

EquipmentWatch INDEX™

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



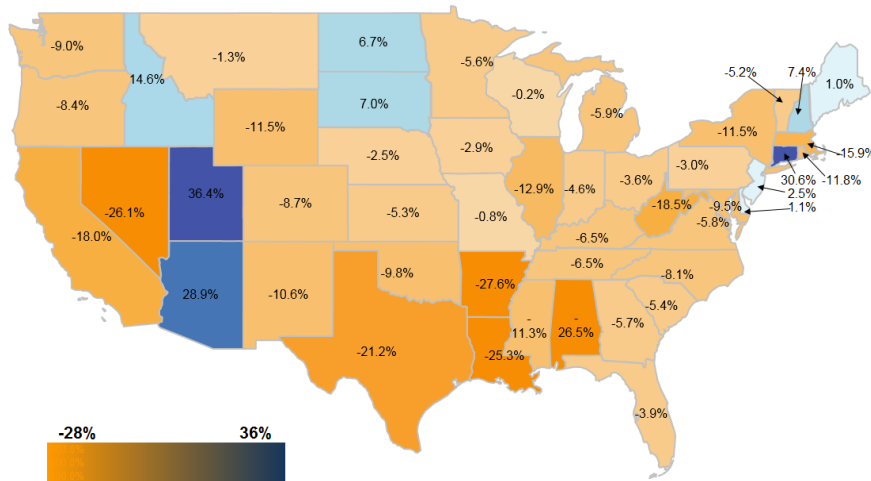
The EquipmentWatch INDEX™ is a free monthly resource for critical thinkers in the construction, lift truck, ag and truck industries to make better informed heavy equipment decisions around price, market share and equipment age metrics.

Construction Equipment

Marketplace Activity, Past 30 Days	Auction (Public) 1,504 equipment units	Resale (Private) 140,705 equipment units
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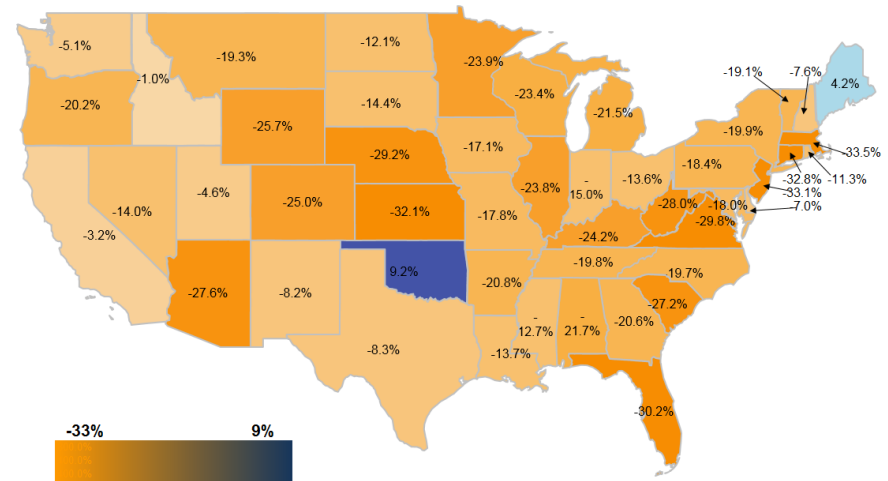
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A State Specific Measure of Monthly Price Differential (Resale Data)



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Age Benchmarks, by Category

	Average Age, Resale (yrs)		Average Age, Auction (yrs)	
4-Wd Articulated Wheel Loaders	10.2	– 0.0	13.2	▼ -1.6
Compact Track Loaders	4.5	▼ -0.2	6.1	▼ -0.1
Crawler Mounted Hydraulic Excavators	8.1	– 0.0	10.2	▲ 0.4
Electric Self Propelled Scissor Lifts	7.0	▼ -0.1	8.6	▼ -0.2
I.C. Self Propelled Telescopic Boom Aerial Lifts	8.2	▼ -0.2	10.7	▼ -0.8
Single Drum Vibratory Compactors	8.8	▼ -0.1	14.6	▼ -0.4
Skid Steer Loaders	6.1	▲ 0.2	9.6	▲ 0.1
Standard Crawler Dozers	14.3	▲ 0.3	17.7	▲ 0.4
Tractor-Loader-Backhoes	8.3	▲ 0.1	11.7	▲ 0.3

