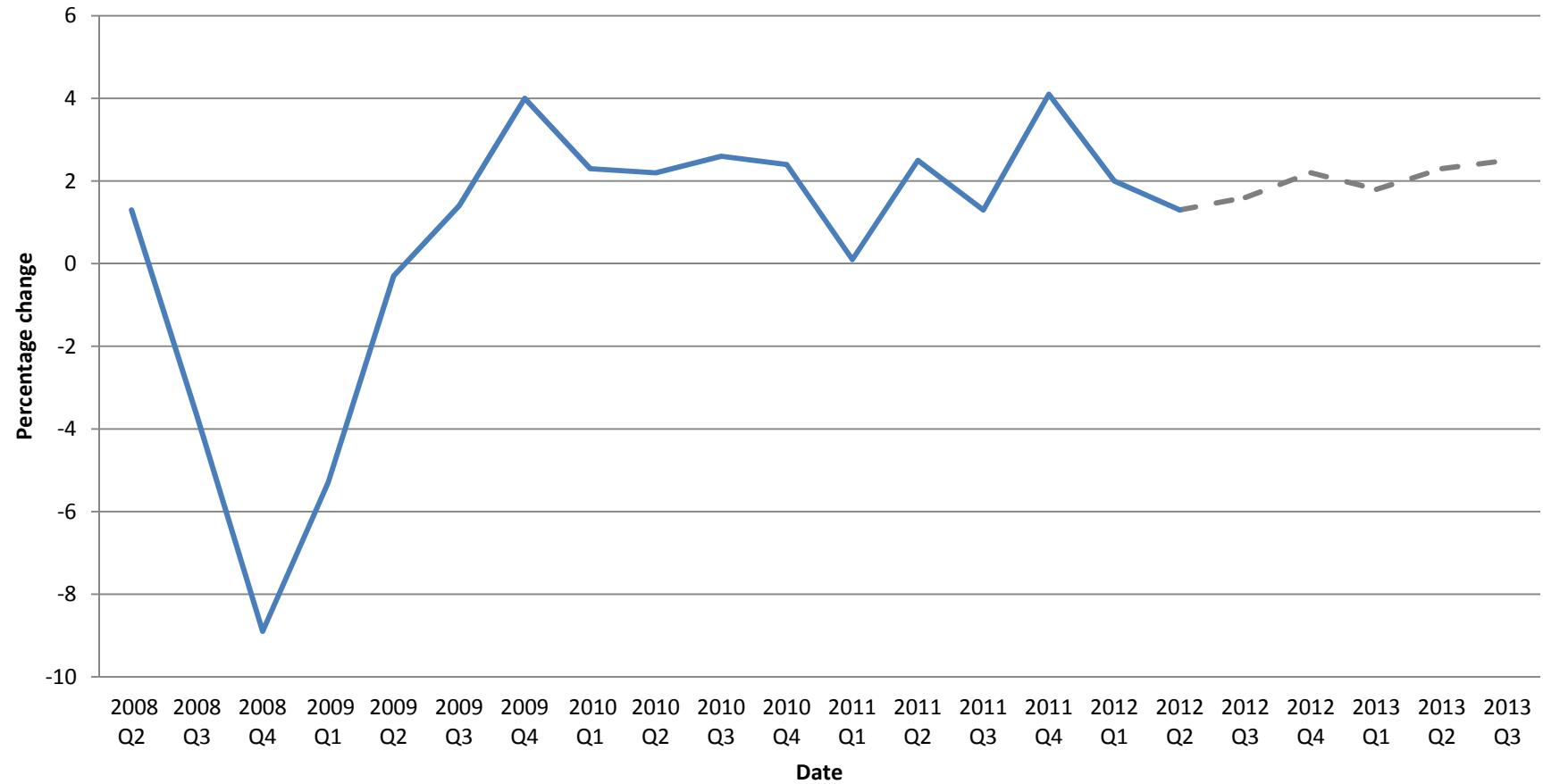


Alliance of Industrial Truck Organizations
President's Forum
