

SOLVE FOR X.

Parts Professional

Presented by:
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Introduction

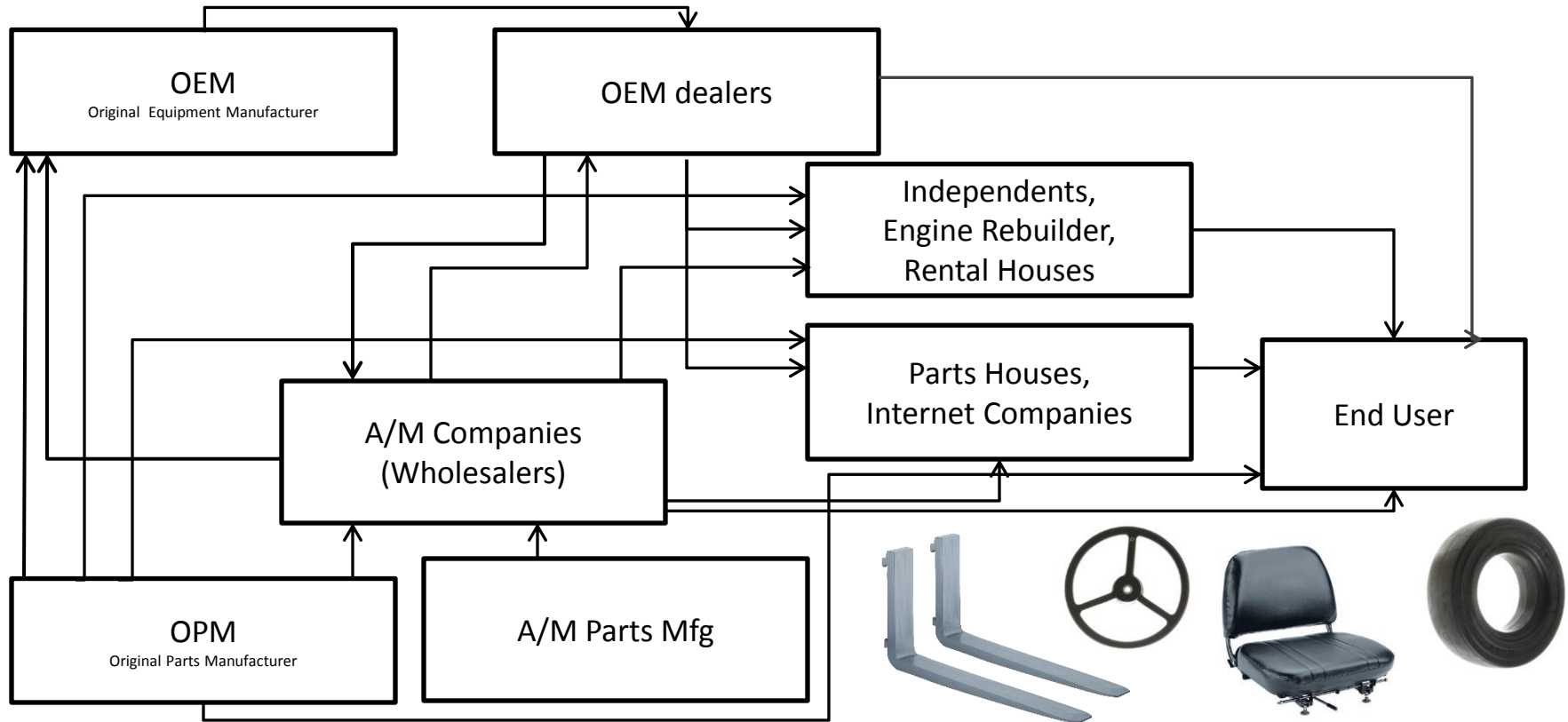
- Dealers / Users know your market
- Dealers measure your market share
- Dealers / Users benchmark your parts consumption
- Users monitor your fleet maintenance cost



