

# EquipmentWatch INDEX™

September 2014 in Review | A Monthly Recap of Critical Heavy Equipment Benchmarks



The EquipmentWatch INDEX™ is a free monthly resource for critical thinkers in the construction, lift truck, ag, and commercial truck equipment industries to make better informed heavy equipment decisions around price, market share and equipment age metrics.

## Construction Equipment

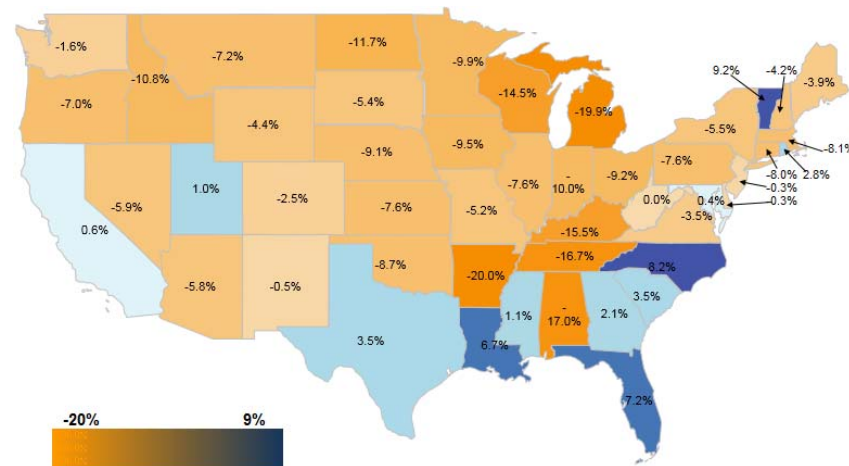
Marketplace Activity, Past 30 Days

Auction (Public) | 4,826 equipment units

Resale (Private) | 362,296 equipment units

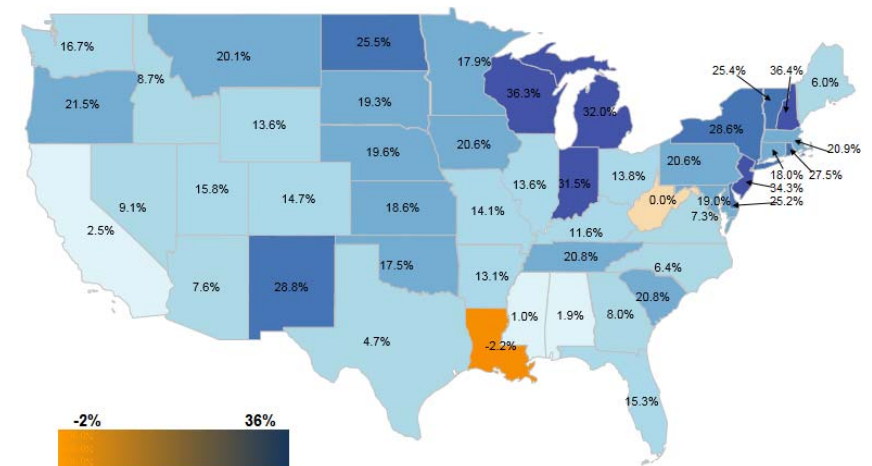
### Price INDEX

A State Specific Measure of Monthly Price Differential (Resale Data)



### Volume INDEX

A State Specific Measure of Monthly Sales Volume Differential (Resale Data)



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Age Benchmarks, by Category				
	Average Age, Resale (yrs)		Average Age, Auction (yrs)	
4-Wd Articulated Wheel Loaders	10.0	▼ -1.1	14.9	▼ -0.8
Compact Track Loaders	4.8	▼ -0.3	5.7	▼ -0.1
Crawler Mounted Hydraulic Excavators	8.3	▼ -0.2	9.9	▼ -1.2
Electric Self Propelled Scissor Lifts	7.1	– 0.0	8.9	▲ 0.4
I.C. Self Propelled Telescopic Boom Aerial Lifts	8.4	– 0.0	11.1	▲ 1.4
Single Drum Vibratory Compactors	8.9	▼ -0.2	16.6	▲ 1.0
Skid Steer Loaders	5.7	▼ -0.6	9.0	▲ 0.4
Standard Crawler Dozers	13.9	▲ 0.3	17.9	▼ -2.9
Telescoping Boom Rough Terrain Lift Trucks	7.6	▼ -0.1	9.3	▼ -0.3
Tractor-Loader-Backhoes	8.2	▲ 0.1	10.8	▼ -0.5

