
The World Market for Portal or Pedestal Jib Cranes: A 2006 Global Trade Perspective



By
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INSEAD (Singapore & Fontainebleau, France)

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About the Author

Dr. Philip M. Parker is the Eli Lilly Chaired Professor of Innovation, Business and Society at INSEAD where he has taught courses on multivariate statistics and global competitive strategy since 1988. He has also taught courses at MIT, Stanford University, Harvard University, UCLA, UCSD, and the Hong Kong University of Science and Technology. He is the author of six books on the economic convergence of nations. These books introduce the notion of “physioeconomics” which foresees a lack of global convergence in economic behaviors due to physiological and physiographic forces. His latest book is "*Physioeconomics: The Basis for Long-Run Economic Growth*" (MIT Press 2000). He has also published numerous articles in academic journals, including *The Rand Journal of Economics*, *Marketing Science*, the *Journal of International Business Studies*, *Technological Forecasting and Social Change*, *International Journal of Forecasting*, the *European Management Journal*, the *European Journal of Operational Research*, *Journal of Marketing*, *International Journal of Research in Marketing*, and *Journal of Marketing Research*. He is also on the editorial boards of several academic journals.

Dr. Parker received his Ph.D. in Business Economics from the Wharton School of the University of Pennsylvania and has Masters degrees in Finance and Banking (University of Aix-Marseille) and Managerial Economics (Wharton). His undergraduate degrees are in mathematics, biology and economics (minor in aeronautical engineering). He has consulted and/or taught courses in Africa, the Middle East, Asia, Latin America, North America and Europe.

About this Series

This series was created for international firms who rely on foreign export markets for a substantial portion of their business or who might be threatened by foreign trade competition. The estimates given in this report were created using a methodology developed by and under the direct supervision of Professor Philip M. Parker, the Eli Lilly Chaired Professor of Innovation, Business and Society, at INSEAD. The methodology, relying on historical figures of economic growth and trade flows, estimates the market shares of some 150 countries for over 500 industrial or product categories. The figures should be seen as market estimates, as opposed to historical records, as these are projected for the current year of trade.

Acknowledgements

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ICON Group Ltd.'s primary mission is to assist managers with their international information needs. U.S.-owned and operated, ICON Group has field offices in Paris, Hong Kong and Lomé, Togo (West Africa). Created in 1994, ICON Group has published hundreds of multi-client databases, and global/regional market data, industry and country publications.

Global/Regional Management Studies. Summarizing over 190 countries, management studies are generally organized into regional volumes and cover key management functions. The human resource series covers minimum wages, child labor, unionization and collective bargaining. The international law series covers media control and censorship, search and seizure, and trial justice and punishment. The diversity management series covers a variety of environmental context drivers that effect global operations. These include women's rights, children's rights, discrimination/racism, and religious forces and risks. Global strategic planning studies cover economic risk assessments, political risk assessments, foreign direct investment strategy, intellectual property strategy, and export strategies. Financial management studies cover taxes and tariffs. Global marketing studies focus on target segments (e.g. seniors, children, women) and strategic marketing planning.

Country Studies. Often managers need an in-depth, yet broad and up-to-date understanding of a country's strategic market potential and situation before the first field trip or investment proposal. There are over 190 country studies available. Each study consists of analysis, statistics, forecasts, and information of relevance to managers. The studies are continually updated to insure that the reports have the most relevant information available. In addition to raw information, the reports provide relevant analyses which put a more general perspective on a country (seen in the context of relative performance vis-à-vis benchmarks).

Industry Studies. Companies are racing to become more international, if not global in their strategies. For over 2000 product/industry categories, these reports give the reader a concise summary of latent market forecasts, pro-forma financials, import competition profiles, contacts, key references and trends across 200 countries of the world. Some reports focus on a particular product and region (up to four regions per product), while others focus on a product within a particular country.

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1 METHODOLOGY

1.1 OUR APPROACH

This report was created for strategic planners, international executives and import/export managers who are concerned with the market for portal or pedestal jib cranes. With the globalization of this market, managers can no longer be contented with a local view. Nor can managers be contented with out-of-date statistics that appear several years after the fact. I have developed a methodology, based on macroeconomic and trade models, to estimate the market for portal or pedestal jib cranes for those countries serving the world market via exports or supplying from various countries via imports. I do so for the current year based on a variety of key historical indicators and econometric models.

On the demand side, exporters and strategic planners approaching the world market face a number of questions. Which countries are supplying portal or pedestal jib cranes? What is the dollar value of these imports? How much do the imports of portal or pedestal jib cranes vary from one country to another? Do exporters serving the world market have similar market shares across the importing countries? Which countries supply the most exports of portal or pedestal jib cranes? Which countries are buying their exports? What is the value of these exports and which countries are the largest buyers?

In what follows, Chapter 2 begins by summarizing the regional markets for imported and exported portal or pedestal jib cranes. The total level of imports and exports on a worldwide basis, and those for each region, is based on a model which aggregates across over 150 key country markets and projects these to the current year. From there, each country represents a percent of the world market. This market is served from a number of competitive countries of origin. Based on both demand- and supply-side dynamics, market shares by country of origin are then calculated across each country market destination. These shares lead to a volume of import and export values for each country and are aggregated to regional and world totals. In doing so, we are able to obtain maximum likelihood estimates of both the value of each market and the shares that countries are likely to receive this year. From these figures, rankings are calculated to allow managers to prioritize markets. In this way, all the figures provided in this report are forecasts that can be combined with internal information for strategic planning purposes.

After the worldwide summary in Chapter 2 of both imports and exports, Chapter 3 details the exports of portal or pedestal jib cranes, for each individual country. Chapter 4 does the same, but for imports of portal or pedestal jib cranes for all countries in the world. In all cases, the total dollar volume and percentage share values by major trading partner are provided. Combined, Chapters 3 and 4 present the complete picture for imports and exports of portal or pedestal jib cranes to and from all major countries in the world. Of the 150 countries considered, if a country is not reported here it is therefore estimated to have only a negligible level of trade in portal or pedestal jib cranes (i.e. their market shares are close or equal to zero percent). "Portal or Pedestal

Jib Cranes" as a category is defined in this report following the definition given by the United Nations Statistics Division Classification Registry using the Standard International Trade Classification, Revision 3 (SITC, Rev. 3). The SITC code that defined "portal or pedestal jib cranes" is 74435. For more information on this definition, please refer to the following web site: <http://unstats.un.org/unsd/ct/registry/regcs.asp?Cl=14&Lg=1&Co=744> .

This report is updated on an annual basis. To ensure that you have the most current version, please check the web site of ICON Group at www.icongrouponline.com, or call them in the USA at 858-546-4340.

Important Caveat. The figures should be seen as market estimates, as opposed to historical records, as these are forecasted for the current year of trade. More importantly, in light of the fact that unforeseeable factors might interrupt markets in achieving their reported levels, the figures should be seen as estimates of potential. For example, "mad cow" disease, foot-and-mouth disease, trade embargoes, labor disputes, military conflicts, acts of terrorism and other events will certainly affect the actual trade flows recorded for a variety of industry or product categories. In such cases, the difference between the numbers given in this report and the numbers actually observed might be interpreted as the "net loss" or "net gain" due to these exogenous events affecting regular trade flows that would have occurred had these events not have taken place.

Related Reports. This report was created for the market for portal or pedestal jib cranes. Closely related reports published by ICON Group include the following:

- The World Market for Agricultural or Horticultural Appliances for Projecting, Dispersing, or Spraying Liquids or Powders: A 2006 Global Trade Perspective
- The World Market for Air Compressors Mounted on a Wheeled Chassis for Towing: A 2006 Global Trade Perspective
- The World Market for Air Conditioning Machines Having a Motor-Driven Fan and Elements for Changing the Temperature and Humidity and Their Parts: A 2006 Global Trade Perspective
- The World Market for Air or Vacuum Pumps, Air or Other Gas Compressors, and Ventilating or Recycling Hoods with Fans Excluding Cooker Hoods: A 2006 Global Trade Perspective
- The World Market for Automatic Money-Changing Machines and Vending Machines for Goods Such As Postage Stamp, Cigarette, Food, and Beverage: A 2006 Global Trade Perspective
- The World Market for Ball Bearings: A 2006 Global Trade Perspective
- The World Market for Ball, Needle, and Roller Parts of Ball and Roller Bearings: A 2006 Global Trade Perspective
- The World Market for Bearing Housings and Plain Shaft Bearings: A 2006 Global Trade Perspective
- The World Market for Bearing Housings with Ball or Roller Bearings: A 2006 Global Trade Perspective

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- The World Market for Belt-Type, Continuous-Action Elevators and Conveyors Excluding Pneumatic Elevators and Conveyors: A 2006 Global Trade Perspective
 - The World Market for Bucket-Type, Continuous-Action Elevators and Conveyors Excluding Pneumatic Elevators and Conveyors: A 2006 Global Trade Perspective
 - The World Market for Built-In Jacking Systems Used in Garages for Raising Vehicles: A 2006 Global Trade Perspective
 - The World Market for Calendering or Other Rolling Machines Excluding Those for Metal or Glass: A 2006 Global Trade Perspective
 - The World Market for Centrifugal Clothes Dryers: A 2006 Global Trade Perspective
 - The World Market for Centrifugal Cream Separators: A 2006 Global Trade Perspective
 - The World Market for Check Valves: A 2006 Global Trade Perspective
 - The World Market for Clutches, Shaft Couplings, and Universal Joints: A 2006 Global Trade Perspective
 - The World Market for Compressors for Refrigerating Equipment: A 2006 Global Trade Perspective
 - The World Market for Concrete Pumps: A 2006 Global Trade Perspective
 - The World Market for Continuous-Action Elevators and Conveyors Designed for Underground Use Excluding Pneumatic Elevators and Conveyors: A 2006 Global Trade Perspective
 - The World Market for Continuous-Action Elevators and Conveyors for Goods or Materials: A 2006 Global Trade Perspective
 - The World Market for Distilling or Rectifying Plant: A 2006 Global Trade Perspective
 - The World Market for Dryers for Agricultural Products: A 2006 Global Trade Perspective
 - The World Market for Dryers for Wood, Paper Pulp, Paper, and Paperboard: A 2006 Global Trade Perspective
 - The World Market for Electrical, Self-Propelled Work Trucks without Lifting or Handling Equipment: A 2006 Global Trade Perspective
 - The World Market for Escalators and Moving Walkways: A 2006 Global Trade Perspective
 - The World Market for Fans and Cooker Hoods with Fans: A 2006 Global Trade Perspective
 - The World Market for Filtering and Purifying Machinery for Liquids or Gases: A 2006 Global Trade Perspective
 - The World Market for Fire Extinguishers: A 2006 Global Trade Perspective
 - The World Market for Flywheels, Pulleys, and Pulley Blocks: A 2006 Global Trade Perspective
 - The World Market for Fuel, Lubricating, or Cooling Medium Pumps for Internal Combustion Piston Engines: A 2006 Global Trade Perspective
 - The World Market for Furnace Burners for Liquid Fuel: A 2006 Global Trade Perspective
 - The World Market for Gas Generators, Distilling or Rectifying Plant, Heat Exchange Units, and Machinery for Liquefying Air or Other Gases: A 2006 Global Trade Perspective

