The background image shows a workshop or factory setting. In the foreground, there's a blurred view of industrial equipment, possibly a conveyor belt or a sorting system. In the mid-ground, two people are visible: a man on the right wearing a checkered shirt and a woman on the left wearing a dark top. They appear to be working together, with the man looking at a tablet or a small screen. The background is bright and slightly out of focus, showing more of the industrial environment.

A Warm Welcome to
Associazione Meccanica Bologna

10 Marzo 2017

Ostellato - Ferrara

Toyota history

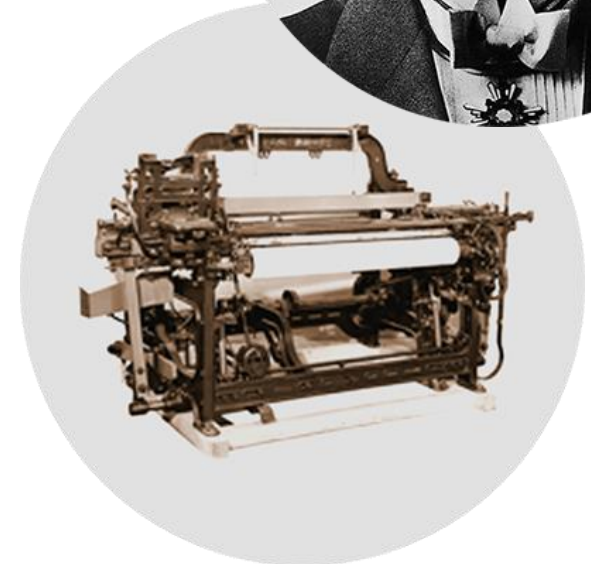
In the beginning

1918

Sakichi Toyoda founded the Toyoda Spinning and Weaving Company

1926

Toyota Industries Corporation (TICO) was founded

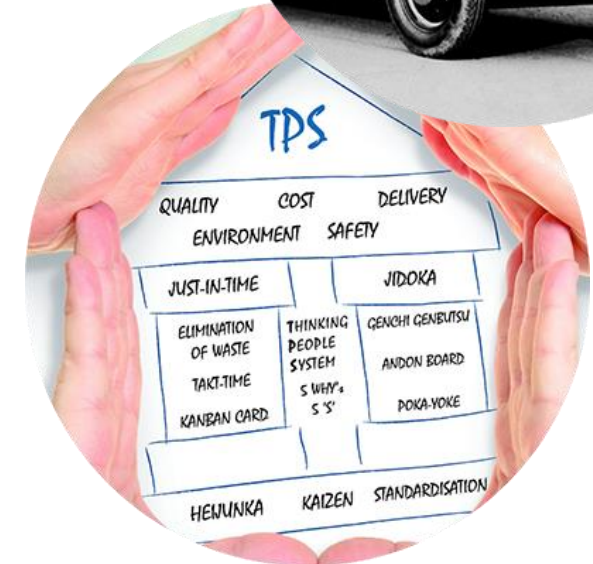


Toyota history

In the beginning

1936 First Toyota car produced

1953 The Toyota Production System (TPS) is born



Toyota history

Two world leaders are born

1948

