

EquipmentWatch INDEX™

January 2015 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

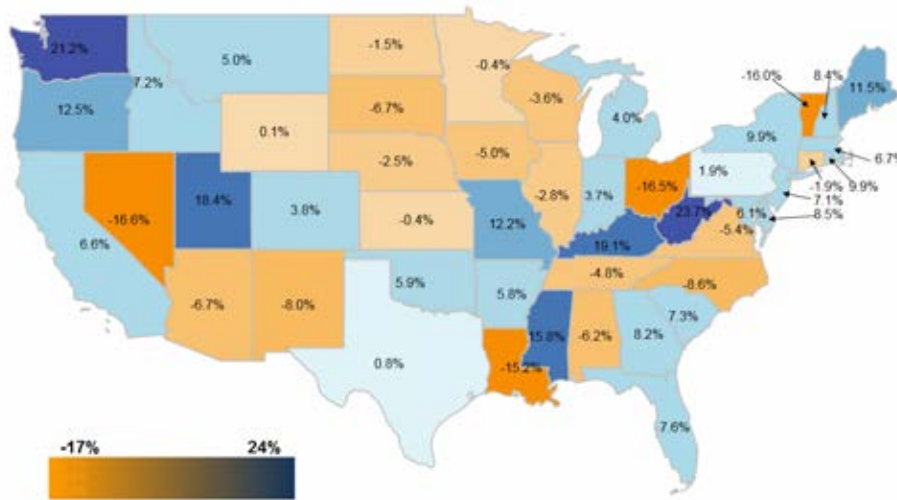
Marketplace Activity, Past 30 Days

Auction (Public) | 186 equipment units

Resale (Private) | 148,877 equipment units

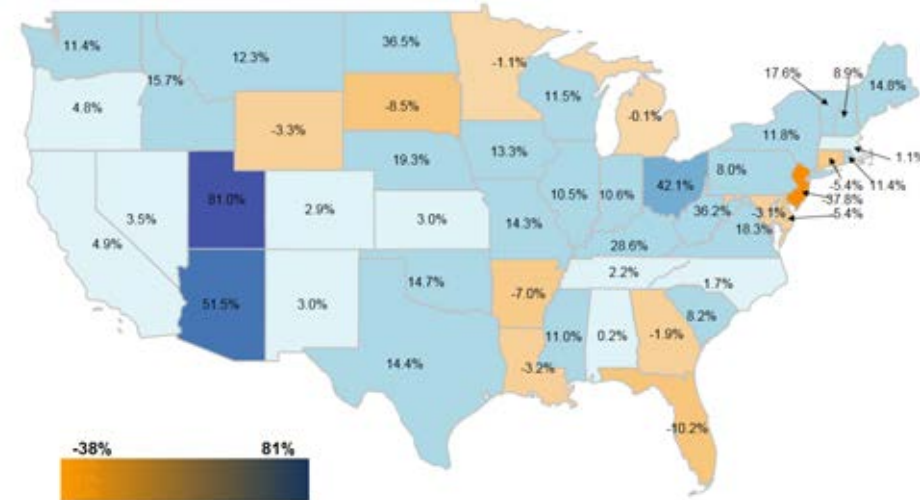
Price INDEX

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



Volume INDEX

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



EquipmentWatch INDEX™

January 2015 in Review | A Monthly Recap of Critical Heavy Equipment Benchmarks



| Age Benchmarks, by Category | | | | |
|--|---------------------------|---------|----------------------------|----------|
| | Average Age, Resale (yrs) | | Average Age, Auction (yrs) | |
| 4-Wd Articulated Wheel Loaders | 10.9 | ▼ -0.3 | 11.6 | ▼ -3.1 |
| Compact Track Loaders | 5.2 | - 0.0 | 6.2 | ▼ -0.4 |
| Crawler Mounted Hydraulic Excavators | 8.7 | ▼ -0.2 | 5.1 | ▼ -8.8 |
| Crawler Mounted Compact Excavators | 6.4 | ▼ - 0.3 | 9.6 | ▼ - 0.2 |
| Electric Self Propelled Scissor Lifts | 8.0 | ▼ -0.1 | 8.0 | ▼ -1.4 |
| I.C. Self-Propelled Telescopic Boom Aerial Lifts | 9.3 | ▲ 0.1 | 9.4 | ▼ -1.9 |
| Single Drum Vibratory Compactors | 9.3 | ▼ -0.4 | 13.3 | ▼ -0.6 |
| Skid Steer Loaders | 6.8 | ▼ -0.1 | 3.5 | ▼ -6.3 |
| Standard Crawler Dozers | 14.6 | ▼ -0.8 | 5.3 | ▼ - 13.3 |
| Tractor-Loader-Backhoes | 8.8 | ▼ -0.4 | 5.3 | ▼ -7.9 |