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- The World Market for Gas- or Water-Producing Gas Generators, Acetylene Gas Generators, and Water-Process Gas Generators: A 2006 Global Trade Perspective
 - The World Market for Gaskets and Similar Joints of Metal Sheeting Combined with Other Materials or Layers of Metal and Sets Thereof: A 2006 Global Trade Perspective
 - The World Market for Gears and Gearing, Ball Screws, Gear Boxes, Speed Changers, and Torque Converters: A 2006 Global Trade Perspective
 - The World Market for Hand- or Foot-Operated Air Pumps: A 2006 Global Trade Perspective
 - The World Market for Hand Tools with Self-Contained Non-Electric Motors: A 2006 Global Trade Perspective
 - The World Market for Hand Tools, Pneumatic Tools, Tools with Self-Contained Non-Electric Motors, and Their Parts: A 2006 Global Trade Perspective
 - The World Market for Heat Exchange Units: A 2006 Global Trade Perspective
 - The World Market for Hoods with Fans Having a Maximum Horizontal Side Up to 120 cms: A 2006 Global Trade Perspective
 - The World Market for Induction or Dielectric Furnaces and Ovens: A 2006 Global Trade Perspective
 - The World Market for Industrial and Laboratory Furnaces and Ovens and Their Parts: A 2006 Global Trade Perspective
 - The World Market for Industrial Dish Washing Machines; Machinery for Cleaning, Filling, Sealing, Labeling Containers; and Machinery for Aerating Beverages: A 2006 Global Trade Perspective
 - The World Market for Industrial Dishwashing Machines: A 2006 Global Trade Perspective
 - The World Market for Industrial Refrigerators, Freezers, and Other Refrigeration and Freezing Equipment and Parts: A 2006 Global Trade Perspective
 - The World Market for Injection or Compression Types of Molds for Metals or Metal Carbides: A 2006 Global Trade Perspective
 - The World Market for Injection or Compression Types of Molds for Rubber or Plastics: A 2006 Global Trade Perspective
 - The World Market for Instantaneous Gas Water Heaters: A 2006 Global Trade Perspective
 - The World Market for Intake Air Filters for Internal Combustion Engines: A 2006 Global Trade Perspective
 - The World Market for Iron and Steel Articulated Link Chain and Parts: A 2006 Global Trade Perspective
 - The World Market for Jacks and Hoists for Raising Vehicles: A 2006 Global Trade Perspective
 - The World Market for Lifts and Skip Hoists: A 2006 Global Trade Perspective
 - The World Market for Liquid Elevators: A 2006 Global Trade Perspective
 - The World Market for Machinery for Cleaning or Drying Bottles or Other Containers: A 2006 Global Trade Perspective

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- The World Market for Machinery for Filtering and Purifying Beverages Excluding Water: A 2006 Global Trade Perspective
 - The World Market for Machinery for Filtering and Purifying Water: A 2006 Global Trade Perspective
 - The World Market for Machinery for Liquefying Air or Other Gas: A 2006 Global Trade Perspective
 - The World Market for Machinery for Making Hot Drinks or for Cooking or Heating Foods: A 2006 Global Trade Perspective
 - The World Market for Mechanical Stokers, Grates, Ash Dischargers, and Similar Appliances: A 2006 Global Trade Perspective
 - The World Market for Medical, Surgical, or Laboratory Sterilizers: A 2006 Global Trade Perspective
 - The World Market for Mobile Lifting Frames on Tires and Straddle Carriers: A 2006 Global Trade Perspective
 - The World Market for Mold Bases and Plates for the Bottom of Metal Molds: A 2006 Global Trade Perspective
 - The World Market for Molding Boxes for Metal Foundry: A 2006 Global Trade Perspective
 - The World Market for Molding Boxes for Metal Foundry, Mold Bases, Molding Patterns, Molds for Metal Excluding Ingot, Metal Carbides, Glass, Minerals, Rubber, or Plastics: A 2006 Global Trade Perspective
 - The World Market for Molding Patterns: A 2006 Global Trade Perspective
 - The World Market for Molds for Glass: A 2006 Global Trade Perspective
 - The World Market for Molds for Mineral Materials: A 2006 Global Trade Perspective
 - The World Market for Needle Roller Bearings: A 2006 Global Trade Perspective
 - The World Market for Non-Electric Bakery and Biscuit Ovens: A 2006 Global Trade Perspective
 - The World Market for Non-Electric Furnaces and Ovens for the Roasting, Melting, or Other Heat Treatment of Ores, Pyrites, or Metals: A 2006 Global Trade Perspective
 - The World Market for Non-Electric Water Heaters and Temperature-Changing Industrial and Laboratory Machinery and Equipment for Treating Materials: A 2006 Global Trade Perspective
 - The World Market for Oil or Fuel Filters for Internal Combustion Engines: A 2006 Global Trade Perspective
 - The World Market for Overhead Traveling Cranes on Fixed Support: A 2006 Global Trade Perspective
 - The World Market for Parts and Cylinders for Calendering or Other Rolling Machines Excluding Those for Metals or Glass: A 2006 Global Trade Perspective
 - The World Market for Parts for Air Conditioning Machines Having a Motor-Driven Fan and Elements for Changing the Temperature and Humidity: A 2006 Global Trade Perspective

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- The World Market for Parts for Air or Vacuum Pumps, for Air or Other Gas Compressors and Fans, and for Ventilating, Recycling, or Cooker Hoods with Fan: A 2006 Global Trade Perspective
 - The World Market for Parts for Automatic Money-Changing Machines and Vending Machines for Goods Such As Postage Stamp, Cigarette, Food, and Beverage: A 2006 Global Trade Perspective
 - The World Market for Parts for Electric Industrial or Laboratory Furnaces and Ovens: A 2006 Global Trade Perspective
 - The World Market for Parts for Furnace Burners, Mechanical Stokers, Grates, Ash Dischargers, and Similar Mechanical Appliances for Furnaces: A 2006 Global Trade Perspective
 - The World Market for Parts for Gas- or Water-Producing Gas Generators, Acetylene Gas Generators, and Water-Process Gas Generators: A 2006 Global Trade Perspective
 - The World Market for Parts for Non-Electric Industrial or Laboratory Furnaces and Ovens: A 2006 Global Trade Perspective
 - The World Market for Parts for Taps, Cocks, Valves, Pressure and Temperature Controlled Valves, and Appliances for Pipes, Boiler Shells, and Tanks: A 2006 Global Trade Perspective
 - The World Market for Parts of Articulated Link Chain: A 2006 Global Trade Perspective
 - The World Market for Parts of Ball and Roller Bearings: A 2006 Global Trade Perspective
 - The World Market for Parts of Centrifuges and Centrifugal Dryers: A 2006 Global Trade Perspective
 - The World Market for Parts of Centrifuges, Centrifugal Dryers, and Filtering and Purifying Machinery: A 2006 Global Trade Perspective
 - The World Market for Parts of Dish Washing Machines and of Machinery for Cleaning, Filling, Sealing, and Labeling Containers and Aerating Beverages: A 2006 Global Trade Perspective
 - The World Market for Parts of Filtering or Purifying Machinery: A 2006 Global Trade Perspective
 - The World Market for Parts of Lifting and Handling Machinery: A 2006 Global Trade Perspective
 - The World Market for Parts of Lifts, Skip Hoists, or Escalators: A 2006 Global Trade Perspective
 - The World Market for Parts of Liquid Elevators: A 2006 Global Trade Perspective
 - The World Market for Parts of Mechanical Appliances for Projecting, Dispersing, or Spraying Liquids or Powders, Fire Extinguishers, and Steam or Sandblasting Machines: A 2006 Global Trade Perspective
 - The World Market for Parts of Pneumatic Hand Tools or Hand Tools with Self-Contained Non-Electric Motors: A 2006 Global Trade Perspective
 - The World Market for Parts of Pulley Tackle, Hoists, Winches, Capstans, and Jacks: A 2006 Global Trade Perspective
 - The World Market for Parts of Pumps for Liquids: A 2006 Global Trade Perspective

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- The World Market for Parts of Pumps for Liquids and Liquid Elevators: A 2006 Global Trade Perspective
 - The World Market for Parts of Self-Propelled Works Trucks without Lifting or Handling Equipment and Parts of Railway Station Platform Tractors: A 2006 Global Trade Perspective
 - The World Market for Personal Weighing Machines, Baby Scales, and Household Scales: A 2006 Global Trade Perspective
 - The World Market for Plain Shaft Bearings and Bearing Housings without Ball or Roller Bearings: A 2006 Global Trade Perspective
 - The World Market for Pneumatic Hand Tools: A 2006 Global Trade Perspective
 - The World Market for Pneumatic, Continuous-Action Elevators and Conveyors: A 2006 Global Trade Perspective
 - The World Market for Portal or Pedestal Jib Cranes: A 2006 Global Trade Perspective
 - The World Market for Pressure-Reducing Valves: A 2006 Global Trade Perspective
 - The World Market for Pulley Tackle and Hoists Excluding Skip Hoists: A 2006 Global Trade Perspective
 - The World Market for Pulley Tackle and Hoists, Winches, and Capstans Excluding Skip Hoists: A 2006 Global Trade Perspective
 - The World Market for Pumped Fitted or Designed to Be Fitted with a Measuring Device: A 2006 Global Trade Perspective
 - The World Market for Pumps for Dispensing Fuel or Lubricants Used in Filling Stations or Garages and Fitted or Designed to Be Fitted with a Measuring Device: A 2006 Global Trade Perspective
 - The World Market for Refrigerating or Freezing Chests, Cabinets, Display Counters, Showcases, and Similar Refrigerating or Freezing Furniture Excluding Household Type: A 2006 Global Trade Perspective
 - The World Market for Resistance Heated Furnaces and Ovens: A 2006 Global Trade Perspective
 - The World Market for Roller Chain: A 2006 Global Trade Perspective
 - The World Market for Safety or Relief Valves: A 2006 Global Trade Perspective
 - The World Market for Self-Contained, Window or Wall-Type Air Conditioning Machines: A 2006 Global Trade Perspective
 - The World Market for Self-Propelled, Electric Trucks Fitted with Lifting or Handling Equipment: A 2006 Global Trade Perspective
 - The World Market for Ships' Derricks, Cranes, Mobile Lifting Frames, Straddle Carriers, and Works Trucks Fitted with Cranes: A 2006 Global Trade Perspective
 - The World Market for Ships' or Boats' Propellers and Blades: A 2006 Global Trade Perspective
 - The World Market for Spherical Roller Bearings: A 2006 Global Trade Perspective
 - The World Market for Spray Guns and Similar Appliances: A 2006 Global Trade Perspective

