

Alliance of Industrial Truck Organizations

Presidents' Forum

Antwerp, Belgium

*Mr. Scott Johnson
ITA Chairman of the Board of Directors
(CLARK Material Handling Company)
September 13, 2018*

US Trade Policy Overview

Highlights

- North American Free Trade Agreement
- Section 232 – Steel & Aluminum Tariffs
- Section 232 – Automotive & Automotive Parts Tariffs
- Section 301 – Tariffs on Chinese Products
- Trans Pacific Partnership (TPP)
- Transatlantic Trade & Investment Partnership (TTIP)
- Japanese Free Trade Agreement
- Korean Free Trade Agreement
- Others



WORLD ECONOMIC OUTLOOK UPDATE • JULY 16, 2018

GROWTH PROJECTIONS

Less Even Growth, Rising Trade Tensions



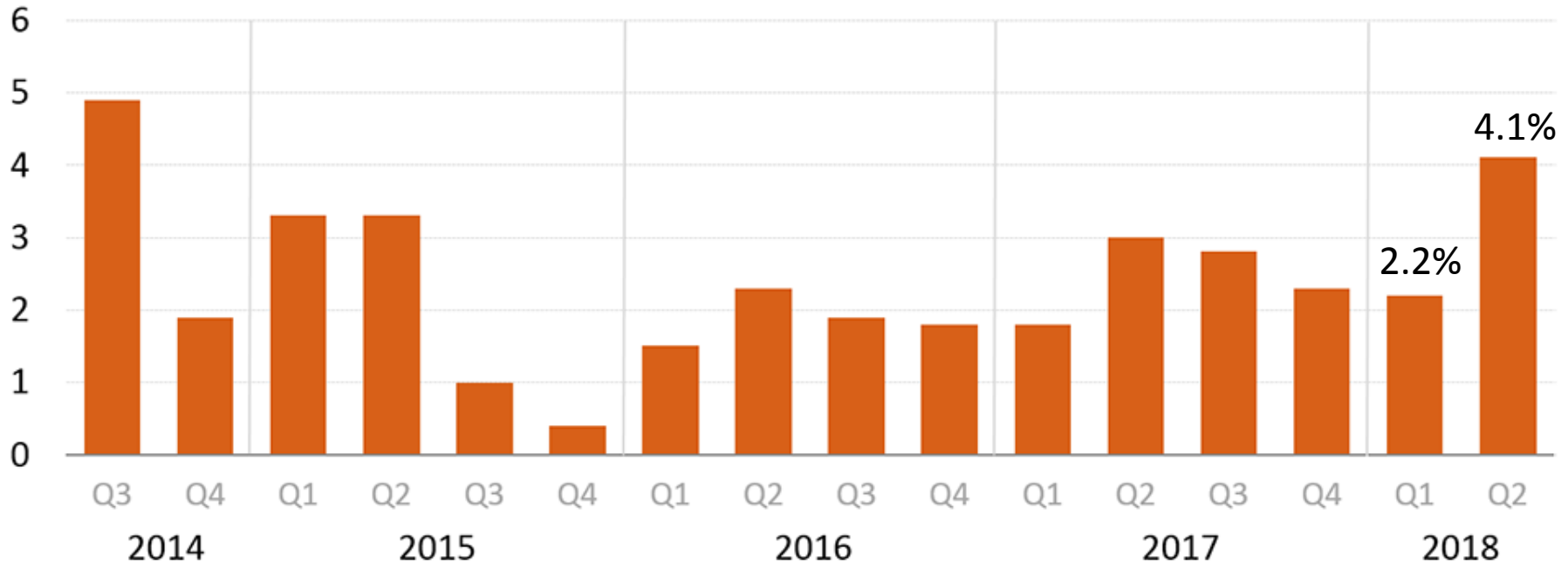
INTERNATIONAL MONETARY FUND • www.IMF.org • #WEO

US Economic Overview



US Gross Domestic Product (GDP)

Real GDP: Percent change from preceding quarter

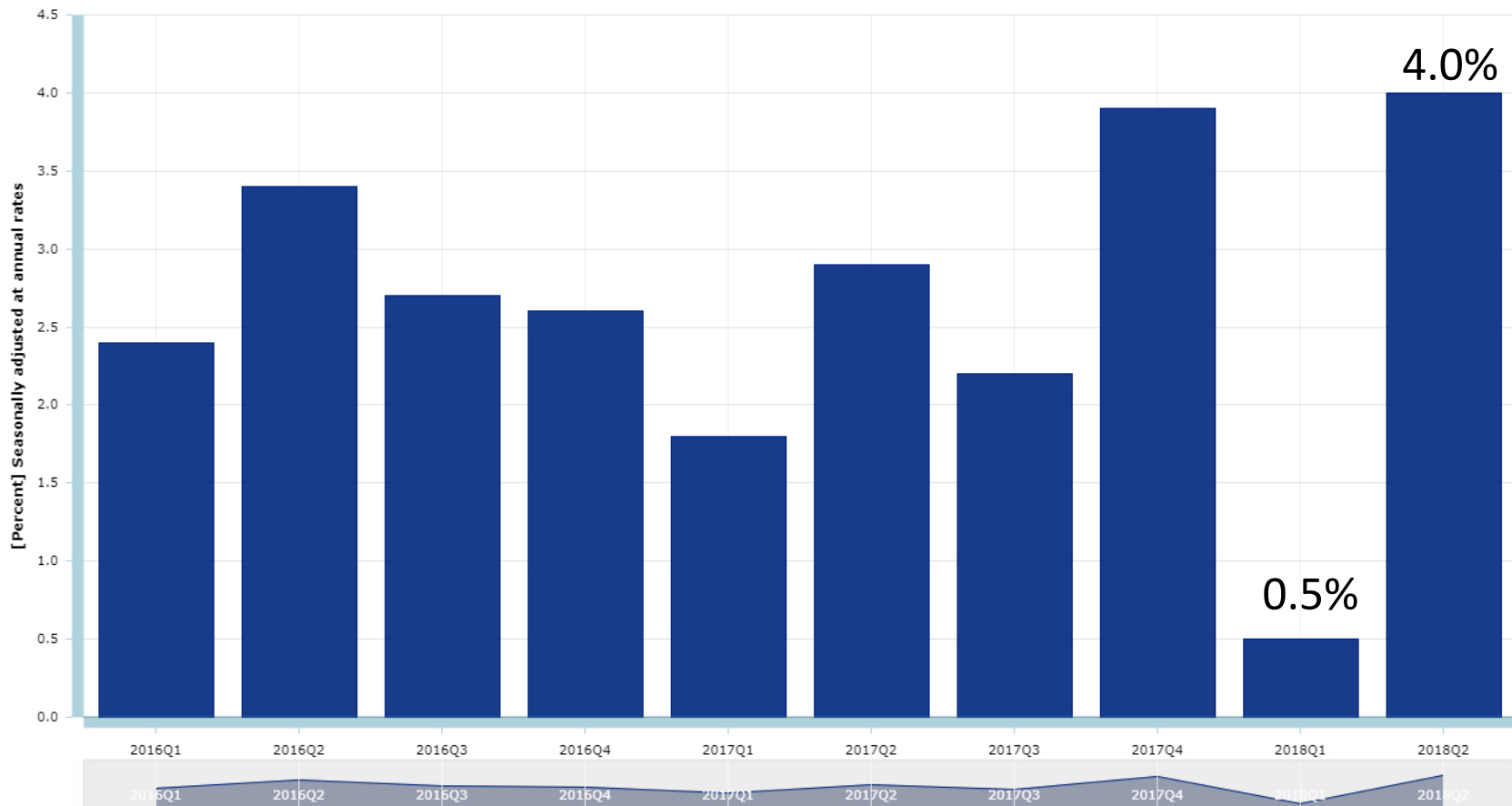


U.S. Bureau of Economic Analysis

Seasonally adjusted at annual rates

US Personal Consumption Expenditures

Table 2.3.1. Percent Change From Preceding Period in Real Personal Consumption Expenditures by Major Type of Product



