

Report 7 - State of the Industry: U.S. Classes 3-8 Used Trucks



July 2010 Data
Published August 25, 2010



CONTENTS
STATE OF THE INDUSTRY SERIES *
U.S. CLASSES 3-8 USED TRUCKS

	<u>Page(s)</u>
SUMMARY OBSERVATIONS	1
USED TRUCK MANAGEMENT STATISTICS	2-7
. CURRENT MONTH STATISTICS	
. YEAR TO DATE STATISTICS	
. CLASSES 3-5 TIME PERIOD COMPARISONS	
. CURRENT MONTH VERSUS PAST MONTH	
. CURRENT MONTH VERSUS SAME MONTH ONE YEAR AGO	
. CURRENT 3 MONTHS VERSUS SAME 3 MONTHS ONE YEAR AGO	
. YEAR TO DATE VERSUS YEAR TO DATE ONE YEAR AGO	
. CLASSES 6-7 TIME PERIOD COMPARISONS	
. AS LISTED ABOVE	
. CLASSES 8 TIME PERIOD COMPARISONS	
. AS LISTED ABOVE	
. SELECT ANNUALIZED TIME PERIOD COMPARISONS	
AVERAGE SELLING PRICE/CLASS 8 ROAD TRACTOR EXPORTS	8
. AVERAGE SELLING PRICE OF USED CLASS 8 TRUCKS (EXCLUDING AUCTIONS)	
. U.S. EXPORTS OF USED CLASS 8 ROAD TRACTORS	
LIGHT DUTY (CLASSES 3-5) GRAPHS	9-10
MEDIUM DUTY (CLASSES 6-7) GRAPHS	11-12
HEAVY DUTY (CLASS 8) GRAPHS	13-14
THE FOLLOWING GRAPHS ARE PRESENTED FOR EACH OF THE THREE GRAPH SECTIONS ABOVE:	
TOTAL REPORTED	
. SALES (UNITS)	
. AVERAGE SALES PRICE (\$)	
. AVERAGE MILES	
. AVERAGE AGE (MONTHS)	
AVERAGE CLASS 8 SELLING PRICE by OEM (HIGEST VOLUME MODEL ONLY)	15-17

* This STATE OF THE INDUSTRY report contains only United States light, medium and heavy duty, Classes 3-8, used truck data (not seasonally adjusted).

STATE OF THE INDUSTRY: UNITED STATES CLASSES 3-8 USED TRUCKS

PARDON OUR DUST: ACT is continuing to expand the list of used truck data participants and as a result, the data remain in a state of flux. Our confidence in the quality of the data has steadily grown as the new data sources are added. The used truck monthly data input goal remains 5,000 sales transactions per month by the end of this year and with expanded participation, 10,000 units per month by the end of 2011.

HISTORY: In addition to growing the database, there are more than 100,000 historical records that are being added. The inclusion of these units will allow ACT to provide an insightful glimpse into how the used truck market has performed over the past decade. Such analysis is not available elsewhere in the industry.

NEW: Starting with this report, graphs depicting average sales price for selected OEM truck models will be presented. The truck models are Freightliner Columbia, International 9400i, Kenworth T600, Mack CH613, Peterbilt T379, and Volvo VNL670. These truck models represent each OEM's top selling model.

VOLUME TRENDS: In July, the volume of reported sales dropped to 2,500 units as some contraction in the market was reported. Part of this decline was the absence of needed low mileage, high quality inventory. The majority of the slowdown took place in the Class 8 auction and wholesale markets. Despite the slowing the six month moving average of the sale of used Class 8 trucks continues to grow, though at a flatter trajectory. In addition, volumes are still considerably higher than this time last year, up some 43% year to date. The industry remains cautiously optimistic about their prospects as freight, trucker profitability, and new truck demand improve.

