

Alliance of Industrial Truck Organizations

Presidents Forum

Wiesbaden, Germany

19 September 2025

Mr. Brett Wood

ITA Chairman of the Board of Directors

Global Trade



Global Economic Outlook

WORLD ECONOMIC OUTLOOK UPDATE JULY 2025

GROWTH PROJECTIONS BY REGION

(REAL GDP GROWTH, PERCENT CHANGE)

WORLD



UNITED STATES



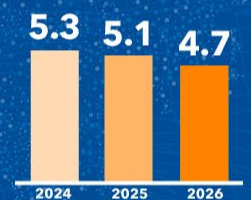
EURO AREA



MIDDLE EAST AND CENTRAL ASIA



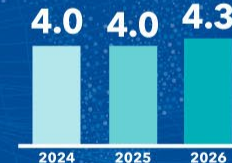
EMERGING AND DEVELOPING ASIA



LATIN AMERICA AND THE CARIBBEAN



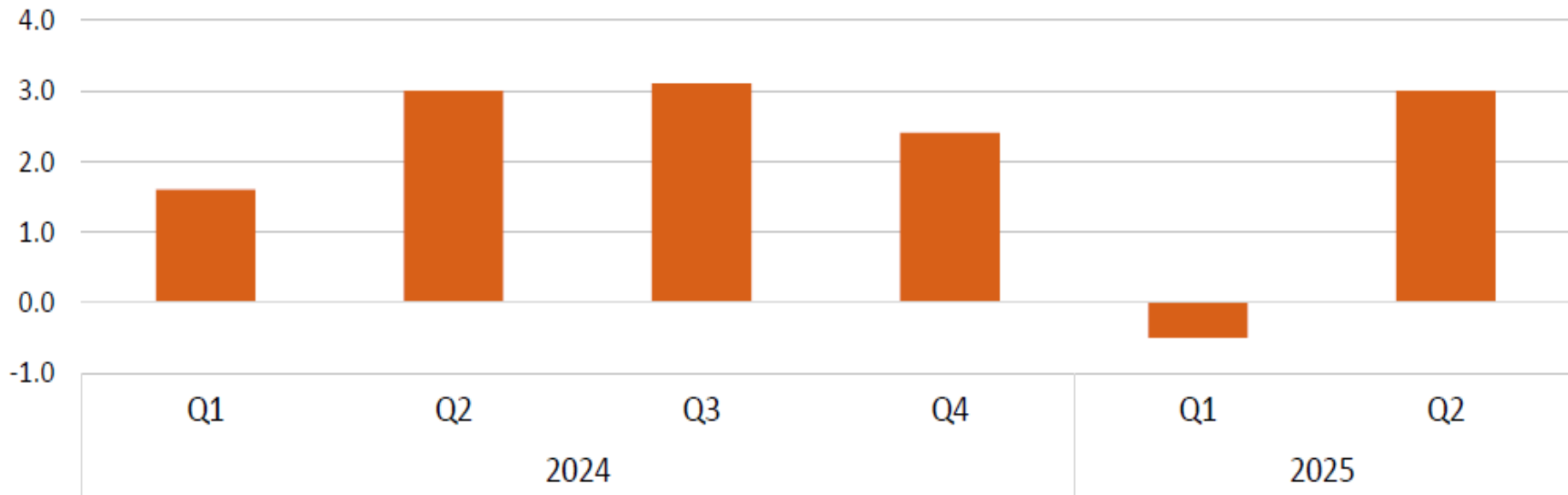
SUB-SAHARAN AFRICA





US Gross Domestic Product (GDP)

