

Alliance of Industrial Truck Organizations

世界工业车辆组织联盟

President's Forum

主席论坛

Sanya, China 2013

2013年，中国三亚

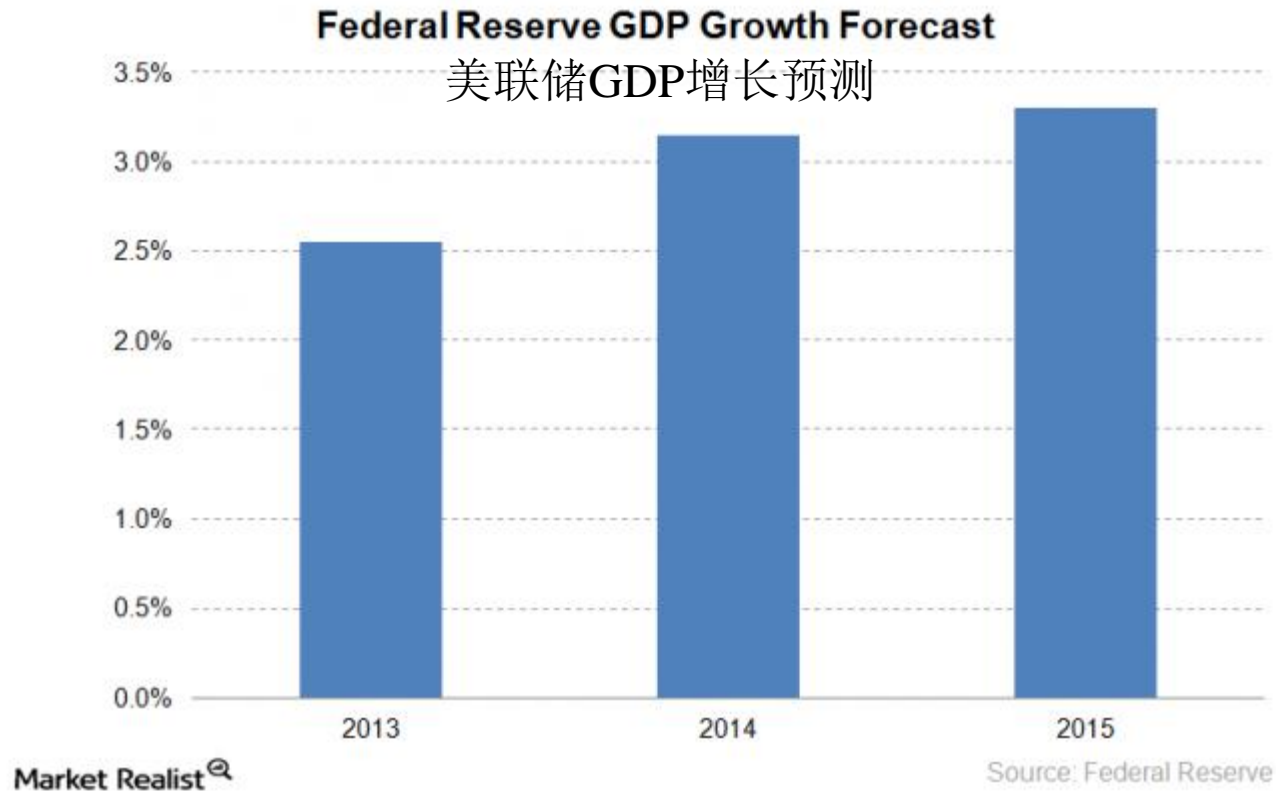
Mr. Brett Wood

ITA Executive Committee Member (Toyota)

