Association of Equipment Manufacturers

UNAPPROVED MINUTES

Intercontinental Statistic Committee Meeting

Westgate Conference Room 7-8, Las Vegas, NV
Saturday, March 11, 2017

Michael Adams, SEC Vice Chair, presiding.

Tristan du Pisanie  
Nicolas Clerc  
*Melissa Cline*  
*Karen Duran*  
Paul Lyons  
Fumiya Asebo  
Noriyuki Kobayashi  
Sebastian Popp  
John Chesterman  
Todd Snell  
Cho Wan Ju  
Byoung-soo Kim  
Jooyeon Sohn  
Michael Adams  
Codie Stevens  
Jerimy Erikson  
Larry Buzecky  
Debbie Carson  
Sarah Miller  
Rex Sprietsma  
Anna Tang  
Claire Hargrove  
Stan Hargrove  
Bell Equipment  
Caterpillar Inc.  
*Caterpillar Inc.*  
*Caterpillar Inc.*  
CEA  
CEMA  
CEMA  
CECE  
Deere & Company  
Deere & Company  
Dooson Infracore  
Hyundai Heavy Industries  
KOCEMA  
Komatsu America  
Kubota Tractor  
Valspar Corporation  
Association of Equipment Manufacturers  
Association of Equipment Manufacturers  
Association of Equipment Manufacturers  
Association of Equipment Manufacturers  
Hargrove & Associates  
Hargrove & Associates

*Participated on the Phone*

All ISC Association Representatives present.

I. Call to Order and Introductions
AEM called the meeting to order at 9:04 am. Members introduced themselves and an attendance sheet was circulated. The meeting agenda and reports were sent electronically in advance, in preparation for the meeting.

II. Approval of Draft Minutes: September 21, 2016 Meeting

A motion to approve the Minutes of September 21, 2016 ISC Meeting was seconded and passed.

III. Review of ISC Product Definitions

The committee approved all product definitions as presented.

IV. Unfinished Business

A. Crawler Excavators Size Class Expansion (CEMA’s Response) – This was approved and went into effect the beginning of 2017.

B. ISC Policy and Procedure Manual and Product Definition Review

1. CECE Proposal for Roll-Up of Data – CECE proposed adding the following paragraph to the ISC P&P:

“If a company reports true retail data for a set of countries into an ISTAT-run regional exchange, it is strongly suggested that this data is also used in the ISC worldwide retails exchange for the respective countries. No data from other reporting entities of the same company should be used.”

KOCEMA, CEMA and AEM approved the definition and the P&P manual will be updated to reflect the change.

2. CECE Proposal Definitions EM04 and IF26 – A proposal for Telescopic Wheel Loaders was presented by CECE with new revised definitions for Wheel Loaders (EM04) and Telescopic Handlers (IF26). They should be reviewed by each association with feedback from their respective members at the fall meeting. Associations are to ask members how many can participate, what do they think of definitions, suggestions of size metrics, distribution rules, and what other companies should be recruited. CECE will create a list of those reporting by category and recruitment prospects.

Action Item #2: AEM staff to attach definitions to minutes to be reviewed by each association with feedback from their respective members and provide it at the fall meeting.

C. AEM Quality of Data Member Survey Results – Remove from agenda

D. CECE Wheel Loader (EM04) Size Class Split (CEMA’s Response) – This was approved and went into effect the beginning of 2017.

E. KOCEMA Wheel Loaders (EM04) Competitive Market Proposal (Doosan’s Response) – The committee did not receive a response from Doosan. Remove from agenda.
The Wheel Loader presentation update by Deere & Company covered method to determine Class machines would be placed in, using an Excel spreadsheet containing formulas and a Decision Tree. The committee agreed with the combination of the formulas and Decision Tree. The formula is finished and the Decision Tree is being finalized. HAI staff requested the opportunity to use the iStat System rather than an excel spreadsheet. Deere will work with HAI and report to committee at the next ISC meeting.

