



# EquipmentWatch INDEX™

October 2014 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	10.1	▲ 0.1	15.2	▲ 0.3
Compact Track Loaders	4.7	▼ -0.1	5.7	– 0.0
Crawler Mounted Hydraulic Excavators	8.2	▼ -0.1	10.4	▲ 0.5
Electric Self Propelled Scissor Lifts	7.1	– 0.0	9.3	▲ 0.4
I.C. Self Propelled Telescopic Boom Aerial Lifts	8.4	– 0.0	10.4	▼ -0.7
Single Drum Vibratory Compactors	8.9	– 0.0	13.5	▼ -3.1
Skid Steer Loaders	5.9	▲ 0.2	7.4	▼ -1.6
Standard Crawler Dozers	13.9	– 0.0	20.3	▲ 2.4
Telescoping Boom Rough Terrain Lift Trucks	7.5	▼ -0.1	8.7	▼ -0.6
Tractor-Loader-Backhoes	8.2	– 0.0	12.3	▲ 1.5

Age Benchmarks, by Manufacturer				
	Average Age, Resale (yrs)		Average Age, Auction (yrs)	
Bobcat	6.7	▲ 0.1	8.8	▼ -0.3
Case	10.1	▼ -0.1	16.9	▲ 4.2
Caterpillar	9.5	▲ 0.2	14.0	– 0.0
Deere	8.2	▼ -0.8	12.6	▲ 0.7
Gehl	6.7	▼ -0.3	10.0	▲ 2.7
Genie	7.6	▼ -0.1	9.1	▼ -0.6
Terex	7.9	▲ 0.3	9.6	▼ -1.2
Ingersoll Rand	10.5	▲ 0.2	13.7	▲ 1.1
JCB	6.1	▲ 0.1	10.8	▲ 2.6
JLG	7.6	– 0.0	9.3	▲ 0.9
Komatsu	9.1	– 0.0	10.9	▲ 0.1
New Holland	8.9	▼ -0.1	13.3	▲ 2.4
Sky Trak	7.3	▼ -0.1	8.9	▼ -1.4
Skyjack	7.0	▲ 0.1	10.3	▲ 1.5
Volvo	6.9	▲ 0.5	7.8	▼ -0.7



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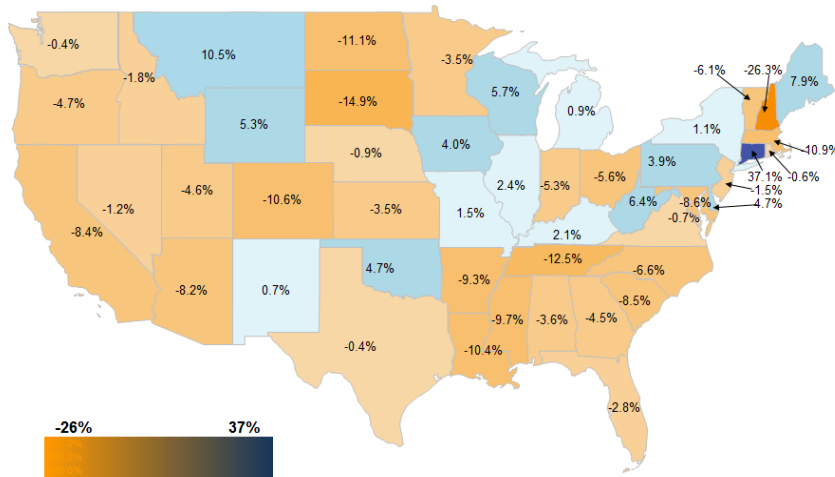


## Lift Trucks

Marketplace Activity, Past 30 Days	Auction (Public)   718 equipment units	Resale (Private)   82,379 equipment units
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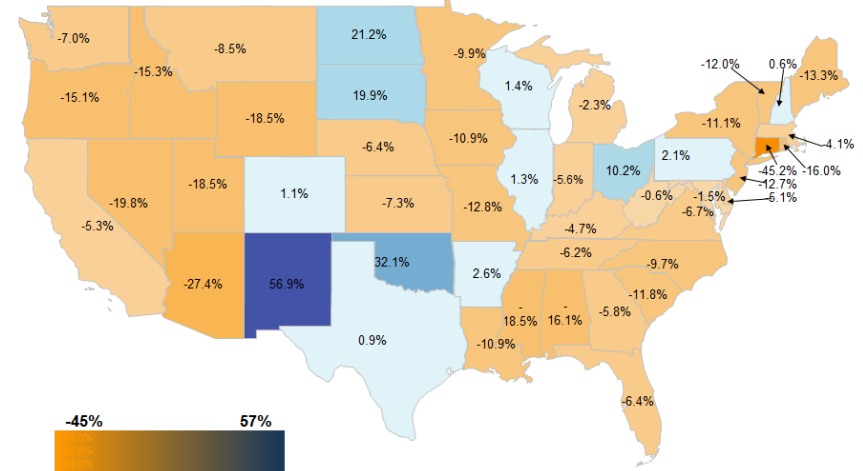
### Price INDEX