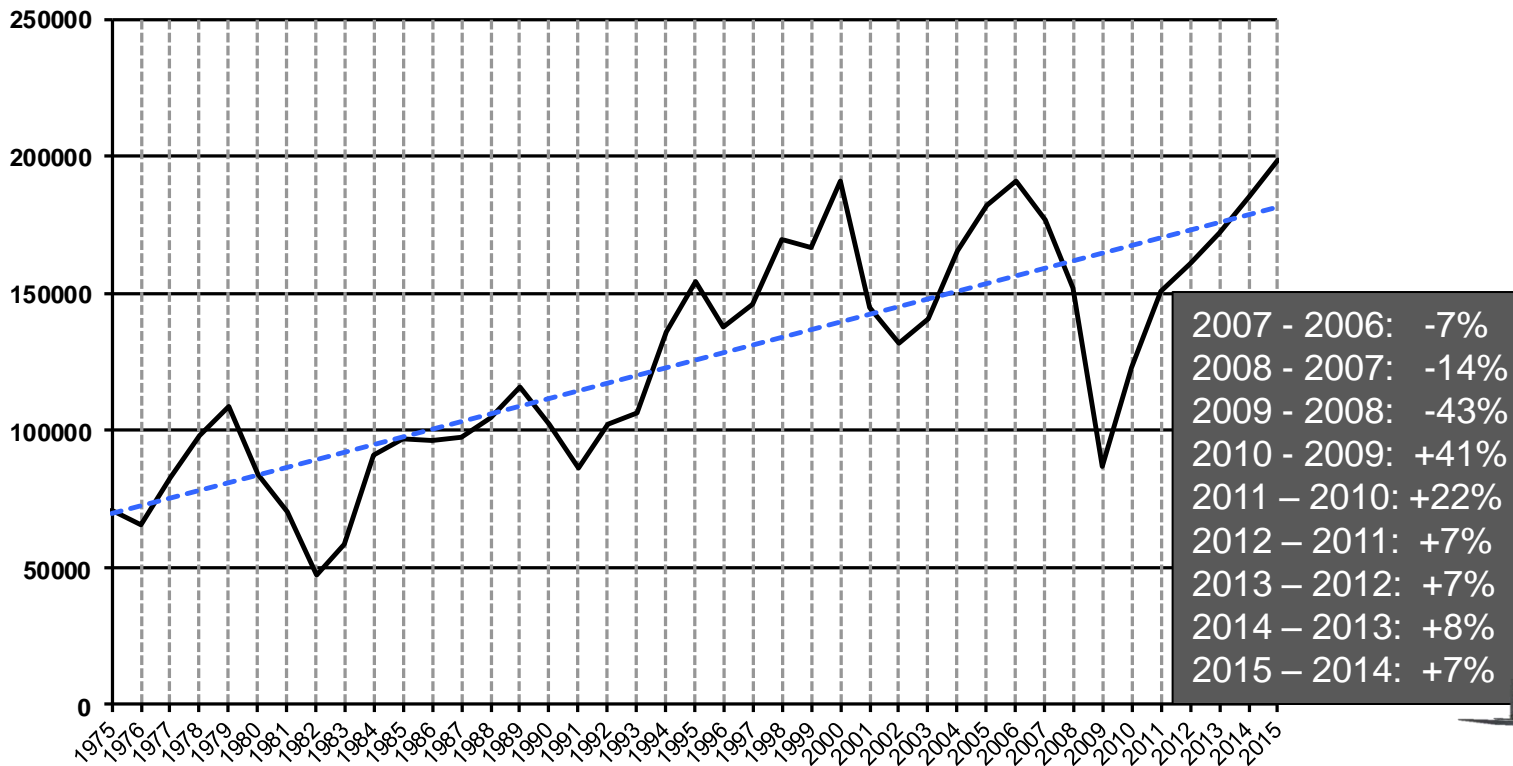
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KNOWING THE MARKET

The Market



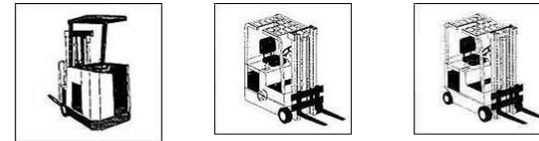
Forklift Shipments USA Since 1975



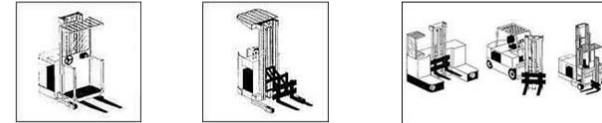
Stats are from the Industrial Truck Association.