Age Benchmarks, by Manufacturer

	Average Age, Resale (yrs)		Average Age, Auction (yrs)	
Bobcat	6.9	▲ 0.2	10.1	▲ 0.4
Case	9.3	▼ -0.8	13.5	▼ -0.1
Caterpillar	9.3	▼ -0.2	12.7	▼ -1.5
Deere	8.5	▲ 0.3	12.4	▲ 2.7
Gehl	5.3	▼ -0.4	8.8	▲ 0.3
Genie	7.4	▼ -0.2	9.8	▲ 0.4
Terex	7.9	– 0.0	12.8	▲ 1.5
Ingersoll Rand	10.6	▲ 0.1	13.9	▲ 2.6
JCB	5.2	▼ -0.6	8.2	▲ 0.6
JLG	7.6	– 0.0	8.6	▼ -0.5
Komatsu	9.2	▲ 0.1	10.6	▲ 0.7
New Holland	7.1	▼ -0.5	11.4	▲ 1.7
Skyjack	6.9	▼ -0.1	9.0	▲ 0.1
Volvo	7.1	– 0.0	7.4	▼ -1.2



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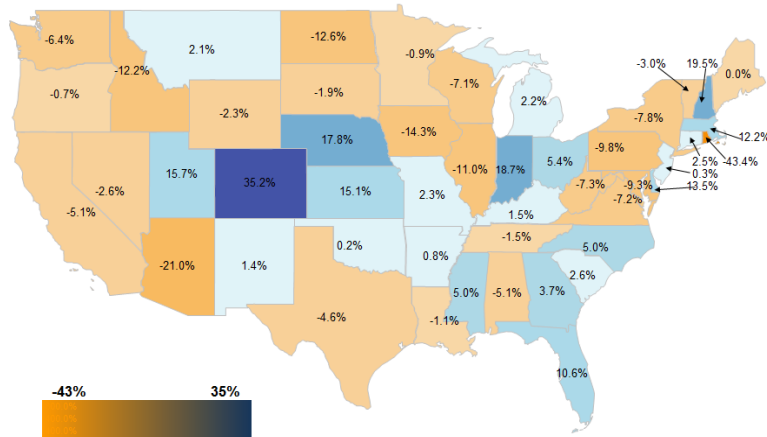


Lift Trucks

Marketplace Activity, Past 30 Days	Auction (Public) 110 equipment units	Resale (Private) 22,201 equipment units
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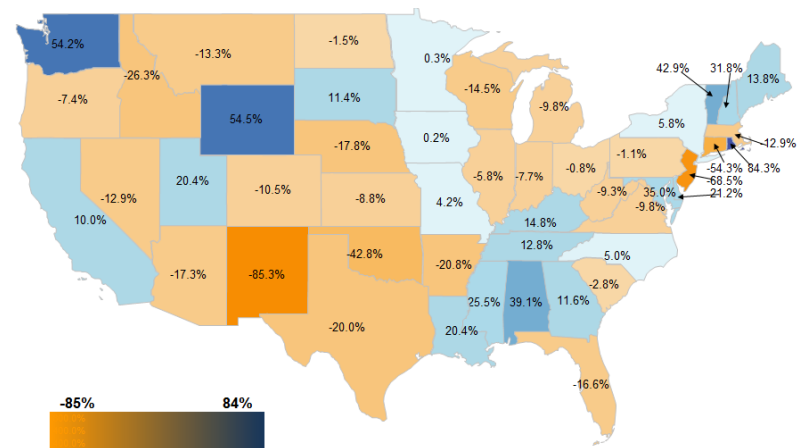
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Age Benchmarks, by Category				
	Average Age, Resale (yrs)		Average Age, Auction (yrs)	
I.C. Cushion Tire Lift Trucks	10.6	– 0.0	12	▲ 2.5
I.C. Pneumatic Tire Lift Trucks	9.4	– 0.0	13.8	▼ -3.5
Cushion Tire Sit-Down Electric Lift Truck	10.3	▼ -0.3	14.3	▼ -1.4
Straight Mast Rough Terrain Lift Trucks	10.0	– 0.0	22.3	▲ 6.1
Telescoping Boom Rough Terrain Lift Truck	7.4	– 0.0	9.8	▲ 1.0

Age Benchmarks, by Manufacturer				
	Average Age, Resale (yrs)		Average Age, Auction (yrs)	
Caterpillar	8.7	– 0.0	13.2	▲ 2.1
Genie	6.9	▼ -0.3	6.3	▼ -1.3
Gehl	7.2	▲ 0.1	7.5	▼ -1.3
Hyster	11.1	▲ -0.4	20.9	▼ -2.4
JLG	7.3	▼ -0.1	7.6	▼ -0.6
Toyota	8.3	▼ -0.1	11.3	▲ 0.1