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- The World Market for Spraying Machinery, Mechanical Appliances for Projecting, Dispersing, or Spraying Liquids or Powders, Fire Extinguishers, Spray Guns, and Steam or Sandblasting Machines: A 2006 Global Trade Perspective
 - The World Market for Steam or Sandblasting Machines and Similar Jet-Projecting Machines: A 2006 Global Trade Perspective
 - The World Market for Table, Floor, Wall, Window, Ceiling or Roof Fans with Self-Contained Electric Motor of an Output Not Exceeding 125 w: A 2006 Global Trade Perspective
 - The World Market for Tapered Roller Bearings and Cone and Tapered Roller Assemblies: A 2006 Global Trade Perspective
 - The World Market for Tower Cranes: A 2006 Global Trade Perspective
 - The World Market for Transmission Shafts, Cranks, and Cam and Crank Shafts: A 2006 Global Trade Perspective
 - The World Market for Vacuum Pumps: A 2006 Global Trade Perspective
 - The World Market for Valves for Oleohydraulic or Pneumatic Transmissions: A 2006 Global Trade Perspective
 - The World Market for Weighing Machine Weights, Parts of Weighing Machinery, and Weight-Operated Counting Machines Excluding Balances of a Sensitivity of 5 ca or Better: A 2006 Global Trade Perspective
 - The World Market for Weighing Machinery and Weight-Operated Counting and Checking Machines Excluding Balances of 5 cg or Better and Personal and Household Scales: A 2006 Global Trade Perspective
 - The World Market for Weighing Machinery, Weight-Operated Counting and Checking Machines, Weighing Machine Weights, and Their Parts: A 2006 Global Trade Perspective
 - The World Market for Winches Specially Designed for Use Underground and Pit-Head Winding Gear: A 2006 Global Trade Perspective

2 THE WORLD MARKET

2.1 EXPORTS

2.1.1 The World Market: Portal or Pedestal Jib Cranes Export Supplies in 2006

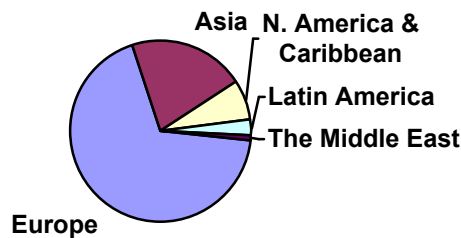
The following tables and graphs summarize the world exporters, by region of origin, of portal or pedestal jib cranes for the year 2006.

World Supplies of Exported Portal or Pedestal Jib Cranes: 2006

Region of Origin	Rank	Value (000 US\$)	% of World	Cumulative %
Europe	1	180,343	68.20	68.20
Asia	2	55,076	20.83	89.03
N. America & Caribbean	3	19,477	7.37	96.40
Latin America	4	7,109	2.69	99.09
The Middle East	5	2,416	0.91	100.00
Total		264,421	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

World Supplies of Exported Portal or Pedestal Jib Cranes: 2006

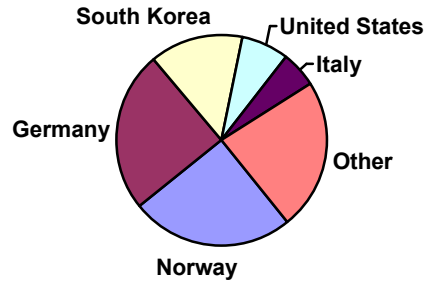


World Supplies of Exported Portal or Pedestal Jib Cranes: 2006

Exporters	Rank	Value (000 US\$)	% of World	Cumulative %
Norway	1	65,784	24.88	24.88
Germany	2	65,552	24.79	49.67
South Korea	3	38,683	14.63	64.30
United States	4	19,045	7.20	71.50
Italy	5	14,094	5.33	76.83
Netherlands	6	9,942	3.76	80.59
China	7	8,968	3.39	83.98
Japan	8	6,588	2.49	86.47
Austria	9	5,631	2.13	88.60
Venezuela	10	5,577	2.11	90.71
United Kingdom	11	3,626	1.37	92.08
Spain	12	2,968	1.12	93.21
Belgium	13	2,595	0.98	94.19
Denmark	14	2,334	0.88	95.07
France	15	2,301	0.87	95.94
Turkey	16	2,208	0.84	96.78
Brazil	17	1,532	0.58	97.36
Sweden	18	1,271	0.48	97.84
Czech Republic	19	1,119	0.42	98.26
Finland	20	890	0.34	98.60
Hungary	21	627	0.24	98.83
Singapore	22	464	0.18	99.01
Slovenia	23	464	0.18	99.18
Canada	24	432	0.16	99.35
Poland	25	272	0.10	99.45
Ukraine	26	264	0.10	99.55
Russia	27	260	0.10	99.65
Portugal	28	192	0.07	99.72
Malaysia	29	161	0.06	99.78
Switzerland	30	157	0.06	99.84
Taiwan	31	133	0.05	99.89
Lebanon	32	116	0.04	99.94
Saudi Arabia	33	87	0.03	99.97
Thailand	34	63	0.02	99.99
Hong Kong	35	16	0.01	100.00
Other	36	5	0.00	100.00
Total		264,421	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

World Supplies of Exported Portal or Pedestal Jib Cranes: 2006



2.2 IMPORTS

2.2.1 The World Market: Imported Portal or Pedestal Jib Cranes in 2006

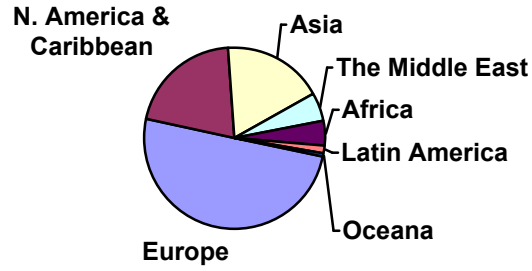
The following tables and graphs summarize the world markets for exporters of portal or pedestal jib cranes for the year 2006.

The World Exporters' Market for Imported Portal or Pedestal Jib Cranes: 2006

Region	Rank	Value (000 US\$)	% of World	Cumulative %
Europe	1	132,384	50.07	50.07
N. America & Caribbean	2	54,520	20.62	70.68
Asia	3	47,708	18.04	88.73
The Middle East	4	12,750	4.82	93.55
Africa	5	12,046	4.56	98.10
Latin America	6	3,866	1.46	99.57
Oceania	7	1,147	0.43	100.00
Total		264,421	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

The World Exporters' Market for Imported Portal or Pedestal Jib Cranes: 2006

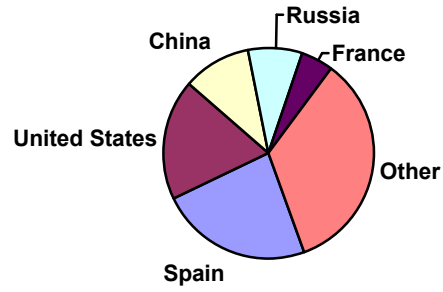


Target Markets for Imported Portal or Pedestal Jib Cranes: 2006

Target Market	Rank	Value (000 US\$)	% of World	Cumulative %
Spain	1	61,894	23.41	23.41
United States	2	49,038	18.55	41.95
China	3	27,941	10.57	52.52
Russia	4	22,118	8.36	60.88
France	5	13,200	4.99	65.88
South Korea	6	9,380	3.55	69.42
United Kingdom	7	8,407	3.18	72.60
Netherlands	8	5,959	2.25	74.86
Singapore	9	5,926	2.24	77.10
Morocco	10	5,469	2.07	79.17
Canada	11	5,338	2.02	81.18
Ireland	12	5,305	2.01	83.19
Switzerland	13	4,751	1.80	84.99
Saudi Arabia	14	3,728	1.41	86.40
Iran	15	3,647	1.38	87.78
Israel	16	3,082	1.17	88.94
Senegal	17	2,316	0.88	89.82
Belgium	18	2,165	0.82	90.64
Algeria	19	1,933	0.73	91.37
Mexico	20	1,925	0.73	92.10
Malaysia	21	1,705	0.64	92.74
Denmark	22	1,603	0.61	93.35
Venezuela	23	1,442	0.55	93.89
Germany	24	1,363	0.52	94.41
Bangladesh	25	1,331	0.50	94.91
Syrian Arab Republic	26	1,060	0.40	95.31
Georgia	27	926	0.35	95.66
Australia	28	901	0.34	96.00
Japan	29	843	0.32	96.32
Tunisia	30	802	0.30	96.63
Egypt	31	773	0.29	96.92
Sweden	32	745	0.28	97.20
Croatia	33	664	0.25	97.45
South Africa	34	647	0.24	97.70
Bahrain	35	604	0.23	97.92
Other	36	5,490	2.08	100.00
Total		264,421	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

Target Markets for Imported Portal or Pedestal Jib Cranes: 2006



3 EXPORTS

3.1 ASIA: EXPORT SUPPLIES OF PORTAL OR PEDESTAL JIB CRANES

3.1.1 Executive Summary

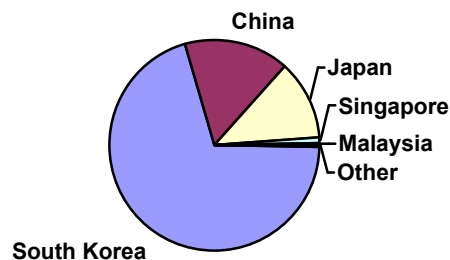
The following tables and graphs summarize the export supplies in Asia of portal or pedestal jib cranes:

Portal or Pedestal Jib Cranes Export Supplies from Asia: 2006

Exporters	Rank	Value (000 US\$)	% of Asia	Cumulative %
South Korea	1	38,683	70.24	70.24
China	2	8,968	16.28	86.52
Japan	3	6,588	11.96	98.48
Singapore	4	464	0.84	99.32
Malaysia	5	161	0.29	99.62
Taiwan	6	133	0.24	99.86
Thailand	7	63	0.11	99.97
Hong Kong	8	16	0.03	100.00
Total		55,076	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

Portal or Pedestal Jib Cranes Export Supplies from Asia: 2006

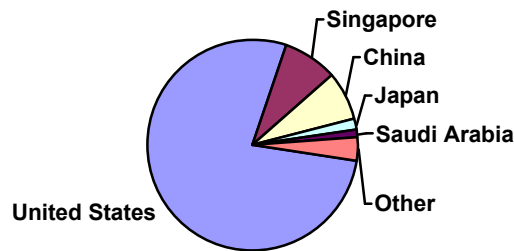


Portal or Pedestal Jib Cranes Exports from Asia by Country of Destination: 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
United States	1	42,803	77.72	77.72
Singapore	2	4,688	8.51	86.23
China	3	4,117	7.48	93.70
Japan	4	843	1.53	95.23
Saudi Arabia	5	694	1.26	96.49
Algeria	6	491	0.89	97.39
Australia	7	428	0.78	98.16
South Africa	8	347	0.63	98.79
Bahrain	9	248	0.45	99.24
Taiwan	10	125	0.23	99.47
Thailand	11	108	0.20	99.67
France	12	104	0.19	99.85
Sweden	13	63	0.11	99.97
Malaysia	14	12	0.02	99.99
Mexico	15	5	0.01	100.00
Total		55,076	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

Portal or Pedestal Jib Cranes Exports from Asia by Country of Destination: 2006



3.1.2 China

Portal or Pedestal Jib Cranes Exports from China, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
Singapore	1	4,028	44.92	44.92
United States	2	3,743	41.74	86.65
Algeria	3	491	5.48	92.13
Japan	4	359	4.00	96.13
South Africa	5	347	3.87	100.00
Total		8,968	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.1.3 Hong Kong