ITA 执行委员会成员（丰田）

26 October 2013



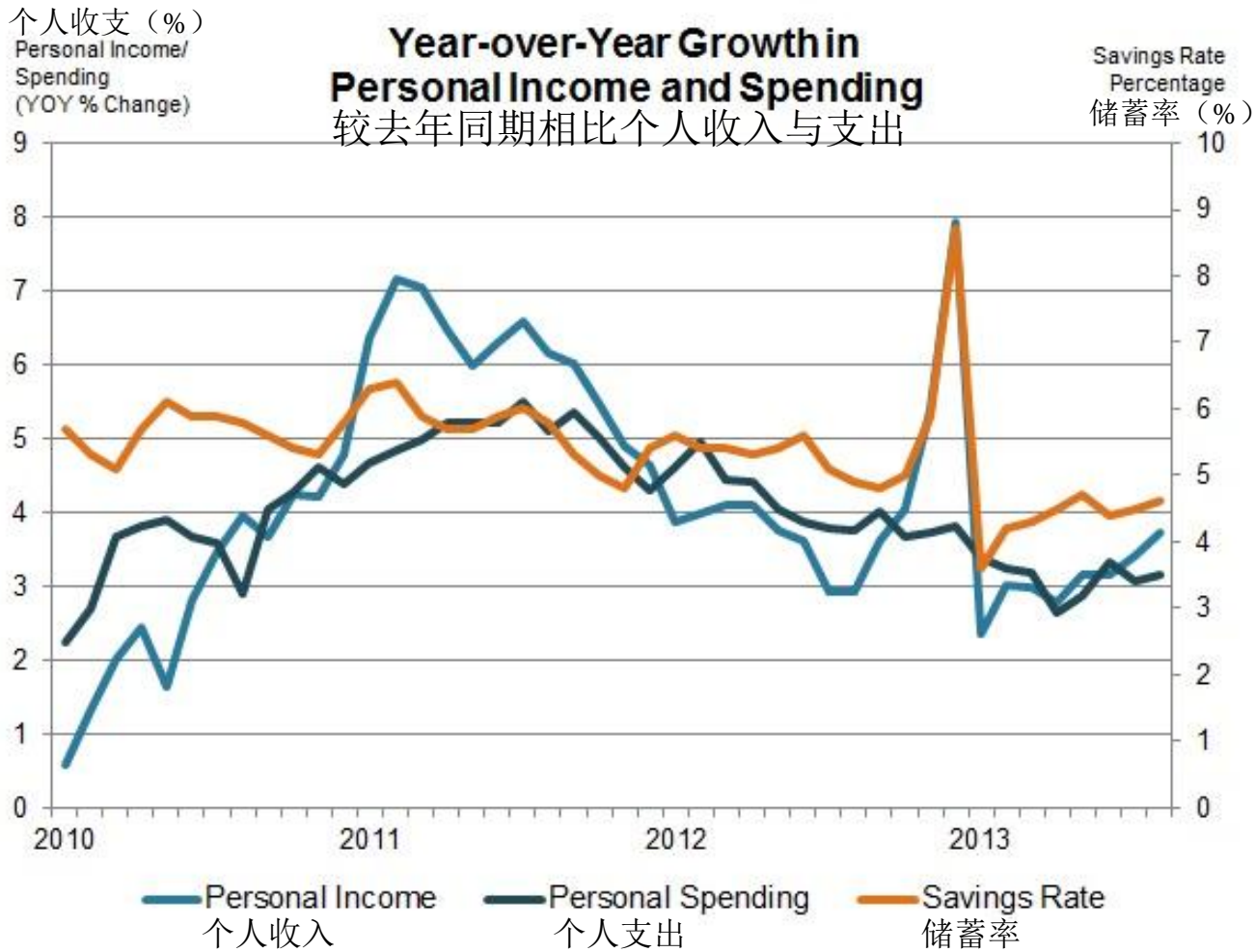


Source: Federal Reserve 来源: 美联储



US CONSUMER INCOME & SPENDING

美国消费者收入与支出

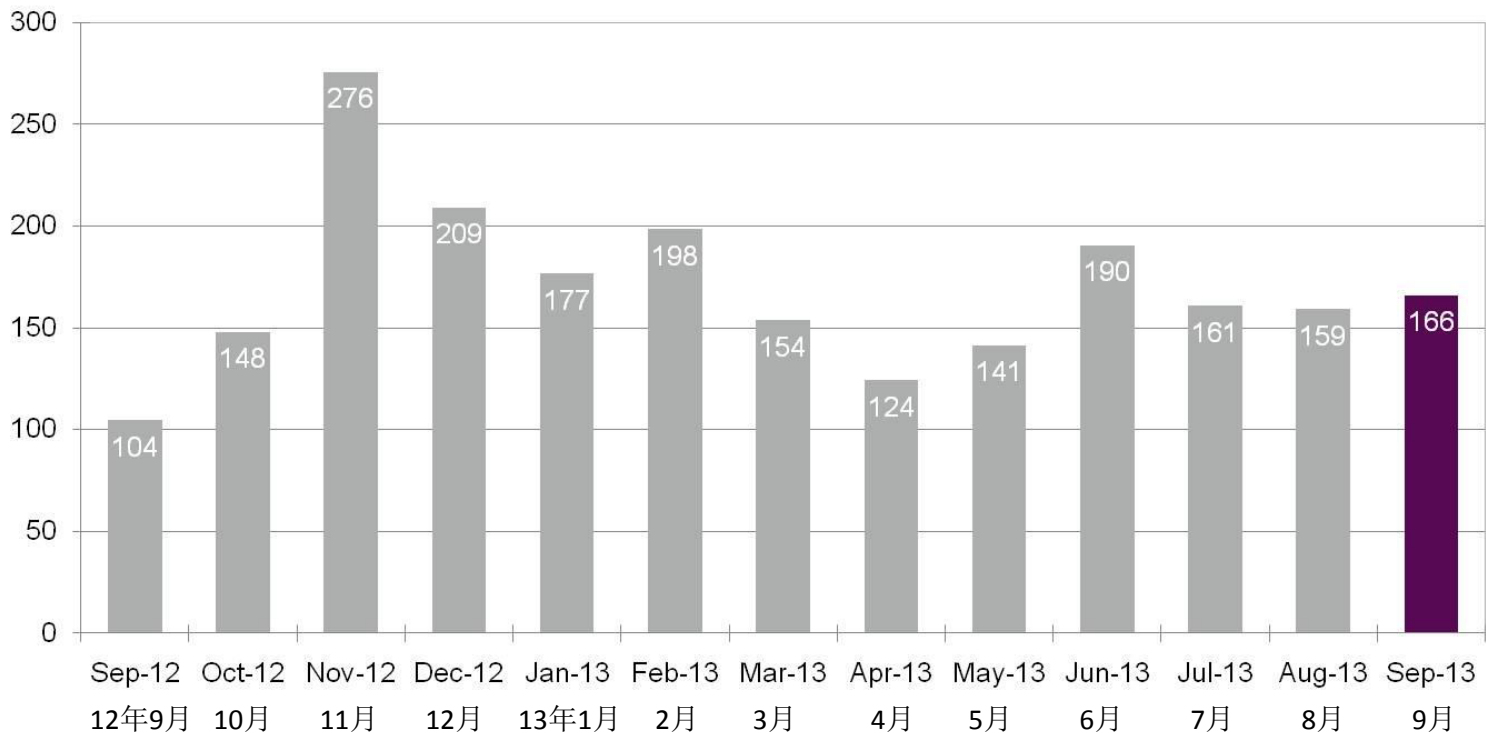


Source: US Bureau of Economic Analysis
来源: 美国商务部经济分析局



Chart 1. Change in Total Nonfarm Private Employment 非农民间就业人数变化

Thousands 千



Source: ADP, Inc.: Moody's Analytics

来源: 美国自动化数据处理公司, 穆迪分析公司