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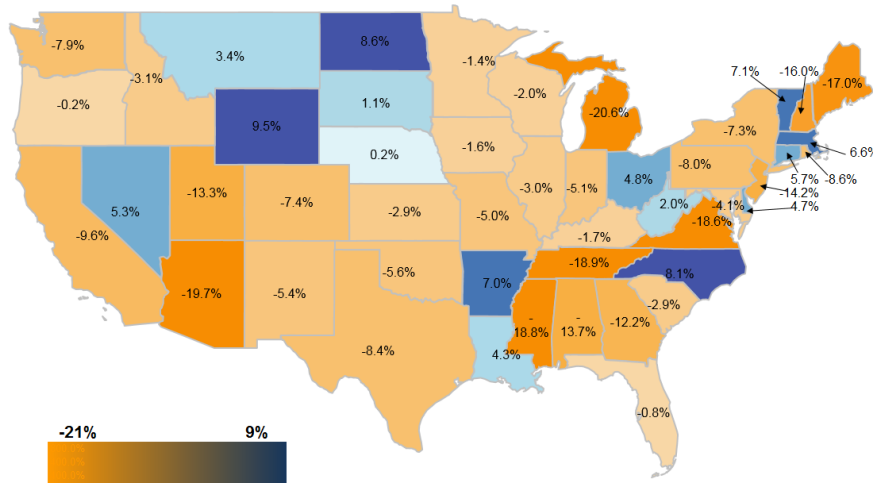


Agricultural Equipment

Marketplace Activity, Past 30 Days	Auction (Public) 668 equipment units	Resale (Private) 76,917 equipment units
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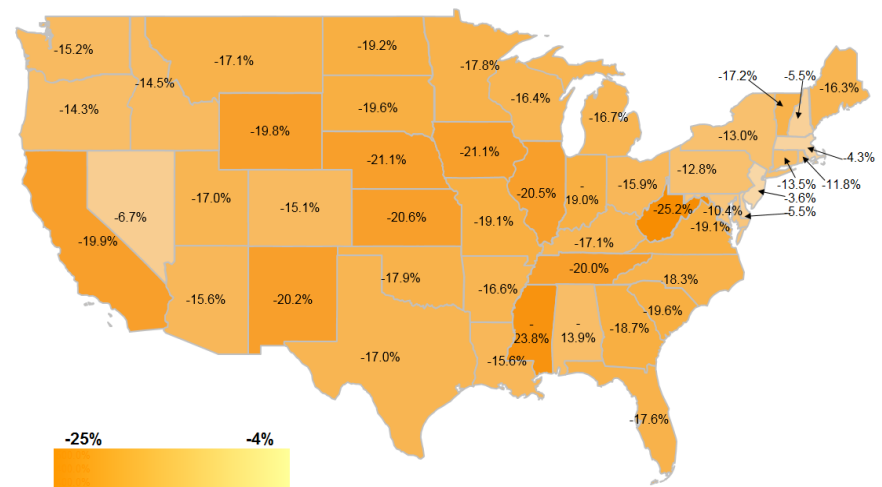
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Age Benchmarks, by Category				
	Average Age, Resale (yrs)		Average Age, Auction (yrs)	
Wheel Tractors	10.7	▲ 0.7	21.0	▲ 2.9
Combines	11.9	▲ 3.6	14.2	▲ 1.4
Balers	9.7	▲ 1.1	14.1	▲ 4.1
Corn Headers	9.7	▲ 1.7	11.2	▲ 3.9
Track Tractors	5.8	▲ 0.1	7.3	▼ -1.2
Auger Headers	12.8	▲ 3.1	11.6	▼ -1.1
Grain Carts/Wagons	6.1	▼ -0.3	9.8	▼ -0.8
Planters	7.4	▼ -0.3	18.3	▲ 7.1
Self-Propelled Windrowers	8.2	▲ 0.4	12.7	▲ 4.6
Draper Headers	5.4	▲ 1.9	6.3	▲ 2.2

