

EquipmentWatch INDEX™

January 2016 in Review | A Monthly Recap of Critical Heavy Equipment Benchmarks

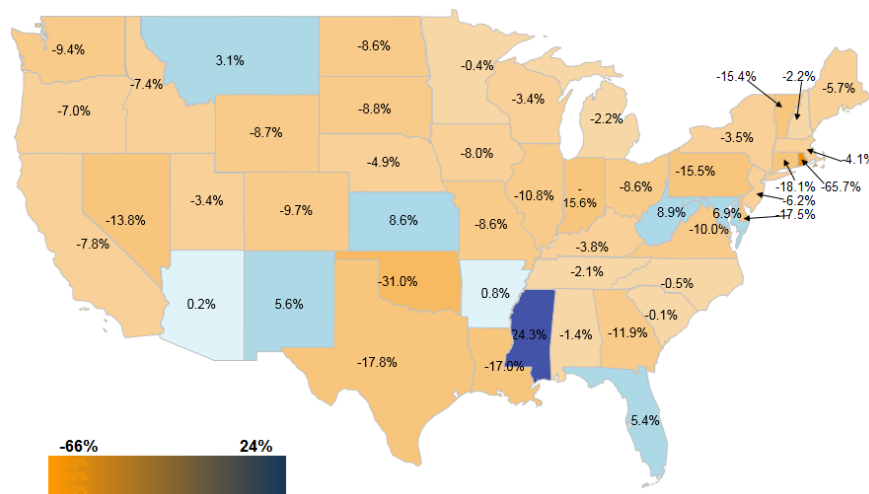


The EquipmentWatch INDEX™ is a free monthly resource for critical thinkers in the **construction, lift truck, agriculture, and truck** industries to make better-informed heavy equipment decisions around price, market share, and equipment age metrics.

Construction Equipment

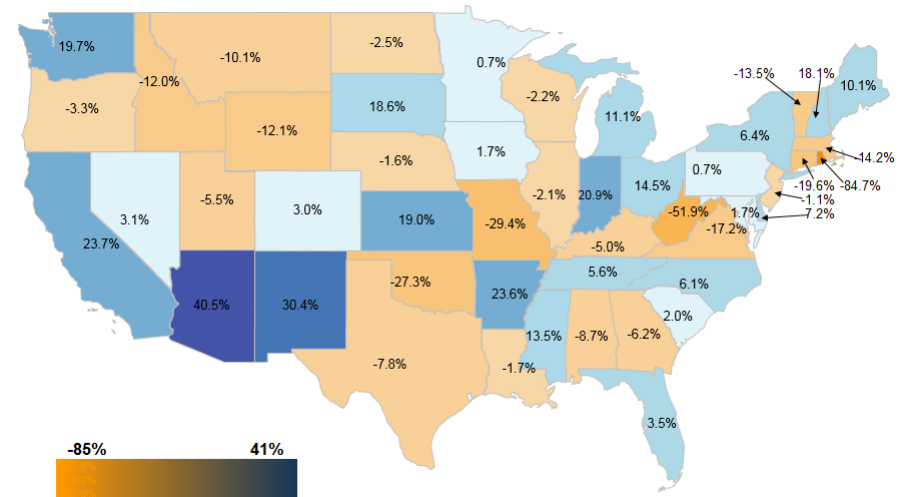
Price INDEX

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 | 6.5 | +0.0 | 10.9 | -1.5 |
| Compact Track Loaders | 4.2 | +0.1 | 6.2 | -0.4 |
| Crawler Mounted Compact Excavators | 4.9 | +0.0 | 8.2 | -0.3 |
| Crawler Mounted Hydraulic Excavators | 6.7 | +0.0 | 7.6 | -2.3 |
| Electric Self Propelled Scissor Lifts | 7.5 | +0.1 | 8.6 | -1.5 |
| I.C. Self-Propelled Telescopic Boom Aerial Lifts | 8.9 | +0.2 | 10.8 | -1.5 |
| Single Drum Vibratory Compactors | 7.3 | +0.2 | 11.6 | +0.0 |
| Skid Steer Loaders | 4.9 | +0.1 | 7.7 | -0.9 |
| Standard Crawler Dozers | 7.9 | +0.3 | 8.9 | -4.9 |
| Tractor-Loader-Backhoes | 6.8 | +0.2 | 9.6 | -2.0 |