**Action Item #3:** Deere will work with HAI and report back to committee at the next ISC meeting.

**Action Item #4:** Stan Hargrove to provide AEM with a proposal that would be an alternative to the formula/decision tree in Excel. He will prepare a draft for the next meeting for each association to review.

F. **AEM Results of Vibratory Tandem Rollers (CEC0) Reporting** – The worldwide Vibratory Tandem Rollers (CEC0) Reporting has been suspended.

G. **CECE Discussion on Rotary Telehandlers and Telescopic Wheel Loaders** – See 4.B.2. above

H. **CECE ICEMA Discussion** – See 6.B. below.

I. **AEM Update on Calculation for Pneumatic Tire Roller (CEG0)** – HAI is working with each company to address this- should be completed in a week.

J. **Harmonization Asphalt Paver size classifications** – CECE submitted a draft of a proposal for the harmonization of Asphalt Paver size classifications. The Road Machinery Statistics Committee (RMSC) will review the draft to determine if a joint classification will be possible. The topic will be included on the RMSC April meeting agenda and presented by Nicholas Clerc (Caterpillar).

**Action Item #5:** Harmonization Asphalt Paver size classifications will be included on the RMSC April meeting agenda and presented by Nicholas Clerc (Caterpillar).

K. **Cold Planers and Soil Stabilizers** – CECE requested information on the Cold Planers and Soil Stabilizers, the active programs and how they are classified. AEM staff will send to CECE.

**Action Item #6:** AEM Staff will send CECE model charts for the Cold Planers and Soil Stabilizers.

V. **New Proposals**


VI. **Other Business**

A. **CECE Pneumatic Tired Rollers (CEG0) Model Chart Recalculation Update** – See 4.F. Above.  

B. **India Construction Equipment Manufacturers Association (ICEMA) Update** – Discussion on recruiting the India Construction Equipment Manufacturers Association (ICEMA) to join the ISC was previously removed from agendas, yet member companies still want the ISC to try. Each
association will speak with their member representatives about encouraging the multi-national companies that report to ICEMA, about joining the ISC. CECE will send AEM the presentation given to ICEMA a few years ago, which will be distributed with the ISC meeting minutes.

**Action Item #7:** Each association will speak with their member representatives about encouraging their counterparts that report to ICEMA, about joining the ISC.

**Action Item #8:** AEM staff to include CECE’s presentation to ICEMA with the minutes.

C. Later Reporting for Crawler Excavators and Wheel Loaders (KOCEMA) – As a result of recent publication delays, each association is to encourage their member companies reporting Crawler Excavators and Wheel Loaders to submit their monthly data on time.

**Action Item #9:** Each association is to encourage their member companies reporting Crawler Excavators and Wheel Loaders to submit their monthly data on time.

D. Worldwide Drilling Program Discussion (AEM) – Caterpillar proposed a Drill program that will be distributed for member Associations to review. This topic to be included on the CWE-FEE April meeting agenda, for discussion and then voted upon in the fall. KOCEMA and CEMA were asked to discuss this topic with their members and report back to the committee. CECE needs a clearer description of products. Caterpillar to send AEM staff photographs to go along with proposal and provide definitions for the Rotary Blast Hole Drills and Regular Rock Drills.

**Action Item #10:** AEM staff to attach the Worldwide Drilling Program proposal to the minutes.

**Action Item #11:** AEM staff to add topic on the CWE-FEE April meeting agenda.

**Action Item #12:** Caterpillar to send AEM staff photographs to go along with proposal and provide definitions for the Rotary Blast Hole Drills and Regular Rock Drills.

### VII. News from ISC Associations

Updates were provided by each Association.

### VIII. Next Meeting

A. The next meeting will be held on September 14th in Milwaukee.

### IX. Adjournment

The meeting adjourned at 12:07 pm.

Respectfully submitted:
Association of Equipment Manufacturers, Secretariat

Intercontinental Statistics Committee (ISC) Meeting Minutes
Saturday, March 11, 2017