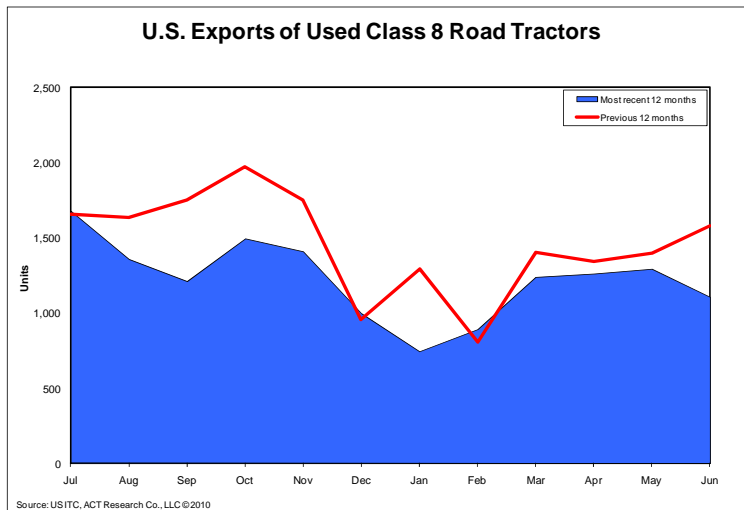
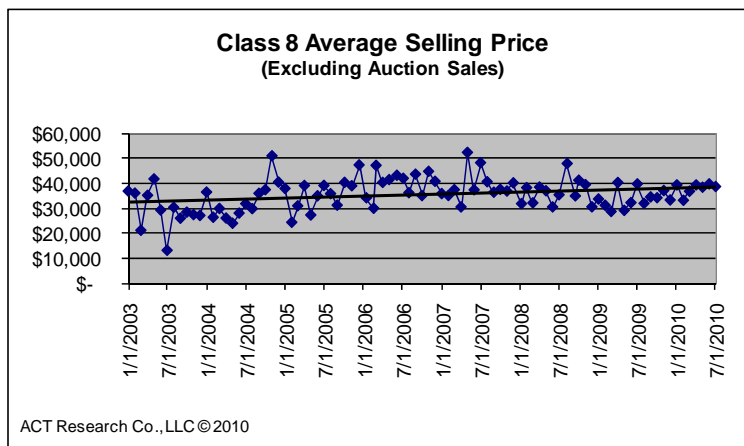
PRICING TRENDS: In an interesting twist, the average selling price of used trucks decreased for all three Class 8 outlets, but improved in total month over month because of the mix shift in volume mentioned above. Prices for light and medium duty vehicles also improved over June's reading. As the top chart on the right shows, the average selling price for Class 8 trucks (excluding auctions) was \$38,500 in July. Prices are expected to continue their recovery.

MILEAGE TRENDS: The average mileage of used Class 8 trucks sold this month rose above trend, due to a higher than average number of older model trucks being wholesaled during July. Given the anecdotal evidence of the shortage of late model, low mileage equipment, there is a good possibility this trend will continue. As freight recovers and new truck buyers trade their equipment that

sat idle during the economic slowdown. This trend is likely to reverse as the trucks wend their way through the used truck market.

AGE TRENDS: The spike in mileage was driven by a large number of 2000 model year trucks that were sold in the wholesale channel in July. The average age of wholesale truck from January to June 2010 was 77 months. In July, wholesale trucks carried an average age of 89 months. Expectations are that July's activity was an anomaly and will revert to trend in August.

EXPORT TRENDS: Export activity slipped for the first time in 2010. Despite the lower level of activity, exports continue to facilitate new truck purchases and provide some relief to the industry. Government trade data through June, the latest data available, depicted in the bottom chart, show that the export of used trucks continues to lag last year's rate. Year to date, 6,540 Class 8 road tractors have been shipped out of the U.S., 16% behind last year's pace. Current global economic slowing and the fluctuation of the US dollar are making exports a tougher sell. We anticipate exports of between 13,000 and 14,000 used Class 8 road tractors in 2010.