Kyoto, Japan 2012

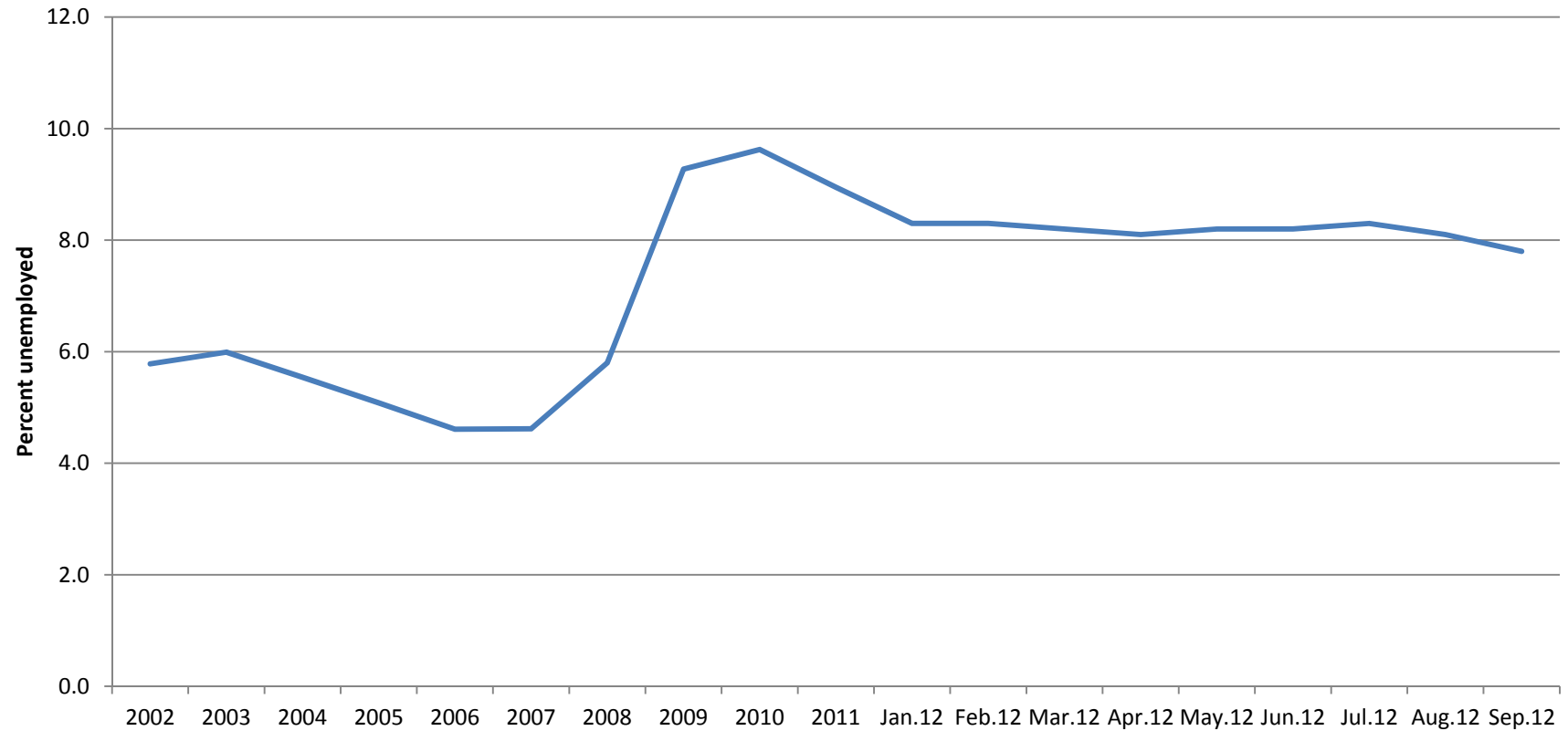
Jim Moran
ITA Chairman (Crown)
26 October 2012