Portal or Pedestal Jib Cranes Exports from Hong Kong, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
Singapore	1	16	100.00	100.00
Total		16	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.1.4 Japan

Portal or Pedestal Jib Cranes Exports from Japan, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
China	1	3,623	54.99	54.99
United States	2	1,259	19.11	74.10
Saudi Arabia	3	694	10.53	84.64
Singapore	4	410	6.22	90.86
Bahrain	5	248	3.76	94.63
Taiwan	6	125	1.90	96.52
Thailand	7	108	1.64	98.16
France	8	104	1.58	99.74
Malaysia	9	12	0.18	99.92
Mexico	10	5	0.08	100.00
Total		6,588	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.1.5 Malaysia

Portal or Pedestal Jib Cranes Exports from Malaysia, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
Singapore	1	161	100.00	100.00
Total		161	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.1.6 Singapore

Portal or Pedestal Jib Cranes Exports from Singapore, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
Australia	1	428	92.24	92.24
China	2	36	7.76	100.00
Total		464	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.1.7 South Korea

Portal or Pedestal Jib Cranes Exports from South Korea, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
United States	1	37,789	97.69	97.69
Japan	2	484	1.25	98.94
China	3	337	0.87	99.81
Singapore	4	73	0.19	100.00
Total		38,683	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.1.8 Taiwan

Portal or Pedestal Jib Cranes Exports from Taiwan, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
China	1	121	90.98	90.98
United States	2	12	9.02	100.00
Total		133	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.1.9 Thailand

Portal or Pedestal Jib Cranes Exports from Thailand, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
Sweden	1	63	100.00	100.00
Total		63	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.2 EUROPE: EXPORT SUPPLIES OF PORTAL OR PEDESTAL JIB CRANES

3.2.1 Executive Summary

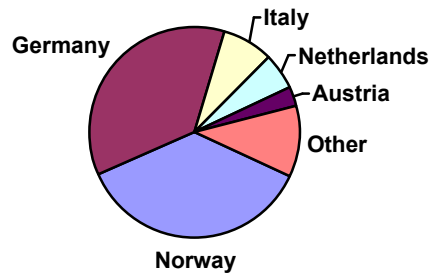
The following tables and graphs summarize the export supplies in Europe of portal or pedestal jib cranes:

Portal or Pedestal Jib Cranes Export Supplies from Europe: 2006

Exporters	Rank	Value (000 US\$)	% of Europe	Cumulative %
Norway	1	65,784	36.48	36.48
Germany	2	65,552	36.35	72.83
Italy	3	14,094	7.82	80.64
Netherlands	4	9,942	5.51	86.15
Austria	5	5,631	3.12	89.28
United Kingdom	6	3,626	2.01	91.29
Spain	7	2,968	1.65	92.93
Belgium	8	2,595	1.44	94.37
Denmark	9	2,334	1.29	95.67
France	10	2,301	1.28	96.94
Sweden	11	1,271	0.70	97.65
Czech Republic	12	1,119	0.62	98.27
Finland	13	890	0.49	98.76
Hungary	14	627	0.35	99.11
Slovenia	15	464	0.26	99.37
Poland	16	272	0.15	99.52
Ukraine	17	264	0.15	99.66
Russia	18	260	0.14	99.81
Portugal	19	192	0.11	99.91
Switzerland	20	157	0.09	100.00
Total		180,343	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

Portal or Pedestal Jib Cranes Export Supplies from Europe: 2006

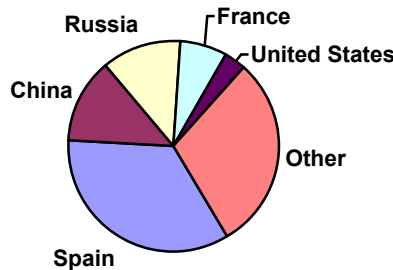


Portal or Pedestal Jib Cranes Exports from Europe by Country of Destination: 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
Spain	1	61,894	34.32	34.32
China	2	23,797	13.20	47.52
Russia	3	22,118	12.26	59.78
France	4	12,998	7.21	66.99
United States	5	5,803	3.22	70.21
Morocco	6	5,469	3.03	73.24
United Kingdom	7	5,422	3.01	76.24
Ireland	8	5,305	2.94	79.19
Switzerland	9	4,751	2.63	81.82
Iran	10	3,647	2.02	83.84
Saudi Arabia	11	2,222	1.23	85.07
Senegal	12	2,200	1.22	86.29
Belgium	13	2,165	1.20	87.49
Canada	14	1,944	1.08	88.57
Denmark	15	1,603	0.89	89.46
South Korea	16	1,567	0.87	90.33
Algeria	17	1,402	0.78	91.11
Germany	18	1,363	0.76	91.86
Bangladesh	19	1,331	0.74	92.60
Singapore	20	1,238	0.69	93.29
Mexico	21	1,165	0.65	93.93
Israel	22	1,114	0.62	94.55
Syrian Arab Republic	23	1,060	0.59	95.14
Georgia	24	926	0.51	95.65
Tunisia	25	802	0.44	96.10
Other	26	7,037	3.90	100.00
Total		180,343	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

Portal or Pedestal Jib Cranes Exports from Europe by Country of Destination: 2006



3.2.2 Austria

Portal or Pedestal Jib Cranes Exports from Austria, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
Russia	1	3,556	63.15	63.15
Singapore	2	761	13.51	76.66
China	3	639	11.35	88.01
Ireland	4	329	5.84	93.86
United States	5	197	3.50	97.35
Switzerland	6	124	2.20	99.56
France	7	20	0.36	99.91
Czech Republic	8	5	0.09	100.00
Total		5,631	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.2.3 Belgium

Portal or Pedestal Jib Cranes Exports from Belgium, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
Senegal	1	1,770	68.21	68.21
France	2	603	23.24	91.45
Egypt	3	119	4.59	96.03
Ireland	4	72	2.77	98.81
Saudi Arabia	5	24	0.92	99.73
Netherlands	6	7	0.27	100.00
Total		2,595	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.2.4 Czech Republic

Portal or Pedestal Jib Cranes Exports from Czech Republic, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
China	1	387	34.58	34.58
Italy	2	342	30.56	65.15
Slovakia	3	146	13.05	78.19
Netherlands	4	145	12.96	91.15
Austria	5	99	8.85	100.00
Total		1,119	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.2.5 Denmark

Portal or Pedestal Jib Cranes Exports from Denmark, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
Syrian Arab Republic	1	1,060	45.42	45.42
China	2	927	39.72	85.13
Russia	3	127	5.44	90.57
United States	4	109	4.67	95.24
Ireland	5	97	4.16	99.40
Sweden	6	14	0.60	100.00
Total		2,334	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.2.6 Finland

Portal or Pedestal Jib Cranes Exports from Finland, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
Greece	1	314	35.28	35.28
Canada	2	253	28.43	63.71
China	3	140	15.73	79.44
Ireland	4	97	10.90	90.34
Poland	5	80	8.99	99.33
United Kingdom	6	6	0.67	100.00
Total		890	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.2.7 France

Portal or Pedestal Jib Cranes Exports from France, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
Algeria	1	688	29.90	29.90
Oman	2	418	18.17	48.07
French Polynesia	3	246	10.69	58.76
Ireland	4	212	9.21	67.97
Belgium	5	194	8.43	76.40
China	6	111	4.82	81.23
Senegal	7	109	4.74	85.96
Niger	8	106	4.61	90.57
Morocco	9	43	1.87	92.44
Switzerland	10	42	1.83	94.26
Tunisia	11	37	1.61	95.87
Czech Republic	12	36	1.56	97.44
United States	13	32	1.39	98.83
Germany	14	19	0.83	99.65
Spain	15	6	0.26	99.91
Russia	16	2	0.09	100.00
Total		2,301	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.2.8 Germany

Portal or Pedestal Jib Cranes Exports from Germany, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
Russia	1	17,673	26.96	26.96
China	2	12,918	19.71	46.67
France	3	10,642	16.23	62.90
Morocco	4	5,300	8.09	70.99
Switzerland	5	4,565	6.96	77.95
United Kingdom	6	2,454	3.74	81.69
Saudi Arabia	7	1,724	2.63	84.32
Bangladesh	8	1,331	2.03	86.35
Denmark	9	1,305	1.99	88.35
Israel	10	1,114	1.70	90.04
Georgia	11	926	1.41	91.46
United States	12	559	0.85	92.31
Sweden	13	490	0.75	93.06
Ireland	14	423	0.65	93.70
Tunisia	15	413	0.63	94.33
Algeria	16	391	0.60	94.93
Czech Republic	17	371	0.57	95.50
Senegal	18	321	0.49	95.98
Australia	19	275	0.42	96.40
Austria	20	272	0.41	96.82
South Korea	21	271	0.41	97.23
Mexico	22	269	0.41	97.64
Romania	23	236	0.36	98.00
Netherlands	24	230	0.35	98.35
Spain	25	175	0.27	98.62
Belgium	26	146	0.22	98.84
Hungary	27	145	0.22	99.06
Croatia	28	124	0.19	99.25
Costa Rica	29	74	0.11	99.37
Iran	30	71	0.11	99.48
Other	31	344	0.52	100.00
Total		65,552	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.2.9 Hungary

Portal or Pedestal Jib Cranes Exports from Hungary, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
Russia	1	420	66.99	66.99
Slovakia	2	172	27.43	94.42
Austria	3	35	5.58	100.00
Total		627	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.2.10 Italy

Portal or Pedestal Jib Cranes Exports from Italy, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
Iran	1	3,576	25.37	25.37
United Kingdom	2	2,374	16.84	42.22
France	3	1,453	10.31	52.53
Spain	4	1,274	9.04	61.57
United States	5	1,212	8.60	70.16
Mexico	6	868	6.16	76.32
China	7	501	3.55	79.88
Ireland	8	499	3.54	83.42
Tunisia	9	352	2.50	85.92
Algeria	10	323	2.29	88.21
South Africa	11	300	2.13	90.34
Egypt	12	290	2.06	92.39
Saudi Arabia	13	259	1.84	94.23
Germany	14	243	1.72	95.96
Singapore	15	156	1.11	97.06
Canada	16	136	0.96	98.03
Kazakhstan	17	67	0.48	98.50
Morocco	18	54	0.38	98.89
Greece	19	41	0.29	99.18
Norway	20	33	0.23	99.41
Turkey	21	28	0.20	99.61
Switzerland	22	20	0.14	99.75
Croatia	23	19	0.13	99.89
Australia	24	12	0.09	99.97
Belgium	25	2	0.01	99.99
Jordan	26	2	0.01	100.00
Total		14,094	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.2.11 Netherlands

Portal or Pedestal Jib Cranes Exports from Netherlands, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
China	1	4,951	49.80	49.80
Canada	2	1,555	15.64	65.44
Belgium	3	1,348	13.56	79.00
United States	4	1,240	12.47	91.47
Ireland	5	530	5.33	96.80
France	6	249	2.50	99.31
United Kingdom	7	69	0.69	100.00
Total		9,942	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.2.12 Norway

