

# EquipmentWatch INDEX™

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

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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

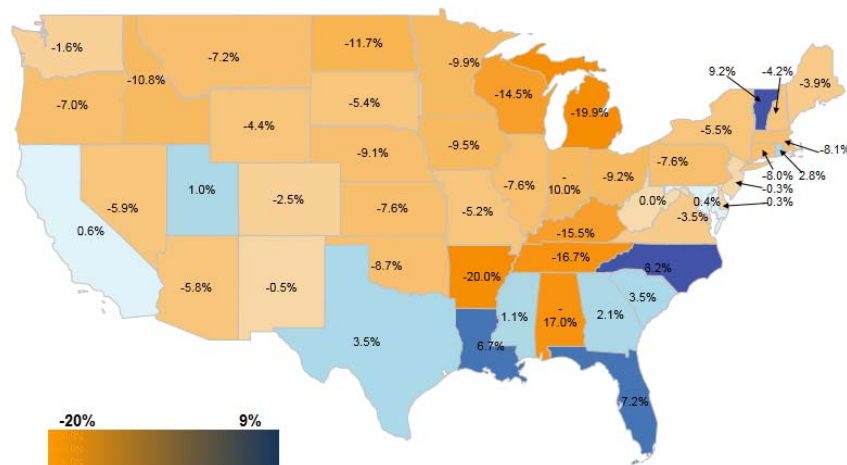
Marketplace Activity, Past 30 Days

Auction (Public) | 4,826 equipment units

Resale (Private) | 362,296 equipment units

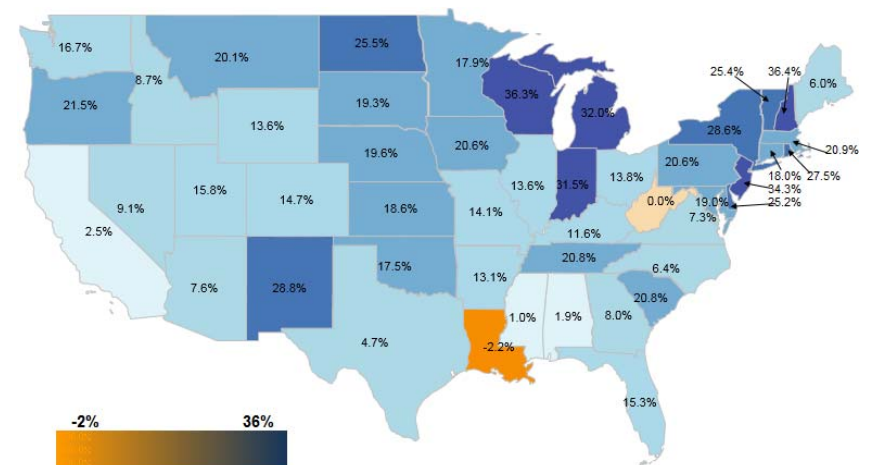
### Price INDEX

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

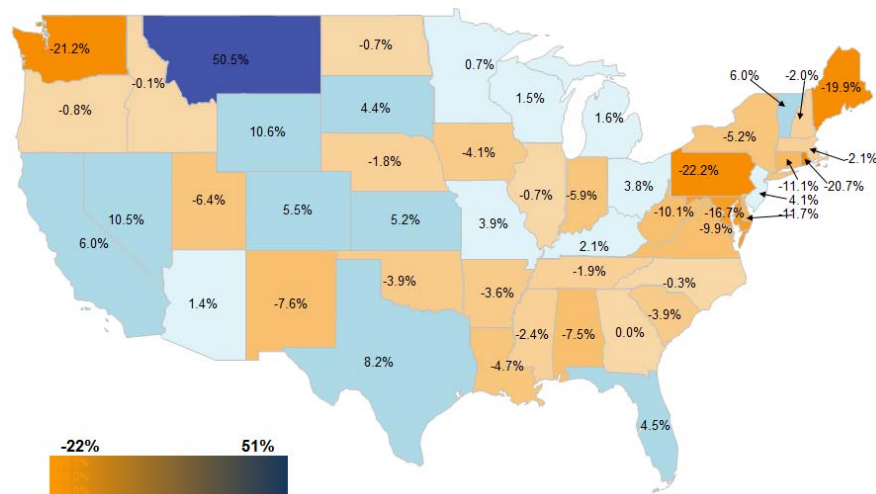
Marketplace Activity, Past 30 Days

Auction (Public) | 950 equipment units

Resale (Private) | 87,710 equipment units

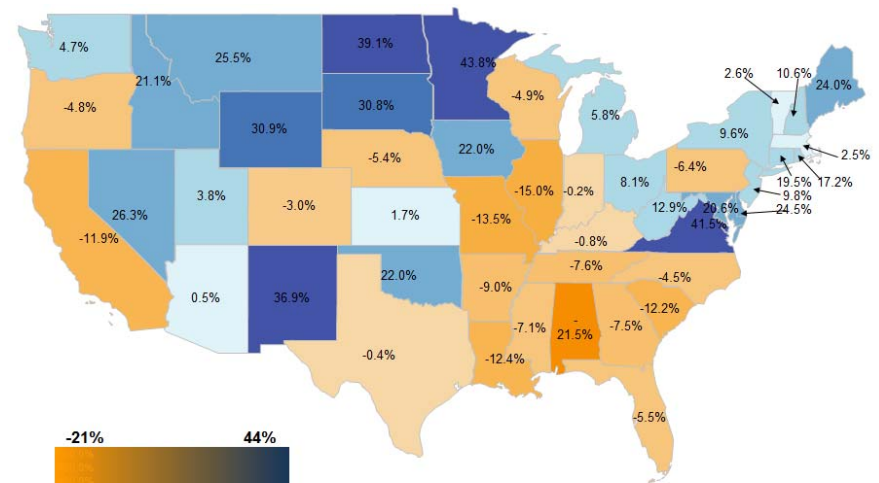
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## Age Benchmarks, by Category