U.S. GDP % Change



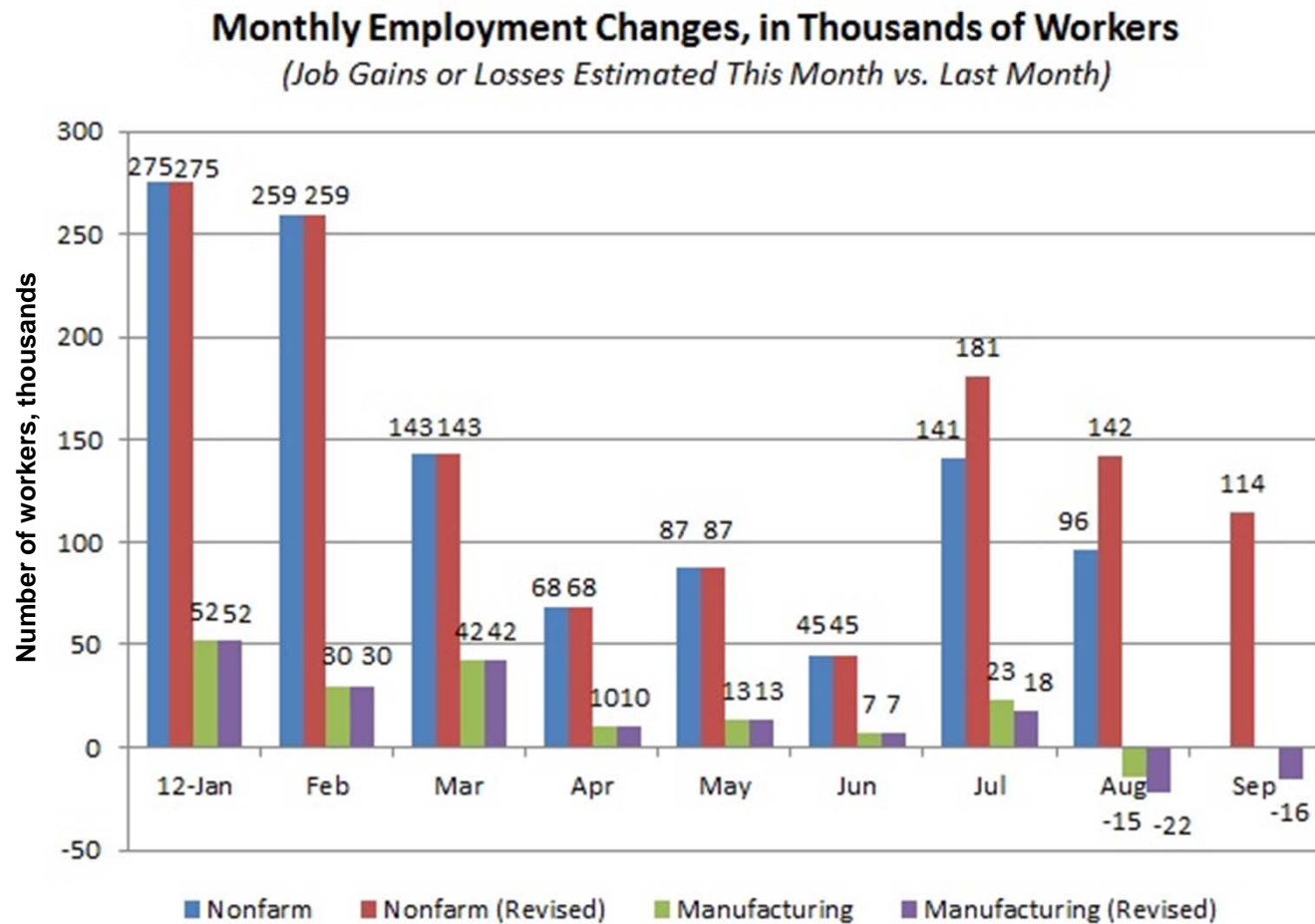
Source: US Bureau of Economic Analysis

U.S. Unemployment Rate



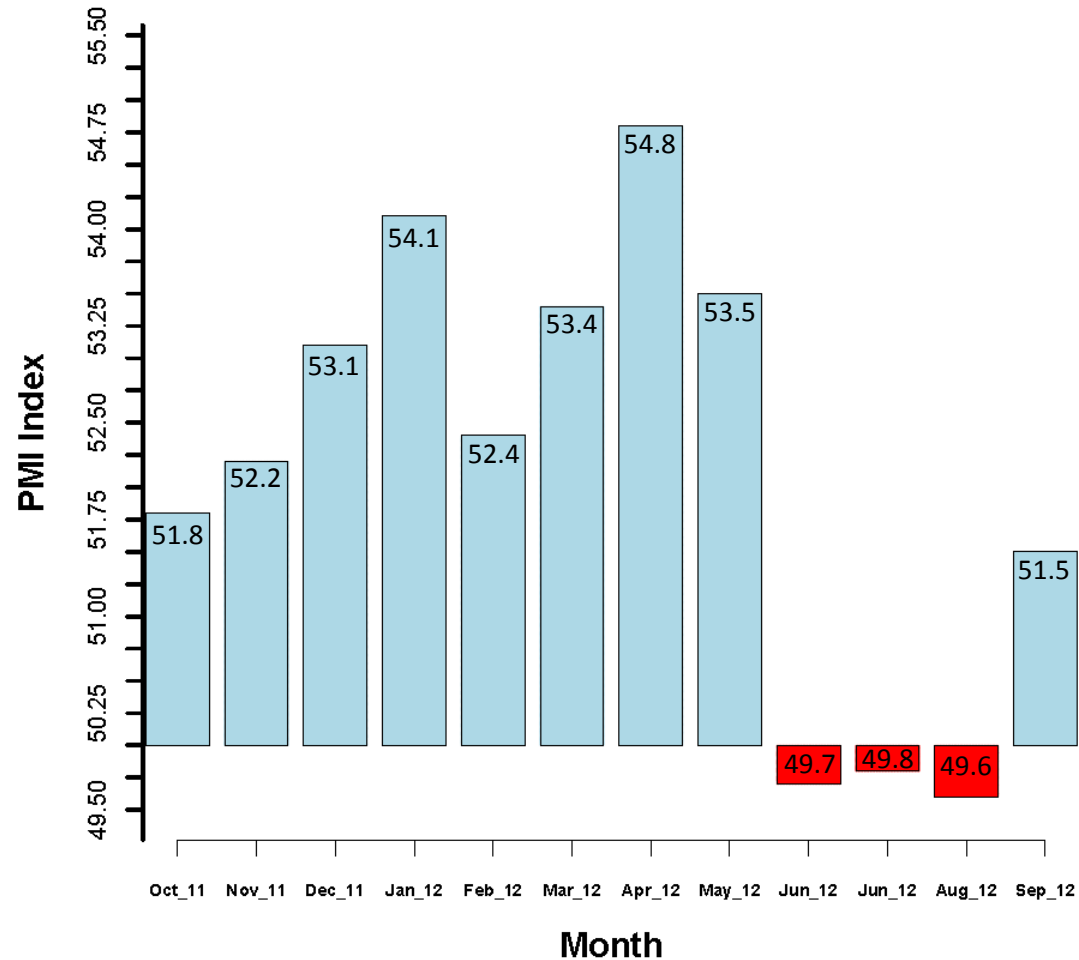
Source: US Bureau of Labor Statistics

The U.S. economy lost manufacturing jobs in August and September 2012