| Age Benchmarks, by Manufacturer | | | | |
|---------------------------------|---------------------------|--------|----------------------------|---------|
| | Average Age, Resale (yrs) | | Average Age, Auction (yrs) | |
| Bobcat | 7.5 | - 0.0 | 11.5 | ▲ 1.5 |
| Bomag | 10.4 | ▼ -0.2 | 18.0 | ▲ 3.2 |
| Case | 9.7 | - 0.0 | 4.3 | ▼-10.5 |
| Caterpillar | 10.3 | ▼ -0.2 | 7.8 | ▼ -7.3 |
| Deere | 8.2 | ▼ -0.9 | 5.0 | ▼ -6.2 |
| Ditch Witch | 8.6 | ▲ 0.2 | 7.0 | ▼ -2.9 |
| Genie | 8.4 | - 0.0 | 6.2 | ▼ -3.4 |
| Terex | 8.0 | ▼ -0.7 | 7.5 | ▼ -4.6 |
| Ingersoll Rand | 10.5 | ▲ 0.1 | 7.2 | ▼ - 6.4 |
| JCB | 6.4 | ▲ 0.1 | 1.0 | ▼ -13.5 |
| JLG | 8.5 | - 0.0 | 8.6 | ▼ -1.2 |
| Komatsu | 9.9 | ▼ -0.1 | 3.0 | ▼ -9.7 |
| New Holland | 7.9 | ▼ -0.3 | 9.0 | ▼ -4.0 |
| Skyjack | 7.9 | - 0.0 | 8.0 | ▼ -2.8 |
| Volvo | 7.7 | ▼ -0.6 | 8.5 | - 0.0 |



EquipmentWatch INDEX[™]

January 2015 in Review | A Monthly Recap of Critical Heavy Equipment Benchmarks

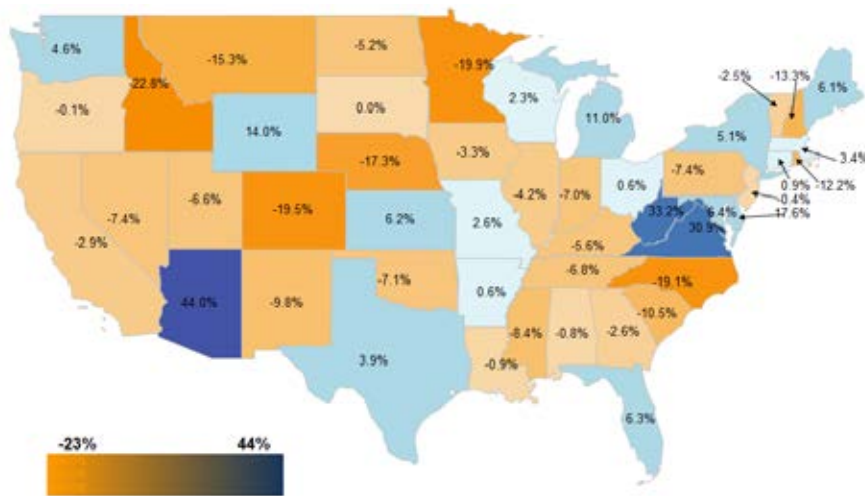


Lift Trucks

| | | |
|------------------------------------|---------------------------------------|---|
| Marketplace Activity, Past 30 Days | Auction (Public) 21 equipment units | Resale (Private) 18,008 equipment units |
|------------------------------------|---------------------------------------|---|