BT produces its first hand pallet truck & introduces the standard Europallet

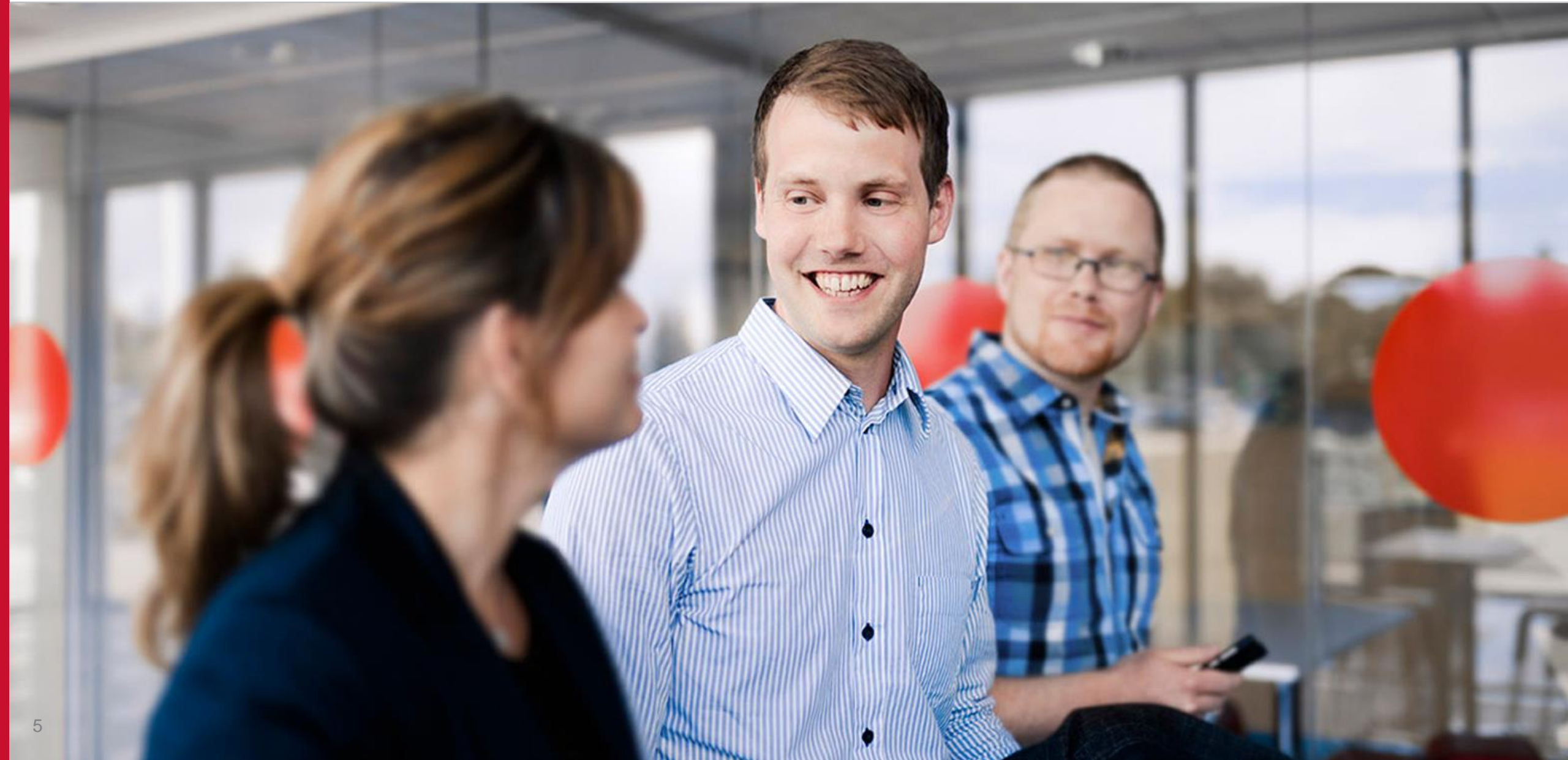
1956

Toyota releases first IC engine truck

2000

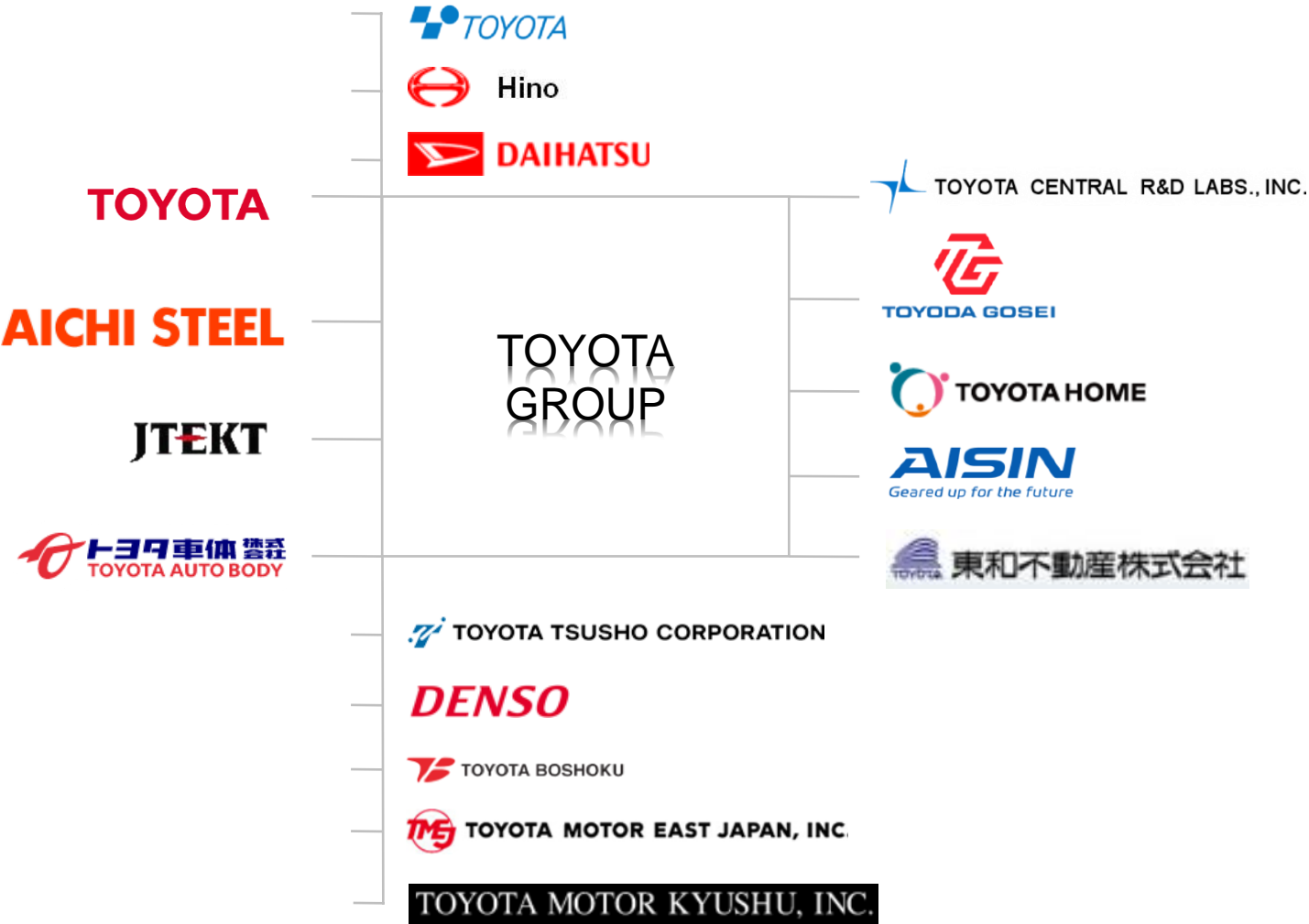
BT Industries joins the Toyota Family
TICO to become Number 1 in Material Handling





Toyota group

17
Corporations



Toyota group



AUTOMOTIVE



MATERIAL HANDLING



ELECTRONICS



TEXTILE MACHINERY



LOGISTICS



Toyota Industries Corporation

- Total turnover €16.8 Billion
- Total employees 51,500
- 5 business sectors

* Figures for FY2016 and 1 Eur = 133JPY



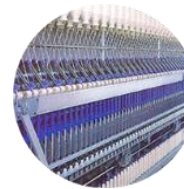
Automotive 47%



Materials Handling 45%



Logistics 4%



Textiles 3%



Other 1%

Toyota Material Handling Group

A light gray world map serves as the background for the sales area labels. The labels are red rectangular boxes with white text, positioned over their respective geographical regions: North America, Europe, China, Japan, and International.