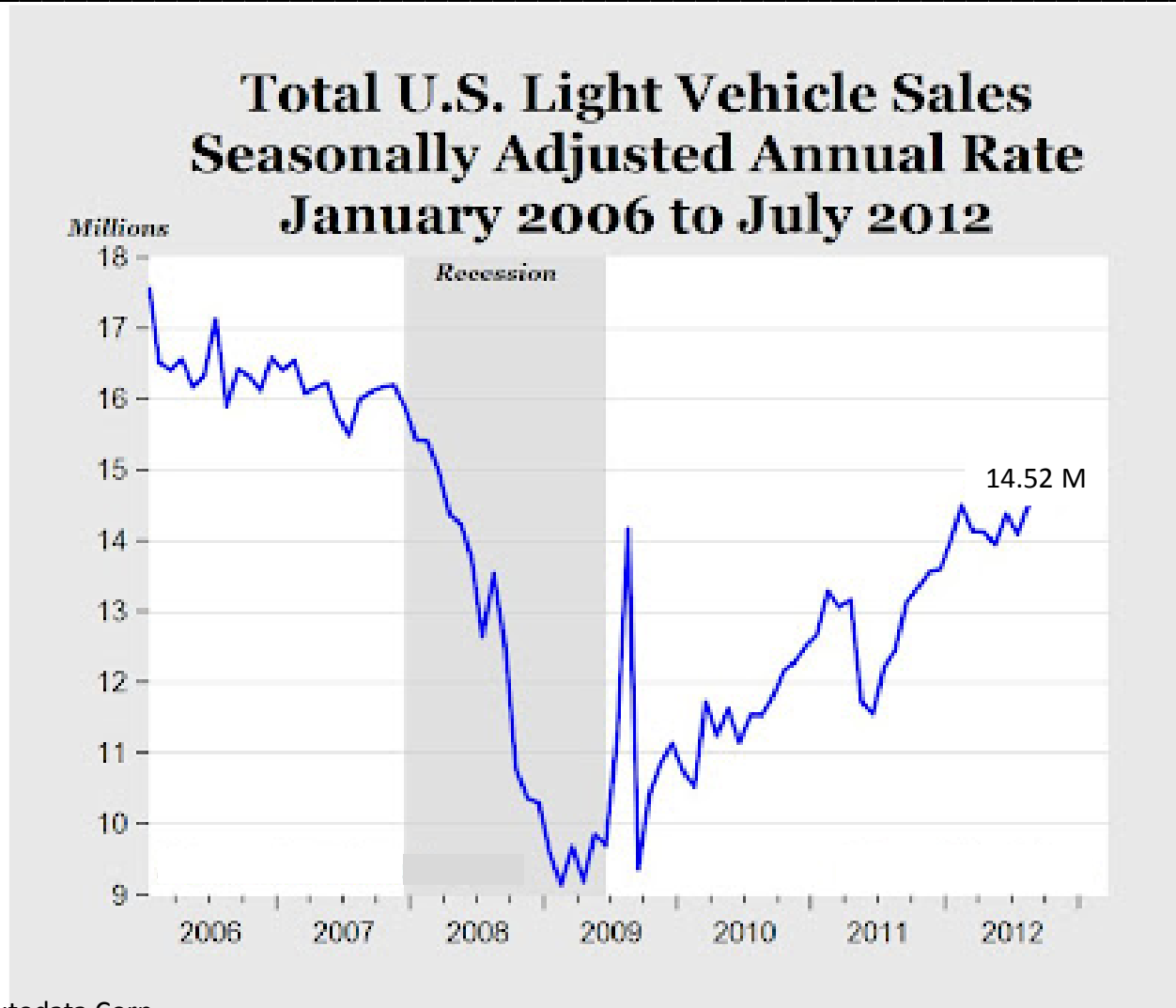


Source: US Bureau of Labor Statistics

Institute for Supply Management's Purchasing Managers' Index



Source: Institute for Supply Management. A reading above 50 percent