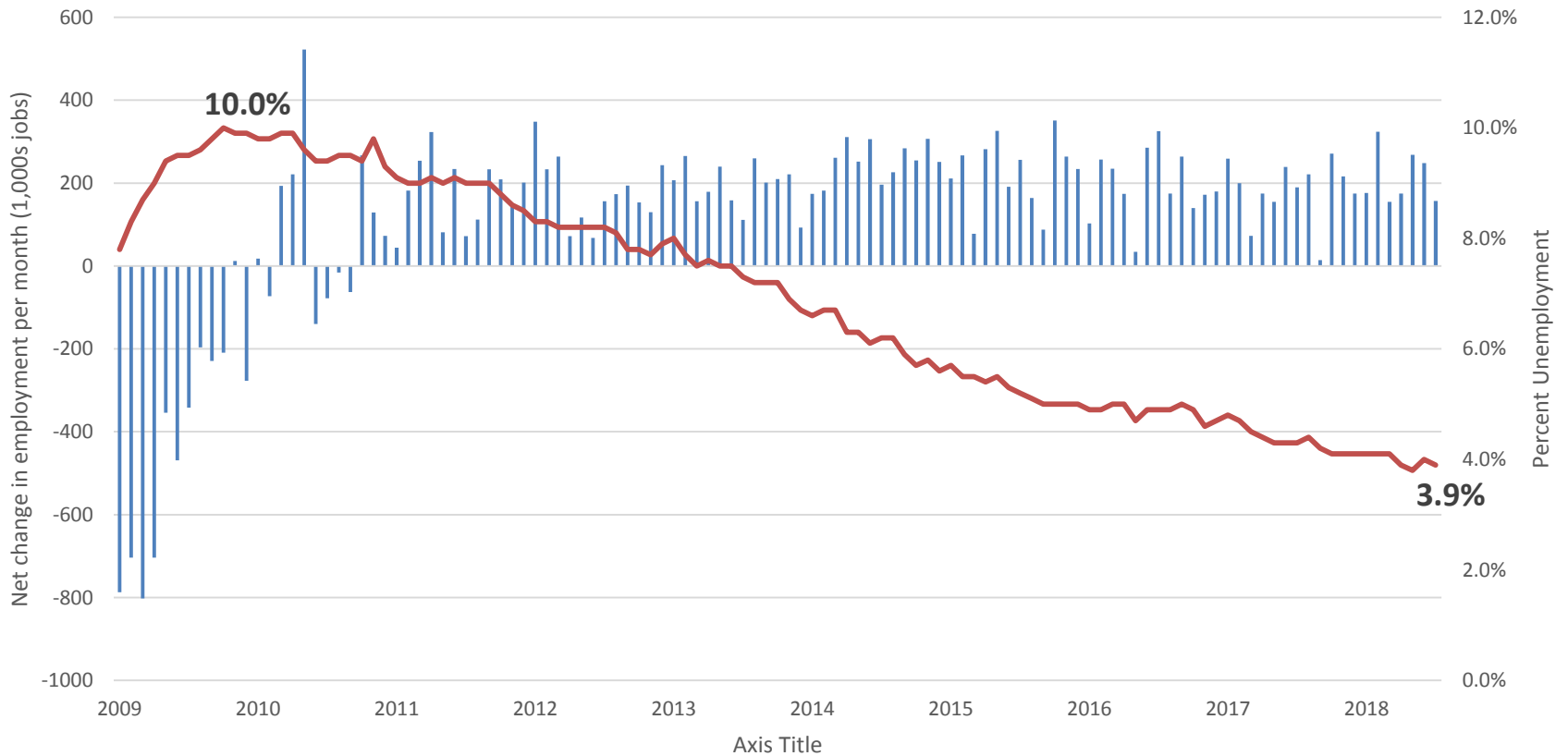
Source: U.S. Bureau of Economic Analysis

■ Personal consumption expenditures (PCE)

US Employment Data

United States Employment

Monthly change, seasonally adjusted



Source: U.S. Department of Labor,
Bureau of Labor Statistics

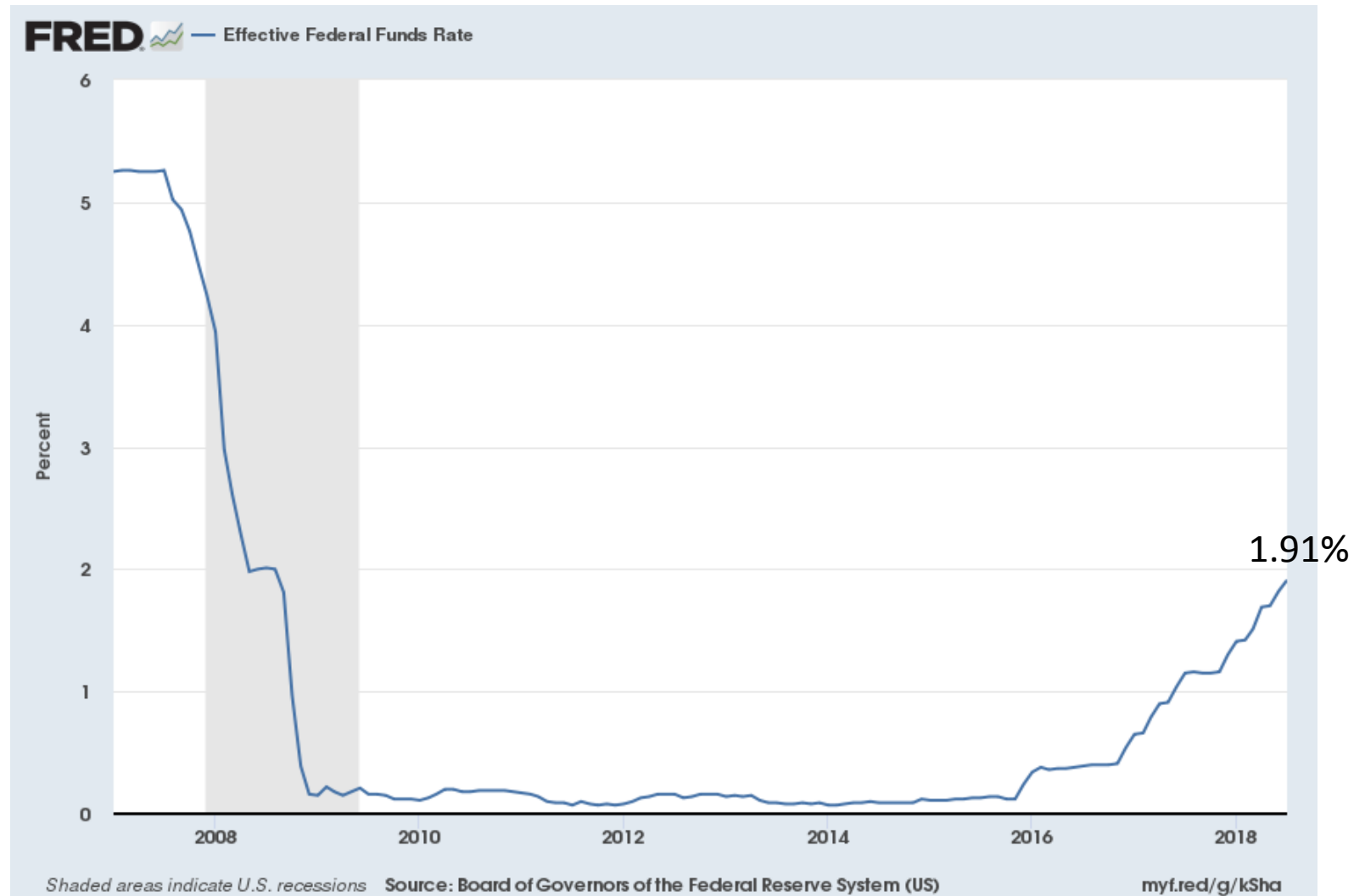
■ Jobs Added/Lost — Unemployment Rate

US Employment Data

- 157,000 Jobs Added in July
 - 37,000 Manufacturing Jobs in July
 - 327,000 Manufacturing Jobs added over the past 12 months
- Average monthly gain of 203,000 over the prior 12 months in total non-farm payroll employment