Portal or Pedestal Jib Cranes Exports from Norway, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
Spain	1	60,331	91.71	91.71
China	2	2,644	4.02	95.73
South Korea	3	1,206	1.83	97.56
Croatia	4	521	0.79	98.36
United Kingdom	5	519	0.79	99.14
Germany	6	208	0.32	99.46
Sweden	7	178	0.27	99.73
Singapore	8	177	0.27	100.00
Total		65,784	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.2.13 Poland

Portal or Pedestal Jib Cranes Exports from Poland, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
Germany	1	272	100.00	100.00
Total		272	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.2.14 Portugal

Portal or Pedestal Jib Cranes Exports from Portugal, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
Spain	1	108	56.25	56.25
Morocco	2	72	37.50	93.75
United States	3	12	6.25	100.00
Total		192	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.2.15 Russia

Portal or Pedestal Jib Cranes Exports from Russia, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
Latvia	1	125	48.08	48.08
Bulgaria	2	124	47.69	95.77
Kazakhstan	3	11	4.23	100.00
Total		260	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.2.16 Slovenia

Portal or Pedestal Jib Cranes Exports from Slovenia, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
Germany	1	464	100.00	100.00
Total		464	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.2.17 Spain

Portal or Pedestal Jib Cranes Exports from Spain, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
United States	1	2,369	79.82	79.82
Belgium	2	421	14.18	94.00
Ireland	3	119	4.01	98.01
France	4	31	1.04	99.06
Mexico	5	28	0.94	100.00
Total		2,968	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.2.18 Sweden

Portal or Pedestal Jib Cranes Exports from Sweden, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
Ireland	1	439	34.54	34.54
Taiwan	2	349	27.46	62.00
Denmark	3	245	19.28	81.27
Greece	4	92	7.24	88.51
South Korea	5	90	7.08	95.59
United States	6	56	4.41	100.00
Total		1,271	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.2.19 Switzerland

Portal or Pedestal Jib Cranes Exports from Switzerland, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
Germany	1	157	100.00	100.00
Total		157	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.2.20 Ukraine

Portal or Pedestal Jib Cranes Exports from Ukraine, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
Russia	1	264	100.00	100.00
Total		264	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.2.21 United Kingdom

Portal or Pedestal Jib Cranes Exports from United Kingdom, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
Ireland	1	2,488	68.62	68.62
China	2	579	15.97	84.58
Saudi Arabia	3	215	5.93	90.51
Singapore	4	144	3.97	94.48
Russia	5	76	2.10	96.58
Belgium	6	54	1.49	98.07
Denmark	7	53	1.46	99.53
United States	8	17	0.47	100.00
Total		3,626	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.3 LATIN AMERICA: EXPORT SUPPLIES OF PORTAL OR PEDESTAL JIB CRANES

3.3.1 Executive Summary

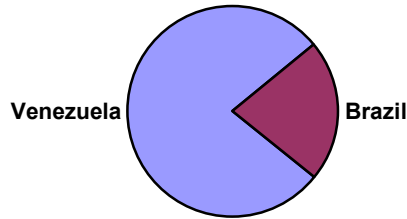
The following tables and graphs summarize the export supplies in Latin America of portal or pedestal jib cranes:

Portal or Pedestal Jib Cranes Export Supplies from Latin America: 2006

Exporters	Rank	Value (000 US\$)	% of Latin America	Cumulative %
Venezuela	1	5,577	78.45	78.45
Brazil	2	1,532	21.55	100.00
Total		7,109	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

Portal or Pedestal Jib Cranes Export Supplies from Latin America: 2006

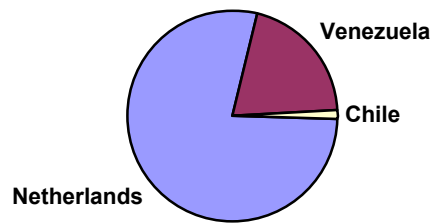


Portal or Pedestal Jib Cranes Exports from Latin America by Country of Destination: 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
Netherlands	1	5,577	78.45	78.45
Venezuela	2	1,442	20.28	98.73
Chile	3	90	1.27	100.00
Total		7,109	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

Portal or Pedestal Jib Cranes Exports from Latin America by Country of Destination: 2006



3.3.2 Brazil

Portal or Pedestal Jib Cranes Exports from Brazil, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
Venezuela	1	1,442	94.13	94.13
Chile	2	90	5.87	100.00
Total		1,532	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.3.3 Venezuela

Portal or Pedestal Jib Cranes Exports from Venezuela, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
Netherlands	1	5,577	100.00	100.00
Total		5,577	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.4 N. AMERICA & CARIBBEAN: EXPORT SUPPLIES OF PORTAL OR PEDESTAL JIB CRANES

3.4.1 Executive Summary

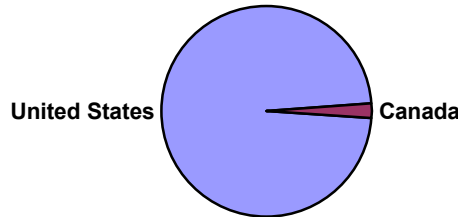
The following tables and graphs summarize the export supplies in N. America & Caribbean of portal or pedestal jib cranes:

Portal or Pedestal Jib Cranes Export Supplies from N. America & Caribbean: 2006

Exporters	Rank	Value (000 US\$)	% of N. America & Caribbean	Cumulative %
United States	1	19,045	97.78	97.78
Canada	2	432	2.22	100.00
Total		19,477	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

Portal or Pedestal Jib Cranes Export Supplies from N. America & Caribbean: 2006

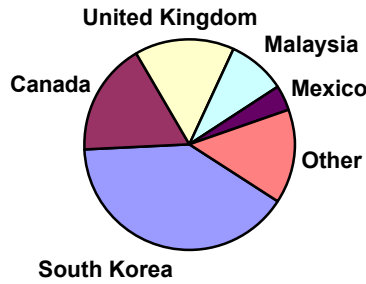


Portal or Pedestal Jib Cranes Exports from N. America & Caribbean by Country of Destination: 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
South Korea	1	7,813	40.11	40.11
Canada	2	3,394	17.43	57.54
United Kingdom	3	2,985	15.33	72.87
Malaysia	4	1,693	8.69	81.56
Mexico	5	755	3.88	85.43
Saudi Arabia	6	732	3.76	89.19
United States	7	432	2.22	91.41
Bahrain	8	269	1.38	92.79
Brazil	9	246	1.26	94.05
Latvia	10	233	1.20	95.25
Egypt	11	193	0.99	96.24
Israel	12	187	0.96	97.20
Australia	13	186	0.95	98.16
St. Vincent and the	14	140	0.72	98.88
France	15	98	0.50	99.38
Guatemala	16	89	0.46	99.84
China	17	27	0.14	99.97
Barbados	18	4	0.02	99.99
Turkey	19	1	0.01	100.00
Total		19,477	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

Portal or Pedestal Jib Cranes Exports from N. America & Caribbean by Country of Destination: 2006



3.4.2 Canada

Portal or Pedestal Jib Cranes Exports from Canada, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
United States	1	432	100.00	100.00
Total		432	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.4.3 United States

Portal or Pedestal Jib Cranes Exports from United States, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
South Korea	1	7,813	41.02	41.02
Canada	2	3,394	17.82	58.84
United Kingdom	3	2,985	15.67	74.52
Malaysia	4	1,693	8.89	83.41
Mexico	5	755	3.96	87.37
Saudi Arabia	6	732	3.84	91.22
Bahrain	7	269	1.41	92.63
Brazil	8	246	1.29	93.92
Latvia	9	233	1.22	95.14
Egypt	10	193	1.01	96.16
Israel	11	187	0.98	97.14
Australia	12	186	0.98	98.11
St. Vincent and the	13	140	0.74	98.85
France	14	98	0.51	99.36
Guatemala	15	89	0.47	99.83
China	16	27	0.14	99.97
Barbados	17	4	0.02	99.99
Turkey	18	1	0.01	100.00
Total		19,045	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.5 THE MIDDLE EAST: EXPORT SUPPLIES OF PORTAL OR PEDESTAL JIB CRANES

3.5.1 Executive Summary

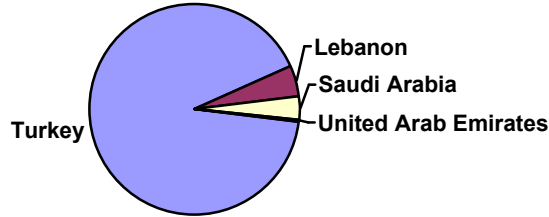
The following tables and graphs summarize the export supplies in The Middle East of portal or pedestal jib cranes:

Portal or Pedestal Jib Cranes Export Supplies from The Middle East: 2006

Exporters	Rank	Value (000 US\$)	% of The Middle East	Cumulative %
Turkey	1	2,208	91.39	91.39
Lebanon	2	116	4.80	96.19
Saudi Arabia	3	87	3.60	99.79
United Arab Emirates	4	5	0.21	100.00
Total		2,416	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

Portal or Pedestal Jib Cranes Export Supplies from The Middle East: 2006

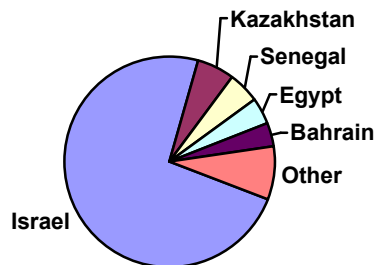


Portal or Pedestal Jib Cranes Exports from The Middle East by Country of Destination: 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
Israel	1	1,781	73.72	73.72
Kazakhstan	2	135	5.59	79.30
Senegal	3	116	4.80	84.11
Egypt	4	103	4.26	88.37
Bahrain	5	87	3.60	91.97
Saudi Arabia	6	80	3.31	95.28
Lebanon	7	69	2.86	98.14
Algeria	8	40	1.66	99.79
Oman	9	5	0.21	100.00
Total		2,416	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

Portal or Pedestal Jib Cranes Exports from The Middle East by Country of Destination: 2006



3.5.2 Lebanon

Portal or Pedestal Jib Cranes Exports from Lebanon, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
Senegal	1	116	100.00	100.00
Total		116	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.5.3 Saudi Arabia

Portal or Pedestal Jib Cranes Exports from Saudi Arabia, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
Bahrain	1	87	100.00	100.00
Total		87	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.5.4 Turkey

Portal or Pedestal Jib Cranes Exports from Turkey, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
Israel	1	1,781	80.66	80.66
Kazakhstan	2	135	6.11	86.78
Egypt	3	103	4.66	91.44
Saudi Arabia	4	80	3.62	95.06
Lebanon	5	69	3.13	98.19
Algeria	6	40	1.81	100.00
Total		2,208	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

3.5.5 United Arab Emirates

Portal or Pedestal Jib Cranes Exports from United Arab Emirates, 2006

Country of Destination	Rank	Value (000 US\$)	% Share	Cumulative %
Oman	1	5	100.00	100.00
Total		5	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4 IMPORTS

4.1 AFRICA: PORTAL OR PEDESTAL JIB CRANES IMPORTS IN 2006

4.1.1 Executive Summary

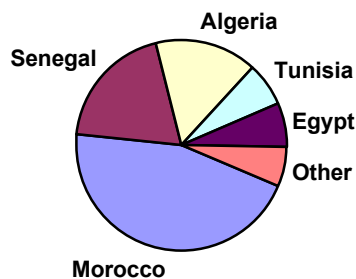
The following tables and graphs summarize the exporters' markets in Africa for imported portal or pedestal jib cranes:

