

Construction Equipment in an Agile World

Plenary Session, 16th October 2014, Crowne Plaza - Antwerp



CECE Congress 2014 - 15, 16, 17 October - Antwerp, Belgium



Improving Efficiency through Collaboration in Global Manufacturing

JLG EMEA BV – Karel Huijser



CECE CONGRESS 2014
Antwerp, Belgium



am·bi·dex·ter·i·ty

"two-sided, using both hands with equal facility"

TODAY

TOMORROW

EXPLORATION

EXPLOITATION

SEPARATION

INTEGRATION

TRANSFORMATIONAL

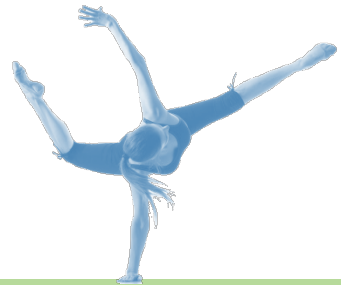
TRANSACTIONAL

LEADERS

MANAGERS

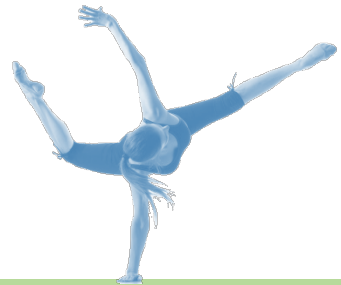
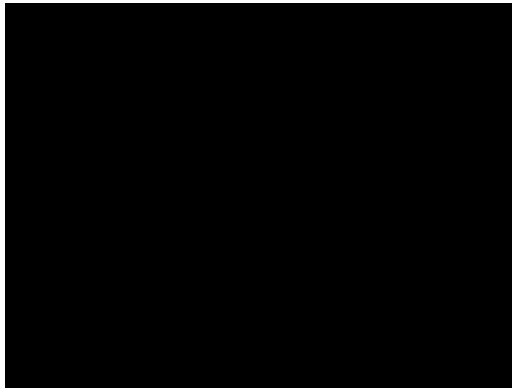
PARTNERS

COMPETITORS



Oshkosh Corporation

Moving the world at work



JLG Industries

An Oshkosh Corporation Company



The JLG logo, consisting of the letters "JLG" in a bold, orange, sans-serif font.