US UNEMPLOYMENT DATA

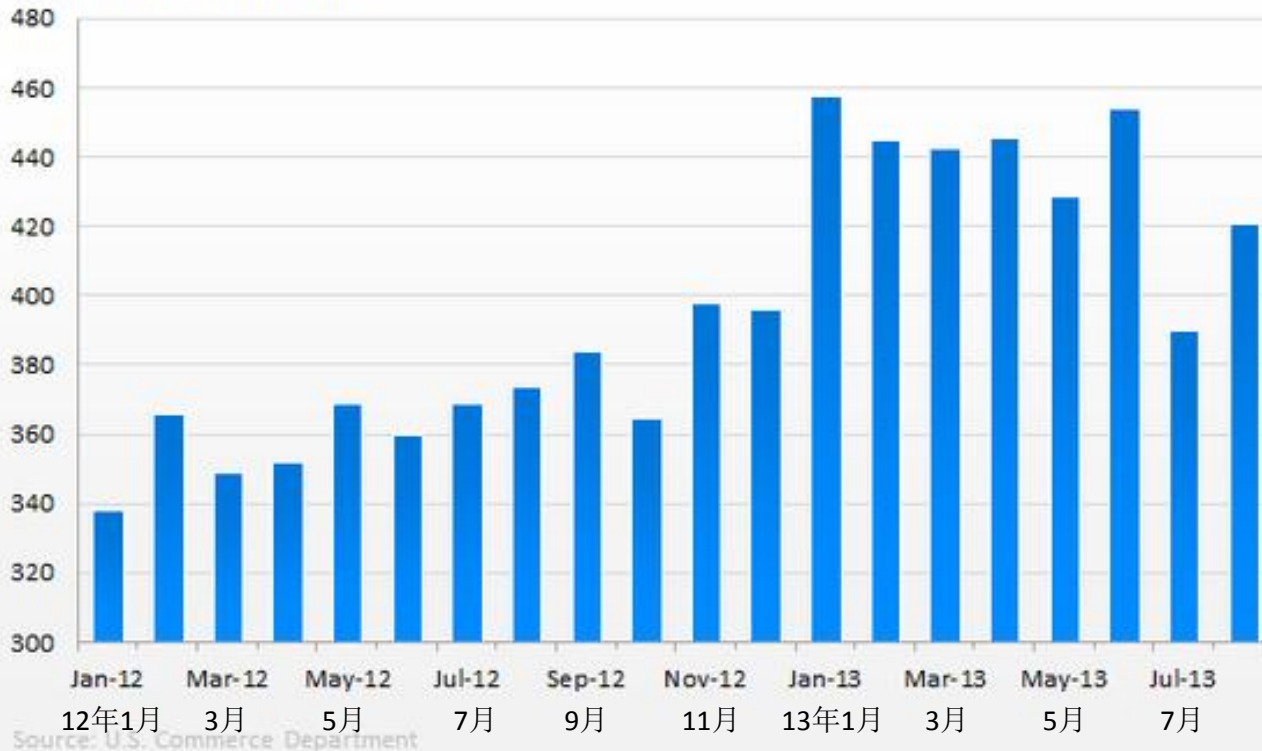
美国就业数据



Source: US Bureau of Labor Statistics 来源: 美国劳动统计局

New Home Sales 新房销售

Seasonally adjusted annual rate 季节变动调整率



Source: US Commerce Department 美国商务部





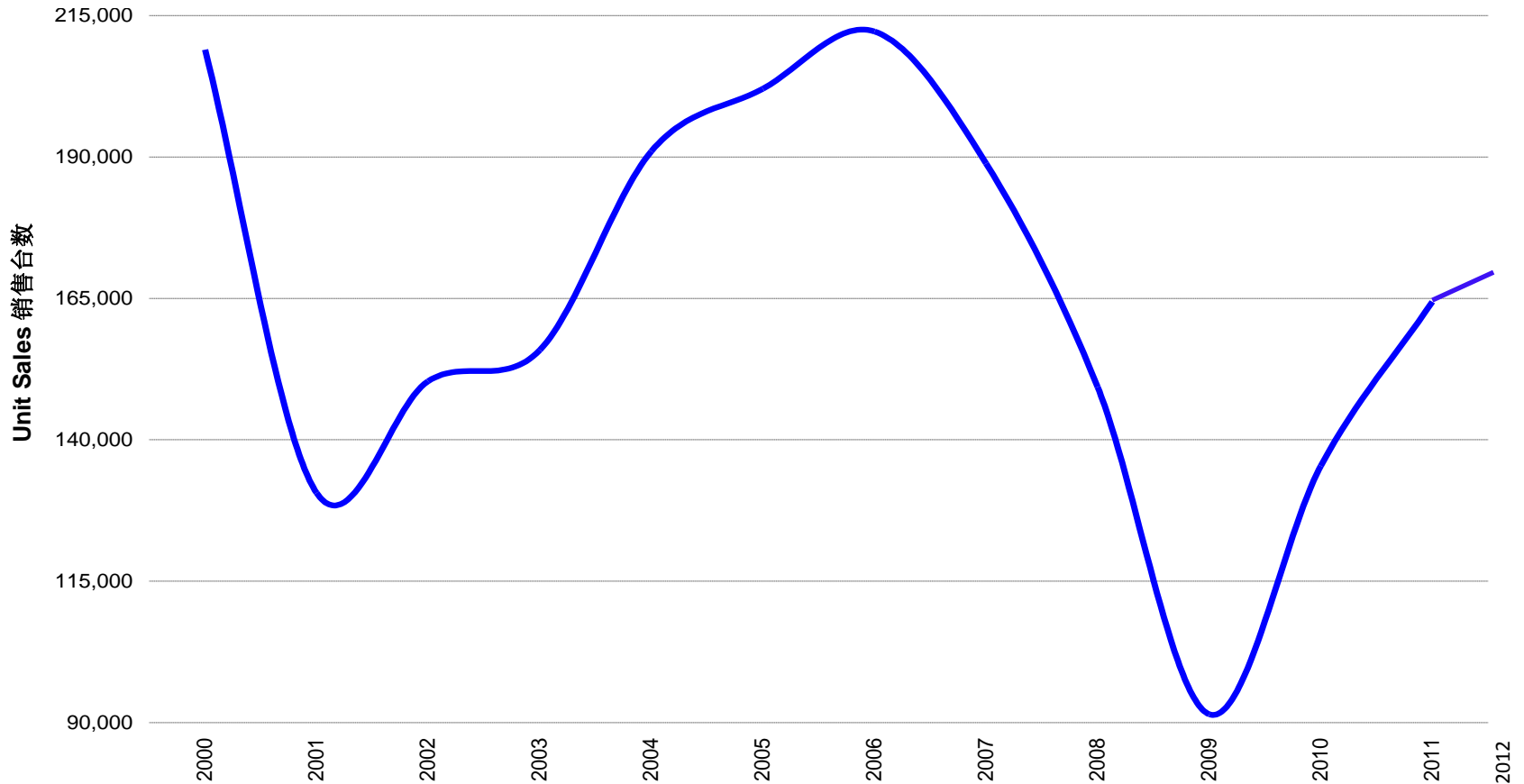
US AUTOMOTIVE MARKET

美国汽车市场



Source: US Bureau of Economic Analysis – August 2013
来源：美国商务部经济分析局 – 2013年8月