Real GDP, Percent Change From Preceding Quarter



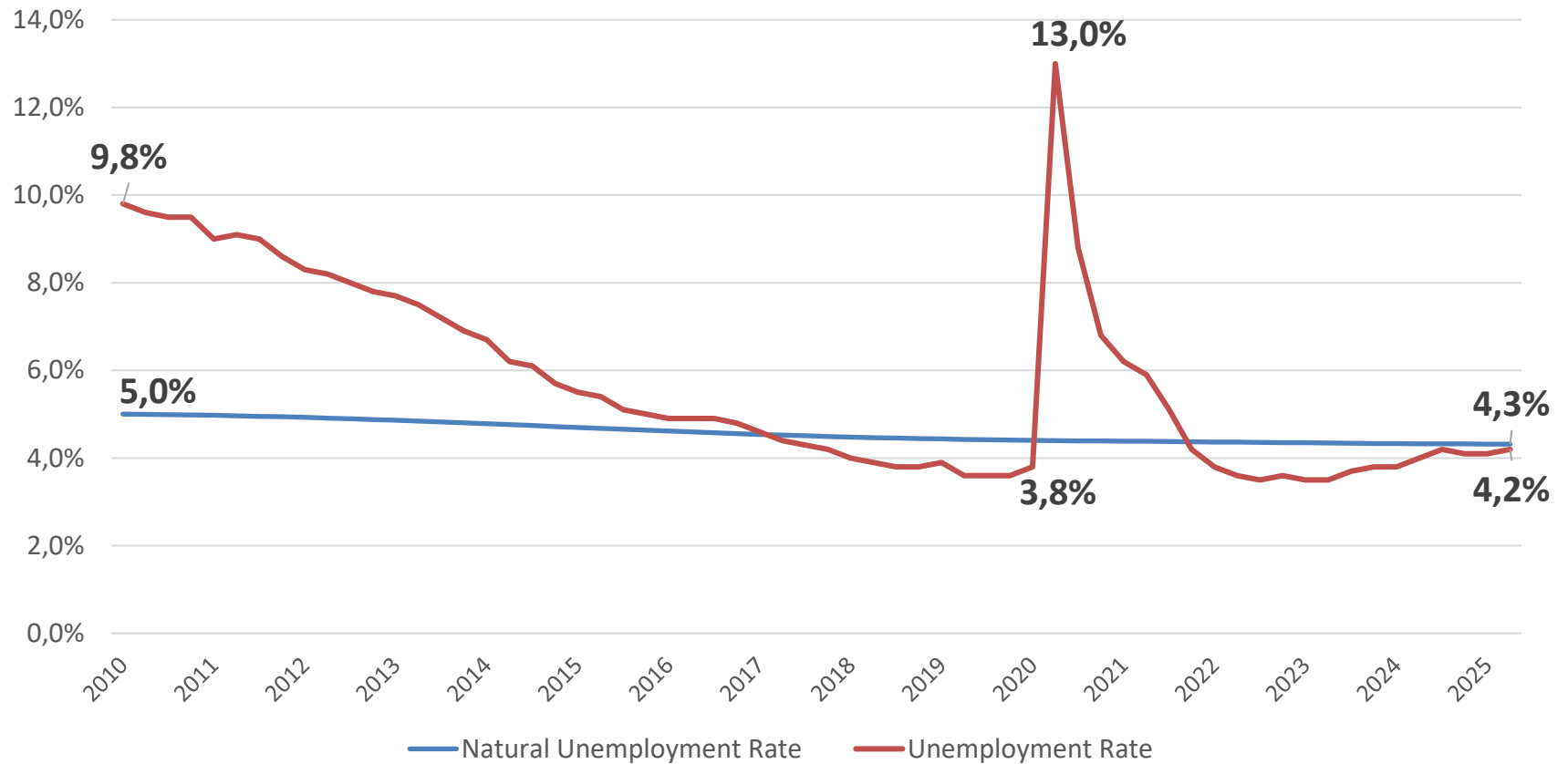
U.S. Bureau of Economic Analysis

Seasonally adjusted annual rates



US Employment Data

United States Employment Situation
Monthly change, seasonally adjusted



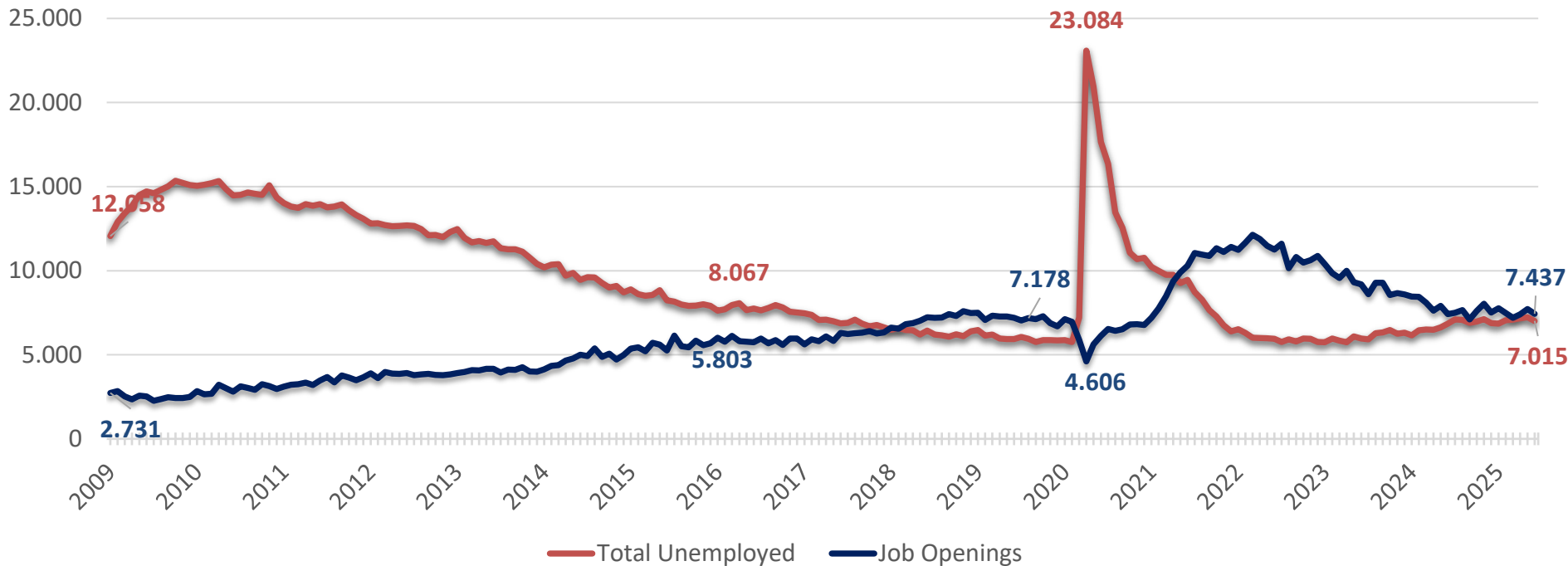
Source: Bureau of Labor Statistics



Job Openings

TOTAL NONFARM UNEMPLOYMENT VS. JOB OPENINGS (000'S)

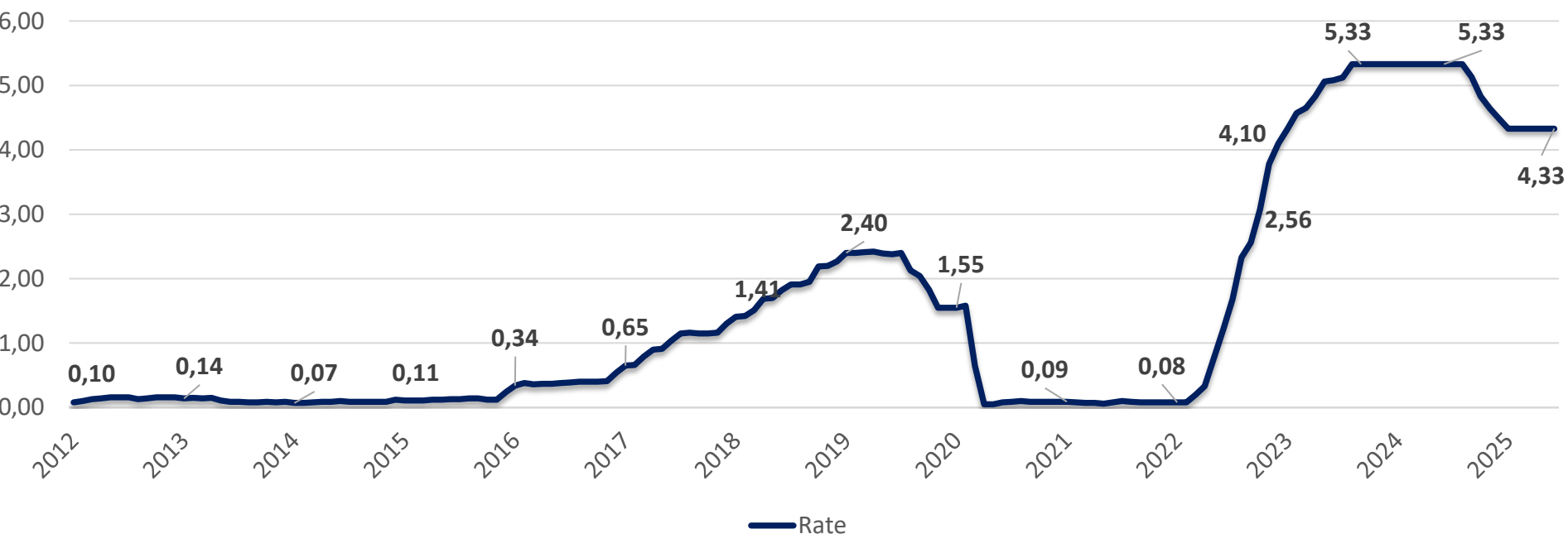
SOURCE: US BUREAU OF LABOR STATISTICS (BLS)



Effective Federal Funds Rate

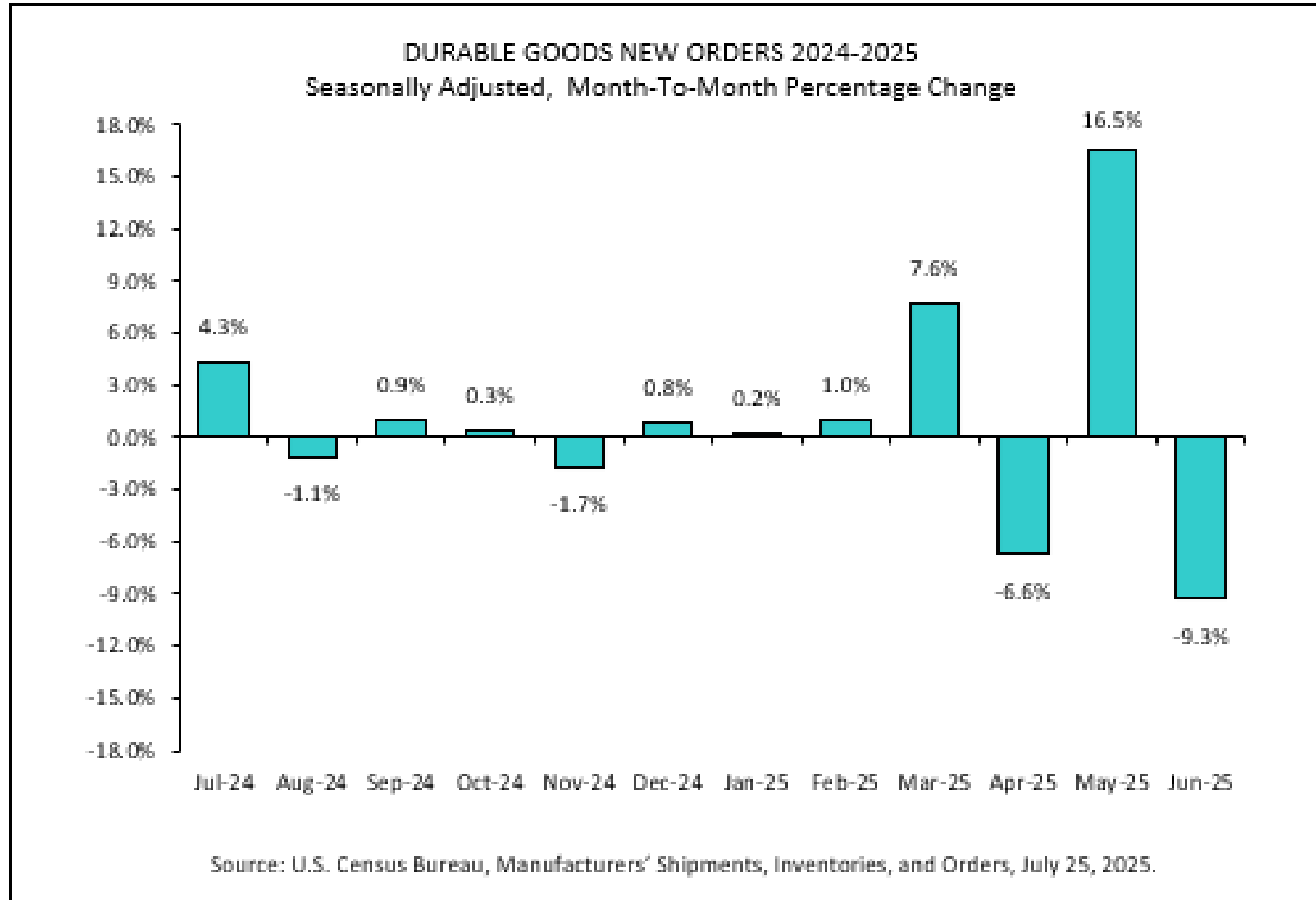
Effective Federal Funds Rate (Monthly Average)