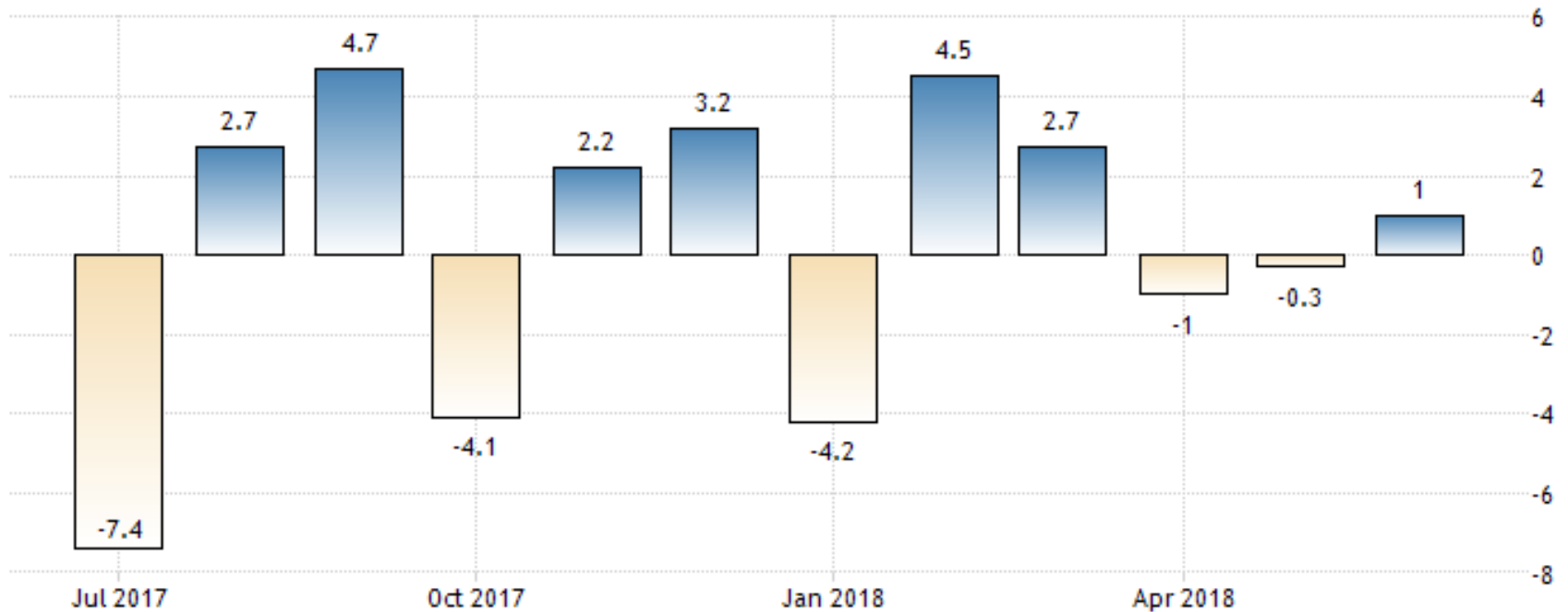


Monetary Policy



Durable Goods Orders

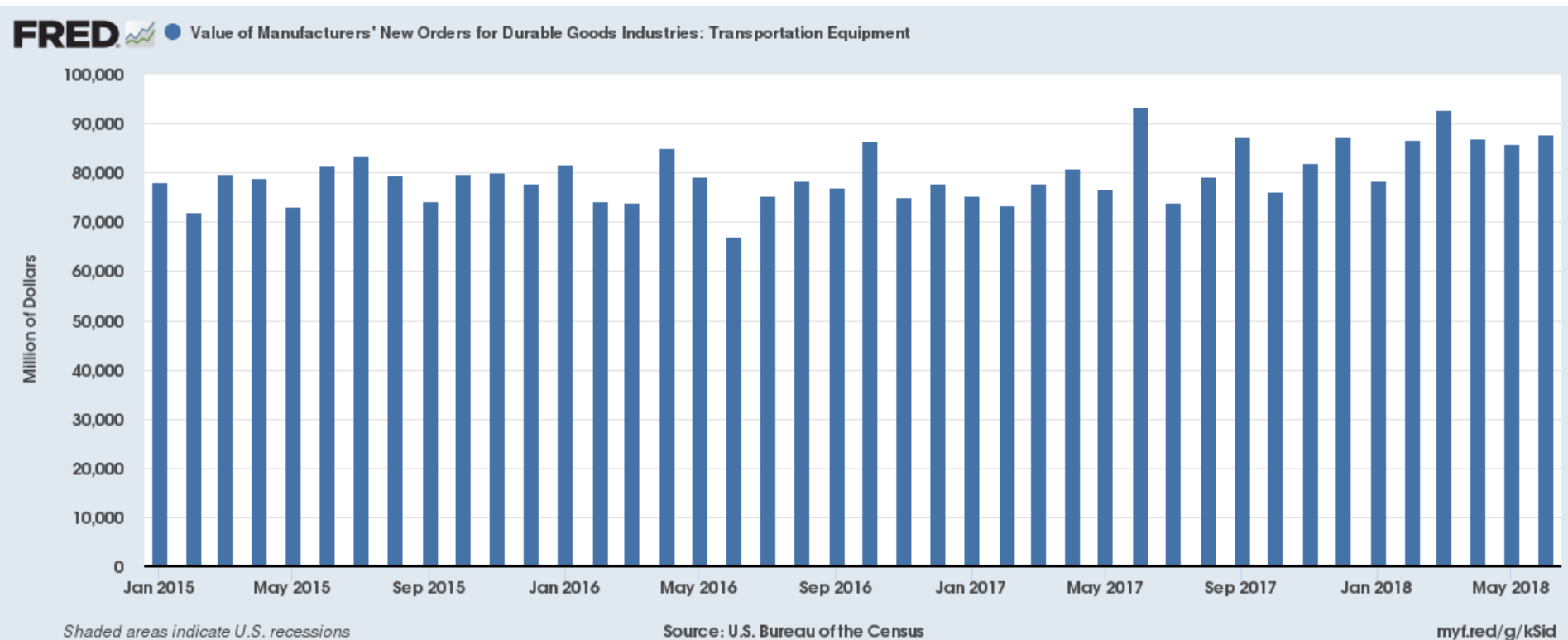
US DURABLE GOODS ORDERS



SOURCE: TRADINGECONOMICS.COM | U.S. CENSUS BUREAU

Transportation Equipment

- New orders for transportation equipment increased 2.2% during June to \$87.7 billion



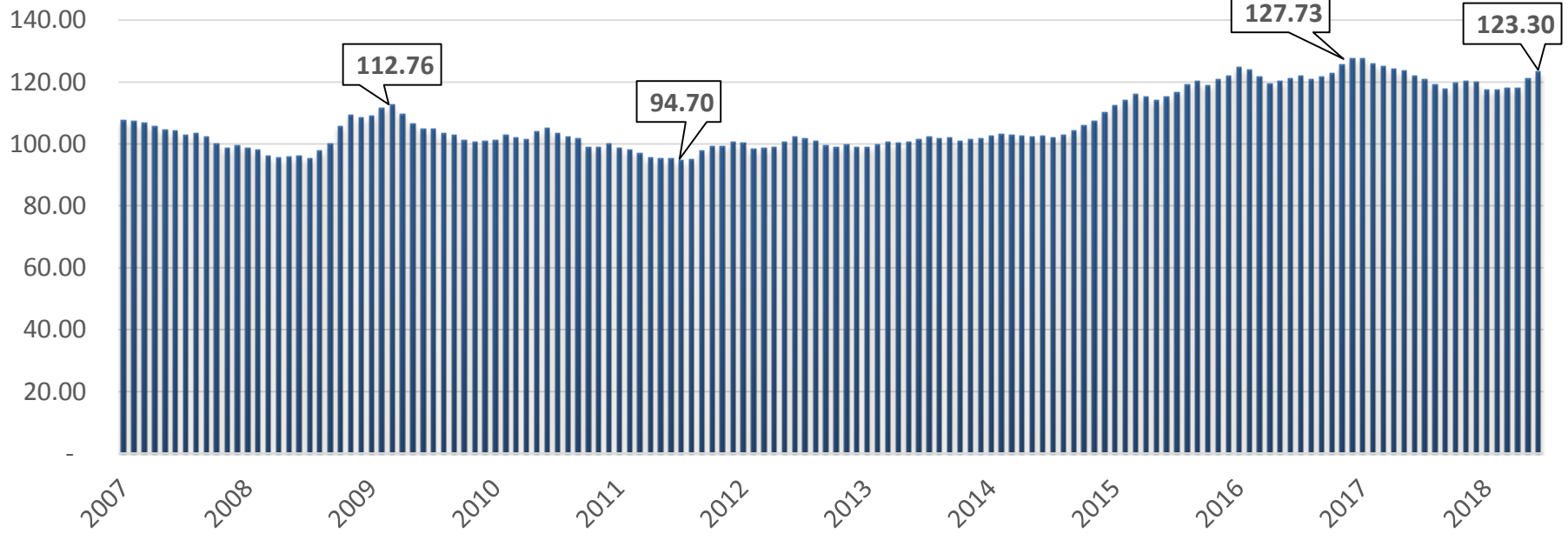
US international trade balance in June 2018 was -\$46.3 billion.



Strength in the June US Dollar Trade Weighted Index remains high.

