

World ranking list 2012/2013

-dhf INTRALOGISTIK



Robust sideways movement



Dipl.-Ing. Wolfgang Degenhard (left), freelance trade journalist, has been producing this World Rankings List for many years



Jürgen Warmbold (right), freelance trade journalist for technical topics is this year the co-author of the world rankings list

➤ One year ago we wrote at this same point that the world market for industrial trucks would continue on the upwards path of reporting year 2012, although at a significantly less dynamic pace than in 2011. By and large, that is what has happened. It may well be, as it states in the Jungheinrich Annual Report, to speak of a ,virtually stable sideways movement. This is reflected in our graphic ,World market for industrial trucks: Deliveries 2010 to 2012 in units', which shows that the number of industrial trucks delivered around the world amounted to 943,724 units. One year ago, that figure was 941,808 units. Which equates to an increase of about 0.2 percent. The situation looks different in terms of order intake levels during the 2012 reporting year. These dropped by roughly 3.2 percent to just 944,405 industrial trucks. Which in turn means that, for the 2013 calendar year, we should assume a downturn in terms

of the total number of delivered units. It is not sufficient only to view worldwide deliveries as a sum total figure because the markets develop very differently. Whereas the market volume for industrial trucks in the reporting year, as disclosed by WITS (World Industrial Truck Statistics) rose in North America, by way of example, by almost 7 percent to 181,200 units, the figure in Asia dropped almost 5 percent to 362,900. China alone had to contend with a downturn of roughly 9 percent. In Japan however, market volumes rose by 6 percent. Dynamism also receded in emerging countries. Sales in Central and South America were influenced above all by the downturn in the business fortunes of Brazil – a drop of 17 percent. By far the most significant gains, with growth rates in excess of 15 percent, were posted by deliveries to Africa and Australia/Oceania, although it has to be said that the opening figures for both continents, amounting to fewer than 20,000 industrial trucks in 2011, were very low.

If you look at more than simply the market volumes, and instead at the individual product segments, you see that the number of vehicles in storage technology declined by 2 percent, and even more in Europe, which posted a downturn of 6 percent. With engaged counterweight trucks, the market volume declined by 5 percent, but electrically powered vehicles ,only' declined by 1 percent. (also refer to our graphic ,Model types of industrial truck: distribution of world production 2012 in units')

In Europe the market for industrial trucks in 2012 – following a substantial recovery in the previous two years – declined by 6 percent . The reason for this was the reduced demand resulting from uncertainty in the face of the continuing sovereign debt crisis. That looks set to continue in 2013 and beyond. It is very informative to consider western and eastern Europe separately. The market in western Europe remained 7 percent below the level of the previous year, whereas the market in eastern Europe displayed a relatively stable picture (-1 percent) due to growth on the Russian market.

Now for a look at Germany: the need to address a deficit in industrial truck numbers drove strong growth during the 2011 reporting year, but 2012 showed flat growth at this plateau level – and even this was only accomplished thanks to going into the year with full order books. In 2012, the FEM (European Federation of Materials Handling) shows sales of industrial trucks rising 3 percent above the previous year, to about 75,000 units. Germany remains by far the largest single market for industrial trucks in Europe, ahead of France and Italy. Forklift trucks and warehouse equipment contributed in equal measure to growth. In overall terms, sales rose 2.8 percent to about €1.2 billion.

The future prospects Recently, world economic prospects have developed in a very uneven fashion. Consequently, the position on the markets is once again difficult to estimate. However, if you assume that estimates for worldwide economic growth in 2013 to the order of 3.3 percent (by way of comparison: Eurozone roughly +0.3 percent, Germany roughly +1.0 percent) are realistic, there are slight prospects of moderate growth. There already are forecasts for 2014: worldwide roughly +3.9 percent, Eurozone roughly +1.5 percent, Germany roughly +2.5 percent. It is however clear to us that forecasts of future performance of this nature are very vague, and may need to be revised several times in the course of a single year. Nonetheless, there is one thing we can say with some certainty: wherever investment and production are taking place, there is a need for transport capacity. And to accomplish that, you also need to have industrial trucks. Not of course that they need to be brand new. Many providers build their business on the reconditioning of second-hand units, because they view this market as a growing one.

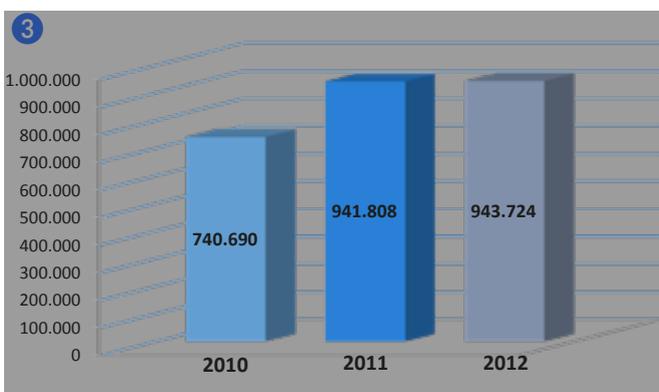
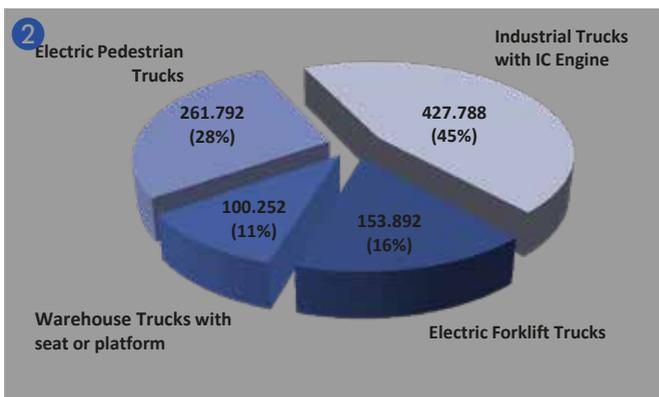
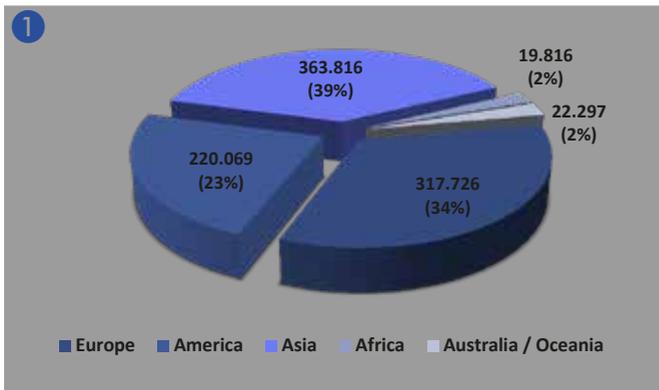


Fig. 1: Worldwide deliveries of industrial trucks in 2012: Sub-divided into units per continent

Fig. 2: Build types of lift trucks Sub-division of 2012 world production into units

Fig. 3: World market for lift trucks: Deliveries 2010 to 2012 in units (sources: WITS 12/2012)

Constantly changing picture Every year, there are companies that leave the world rankings list and others that appear on it for the first time. In this reporting year, the changes were particularly large. Two companies that used to appear in the mid-range section of our rankings list were not named this year at all. They were Nissan Forklift Co., Ltd. (ranked 11th in the previous year) and TCM Corporation (ranked 15th in the previous year). Both companies will be working in future under the banner of the Japanese Unicarriers Corporation. This merger has enabled Unicarriers to rise to 7th place in our world rankings list. One other change this year affected the company ranked fourth in last year's world rankings list. In 2012, Hyster-Yale Materials Handling, Inc. with its Hyster and Yale brands was founded as a spin-off from its previous parent company Nacco Materials Handling Group, Inc. (NMHG). As a consequence, the name Nacco no longer appears in our table, but NMHG remains the operational management company. This latest list also welcomes a newcomer. The company trading as Zhejiang Maximal Forklift Co., Ltd., known in its short form of 'Maximal', based Hangzhou, the capital of Zhejiang Province in the People's Republic of China. The company contacted us, requesting to be included in the world rankings list for engine industrial trucks.

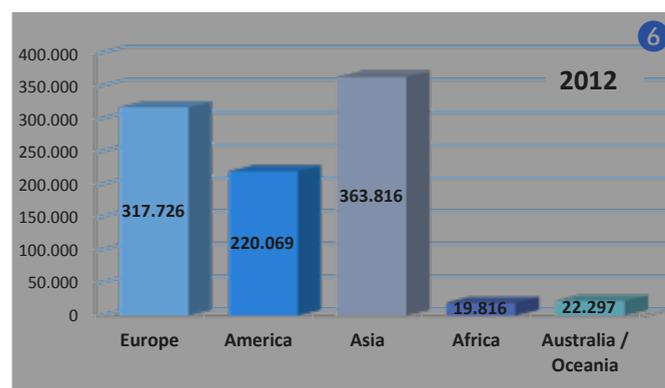
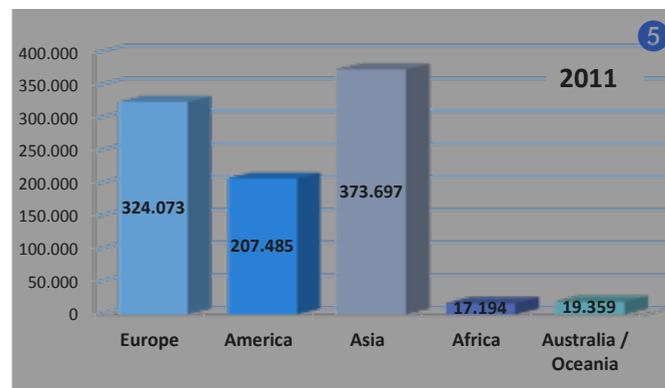
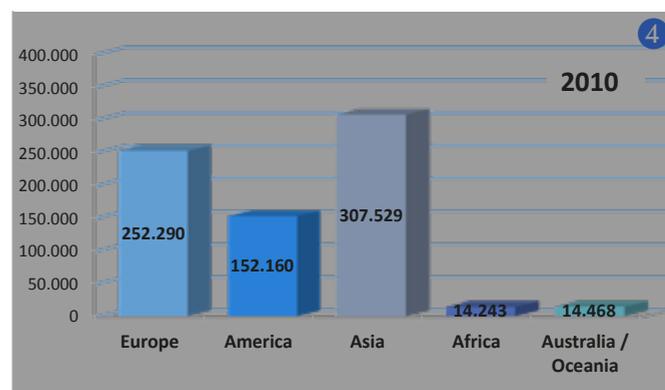
Another Chinese company, Dalian Forklift Co., Ltd., has once again indicated to us that it no longer wishes to be associated with our listing – without giving any specific reasons. Due to the fact that our world rankings list lives first and foremost from the information provided by companies, and not from our estimates, we have removed Dalian from the list. One German company asked us to remove it from the rankings list. Dambach Lagersysteme GmbH & Co. KG has always been a producer of narrow aisle stackers and automated storage and retrieval systems. In May 2013, the two companies of Dambach and Toyota Material Handling Europe (TMHE) agreed that narrow-aisle stackers would in future be manufactured at the TMHE plant in the Swedish town of Mjölby. That means that Dambach no longer manufactures industrial trucks and therefore wishes no longer to be included on the world rankings list. The company is however continuing to manufacture automated storage and retrieval systems. A company in Austria, Bulmor Industries GmbH & Co. KG, based in Perg, which last year occupied the 29th place on the list is no longer included in this year's edition. As the Austrians advised us, 2012 saw some organizational restructuring. Consequently, they do not wish to provide figures for 2012, but do wish to do so again for 2013. The Italian company Pramac no longer appears in this year's world rankings list. This company recently got embroiled in a difficult situation, and explained to us when asked that „The balance sheet is not yet ready, following the setting up of a new company in August/September 2012“, so it was not in a position to provide any figures. We shall see how this new company, now trading as PR Industrial s.r.l., will fare in the forthcoming reporting year.