Source: US FEDERAL RESERVE BOARD (FRB)



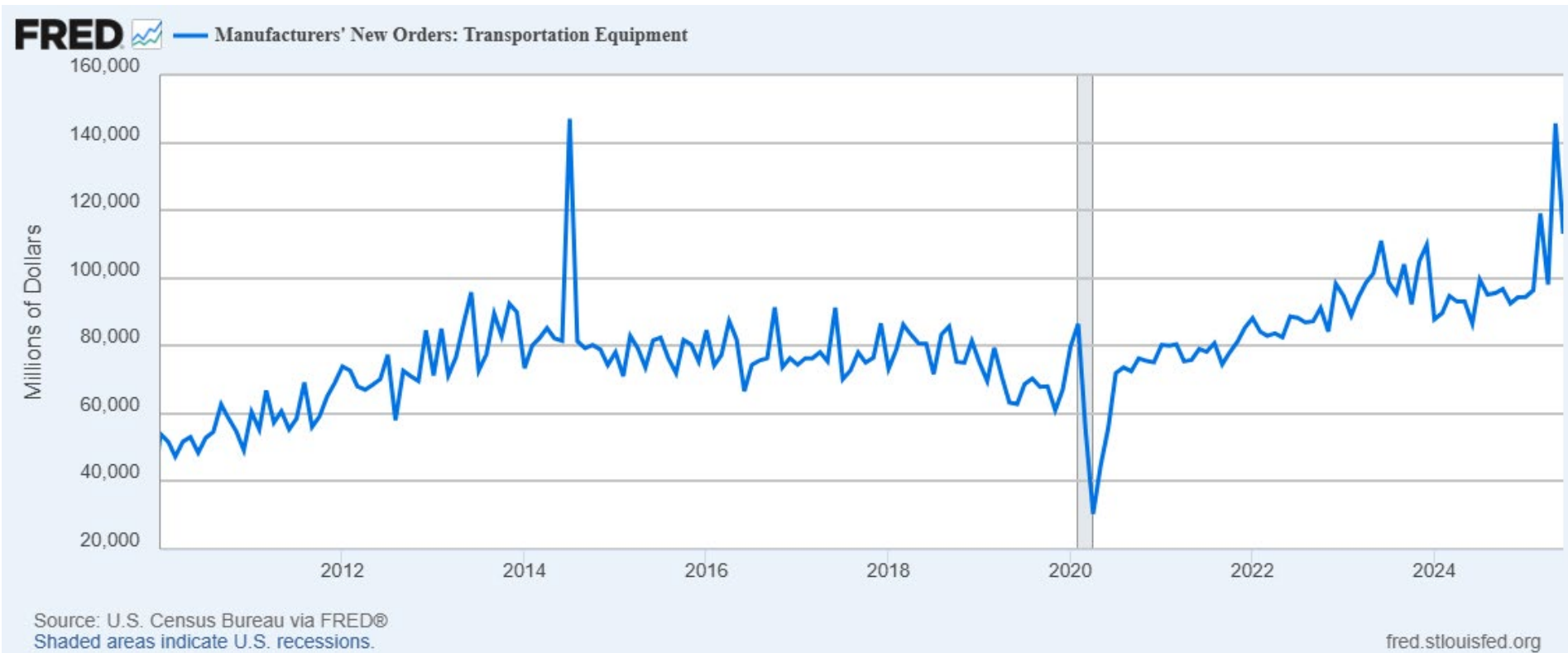


Durable Goods Orders



Transportation Equipment

Manufacturer's new orders for transportation equipment decreased by \$32.6 billion (-22.4%) during June 2025 to \$113.1 billion