Industry Lift Truck Demand, U.S. and Canada (Classes I-V) 美国和加拿大市场工业车辆需求（1-5类车型）

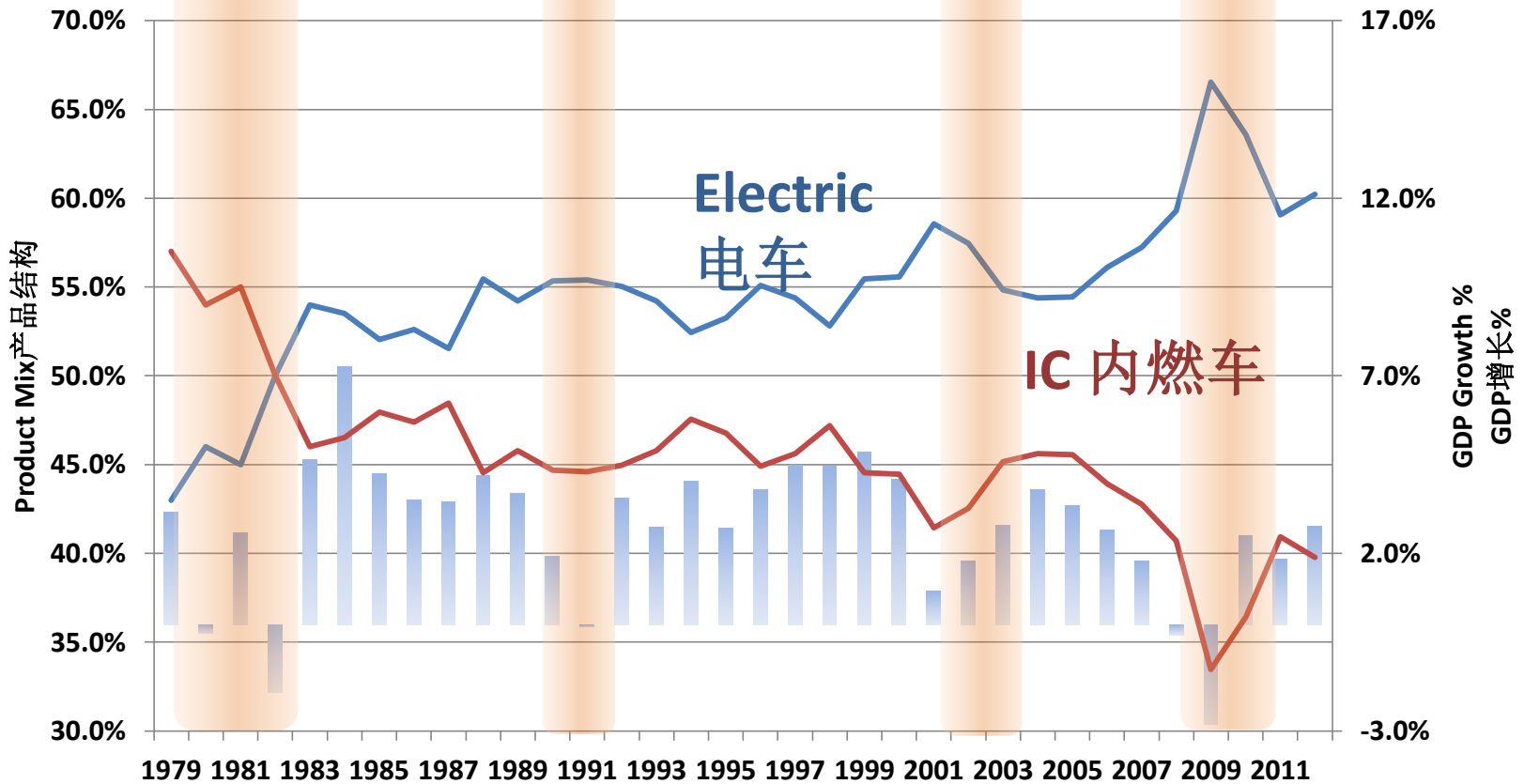


Source: ITA 来源: 美国工业车辆协会

Product Mix- Trend and Cycle

产品结构 – 趋势和曲线

Industry Sales: Electric vs. IC
行业销售：电动叉车和内燃叉车



Source: ITA

Recessionary Period 衰退期

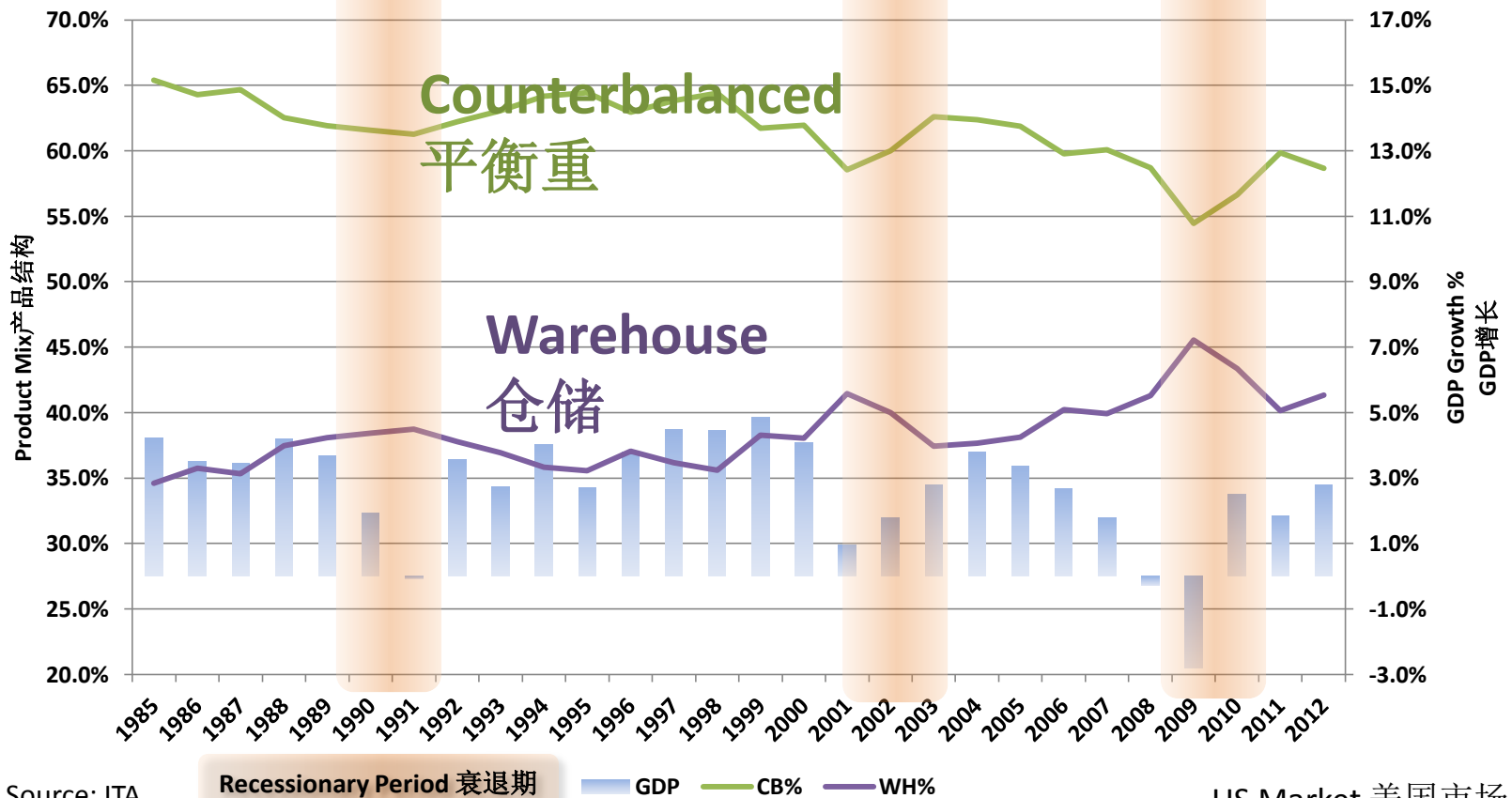
GDP Elec % IC%

US Market 美国市场

Product Mix- Trend and Cycle

产品结构 – 趋势和曲线

Industry Sales: Counterbalanced vs. Warehouse