| Age Benchmarks, by Manufacturer | | | | |
|---------------------------------|-------------|--------------|-------------|---------------|
| | Average Age | Resale (yrs) | Average Age | Auction (yrs) |
| Bobcat | 5.1 | -0.2 | 9.8 | +1.1 |
| Bomag | 7.7 | +1.1 | 15.0 | +1.7 |
| Case | 5.9 | +0.0 | 8.7 | -3.1 |
| Caterpillar | 6.8 | -0.1 | 9.5 | -2.7 |
| Deere | 6.3 | +0.9 | 7.3 | -2.3 |
| Ditch Witch | 8.5 | +0.3 | 7.0 | -2.6 |
| Genie | 8.1 | +0.1 | 8.3 | -3.0 |
| Terex | 6.6 | +0.1 | 10.7 | +1.1 |
| Ingersoll Rand | 8.3 | +0.3 | 8.1 | -5.0 |
| JCB | 4.8 | +0.2 | 6.0 | -3.0 |
| JLG | 8.3 | +0.1 | 9.3 | -1.1 |
| Komatsu | 7.5 | +0.0 | 7.9 | -1.9 |
| New Holland | 6.7 | +0.0 | 7.3 | -2.8 |
| Skyjack | 7.6 | +0.1 | 9.1 | -1.0 |
| Volvo | 6.2 | -0.2 | 7.0 | -1.5 |

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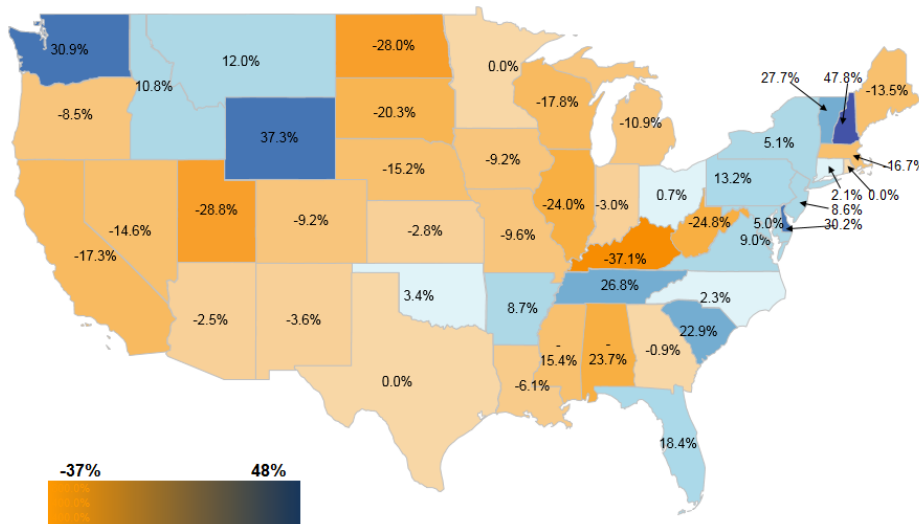
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Lift Trucks