Age Benchmarks, by Manufacturer				
	Average Age, Resale (yrs)		Average Age, Auction (yrs)	
Bobcat	6.6	▼ -0.6	9.1	▼ -0.1
Case	10.2	▼ -0.1	12.7	▼ -1.3
Caterpillar	9.3	▼ -0.3	14.0	▼ -2.4
Deere	9.0	▼ -0.9	11.9	▲ 0.3
Gehl	7.0	– 0.0	7.3	▼ -0.6
Genie	7.7	▲ 0.1	9.7	▲ 0.4
Terex	7.8	▲ 0.2	10.8	▲ 0.1
Ingersoll Rand	10.3	▼ -0.1	12.6	▲ 1.2
JCB	6.0	▼ -0.6	8.2	▲ 1.9
JLG	7.6	– 0.0	8.4	▼ -0.2
Komatsu	9.1	▼ -0.1	10.8	▲ 0.8
New Holland	9.0	▼ -0.2	10.9	▲ 1.3
Sky Trak	7.4	▼ -0.1	10.3	▲ 1.3
Skyjack	6.9	▼ -0.2	8.8	▲ 0.7
Volvo	6.4	– 0.0	8.5	▲ 0.5



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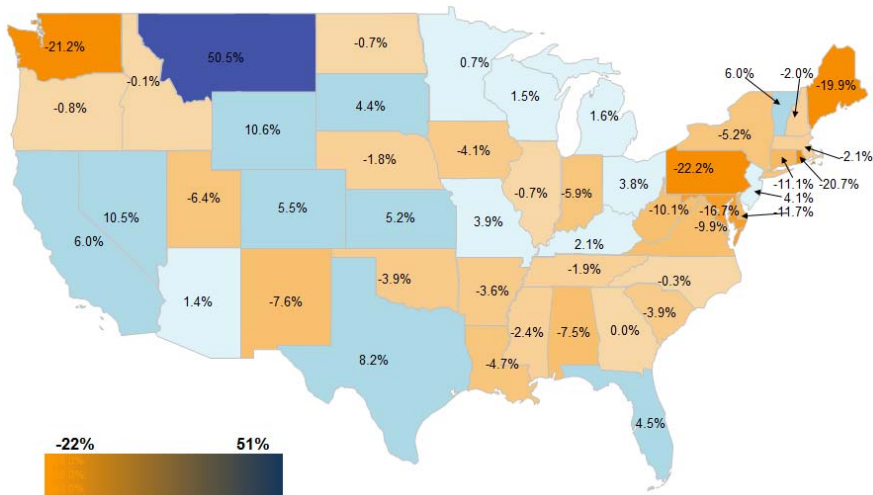


## Lift Trucks

Marketplace Activity, Past 30 Days	Auction (Public)   950 equipment units	Resale (Private)   87,710 equipment units
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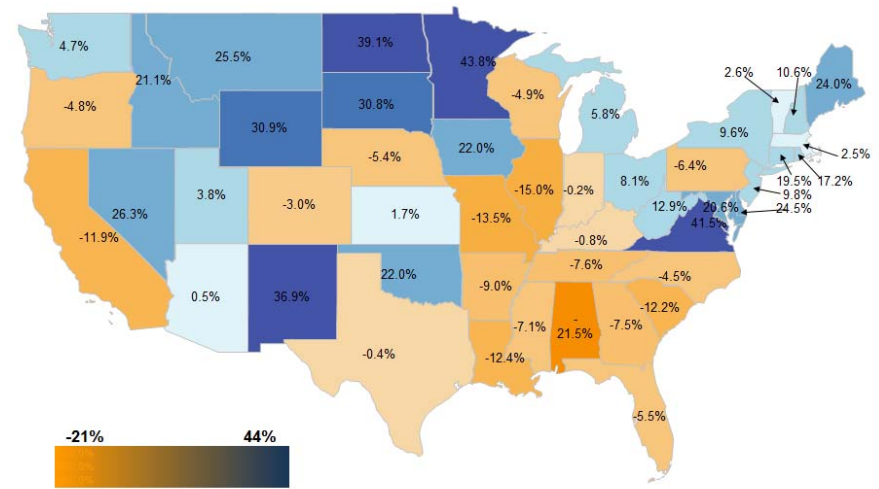
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## Age Benchmarks, by Category

	Average Age, Resale (yrs)	Average Age, Auction (yrs)
I.C. Cushion Tire Lift Trucks	10.8 ▼ -1.6	12.6 ▼ -1.9
I.C. Pneumatic Tire Lift Trucks	9.3 ▼ -1.0	10.2 ▲ 0.4
Cushion Tire Sit-Down Rider Electric Lift Trucks	9.9 ▼ -0.5	11.0 – 0.0
Straight Mast Rough Terrain Lift Trucks	10.0 ▼ -1.5	12.3 ▼ -0.9
Telescoping Boom Rough Terrain Lift Trucks	7.6 ▲ 0.3	9.08 – 0.0