USED TRUCK INDUSTRY MANAGEMENT STATISTICS*
UNITED STATES
July 2010

CURRENT MONTH STATISTICS

<u>MARKET/VARIABLE</u>	<u>CLASSES 3-5 TOTAL</u>	<u>CLASSES 6-7 TOTAL</u>	<u>CLASS 8 TOTAL</u>	<u>CLASSES 3-8 TOTAL</u>
<u>Auction</u>				
. Sales (Units)	67	100	307	474
. Sales (\$)	\$ 757,600	\$ 1,036,850	\$ 4,806,475	\$ 6,600,925
. Average Sale Price (\$)**	\$ 11,307	\$ 10,369	\$ 15,656	\$ 13,926
. Average Miles	109,098	215,210	532,112	405,462
. Average Age (Months)	90	113	103	103
<u>Retail</u>				
. Sales (Units)	58	106	1,427	1,591
. Sales (\$)	\$ 1,256,237	\$ 2,545,085	\$ 53,891,084	\$ 57,692,406
. Average Sale Price (\$)	\$ 21,659	\$ 24,239	\$ 38,113	\$ 36,584
. Average Miles	89,714	152,457	498,085	459,964
. Average Age (Months)	66	92	79	80
<u>Wholesale</u>				
. Sales (Units)	4	25	342	371
. Sales (\$)	\$ 67,144	\$ 503,169	\$ 7,503,434	\$ 8,073,747
. Average Sale Price (\$)	\$ 16,786	\$ 20,127	\$ 21,940	\$ 21,762
. Average Miles	138,245	157,534	623,826	586,567
. Average Age (Months)	86	80	89	89
<u>Total Reported</u>				
. Sales (Units)	129	231	2,076	2,436
. Sales (\$)	\$ 2,080,981	\$ 4,085,105	\$ 66,200,993	\$ 72,367,079
. Average Sale Price (\$)	\$ 16,258	\$ 17,761	\$ 32,090	\$ 29,891
. Average Miles	96,418	176,212	492,038	441,139
. Average Age (Months)	79	100	85	86
<u>Industry Estimate***</u>				
. Sales (Units)	17,800	9,900	26,200	53,900
. Per Day Sales (Units)	848	471	1,248	2,567
. Inventory (Units)	107,000	55,000	71,000	233,000
. Inventory Turnover	2.00	2.16	4.43	2.78
. Inventory On Hand (Days)	183	169	82	131

*Actual data not seasonally adjusted.

** May not calculate due to volume differences

*** Estimate based upon extrapolation of reported data and application of various CV market heuristics.

NOTE: Data supplied for your internal use only. External distribution is not permitted without prior approval. Electronic or other re-release of Classes 3-8 used vehicle statistics is not authorized except in written summaries (no data tables) supporting the business of the subscribing SOI company. ACT Research Co., LLC must be credited as the data source.

USED TRUCK INDUSTRY MANAGEMENT STATISTICS*
UNITED STATES
July 2010

YEAR-TO-DATE STATISTICS

<u>VARIABLE</u>	<u>CLASSES</u> 3-5 <u>TOTAL</u>	<u>CLASSES</u> 6-7 <u>TOTAL</u>	<u>CLASS</u> 8 <u>TOTAL</u>	<u>CLASSES</u> 3-8 <u>TOTAL</u>
<u>Auction</u>				
. Sales (Units)	506	861	3,293	4,660
. Sales (\$)	\$ 5,458,200	\$ 9,748,733	\$ 56,145,860	\$ 71,352,793
. Average Sale Price (\$)**	\$ 10,787	\$ 11,323	\$ 17,050	\$ 15,312
. Average Miles	115,154	185,919	481,594	387,175
. Average Age (Months)	84	111	99	100
<u>Retail</u>				
. Sales (Units)	412	824	8,393	9,629
. Sales (\$)	\$ 7,624,442	\$ 17,656,617	\$ 313,092,068	\$ 338,373,127
. Average Sale Price (\$)	\$ 18,687	\$ 21,852	\$ 37,799	\$ 35,622
. Average Miles	87,250	152,222	488,896	444,527
. Average Age (Months)	71	94	77	78
<u>Wholesale</u>				
. Sales (Units)	41	149	4,675	4,865
. Sales (\$)	\$ 563,222	\$ 2,519,123	\$ 110,565,448	\$ 113,647,794
. Average Sale Price (\$)	\$ 13,737	\$ 16,907	\$ 23,655	\$ 23,365
. Average Miles	117,390	180,566	514,391	500,977
. Average Age (Months)	67	93	76	77
<u>Total Reported</u>				
. Sales (Units)	959	1,834	16,361	19,154
. Sales (\$)	\$ 13,645,864	\$ 29,924,474	\$ 479,803,376	\$ 523,373,714
. Average Sale Price (\$)	\$ 14,304	\$ 16,460	\$ 29,530	\$ 27,517
. Average Miles	99,440	161,967	474,473	425,773
. Average Age (Months)	77	102	81	83
<u>Industry Estimate***</u>				
. Sales (Units)	126,200	70,100	181,300	377,600
. Per Day Sales (Units)	853	474	1,225	2,551
. Inventory (Units)	107,000	55,000	71,000	233,000
. Inventory Turnover	2.02	2.18	4.38	2.78
. Inventory On Hand (Days)	181	167	83	131

*Actual data not seasonally adjusted.