Market shares of companies Industrial truck manufacturers frequently claim market shares that are at odds with the reality on the ground. To get a little closer to that true picture, the sales quoted on the world rankings list for motorized industrial trucks were added together to produce what we refer to as a 'dark number' which represents about five percent. The total figure obtained in this way equates to the size of the world market. We have presented the resultant market shares for the companies involved in a clear fashion. You can use these as a starting point for future planning purposes.

Unlike the conventional method for determining market shares, which is based on unit sales, we believe that a clearer picture is obtained when sales figures are used, since the average price of individual motorized industrial trucks can range from just a few thousand

Euro (e.g. for an electrically powered manually guided pallet forklift to a few million Euro for a reach stacker vehicle).

The influence of exchange rates The world rankings list for motorized industrial trucks is being drawn up in Germany, i.e. in the eurozone. We shall therefore be stating sales in euro terms. We do this despite the fact that countries outside the eurozone are obliged by local legislation to raise their invoices in their respective national currencies. In these cases, we have computed figures from the various companies in accordance with the exchange rates published by the European Central Bank (ECB) at the end of the financial year and have entered the figures in the 'Conversion table for our world rankings list 2012/2013'. We have not – as happens in other lists – based our figures on annual averages. Something else we have done – and this is important – is to list the figures in national currencies alongside their euro equivalents. This is because the only real way to depict changes in the sales revenues of foreign companies is in their respective national currencies. The euro equivalents yield an inaccurate picture due to the fluctuations in exchange rates.



Figs. 4 to 6: World market for industrial trucks 2010 to 2012, breakdown: by continent, deliveries in units (source: WITS 12/2012)

Explanations about the list

- The table on the world rankings list shows the individual companies in descending order of financial revenues derived from industrial truck sales. Each corporation appears on the table with its logo, its short-form name and the country where its company or Group has its head office. The sales revenue figures represent consolidated net sales, i.e. they do not include inter-divisional and inter-company sales.
- The list includes manufacturers who report annual sales of at least €10 million for motorized industrial trucks during the 2012 or the 2012/2013 financial year. The emphasis here is placed on the word ‚motorized‘. For example, unpowered, hand-guided lift trucks are not usually included. Some industrial truck manufacturers also generate a proportion of their sales revenues in the logistic systems business, e.g. shelving units. These streams of sales revenue are also not included in our world rankings list. This fact is occasionally overlooked when comparing figures or other lists against these results.
- In keeping with the common practice of renowned manufacturers, we disclose the figures for the last five years – wherever this is feasible.
- The sales figures relate to sales of powered industrial trucks – for which some confusing and misleading alternative names exist – as defined in ISO 5053 (powered industrial trucks, terms, edition 08/1994) and EN 1459 (safety of industrial trucks – powered lift trucks with variable range, edition 06/2012).
- All currency conversions were based on the rates published by the European Central Bank (ECB) at the end of the financial year of each company, and not on average values. Although the calendar and financial years coincide in most European companies as well as some corporations in South Korea and the People’s Republic of China, the financial year in some countries does not. In Japan, for example, the financial year tends to end on 31 March. The exchange rate table is based on the Euro, i.e. in keeping with the practice in eurozone countries. For example, on 31 March 2013, one euro was worth 120.87 Japanese yen. One year previously, one euro was worth 109.56 Japanese yen.
- The figures for the success of an individual company are based on the sales figure reported by the Group owning that company. The table dispenses with numerical values. Instead, it shows ‚P‘ for ‚Profit‘, ‚L‘ for ‚Loss‘ and ‚U‘ for ‚Unknown‘. Further details of results achieved are provided in some cases in the Comments boxes beside individual companies.
- The main table contains columns for the number of employees in the entire corporation and within the industrial truck divisions of those corporations. In corporations with a mixed production portfolio, the number of employees in the industrial truck sector cannot always be determined accurately. As a consequence, some of the boxes are left blank.
- Alongside the main table, we provide a quick summary showing the sales of motorized industrial trucks in Euro with individual sales revenues for individual market shares and the direction of movement for placements in comparison with the previous year.
- Some of the industrial truck manufacturers that appear on our world rankings list are public limited companies (PLCs) that are legally obliged by the Commercial Codes in the countries in which they manufacture to produce and publish company reports. Based on these company reports, which we analysed in detail, these companies can be classified in accordance with the requisite criteria. These company reports usually include Profit & Loss accounts, Balance Sheets and Cashflow Statements from which the performance capabilities and the ability to weather times of crisis of these corporations can be deduced. In addition, we also obtained information from the internet, from which we derived facts and figures about these corporations. We also check, to the extent possible, that the internet entries are up-to-date. Furthermore, we sent out survey forms to all manufacturers. The details provided on these survey forms by the corporations on our list were then checked by our editorial team for plausibility and were included except in cases where conflicting information was found to exist.
- It is encouraging that the information willingness of firms is very large. Only a very few companies failed to divulge any information. In these cases, we extrapolated figures from the sales revenues of the previous year to reflect the changes in each country.

An appeal to readers

The top priority for the editorial team was to evaluate numerical data and other information with meticulous care, and to produce the world rankings list objectively. Due to the large number of figures involved, the divergent definitions and technical financial specifications in individual countries, this list may contain errors. We would ask you, dear readers, to be understanding about this. Please do not hesitate to notify us of any errors that you may discover. We shall then publish any corrections that may be required in the next world rankings list.

At this point, the editorial team wishes to thank the corporations and their employees whose hard work and support enabled us to compile this world rankings list, and to make a success of this venture.

Manufacturers not on this list

The prerequisite for being included on this world rankings list is a minimum turnover of €10 million in the reporting year. Accordingly, the vast majority of the worldwide operating manufacturer of industrial trucks is not included in this list.

Virtually all suppliers of industrial truck who satisfy the minimum sales revenue criterion are delighted to be included in this rankings list, and use it for their marketing efforts. There are however manufacturers, some of them major players, who choose not to be included on this rankings list. This list therefore makes no claim to be complete or comprehensive.

We would stress that the rankings list – the league table – shown here is based solely upon sales revenues during the financial year – expressed in Euro. The world rankings list does not contain any statement about supplied quantities, nor about the suitability for inclusion of a manufacturer.

World ranking list 2012/2013

Comments – Companies in order of ranking (league table style)

1 Toyota Industries Corporation, Japan

It has now almost become the rule: once again this year, Japanese industrial truck manufacturer Toyota heads up the world ranking list. The big step that the company accomplished becomes particularly evident when you view sales growth in reporting year 2012/2013 in Japanese yen (JPY): The difference over the previous year amounts to JPY 25.528 billion, an increase of significantly more than 4 percent. The fact that this leap forwards is not evident when you – in keeping with standard practice on our list – view the result in euro is due solely and entirely to the exchange rate at the end of the financial year. At the end of March 2013, one euro was worth 120.87 Japanese yen, substantially higher than one year ago. If you had been able to apply the exchange rate of the previous year, Toyota would be posting annual sales of €5.4 billion with its industrial trucks. However, we were obliged to record a figure of €4.9 billion in our table. This highlights once again just how important it is to show figures in their respective national currencies.

For industrial truck sales in Toyota's Material Handling division, we were given a figure of JPY 596,449 billion on our survey form. However, in keeping with figures provided in previous years, this figure also included revenues from appliances that are not motorized industrial trucks: cleaning machines, wheel loaders, shelving units, automated storage and retrieval systems, elevating platforms, other industrial equipment items as well as BT hand-operated devices. In the past, in consultation with Toyota, we reduced the quoted figures for the Material Handling division by 0.7 percent. For this list, the company did not wish to make a statement about the level of reduction. We therefore applied this percentage ourselves because we believe that a reduction of this magnitude is still more accurate than to dispense altogether with a deduction. That is how the value quoted was obtained for the industrial truck sales figure of the world market leader. The industrial trucks from this company are manufactured by the Toyota Material Handling Group (TMHG) division, that in turn constitutes part of Toyota Industries Corporation (TICO). As these figures show, TICO can look back over a successful financial year in 2012/2013. In the segment that

interests us, 'Material Handling Equipment', sales figures remained at a high level similar to that of the preceding financial year. However, while sales revenues were strong in the Japanese and North American markets, income stagnated in Europe, China and in a few emerging countries. Important activities took place in the company in respect of optimization of its production and sales operations. In addition, many new products were launched, tailor-made for the requirements of regional markets. Although sales of forklifts in overseas markets remained almost the same as in the previous year, these activities prompted a rise in domestic sales revenues.

For the whole year, Toyota Industries Corporation publishes a Financial Summary for its financial year in which forecast figures are also itemized for the following year. Based on these, in April 2013 the expectation was for the 2013/2014 financial year to deliver an increase in TICO net sales of 17.6 percent, rising to JPY 1900 billion (depending on exchange rate, equivalent to about €15.7 billion). The net profit of JPY 53.1 billion was slightly lower than it was in the previous year, and the stated wish is to see this rise by 22.4 percent.