US Dollar Trade Weighted Exchange Rate Index

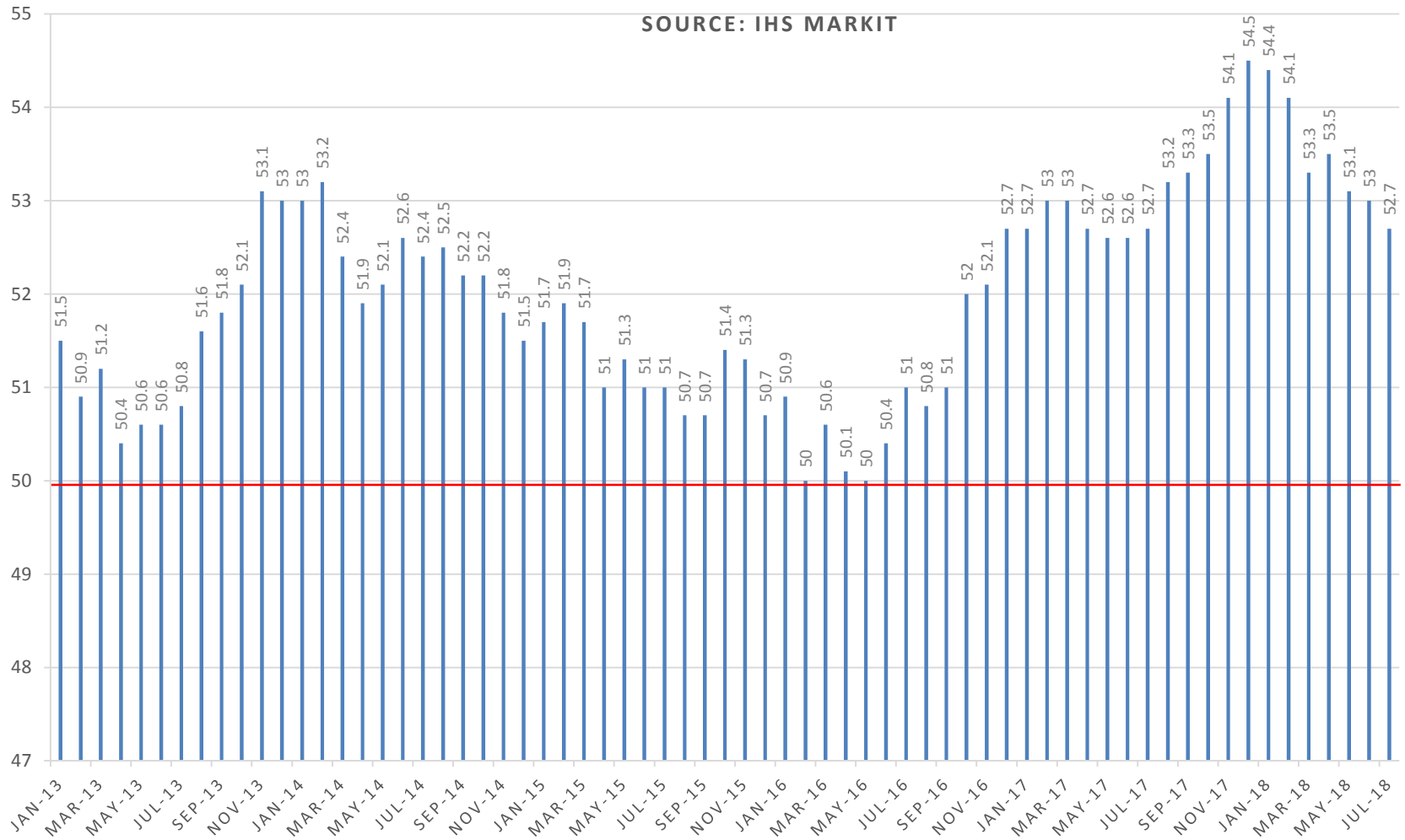
Source: US FEDERAL RESERVE BOARD (FRB)