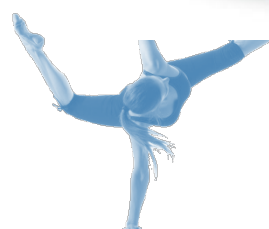
Collaborative manufacturing

Van alliance



Collaborative manufacturing

Nissan, Opel, Renault



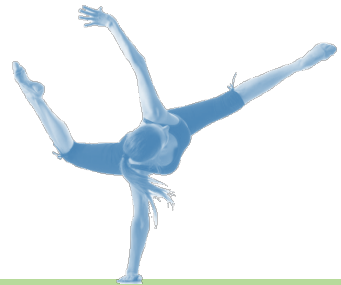
Sharing the expertise

Development of advanced technology and applications



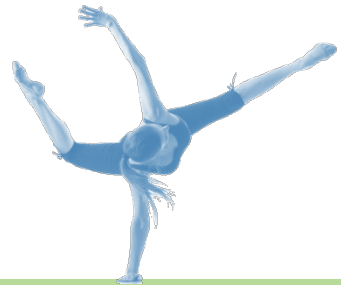
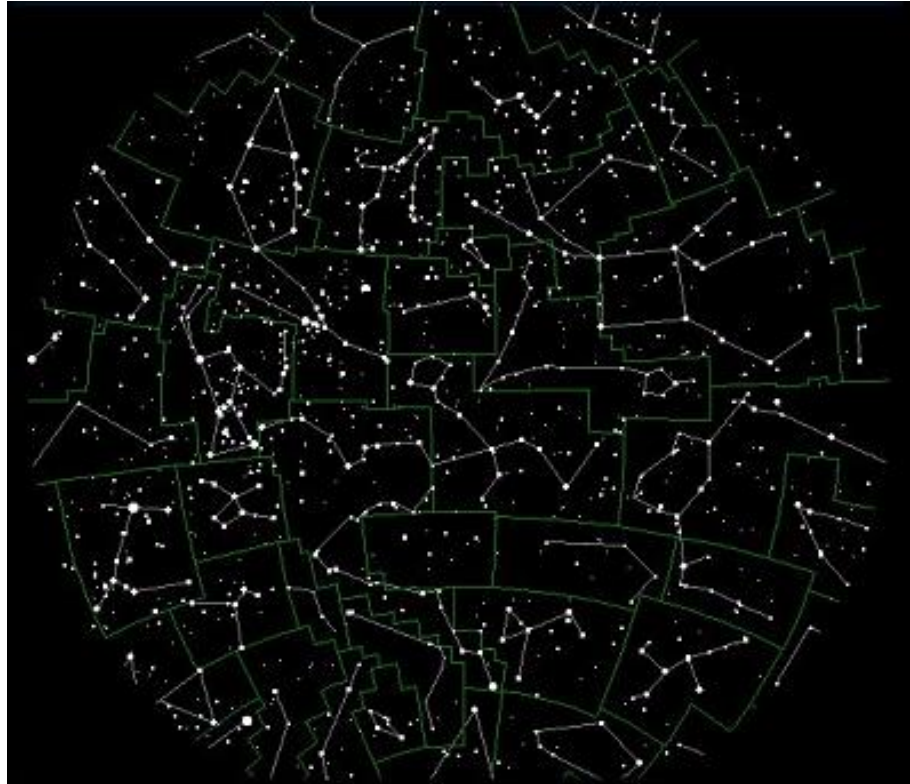
Strategic Alliances

David & Goliath



The complex world of partnerships

Car making alliances



So why do we collaborate?

Identifying the business needs

Efficiency