Toyota Material
Handling North
America

Toyota Material
Handling Europe

Toyota Material
Handling China

Toyota Material
Handling Japan

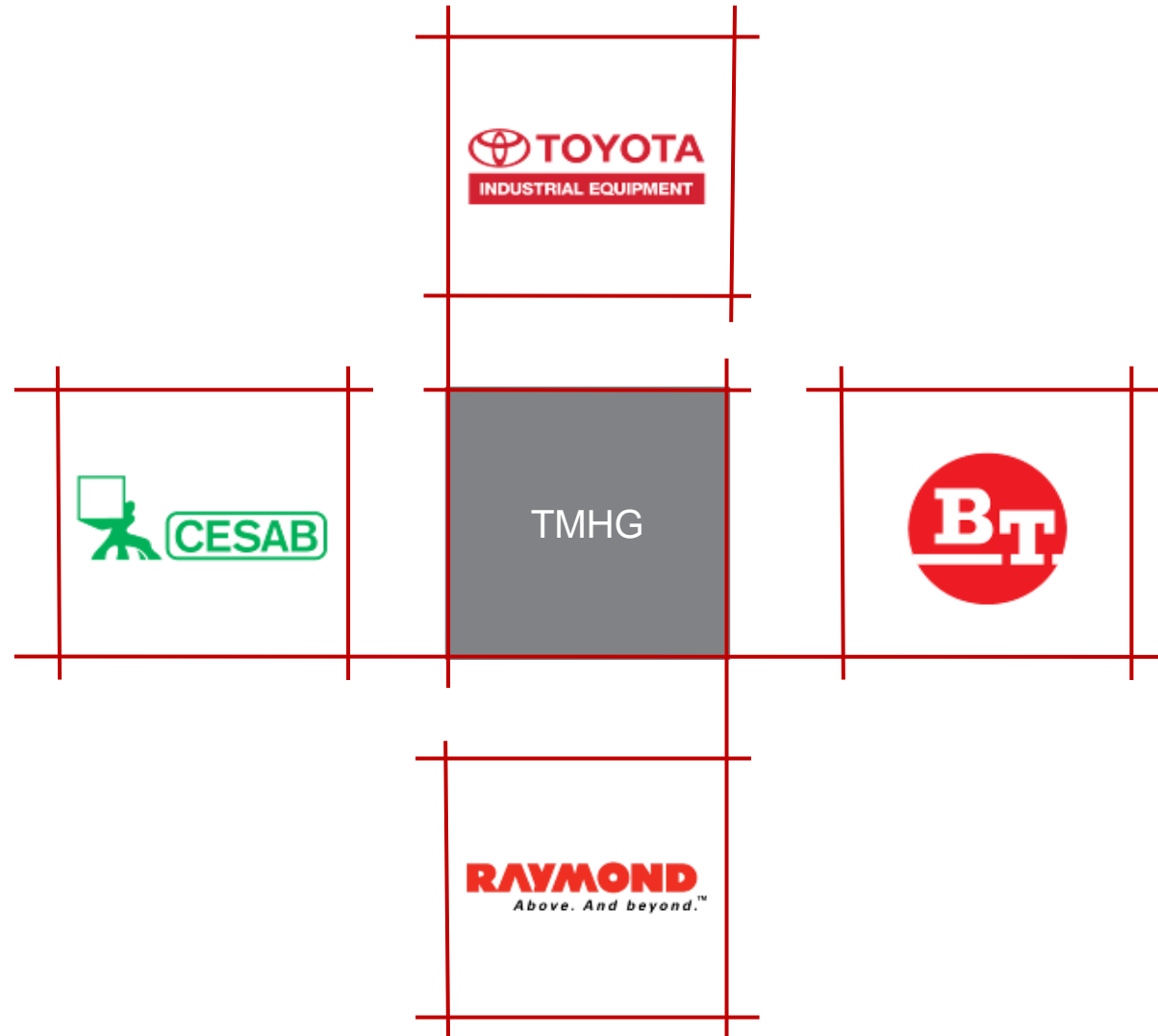
Toyota Material
Handling
International

Toyota Material Handling Group



Toyota

Material Handling Group



Europe at a glance

85,000

units sold in FY16

2.0 billion

total net sales in FY16

330,000

trucks on service agreement

9,500

employees across Europe

3.5 million

service assignments per year

4,900

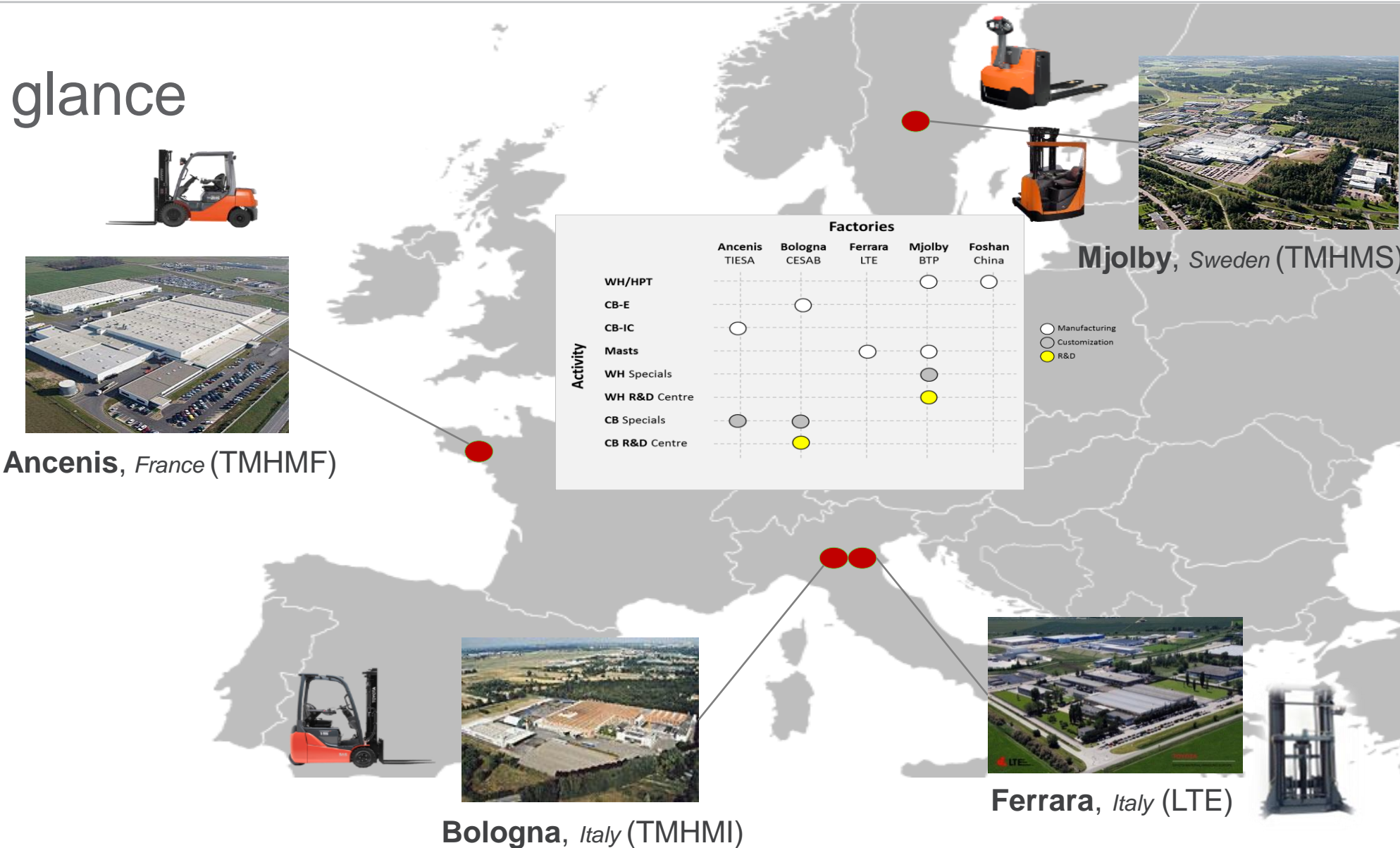
trained service technicians

Active in over **30** countries in Europe

- Factories
- Headquarter



Europe at a glance



What/Where
we produce in *Italy*



Ferrara, Italy (LTE)



Bologna, Italy (TMHMI)

LTE figures