	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

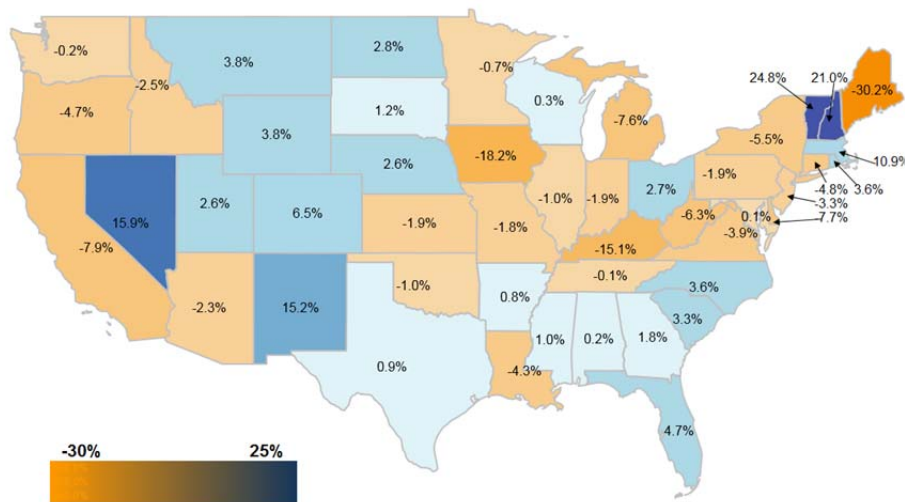
Marketplace Activity, Past 30 Days

Auction (Public) | 244 equipment units

Resale (Private) | 106,093 equipment units

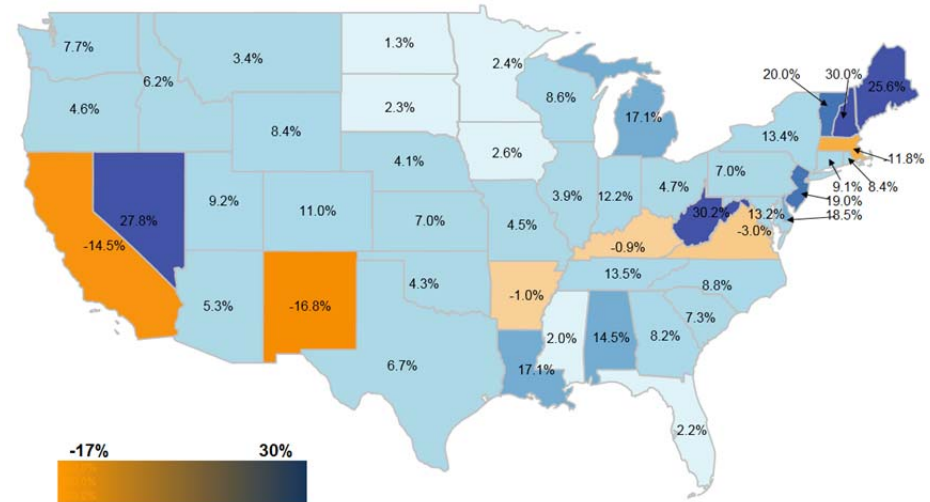
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## Age Benchmarks, by Category

	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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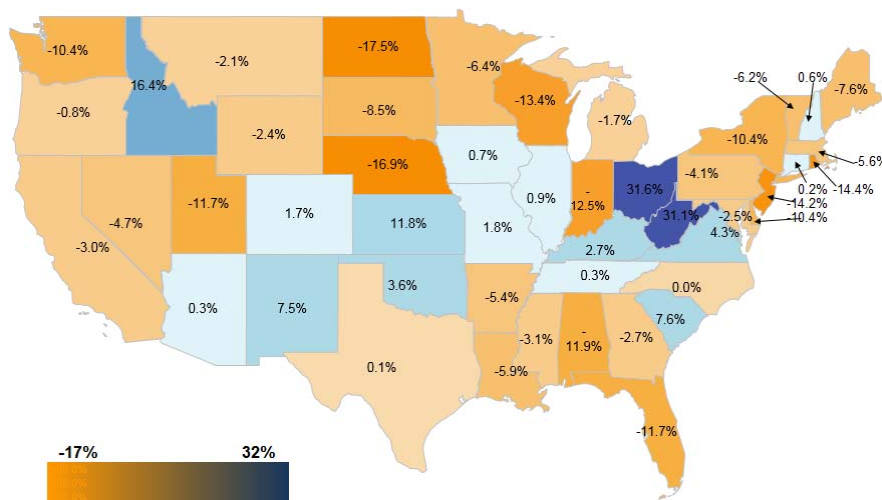