Increase purchasing power

Lower your costs

Drive a faster speed to market

Eliminate shadow investments

Create scale

Expand your reach

Spread the value

Share the risks

Avoid redundant assets



So why do we collaborate?

Identifying the business needs

EFFICIENCY

SHARE THE RISKS VS DIFFERENT

CREATE SCALE

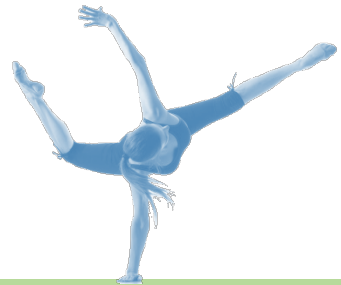
VOICES

OPINIONS

GOALS

VISIONS

STRATEGIES



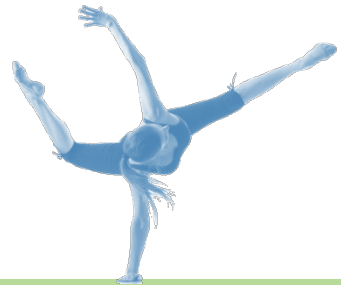
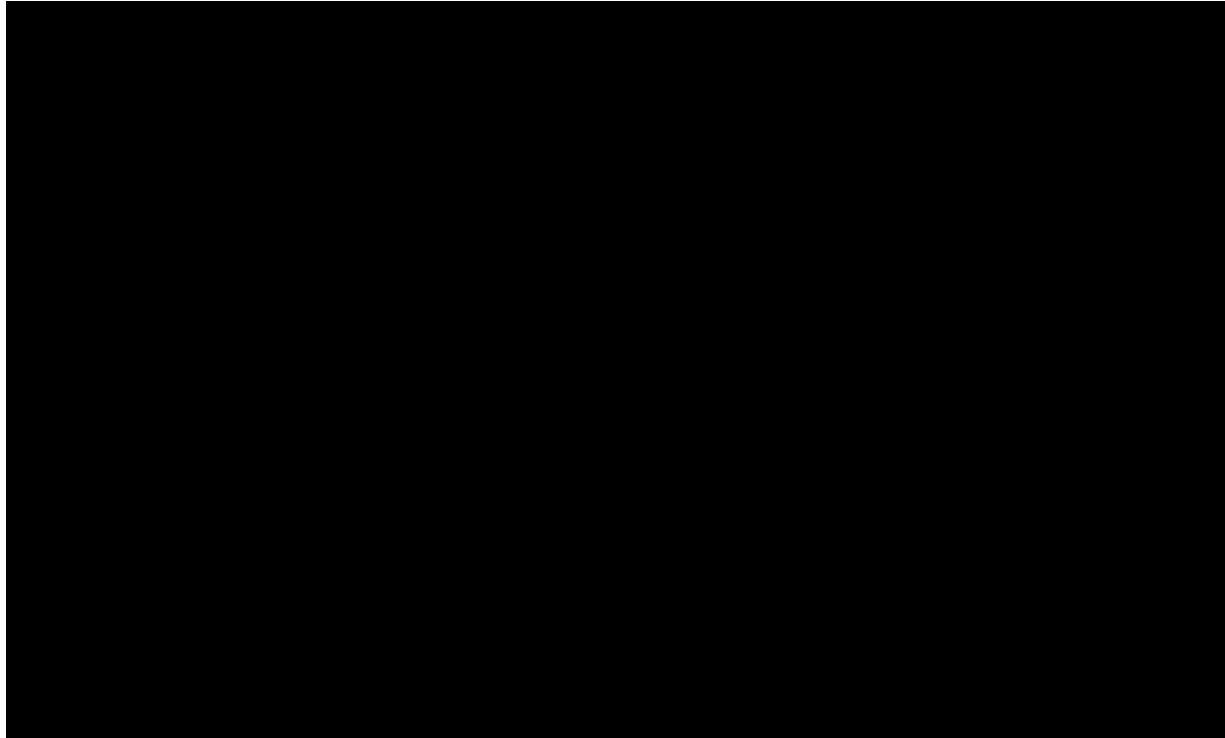
Construction Equipment