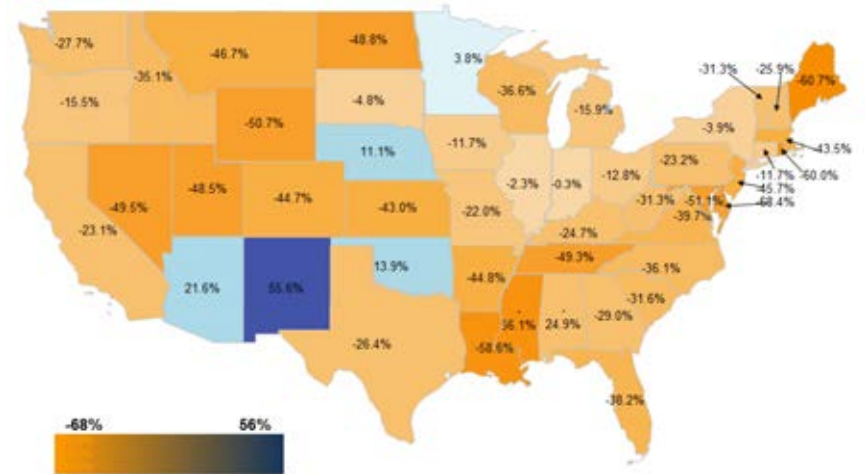
Price INDEX

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



Volume INDEX

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



EquipmentWatch INDEX™

January 2015 in Review | A Monthly Recap of Critical Heavy Equipment Benchmarks



Age Benchmarks, by Category

| | Average Age, Resale (yrs) | | Average Age, Auction (yrs) | |
|---|---------------------------|--------|----------------------------|--------|
| I.C. Cushion Tire Lift Trucks | 11.4 | ▲ 0.3 | 10.6 | ▼ -0.1 |
| I.C. Pneumatic Tire Lift Trucks | 10.3 | ▼ -0.5 | 16.9 | ▼ -0.9 |
| Cushion Tire Sit-Down Electric Lift Truck | 11.2 | ▼ -0.2 | 16.7 | ▼ -0.4 |
| Straight Mast Rough Terrain Lift Trucks | 11.0 | ▼ -1.0 | 16.8 | ▲ 3.1 |
| Telescoping Boom Rough Terrain Lift Truck | 8.2 | - 0.0 | 11.0 | ▲ 2.3 |

Age Benchmarks, by Manufacturer

| | Average Age, Resale (yrs) | | Average Age, Auction (yrs) | |
|-------------|---------------------------|---------|----------------------------|--------|
| Caterpillar | 9.5 | ▲ 0.2 | 13.5 | ▼ -0.5 |
| Genie | 7.8 | ▲ 0.15 | 8.2 | ▲ 0.1 |
| Gehl | 8.07 | ▲ .05 | 10.3 | ▲ 0.8 |
| Hyster | 11.9 | ▲ 0.3 | 19.8 | ▲ 0.5 |
| JLG | 8.2 | ▼ -0.09 | 9.2 | ▲ 0.3 |
| Toyota | 8.8 | ▲ 1.6 | 10.2 | - 0.0 |



EquipmentWatch INDEX™

January 2015 in Review | A Monthly Recap of Critical Heavy Equipment Benchmarks

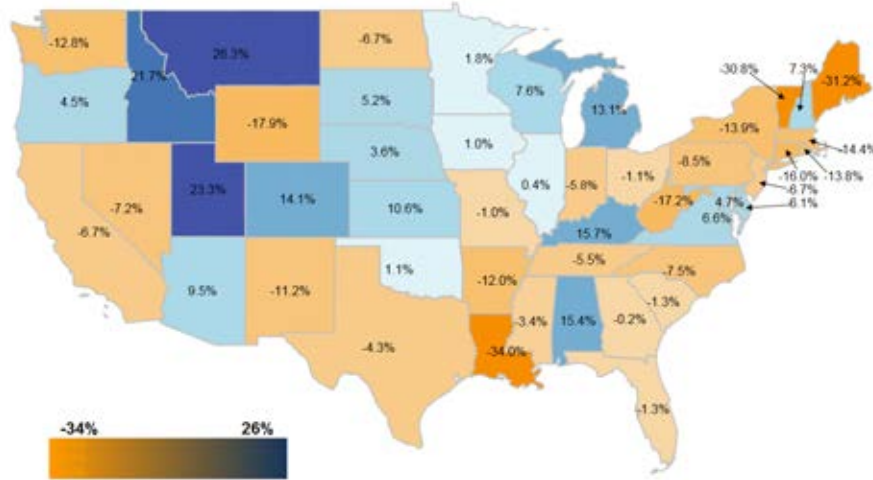


Agricultural Equipment

| | | |
|------------------------------------|--|---|
| Marketplace Activity, Past 30 Days | Auction (Public) 107 equipment units | Resale (Private) 95,440 equipment units |
|------------------------------------|--|---|