In October 2012, TICO and the Cascade Corporation announced in identically worded press releases that Toyota had concluded a contractual agreement to take over Cascade. In this contract, it was agreed that the parent company of manufacturer Toyota Material Handling would assume 100 percent of all shares of the American mounted appliance manufacturer Cascade. This strategically important expansion of the business activities of Material Handling Equipment was completed in March 2013 with the 100% takeover of Cascade, the world market leader for stacker truck attachments. More details of this will almost certainly be available at the forthcoming CeMAT trade fair in Hanover. At this trade fair, Toyota Material Handling Europe will for the first time be in Pavilion 32, exhibiting on a larger and more representative area than ever before. ► www.toyota-industries.com

2 Kion, Germany

The market appearance of Kion Group, based in Wiesbaden, took the form of two global brands, namely Linde and Still, as well as four regional brands: Fenwick (France), OM-Still

(Italy), Baoli (China and emerging countries) as well as Voltas MH (India). The Germans have bundled their business into four operational segments: In the 'Linde Material Handling (LMH)' segment, the brands of Linde, Fenwick and Baoli are grouped together. Until it sold its majority holding in Linde Hydraulics, this segment also belonged to LMH. The second segment 'Still' comprises the brands of Still and OM-Still. The third segment bears the designation of 'Financial Services' and operates as a sales-support financial services business. The fourth segment 'Other', mostly comprises in-house IT-related activities, logistical services, Group holding activities and the Voltas MH brand.

In the 2012 reporting year, Kion was able to maintain the second place in the world rankings list. Group sales rose from €4,368 billion in 2011 by 8.2 percent to €4,727 billion in the reporting year – and achieved this with a 3.0 percent reduction in its payroll staff. The order intake for the Group rose just slightly, by 0.4 percent, to €4,700 billion. It was particularly encouraging for this group of companies to return to a Group profit in the 2012 financial year after many loss-making years, and to a substantial profit at that: €161 million after tax. Expectations had not been this optimistic.

Since 2006, Kion has been owned by Private Equity holding company KKR in New York and by the investment banking and securities trading company Goldman Sachs Capital Partners, also based in New York. At the end of 2012, the Chinese company Weichai Power invested in a 25 percent stake in the Wiesbaden-based company for which it paid €738 million. As stated at the time, this was the biggest ever Chinese direct investment in Germany. The new major shareholder, Weichai Power Co., Ltd., a subsidiary of the Shandong Heavy Industry Group, is one of the leading groups of companies in China in the commercial vehicle and automotive supplier sector. This partnership with Weichai is suitable, according to Kion Group AG, to give it even better market access to China, because the world's second largest industrial truck manufacturer wishes to expand into Asia after obtaining its stock market listing in June 2013.

In February 2013, Konecranes and Linde Material Handling announced that both companies had signed an agreement in the container-handler business. This involves the Finnish company Konecranes acquiring assets

of the Container-Handler division of Linde Material Handling. The Lift Trucks division of Konecranes has been collaborating for a long time with container ports and terminals. Both companies also signed a long-term delivery contact and, according to their own statement, will be collaborating to further improve the international competitiveness of their respective Container-Handler businesses. In future, both companies will also offer reach stackers, as well as handlers for empty and full containers, with all manufacturing being relocated after a certain period of time to plants run by Konecranes. Furthermore, Konecranes will have access to the sales network of Linde Material Handling. As announced back in May 2013, by the end of October 2013 a high proportion of the worldwide heavy stacker production of Linde Material Handling would be sub-contracted to a plant in the Czech Republic. The plant in Merthyr Tydfil in Wales, UK, in which container stackers were produced until recently, has been closed. This was due to the substantial losses incurred there in previous years.

► www.kiongroup.com

3 Jungheinrich, Germany

“In overall terms, Jungheinrich completed its 2012 financial year with sales and profit figures that once again outperformed previous record figures for the Group. All divisions contributed towards this positive outcome. It has been particularly encouraging to see the strong upwards trend in the logistics systems business and the substantial rise in our rental/leasing business.” These are the opening words of the Annual Report of Jungheinrich AG, based in Hamburg. The veracity of this statement is borne out by the figures. In the 2012 financial year, the intralogistics specialist achieved Group sales of €2.229 billion (previous year: €2.116 billion). In the last financial year, this corporation also achieved a substantial and positive result in post-tax earnings of €110 million. Order intake, across all business sectors, rose from €2.178 to €2.251 billion.

Jungheinrich is not only involved in the development, manufacture and sale of industrial trucks but also continues to work in-

tensively on its activities in the logistics systems and services sector, i.e. a complete ‘intra-logistics’ portfolio. For that reason, we also requested a separate set of sales figures for their motorized industrial trucks, since only these figures are relevant to our rankings list. This was their answer: €2.015 billion for 2012. Which is 4.8 percent more than in the previous year. This ensures that the Hamburg-based company remains third on the league table once again this year.

In September 2012 the Board of Management presented its strategy for the next five years to the Supervisory Board. The focal points of future activities are to be the further expansion of business in Europe and a substantial increase in the level of sales activities in Asia. By the same token, Jungheinrich wishes to prioritize its business with motorized (engined) fork lifts because these account for more than three quarters of the market in the People’s Republic of China. Likewise, Jungheinrich will force business with combustion engine powered forklifts, which make up in the People’s Republic of China more than three-quarters of the market. Furthermore, the company wishes to drive its logistics systems business further forward. Particularly in the logistics systems sector, the company has a unique selling point (USP). The company wishes to leverage this advantage and to build upon it yet further. The Hamburg-based company believes that the spare parts business has an important role to play. Accordingly, with the construction of a new spare parts centre to the North of Hamburg at a cost of more than €35 million, the company is laying groundwork for further business growth.

Initially, the 2013 financial year got off to a fairly subdued start for Jungheinrich. While the world market for industrial trucks was seen to be pulling ahead slightly, thanks to demand in China, it was also felt that ‘brakes were being applied’, particularly in western Europe. Group order intake during the first nine months of the current financial year exceeded the previous year’s figure of €1.72 billion by a small margin. In November 2013, the company was anticipating an operating profit for the full year of between €165 and €170 million. Until that point, management had been banking on profits of up to €175

million. The reason for this dip in confidence can be traced to delays in the launch of production in the new plant for warehouse and systems appliances at the Degerpoint site in Bavaria. As a result, fewer vehicles were produced in September than planned. For the 2014 financial year, Jungheinrich is anticipating an improvement in global economic conditions. Against this backdrop, the world market for industrial trucks in the coming year looks set to rise, although possibly with regional variations.

In 2013, Jungheinrich celebrated a little anniversary: On 7 August 1953, the company was founded by Dr. Friedrich Jungheinrich. This event was celebrated with due pomp and ceremony with customers and employees in the second half of the year under the motto of ‘60 Years of Passion for Logistics’. It is also fitting for this anniversary year for the Hamburg-based company to have won prizes at the first ever IFOY Award ‘International Forklift Truck of the Year’, and to have done so in two of four categories. ► www.jungheinrich.de

4 Hyster-Yale Materials Handling, USA

One year ago, this company was in 4th place on the world rankings list, but under a different name: that of ‘Nacco’. This is the US American Nacco Materials Handling Group, Inc. (NMHG), a division of holding company Nacco Industries, Inc. As we wrote one year ago, since October 2012, NMHG has been continuing to run its two fork lift brands Hyster and Yale as a separate and independent company by the name of Hyster-Yale Materials Handling, Inc. with its head office in Cleveland, Ohio. Its shares are traded on the New York stock exchange under the name of ‘HY’. For that reason, an Annual Report was produced.

In the reporting year, that for this company matches the calendar year, a workforce of 5300 achieved annual sales of US\$2.469 billion. At an exchange rate of 1.3194, that equates to €1.871 billion. This is – in terms of the US dollar – a marginal change, namely 3 percent less than one year earlier. However, the company has posted a rise in net profits. In the previous year, it reported net profits of US\$82.6 million. This year, i.e. for 2012, the Americans have reported a figure of US\$98.0 million, which equates to about €74 million.

As a presentation from Hyster-Yale back in March 2013 shows, more than 76,900 units were sold in the reporting year. The product range of the company is the broadest on the market, according to the company’s own statements. It offers vehicles in all five classes: electrically powered stacker trucks, combustion-engined counterweight stack-

The major international trade associations

ABIMAQ	= Associação Brasileira da Indústria de Máquinas e Equipamentos (economic region of Brazil)
CITA	= China Industrial Truck Association (economic region of PR China)
FEM IT	= European Federation of Materials Handling, Product Group Industrial Trucks (European Economic Area),
ITA	= Industrial Truck Association (economic region of USA, Canada, Mexico)
JIVA	= Japanese Industrial Vehicle Association (economic region of Japan)
KOCEMA	= Korean Construction Equipment Manufacturers Association (economic region of South Korea)