Target Markets for Imported Portal or Pedestal Jib Cranes in Africa: 2006

Target Market	Rank	Value (000 US\$)	% of Africa	Cumulative %
Morocco	1	5,469	45.40	45.40
Senegal	2	2,316	19.23	64.63
Algeria	3	1,933	16.05	80.67
Tunisia	4	802	6.66	87.33
Egypt	5	773	6.42	93.75
South Africa	6	647	5.37	99.12
Niger	7	106	0.88	100.00
Total		12,046	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

Target Markets for Imported Portal or Pedestal Jib Cranes in Africa: 2006

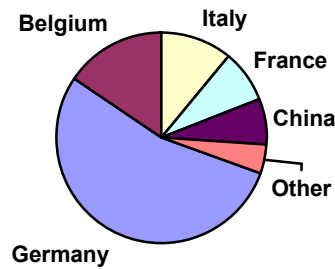


Competition in Africa for Imported Portal or Pedestal Jib Cranes by Country of Origin: 2006

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Germany	1	6,493	53.90	53.90
Belgium	2	1,889	15.68	69.58
Italy	3	1,319	10.95	80.53
France	4	983	8.16	88.69
China	5	838	6.96	95.65
United States	6	193	1.60	97.25
Turkey	7	143	1.19	98.44
Lebanon	8	116	0.96	99.40
Portugal	9	72	0.60	100.00
Total		12,046	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

Competition in Africa for Imported Portal or Pedestal Jib Cranes by Country of Origin: 2006



4.1.2 Algeria

Imported Portal or Pedestal Jib Cranes in Algeria, 2006

(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
France	1	688	35.59	35.59
China	2	491	25.40	60.99
Germany	3	391	20.23	81.22
Italy	4	323	16.71	97.93
Turkey	5	40	2.07	100.00
Total		1,933	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.1.3 Egypt

Imported Portal or Pedestal Jib Cranes in Egypt, 2006

(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Italy	1	290	37.52	37.52
United States	2	193	24.97	62.48
Belgium	3	119	15.39	77.88
Turkey	4	103	13.32	91.20
Germany	5	68	8.80	100.00
Total		773	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.1.4 Morocco

Imported Portal or Pedestal Jib Cranes in Morocco, 2006

(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Germany	1	5,300	96.91	96.91
Portugal	2	72	1.32	98.23
Italy	3	54	0.99	99.21
France	4	43	0.79	100.00
Total		5,469	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.1.5 Niger

Imported Portal or Pedestal Jib Cranes in Niger, 2006 (Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
France	1	106	100.00	100.00
Total		106	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.1.6 Senegal

Imported Portal or Pedestal Jib Cranes in Senegal, 2006 (Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Belgium	1	1,770	76.42	76.42
Germany	2	321	13.86	90.28
Lebanon	3	116	5.01	95.29
France	4	109	4.71	100.00
Total		2,316	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.1.7 South Africa

Imported Portal or Pedestal Jib Cranes in South Africa, 2006 (Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
China	1	347	53.63	53.63
Italy	2	300	46.37	100.00
Total		647	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.1.8 Tunisia

Imported Portal or Pedestal Jib Cranes in Tunisia, 2006 (Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Germany	1	413	51.50	51.50
Italy	2	352	43.89	95.39
France	3	37	4.61	100.00
Total		802	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.2 ASIA: PORTAL OR PEDESTAL JIB CRANES IMPORTS IN 2006

4.2.1 Executive Summary

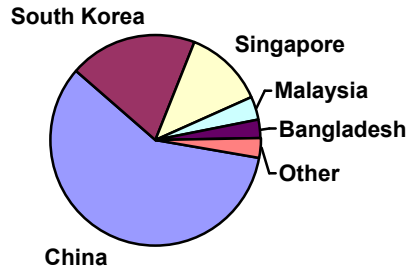
The following tables and graphs summarize the exporters' markets in Asia for imported portal or pedestal jib cranes:

Target Markets for Imported Portal or Pedestal Jib Cranes in Asia: 2006

Target Market	Rank	Value (000 US\$)	% of Asia	Cumulative %
China	1	27,941	58.57	58.57
South Korea	2	9,380	19.66	78.23
Singapore	3	5,926	12.42	90.65
Malaysia	4	1,705	3.57	94.22
Bangladesh	5	1,331	2.79	97.01
Japan	6	843	1.77	98.78
Taiwan	7	474	0.99	99.77
Thailand	8	108	0.23	100.00
Total		47,708	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

Target Markets for Imported Portal or Pedestal Jib Cranes in Asia: 2006

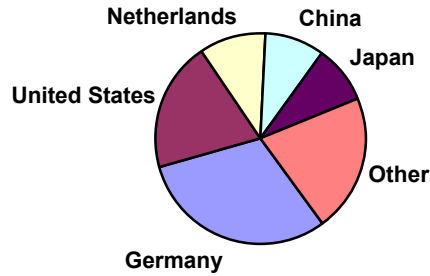


Competition in Asia for Imported Portal or Pedestal Jib Cranes by Country of Origin: 2006

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Germany	1	14,520	30.44	30.44
United States	2	9,533	19.98	50.42
Netherlands	3	4,951	10.38	60.79
China	4	4,387	9.20	69.99
Japan	5	4,278	8.97	78.96
Norway	6	4,027	8.44	87.40
Austria	7	1,400	2.93	90.33
Denmark	8	927	1.94	92.28
South Korea	9	894	1.87	94.15
United Kingdom	10	723	1.52	95.67
Italy	11	657	1.38	97.04
Sweden	12	439	0.92	97.96
Czech Republic	13	387	0.81	98.77
Malaysia	14	161	0.34	99.11
Finland	15	140	0.29	99.40
Taiwan	16	121	0.25	99.66
France	17	111	0.23	99.89
Singapore	18	36	0.08	99.97
Hong Kong	19	16	0.03	100.00
Total		47,708	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

Competition in Asia for Imported Portal or Pedestal Jib Cranes by Country of Origin: 2006



4.2.2 Bangladesh

Imported Portal or Pedestal Jib Cranes in Bangladesh, 2006
(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Germany	1	1,331	100.00	100.00
Total		1,331	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.2.3 China

Imported Portal or Pedestal Jib Cranes in China, 2006 (Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Germany	1	12,918	46.23	46.23
Netherlands	2	4,951	17.72	63.95
Japan	3	3,623	12.97	76.92
Norway	4	2,644	9.46	86.38
Denmark	5	927	3.32	89.70
Austria	6	639	2.29	91.99
United Kingdom	7	579	2.07	94.06
Italy	8	501	1.79	95.85
Czech Republic	9	387	1.39	97.24
South Korea	10	337	1.21	98.44
Finland	11	140	0.50	98.94
Taiwan	12	121	0.43	99.38
France	13	111	0.40	99.77
Singapore	14	36	0.13	99.90
United States	15	27	0.10	100.00
Total		27,941	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.2.4 Japan

Imported Portal or Pedestal Jib Cranes in Japan, 2006 (Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
South Korea	1	484	57.41	57.41
China	2	359	42.59	100.00
Total		843	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.2.5 Malaysia

Imported Portal or Pedestal Jib Cranes in Malaysia, 2006

(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
United States	1	1,693	99.30	99.30
Japan	2	12	0.70	100.00
Total		1,705	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.2.6 Singapore

Imported Portal or Pedestal Jib Cranes in Singapore, 2006

(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
China	1	4,028	67.97	67.97
Austria	2	761	12.84	80.81
Japan	3	410	6.92	87.73
Norway	4	177	2.99	90.72
Malaysia	5	161	2.72	93.44
Italy	6	156	2.63	96.07
United Kingdom	7	144	2.43	98.50
South Korea	8	73	1.23	99.73
Hong Kong	9	16	0.27	100.00
Total		5,926	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.2.7 South Korea

Imported Portal or Pedestal Jib Cranes in South Korea, 2006

(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
United States	1	7,813	83.29	83.29
Norway	2	1,206	12.86	96.15
Germany	3	271	2.89	99.04
Sweden	4	90	0.96	100.00
Total		9,380	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.2.8 Taiwan

Imported Portal or Pedestal Jib Cranes in Taiwan, 2006 (Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Sweden	1	349	73.63	73.63
Japan	2	125	26.37	100.00
Total		474	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.2.9 Thailand

Imported Portal or Pedestal Jib Cranes in Thailand, 2006 (Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Japan	1	108	100.00	100.00
Total		108	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.3 EUROPE: PORTAL OR PEDESTAL JIB CRANES IMPORTS IN 2006

4.3.1 Executive Summary

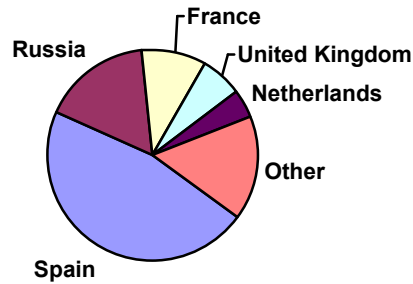
The following tables and graphs summarize the exporters' markets in Europe for imported portal or pedestal jib cranes:

Target Markets for Imported Portal or Pedestal Jib Cranes in Europe: 2006

Target Market	Rank	Value (000 US\$)	% of Europe	Cumulative %
Spain	1	61,894	46.75	46.75
Russia	2	22,118	16.71	63.46
France	3	13,200	9.97	73.43
United Kingdom	4	8,407	6.35	79.78
Netherlands	5	5,959	4.50	84.28
Ireland	6	5,305	4.01	88.29
Switzerland	7	4,751	3.59	91.88
Belgium	8	2,165	1.64	93.52
Denmark	9	1,603	1.21	94.73
Germany	10	1,363	1.03	95.76
Georgia	11	926	0.70	96.46
Sweden	12	745	0.56	97.02
Croatia	13	664	0.50	97.52
Greece	14	478	0.36	97.88
Czech Republic	15	412	0.31	98.19
Austria	16	406	0.31	98.50
Slovakia	17	375	0.28	98.78
Latvia	18	364	0.27	99.06
Italy	19	342	0.26	99.31
Romania	20	236	0.18	99.49
Kazakhstan	21	213	0.16	99.65
Hungary	22	145	0.11	99.76
Bulgaria	23	124	0.09	99.86
Poland	24	80	0.06	99.92
Norway	25	55	0.04	99.96
Other	26	54	0.04	100.00
Total		132,384	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

Target Markets for Imported Portal or Pedestal Jib Cranes in Europe: 2006

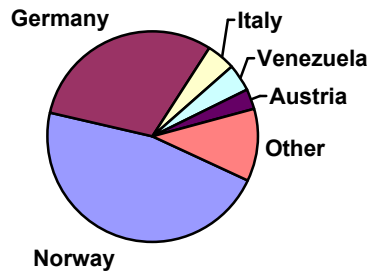


Competition in Europe for Imported Portal or Pedestal Jib Cranes by Country of Origin: 2006