Products	Masts, Cylinders & Side-shifts
Activities	R&D, Manufacturing, Customization
Turnover FY 2016	85 M€
Customers	TMHMI 57%, TMHMF 35%, others 8%
Employees	389
ISO 9001	year 2003
ISO 14000	year 2007
OHSAS 18001:2007	year 2010
ISO 50001	year 2015
Site	100.000 m ²
Covered	23.000 m ²
Offices	1.600 m ²





- Established in **1976** as Mast manufacturer
- Located in **Ostellato**, FE (*70 Km East from Bologna*)
- Acquired by **Siderval** Group on 1990
- Acquired by **CESAB** Group in December 2005

The products

Standards & Special Masts



Standard Mast for : CB truck up to 12 ton
Reach truck up to 2 ton
WH stakers

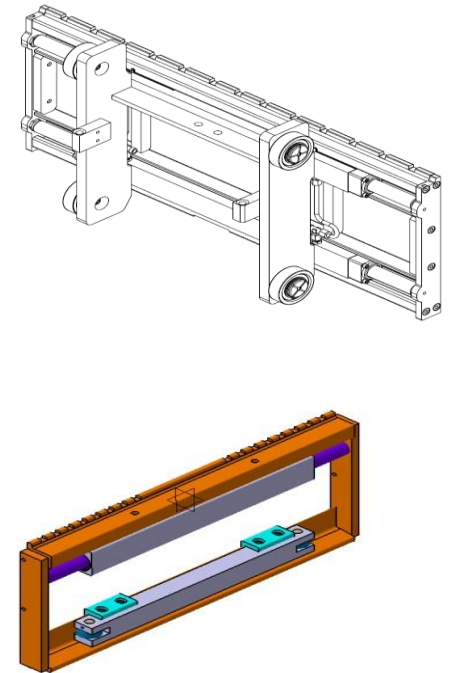
Special Mast for : Four stage FFL
Different heights
Tannery & cold store application