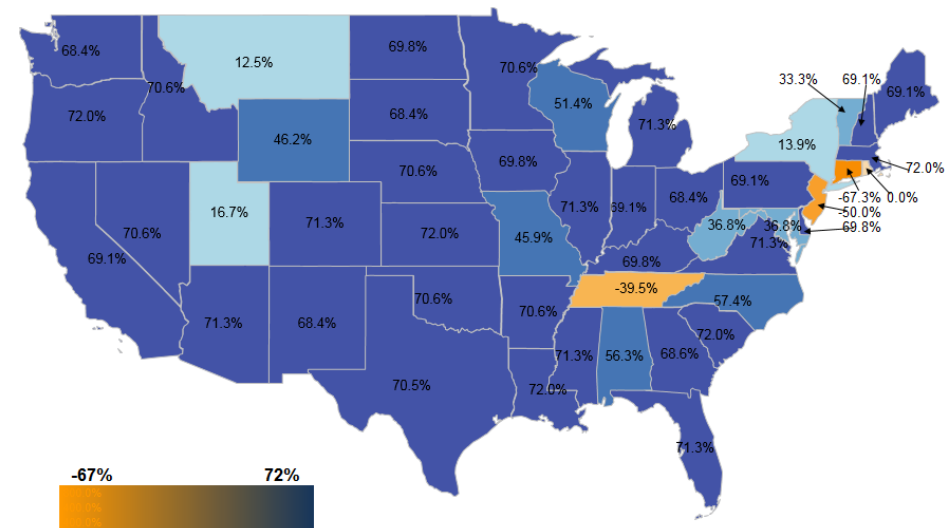
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A State Specific Measure of Monthly Price Differential (Resale Data)



Volume INDEX

A State Specific Measure of Monthly 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 | 9.3 | -0.2 | 11.2 | +1.5 |
| I.C. Pneumatic Tire Lift Trucks | 8.9 | +0.3 | 8.4 | -3.2 |
| Cushion Tire Sit-Down Electric Lift Truck | 9.1 | -0.3 | 8.4 | +0.0 |
| Straight Mast Rough Terrain Lift Trucks | 7.2 | +0.5 | 11.3 | -1.5 |
| Telescoping Boom Rough Terrain Lift Truck | 7.3 | +0.3 | 8.9 | -1.3 |

| Age Benchmarks, by Manufacturer | | | | |
|---------------------------------|---------------------------|------|----------------------------|------|
| | Average Age, Resale (yrs) | | Average Age, Auction (yrs) | |
| Caterpillar | 7.0 | +0.3 | 12.5 | +1.7 |
| Genie | 7.1 | -0.1 | 8.4 | +0.3 |
| Gehl | 7.0 | +0.2 | 10.0 | -0.8 |
| Hyster | 9.6 | -0.5 | 11.5 | -2.1 |
| JLG | 6.8 | +0.0 | 8.1 | -0.1 |
| Toyota | 8.1 | +0.2 | 8.5 | -0.3 |

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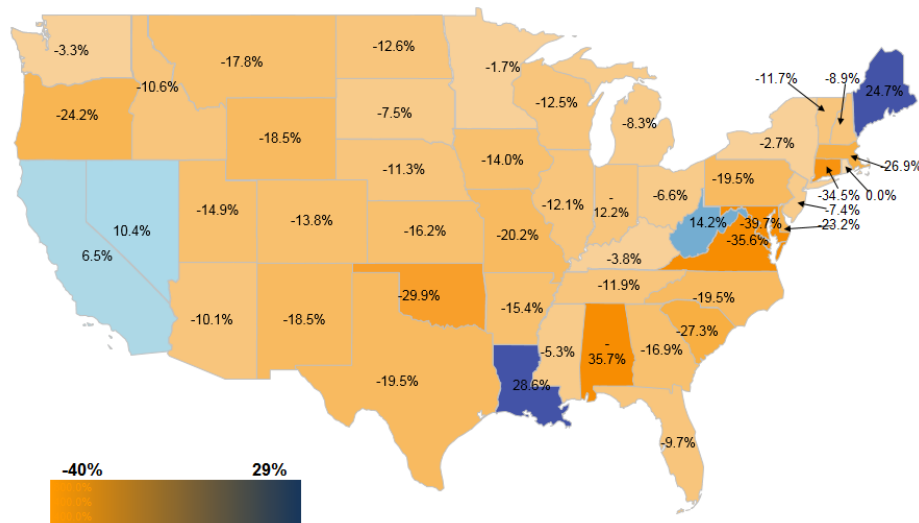
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Agricultural Equipment