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Norway	1	61,757	46.65	46.65
Germany	2	40,347	30.48	77.13
Italy	3	6,025	4.55	81.68
Venezuela	4	5,577	4.21	85.89
Austria	5	4,034	3.05	88.94
United States	6	3,316	2.50	91.44
United Kingdom	7	2,671	2.02	93.46
Netherlands	8	2,196	1.66	95.12
Sweden	9	776	0.59	95.71
Czech Republic	10	732	0.55	96.26
Belgium	11	682	0.52	96.77
Hungary	12	627	0.47	97.25
Spain	13	571	0.43	97.68
France	14	511	0.39	98.06
Finland	15	497	0.38	98.44
Slovenia	16	464	0.35	98.79
Poland	17	272	0.21	99.00
Ukraine	18	264	0.20	99.20
Russia	19	260	0.20	99.39
Denmark	20	238	0.18	99.57
Switzerland	21	157	0.12	99.69
Turkey	22	135	0.10	99.79
Portugal	23	108	0.08	99.87
Japan	24	104	0.08	99.95
Thailand	25	63	0.05	100.00
Total		132,384	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

Competition in Europe for Imported Portal or Pedestal Jib Cranes by Country of Origin: 2006



4.3.2 Austria

Imported Portal or Pedestal Jib Cranes in Austria, 2006
(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Germany	1	272	67.00	67.00
Czech Republic	2	99	24.38	91.38
Hungary	3	35	8.62	100.00
Total		406	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.3.3 Belgium

Imported Portal or Pedestal Jib Cranes in Belgium, 2006
(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Netherlands	1	1,348	62.26	62.26
Spain	2	421	19.45	81.71
France	3	194	8.96	90.67
Germany	4	146	6.74	97.41
United Kingdom	5	54	2.49	99.91
Italy	6	2	0.09	100.00
Total		2,165	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.3.4 Bulgaria

Imported Portal or Pedestal Jib Cranes in Bulgaria, 2006 (Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Russia	1	124	100.00	100.00
Total		124	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.3.5 Croatia

Imported Portal or Pedestal Jib Cranes in Croatia, 2006 (Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Norway	1	521	78.46	78.46
Germany	2	124	18.67	97.14
Italy	3	19	2.86	100.00
Total		664	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.3.6 Czech Republic

Imported Portal or Pedestal Jib Cranes in Czech Republic, 2006 (Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Germany	1	371	90.05	90.05
France	2	36	8.74	98.79
Austria	3	5	1.21	100.00
Total		412	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.3.7 Denmark

Imported Portal or Pedestal Jib Cranes in Denmark, 2006 (Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Germany	1	1,305	81.41	81.41
Sweden	2	245	15.28	96.69
United Kingdom	3	53	3.31	100.00
Total		1,603	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.3.8 Finland

Imported Portal or Pedestal Jib Cranes in Finland, 2006 (Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Germany	1	54	100.00	100.00
Total		54	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.3.9 France

Imported Portal or Pedestal Jib Cranes in France, 2006 (Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Germany	1	10,642	80.62	80.62
Italy	2	1,453	11.01	91.63
Belgium	3	603	4.57	96.20
Netherlands	4	249	1.89	98.08
Japan	5	104	0.79	98.87
United States	6	98	0.74	99.61
Spain	7	31	0.23	99.85
Austria	8	20	0.15	100.00
Total		13,200	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.3.10 Georgia

Imported Portal or Pedestal Jib Cranes in Georgia, 2006

(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Germany	1	926	100.00	100.00
Total		926	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.3.11 Germany

Imported Portal or Pedestal Jib Cranes in Germany, 2006

(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Slovenia	1	464	34.04	34.04
Poland	2	272	19.96	54.00
Italy	3	243	17.83	71.83
Norway	4	208	15.26	87.09
Switzerland	5	157	11.52	98.61
France	6	19	1.39	100.00
Total		1,363	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.3.12 Greece

Imported Portal or Pedestal Jib Cranes in Greece, 2006

(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Finland	1	314	65.69	65.69
Sweden	2	92	19.25	84.94
Italy	3	41	8.58	93.51
Germany	4	31	6.49	100.00
Total		478	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.3.13 Hungary

Imported Portal or Pedestal Jib Cranes in Hungary, 2006 (Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Germany	1	145	100.00	100.00
Total		145	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.3.14 Ireland

Imported Portal or Pedestal Jib Cranes in Ireland, 2006 (Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
United Kingdom	1	2,488	46.90	46.90
Netherlands	2	530	9.99	56.89
Italy	3	499	9.41	66.30
Sweden	4	439	8.28	74.57
Germany	5	423	7.97	82.54
Austria	6	329	6.20	88.75
France	7	212	4.00	92.74
Spain	8	119	2.24	94.99
Finland	9	97	1.83	96.81
Denmark	10	97	1.83	98.64
Belgium	11	72	1.36	100.00
Total		5,305	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.3.15 Italy

Imported Portal or Pedestal Jib Cranes in Italy, 2006 (Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Czech Republic	1	342	100.00	100.00
Total		342	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.3.16 Kazakhstan

Imported Portal or Pedestal Jib Cranes in Kazakhstan, 2006 (Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Turkey	1	135	63.38	63.38
Italy	2	67	31.46	94.84
Russia	3	11	5.16	100.00
Total		213	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.3.17 Latvia

Imported Portal or Pedestal Jib Cranes in Latvia, 2006 (Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
United States	1	233	64.01	64.01
Russia	2	125	34.34	98.35
Germany	3	6	1.65	100.00
Total		364	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.3.18 Netherlands

Imported Portal or Pedestal Jib Cranes in Netherlands, 2006 (Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Venezuela	1	5,577	93.59	93.59
Germany	2	230	3.86	97.45
Czech Republic	3	145	2.43	99.88
Belgium	4	7	0.12	100.00
Total		5,959	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.3.19 Norway

Imported Portal or Pedestal Jib Cranes in Norway, 2006
(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Italy	1	33	60.00	60.00
Germany	2	22	40.00	100.00
Total		55	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.3.20 Poland

Imported Portal or Pedestal Jib Cranes in Poland, 2006
(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Finland	1	80	100.00	100.00
Total		80	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.3.21 Romania

Imported Portal or Pedestal Jib Cranes in Romania, 2006
(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Germany	1	236	100.00	100.00
Total		236	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.3.22 Russia

Imported Portal or Pedestal Jib Cranes in Russia, 2006

(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Germany	1	17,673	79.90	79.90
Austria	2	3,556	16.08	95.98
Hungary	3	420	1.90	97.88
Ukraine	4	264	1.19	99.07
Denmark	5	127	0.57	99.65
United Kingdom	6	76	0.34	99.99
France	7	2	0.01	100.00
Total		22,118	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.3.23 Slovakia

Imported Portal or Pedestal Jib Cranes in Slovakia, 2006

(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Hungary	1	172	45.87	45.87
Czech Republic	2	146	38.93	84.80
Germany	3	57	15.20	100.00
Total		375	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.3.24 Spain

Imported Portal or Pedestal Jib Cranes in Spain, 2006

(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Norway	1	60,331	97.47	97.47
Italy	2	1,274	2.06	99.53
Germany	3	175	0.28	99.82
Portugal	4	108	0.17	99.99
France	5	6	0.01	100.00
Total		61,894	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.3.25 Sweden

Imported Portal or Pedestal Jib Cranes in Sweden, 2006

(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Germany	1	490	65.77	65.77
Norway	2	178	23.89	89.66
Thailand	3	63	8.46	98.12
Denmark	4	14	1.88	100.00
Total		745	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.3.26 Switzerland

Imported Portal or Pedestal Jib Cranes in Switzerland, 2006

(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Germany	1	4,565	96.09	96.09
Austria	2	124	2.61	98.70
France	3	42	0.88	99.58
Italy	4	20	0.42	100.00
Total		4,751	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.3.27 United Kingdom

Imported Portal or Pedestal Jib Cranes in United Kingdom, 2006

(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
United States	1	2,985	35.51	35.51
Germany	2	2,454	29.19	64.70
Italy	3	2,374	28.24	92.93
Norway	4	519	6.17	99.11
Netherlands	5	69	0.82	99.93
Finland	6	6	0.07	100.00
Total		8,407	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.4 LATIN AMERICA: PORTAL OR PEDESTAL JIB CRANES IMPORTS IN 2006

4.4.1 Executive Summary

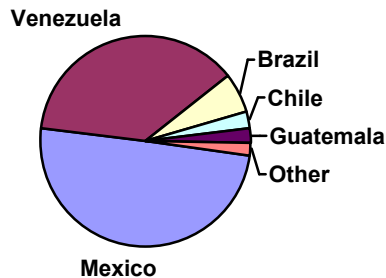
The following tables and graphs summarize the exporters' markets in Latin America for imported portal or pedestal jib cranes:

Target Markets for Imported Portal or Pedestal Jib Cranes in Latin America: 2006

Target Market	Rank	Value (000 US\$)	% of Latin America	Cumulative %
Mexico	1	1,925	49.79	49.79
Venezuela	2	1,442	37.30	87.09
Brazil	3	246	6.36	93.46
Chile	4	90	2.33	95.78
Guatemala	5	89	2.30	98.09
Costa Rica	6	74	1.91	100.00
Total		3,866	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

Target Markets for Imported Portal or Pedestal Jib Cranes in Latin America: 2006

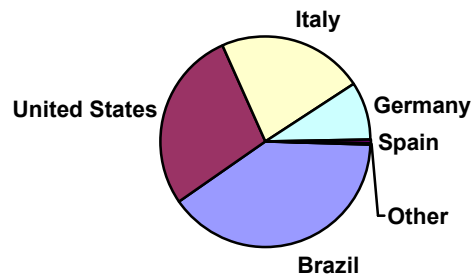


Competition in Latin America for Imported Portal or Pedestal Jib Cranes by Country of Origin: 2006

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Brazil	1	1,532	39.63	39.63
United States	2	1,090	28.19	67.82
Italy	3	868	22.45	90.27
Germany	4	343	8.87	99.15
Spain	5	28	0.72	99.87
Japan	6	5	0.13	100.00
Total		3,866	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

Competition in Latin America for Imported Portal or Pedestal Jib Cranes by Country of Origin: 2006



4.4.2 Brazil

Imported Portal or Pedestal Jib Cranes in Brazil, 2006
(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
United States	1	246	100.00	100.00
Total		246	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.4.3 Chile

Imported Portal or Pedestal Jib Cranes in Chile, 2006

(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Brazil	1	90	100.00	100.00
Total		90	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.4.4 Costa Rica

Imported Portal or Pedestal Jib Cranes in Costa Rica, 2006

(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Germany	1	74	100.00	100.00
Total		74	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.4.5 Guatemala

Imported Portal or Pedestal Jib Cranes in Guatemala, 2006

(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
United States	1	89	100.00	100.00
Total		89	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.4.6 Mexico

Imported Portal or Pedestal Jib Cranes in Mexico, 2006

(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Italy	1	868	45.09	45.09
United States	2	755	39.22	84.31
Germany	3	269	13.97	98.29
Spain	4	28	1.45	99.74
Japan	5	5	0.26	100.00
Total		1,925	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.4.7 Venezuela

Imported Portal or Pedestal Jib Cranes in Venezuela, 2006

(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Brazil	1	1,442	100.00	100.00
Total		1,442	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.5 N. AMERICA & CARIBBEAN: PORTAL OR PEDESTAL JIB CRANES IMPORTS IN 2006