Collaboration in JLG Manufacturing



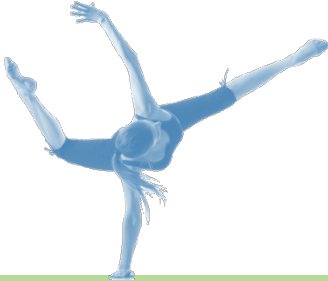
Construction Equipment

Growing number of alliances



The complexity of partnerships

Rotated, single or consensus based control



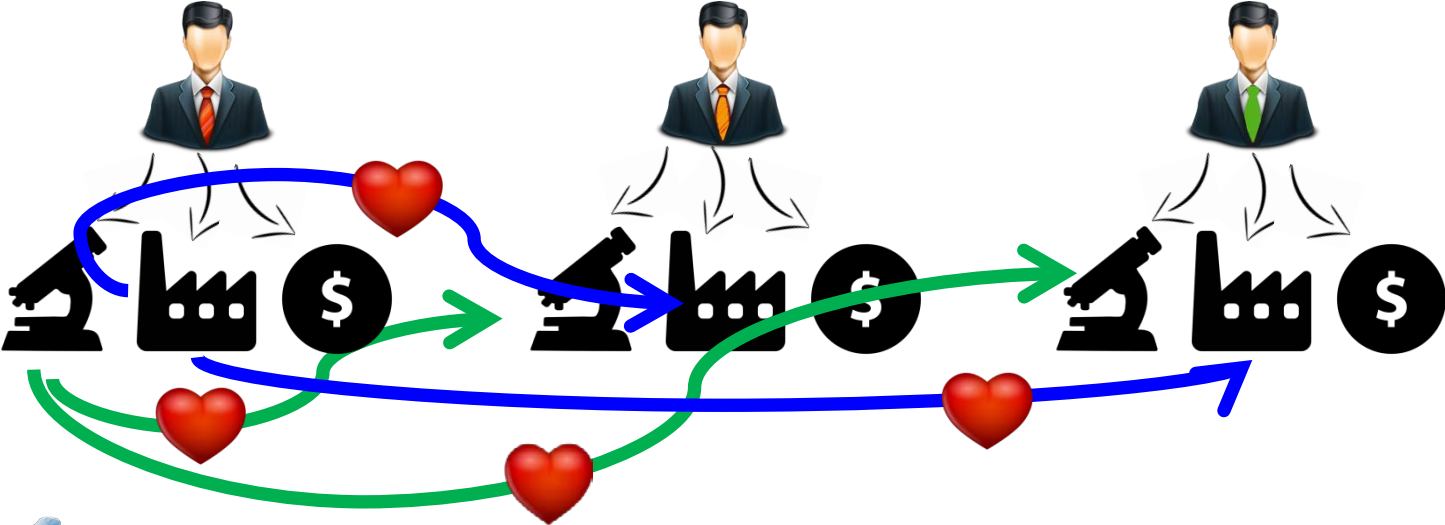
EFFICIENCY

ACCOUNTABILITY

VALUES

Research & Development and Manufacturing

The complexity of partnerships



EFFICIENCY

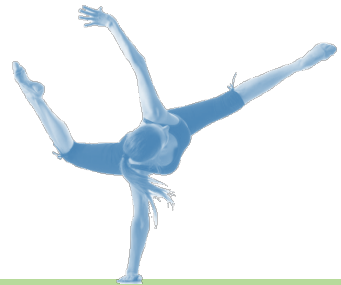


Accountability