Fork Lift Truck Classes

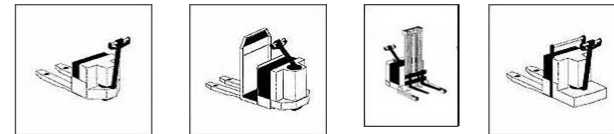
Class 1 Electric Motor Rider Trucks



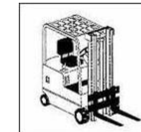
Class 2 Electric Motor Narrow Aisle



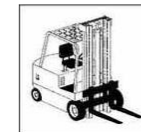
Class 3 Electric Motor Hand Truck



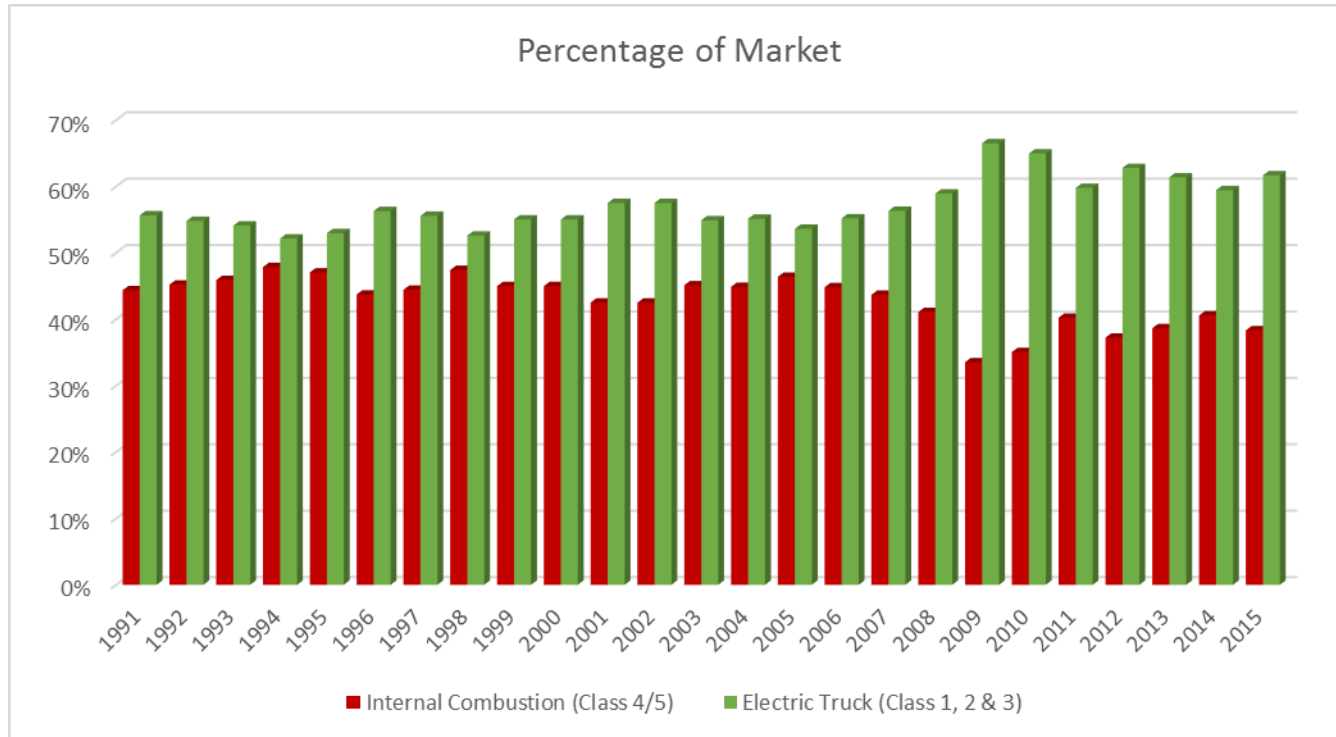
Class 4 Internal Combustion Engine Trucks Cushion