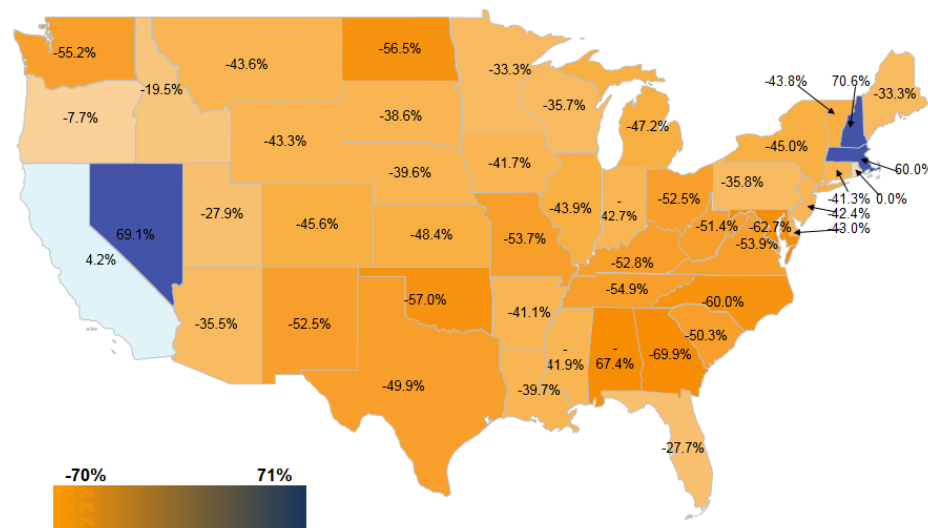
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| Age Benchmarks, by Category | | | | |
|-----------------------------|---------------------------|------|----------------------------|-------|
| | Average Age, Resale (yrs) | | Average Age, Auction (yrs) | |
| Auger Headers | 10.3 | +2.5 | 10.6 | +1.6 |
| Balers | 7.5 | -0.1 | 11.0 | +2.5 |
| Combines | 6.8 | +0.2 | 9.5 | +0.8 |
| Corn Headers | 6.5 | -0.4 | 7.1 | -1.3 |
| Draper Headers | 4.6 | +1.3 | 5.1 | -0.3 |
| Grain Carts/Wagons | 5.4 | -0.3 | 17.0 | +8.5 |
| Planters | 7.6 | -0.2 | 6.4 | -2.4 |
| Self-Propelled Windrowers | 5.9 | -0.3 | 20.0 | +13.2 |
| Track Tractors | 5.6 | +0.1 | 8.0 | +0.3 |
| Wheel Tractors | 6.2 | +0.4 | 15.7 | +6.3 |

| Age Benchmarks, by Manufacturer | | | | |
|---------------------------------|---------------------------|------|----------------------------|------|
| | Average Age, Resale (yrs) | | Average Age, Auction (yrs) | |
| Case IH | 6.8 | -0.2 | 9.3 | +0.7 |
| Challenger | 5.4 | +0.0 | 10.0 | +2.5 |
| Claas | 6.0 | -0.5 | 13.1 | +0.0 |
| Deere | 6.0 | +0.3 | 13.1 | +4.8 |
| Kinze | 7.5 | -0.5 | 2.0 | -7.7 |
| Kubota | 6.2 | +0.3 | 11.4 | +3.3 |
| Massey Ferguson | 5.6 | -0.5 | 21.1 | +8.6 |
| New Holland | 8.2 | +0.1 | 10.3 | +1.4 |