Rank	Manufacturer	Year	Powered Ind. Truck Sales			Total Corporation Sales			Profit/ Loss*	Employees		Manufacturer
			Mio. EUR	Mio. Valuta	JPY	Mio. EUR	Mio. Valuta	JPY		Tot. Corp.	Ind.Trucks	
1	 TOYOTA	2012/13	4.900	592.274	JPY	13.363	1.615.244	JPY	G	47.412	23.044	Toyota Industries Corp. Japan (BT, Cesab, Raymond)
		2011/12	5.173	566.746	JPY	14.087	1.543.352	JPY	G	43.516	19.520	
		2010/11	4.172	490.676	JPY	12.583	1.479.839	JPY	G	40.825	17.974	
		2009/10	3.390	426.919	JPY	10.941	1.377.769	JPY	V	38.903	16.583	
		2008/09	4.842	635.123	JPY	12.078	1.584.252	JPY	V	39.916	18.652	
2	 KION GROUP	2012	4.727	4.727	EUR	4.727	4.727	EUR	G	21.215	21.215	Kion Germany (Linde, Still, OM, Baoli, Fenwick, Voltas) FY = Calendar Year
		2011	4.368	4.368	EUR	4.368	4.368	EUR	V	21.862	21.862	
		2010	3.534	3.534	EUR	3.534	3.534	EUR	V	19.968	19.968	
		2009	3.084	3.084	EUR	3.084	3.084	EUR	V	19.953	19.953	
		2008	4.554	4.554	EUR	4.554	4.554	EUR	V	21.168	21.168	
3	 JUNGHEINRICH	2012	2.015	2.015	EUR	2.229	2.229	EUR	G	11.261	11.261	Jungheinrich Germany FY = Calendar Year
		2011	1.922	1.922	EUR	2.116	2.116	EUR	G	10.711	10.711	
		2010	1.653	1.653	EUR	1.816	1.816	EUR	G	10.138	10.138	
		2009	1.526	1.526	EUR	1.677	1.677	EUR	V	10.266	10.266	
		2008	1.901	1.901	EUR	2.145	2.145	EUR	G	10.784	10.784	
4	 HYSTER-YALE MATERIALS HANDLING	2012	1.871	2.469	USD	1.871	2.469	USD	G	5.300	5.300	Hyster-Yale Materials Handling USA (Yale, Hyster, Utilev) FY = Calendar Year
		2011	1.919	2.541	USD	2.511	3.331	USD	G	9.300	5.300	
		2010	1.349	1.802	USD	2.011	2.688	USD	G	8.900	5.000	
		2009	1.024	1.475	USD	1.604	2.311	USD	G	8.600	4.500	
		2008	1.969	2.740	USD	2.644	3.680	USD	V	9.500		
5	 CROWN	2012/13	1.718	2.200	USD	1.718	2.200	USD	G	10.100	10.100	Crown Equipment Corporation USA FY 1.4. – 31.3.
		2011/12	1.572	2.100	USD	1.588	2.121	USD	G	9.400	9.400	
		2010/11	1.267	1.800	USD	1.280	1.818	USD	G	8.400	8.400	
		2009/10	1.175	1.584	USD	1.187	1.600	USD	G	7.200	7.200	
		2008/09	1.355	1.803	USD	1.368	1.821	USD	G	7.436	7.436	
6	 CARGOTEC	2012	1.422	1.422	EUR	3.327	3.327	EUR	G	10.294	5.067	Cargotec Finland (Kalmar) FY = Calendar Year
		2011	1.020	1.020	EUR	3.139	3.139	EUR	G	10.928	2.612	
		2010	1.020	1.020	EUR	2.575	2.575	EUR	G	9.832	2.000	
		2009	1.007	1.007	EUR	2.581	2.581	EUR	G	9.606	3.500	
		2008	1.516	1.516	EUR	3.399	3.399	EUR	G	11.826	4.308	
7	 UNICARRIERS	2012/13	1.200	145.044	JPY	1.200	145.044	JPY	U	4.890	4.890	UniCarriers Japan (Nissan, TCM, Atlet) FY 1.4. – 31.3.
		2011/12										
		2010/11										
		2009/10										
		2008/09										
8	 MITSUBISHI HEAVY INDUSTRIES, LTD.	2012/13	1.023	123.650	JPY	23.313	2.817.800	JPY	G	68.213	2.309	Mitsubishi Heavy Industries Japan (Mitsubishi, Mitsubishi Caterpillar Sagamihara Mach. Works, Rocla) FY 1.4. – 31.3.
		2011/12	1.042	114.162	JPY	25.748	2.820.900	JPY	G	68.887		
		2010/11	928	109.142	JPY	24.690	2.903.770	JPY	G	68.816		
		2009/10	681	85.758	JPY	23.353	2.940.887	JPY	G	67.669		
		2008/09	1.153	151.239	JPY	25.735	3.375.674	JPY	G	67.416		
9	 MANITOU	2012	1.020	1.020	EUR	1.265	1.265	EUR	G	3.219	2.500	Manitou France FY = Calendar Year
		2011	925	925	EUR	1.131	1.131	EUR	G	3.061		
		2010	697	697	EUR	838	838	EUR	G	2.778		
		2009	581	581	EUR	684	684	EUR	V	2.643		
		2008	1.110	1.110	EUR	1.278	1.278	EUR	G	3.319		
10	 HELI	2012	746	6.135	CNY				G		5.844	Anhui Heli PR China FY = Calendar Year
		2011	782	6.377	CNY				G		6.279	
		2010	576	5.084	CNY				G	6.200	5.000	
		2009	317	3.115	CNY	378	3.720	CNY	G			
		2008	317	3.010	CNY	378	3.594	CNY	G		4.800	

* G (Profit), V (Loss), U (Unknown)

Rank	Manufacturer	Year	Powered Ind. Truck Sales			Total Corporation Sales			Profit/ Loss*	Employees		Manufacturer
			Mio. EUR	Mio. Valuta		Mio. EUR	Mio. Valuta			Tot. Corp.	Ind. Trucks	
11	KOMATSU	2012/13	650	78.600	JPY	15.594	1.884.900	JPY	G	46.000		Komatsu Japan FY 1.4. – 31.3.
		2011/12	761	83.365	JPY	18.088	1.981.763	JPY	G	44.206		
		2010/11	680	79.990	JPY	15.672	1.843.127	JPY	G	41.059	3.119	
		2009/10	551	69.400	JPY	11.368	1.431.564	JPY	G	38.518	3.389	
		2008/09	890	116.713	JPY	15.413	2.021.743	JPY	G	39.855	3.618	
12	 HANGCHA	2012	643	5.287	CNY	1.119	9.201	CNY	G	2.195	1.079	Hangcha Group PR China FY = Calendar Year
		2011	681	5.554	CNY	1.023	8.342	CNY	G	2.230	1.800	
		2010	521	4.593	CNY	806	7.110	CNY	G	2.051	2.051	
		2009	306	3.005	CNY	410	4.034	CNY	G	2.029	2.029	
		2008	346	3.286	CNY	454	4.315	CNY	G	2.500	1.100	
13	NICHIYU	2012/13	583	70.427	JPY	690	83.367	JPY	G	2.972	2.741	Nippon Yusoki Japan (Nichiyu) FY 1.4. – 31.3.
		2011/12	623	68.304	JPY	749	82.006	JPY	G	2.872	2.624	
		2010/11	518	60.899	JPY	611	71.918	JPY	G	2.793	2.540	
		2009/10	441	55.520	JPY	523	65.903	JPY	V	2.724	2.212	
		2008/09	397	52.051	JPY	500	65.606	JPY	G	2.229	1.698	
14	 CLARK	2012	516	725.810	KRW	1.899	2.669.829	KRW	G	13.000	1.500	Clark South Korea FY = Calendar Year
		2011	523	783.655	KRW	1.919	2.875.330	KRW	G	13.000	1.500	
		2010	427	639.472	KRW	1.426	2.137.187	KRW	G	11.000	1.300	
		2009	281	468.640	KRW	1.187	1.978.693	KRW	G	10.500	1.055	
		2008	526	967.338	KRW	1.271	2.337.734	KRW	G	11.000	706	
15	 DOOSAN Infracore	2012	470	660.928	KRW	5.802	8.158.400	KRW	G		850	Doosan Infracore South Korea FY = Calendar Year
		2011	476	713.376	KRW	5.647	8.463.086	KRW	G	14.376	800	
		2010	322	482.697	KRW	4.991	7.481.919	KRW	G	14.000	750	
		2009	319	531.763	KRW	1.598	2.663.000	KRW	V		792	
		2008	461	847.839	KRW	2.155	3.963.000	KRW	V		750	
16	 HYUNDAI HEAVY INDUSTRIES CO., LTD.	2012	373	524.267	KRW	38.900	54.702.185	KRW	G	25.439	258	Hyundai Heavy Industries South Korea FY = Calendar Year
		2011	277	414.845	KRW	35.839	53.711.666	KRW	G	24.948		
		2010	179	267.642	KRW	24.911	37.342.404	KRW	G	24.222	550	
		2009	115	192.513	KRW	12.683	21.142.197	KRW	G	24.475	155	
		2008	162	297.756	KRW	10.851	19.957.100	KRW	G	25.000	1.200	
17	 MERLO	2012	343	343	EUR	404	404	EUR	U	1.034	750	Merlo Italy FY = Calendar Year
		2011	311	311	EUR	380	380	EUR	U	1.038	737	
		2010	243	243	EUR	287	287	EUR	U	950	664	
		2009	223	223	EUR	280	280	EUR	U	952	642	
		2008	349	349	EUR	395	395	EUR	U	980	680	
18	 Tailift	2012	148	5.676	TWD	174	6.673	TWD	G	1.350	550	Tailift Group Republic of China (Tailift, Artison, ASW, GCPower) FY = Calendar Year
		2011	123	4.797	TWD	205	7.995	TWD	G	1.450	600	
		2010	84	3.233	TWD	123	4.733	TWD	G	1.200		
		2009	96	4.431	TWD	156	7.208	TWD	G	1.200		
		2008	135	6.246	TWD	180	8.328	TWD	G	1.700		
19	KONECRANES	2012	138	138	EUR	2.170	2.170	EUR	G	11.917	155	Konecranes Finland FY = Calendar Year
		2011	124	124	EUR	1.896	1.896	EUR	G	11.651	133	
		2010	91	91	EUR	1.546	1.546	EUR	G	10.042	112	
		2009	81	81	EUR	1.671	1.671	EUR	G	9.782	120	
		2008	102	102	EUR	2.103	2.103	EUR	G	9.904	137	
20	 EP	2012	115	945	CNY	173	1.422	CNY	U	1.500	800	EP Equipment PR China FY = Calendar Year
		2011	120	979	CNY	180	1.469	CNY	G	1.500	800	
		2010	95	838	CNY	125	1.103	CNY	U	1.500	800	
		2009	62	610	CNY	84	826	CNY	U			
		2008	60	570	CNY	80	760	CNY	G	900	630	

* G (Profit), V (Loss), U (Unknown)