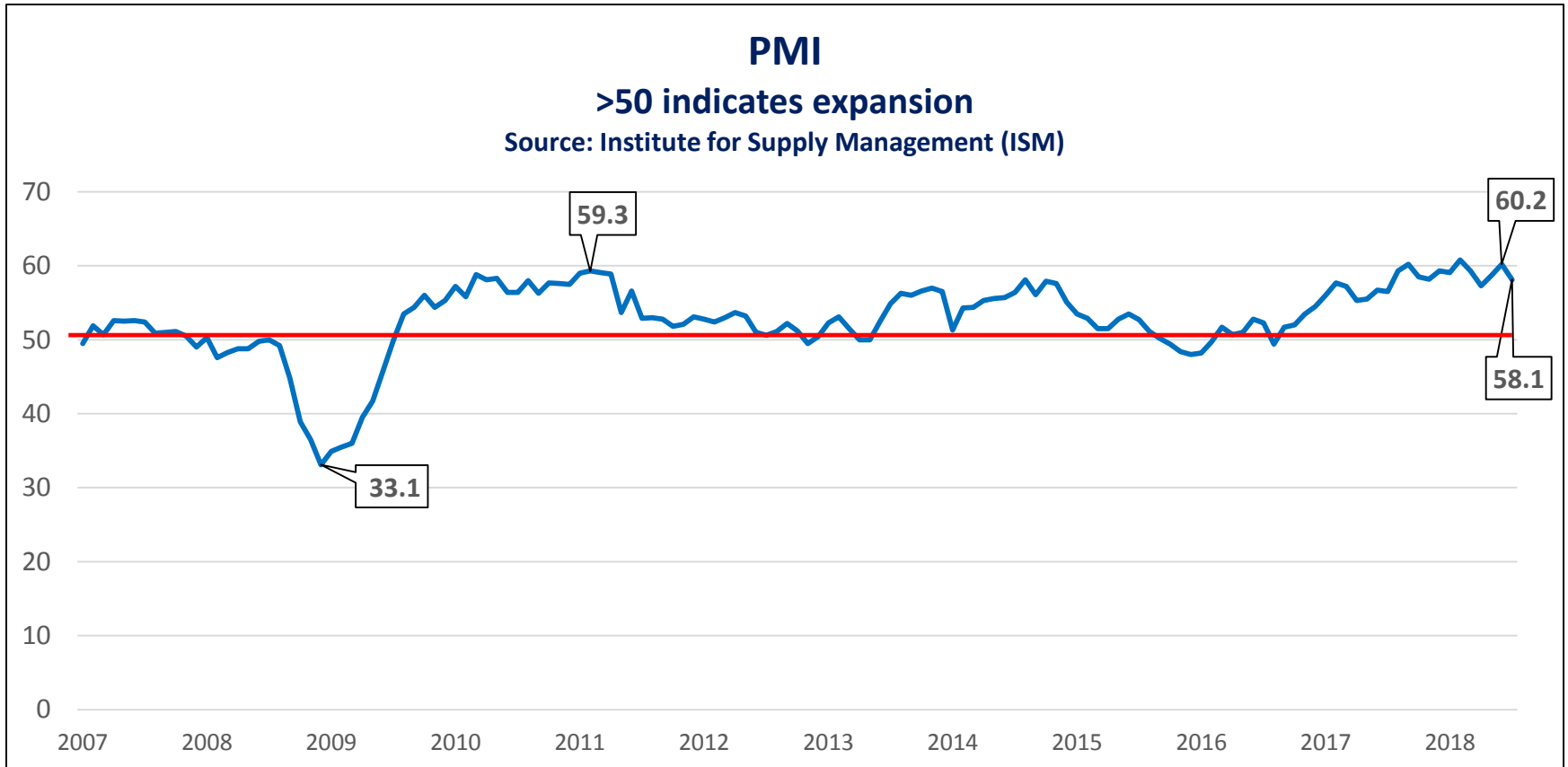
Global PMI

JP MORGAN GLOBAL MANUFACTURING PMI

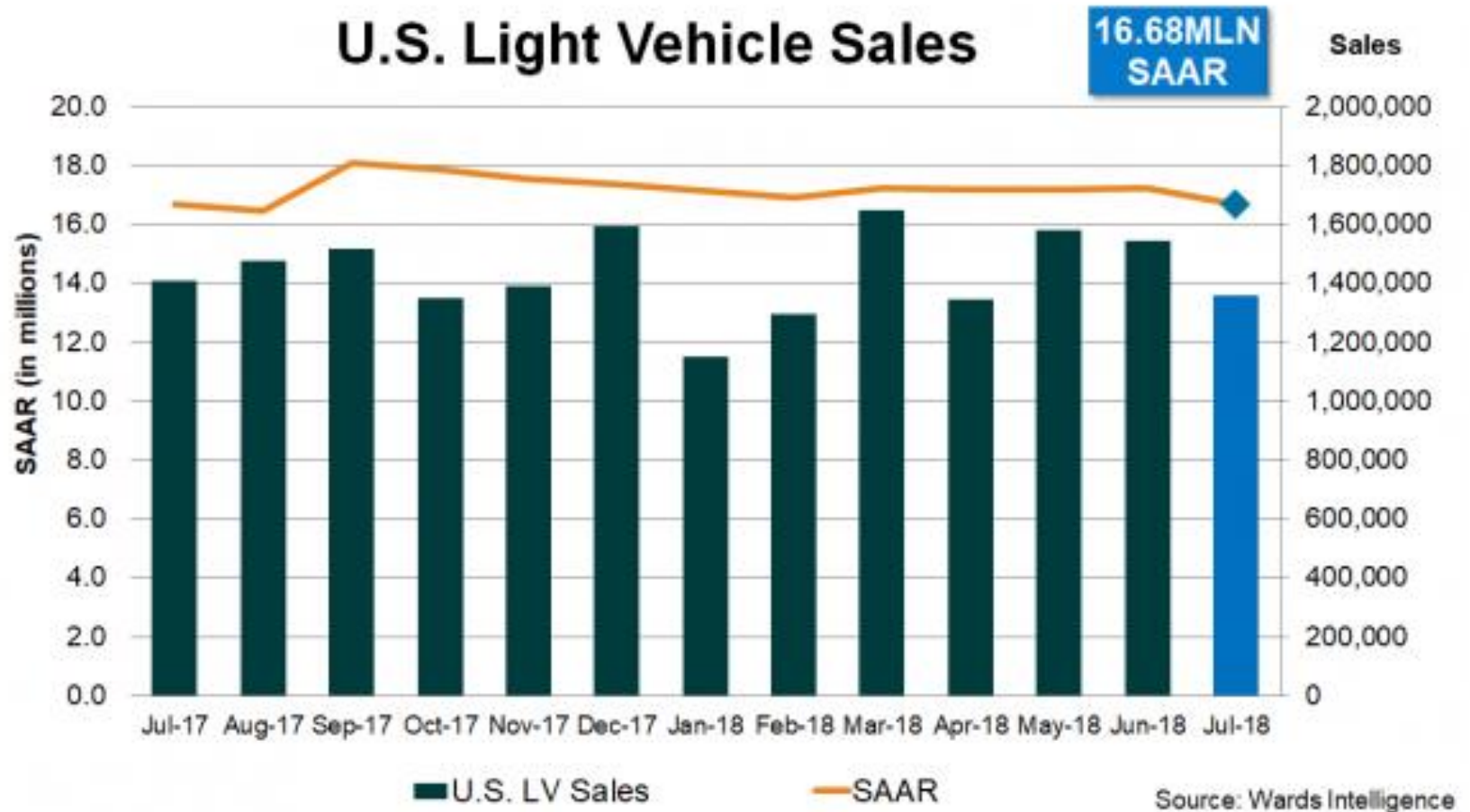
SOURCE: IHS MARKIT



Purchasing Managers Index (PMI)



US Automotive Market

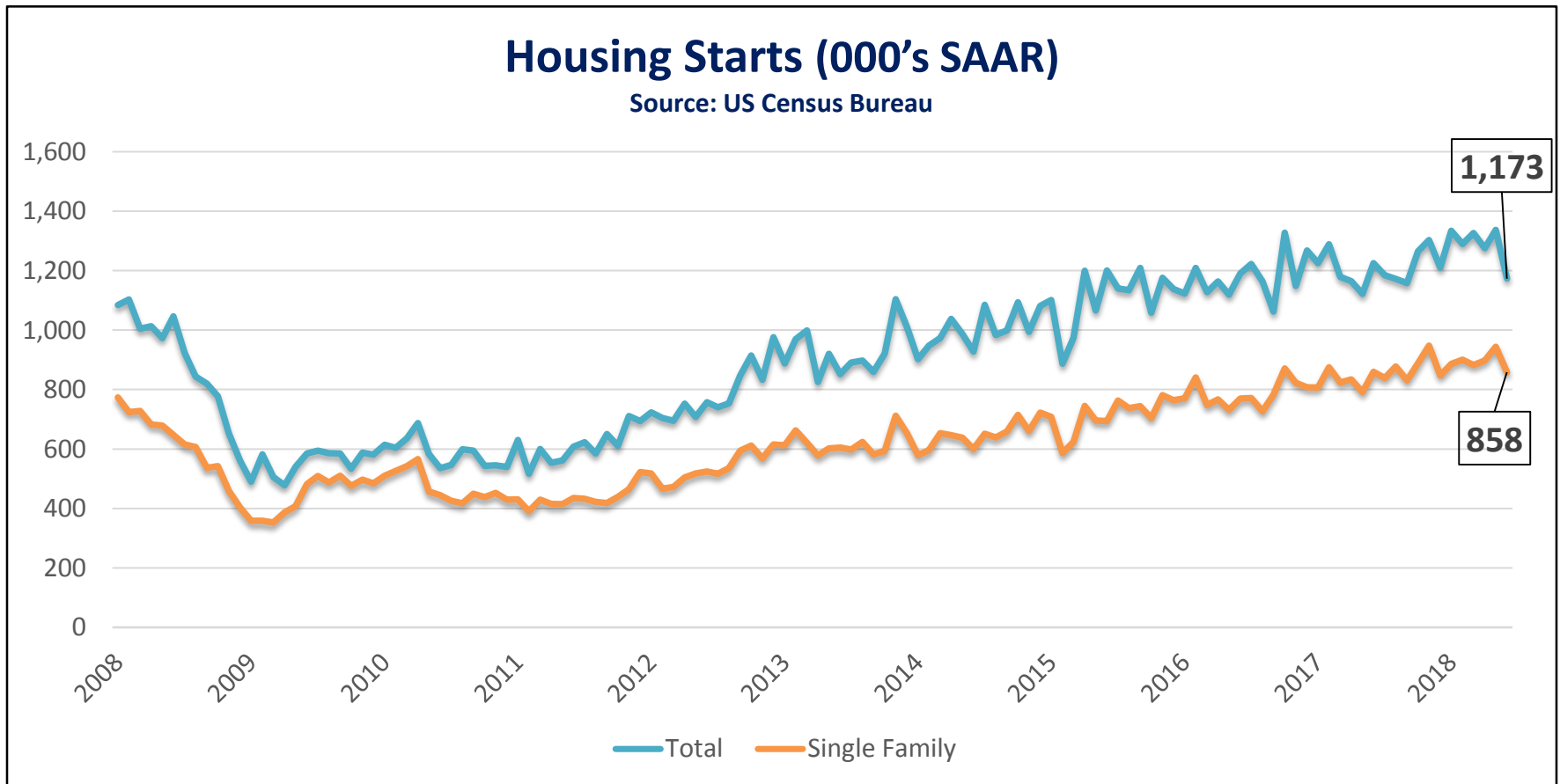


US Housing Market

Single-family housing starts continue to be robust.

Housing Starts (000's SAAR)

Source: US Census Bureau





LIFTING AMERICA

The Economic Impact of Industrial Truck Manufacturers, Distributors and Dealers

The use of industrial trucks is integral to virtually every supply chain in every industry.

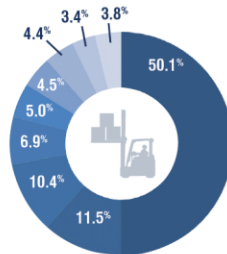
100 YEARS

The industrial truck manufacturing sector has been an important and active part of the American economy for 100 years.



For each worker directly employed by the industrial truck sector, a further 2.5 jobs are supported in the wider economy.

OCCUPATION PROFILE OF INDUSTRIAL TRUCK MANUFACTURING



Production	50.1%
Office & Administrative Support	11.5%
Engineering	10.4%
Management	6.9%
Installation, Maintenance & Repair	5.0%
Sales & Related	4.5%
Business & Financial Operations	4.4%
Transportation & Material Moving	3.4%
All Other	3.8%



INDUSTRIAL TRUCK MANUFACTURERS MAKE A WIDESPREAD CONTRIBUTION THROUGHOUT THE US ECONOMY.

JOBS

Economic activity of industrial truck manufacturing supports over **209,000 jobs** throughout the U.S. economy.



More than **1 MILLION** units sold annually worldwide.

More than **200,000** units sold annually in the U.S.



540,000+

More than 540,000 industrial truck operators are currently employed in over 300 different industries in the US.