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)
I.C. Cushion Tire Lift Trucks	10.6 ▼ -1.6	15.2 ▼ -2.3
I.C. Pneumatic Tire Lift Trucks	9.3 ▲ 0.2	12.2 ▼ -1.2
Cushion Tire Sit-Down Rider Electric Lift Truck	10.2 ▼ -0.4	9.18 ▼ -0.4
Straight Mast Rough Terrain Lift Trucks	10.1 ▲ 0.1	16.3 ▼ -2.2
Telescoping Boom Rough Terrain Lift Truck	7.5 ▲ 0.1	8.7 ▲ 0.6

**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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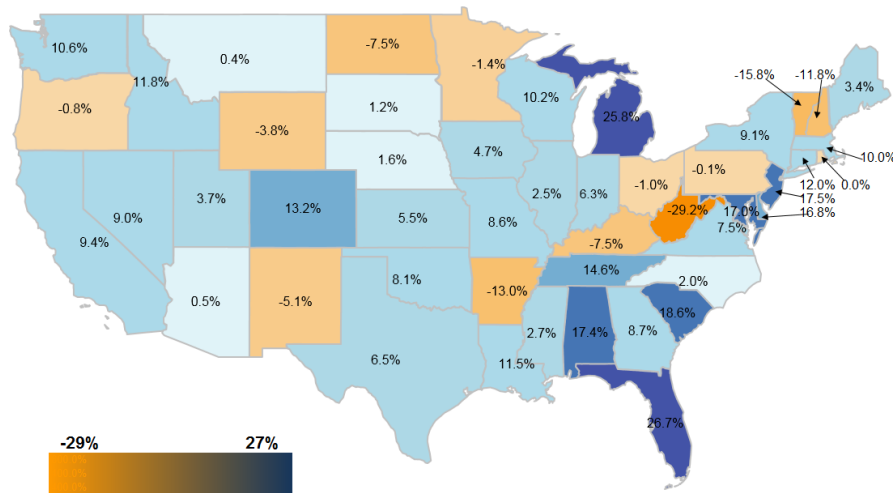


## Agricultural Equipment

Marketplace Activity, Past 30 Days	Auction (Public)   258 equipment units	Resale (Private)   138,288 equipment units
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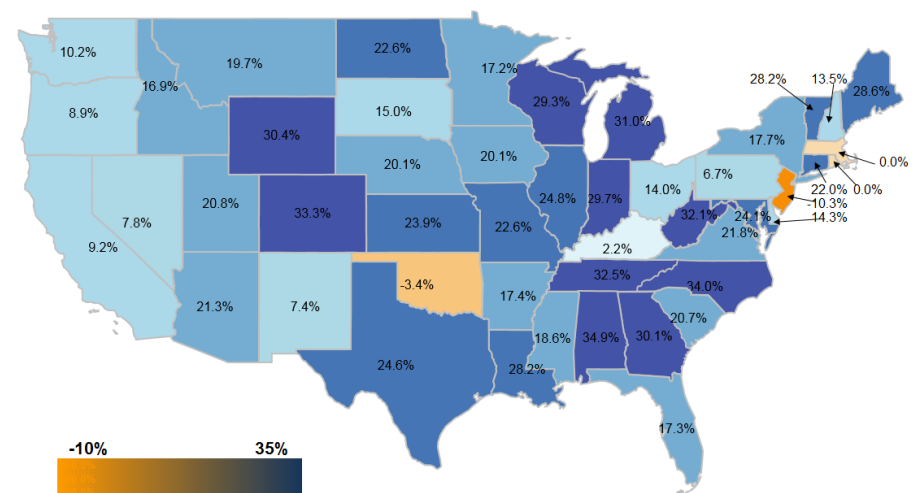
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Age Benchmarks, by Category		
	Average Age, Resale (yrs)	Average Age, Auction (yrs)
Wheel Tractors	10.0 ▼ -0.9	20.7 ▲ 4.1
Combines	8.4 ▼ -0.8	17.3 ▲ 5.3
Balers	8.6 ▼ -0.4	16.8 ▲ 6.4
Corn Headers	7.9 ▼ -0.2	6.9 ▼ -1.3
Track Tractors	5.6 ▼ -0.1	7.0 ▼ -2.1
Auger Headers	9.6 ▼ -0.5	14.9 ▼ -0.1
Grain Carts/Wagons	6.4 ▼ -0.1	16.5 ▲ 8.7
Planters	8.0 - 0.0	8.0 ▼ -4.5
Self-Propelled Windrowers	7.8 ▼ -0.6	11.5 ▲ 7.5
Draper Headers	3.6 ▼ -0.1	6.0 ▼ -1.0