Rank	Manufacturer	Year	Powered Ind. Truck Sales			Total Corporation Sales			Profit/ Loss*	Employees		Manufacturer
			Mio. EUR	Mio. Valuta		Mio. EUR	Mio. Valuta			Tot. Corp.	Ind.Trucks	
21		2011/12	110	110	EUR	110	110	EUR	G	250	250	Combilift
		2010/11	92	92	EUR	92	92	EUR	G	210	210	Ireland
		2009/10	82	82	EUR	82	82	EUR	G	170	170	
		2008/09	74	74	EUR	74	74	EUR	G	150	150	
		2007/08	95	95	EUR	95	95	EUR	G	190	190	FY 1.9. – 31.8.
22	HUBTEX.	2012	75	75	EUR	92	92	EUR	G	480	335	Hubtex
		2011	59	59	EUR	75	75	EUR	G	450	309	Germany
		2010	53	53	EUR	66	66	EUR	G	500	360	
		2009	58	58	EUR	72	72	EUR	G	447	289	
		2008	73	73	EUR	92	92	EUR	G	520	370	FY = Calendar Year
23		2012	66	540	CNY	205	1.682	CNY	G	2.000	650	Zhejiang Maximal Forklift
		2011	53	430	CNY				G	1.800	600	PR China
		2010	41	360	CNY				G	1.600	500	
		2009	15	147	CNY				G	1.500	500	
		2008	23	223	CNY				G	1.300	400	FY = Calendar Year
24		2012	57	473	CNY	57	473	CNY	U			Hytsu Group
		2011	67	548	CNY	67	548	CNY	U			PR China
		2010	52	457	CNY	52	457	CNY	G	500	300	
		2009	60	586	CNY	60	586	CNY	G	486	318	
		2008										FY = Calendar Year
25	SVETRUCK	2011/12	55	458	SEK	59	492	SEK	G	210	187	Svetruck
		2010/11	54	495	SEK	57	526	SEK	G	219	193	Sweden
		2009/10	54	507	SEK	57	535	SEK	V	233	207	
		2008/09	57	582	SEK	63	644	SEK	G	247	216	
		2007/08	56	529	SEK	62	585	SEK	G	233	208	FY 1.9. – 31.8.
26	<i>Godrej</i>	2012/13	54	3.721	INR	924	64.310	INR	G	15.732	1.269	Godrej & Boyce
		2011/12	51	3.494	INR	913	62.130	INR	G	13.345	1.081	India
		2010/11	48	3.040	INR	867	54.911	INR	G	13.151	1.012	
		2009/10	36	2.179	INR	721	43.622	INR	G	12.654	849	
		2008/09	35	2.418	INR	586	40.351	INR	G	11.675	745	FY 1.4. – 31.3.
27	<i>Paletrans</i>	2012	44	120	BRL	47	128	BRL	G	387	356	Paletrans
		2011	45	109	BRL	56	135	BRL	G	401	295	Brazil
		2010	46	101	BRL	61	136	BRL	G	421	338	
		2009	20	50	BRL	26	65	BRL	G	344	274	
		2008	19	63	BRL	17	54	BRL	G	272	213	FY = Calendar Year
28	Stöcklin	2012	25	30	CHF	75	90	CHF	G	480	60	Stöcklin
		2011	24	30	CHF	78	95	CHF	G	500	60	Switzerland
		2010	23	29	CHF	90	113	CHF	G	510	61	
		2009	19	28	CHF	82	122	CHF	G	504	59	
		2008	23	35	CHF	90	134	CHF	G	520	63	FY = Calendar Year
29		2012	25	25	EUR	59	59	EUR	V	178	133	OMG
		2011	30	30	EUR	46	46	EUR	V	178	133	Italy
		2010	27	27	EUR	42	42	EUR	V	178	133	
		2009	20	20	EUR	23	23	EUR	V	125	102	
		2008	29	29	EUR	32	32	EUR	U	137	112	FY = Calendar Year
30	BAUMANN CAVAION SIDELOADERS	2012	25	25	EUR	25	25	EUR	G	78	78	Baumann
		2011	23	23	EUR	23	23	EUR	G	74	74	Italy
		2010	18	18	EUR	18	18	EUR	G	67	67	
		2009	20	20	EUR	20	20	EUR	G	67	67	
		2008	24	24	EUR	24	24	EUR	G	76	76	FY = Calendar Year

* G (Profit), V (Loss), U (Unknown)

Rank	Manufacturer	Year	Powered Ind. Truck Sales		Total Corporation Sales			Profit/Loss*	Employees		Manufacturer
			Mio. EUR	Mio. Valuta	Mio. EUR	Mio. Valuta		Tot. Corp.	Ind. Trucks		
31	Magaziner	2012	12	12 EUR	12	12 EUR	G	60	60	Magaziner Germany	
		2011	12	12 EUR	12	12 EUR	G	60	60		
		2010	11	11 EUR	11	11 EUR	G	60	60		
		2009	10	10 EUR	10	10 EUR	G	60	60		
		2008	15	15 EUR	15	15 EUR	G	65	65	FY = Calendar Year	
32	MIAG	2012	11	11 EUR	11	11 EUR	G	90	90	Miag Germany	
		2011	11	11 EUR	11	11 EUR	G	90	90		
		2010	11	11 EUR	11	11 EUR	G	90	90		
		2009	10	10 EUR	13	13 EUR	G	90	90		
		2008	13	13 EUR	13	13 EUR	U	90	90	FY = Calendar Year	

The Table on the Internet: www.dhf-magazin.com

* G (Profit), V (Loss), U (Unknown)

Conversion Table for the World Ranking List 2012/2013										
Average exchange rates of the European Central Bank based on 1 EUR, to the end of each fiscal year										
Country	Brasil	India	Japan	Sweden	Switzerland	South Korea	Taiwan	USA	PR China	
Year	BRL	INR	JPY	SEK	CHF	KRW	TWD	USD	CNY	
2012	2,703600	69,566000	120,870000	8,336200	1,207200	1406,230000	38,349300	1,319400 ¹⁾	1,280500 ²⁾	8,220700
2011	2,415900	68,042000	109,560000	9,164000	1,215600	1498,690000	38,998000	1,323900	1,335600	8,158800
2010	2,217700	63,345000	117,610000	9,389000	1,250400	1499,060000	38,482400	1,336200	1,420700	8,822000
2009	2,511300	60,514000	125,930000	10,219100	1,483600	1666,970000	46,204100	1,440600	1,347900	9,835000
2008	3,243600	68,909730	131,170000	9,438100	1,485000	1839,130000	46,266840	1,391700	1,330800	9,495600

¹⁾ 31.12.2012 ²⁾ 28.03.2013

Encyclopaedia of Forklift-Trucks



New Edition 2014

The updated standard work „Encyclopaedia of Forklift-Trucks“ will be published in the second quarter of 2014. It will include the latest technology and lots of new and updated laws and norms. The Encyclopaedia is an indispensable work of reference for every producer, distributor or user of Forklift-Trucks.

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er trucks, warehouse technology appliances and heavy-duty fork lifts for loads of up to 52 tons. Deliveries are spread across the regions of America with 63 percent, Europe, Middle East and Africa (EMEA) with 27 percent, and the Asia-Pacific region with 10 percent.

We were able to glean from the Annual Report of Hyster-Yale that the company is launching yet another brand. This is known as 'Utilev' (www.utilev.com). The Utilev is a low-cost fork lift, electrically combustion-engined powered, for loads of up to 3.5 tons, and it is being rolled out internationally in progressive stages. ► www.hyster-yale.com

5 Crown Equipment Corp., USA

With new products and a continuous expansion in its worldwide sales network, industrial truck specialist Crown claims to be able to reach more customers, although the 2012/2013 reporting year was not exactly crowned by any substantial rise in market demand. Due to the fact that this US-American company, based in New Bremen in Ohio and now in its fourth generation of family ownership, is not required to publish data, i.e. does not have to issue an Annual Report, we obtained the figures we needed for the world rankings list from a survey form completed by Crown in Munich. According to this data, the Americans achieved sales of US\$2.2 billion with a total workforce of 10100, and accomplished this in a reporting period of 1 April 2012 to 31 March 2013. That equates to €1.718 billion, meaning that Crown once again occupies 5th place on the world rankings list. The figures relate to all electrically powered appliances such as Electric pedestrian trucks, Electric stacker trucks, electrically powered 3- and 4-wheeled Counterbalanced fork lift trucks, Reach trucks, Order picker and narrow aisle stackers. Crown does have unpowered hand-guided elevating platforms in its portfolio, but they emphasized that sales figures for these were not included in the data provided.

For some years, products from this manufacturer, all of which are battery-powered, have been getting awarded prizes. For example, in 2013, Crown received the IFOY Award for its fleet management system, at the LogiMAT trade fair in Stuttgart it received the award for 'Best Product of 2013' for the prototype of a flexible, semi-automatic solution for floor-handling tasks and then, at the IMHX trade fair in the UK, it received the Design 4 Safety Award in recognition of a powered pedestrian truck with driver's cab.

With the Americans, there are grounds for cautious optimism, i.e. for believing that the market will slowly recover in the course

of 2014 and that Crown will benefit from this. Possibly, the official market launch of the new combustion-engined C5 counterweight stacker truck with driver's cab for outside use will help towards this goal in the first quarter of 2014. ► www.crown.com

6 Cargotec Corporation, Finland

The Finnish Cargotec Group, based in Helsinki and traded on the stock market in Helsinki, has three business fields: Hiab, Kalmar and MacGregor. Hiab is a provider of equipment to mobile load transfer facilities. This includes truck loading cranes, forestry and recycling cranes, piggy-back fork lifts in the Moffett brand, Multilift replacement appliances and load side panels. Kalmar is the specialist for tractors, reach stackers, mobile gantry lifting equipment, front-loader fork lifts for handling full and empty containers, as well as semi-automatic and fully automatic crane systems for freight & cargo transport solutions. MacGregor delivers maritime transport solutions. In overall terms, Cargotec has production locations in 18 countries. As evident from the Annual Report of the company, total sales rose in 2012 from €3.139 to €3.327 billion. The payroll staff at the end of the financial year numbered 10,294. While total sales revenues rose, net profits contracted slightly from €149.3 to €89.2 million.

In the context of this world rankings list, it is Kalmar that features most prominently. This global supplier of equipment for the handling of heavy goods, and a provider of services for the operators of ports, terminal and intermodal operations and industrial corporations, enjoyed a good start to the New Year, but results nonetheless lagged behind expectations due to substantial cost overshoots in certain projects. That is the picture painted in the Cargotec Annual Report. Despite that, it was possible during the financial year, one that mirrors the calendar year, to add almost 40 percent to sales, which rose to €1.422 billion. Prospects also look good for the following year, with order intake levels standing at €1.488 billion. ► www.cargotec.com

7 Unicarriers Corporation, Japan

'Concentration processes' had been anticipated for a long time on the market for industrial trucks. Now, during reporting year 2012/2013, several of these transactions took place. This is probably due to the turbulent economic situation of the last few years. The companies of Nissan Forklift Co., Ltd. and TCM Corporation wish to face up to the new

circumstances, and since 1 April 2013 have merged under the new name of Unicarriers Corporation. With Unicarriers Holdings an umbrella company was established by Unicarriers that includes a large number of existing organizations from the preceding structure.

The new company comprises four brands: Nissan Forklift, TCM, Atlet and Unicarriers. To assure a brand transfer of these brands on an equitable basis, with effect from the third quarter of 2013, the addition text of 'by Unicarriers' will appear on all vehicles and equipment items. Over the next two to three years, a transitional period should take place for this brand transfer process, and the Unicarriers logo will move into the foreground. Ultimately, this will lead to all products being marketed in their entirety under the Unicarriers brand name.