Source: Bureau of Labor Statistics – BLS



INDUSTRIAL TRUCK ASSOCIATION



OXFORD ECONOMICS

DISTRIBUTED SEPTEMBER 2017



MORE THAN 60% of industrial trucks sold in the U.S. are electric powered

STATES WHERE INDUSTRIAL TRUCK FIRMS GENERATED THE HIGHEST ECONOMIC IMPACT

In terms of GVA (gross value added)

Illinois	\$3.5 billion
Texas	\$2.7 billion
Ohio	\$2.4 billion
New York	\$1.7 billion
California	\$1.6 billion
North Carolina	\$1.5 billion
Pennsylvania	\$1.0 billion
Indiana	\$970 million
Florida	\$916 million
Wisconsin	\$719 million

\$5.3 BILLION

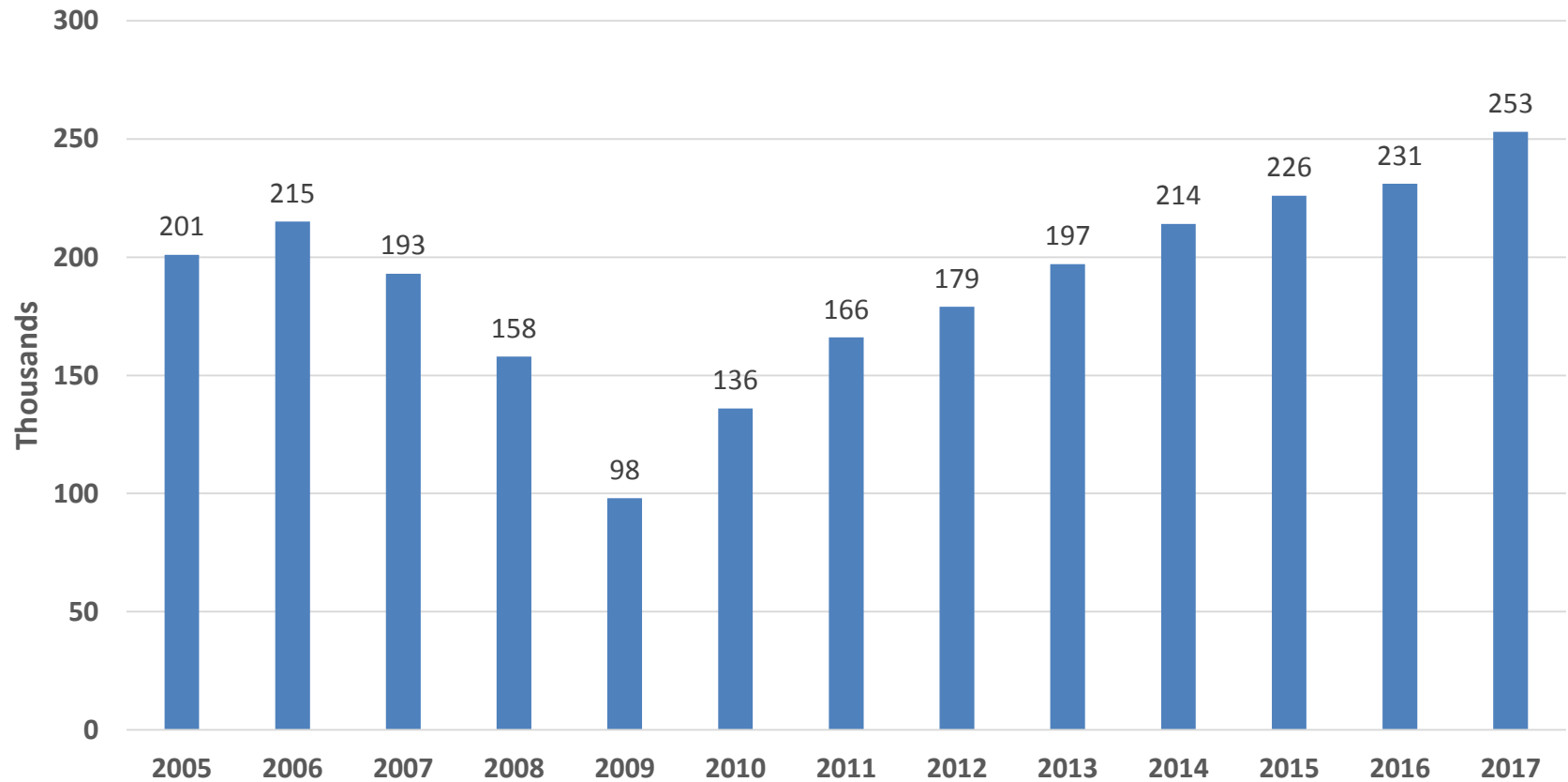
paid in local, state and federal taxes annually



Veteran status in the industrial truck manufacturing sector is 10%. All other industries is 7%.

North American Lift Truck Industry

Historic Retail Orders



Note: Includes U.S., Canada, Mexico and Government

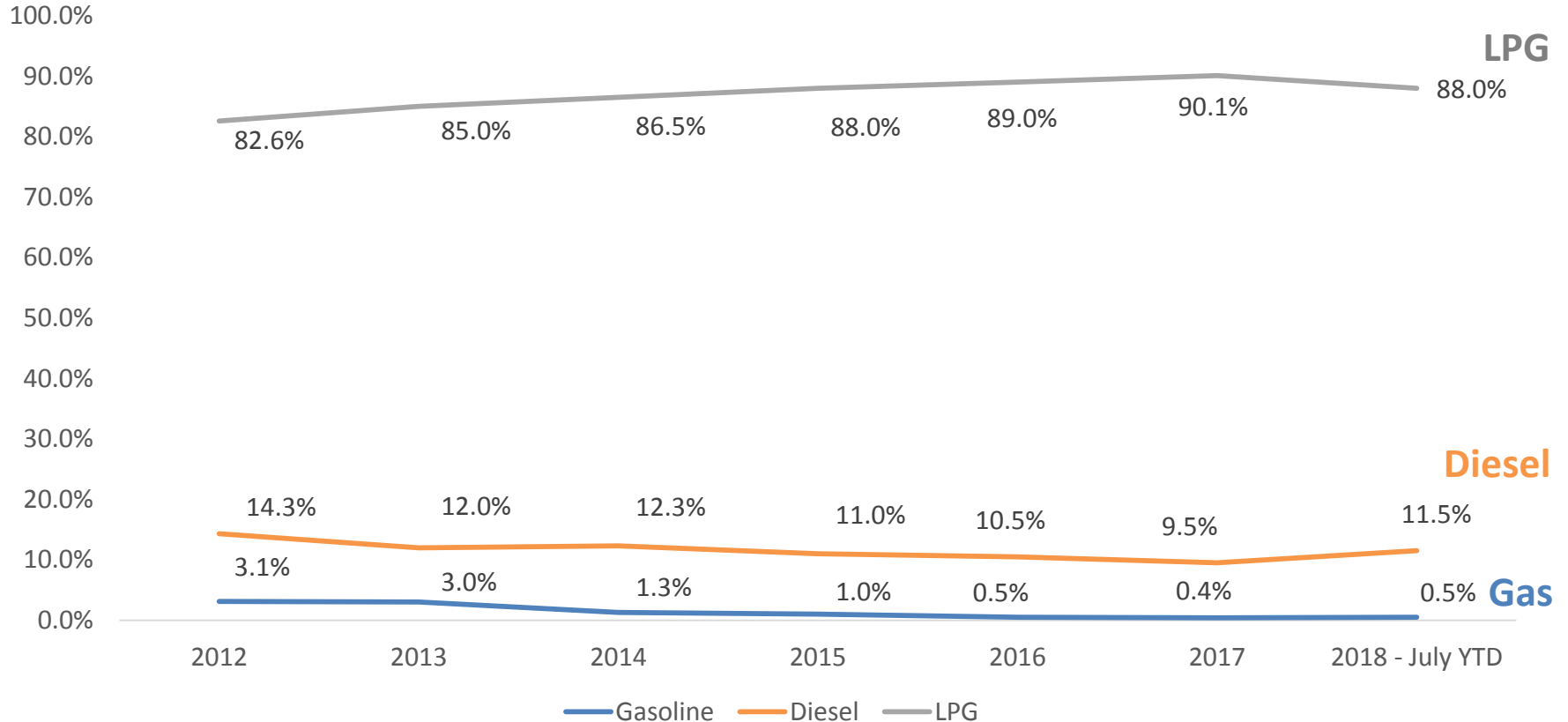
North American Lift Truck Industry

YEAR	ELECTRIC RIDER (Classes 1 & 2)	MOTORIZED HAND (Class 3)	INTERNAL COMBUSTION ENGINE (Classes 4 & 5)
1995	44,087	37,746	72,685
1996	42,263	35,375	60,287
1997	42,675	38,538	64,946
1998	48,923	40,428	80,554
1999	49,843	41,899	74,994
2000	56,090	49,121	85,993
2001	45,980	37,210	61,507
2002	39,235	36,445	55,928
2003	40,463	36,659	63,365
2004	46,886	44,308	74,228
2005	50,604	46,206	83,725
2006	53,806	50,950	85,038
2007	50,260	48,615	76,664
2008	45,361	43,716	62,104
2009	28,409	28,635	28,740
2010	31,759	36,637	36,896
2011	44,720	42,213	58,483
2012	49,126	47,339	56,618
2013	52,834	52,766	66,473
2014	57,543	52,396	75,040
2015	65,042	57,329	76,075
2016	70,242	65,764	71,455
2017	71,547	63,412	77,043