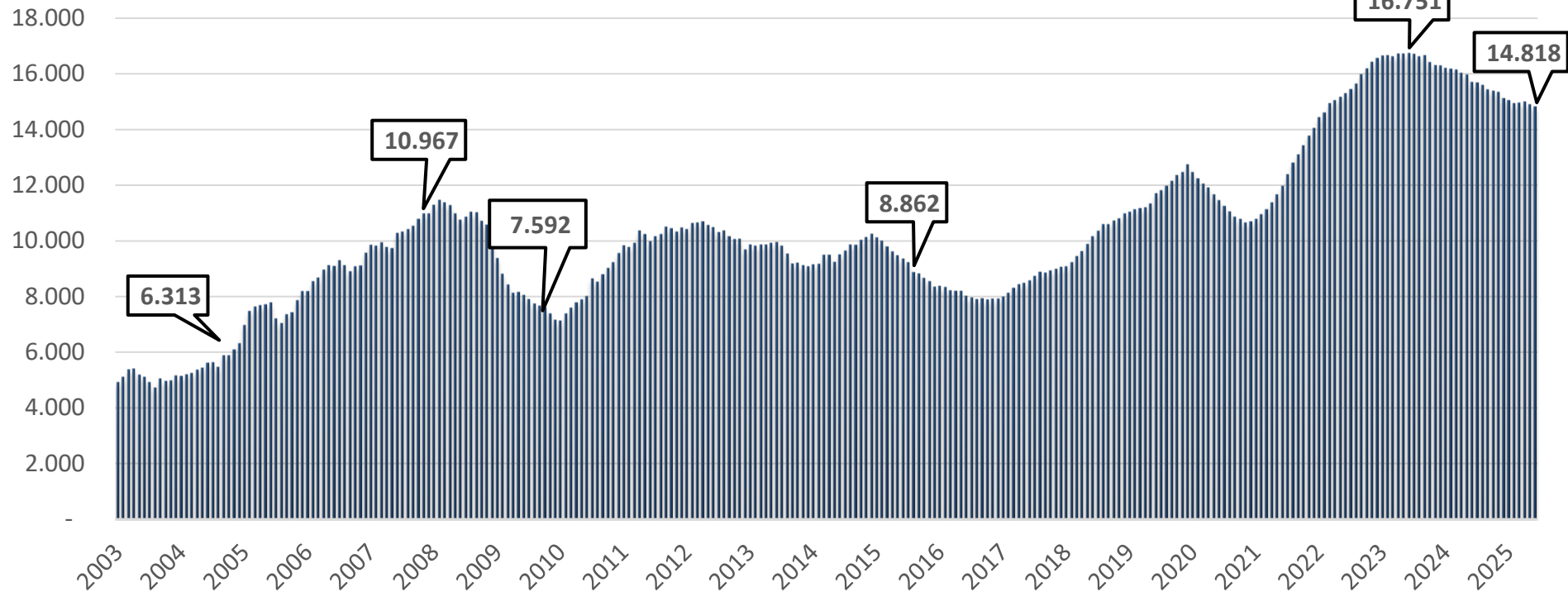




Manufacturers' Unfilled Orders: MHE

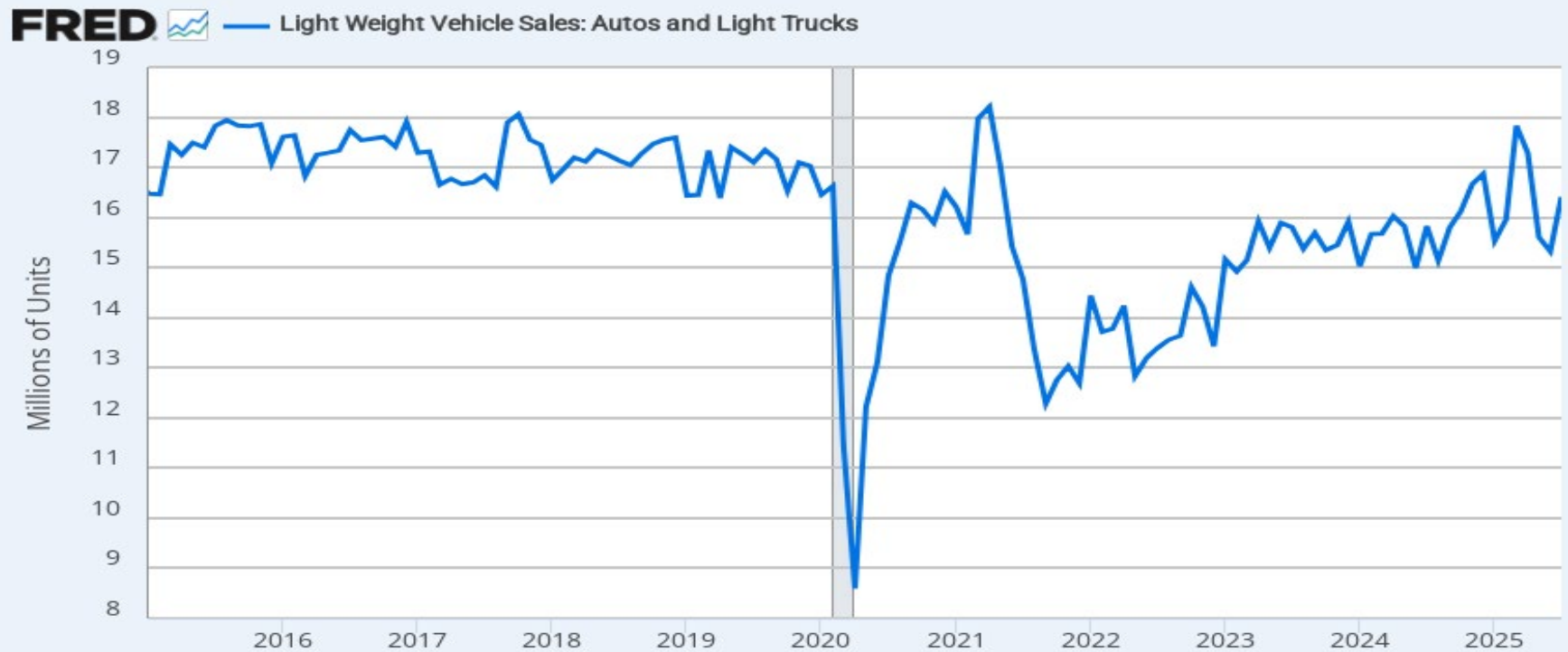
Manufacturers' Unfilled Orders: Material Handling Equipment Manufacturing (\$Millions)

Source: US Census Bureau



US Automotive Market

- New light-vehicle sales decreased by 1.8% (m/m) in June 2025 to 15.3 million units (SAAR).



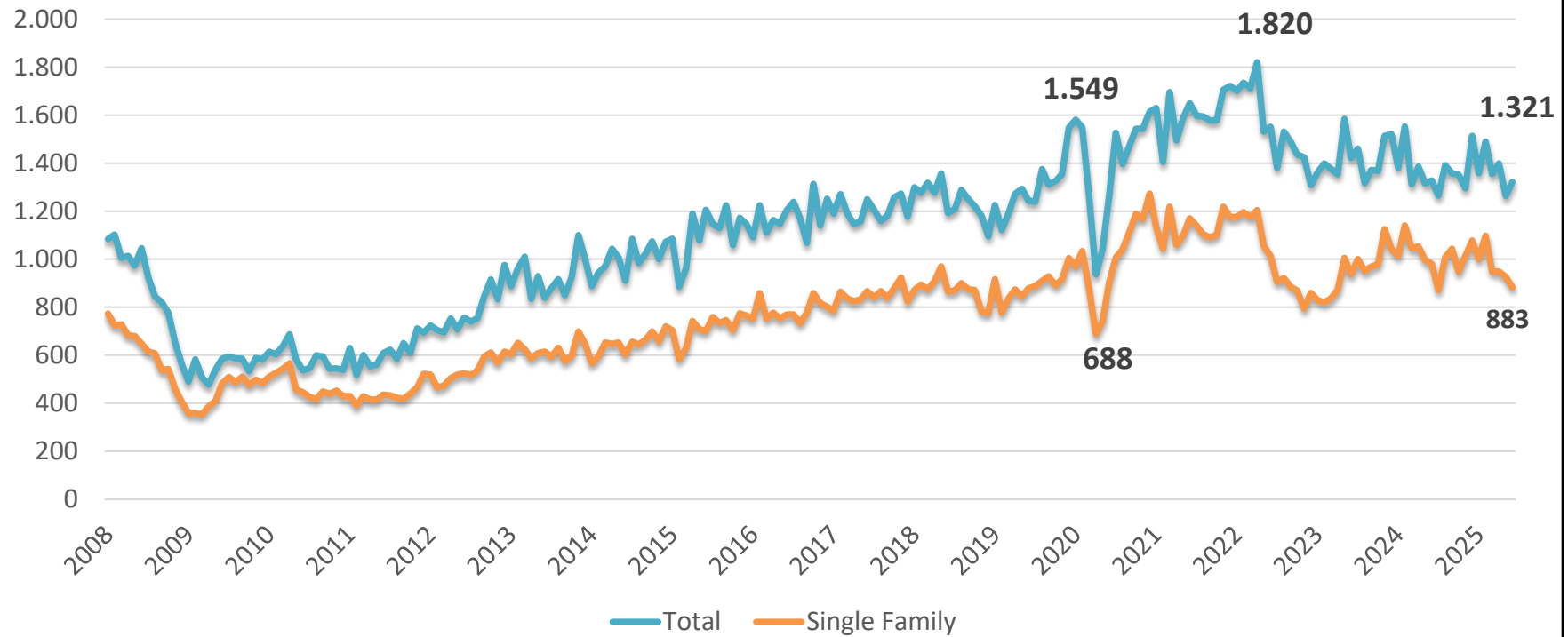


US Housing Market

Total housing starts rebound in June 2025.

Housing Starts (000's SAAR)

Source: US Census Bureau





US International Trade

The goods and services trade deficit shrank in June.



LIFTING AMERICA

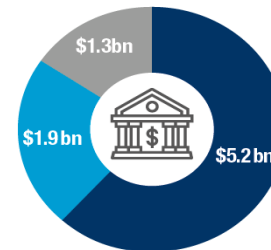
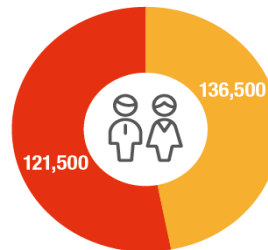
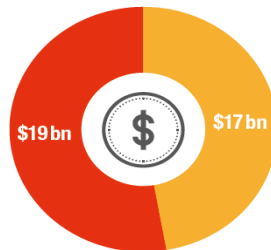


The US economic impact of industrial truck **manufacturing** and **distribution**:

\$36.6 billion GDP

257,500 Jobs

\$8.4 billion Tax



- Manufacturing
- Distribution
- Federal
- State
- Local

Results are for 2023 in current dollars and include direct, indirect, and induced impacts.



JOBS MULTIPLIER

For every direct job, an additional **2.8** jobs are created elsewhere in the economy.



More than **4.5 million** industrial truck operators are employed in the US.



Direct employment in industrial truck manufacturing rose **14%** from 2019-2023 to **31,600** workers.



8% of direct industrial truck manufacturing workers were veterans compared to **5%** across all industries.

States with the highest job impact from the industrial truck industry

State	Jobs impact
Texas	30,400
Ohio	28,800
North Carolina	17,000
California	14,000
Illinois	13,700
Indiana	12,700
Michigan	11,100
Pennsylvania	9,500
Georgia	8,400
Florida	7,900
New Jersey	7,400
New York	7,200



Worldwide, **2.1 million** industrial trucks ordered in 2023.



In North America, **249,000** trucks were ordered in 2023.



More than **70%** of the industrial trucks sold in the US are electric powered.

Sources: Economic impacts were calculated by Oxford Economics using IMPLAN software based on data from the Quarterly Census of Employment and Wages (QCEW) and the Materials Handling Equipment Distributors Association (MHEDA). The number of truck operators and share of electric powered industrial trucks was estimated by the Industrial Truck Association (ITA). Direct employment in industrial truck manufacturing is from the QCEW and the veterans share is from the 2023 American Community Survey (ACS). Global industrial truck orders are from the World Industrial Truck Statistics (WITS) and North America industrial truck orders are from ITA.