Fork Positioners

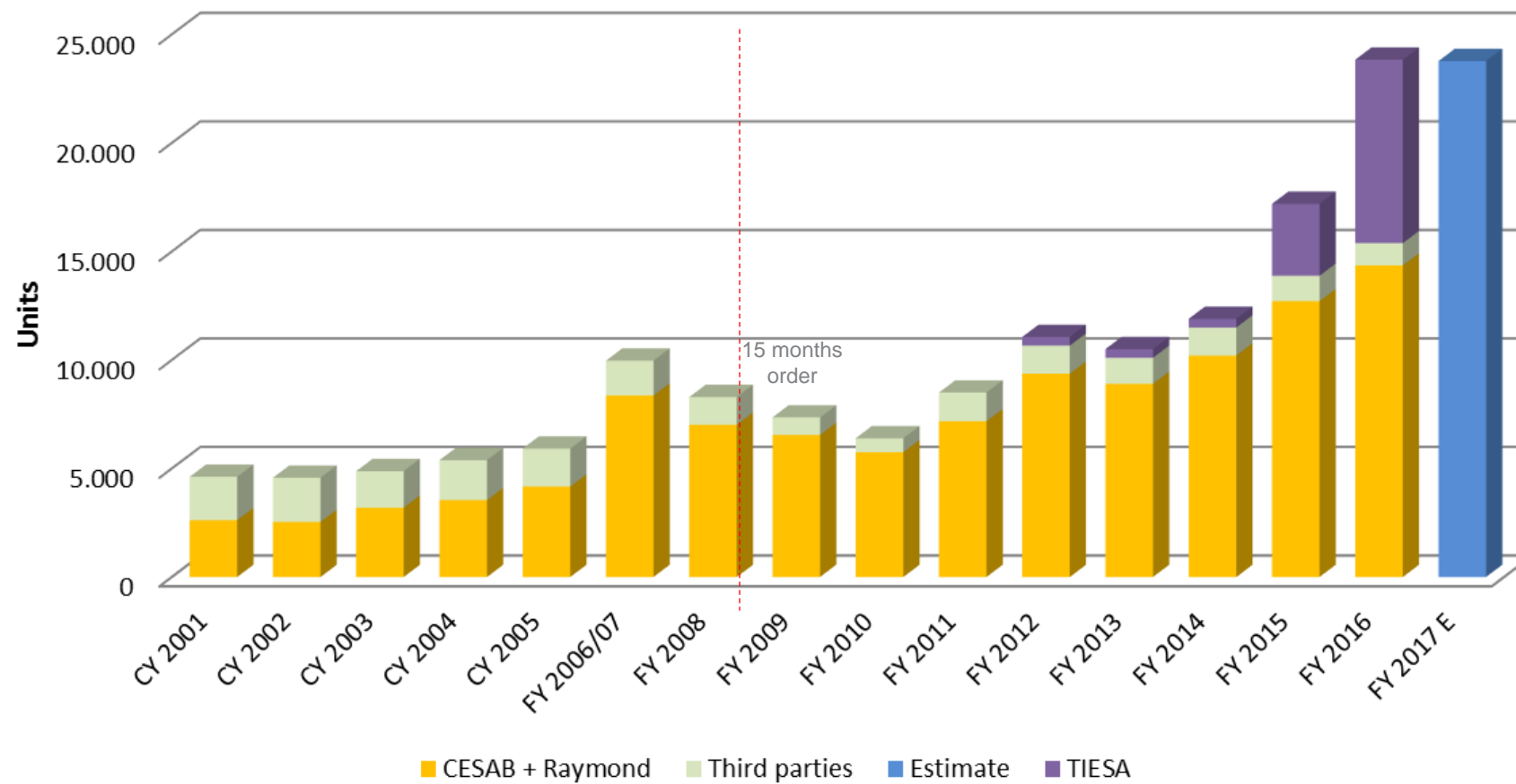


Pin Type fork positioners

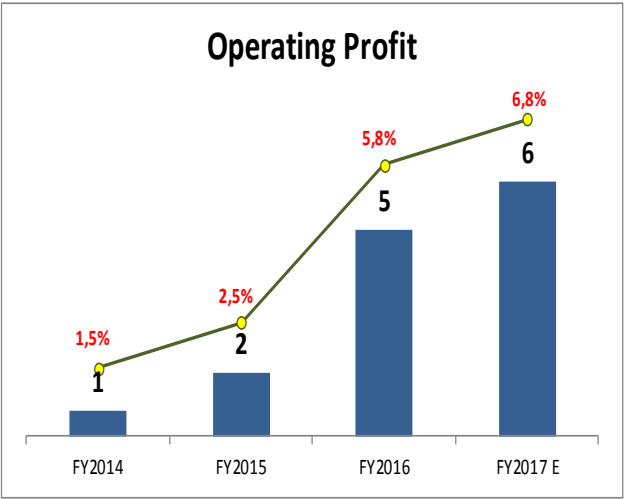
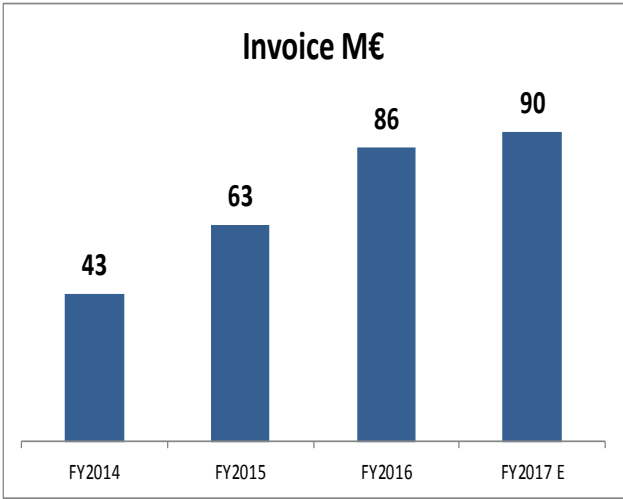
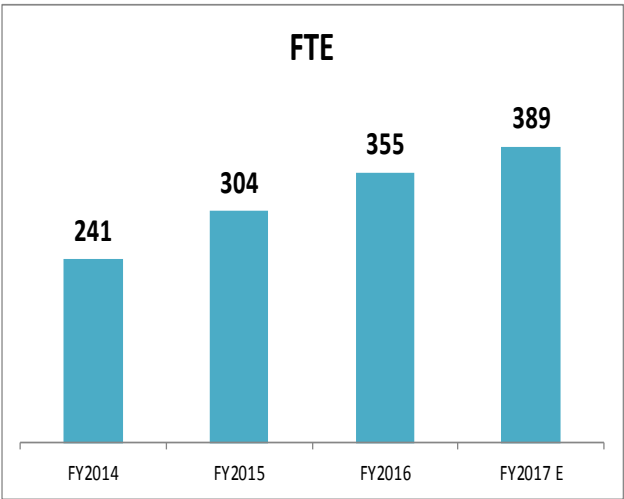
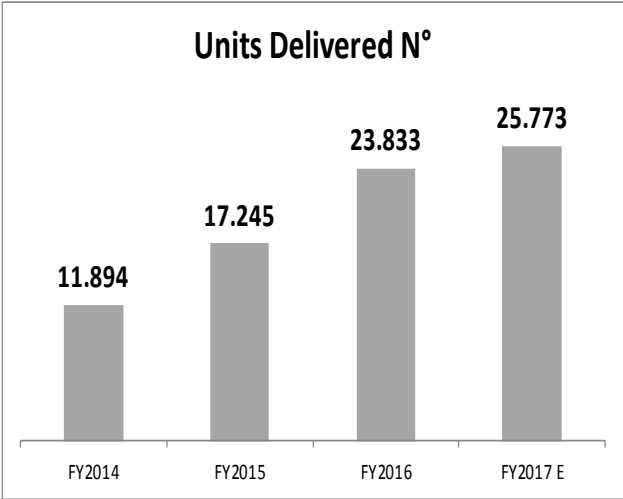
Integrated Side-Shifters