indicates that the manufacturing economy is generally expanding; below 50 percent indicates that it is generally contracting



Source: Autodata Corp.

“WHERE’S THE RECOVERY GOING?”

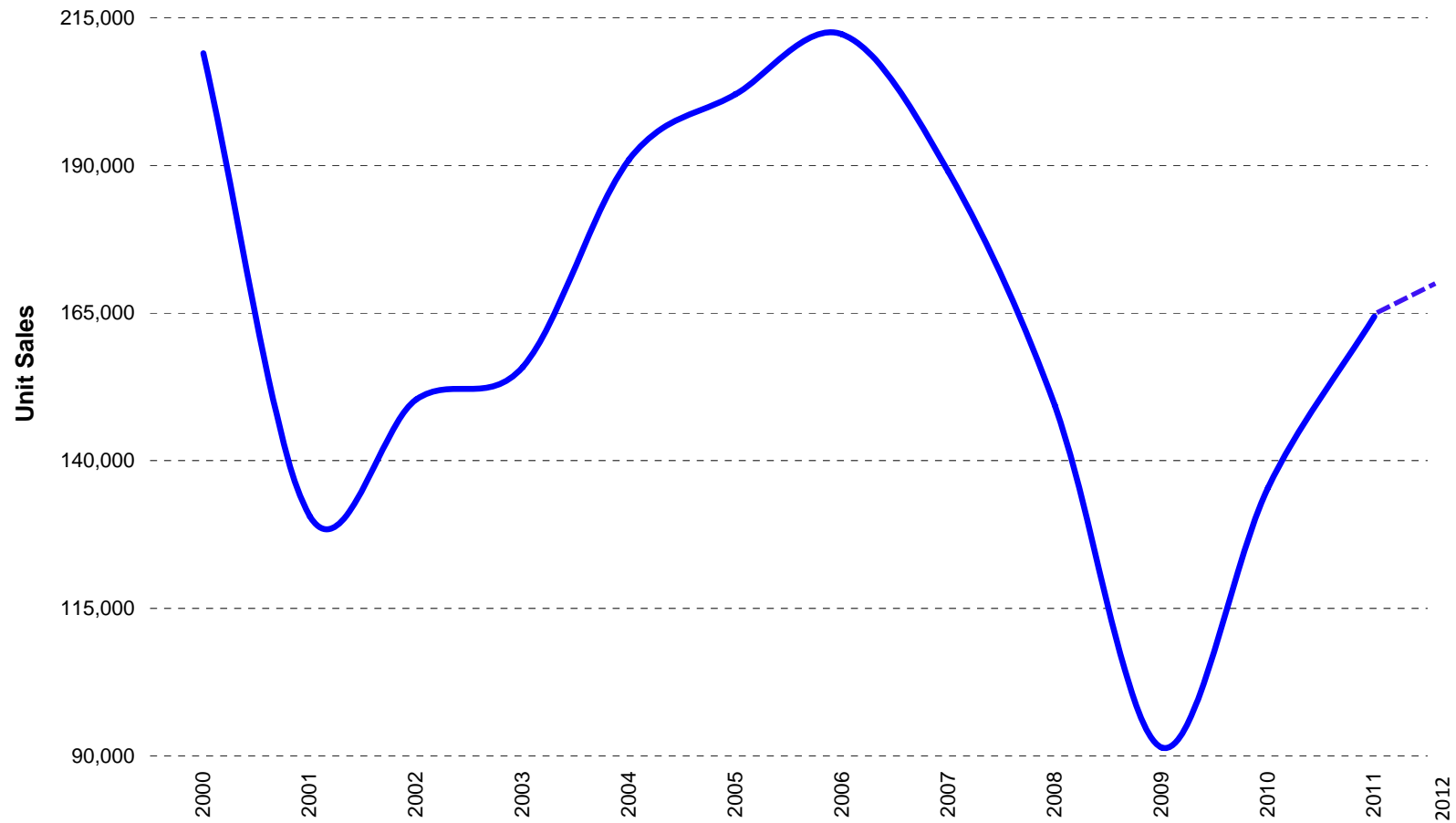
“ SLOWER? STEADY? FASTER?”