4.5.1 Executive Summary

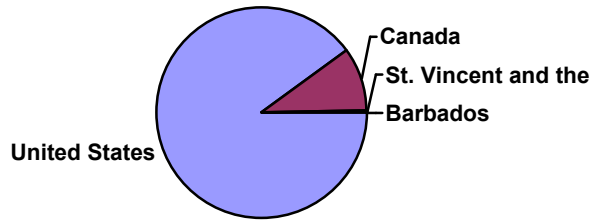
The following tables and graphs summarize the exporters' markets in N. America & Caribbean for imported portal or pedestal jib cranes:

Target Markets for Imported Portal or Pedestal Jib Cranes in N. America & Caribbean: 2006

Target Market	Rank	Value (000 US\$)	% of N. America & Caribbean	Cumulative %
United States	1	49,038	89.94	89.94
Canada	2	5,338	9.79	99.74
St. Vincent and the Barbados	3	140	0.26	99.99
	4	4	0.01	100.00
Total		54,520	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

Target Markets for Imported Portal or Pedestal Jib Cranes in N. America & Caribbean: 2006

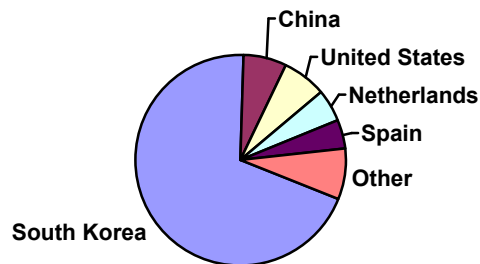


Competition in N. America & Caribbean for Imported Portal or Pedestal Jib Cranes by Country of Origin: 2006

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
South Korea	1	37,789	69.31	69.31
China	2	3,743	6.87	76.18
United States	3	3,538	6.49	82.67
Netherlands	4	2,795	5.13	87.79
Spain	5	2,369	4.35	92.14
Italy	6	1,348	2.47	94.61
Japan	7	1,259	2.31	96.92
Germany	8	559	1.03	97.95
Canada	9	432	0.79	98.74
Finland	10	253	0.46	99.20
Austria	11	197	0.36	99.56
Denmark	12	109	0.20	99.76
Sweden	13	56	0.10	99.87
France	14	32	0.06	99.92
United Kingdom	15	17	0.03	99.96
Portugal	16	12	0.02	99.98
Taiwan	17	12	0.02	100.00
Total		54,520	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

Competition in N. America & Caribbean for Imported Portal or Pedestal Jib Cranes by Country of Origin: 2006



4.5.2 Barbados

Imported Portal or Pedestal Jib Cranes in Barbados, 2006

(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
United States	1	4	100.00	100.00
Total		4	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.5.3 Canada

Imported Portal or Pedestal Jib Cranes in Canada, 2006

(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
United States	1	3,394	63.58	63.58
Netherlands	2	1,555	29.13	92.71
Finland	3	253	4.74	97.45
Italy	4	136	2.55	100.00
Total		5,338	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.5.4 St. Vincent and the Grenadines

Imported Portal or Pedestal Jib Cranes in St. Vincent and the Grenadines, 2006

(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
United States	1	140	100.00	100.00
Total		140	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.5.5 United States

Imported Portal or Pedestal Jib Cranes in United States, 2006

(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
South Korea	1	37,789	77.06	77.06
China	2	3,743	7.63	84.69
Spain	3	2,369	4.83	89.52
Japan	4	1,259	2.57	92.09
Netherlands	5	1,240	2.53	94.62
Italy	6	1,212	2.47	97.09
Germany	7	559	1.14	98.23
Canada	8	432	0.88	99.11
Austria	9	197	0.40	99.51
Denmark	10	109	0.22	99.74
Sweden	11	56	0.11	99.85
France	12	32	0.07	99.92
United Kingdom	13	17	0.03	99.95
Taiwan	14	12	0.02	99.98
Portugal	15	12	0.02	100.00
Total		49,038	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.6 OCEANA: PORTAL OR PEDESTAL JIB CRANES IMPORTS IN 2006

4.6.1 Executive Summary

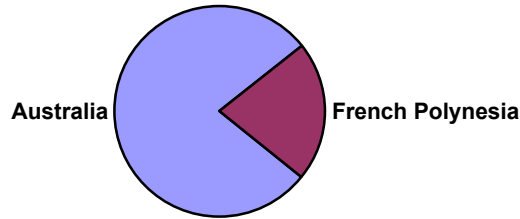
The following tables and graphs summarize the exporters' markets in Oceania for imported portal or pedestal jib cranes:

Target Markets for Imported Portal or Pedestal Jib Cranes in Oceania: 2006

Target Market	Rank	Value (000 US\$)	% of Oceania	Cumulative %
Australia	1	901	78.55	78.55
French Polynesia	2	246	21.45	100.00
Total		1,147	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

Target Markets for Imported Portal or Pedestal Jib Cranes in Oceania: 2006

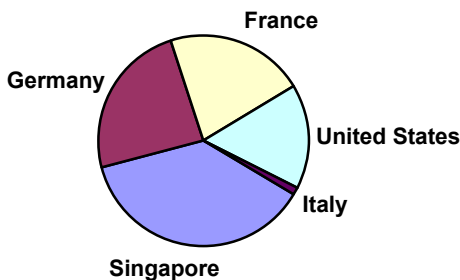


Competition in Oceania for Imported Portal or Pedestal Jib Cranes by Country of Origin: 2006

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Singapore	1	428	37.31	37.31
Germany	2	275	23.98	61.29
France	3	246	21.45	82.74
United States	4	186	16.22	98.95
Italy	5	12	1.05	100.00
Total		1,147	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

Competition in Oceania for Imported Portal or Pedestal Jib Cranes by Country of Origin: 2006



4.6.2 Australia

Imported Portal or Pedestal Jib Cranes in Australia, 2006 (Structure of Foreign Import Competition)

Singapore	1	428	47.50	47.50
Germany	2	275	30.52	78.02
United States	3	186	20.64	98.67
Italy	4	12	1.33	100.00
Total		901	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.6.3 French Polynesia

Imported Portal or Pedestal Jib Cranes in French Polynesia, 2006 (Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
France	1	246	100.00	100.00
Total		246	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.7 THE MIDDLE EAST: PORTAL OR PEDESTAL JIB CRANES IMPORTS IN 2006

4.7.1 Executive Summary

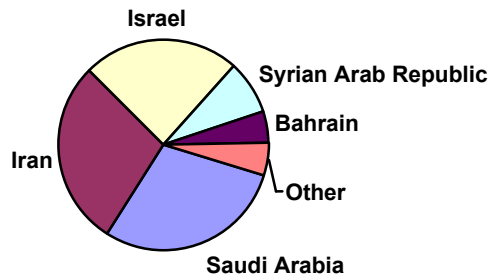
The following tables and graphs summarize the exporters' markets in The Middle East for imported portal or pedestal jib cranes:

Target Markets for Imported Portal or Pedestal Jib Cranes in The Middle East: 2006

Target Market	Rank	Value (000 US\$)	% of The Middle East	Cumulative %
Saudi Arabia	1	3,728	29.24	29.24
Iran	2	3,647	28.60	57.84
Israel	3	3,082	24.17	82.02
Syrian Arab Republic	4	1,060	8.31	90.33
Bahrain	5	604	4.74	95.07
Oman	6	423	3.32	98.38
Turkey	7	74	0.58	98.96
Lebanon	8	69	0.54	99.51
Jordan	9	63	0.49	100.00
Total		12,750	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

Target Markets for Imported Portal or Pedestal Jib Cranes in The Middle East: 2006

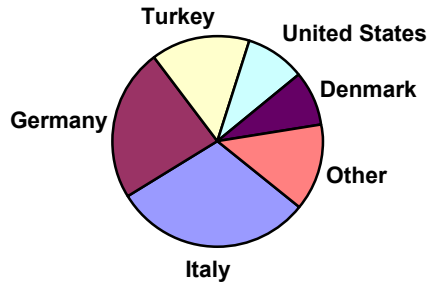


Competition in The Middle East for Imported Portal or Pedestal Jib Cranes by Country of Origin: 2006

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Italy	1	3,865	30.31	30.31
Germany	2	3,015	23.65	53.96
Turkey	3	1,930	15.14	69.10
United States	4	1,189	9.33	78.42
Denmark	5	1,060	8.31	86.74
Japan	6	942	7.39	94.13
France	7	418	3.28	97.40
United Kingdom	8	215	1.69	99.09
Saudi Arabia	9	87	0.68	99.77
Belgium	10	24	0.19	99.96
United Arab Emirates	11	5	0.04	100.00
Total		12,750	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

Competition in The Middle East for Imported Portal or Pedestal Jib Cranes by Country of Origin: 2006



4.7.2 Bahrain

Imported Portal or Pedestal Jib Cranes in Bahrain, 2006 (Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
United States	1	269	44.54	44.54
Japan	2	248	41.06	85.60
Saudi Arabia	3	87	14.40	100.00
Total		604	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.7.3 Iran

Imported Portal or Pedestal Jib Cranes in Iran, 2006 (Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Italy	1	3,576	98.05	98.05
Germany	2	71	1.95	100.00
Total		3,647	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.7.4 Israel

Imported Portal or Pedestal Jib Cranes in Israel, 2006 (Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Turkey	1	1,781	57.79	57.79
Germany	2	1,114	36.15	93.93
United States	3	187	6.07	100.00
Total		3,082	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.7.5 Jordan**Imported Portal or Pedestal Jib Cranes in Jordan, 2006**

(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Germany	1	61	96.83	96.83
Italy	2	2	3.17	100.00
Total		63	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com**4.7.6 Lebanon****Imported Portal or Pedestal Jib Cranes in Lebanon, 2006**

(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Turkey	1	69	100.00	100.00
Total		69	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com**4.7.7 Oman****Imported Portal or Pedestal Jib Cranes in Oman, 2006**

(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
France	1	418	98.82	98.82
United Arab Emirates	2	5	1.18	100.00
Total		423	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.7.8 Saudi Arabia

Imported Portal or Pedestal Jib Cranes in Saudi Arabia, 2006

(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Germany	1	1,724	46.24	46.24
United States	2	732	19.64	65.88
Japan	3	694	18.62	84.50
Italy	4	259	6.95	91.44
United Kingdom	5	215	5.77	97.21
Turkey	6	80	2.15	99.36
Belgium	7	24	0.64	100.00
Total		3,728	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.7.9 Syrian Arab Republic

Imported Portal or Pedestal Jib Cranes in Syrian Arab Republic, 2006

(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Denmark	1	1,060	100.00	100.00
Total		1,060	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

4.7.10 Turkey

Imported Portal or Pedestal Jib Cranes in Turkey, 2006

(Structure of Foreign Import Competition)

Country of Origin	Rank	Value (000 US\$)	% Share	Cumulative %
Germany	1	45	60.81	60.81
Italy	2	28	37.84	98.65
United States	3	1	1.35	100.00
Total		74	100.00	100.00

Source: Philip M. PARKER, Professor, INSEAD, copyright 2006, www.icongrouponline.com

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