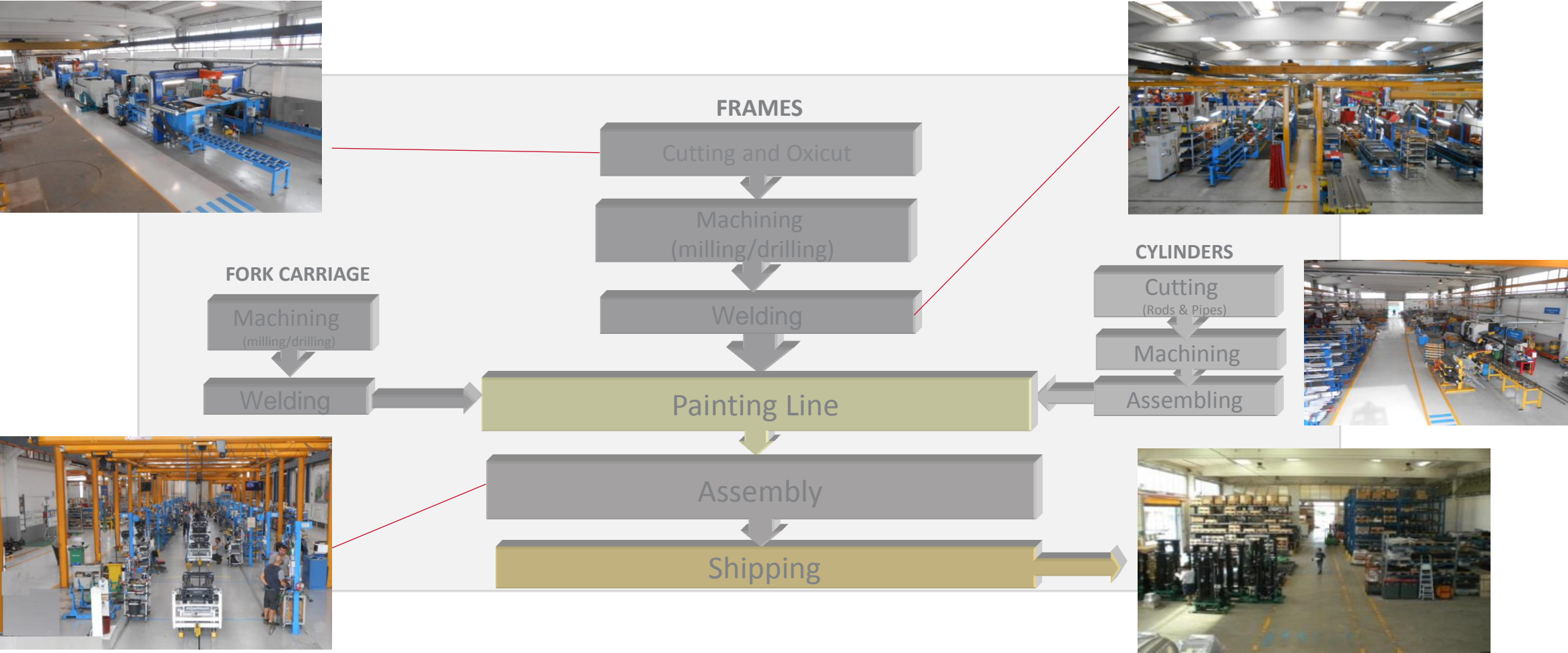
Complete range of side-shifters



Trend: the last 4 years



Manufacturing set-up



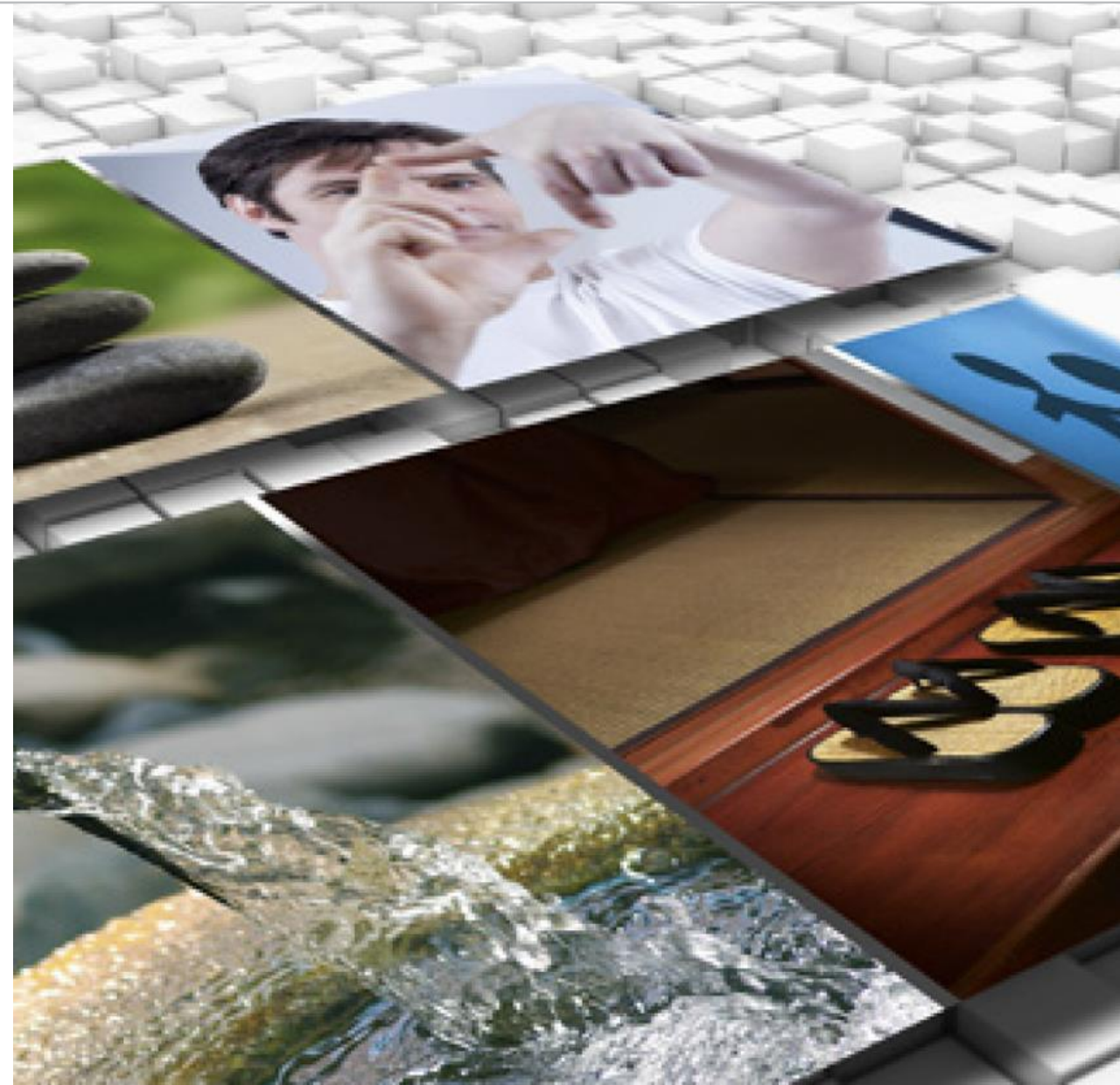
Our mission:
Customer first

Bringing exceptional efficiency to
material handling operations



Our values: The Toyota Way

- Challenge
- Kaizen