“WASHINGTON MAY DECIDE!”



INDUSTRY BY YEAR

Industry Lift Truck Demand, U.S. and Canada Classes I-V

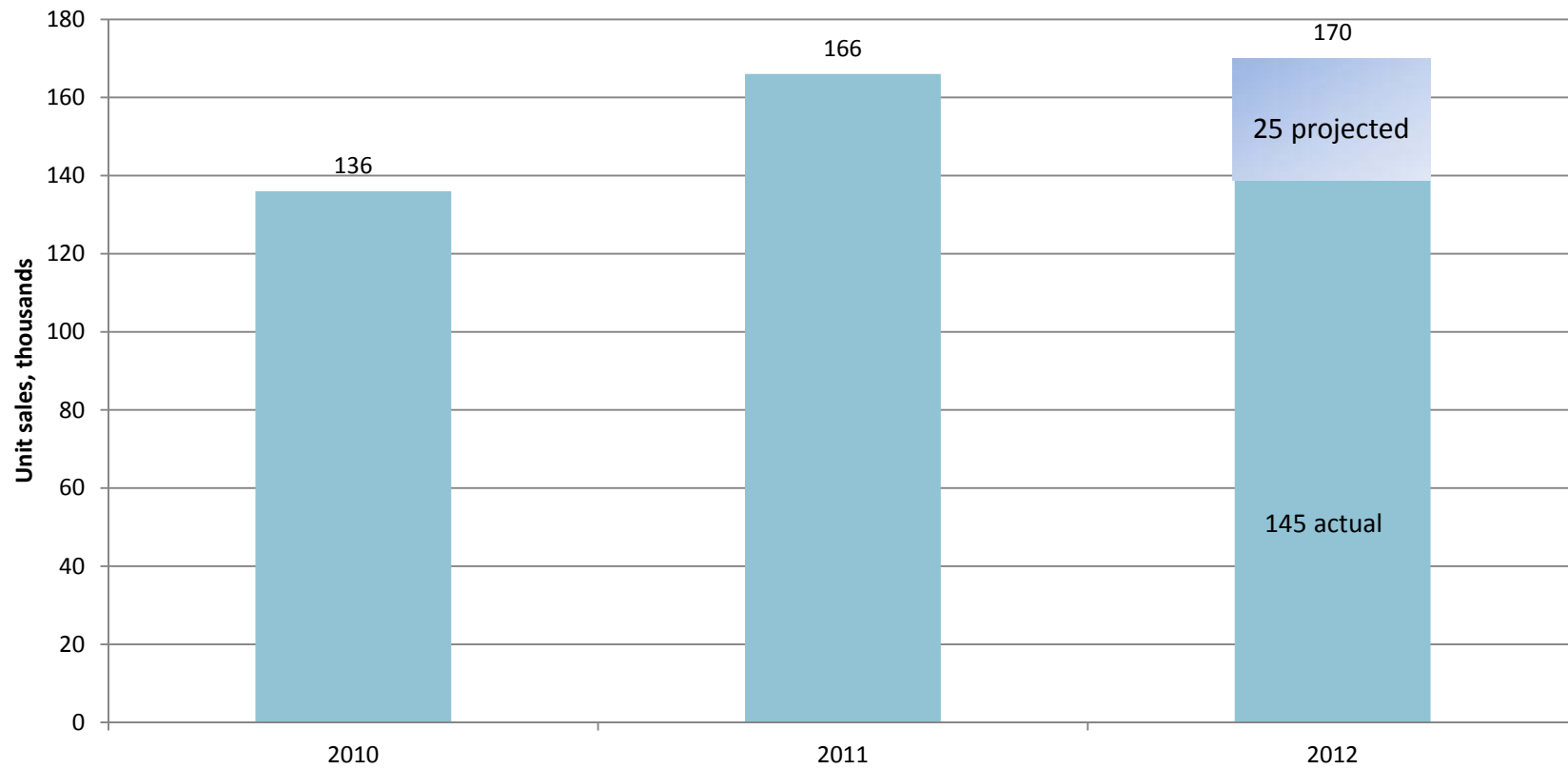


Source: ITA



INDUSTRY BY YEAR

Lift Truck Sales U.S. and Canada Classes I-V

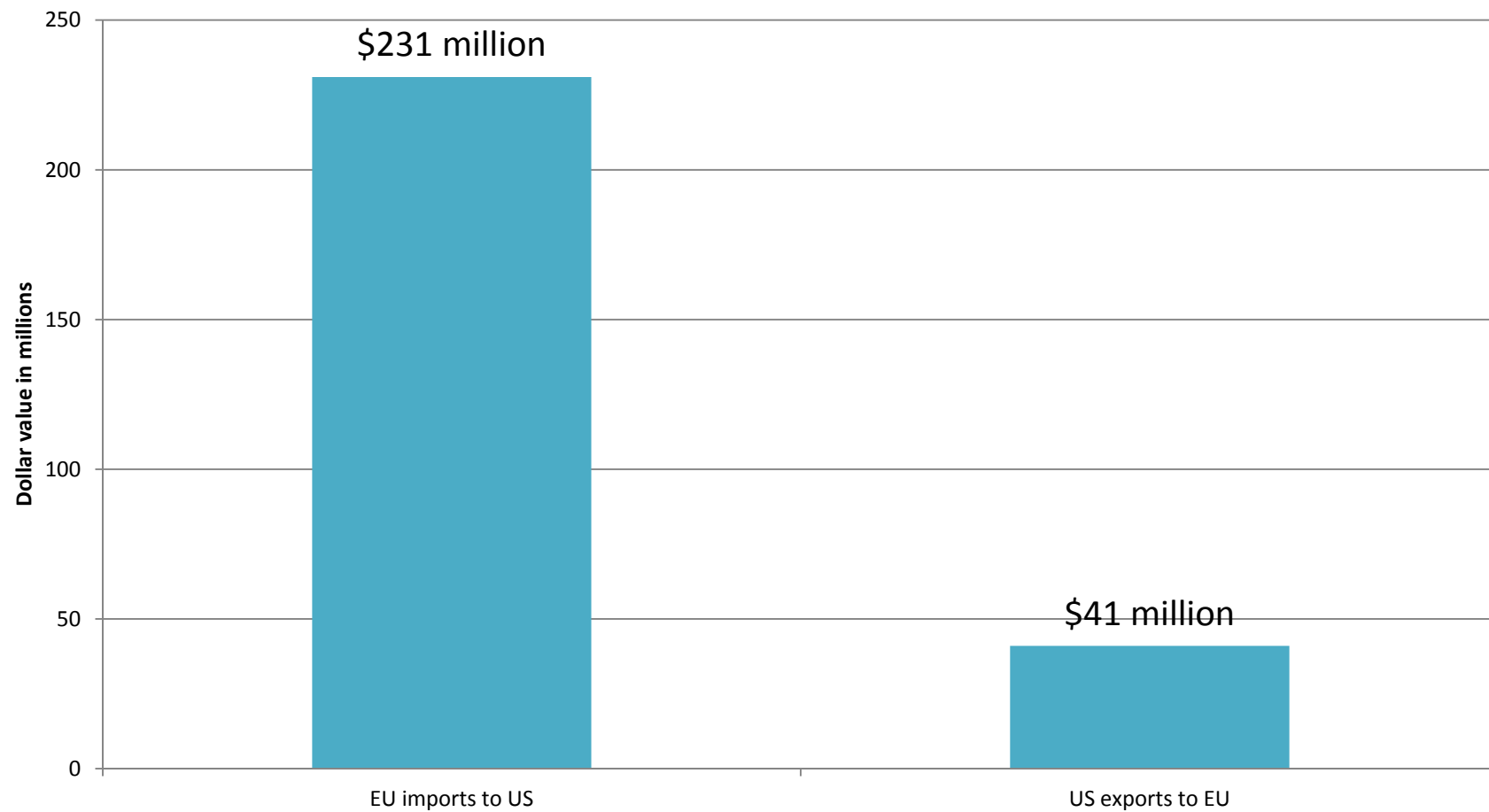


Source: ITA

ITA PRIORITIES