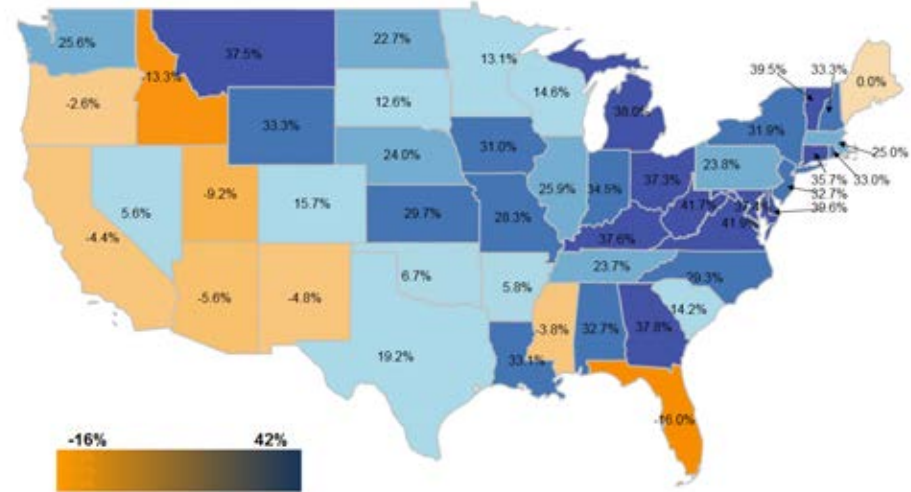
Price INDEX

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



Volume INDEX

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



EquipmentWatch INDEX™

January 2015 in Review | A Monthly Recap of Critical Heavy Equipment Benchmarks



| Age Benchmarks, by Category | | |
|-----------------------------|---------------------------|----------------------------|
| | Average Age, Resale (yrs) | Average Age, Auction (yrs) |
| Wheel Tractors | 8.4 ▼-0.2 | 15.5 ▼-1.1 |
| Combines | 8.0 ▼-3.0 | 10.0 ▲0.3 |
| Balers | 8.2 ▼-0.4 | 11.0 ▼-1.8 |
| Corn Headers | 8.1 ▼-0.5 | 9.8 ▲0.5 |
| Track Tractors | 5.7 ▲0.2 | 9.0 ▲1.2 |
| Auger Headers | 9.6 ▼-0.4 | 13.1 ▲1.2 |
| Grain Carts/Wagons | 6.2 - 0.0 | 13.3 ▲1.5 |
| Planters | 7.2 ▲0.1 | 12.1 ▼-0.1 |
| Self-Propelled Windrowers | 7.3 ▼-0.4 | 6.6 ▼-0.2 |
| Draper Headers | 3.1 ▼-0.7 | 5.0 ▼-0.5 |

| Age Benchmarks, by Manufacturer | | |
|---------------------------------|---------------------------|----------------------------|
| | Average Age, Resale (yrs) | Average Age, Auction (yrs) |
| Deere | 8.2 ▼-0.7 | 11.0 ▼-1.3 |
| Case IH | 9.7 ▼-0.1 | 11.6 ▲2.1 |
| New Holland | 10.8 ▼-0.6 | 10.2 ▲0.3 |
| Kubota | 8.4 ▼-1.3 | 12.9 ▲3.5 |
| Challenger | 6.5 ▲0.3 | 8.2 ▲1.9 |
| Massey Ferguson | 10.5 ▼-0.2 | 15.0 ▲6.9 |
| Kinze | 9.3 ▲0.2 | 11.3 ▼-1.5 |
| Claas | 7.6 ▼-1.3 | 11.4 - 0.0 |



