





CEO BREAKFAST CeMAT 2011

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US MATERIAL HANDLING INDUSTRY TRENDS AND PERSPECTIVES

By: John Nofsinger

CEO

**Material Handling Industry of America
(MHIA)**



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- **ECONOMIC CONDITIONS IN USA**
2008 – 2010

 - **OPPORTUNITIES & CHALLENGES AHEAD**
2011 – 2012
Beyond 2012 - Other Factors/Trends to Watch

 - **MAJOR MHIA INITIATIVES (HIGHLIGHTS)**
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ECONOMIC CONDITIONS - 2008-2010

ANNUAL GROWTH

	<u>2008</u>	<u>2009</u>	<u>2010</u>
■ NEW ORDERS	- 1.3%	-34.3%	+22.4%
■ SHIPMENTS	+ 5.8%	-33.4%	+ 6.1%
■ UNFILLED ORDERS	- 8.4%	-16.9%	+18.6%
■ IMPORTS	+ 5.8%	-40.3%	+10.3%
■ EXPORTS	+19.1%	-38.8%	+23.3%
■ DOMESTIC DEMAND	+ 3.6%	-33.7%	+ 3.6%

ECONOMIC CONDITIONS – 2011-2012

- **Top Manufacturing Growth Sectors 2011 – 2012**
 1. **Housing Starts**
 2. **Engine, Turbine & Power Transmission Equipment**
 3. **Communications Equipment**
 4. **Motor Vehicles and Parts**
 5. **Medical Equipment and Supplier**

 - **Bookings Growth**
 - **2011 = Forecast at 12%**
 - **2012 = Forecast at 12%**
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BEYOND 2012

- **Top Manufacturing Growth Sectors 2013 – 2015**
 1. **Private non-residential construction**
 2. **Aerospace products and parts**
 3. **Communications equipment**
 4. **Housing starts**
 5. **Construction machinery**

- **Other Factors/Trends to Watch**
 - **Expected increases in new construction (2013)**
 - **Demographics**
 - **Near-shoring/outsourcing reform**
 - **Role of inventory**
 - **Infrastructure**
 - **Capacity utilization**
 - **Sustainability initiatives**
 - **Golden age for automation/ergonomics?**

MAJOR MHIA INITIATIVES (HIGHLIGHTS)

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RESEARCH GRANTS

TECHNICAL CAREER EDUCATION

AMERICAN LOGISTICS AID NETWORK

“SKATE TO WHERE THE PUCK IS GOING TO BE”

Wayne Gretsky, NHL Hall of Fame Hockey Player



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RECENT RESEARCH GRANTS

- **Ohio State University**
“Development of a Distribution Ergonomics Research Center (DERC).”
- **University of Michigan**
“Developing and Adaption Lean Tools and Techniques to Build New Curriculum/Training Programs in Warehousing and Logistics”.
- **Oklahoma State University and Auburn University (Joint)**
“State of the Distribution Workforce and What It Means for the Material Handling Industry“.
- **University of Arkansas and Laval University (Joint)**
“Designing Material Handling Systems and Facilities for the Physical Internet”.

TECHNICAL CAREER EDUCATION

HIGHLIGHTS

OBJECTIVE

Create material handling and logistics talent pools to address impending worker shortages.

TARGET

Students at the High School, Vocational School and 2 year College level. Corrections facilities.

RESULTS

Curriculum in place.

30 locations in operation nationally.

Program in 3rd year. Adding 10 locations in 2011.



■ Association Members

- [AFFI](#) - American Frozen Food Institute
- [APICS](#) - Association for Operations Management
- [AST&L](#)* - American Society of Transportation and Logistics
- [ATA](#)* - American Trucking Associations
- [CSCMP](#) - Council of Supply Chain Management Professionals
- [Feeding America](#) - formerly Second Harvest
- [FMI](#) - Food Marketing Institute
- [GMA](#) - Grocery Manufacturers Association
- [IARW](#) - International Association of Refrigerated Warehouses
- [IRTA](#) - International Refrigerated Transportation Association
- [IWLA](#) - International Warehouse Logistics Association
- [LATC](#) - Los Angeles Transportation Club
- [MHEDA](#) - Material Handling Equipment Distributors Association
- [MHIA](#) - The Material Handling Industry of America
- [NASSTRAC](#) - National Shipper's Strategic Transportation Council
- [SWA](#) - Southeastern Warehouse Association
- [WERC](#) - Warehousing Education and Research Council
- [WFLO](#) - World Food Logistics Organization

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CONCLUSION

QUESTIONS