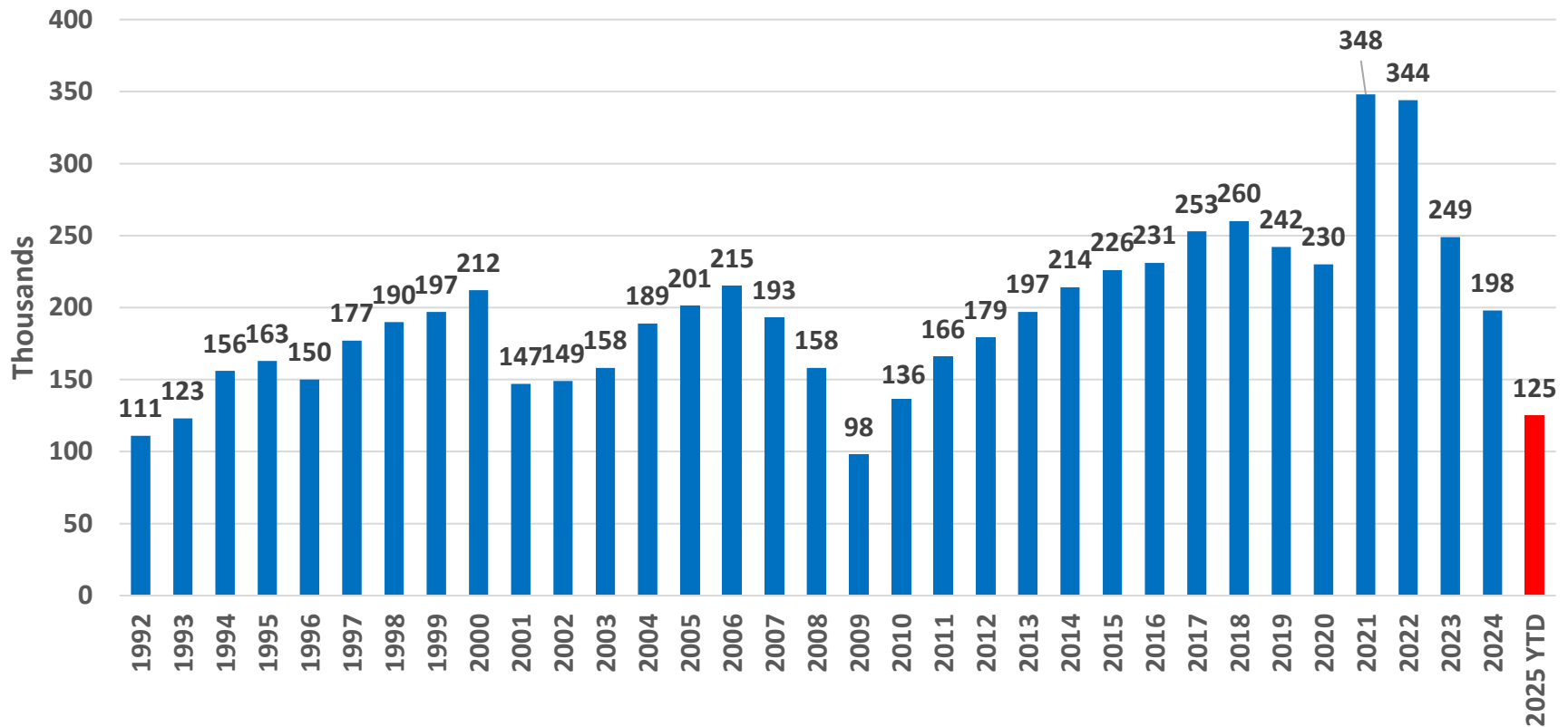


Published February 2025



North American Lift Truck Industry

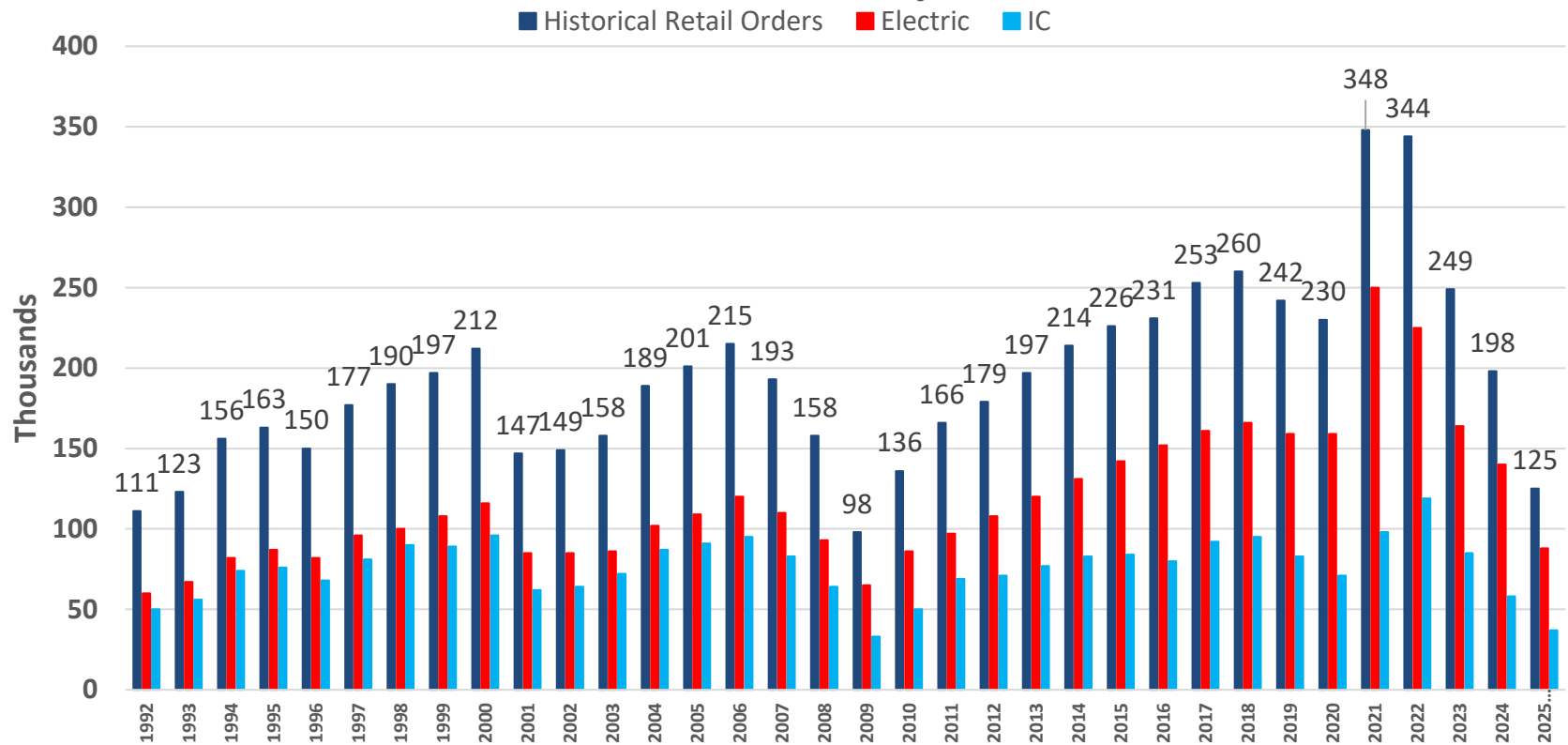
Historic Retail Orders (000's)
CY 2005 – 2025 July YTD



