



BITA figures show UK industrial truck sales approaching record levels

BITA, the UK's sole provider of industrial truck sales statistics, has announced sales figures for the first half of 2007.

Figures from BITA members show a continuing recovery in the UK's fork lift truck market, up to 31,700 annual unit orders in the second quarter of 2007. This is approaching the peak demand of 32,000 trucks last reached in early 2005. However the market volume increases have been in specific product areas rather than across all truck types generally.

In the first quarter of 2007, the market for powered pallet trucks saw the most impressive increase . up 18.6% compared with the same period last year. This dipped slightly in the second quarter, but still showed an impressive 15% increase on the previous year. BITA believes the continuing growth in this sector reflects a continuing shift from manual to powered horizontal pallet movement within a wide range of firms, including the UK's major retailers.

Engine counterbalance trucks also saw a strong resurgence, showing a 9.3% year-on-year increase in quarter one 2007, falling back slightly in quarter two to a still-impressive 6.7% increase. Although quarter one 2007 saw a decline in orders for electric counterbalance trucks, reach trucks and low level order pickers, these showed a move back into growth in quarter two, with order increases of 2.4%, 3.7% and 1.9% respectively.

Commenting on the latest statistics, BITA Secretary General James Clark said: "It is reassuring to see our members reporting evidence of strong market performance in the first half of 2007, particularly in the powered pallet truck and engine counterbalance truck sectors."

Knowledge of market trends is crucial for any business, but in the UK, BITA is the sole provider of industrial truck sales statistics, contributed by . and only made available to . BITA members. BITA thus holds a unique repository of information on the current state and historical trends of the UK fork-lift market.

Press Release page 2 of 2

Details of UK orders and deliveries are reported every month by members of BITA's Truck Suppliers Group (TSG), using exclusive secure PC software. Aggregated monthly and year-to-date figures are made available on a confidential basis to all contributing TSG members. Members of BITA's Components & Services Group also receive a monthly statistical overview, with the option to purchase more detailed information as required.

BITA members are thus equipped with vital knowledge of how the market is moving . a real asset when planning production levels for the year ahead.

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Issued on behalf of BITA.

Media contacts: Andrew Vincent or Julia Johnson at Razor

Tel. 01869 353 800 or email andrew.vincent@razor-pr.com / julia.johnson@razor-pr.com

BITA contact: James Clark, Secretary General

Tel. 01344 623 800 or email james.clark@bita.org.uk

Notes for Editors

- The British Industrial Truck Association, BITA, is a substantial and dynamic trade association representing a membership of 82 fork-lift truck manufacturers, suppliers, service providers and media operating in the UK.
- BITA is the voice of the industry in matters technical and legislative at the highest levels in Europe and internationally. It enjoys a close working relationship with bodies such as the UK Health and Safety Executive, the European Committee for Standardization (CEN) and the International Standards Organisation (ISO).
- As a member of the British Materials Handling Foundation (BMHF) BITA is allied with the Fédération Européenne de la Manutention (FEM), the European manufacturers' association of materials handling, lifting and storage equipment.
- BITA produces a wide range of specialist publications, encompassing best practice and health and safety assurance, as well as technical guidance notes and unique market insight. Its specialist committees include the Truck Suppliers Group (TSG), Technical Policy Committee (TPC), and the Component & Services Group (CSG) among many others.
- BITA members, including many international brands, manufacture and distribute over 90% of all new forklifts procured each year in the UK. They employ 7,000 people directly, and enjoy a combined annual turnover of £1.3bn. BITA members play an increasingly important role in the UK's overall economic health, supply chain effectiveness and environmental performance.