行业销售：平衡重叉车和仓储叉车



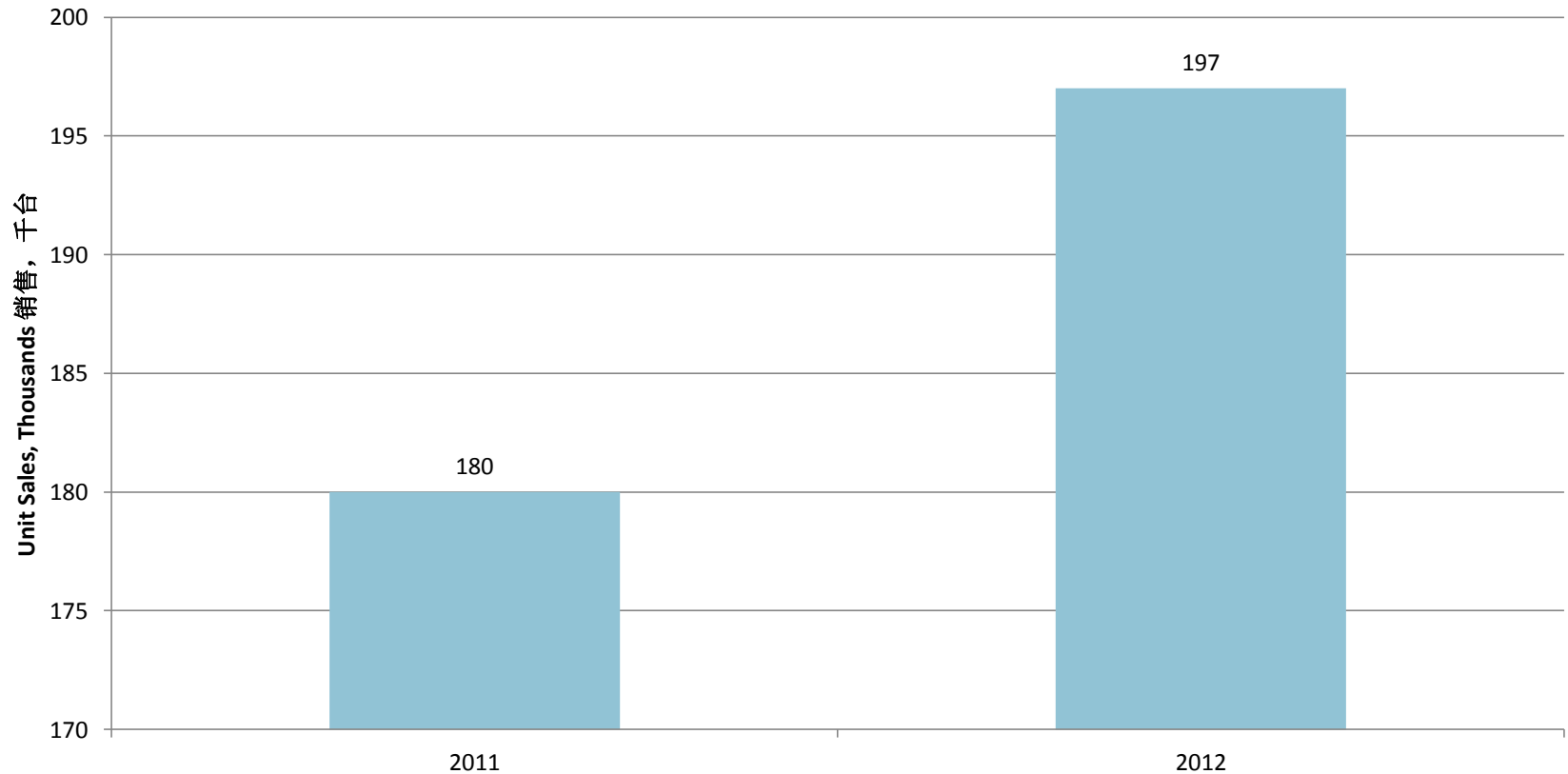
Source: ITA

Recessionary Period 衰退期

GDP CB% WH%

US Market 美国市场

Lift Truck Sales (Classes I-V) U.S., Canada, Mexico, Federal govt., and Export 前五大类工业车辆销售 - 美国、加拿大、墨西哥、联邦政府、出口



Source: ITA 来源: 美国工业车辆协会

- **International cooperation on standards development, statistical information & free/fair trade** 开展标准的发展、统计信息、自由/公平贸易等方面的国际合作
- **Engineering practices: advance development of engineering practices that promote safety of the products of members** 工程实践：以推进成员的产品安全为目标发展的工程实践
- **Statistical information: collection and dissemination of statistical information relating to the industrial truck marketplace** 统计信息：搜集和发布关于工业车辆市场的相关统计信息
- **Industry communications & networking** 行业关系及联络
- **OSHA Compliance Officer Training** 职业安全与健康标准协调人员培训