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

North American Lift Truck Industry

Historic Retail Orders (000's) CY 2009 – 2025 July YTD

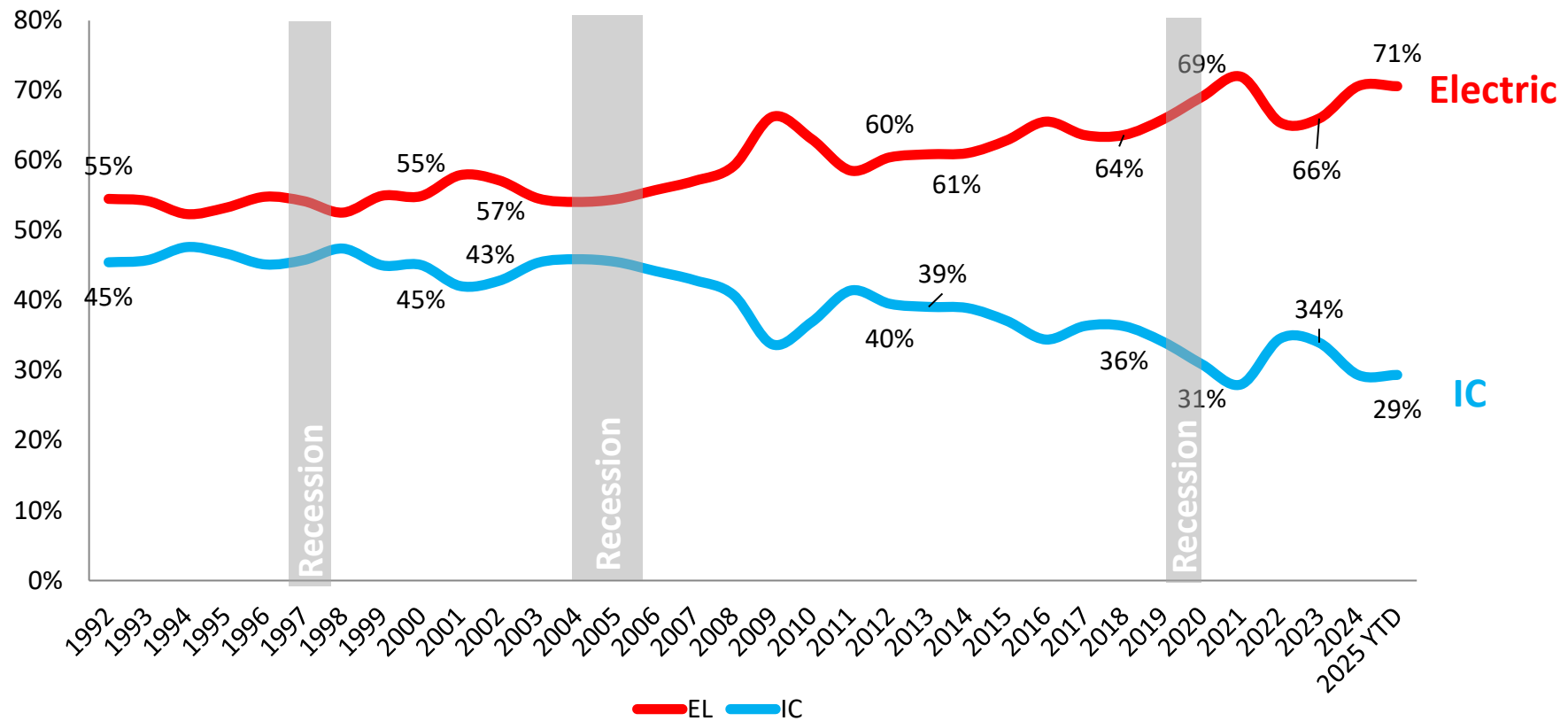


Note: Includes U.S., Canada, Mexico and Government



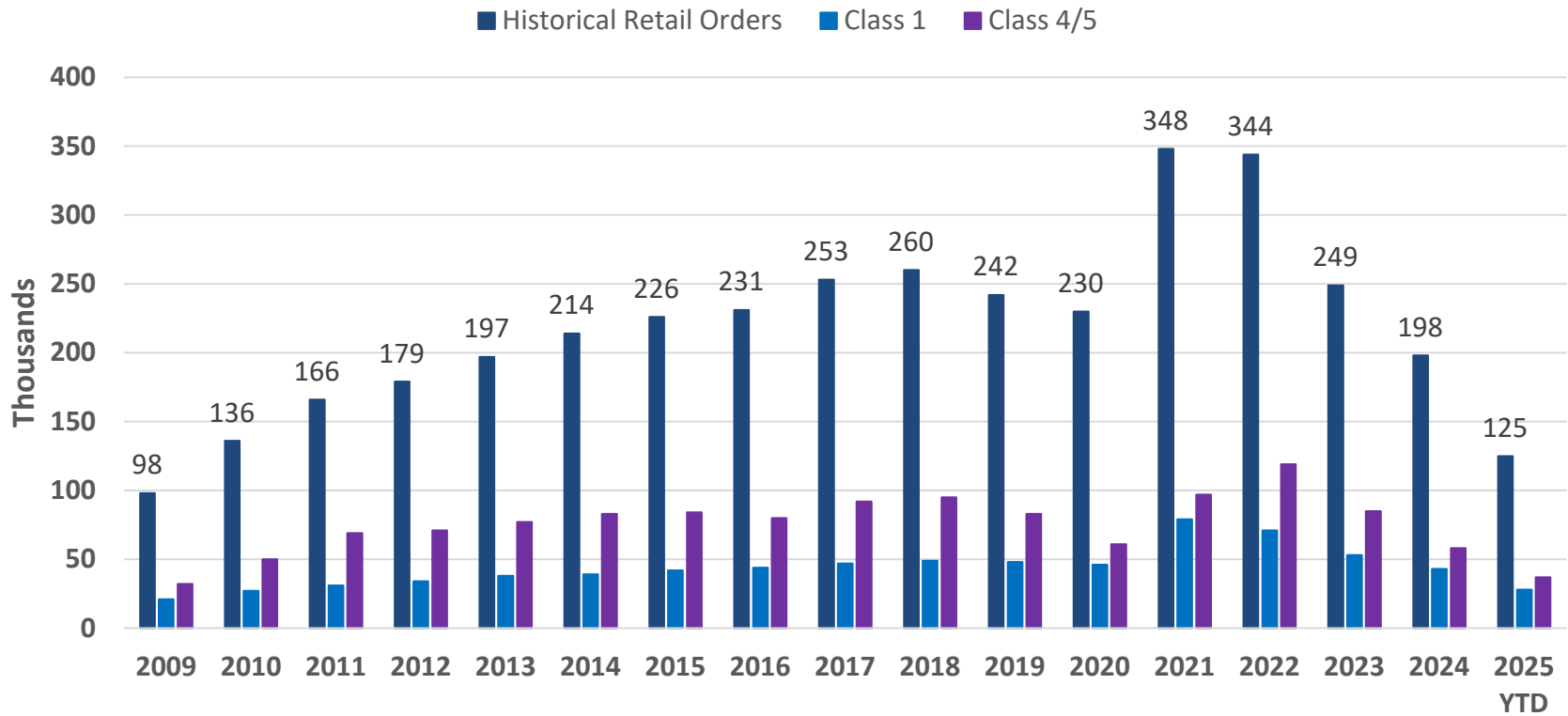
North American Lift Truck Industry

IC vs. Electric Trend
CY 1997 – 2025 July YTD



North American Lift Truck Industry

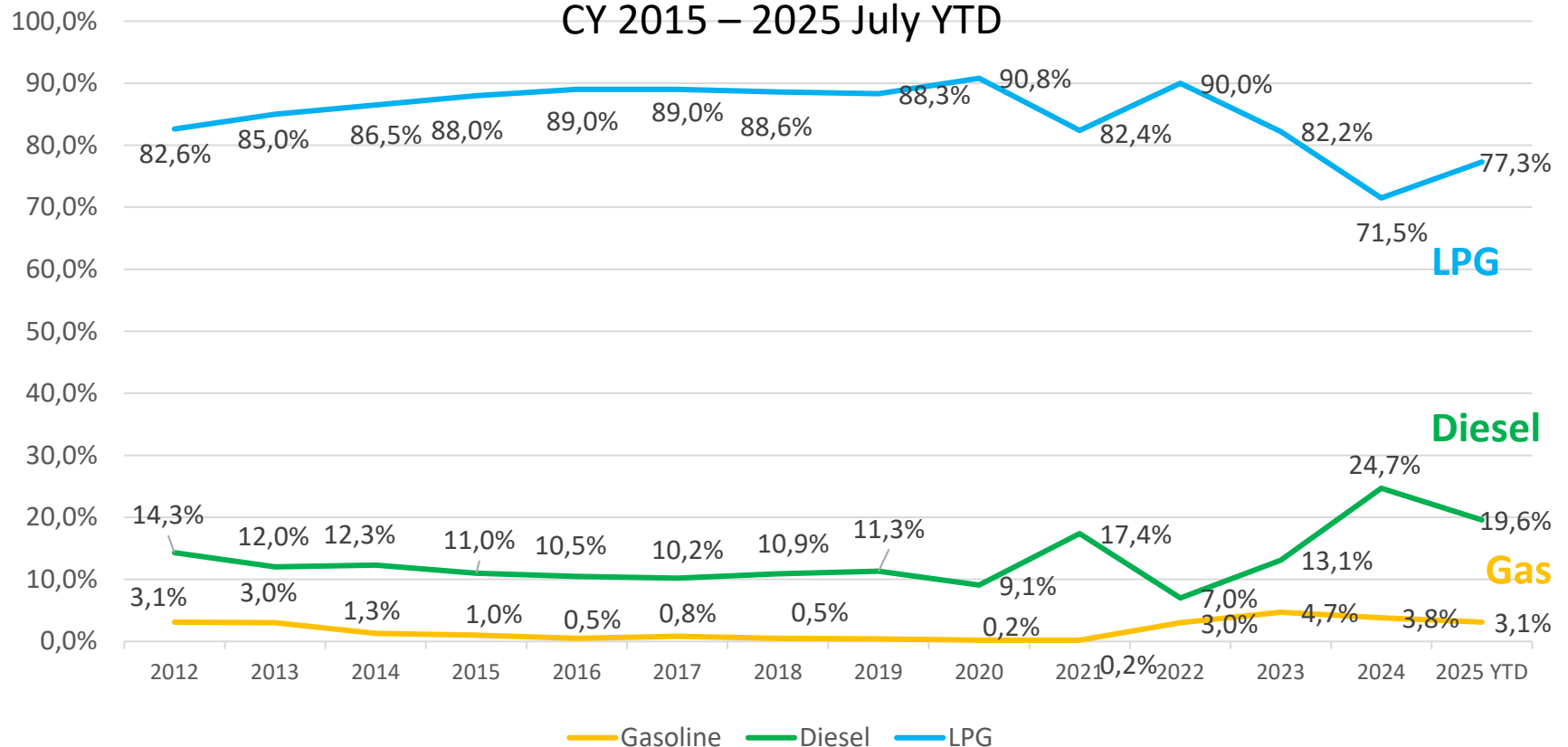
Historic Retail Orders (000's) CY 2009 – 2025 July YTD



