crawler Excavator Size Classification Expansion (CEMA Response) – CEMA approves of the expansion as long as there are no additional costs.

**Action Item #3:** AEM staff to review Crawler Excavator Size Classification Expansion proposal to see if it included back reporting and report back to the committee.

B. Audit and Revision Activity Limitation – The committee discussed placing a time limit on audits and revisions. No decision was reached.

**Action Item #4:** AEM staff will provide to the ISC, the recommendation from the AEM Audit.

C. Status of ICEMA Discussion – CEMA reported that there does not appear to be any interest by ICEMA. This topic will be removed from the agenda.

D. Policy and Procedure Manual Changes – The committee approved adding two new definitions to the P&P Manual: CEAT – Tracked Asphalt Pavers and CEAW – Wheel Loaders Asphalt Pavers and IF27 - Rotating Telehandlers. CECE will send AEM photos of the products to be added. Motion to approve was seconded and carried.

AEM staff will send the committee the revised version of the Policy & Procedure Manual to the committee to review and provide feedback. AEM staff will compile the changes for review at the next meeting.
**Action Item #5:** AEM staff will send the committee the revised version of the Policy & Procedure Manual for review and feedback.

**Action Item #6:** CECE will send AEM photos of CEAT and CEAW.

**E. Quality of Data Member Survey Results** – AEM will work with HAI on a new version of the survey which factors in geography.

**Action Item #7:** AEM will work with HAI on a new version of the Quality of Data Member survey. CECE volunteered to write the questions similar to the ones they used in their survey.

**F. Worldwide Asphalt Pavers Update from AEM and CEMA** – AEM staff reported that Roadtec is interested in joining but AEM staff is waiting for confirmation. AEM staff will report back once they receive a response.

**V. Proposals**

**A. AEM Wheel Loader (EM04) Competitive Market Class Proposal** – John Chesterman and Todd Snell of Deere & Company presented the Wheel Loaders Competitive Market Class proposal and requested feedback from the ISC committee. The committee requested the spreadsheet and presentation be attached to the minutes. Doosan Infracore mentioned that regional competitors may fall into different classes. Deere & Company asked for examples of these regional competitors, so they can review these cases.

Sebastian Popp asked Deere & Company to present at the CECE meeting on Oct. 5th in Prague. Since they will not be able to attend, Deere & Company said they will record the presentation in advance, so it can be shown at the CECE meeting.

**Action Item #8:** Doosan Infracore to send examples of regional competitors that fall into different competitive market classes, to AEM staff.

**Action Item #9:** AEM staff to attach Wheel Loader Excel spreadsheet and Competitive Market Class presentation to ISC meeting Minutes.

**Action Item #10:** Deere & Company will record the Wheel Loader presentation and provide it to ISC Secretariat, for distribution to all association members.

**B. CECE Wheel Loader (EM04) Size Class Split** – AEM approved the proposal. CEMA needs to more time to review CECE’s Wheel Loader (EM04) Size Class Split proposal and will report back to the ISC Secretariat within two weeks (October 5, 2016).

**C. HAI Proposal to Eliminate AEM Intermediate** – This was a communication from Hargrove & Associates to the ISC. This HAI policy change has no effect on the ISC and is for information only. The start date will be January, 2017.

**D. CECE Telescopic Wheel Loader Discussion** – CECE reported that there is a discrepancy with where members are reporting Telescopic Wheel Loaders. CECE would like consistency in reporting this product and asked the associations to ask their
members how they are reporting and report back to the ISC at the next meeting. CECE will work on the product definition at the next CECE meeting and circulate it with the ISC committee afterwards.

**Action Item #11**: Associations are to ask their members if they are reporting Telescopic Wheel Loaders in Wheel Loaders (EM04), Telescopic Handlers (If26), or not at all. Results from each association member will be reported back to the ISC at the next meeting.

**Action Item #12**: CECE will work on the product definition at the next CECE meeting and circulate it to ISC members.

**VI. Other Business**

A. **CECE Product Definition Changes** –CECE proposed the reporting classification listed after the definitions be changed to what is actually measured and to have the model chart description match. AEM and CECE will work with HAI to put together a document to make the description consistent. CECE will write a proposal to roll up data into a worldwide retail program at the company level and provide it to AEM staff to share at the next meeting.

**Action Item #13**: CECE write a proposal for an ISC expectation of retail reporting when reporting shipments into a retail program.

**Action Item #14**: AEM and CECE will work with HAI to put together a reporting classification document to make the description consistent.

B. **CECE Pneumatic Tired Rollers (CEG0) Model Chart** – CECE – All associations are to explain to member companies how to calculate the Pneumatic Tired Rollers size class. The realignment will be changed in December by HAI.

**Action Item #15**: HAI to makes changes to the Pneumatic Tired Rollers Model Chart according to the correct calculations.

C. **Discussion on Vibratory Tandem Rollers (CEC0)** – The committee would like to terminate this product for Worldwide but keep it as is in North America. AEM staff will take back to the Road Machinery Statistics Committee and report back when there is a consensus.

**Action Item #16**: AEM staff will take the discussion on Vibratory Tandem Rollers back to the Road Machinery Statistics Committee for review and approval to remove Vibratory Tandem Rollers (CEC0) from the ISC program.

D. **Late Reporting for Telehandlers (If26)** – CECE will encourage companies to report shipments on the 15th and report retail afterwards. CECE will speak with late companies and mention the possibility of suspension if delinquent reporting continues. The topic should be revisited at each meeting next year.
Action Item #17: CECE will speak with the late reporting companies and encourage shipment reporting by the 15th.

VII. News from the ISC Associations
   A. AEM and CECE mentioned possible new participants reporting in 2017.

VIII. Next Meeting Schedule
   A. ISC Meeting, CONEXPO/-CON/AGG,
      The committee decided to change the next meeting date to a day earlier.

      Action Item #18: AEM to make arrangements to move the next ISC meeting to Saturday, March 11, 2017 (9:00am – 12:00 pm).

IX. Adjournment

The meeting was adjourned at 5:07 pm.

Respectfully submitted:
Association of Equipment Manufacturers, Secretariat

Attachments
Wheel Loader Competitive Class Presentation and Excel Spreadsheet