The editorial team would still be keen to have the figures for Nissan Forklift and TCM disclosed separately for the reporting year 2012/2013 because the above merger did not actually take place until reporting year 2013/2014. Further to this, we were advised in response to an enquiry we made that it would no longer be possible to provide a breakdown of figures as suggested above. With the figures communicated to us – €1.2 billion corresponding to JPY 145.044 billion – newcomer Unicarriers has gone straight to one of the highest rankings in the table.

► www.unicarriers.co.jp/en

8 Mitsubishi Heavy Industries, Japan

Mitsubishi is a Japanese brand under which over two hundred different companies, groups of companies, foundations and other organizations are networked. Although most of them have been founded under the named brand, and use the three-rhombus/diamond logo, they are all legally separate entities.

The most important companies within this conglomerate include Mitsubishi Heavy Industries Ltd. (MHI), and this company is home to the industrial trucks. Based on the figures we received from Mitsubishi Caterpillar Forklift Europe B.V. (MCFE) in the Dutch town of Almere, sales of motorized industrial trucks declined slightly in this reporting year (to 31 March 2013), dropping almost 2 percent to €1.023 billion. Due to this and to the fact that Nissan and TCM amalgamated to form Unicarriers, Mitsubishi slipped from 6th to 8th place on the rankings list.

The figure we were given for industrial trucks manufactured during the reporting year was 40979 units, achieved with 2300 employees. In a similar way to the growth of sales in the industrial trucks sector, total sales

of MHI also posted a slight decline, down to JPY 2817.8 billion (€23.313 billion). This development in sales performance should however reverse in the following year because the 2013 MHI Annual Report shows a strong order book valued at JPY 3032.21 billion. There was a sharp rise in net profits, from JPY 24.5 to 97.3 billion, a figure not reached in any of the previous ten years.

In early 2013, Mitsubishi Heavy Industries Ltd. and another Japanese company Nippon Yusoki Co., Ltd (the Nichiyu brand) announced that their new company Mitsubishi Nichiyu Forklift Co Ltd., that started work in April 2013 wished to enter the leading Group of Three, i.e. to become one of the largest manufacturers of industrial trucks. The new company was created through the integration of MHI industrial truck activities and those of Nippon Yusoki. Cooperation between MHI and Nippon Yusoki has a long tradition. For more than 40 years, the two companies have worked together, with the strengths of Nippon Yusoki lying in electrically powered appliances. Mitsubishi's expertise lies more in vehicles with an internal combustion engine.

► www.mitforklift.com

9 Manitou, France

Founded in 1958, the Manitou Group is one of the world's leading providers of off-road industrial trucks, warehouse technology appliances and elevating platforms. The main production location is in the French town of Ancenis. Production in Italy is located in Castelfranco Emilia. Manitou has other production facilities in the USA. The corporation is divided into three divisions: Rough Terrain Handling (RTH), Compact Equipment (CE) and Industrial Material Handling (IMH). The RTH division is home to telescopic stacker trucks and commercial lifting platforms. The CE division is home to wheel loaders as well as telescopic stacker trucks. They carry the brand names 'Gehl' and 'Mustang'. The IMH division primarily manufactures warehousing technology vehicles. The sale of products made by the Japanese Toyota corporation was stopped on 31 December 2012 but to the best of our knowledge, the Japanese still hold a 2.83 percent stake in Manitou. In October 2013, Yanmar, a Japanese manufacturer of engines for boats and ships as well as for construction vehicles and smaller tractors acquired a 6.26 percent capital stake and voting rights in Manitou BF.

It was pleasing on this occasion to find that we were not obliged to estimate the sales revenues and numbers of employees for all motorized industrial trucks. Instead, Manitou

Deutschland GmbH provided us with this information. We are also pleased about the figures that the company reported. This group of companies achieved net sales of €1.265 billion in the reporting year. One year previously, that figure was €1.131 billion. With industrial trucks, Manitou achieved sales in 2012 amounting to €1.020 billion. The net profits of the French rose from €36.5 to €45.9 million.

► www.manitou.com

10 Anhui Heli, People's Republic of China (PRC)

According to its own statements, Anhui Heli Co., Ltd. is China's largest manufacturer of industrial trucks in China. During the reporting year, the company sold 68622 appliances bearing the Heli brand name, and most of these were supplied to customers in China. The product portfolio includes combustion-engined counterweight stacker trucks, electrically powered fork lifts, warehouse technology equipment, reach stackers and stackers for empty containers. The figures provided to us by Hefei in the Province of Anhui were in US dollars which we then converted, to improve comparability, into Chinese Renminbi (international code: CNY) and entered in our table. In keeping with many other Chinese companies, Anhui Heli had to contend with declining sales. Revenues from industrial trucks dropped from CNY 6.377 billion (~€782 million) to CNY 6.135 billion (~€746 million). That is a drop of about 3.6 percent, so is substantially less than the 9 percent downturn calculated by WITS for the whole of China. At the end of the financial year, 5844 employees worked to achieve those sales. The only reason why the Chinese slipped from ninth to tenth place on the rankings list is that the new company Unicarriers Corporation, created through the merger of Nissan Forklift and TCM, stepped into 7th place.

► www.helichina.com

11 Komatsu Ltd., Japan

The way the numbers played out in reporting year 2012/2013 cannot have pleased the Japanese Komatsu Group. Total sales dropped 4.9 percent to JPY 1884.9 billion, with profits after tax declining by 18.0 percent to JPY 126.321 billion. Sales revenues derived from industrial trucks declined by 6.1 percent to JPY 78.6 billion. At the exchange rate on the closing date of the financial year, 31 March, that equates to €650 million. However, for the coming year 2013/2014 the corporation is optimistic: in its Annual Report, the company expects increases in total sales (+8.8 percent)

and in net earnings (+45.2 percent). Since 2013 was a year in which the key trade fair for Komatsu ('Bauma') was held in Germany, those forecasts may indeed be realistic.

Komatsu was founded in 1921. For a long time, the company was a powerful presence only in Asia. In 1988, jointly with Dresser Industries, a Joint Venture was established under the name of Komatsu Dresser, engaged in the manufacture and sale of construction vehicles. Komatsu was not able to gain significant market shares in Europe until the company acquired various small European producers: in Germany, Hanomag (1989 to 2002) and the hydraulic excavator division of Demag (from 1996). In 1993 a cooperation agreement was signed with Cummins. In 1999, it acquired from Finnish fork lift truck manufacturer Kalmar Industries its North American subsidiary Kalmar AC. In 2003 the Japanese acquired from Finnish company Kone Oyj its subsidiary Partek Forest.

► www.komatsu.com

12 Hangcha Group, People's Republic of China (PRC)

The Zhejiang Hangcha Engineering Machinery Co., Ltd., known as 'Hangcha', claims to be one of China's biggest manufacturers of fork lift trucks. This corporation, based in Hangzhou City, was founded in 1956 as Hangzhou General Machinery Factory. It has been producing fork lift trucks since 1974. In 2009 the manufacturer invested in a production site measuring 60 hectares, spending one billion Renminbi (about €122 million) in a new Hangcha industrial estate. With an annual production capacity of 80000 units, Hangcha is one of the Big Players in the land of the rising sun. The company supplies a range of products, including combustion-engined and electrically powered fork lifts, tractors, various warehousing technology appliances with and without drive units as well as lifting platforms. As Hangcha emphasized, it installs components from renowned suppliers such as Cummins, Yanmar and Nissan. The company claims that 70 percent of its appliances and vehicles are exported to the USA and Europe.

During the 2012 reporting year, the Chinese managed to increase sales revenues to CNY 9.201 billion, but the revenues it derived from industrial trucks dropped by 5.0 percent: Revenues of CNY 5.287 billion (€643 million) were achieved by a workforce of 1079 in this sector. However, the order book situation suggests that things are about to improve. It shows a head of work to the value of CNY 5.5 billion (roughly €670 million).

For some time, there has been a new importer in Europe for Hangcha fork lift trucks, which are being supplied into Germany and

Holland. That company trades as Hangcha Lifting Solutions and is based in the German town of Nordhorn located close to the Dutch border. ► www.hcforklift.com

13 Nippon Yusoki (Nichiyu), Japan

Based on the Annual Report and the completed survey form, we were able to establish that the Japanese corporation Nippon Yusoki Co., Ltd. (Nichiyu brand) experienced a flourishing financial year in 2012/2013. Total sales rose by 1.7 percent to JPY 83.367 billion (€690 million), with net profits rising from JPY 869 to 1035 million. Sales of industrial trucks rose too, by 3.1 percent to JPY 70.427 billion. However, due to the strong euro (€1 being worth JPY 120.87 on 31 March 2013), it looks as though Nichiyu's industrial truck sales revenues have declined: €583 million. The range offered by the Japanese corporation, founded back in 1937 and trading as Nippon Yusoki Co., Ltd. (Nichiyu brand) is very extensive. This extends from electrically powered and combustion-engined fork lift trucks to warehousing technology appliances, tractors, automatic guided vehicles, complete material flow systems and even floor-cleaning appliances.

As already noted in relation to another Japanese corporation, Mitsubishi Heavy Industries Ltd. (MHI, 8th place on the world rankings list), Mitsubishi and Nichiyu reported in early 2013 that their new company Mitsubishi Nichiyu Forklift Co Ltd. had started work. The new company was created through the integration of MHI industrial truck activities and those of Nippon Yusoki.

► www.nmf.co.jp/en

14 Clark, South Korea

The renowned industrial truck manufacturer Clark, whose claim is to have invented the fork lift truck in 1917, has since 2003 belonged to the South Korean conglomerate Young An. In the reporting year, which corresponds to the calendar year for Clark, it was unfortunately not possible to increase sales of motorized industrial trucks. This was after three consecutive years of sales growth. Instead, sales fell from KRW 783.655 to KRW 725.810 billion, or from €523 to €516 million. In respect of these figures, we should point out that we were provided with 2012 figures in US dollars, and we then converted this into euro at the exchange rate factor of 1.32. We then calculated the corresponding figures in South Korean Won (KRW) by applying the exchange rate defined by the European Cen-

tral Bank on the closing date of the financial year. As a consequence, variances may arise in any comparison of sales figures.