Class 5 Internal Combustion Engine Trucks Pneumatic



Shift from IC to Electric Trucks



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IMPORTANCE OF PARTS



Dealers

- Typical Lift Truck Distributor Sales Volume: \$40,000,000
- Parts contribute to approximately 20% of total sales volume in a typical dealership is approx. \$7,400,000
- Annual parts sales per employee in a typical dealership is approx. \$550,000

Stats are from the MHEDA DiSC Report

Users

- Know what impacts your parts consumption
 - Regular wear and tear
 - Poor fleet maintenance
 - Negligence / abuse
 - Poor operator safety training
- Get information from fleet, operators, and service providers



The Spare Parts Market in the US

Life Time	Years	Class 1/2	Class 3	Class 4/5	Total US Shipments
		12	4	10	
1999		49,843	41,899	74,994	166,736
2000		56,090	49,121	85,993	191,204
2001		45,980	37,210	61,507	144,697
2002		39,235	36,445	55,928	131,608
2003		40,463	36,659	63,365	140,487
2004		46,886	44,308	74,228	165,422
2005		50,604	46,206	83,725	180,535
2006		53,806	50,950	85,038	189,794
2007		50,260	48,615	76,664	175,539
2008		45,361	43,716	62,104	151,181
2009		28,409	28,635	28,740	85,784
2010		31,759	36,637	36,896	105,292
2011		44,720	42,213	58,483	145,416
2012		48,126	47,339	56,618	152,083
2013		52,834	52,766	66,473	172,073
2014		57,543	52,396	75,040	184,979
2015		65,042	57,329	76,075	198,446
Truck population	2015	575,350	209,830	622,131	1,407,311

Example:

Average Parts Consumption per year		
Class 1/2	Class 3	Class 4/5
\$ 1,846	\$ 615	\$ 2,769

Total Parts Consumption for 2015
 (based on averages)
\$2,200,000,000

Stats are from the Industrial Truck Association.

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HOW TO IDENTIFY AND FIND THE RIGHT PARTS



MHI.

THE INDUSTRY THAT MAKES SUPPLY CHAINS WORK®

Forklift

- Data plate is located on the hood, dash or cowl
 - Contains truck model and serial number, truck weight and capacity
 - Information can also include Model Description, Model Year, Truck or Truck Class Type, Power Type, Tire Type, Capacity and Transmission Type
- If you're unable to locate the data plate, the serial number is also stamped in the frame



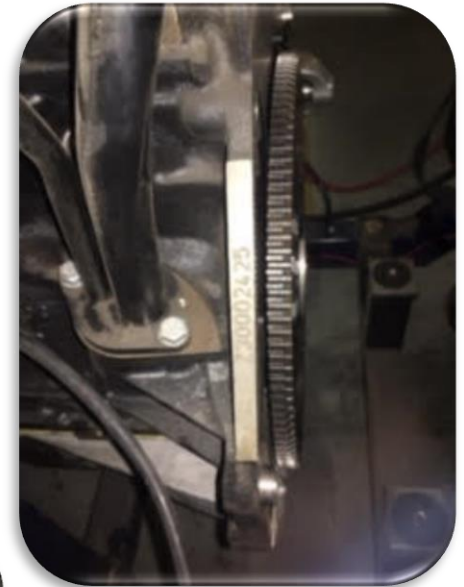
Mast

- Mast number is stamped on the outer frame or top of mast
 - Mast Number
 - Maximum Lifting Height
 - Mast Type
- Lift cylinder numbers are stamped in the cylinder tube



Engine

- Serial number is stamped on the side of the engine block
- Metal data plate located on the side of the engine block
 - Includes manufacturer, model and serial number
- Other important information to know:
 - Is the engine gas, diesel or LPG?