Age Benchmarks, by Manufacturer		
	Average Age, Resale (yrs)	Average Age, Auction (yrs)
Deere	8.2 ▼ -0.9	16.6 ▲ 5.1
Case IH	9.1 ▲ 0.2	12.5 ▲ 0.2
New Holland	9.5 ▼ -0.2	13.8 ▲ 2.3
Kubota	7.2 ▼ -0.2	6.9 ▼ -5.6
Challenger	5.2 - 0.0	8.1 ▼ -0.4
Massey Ferguson	14.7 ▼ -0.6	18.6 ▲ 4.6
Ford	33.2 ▼ -0.9	26.1 ▲ 0.1
Claas	7.8 ▲ 0.1	11.2 ▲ 5.9



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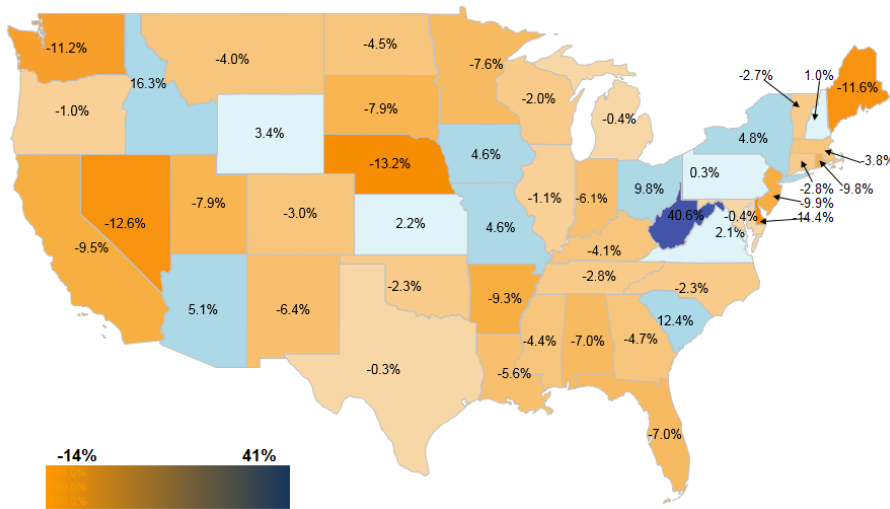


## Commercial Trucks

Marketplace Activity, Past 30 Days	Auction (Public)   913 equipment units	Resale (Private)   26,173 equipment units
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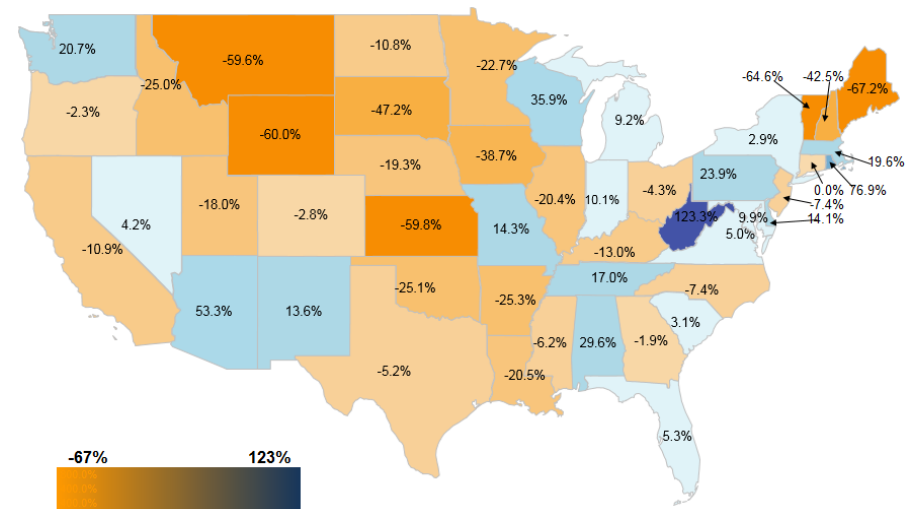
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Age Benchmarks, by Category		
	Average Age, Resale (yrs)	Average Age, Auction (yrs)
Heavy Duty	5.8 ▲ 0.3	10.2 ▲ 0.4
Medium Duty	5.0 ▲ 0.3	9.6 ▼ -0.6
Light Duty	0.8 ▼ -	8.6 ▲ 0.1

Age Benchmarks, by Manufacturer		
	Average Age, Resale (yrs)	Average Age, Auction (yrs)
Freightliner	6.3 ▲ 0.2	12.1 ▲ 1.1
International	5.5 ▲ 0.3	8.7 ▼ 0.6
Kenworth	5.1 ▲ 0.1	9.7 ▲ 0.4
Volvo	4.4 ▲ 0.1	10.8 ▲ 0.6
Peterbilt	6.0 ▲ 0.6	9.7 ▲ 0.2