EquipmentWatch INDEX™

January 2015 in Review | A Monthly Recap of Critical Heavy Equipment Benchmarks

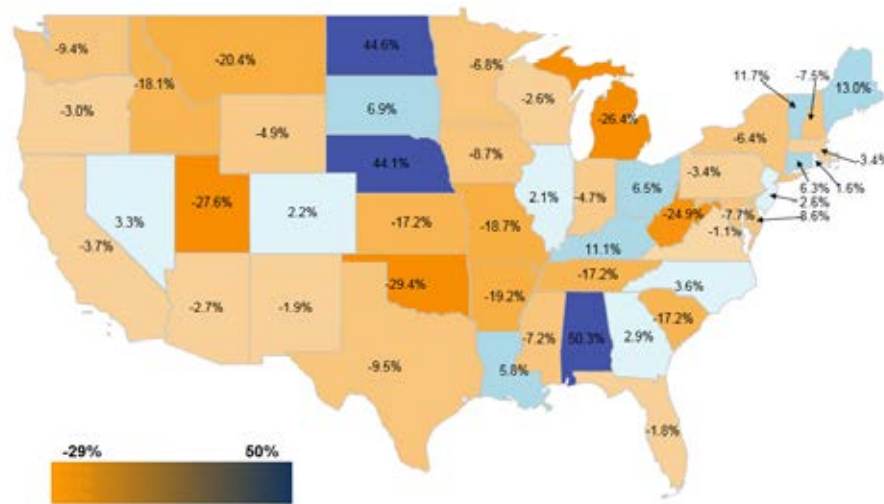


Commercial Trucks

| | | |
|------------------------------------|--|---|
| Marketplace Activity, Past 30 Days | Auction (Public) 483 equipment units | Resale (Private) 17,705 equipment units |
|------------------------------------|--|---|

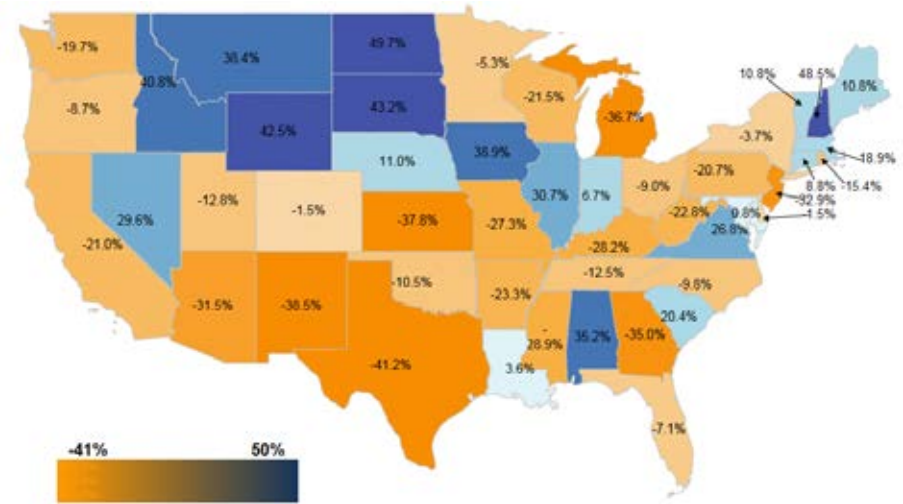
Price INDEX

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



Volume INDEX

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



EquipmentWatch INDEX™

January 2015 in Review | A Monthly Recap of Critical Heavy Equipment Benchmarks



| Age Benchmarks, by Category | | | | |
|-----------------------------|---------------------------|-------|----------------------------|-------|
| | Average Age, Resale (yrs) | | Average Age, Auction (yrs) | |
| Heavy Duty | 7.9 | ▲ 2.3 | 10.5 | ▲ 0.8 |
| Medium Duty | 5.3 | ▲ 1.4 | 9.5 | ▲ 0.1 |
| Light Duty | 5.9 | ▲ 1.7 | 10.1 | ▲ 1.6 |

| Age Benchmarks, by Manufacturer | | | | |
|---------------------------------|---------------------------|-------|----------------------------|-------|
| | Average Age, Resale (yrs) | | Average Age, Auction (yrs) | |
| Freightliner | 8.4 | ▲ 2.2 | 12.2 | ▲ 0.8 |
| International | 8.0 | ▲ 1.9 | 1.9 | ▲ 0.4 |
| Kenworth | 5.2 | ▲ 1.4 | 1.4 | ▲ 1.4 |
| Volvo | 7.5 | ▲ 2.2 | 2.2 | ▲ 1.7 |
| Peterbilt | 9.0 | ▲ 3.2 | 3.2 | ▲ 0.9 |