- Genchi Genbutsu*
- Respect
- Teamwork



The Impact of Toyota Production System



TOYOTA ACADEMY

Academy is the Training and Consulting Division of Toyota Material Handling.

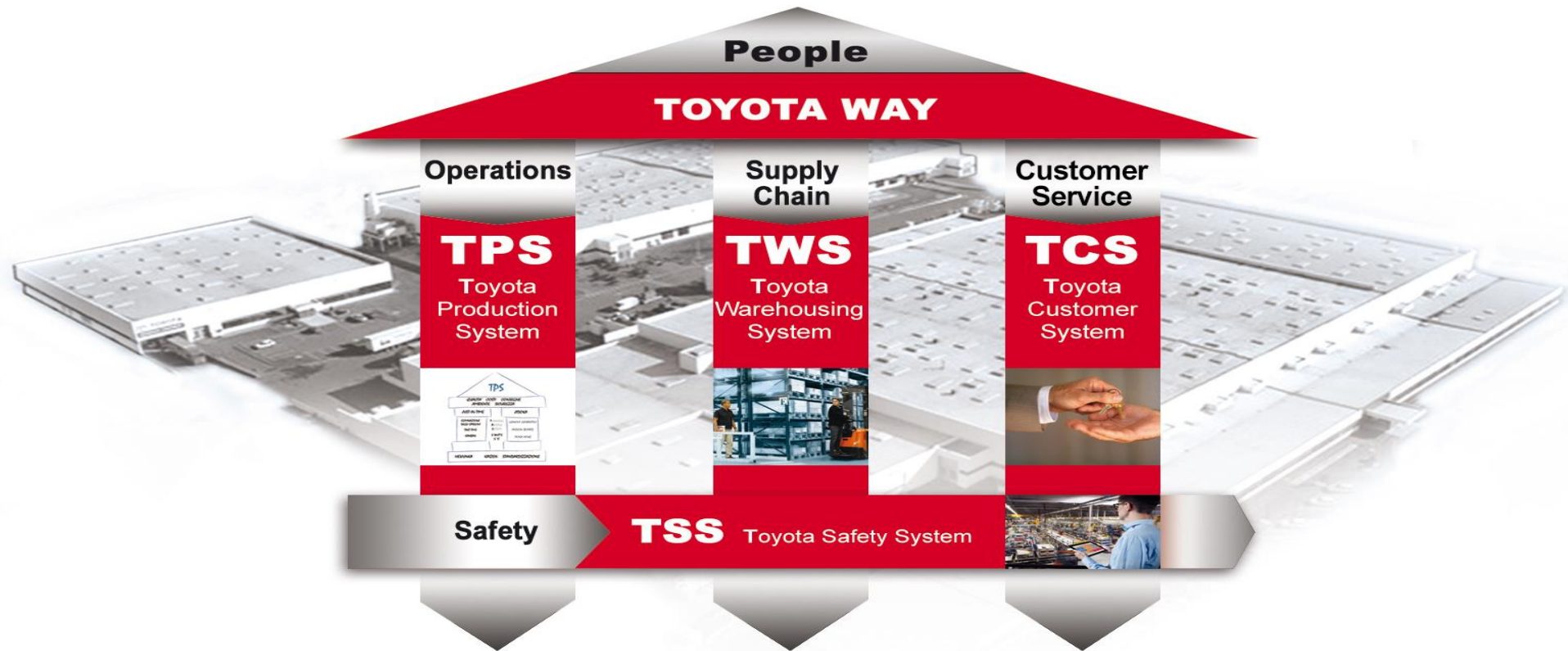
It is based on the principle that developing new and more advanced technologies is not enough.

