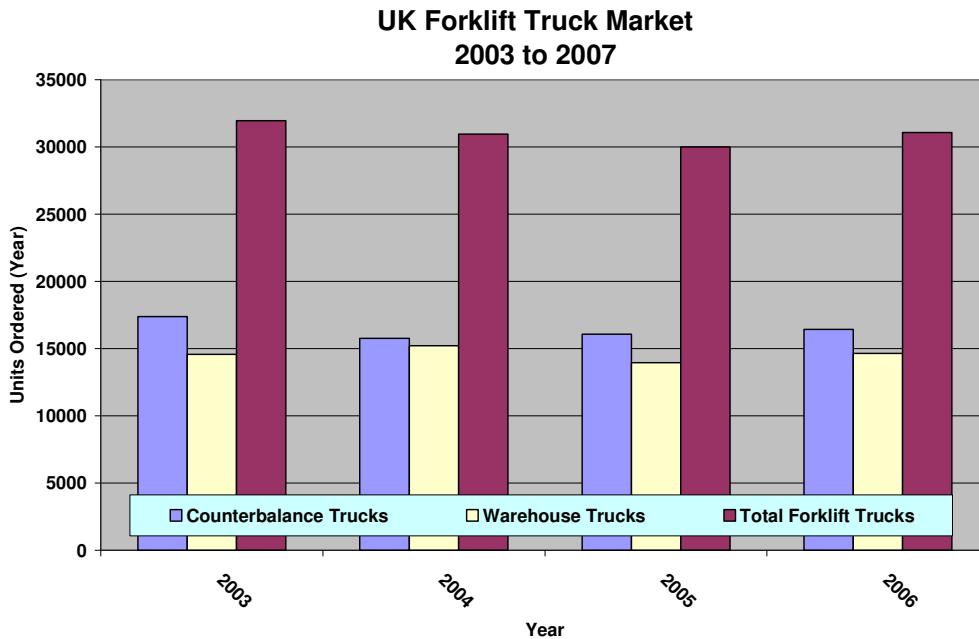


BITA FLT MARKET REVIEW – QUARTER 4 2007

THE UK FORK LIFT TRUCK MARKET REMAINS STRONG.

Statistics produced by the British Industrial Truck Association show that UK orders for forklift trucks increased by 3.5% in 2007 to a little over 31,000 units.

2007 was the fourth consecutive year in which more than 30,000 forklifts were ordered on BITA reporting suppliers, highlighting the underlying strength of the market.

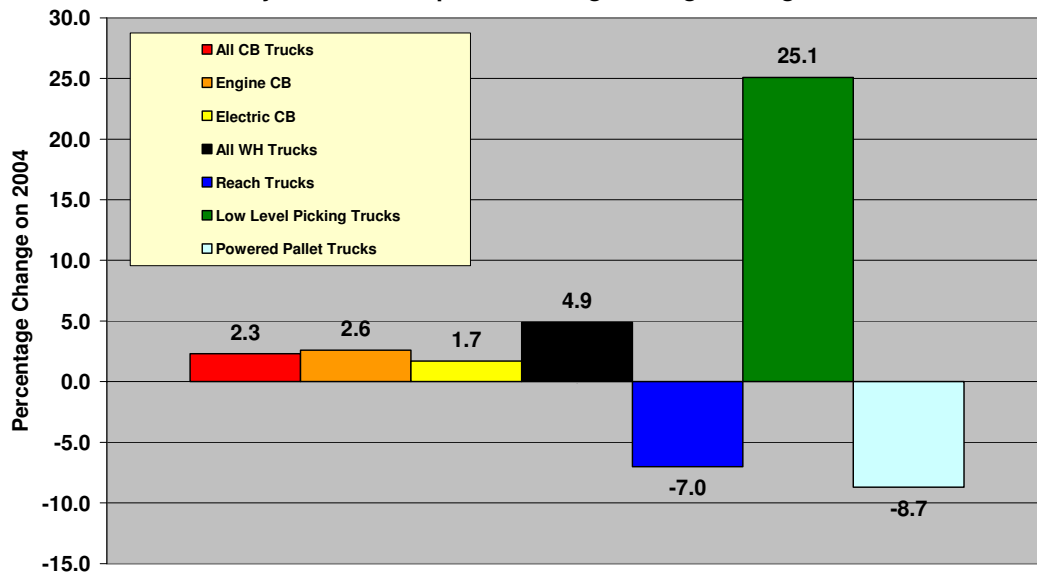


Although the last four years have seen a degree of consistency in the UK market for all truck types, the headline figure hides a greater variance the number of unit orders for some of the major forklift categories.

The number of counterbalance trucks ordered in the UK grew by 2.3% in 2007 whereas the warehouse truck market grew by 4.9% over the same period.

Market development for the principle warehouse truck categories in 2007 showed some very different patterns. Low level order pickers displayed a 25% increase in orders over the year to almost 2,200 units. Orders for reach trucks fell by 7% and orders for powered pallet trucks fell back by 8.7%, albeit from record levels, to 5,800 units in the year.

UK Forklift Orders Key Product Groups - Percentage Change During 2007



Looking ahead to 2008, it is difficult to predict the likely strength of the UK forklift truck market at a time when business confidence in some sectors is frail.

That said, the market has shown a good degree of resilience over recent years and, although BITA expects 2008 to be a challenging year for its members, there is little reason to expect anything but yet another rewarding one.