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

North American Lift Truck Industry

Factory Orders By Engine Type – Class 4 & 5 Combined
CY 2015 – 2025 July YTD

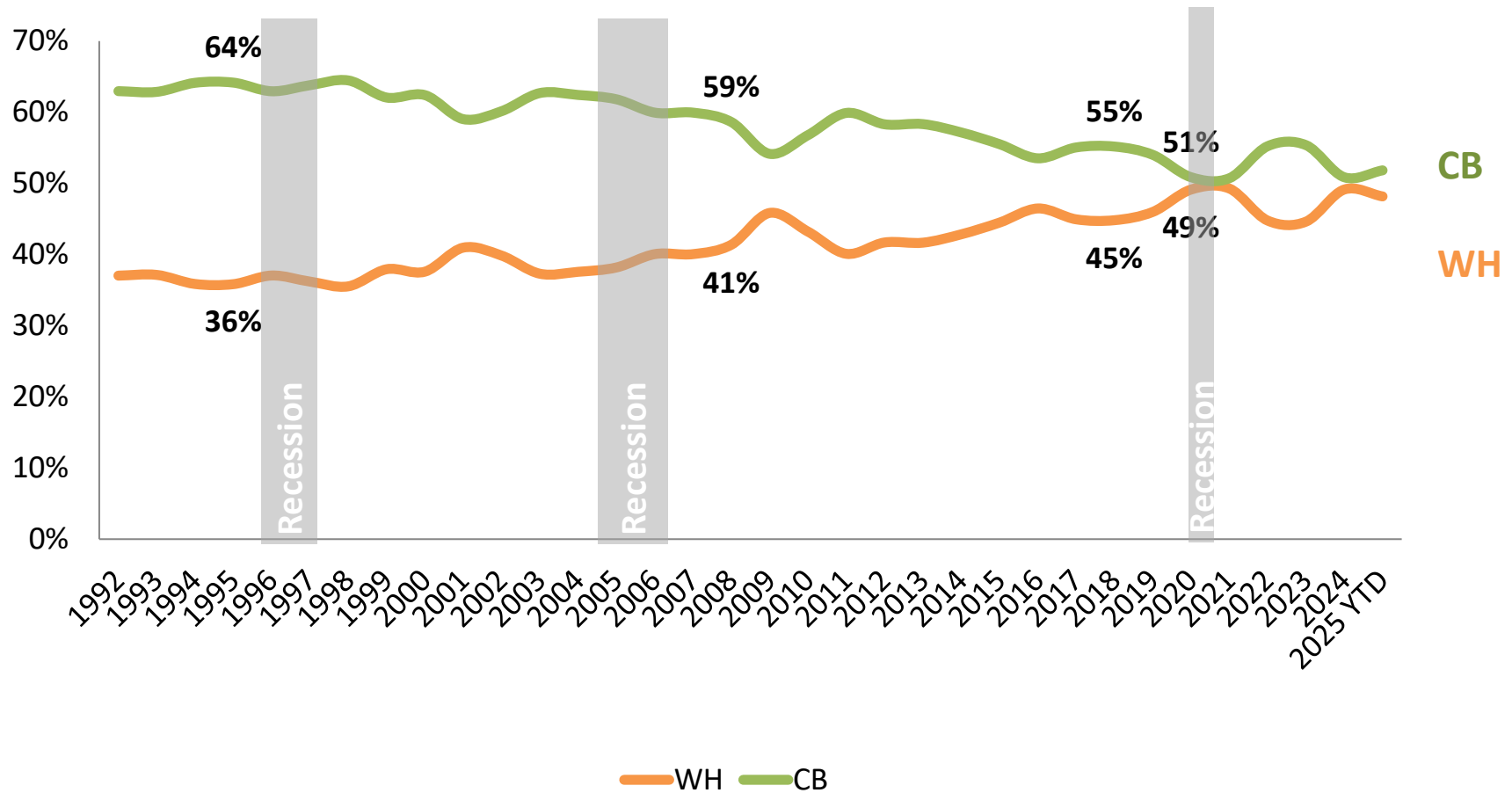


Note: Includes U.S., Canada, Mexico and U.S. Government

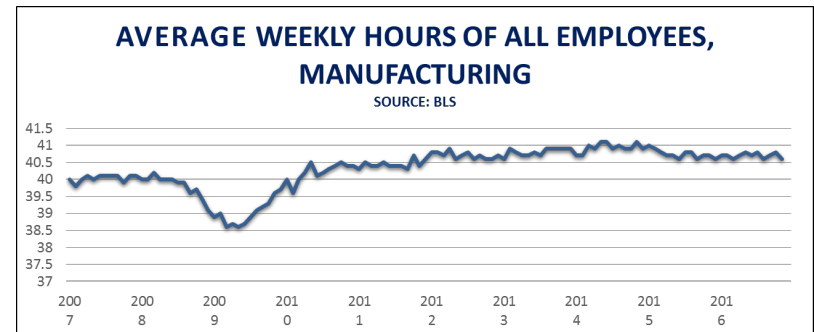
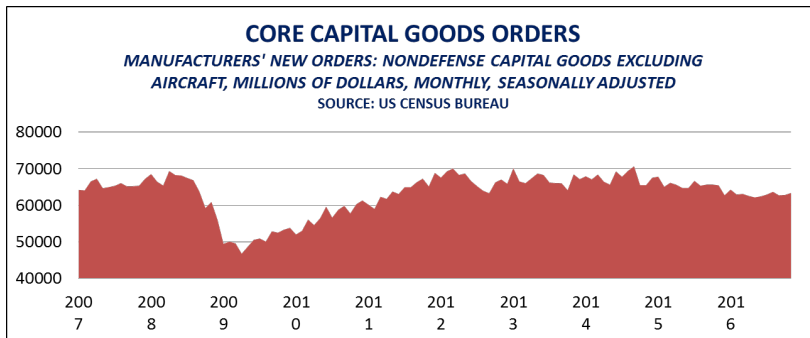
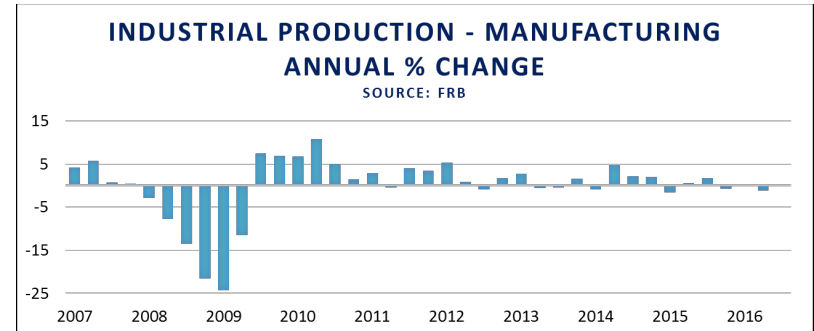
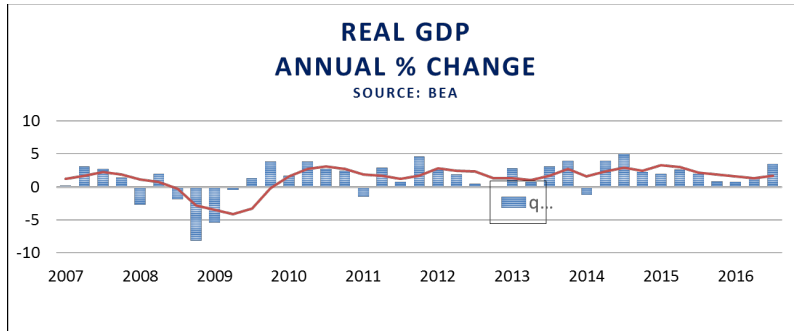