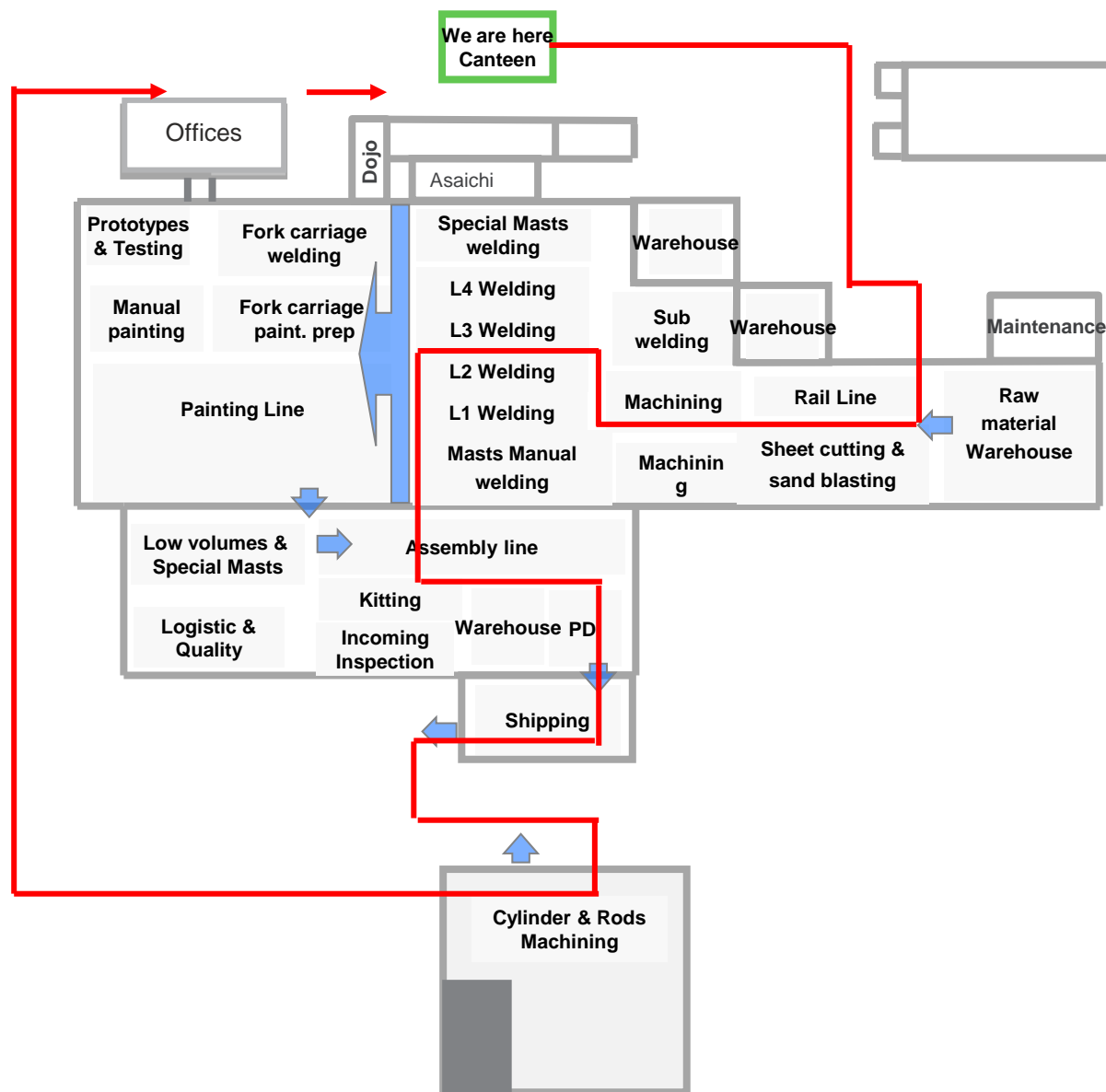
It is necessary to better develop the human factor – developing people – in order to put your company in a position to aspire to success and to create value and usefulness.

“Passing on Toyota’s experience, values and know-how to customers, suppliers, and employees: this is the goal of our Academy. A project that grows along with those working together with us to turn knowledge into value.”









ありがとうございました

THANK YOU