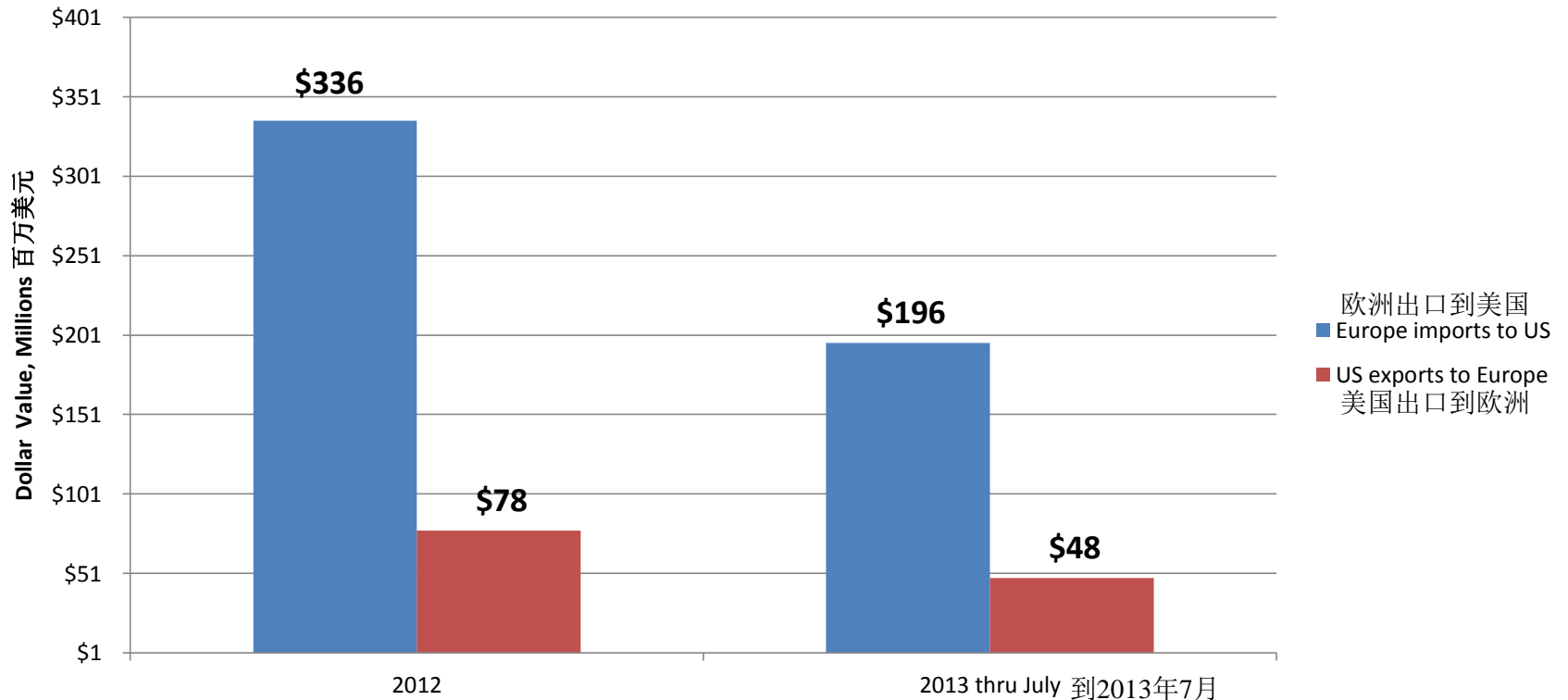
INTERNATIONAL RELATIONS

国际关系

- TTIP negotiations officially launched in July
美国与欧盟跨大西洋贸易与投资伙伴协议(TTIP)谈判于7月启动
- ITA submitted formal comments to USTR
ITA向美国贸易代表办公室提交官方意见
- Next round (first substantive talks) in October (Brussels) – *delayed*
一轮（第一次实质性谈判）将在10月份布鲁塞尔进行 – 推迟
- Develop a joint position paper with FEM IT
与FEM IT一起开发联合声明
 - Discussed with VDMA representatives at ITA office
在ITA办公室与VDMA代表讨论
 - Discussed with FEM IT 与FEM IT进行讨论
 - Provided official comments to FEM IT staff & will work on joint draft
向FEM IT工作人员提出正式建议，并将会一起起草



Europe imports to US vs. U.S. Exports to Europe 欧洲出口到美国 以及 美国出口到欧洲

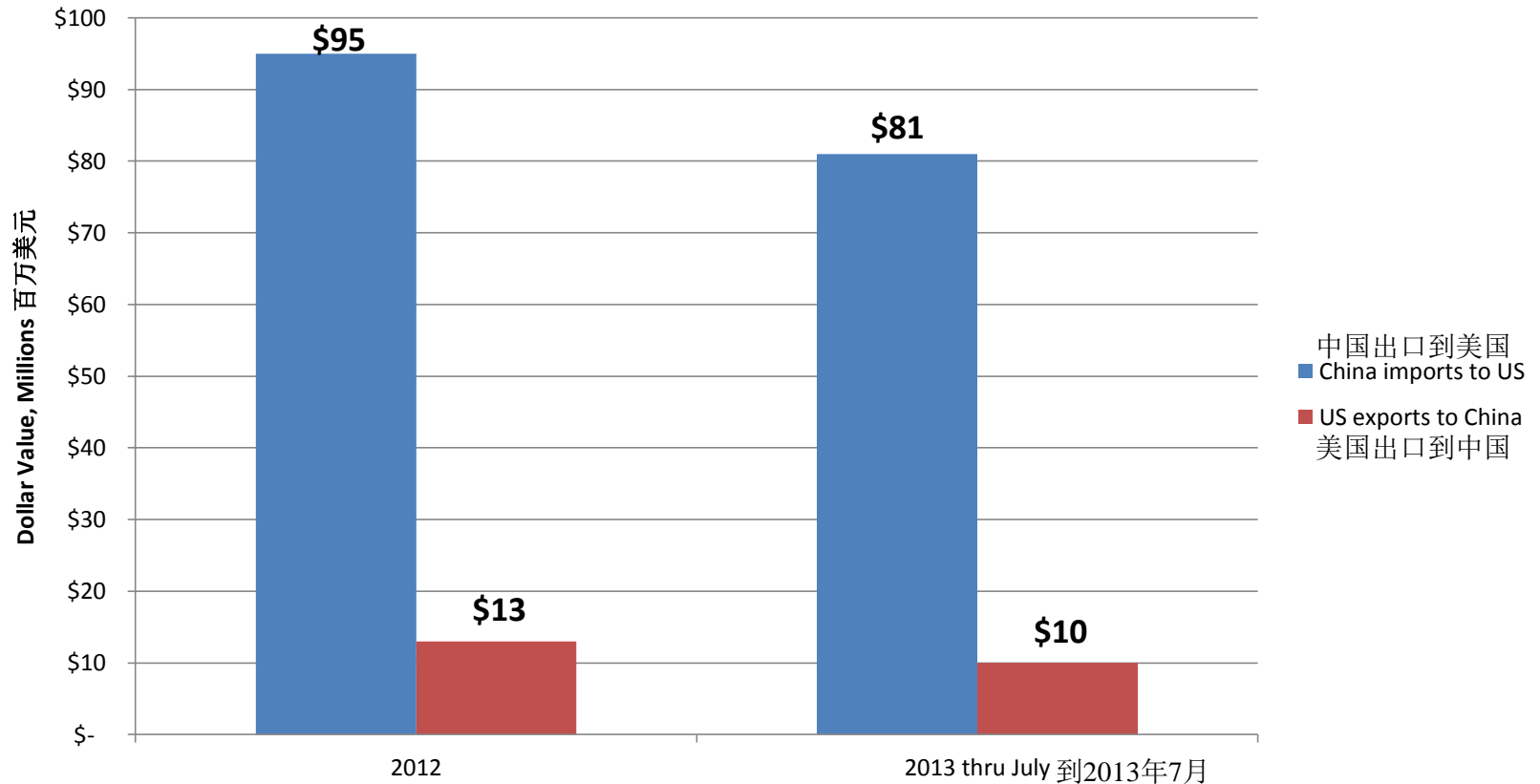


Includes major European markets of Belgium, France, Germany, Italy, Sweden, and UK only