## Age Benchmarks, by Manufacturer

	Average Age, Resale (yrs)	Average Age, Auction (yrs)
Caterpillar	11.0 ▼ -4.0	11.0 ▼ -1.2
Genie	9.4 ▼ -1.7	9.4 ▼ -0.3
Gehl	7.1 ▼ -0.1	7.1 ▲ 1.3
Hyster	13.3 ▼ -3.4	13.3 ▼ -3.5
JLG	8.8 ▼ -0.9	8.8 ▲ 0.9
Toyota	10.4 ▼ -2.3	10.3 ▲ 1.3



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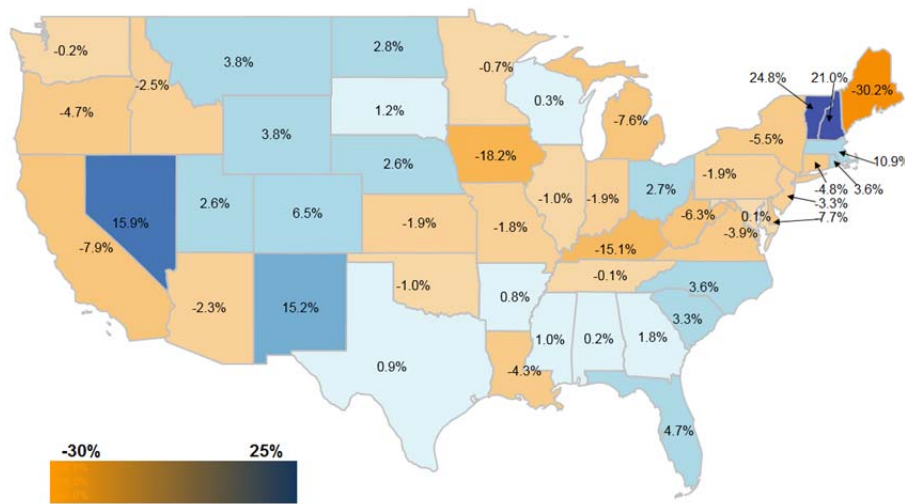


## Agricultural Equipment

Marketplace Activity, Past 30 Days	Auction (Public)   244 equipment units	Resale (Private)   106,093 equipment units
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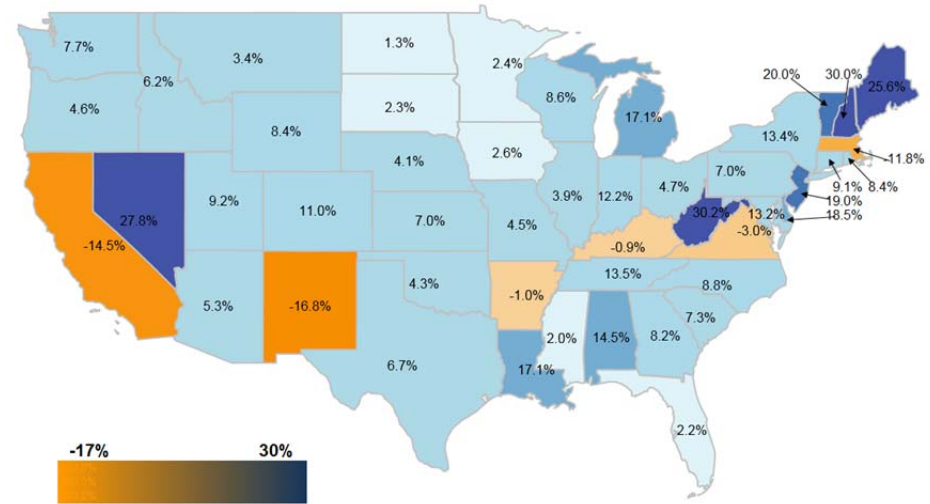
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Age Benchmarks, by Category				
	Average Age, Resale (yrs)		Average Age, Auction (yrs)	
Wheel Tractors	10.9	▼ -0.2	13.4	▲ 6.4
Combines	9.2	▼ -0.1	10.1	▲ 0.4
Balers	9.1	▲ 0.1	12.1	▲ 3.6
Corn Headers	8.1	▲ 0.1	8.2	▲ 1.8
Track Tractors	5.8	▼ -0.1	9.1	▲ 0.5
Auger Headers	10.1	– 0.0	15.0	▲ 4.0
Grain Carts/Wagons	6.5	– 0.0	7.6	– 0.0
Planters	8.0	▼ -0.1	12.5	▼ -4.5
Self-Propelled Windrowers	8.4	– 0.0	4.0	▲ 0.7
Draper Headers	3.7	– 0.0	8.7	▼ -1.3

