

LIFTING AMERICA

The Economic Impact of Industrial Truck Manufacturers, Distributors and Dealers



**\$5.3
BILLION**

paid in local, state and federal taxes annually

Market of over
1 MILLION
unit sales worldwide
annually



INDUSTRIAL TRUCK
MANUFACTURERS MAKE A WIDESPREAD
CONTRIBUTION THROUGHOUT THE US ECONOMY.

\$25.7 BILLION

contribution to US GDP annually

**\$10.8
BILLION**

direct contribution

**\$7.3
BILLION**

indirect contribution

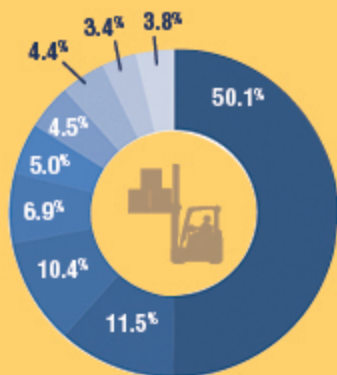
**\$7.6
BILLION**

induced contribution

**100
YEARS**

The industrial truck manufacturing sector has been an important and active part of the American economy for 100 years.

OCCUPATION PROFILE OF INDUSTRIAL TRUCK MANUFACTURING



Production	50.1%
Office & Administrative Support.....	11.5%
Architecture & Engineering	10.4%
Management.....	6.9%
Installation, Maintenance & Repair.....	5.0%
Sales & Related.....	4.5%
Business & Financial Operations.....	4.4%
Transportation & Material Moving	3.4%
All Other.....	3.8%



For each worker directly employed by the industrial truck sector, a further 2.5 jobs are supported in the wider economy.

540,000+

More than 540,000 industrial truck operators currently employed in the US.



(Source: Bureau of Labor Statistics – BLS)

STATES WHERE
INDUSTRIAL TRUCK
FIRMS GENERATED THE
HIGHEST ECONOMIC
IMPACT

In terms of GVA (gross value added)



ILLINOIS
\$3.5
billion



TEXAS
\$2.7
billion



OHIO
\$2.4
billion

ORDERS FOR INDUSTRIAL TRUCKS HAVE DOUBLED SINCE 2009

Since the end of the Great Recession in 2009, annual orders for industrial trucks have climbed sharply, doubling from a half million units to one million units worldwide to over 200,000 units in the US.



INDUSTRIAL
TRUCK ASSOCIATION



OXFORD
ECONOMICS