涉及的主要欧洲市场包括比利时、法国、德国、意大利、瑞典和英国

Source: US Department of Commerce 来源: 美国商务部

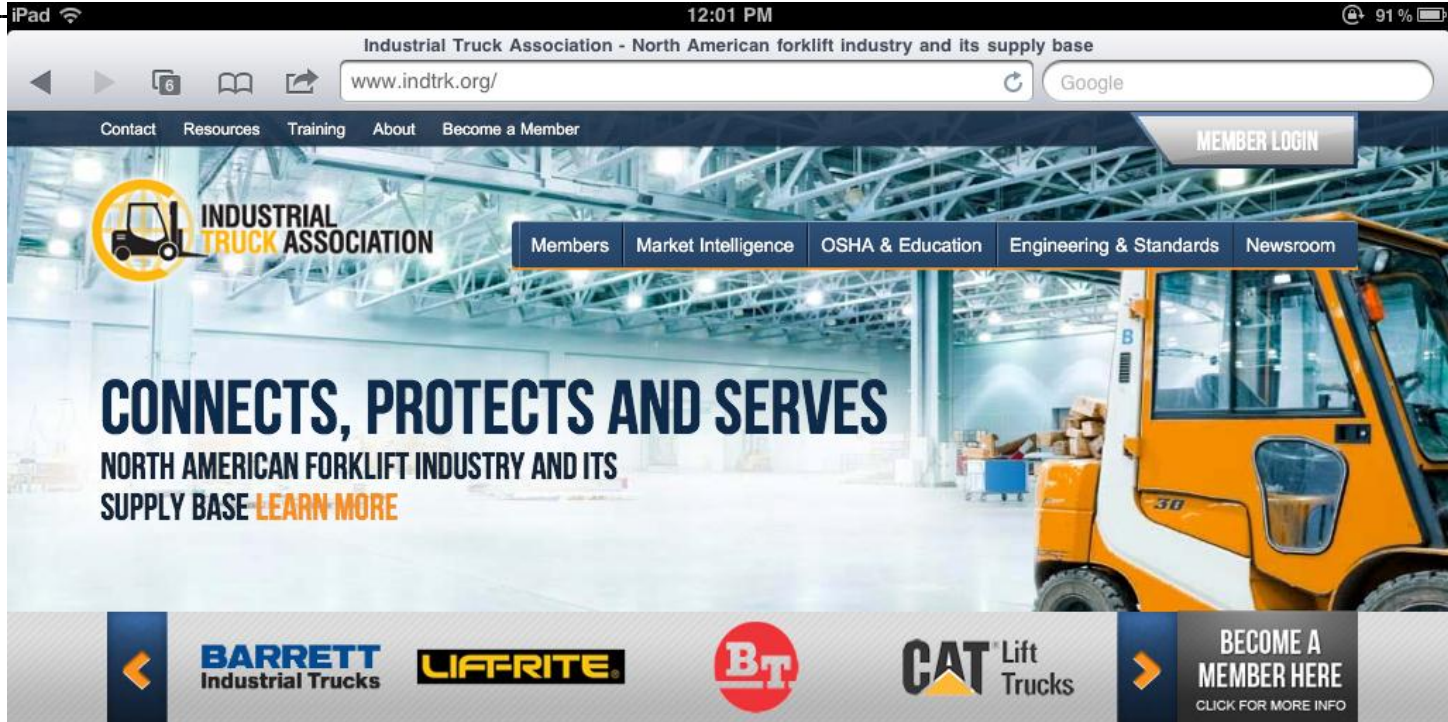
Chinese Imports to U.S. vs. U.S. Exports to China 中国出口到美国 以及 美国出口到中国



Source: US Department of Commerce 来源: 美国商务部

NEW ITA INITIATIVES- Website

ITA的新启动 – 网站



12:01 PM 91%

Industrial Truck Association - North American forklift industry and its supply base

www.indtrk.org/ Google

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INDUSTRIAL TRUCK ASSOCIATION

Members Market Intelligence OSHA & Education Engineering & Standards Newsroom

CONNECTS, PROTECTS AND SERVES
NORTH AMERICAN FORKLIFT INDUSTRY AND ITS
SUPPLY BASE [LEARN MORE](#)

BARRETT Industrial Trucks LIFTRITE BT CAT Lift Trucks

BECOME A MEMBER HERE
CLICK FOR MORE INFO

WE ARE ITA

INDUSTRIAL TRUCK ASSOCIATION

For more than 60 years, the Industrial Truck Association (ITA) has been the leading organization of industrial truck manufacturers and suppliers of component parts and accessories that conduct business in the United States, Canada and Mexico.

[LEARN MORE](#)

WHO WE SERVE

UNITED STATES

ITA's manufacturing Members represent more than 90% of the forklift market in North America.



CANADA



MEXICO



LATEST EVENTS

REGISTER NOW

Registration is now open for the 2013 ITA Spring Meeting being held March 11-13 at the Four Seasons Hotel in Washington, DC. Click on the "Learn More" button to register. Please fill out our online form.

[LEARN MORE](#)

National Forklift Safety Day

全国叉车安全日

- Spotlight the safe use of powered industrial trucks 聚焦机动工业车辆的安全使用
- Educate customers, policy makers, administration, etc. on forklift best safety practices 向客户、政策制定者、行政管理部门等提供叉车安全使用的最佳案例。
- Designate a day in June as National Forklift Safety Day 指定六月的一天作为全国叉车安全日



ALLIANCE OF INDUSTRIAL TRUCK ORGANIZATIONS



Industrial Truck Institution , CCMA
(CITA)



Federation Europeenne
de la Manutention (FEM IT)



Japan Industrial Vehicles Association (JIVA)



Industrial Truck Association (ITA)

THANK YOU
谢谢