North American Lift Truck Industry

Warehouse vs. Counterbalance Trend
CY 1997– 2025 July YTD



ITA's US Economic Indicators Digest





ITA/Occupational Safety & Health Administration Alliance

ITA/Occupational Safety & Health Administration (OSHA) Alliance

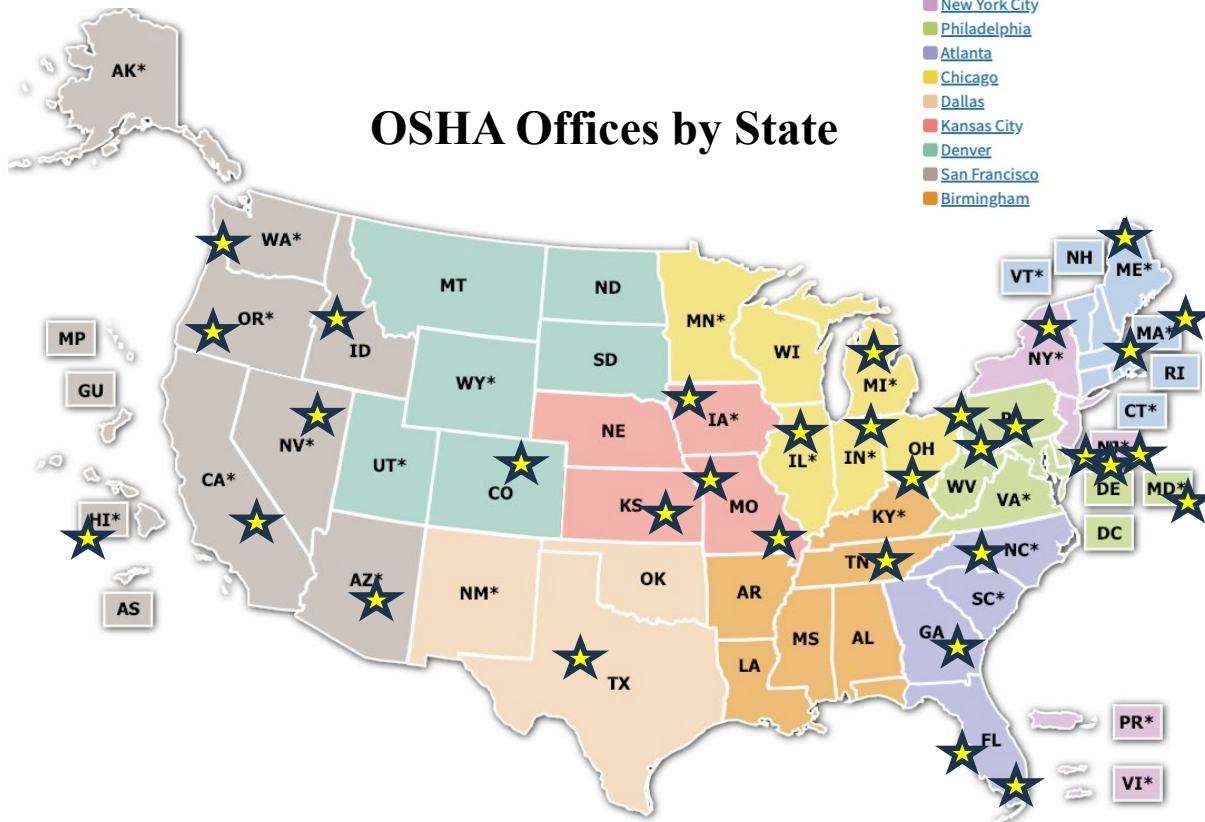
Compliance Officer Training Seminars (COTS)

- ITA education program for OSHA compliance officers only.
- Program initiated in 2007.
- Over 1,000 OSHA inspectors trained.
- One day class:
 - Half-day classroom
 - Half-day with products.



Completed OSHA Trainings

OSHA Offices by State



National Forklift Safety Day

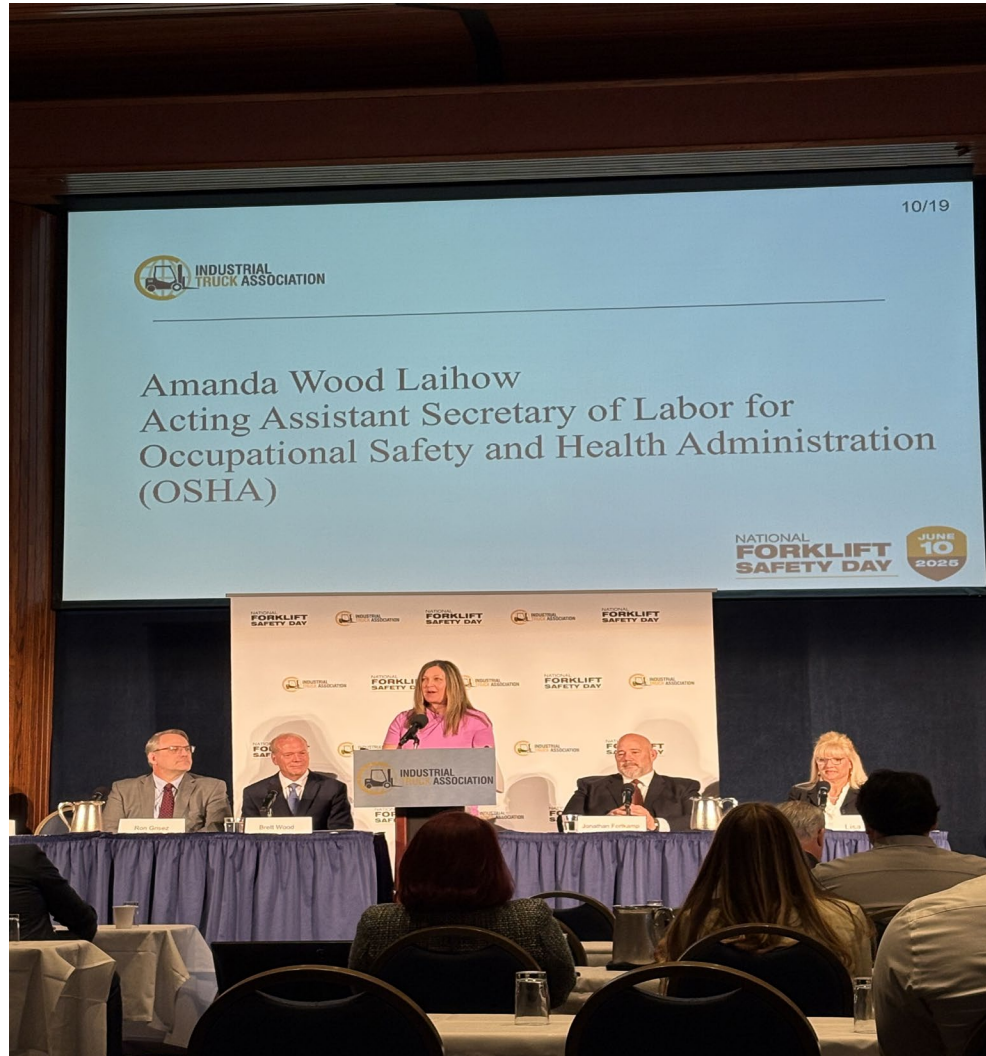
- Spotlight the safe use of powered industrial trucks
- Educate customers, policy makers, US administration and others on forklift best safety practices
- National Forklift Safety Day – June 10, 2025

**NATIONAL
FORKLIFT
SAFETY DAY**



2025 National Forklift Safety Day

National Press Club, June 10, 2025



THANK YOU