Age Benchmarks, by Manufacturer				
	Average Age, Resale (yrs)		Average Age, Auction (yrs)	
Deere	9.2	▼ -0.1	11.7	▲ 4.9
Case IH	8.9	▼ -0.3	9.4	▲ 0.2
New Holland	9.7	▼ -0.1	11.5	▼ -0.3
Kubota	7.4	▼ -0.2	10.6	▼ -1.9
Challenger	5.2	▼ -0.1	8.4	▲ 0.6
Massey Ferguson	15.2	▼ -0.1	13.8	▲ 4.3
Ford	34.1	▼ -0.5	26.0	▼ -8.2
Claas	7.7	▼ -0.3	5.3	– 0.0



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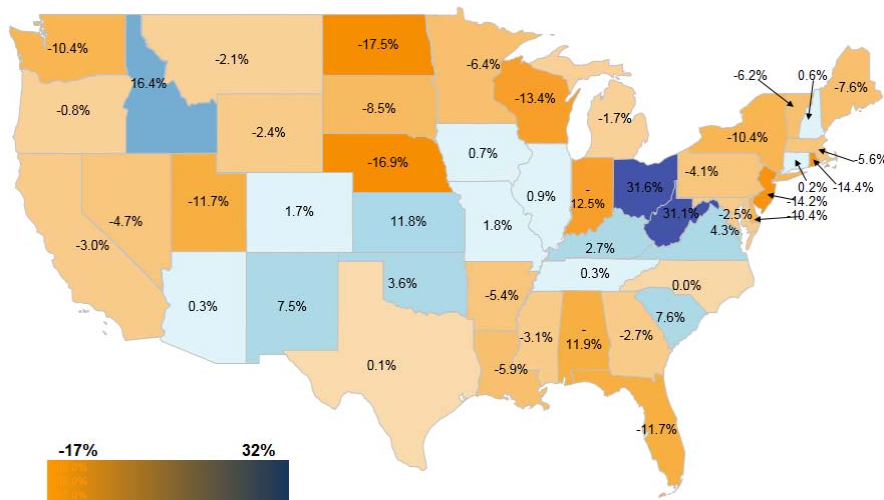


## Commercial Trucks

Marketplace Activity, Past 30 Days	Auction (Public)   1,267 equipment units	Resale (Private)   31,877 equipment units
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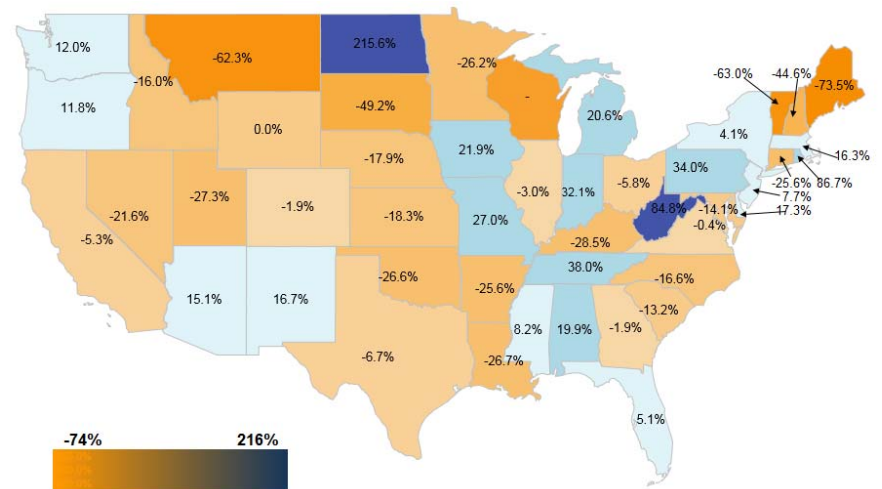
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Age Benchmarks, by Category		
	Average Age, Resale (yrs)	Average Age, Auction (yrs)
Heavy Duty	5.5 ▲ 0.4	9.8 ▼ -0.4
Medium Duty	4.7 ▼ -0.1	10.2 ▼ -0.3
Light Duty	0.8 – 0.0	8.5 ▼ -0.2

Age Benchmarks, by Manufacturer		
	Average Age, Resale (yrs)	Average Age, Auction (yrs)
Freightliner	6.1 ▲ 0.3	10.9 ▲ 0.1
International	5.2 ▲ 0.2	9.3 ▲ 1.3
Kenworth	5.0 ▲ 0.5	9.3 ▲ 0.2
Volvo	4.3 ▲ 0.2	10.2 ▼ -2.0
Peterbilt	5.4 ▲ 1.0	9.5 ▼ -0.6