Source: Industrial Truck Association, US Factory Shipments

North American Lift Truck Industry

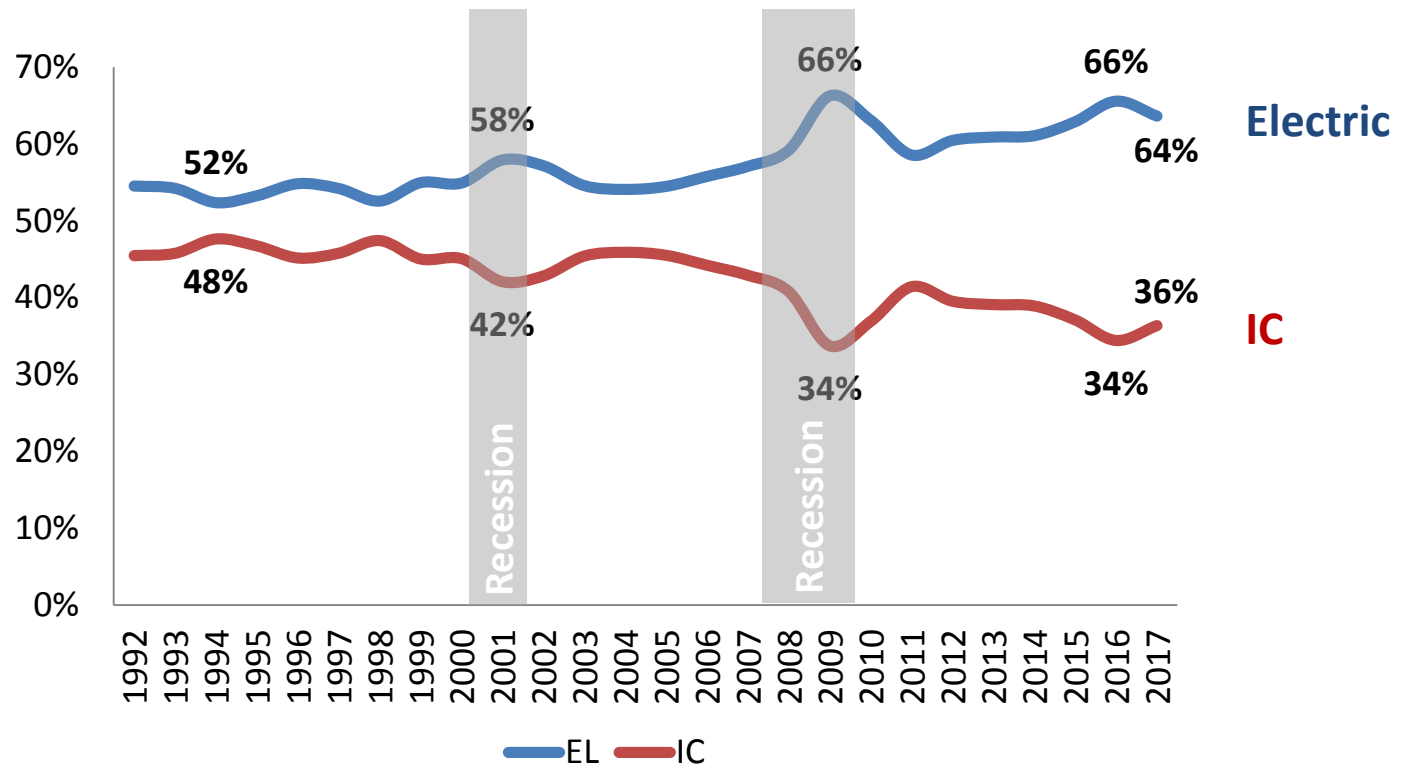
Factory Orders By Engine Type – Class 4 & 5 Combined