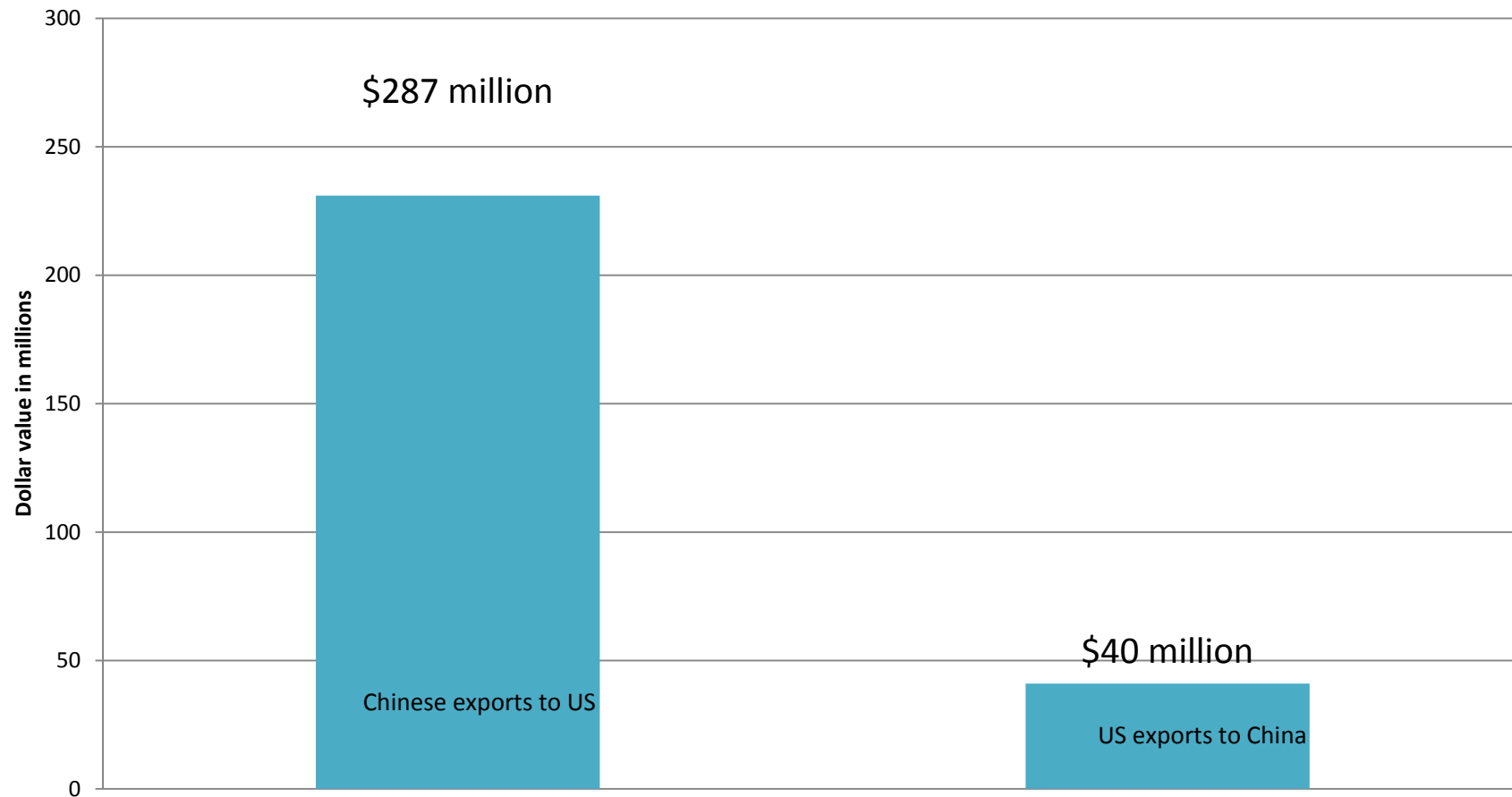
- **International cooperation on standards development, statistical information & free/fair trade**
- **Engineering practices: advance development of engineering practices that promote safety of the products of members**
- **Statistical information: collection and dissemination of statistical information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

E.U. Imports to U.S. vs. U.S. Exports to E.U. in 2011



Source: US Department of Commerce

Chinese Imports to U.S. vs. U.S. Exports to China in 2011



Source: US Department of Commerce

THANK YOU