Battery

- Serial number is stamped into metal case
- Battery model will be listed on the tie bar connecting battery cells
- Other important information to know:
 - Amp hour
 - Voltage
 - Rating hour
 - Type: Lead acid, AGM or Gel



Chassis / Structure

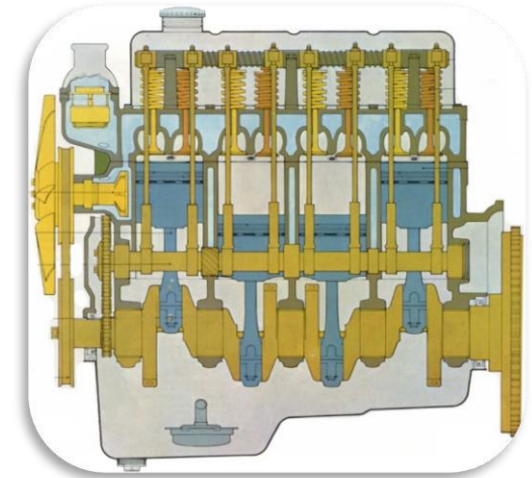
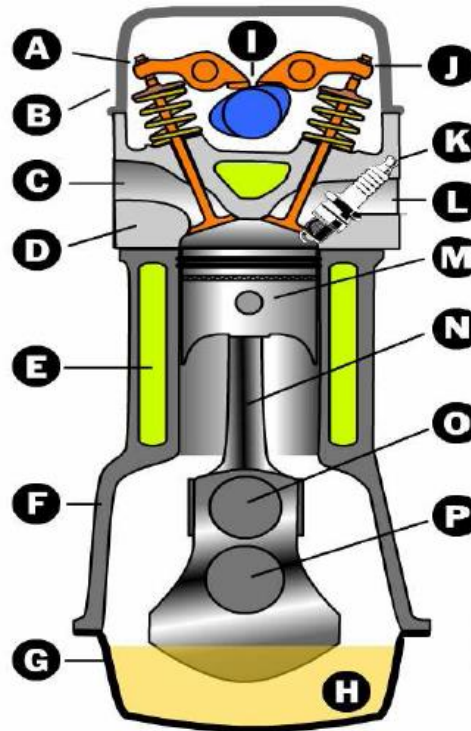
- Frame
- Decals / Labels
- Seats / Seat Accessories
- Pedal Pads
- Cab Heaters
- Engine Hood / Bonnet
- Mudguards
- Cabs / Guards
- Gas Springs
- Body Panels
- Safety Brackets
- Rearview and Side Mirrors



Engine

4 Stroke Gas Engine

- A. Inlet Valve, Rocker Arm, Spring
- B. Valve Cover
- C. Inlet Port
- D. Cylinder Head
- E. Coolant
- F. Engine Block
- G. Oil Sump
- H. Engine Oil
- I. Cam Shaft
- J. Exhaust Valve, Rocker Arm, Spring
- K. Spark Plug
- L. Exhaust/Outlet Port
- M. Piston
- N. Connecting Rod
- O. Crankshaft Bearing
- P. Crankshaft



Upright

- Chain Rollers / Sheaves / Pulleys
- Lift Chains and Accessories
- Forks
- Upright Rollers
- Fork Lock Pins
- Carriages / Attachments
- Upright Mounting / Suspension
- Hoist Cylinders
- Anchors
- Pins / Links
- Load Back Rest
- Trunnion Bushing
- Upright Stages and Cylinders



Conclusion

- Know your market
- Know the parts you need
- Know where to source parts

Resources

Industrial Truck Association - <http://www.indtrk.org/>

MHEDA - <http://www.mheda.org/>

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