Note: Includes U.S., Canada, Mexico and Government

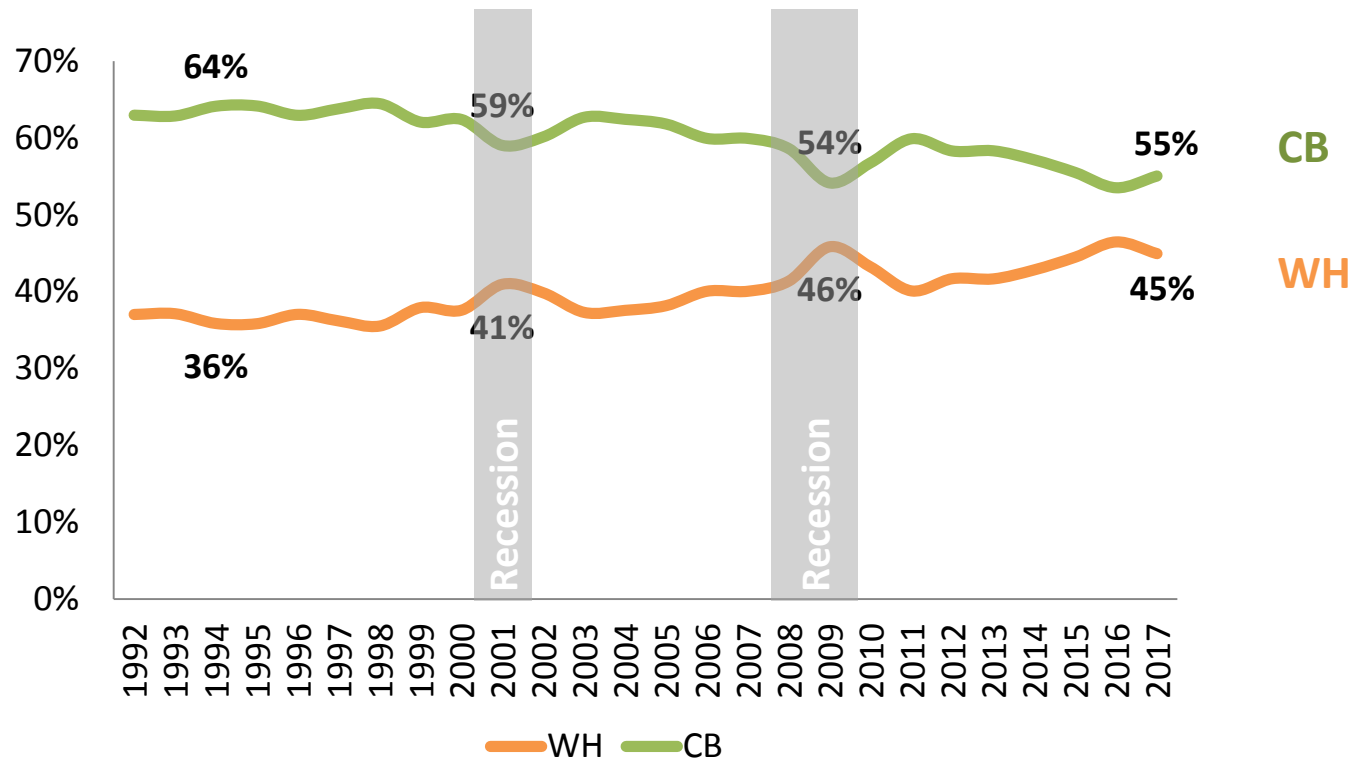
North American Lift Truck Industry

IC vs. Electric Trend



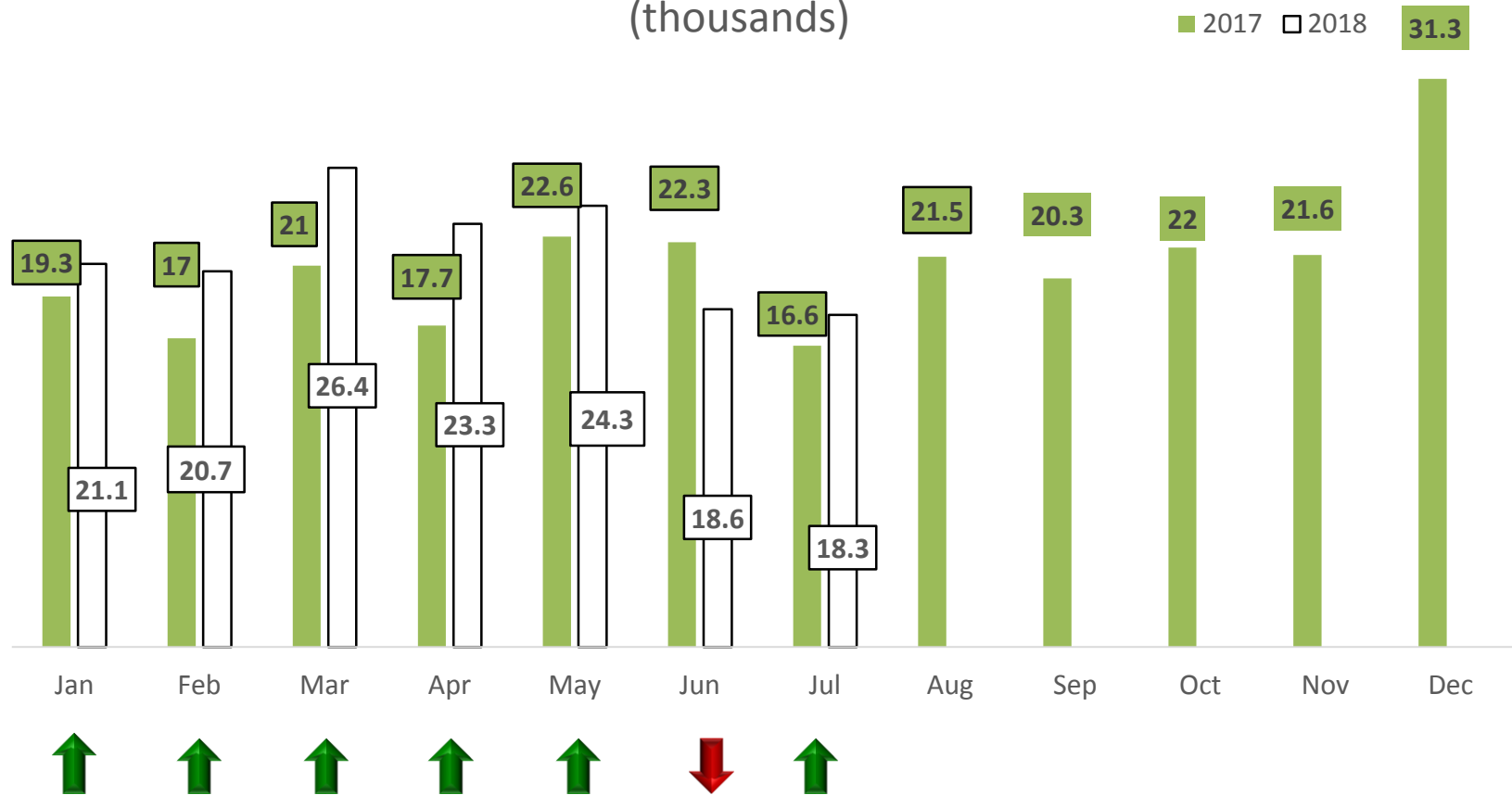
North American Lift Truck Industry

Warehouse vs. Counterbalance Trend



North American Lift Truck Industry

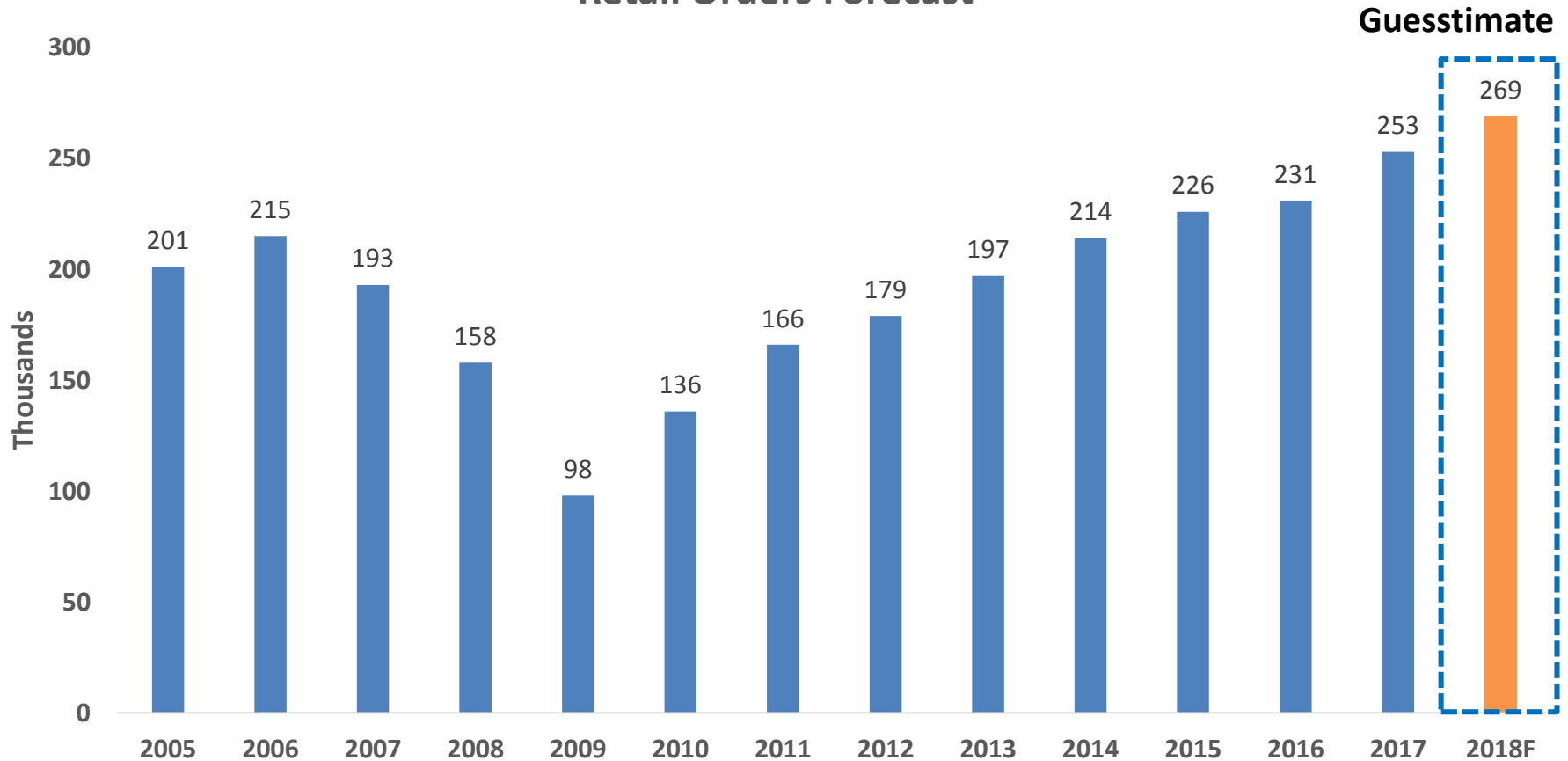
Retail Orders Monthly vs. Prior Year
(thousands)



Note: Includes U.S., Canada, Mexico and Government

North American Lift Truck Industry

Retail Orders Forecast



Note: Includes U.S., Canada, Mexico and Government

- **International cooperation on:**
 - **Standards development**
 - **Statistical information**
 - **Free/Fair trade**
- **Engineering practices: advance development of engineering practices that promote safety of the products of our members**
- **Statistical information: collection and dissemination of statistical information relating to the industrial truck marketplace**
- **Industry communications & networking**
- **OSHA Compliance Officer Training**



National Forklift Safety Day

- Spotlight the safe use of powered industrial trucks
- Educate customers, policy makers, administration, etc. on forklift best safety practices
- National Forklift Safety Day – June 12, 2018



National Forklift Safety Day 2018





NATIONAL
**FORKLIFT
SAFETY DAY**

**JUNE
12
2018**

5TH ANNIVERSARY

MARK YOUR CALENDARS AND PLAN YOUR EVENTS NOW

JUNE 12, 2018 | MANDARIN ORIENTAL HOTEL | WASHINGTON, D.C.

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ALLIANCE OF INDUSTRIAL TRUCK ORGANIZATIONS



China Industrial Truck Association (CITA)



Federation Europeenne
de la Manutention (FEM IT)



Japan Industrial Vehicles Association (JIVA)



Industrial Truck Association (ITA)

THANK YOU