The complexity of partnerships

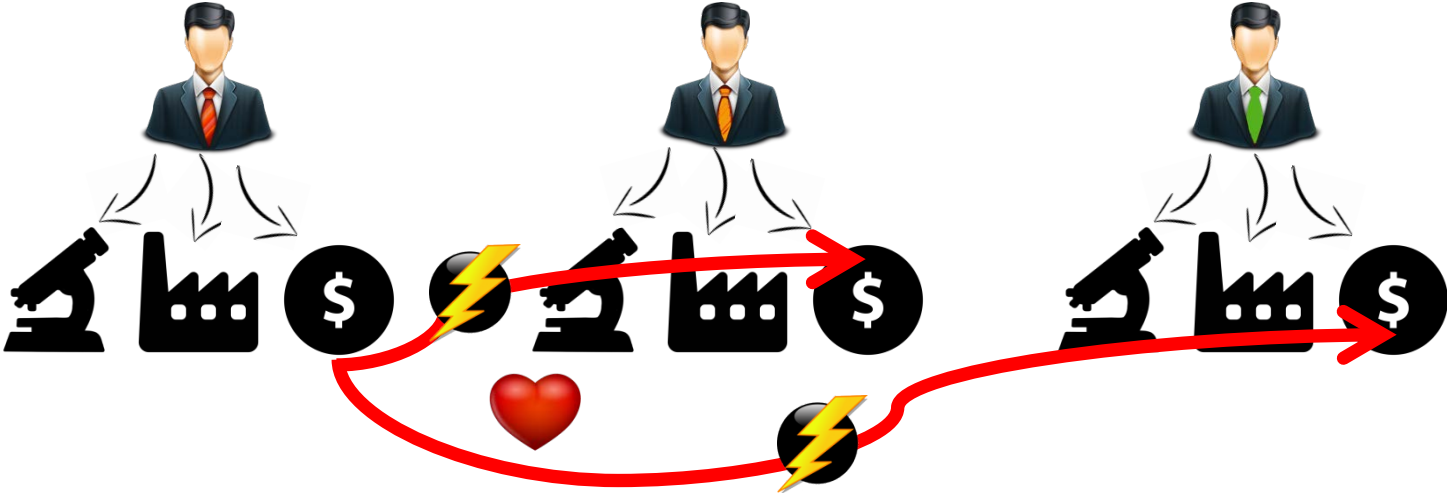


Construction	X	X	
Agriculture		X	X



Accountability

The complexity of partnerships

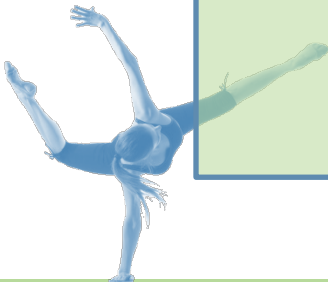
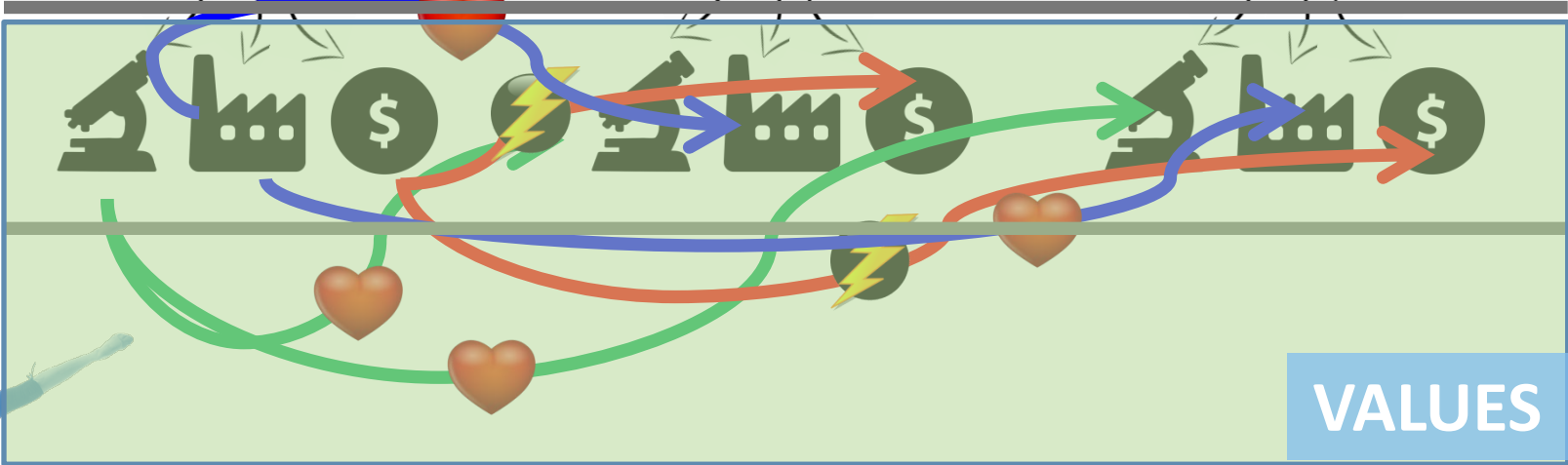


ACCOUNTABILITY



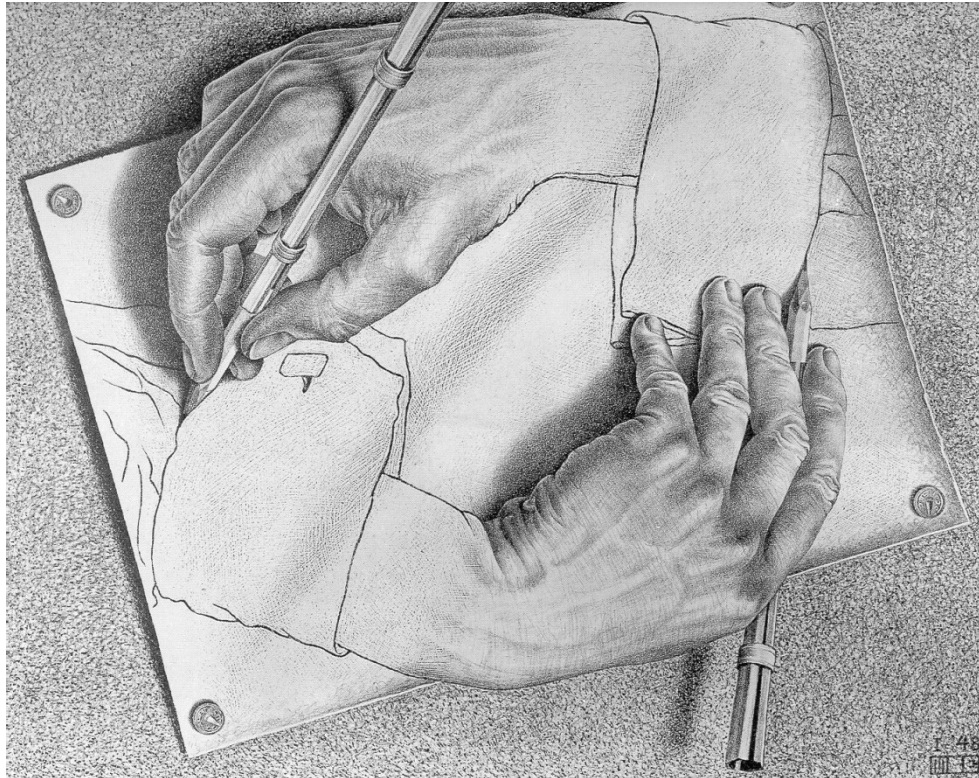
Values

The complexity of partnerships



Future performance

Exploitation and exploration; becoming ambidextrous





COMMITTEE FOR EUROPEAN
CONSTRUCTION EQUIPMENT