## Commercial Trucks

Marketplace Activity, Past 30 Days	Auction (Public)   1,267 equipment units	Resale (Private)   31,877 equipment units
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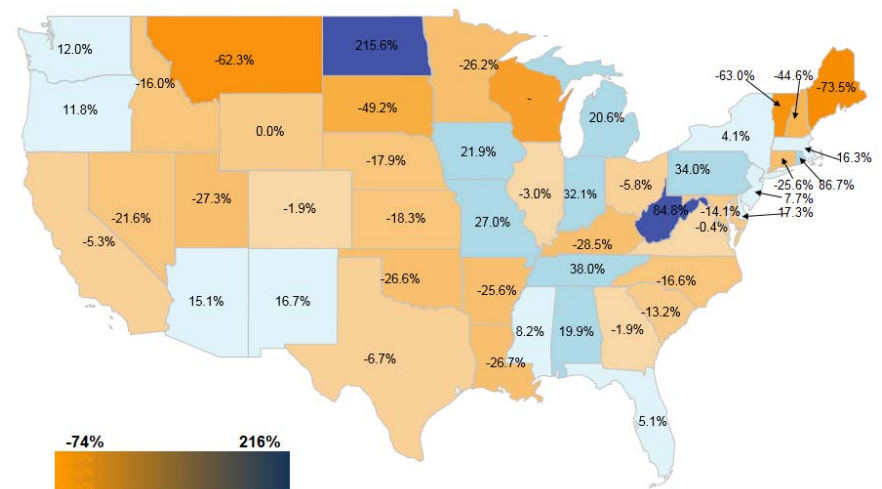
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**Age Benchmarks, by Category**

	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