The corporation has more than 300 dealerships at more than 500 locations in more than 100 countries, across all continents. The company offers electrically powered fork lift trucks, diesel and LPG-powered stacker trucks and warehouse technology appliances. In summer 2013 the corporation launched twelve new models in its warehouse technology segment. Newcomers to the product range include order pickers, reach trucks and electric pedestrian trucks and electric stacker trucks. A new development sees the company head office relocating shortly to its European headquarters site. To accomplish this move, Clark Europe GmbH, currently based at Mülheim an der Ruhr, is currently acquiring the former company premises of Toyota in Duisburg, and the intention is to move there in February 2014. There have long been plans to construct a production facility – presumably in Duisburg – and these have now been finalized. However, no starting date for construction has yet been decided upon. ► www.clarkmhe.com

15 Doosan Corporation, South Korea

In financial and calendar year 2012 the net sales of the Doosan Corporation declined relative to the levels achieved in the previous year. For example, sales revenues in its Industrial Vehicle division dropped from €476 to €470 million (KRW 713.4 to KRW 661 billion). Total sales also declined slightly. Revenues amounted to KRW 8158 billion. In the previous year, the corporation achieved sales revenues of KRW 8463 billion. In euro terms however, the world rankings list shows a slight increase in sales revenues. That is due to changes in the exchange rate.

Doosan Corporation claims that its Industrial Vehicle segment is the largest manufacturer of commercial vehicles in Korea. The corporation manufactures more than 100 types of fork lift truck, including ones powered by diesel, LPG and electric motor. The company also develops key components for fork lift trucks such as engines, gearboxes, hydraulic systems and on-board diagnosis systems. The division trading as Industrial Vehicle is represented in more than 90 countries by sales partners and by a network of dealerships.

In the last reporting year, industrial truck manufacture was still based with Doosan Infracore. The restructuring was prompted by the wish to segregate the construction vehicle and industrial truck divisions.

► www.doosan-iv.com

16 Hyundai Heavy Industries, South Korea

From the European head office site of Hyundai Heavy Industries Europe N.V. in Belgium, we received figures showing net sales revenues for the Group as a whole, and for the industrial trucks division. These figures show that sales of industrial trucks during the reporting period rose more strongly than other divisions within the Group, from €277 to €373 million (KRW 414.845 to KRW 524.267 billion). That equates to a growth of about 26 percent in KRW terms. The Group figures have risen from KRW 53711.666 to 54702.185 billion (€35.839 to €38.900 billion), i.e. by almost 2 percent. In the industrial trucks division, Hyundai Heavy Industries has a global workforce numbering 258, and a total payroll staff of 25439 within the Group as a whole.

The industrial trucks that interest us form part of the 'Construction Equipment' division. The product range, by way of example, includes LPG stacker trucks of up to 7 tons, and diesel stacker trucks with a maximum load-bearing capacity of 25 tons. Other focal points relating to these South Korean products are electrically powered counterweight stacker trucks, reach trucks, vertical order pickers and tractor vehicles.

► <http://english.hhi.co.kr>

17 Merlo, Italy

The figures for the Italian Merlo Group, a manufacturer of tracked transport vehicles and self-loading mixer vehicles, and for Merlo SpA, a division specializing in telescopic fork lift trucks, were supplied to us, as they always have been in the past, by Merlo Deutschland GmbH in Bremen. The net sales in the industrial trucks division rose from €311 to €343 million and are therefore still slightly below the record levels achieved in 2008. In contrast, within the Group, Merlo achieved a new record result. Here the corporation reported an increase from €380 to €404 million. Based on this, growth in industrial trucks amounted to 10 percent, and to 6 percent in the Group as a whole. The payroll staff declined slightly within the Group, but rose slightly in its industrial trucks business. Unfortunately, we were not advised as to whether the Group of companies made a profit or a loss. In the near future, Merlo is anticipating a slight downturn.

The Merlo Group, founded in 1964, exports more than 90 percent of its production around the globe. The Italians view themselves as market leaders in the sector for telescopic fork lift trucks with rotating upper body, and with telescopic fork lift trucks with hydrostatic

drives. The product range comprises a complete series of rigid and rotating telescopic fork lift trucks, self-loading cement mixer vehicles, multi-purpose tracked transport vehicles and self-propelled work platforms (e.g. workshop ramps). ► www.merlo.com

18 Tailift Group, Republic of China

This corporation, founded in 1973 on the island of Taiwan, built its first fork lift truck in 1975, supplied the figures requested through W. Körner GmbH, responsible for the sale of these appliances in Germany, all quoted in euro. As a result, figures in Taiwan dollars (TWD) converted at the prevailing exchange rate at the end of the financial year can only serve as a guide.

The entire Tailift Group in Nantou achieved sales of €174 million in the 2012 reporting year with a payroll staff of 1350. With the combustion-engined and electrically powered stackers and the warehousing technology appliances with the brand names of 'Tailift', 'Artison', 'ASW' and 'GCpower', this figure amounted to €148 million. In the previous year, that figure was €123 million. That meant that the Taiwanese achieved a jump in sales revenues for industrial trucks in excess of 20.3 percent, following an increase of 46.4 percent in the previous year.

The industrial truck Tailift business, part of the MHE-Division (Material Handling Equipment), operates three production plants, one in Taiwan, one in the People's Republic of China and one in the USA. The Group is Taiwan's largest manufacturer of industrial trucks, and the largest foreign inventory in the industrial trucks sector in the in People's Republic of China. Here they are in 3rd place on the corresponding list of providers. The MHE Division has an annual production capacity of 28,000 units, and it sells its fork lift trucks globally in more than 50 countries. ► www.tailift.com.tw

19 Konecranes, Finland

The stock market-listed corporation Konecranes Oyj with its head office based in the Finnish town of Hyvinkää, is regrettably not prepared to provide data about motorized industrial trucks. That seems fairly illogical since the key figures for Konecranes Lifttrucks AB can be found on the Internet. These figures show that the Swedes improved net sales over the previous year by slightly more than 11 percent, following a year in which sales revenues rose by at least 36 percent. Sales revenues achieved a total of €138 million (previous

year €124 million). The number of employees rose from 133 to 155. Konecranes Oyj has also increased its net sales, from €1.896 to €2.170 billion. That is an increase of 14.5 percent.

Konecranes Oyj was founded as an autonomous company in 1994 by separating from the Kone corporation. Konecranes Lifttrucks AB, based in Sweden, covers the industrial truck sector. This company, previously known as SMV, offers a broad range of appliances for customers in many different sectors, e.g. fork lift trucks, reach stackers, container stackers and 'roll-on-roll-off' (RoRo) vehicles. The load-bearing capacities of these stackers range from 10 to 60 tons. With the container handlers, Konecranes and Linde Material Handling reached agreements in 2013 that are described in greater detail in the section on Kion (2nd place on the rankings list). ► www.konecraneslifttrucks.se

20 EP Equipment, People's Republic of China (PRC)

The product range of EP Equipment, Co., Ltd. based in Hangzhou in the Chinese Province of Zhejiang is an extensive one: This comprises electrically powered fork lift trucks of up to 5 tons, combustion-engined stacker trucks in load-bearing classes of up to 3.5 tons, tractors for towing weights of up to 4.5 tons and numerous warehouse technology appliances, motorized and unmotorized.

Due to the fact that the European representative office of EP Equipment, based in the Netherlands, failed on this occasion to provide us with figures, we have estimated them. With a result that shows a decline of 4 percent compared to the previous year. That is roughly equivalent to the downturn in financial results that other Chinese companies also had to absorb. It emerges from this that the net sales revenues of EP Equipment in its industrial trucks business declined from CNY 979 to CNY 945 million, i.e. from €120 to €115 million. The Group as a whole also experienced a downturn, from CNY 1.469 to CNY 1.422 billion, i.e. from €180 to €173 million. We do not know if the company made profits in 2012. ► www.ep-ep.com

21 Combilift, Ireland

In the 2011/2012 financial year (1.9. – 31.8.) Combilift Ltd., Ireland, achieved its best ever financial result. At the same time, the company continued on its path of continuous growth throughout the reporting year, one that it has followed ever since the world economic crisis. With 250 employees, 40 more than in the previous one-year period, the Irish achieved

net sales of €110 million. This constituted an increase of almost 20 percent over the €92 million achieved in the previous year.

The Irish specialist manufacturer, founded in 1998, is best known for its broad range of four way stackers and specialist narrow aisle forklifts. In 2013, Combilift unveiled a new product: a two-directional 4-wheel side loader with a load-bearing capacity of 5 to 6 tons. Through the development of this rugged appliance, designed for high-speed transport over extended distances, the Irish have laid the groundwork for further positive results in future years. ► www.combilift.com

22 Hubtex, Germany

The increase in sales forecast by Hubtex did in fact take place in 2012. Net sales in the industrial trucks sector rose from €59 to €75 million EUR (+27%), while Group sales rose from €75 to €92 million. The Hubtex Group also reported a profit in what has proven to be its best ever financial year. The number of employees also rose, from 309 to 335 (+8.4%) in the industrial trucks sector, and from 450 to 480 (+6.7%) within the Group.

According to a statement by Hubtex, 2013 is being viewed with optimism because the company has extended its product range to a significant extent. Indeed, the company has never before fielded such a wide range of product types. The overall trend is in favour of ever greater differentiation and ever more specialist, application-specific appliances.

Hubtex claims to supply the world's largest range in the specialist industrial truck segment. With load-bearing capacities of 500 kg to 350 tons. The company achieves its highest volumes with electric multidirectional side loaders, four-way universal stackers and with side loaders. In addition, Hubtex manufactures heavy-duty and special-purpose appliances for practically all industrial sectors, and for the trade.

The German Hubtex group of companies includes several member companies including Hubtex Maschinenbau GmbH & Co. KG in Fulda, Genkinger-Hubtex GmbH in Münsingen and attachment manufacturer Schulte-Henke GmbH in Meschede. ► www.hubtex.de

23 Maximal, People's Republic of China (PRC)

Appearing in the world rankings list for the first time is the Sino-American company founded in 2006 of Zhejiang Maximal Forklift Co., Ltd. from Hangzhou in the People's Republic of China. Maximal builds electrical-

ly powered three-wheeled and four-wheeled fork lift trucks, reach trucks stackers as well as LPG and diesel-powered fork lift trucks, with the last of these rated for loads of up to 32 tons. Added to these are multidirectional and off-road stacker trucks as well as various material handling appliances. Maximal has already found buyers in 113 countries. The export figures have risen since 2007 (sales of 850 industrial trucks) to 3500 in 2012. For 2013, Maximal is anticipating export sales of 4500 units.