Age Benchmarks, by Manufacturer				
	Average Age, Resale (yrs)		Average Age, Auction (yrs)	
Deere	9.5	▲ 1.3	18.1	▲ 4.7
Case IH	8.6	▼ -0.5	10.2	▼ -2.3
New Holland	9.4	- 0.0	11.8	▼ -0.5
Kubota	7.2	▲ 0.1	5.7	▼ -5.1
Challenger	5.4	- 0.0	6.0	▼ -2.1
Massey Ferguson	15.1	▲ 0.4	27.3	▲ 8.2
Ford	34.2	▲ 0.8	35.4	▲ 0.4
Claas	6.4	▼ -1.4	11.2	- 0.0



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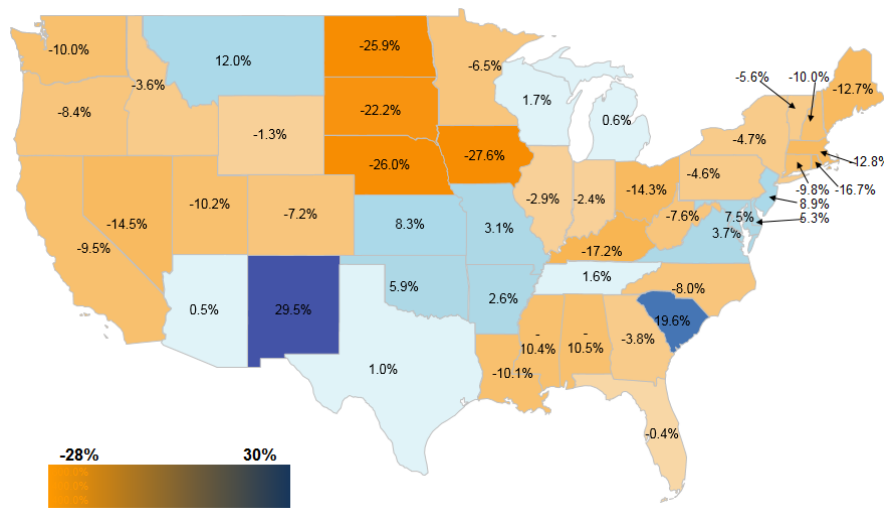


Commercial Trucks

Marketplace Activity, Past 30 Days	Auction (Public) 549 equipment units	Resale (Private) 16,383 equipment units
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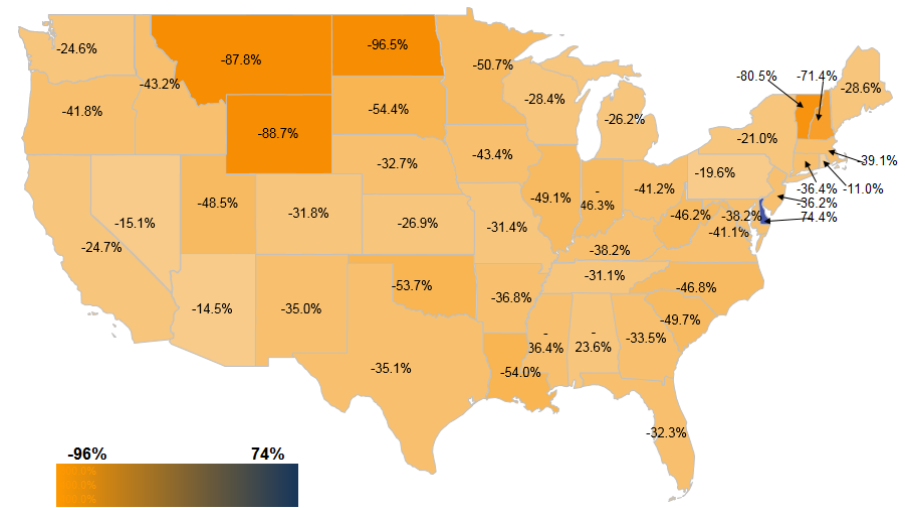
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Age Benchmarks, by Category		
	Average Age, Resale (yrs)	Average Age, Auction (yrs)
Heavy Duty	5.5 ▼-0.3	10.8 ▲0.6
Medium Duty	4.7 ▼-0.3	9.5 ▼-0.1
Light Duty	2.2 ▲1.4	8.6 - 0.0

Age Benchmarks, by Manufacturer		
	Average Age, Resale (yrs)	Average Age, Auction (yrs)
Freightliner	6.2 ▼0.1	13.6 ▲1.5
International	6.1 ▲0.6	8.5 ▼-0.2
Kenworth	4.5 ▼-0.6	10.5 ▲0.8
Volvo	4.6 ▲0.2	12.6 ▲1.8
Peterbilt	5.9 ▼0.1	9.3 ▼-0.4