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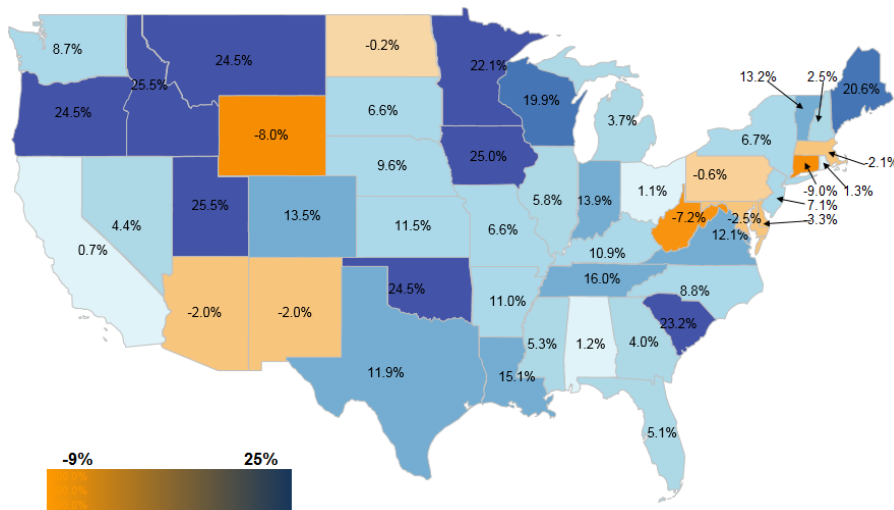
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Commercial Trucks

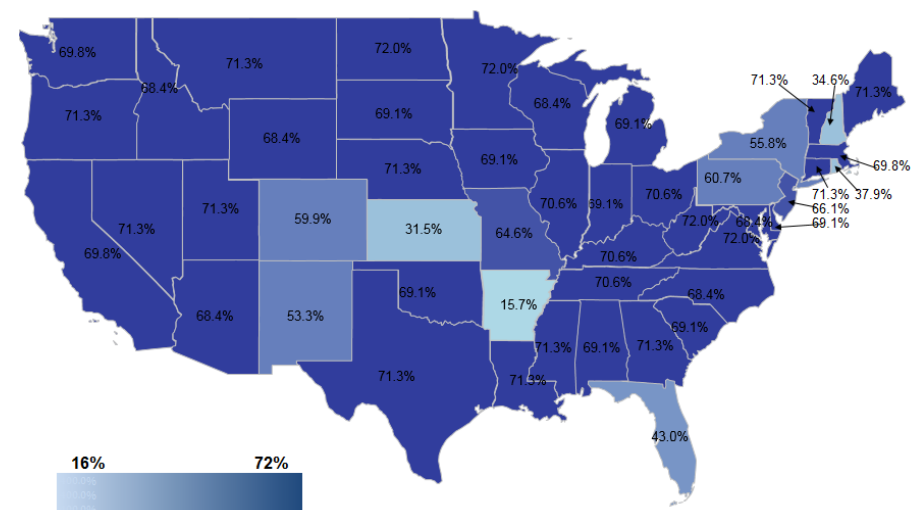
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| Age Benchmarks, by Category | | | |
|-----------------------------|---------------------------|------|----------------------------|
| | Average Age, Resale (yrs) | | Average Age, Auction (yrs) |
| Heavy Duty | 5.1 | -0.3 | 10.9 +2.4 |
| Medium Duty | 5.0 | +1.1 | 9.3 -0.1 |
| Light Duty | 0.9 | -3.7 | 11.0 +2.8 |

| Age Benchmarks, by Manufacturer | | | |
|---------------------------------|---------------------------|------|----------------------------|
| | Average Age, Resale (yrs) | | Average Age, Auction (yrs) |
| Freightliner | 5.4 | +0.4 | 14.4 +6.6 |
| International | 5.2 | +0.0 | 9.7 +2.1 |
| Kenworth | 3.5 | -0.6 | 12.3 +2.2 |
| Volvo | 4.1 | -0.1 | 11.0 +4.6 |
| Peterbilt | 4.6 | -0.4 | 9.6 +1.2 |