The company planning these sales figures is currently expanding and modernising its production plant, and this work is being carried out over a three-year period. In 2013 the company wishes to achieve sales of CNY 700 million, rising to CNY 940 million in 2014 and to CNY 1.2 billion (Renminbi) in 2015. In contrast with the previous year, Maximal has increased its net sales from CNY 430 to CNY 540 million (+25.6%), i.e. from €53 to 66 million. Maximal reported net Group sales of CNY 1.682 billion, i.e. €205 million. The company employs a workforce of 650 in its industrial truck division and has a total payroll staff of about 2000. It is the leading fork lift truck supplier for the Chinese Army.

► <http://www.maxforklift.com>

24 Hytsu, People's Republic of China (PRC)

Despite sending several enquiries, we once again – as in the previous year – received no answer from the Hytsu Group based in Shanghai. For that reason, we took a close look around on the Internet and found what we were looking for in the US-American trade journal 'Modern Materials Handling'. We checked the figures, found them to be plausible and then adopted them. These show that, in its sales revenues for motorized industrial trucks in the 2012 financial year, the company achieved an increase of about eight percent, rising from CNY 438 to CNY 473 million (from €54 to €57 million). Hytsu develops, produces and sells a vast array of different types of industrial truck: electrically powered stackers, combustion-engined stacker trucks (diesel, petrol, gas/LPG), warehousing technology appliances and heavy-duty stacker trucks. In the last decade, Hytsu has grown into a group of companies comprising the following businesses: Hytsu Material Handling Corporation, Shanghai Hytsu Import & Export Company, Ltd., Shanghai T&U Forklifts Company, Ltd., Anhui Hytsu Forklifts Company, Ltd., Hytsu Europe, Hytsu Australia and Hytsu America.

► www.hytsu.com

25 Svetruck, Sweden

Founded in 1977, Svetruck AB, Sweden, has specialized in the production of heavy-duty stacker trucks with load-bearing capacities of between 10 and 52 tons. These rugged appliances that the company manufactures in its Ljunby plant in southern Sweden also includes container stackers and timber handling equipment.

In its 2011/2012 financial year, Svetruck recorded a downturn in net sales (1 Sep – 31 Aug) from SEK 526 to 492 million (-6.5%) across the Group as a whole, and from SEK 495 to 458 million (-7.5%) in respect of industrial trucks. Due to the fact that net sales in euro is the key indicator on this world rankings list, purely as a consequence of exchange rate movements, the company is shown as having increased sales revenues from €54 to €55 million. The number of employees has also declined. As in the previous year, Svetruck claims to have posted a net profit.

► www.svetruck.se

26 Godrej & Boyce, India

'Nothing New from India' would be a fair comment. In other words, in keeping with previous years, Godrej & Boyce has increased its net sales revenue and the size of its workforce. That applies to the Group as well as to the industrial trucks sector. The only small exception to this track record is the net sales figure for industrial trucks in crisis year 2009. That relates only to the value in Indian rupees (INR).

As Godrej & Boyce advised us, Group sales in the 2012/2013 financial year that ended on 31 March rose from €913 to €924 million. Sales also rose in the industrial truck sector during the reporting year – in Indian rupee [INR] terms – by 6.5 percent to INR 3.721 billion, which equates to €53.5 million. The number of employees in the industrial truck business has also risen.

The range of products offered by the Godrej & Boyce Manufacturing Co. Ltd., the Number 1 among India's fork lift truck manufacturers and exporters, is very broad. The main products are investment goods and a very diverse range of services. The Godrej Material Handling division plans and delivers storage systems, manufactures and sells fork lift trucks powered by diesel engines, LPG and electric motors, as well as tractor vehicles, warehouse technology and Ex-protection appliances and accessories, e.g. attachments. The marketing of industrial trucks from manufacturers such as Crown, Hubtex,

Merlo and Komatsu also forms part of the activities profile of this Indian corporation. In addition, Godrej Material Handling reconditions fork lift trucks.

► www.godrej.com

27 Paletrans, Brazil

The Brazilian corporation Paletrans Equipamentos Ltda. based in Cravinhos in the federal state of São Paulo, the largest industrial conurbation in Latin America, enters the world ranking list for its second time. Paletrans is a company in Grupo Unihold to which the companies of Disktrans (leasing of electric pedestrian trucks and electric stacker trucks) and Paletrans Carretrans also belong. Founded in 1981 as a producer of industrial trailers for in-house transport, for which Paletrans Carretrans is now responsible, the company has been manufacturing fork lift trucks since 1984. In 2003, the production of electrically powered fork lift trucks was launched. Now, to the best of our knowledge, Paletrans has grown into the largest manufacturer of industrial trucks in Latin America, and it exports its equipment into 18 countries including to the European Union. The product range includes a large number of appliance types. These range from electric pedestrian trucks and electric stacker trucks to order picker. Paletrans states that all of its industrial trucks are standard appliances. The company does not manufacture customized special solutions.

Apart from a slight downturn in crisis year 2009, Paletrans, based on the data available to us, has been posting nothing but consistent growth in sales for at least six years. That impression is supported by the fact that this manufacturer, in its 30-year history, manufactured 125000, or half, of the 250000 units it has ever produced, within just the last five years. That has enabled the corporation to increase its net profits in calendar year 2012 by BRL 11 million to BRL 120 million (BRL = Brazilian Real). Although the euro figure quoted in the world rankings list indicates a slight loss of €0.9 million (€45.3 to 44.4 million), that is due solely to the stronger euro. In contrast to this, the net income of the entire group of companies declined from BRL 135 to BRL 128 million (from €56 to €47 million). Nonetheless, Paletrans reported a profit for the Group, but did not provide any figures to support this claim. In line with the figure for sales revenues, at the end of 2012, Grupo Unihold employed fewer people than at the end of the previous year, but the workforce employed by Paletrans increased in size.

► www.paletrans.com.br

**28 Stöcklin,
Switzerland**

The Swiss company Stöcklin Logistik AG with its head office in Dornach near Basle is a globally active provider of intralogistics solutions that employs almost 500 employees. The product range of the company includes industrial trucks and warehousing appliances – all available as stainless steel units – as well as complex end-to-end systems. Often the Swiss work as Main Contractors with these systems. Globally, Stöcklin can point to more than 1000 installed complete systems. In Switzerland, the company focuses on direct sales. Internationally, it relies on dealership networks. In the 2012 financial year, net sales in the industrial truck sector remained at the same level as the previous year, i.e. 2011. The figure being CHF 30 million. However, due to exchange rate fluctuations, there has been a slight increase when expressed in euro terms. Total sales declined from CHF 95 million (€78 million) to CHF 90 million (€75 million). ► www.stoeklin.com

**29 OMG,
Italy**

OMG SpA – OMG stands for Officine Meccaniche Gonzaga – produces appliances that are marketed under its own brand name, as well as under other names, such as Clark. For their part, the Italians source fork lift trucks from partner companies and sell them under their own brand name.

The company, for the fourth consecutive year, has reported a financial loss. Even the figures for net sales, that rose in 2010 and 2011 for HdC, the Holding of OMG, and for OMG itself, have now embarked on a downwards trend. Whereas the holding achieved the same result in 2012 as it did in 2011, the net sales revenues of OMG dropped from roughly €30 to €25 million.

OMG is attempting to take remedial action. Following the measures adopted in 2012 to improve this situation, including by way of example a new sales strategy, and the development of new products, the company has created a second string to its bow through the sale of industrial doors, embarked upon in early 2013. The sales that have been generated from this activity may be able to bolster up the economic situation, but naturally enough have no influence on the net sales revenues in the industrial trucks business, nor can they affect the result recorded in this world rankings list. ► www.omgindustry.com

**30 Baumann,
Italy**

The side loader manufacturer Baumann S.r.l., based on Cavaion on the shores of Lake Garda, continues to thrive and has increased its net sales, following 5 percent growth in the 2011 financial year, by a further €1.5 million to €24.5 million in 2012. That means that the company has once again posted a profitable result and was even able to outperform the result achieved in 2008 prior to the crisis. Moreover, it accomplished this feat with a team whose numbers have only grown by four to 78. Due to the fact that exports still account for 98.50% of sales, the side stacker specialists continue to benefit from their strong export sales. They sell their appliances in 60 countries through 106 dealerships. Success also provides scope for investments, meaning that Baumann was able in late 2012 to construct a new factory building as well as a modern paintshop facility. Baumann presents the launch of its EGX electric side loader, designed for challenging applications, as the most noteworthy event in its 2012 financial year. These units run on DC electrical power, confirming the trend that favours electrically powered and environmentally compatible side loaders. All in all, the product range, as well as its 2-way side loaders with load-bearing capacities of 3 to 50 tons and available as diesel-engined, electrically and LPG-powered versions, now includes electrically powered 4-way side loaders with load-bearing capacities of up to 4 tons. ► www.baumann-online.it

**31 Magaziner,
Germany**

As a subsidiary of Hermann Röhrs GmbH, Magaziner Lager- und Fördertechnik GmbH has focused since 1975 on the development and production of narrow aisle stackers in the variant known as 'Man-up'. These units are driven by the operator who stands at the driver's console which is raised to the level of the relevant shelf together with the load-lifting equipment. The narrow aisle stackers made by this industrial truck manufacturer can access heights of up to 17 metres. In terms of load-lifting equipment, the users have the choice of using swivel-and-push or telescopic forks. With net sales of €12 million and approximately 60 employees, Magaziner quotes the same figures as it did for the previous financial year. From that, it would appear reasonable to assume that the number of narrow aisle stackers manufactured was in the region of about 250. As in the past, the company provides no information about its profits. ► www.magaziner.de

**32 Miag,
Germany**

Miag Fahrzeugbau GmbH based in Braunschweig has increased net sales slightly over the previous year, rising from €10.5 to €10.9 million, enabling it to return to the same level as in 2010. The workforce employed by this supplier of explosion-protected industrial trucks, special-purpose appliances built to customer specification and self-propelled lifting platforms is unchanged, i.e. remains at 90. This company is not obliged to report financial results, but did let us know that they had achieved an altogether positive operating result.

Miag, that claims to be the market leader for explosion-protected industrial trucks, feels obliged to retain the high safety standard of its industrial trucks and to have its individual components as well as its complete appliances inspected and approved by Germany's Physikalisch Technische Bundesanstalt (PTB), an official testing body.

For 2013, the company reported a stable level of order intake. As well as continuing strong demand from the Asian region, Miag anticipates growth in the offshore sector for special-purpose vehicles with Mecanum drives, also in explosion-protected versions. In the medium term, this should therefore yield a stable order position with a slight upwards trend. Against this backdrop, it is assumed that the current year will achieve a positive operating result at a similar level to the previous two years. ► www.miag.de

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