

**AISEM (Italian Association Lifting Systems, Elevation and Handling)** is engaged in the service of the builders of instruments for the lifting and the transport of the materials and it has the purpose to examine and to resolve specific problems of the category, protecting the affairs both to national level and international.

AISEM is born as Association in 1992 from the fusion of two entrepreneurial Unions already linked to ANIMA from more than forty years: UCICIS AND UST.

UCICIS was founded in 1955 as association of the builders of carts elevators, of the equipments and of the industrial wheels ; UST was instead constituted in 1985 acting from point of reference for the builders of cars for the lifting ; recently the Group Industrial Wheels is detached by AISEM constituting the UCIR, an association always federate in ANIMA.

Today AISEM gathers to her own inside the best national entrepreneurship for the construction and the distribution of the cars for the handling and the lifting of the materials, representing around 75% of the whole national production, of which around 40% destined to the export.

AISEM enumerates among her own associates 70% of the Italian enterprises of the sector that are divided according to the following classification:

- 35% of those of the continuous transports;
- 65% of the producers of mobile crane;
- 50% of the compartment of the instruments of series for both the lifting and the heavy lifting;
- 90% of the sector of the industrial trucks and equipments.

In the Association meet the following 8 market's typologies belonging to the lifting and transport sector and to the industrial self moving trucks sector :

- Instruments for the heavy lifting;
- Instruments of series for the lifting;
- Systems of continuous handling;
- Mobile crane;
- Industrial trucks;
- Accessories and auxiliary equipments;
- Fittings for the warehousing(also automated);
- Platforms for the lifting of subjects and people.



Associazione italiana sistemi di sollevamento,  
elevazione e movimentazione



Federazione delle Associazioni Nazionali  
dell'Industria Meccanica Varia ed Affine

AISEM makes itself spokesman and also protects the demands of her own associates near the Offices, the public Corporate body of control and the other associations of category; it represents the Italian National Committee in circle FEM (Federation European de the Manutention) of which currently holds the presidency; it's a member of ORGALIME (European Committee of the mechanical industry, electric, electronics).

AISEM through ANIMA belongs to the system Confindustria and as such it is able to enjoy the representation that it has near the authorities as well as of all the conventions and the proposed services.

From 50 years FEM gathers the most prestigious European builders of the sector, with the purpose to elaborate safety codes and fit technical rules of construction both to conform the production and give sure indications to the plannings of products in continuous technological development.

To level ORGALIME, AISEM is a member together with the Federation ANIMA and it collaborates to the Technical Harmonization Group that it deals with examinations and preliminary observations on activity of the Committee European in the field of the mechanics.

The technical support that AISEM offers to her own associates is very strong both in legislative circle and normative: as it regards the normative activity to national level, the association garrisons the committees UNI of interest, while to international level the association participates in the normative activities of some committees CEN and ISO.

AISEM is actively engaged in the diffusion and in the consolidation of the culture of the safety both near the builders and the users, promoting and organizing initiatives devoted to the formation and the knowledge of the contents and the expected fulfillments by the principal European directives, particularly from the Directive Cars.

For the associates, AISEM periodically organizes conferences, courses and days of widening on the technical, economic and juridical interest character themes.

The attention turned by AISEM to her own associates allows these to actively participate in the layout of documents and useful guides of international value for the application of the European Directives; moreover studies and searches of market are promoted and realized through the share of the associates to the collection of the statistic data about the sales in Italy, Europa and World, in order to be able constantly to monitor the trend of market.

For commercial, normative, legal and fiscal problems, AISEM uses some support of the Federation ANIMA (of which represents one of the greatest federate Associations), particularly of services offered from the legal office, from the area economy & communication and from the technical area.

AISEM organizes some promotional initiatives as the own fierce MOVINT-EXPOLOGISTICA and moreover it participates to other important fair demonstrations as SAMOTER, that they allow to increase the visibility of the association and therefore of her own associates.

AISEM assures therefore to all her own associates a complete service of information and relative services to every circle of interest of their activity; the Firms can always be adjourned and ready to effectively compete.

#### Data of sector

The pre-survey 2007 related to the fittings and instruments for the lifting and the transport records best results in comparison to how much hypothesized; the exports record an increase equal to 18,9% that, keeping in mind of the constant European's appreciation of euro towards dollar, it's to hold a good result.

Also the increase of the production (+9,7%) and the consequent quota of use of the fittings (93%) are sign of the consolidation than already noticed last year.

The forecasts for 2008 underline a further discreet resumption with an increase of the production equal to 6,4%, while for the quota destined to the export it's anticipated an increase equal to 3,1%.

The occupation, reversing a tendency had been consolidating for years, increases (+ 7,3%) and the forecast is a more growth of a 4,5% in 2008.

The markets of great interest mainly remain Europe, the countries of the Gulf and the extreme East.

The resumption of the market of the industrial carts, already initiated in 2006, is consolidated particularly in 2007 in oriental Europe; unlike the general market that has underlined an increase next to the zero, the carts elevators in Italy will see an increase of the market among 13 and 15% in comparison to 2006 with a positive perspective for the 2008.

As it regards the export, the aggressiveness of the Asian producers in terms of prices is compensated by the industrial explosion of these areas, with interesting spaces of growth also for the European producers.