** May not calculate due to volume differences

*** Estimate based upon extrapolation of reported data and application of various CV market heuristics.

NOTE: Data supplied for your internal use only. External distribution is not permitted without prior approval. Electronic or other re-release of Classes 3-8 used vehicle statistics is not authorized except in written summaries (no data tables) supporting the business of the subscribing SOI company. ACT Research Co., LLC must be credited as the data source.

USED TRUCK INDUSTRY MANAGEMENT STATISTICS*
UNITED STATES
July 2010

TOTAL CLASSES 3-5 UNIT & PERCENT CHANGE

Total Reported	MONTH/ MONTH	YEAR/ YEAR	PAST 3 MOS/ YR AGO 3 MOS	YTD/ YTD
SALES (Units):				
a.CURRENT PERIOD	129	129	410	959
b.PAST PERIOD	147	84	340	823
UNIT CHANGE a-b	(18)	45	70	136
% CHANGE	-12.2%	53.6%	20.6%	16.5%
AVERAGE SALE PRICE (\$):				
a.CURRENT PERIOD	\$ 16,258	\$ 16,258	\$ 15,708	\$ 14,304
b.PAST PERIOD	\$ 15,340	\$ 12,750	\$ 12,597	\$ 11,880
UNIT CHANGE a-b	\$ 917	\$ 3,508	\$ 3,112	\$ 2,423
% CHANGE	6.0%	27.5%	24.7%	20.4%
AVERAGE MILES:				
a.CURRENT PERIOD	96,418	96,418	97,248	99,440
b.PAST PERIOD	93,444	100,640	92,384	97,630
UNIT CHANGE a-b	2,974	(4,222)	4,864	1,810
% CHANGE	3.2%	-4.2%	5.3%	1.9%
AVERAGE AGE (Months):				
a.CURRENT PERIOD	79	79	79	77
b.PAST PERIOD	76	78	73	78
UNIT CHANGE a-b	4	1	6	(1)
% CHANGE	4.9%	1.7%	8.1%	-0.7%
Industry Estimate***				
SALES (Units):				
a.CURRENT PERIOD	17,800	17,800	53,300	125,200
b.PAST PERIOD	16,400	15,600	47,700	110,900
UNIT CHANGE a-b	1,400	2,200	5,600	14,300
% CHANGE	8.5%	14.1%	11.7%	12.9%
PER DAY SALES (Units):				
a.CURRENT PERIOD	848	848	846	846
b.PAST PERIOD	745	709	745	744
UNIT CHANGE a-b	102	139	101	102
% CHANGE	13.7%	19.5%	13.5%	13.7%
INVENTORY (Units)				
a.CURRENT PERIOD	107,000	107,000	107,000	107,000
b.PAST PERIOD	111,000	116,000	116,000	116,000
UNIT CHANGE a-b	(4,000)	(9,000)	(9,000)	(9,000)
% CHANGE	-3.6%	-7.8%	-7.8%	-7.8%
INVENTORY TURNOVER				
a.CURRENT PERIOD	2.00	2.00	1.99	2.01
b.PAST PERIOD	1.77	1.61	1.64	1.64
UNIT CHANGE a-b	0.22	0.38	0.35	0.37
% CHANGE	12.6%	23.7%	21.1%	22.4%
INVENTORY ON HAND (Days)				
a.CURRENT PERIOD	183	183	183	182
b.PAST PERIOD	206	226	222	223
UNIT CHANGE a-b	(23)	(43)	(39)	(41)
% CHANGE	-11.2%	-19.2%	-17.5%	-18.3%

*Actual data not seasonally adjusted.

*** Estimate based upon extrapolation of reported data and application of various CV market heuristics.

USED TRUCK INDUSTRY MANAGEMENT STATISTICS*
UNITED STATES
July 2010

TOTAL CLASSES 6-7 UNIT & PERCENT CHANGE

	<u>MONTH/ MONTH</u>	<u>YEAR/ YEAR</u>	<u>PAST 3 MOS/ YR AGO 3 MOS</u>	<u>YTD/ YTD</u>
Total Reported				
SALES (Units):				
a.CURRENT PERIOD	231	231	831	1,834
b.PAST PERIOD	321	268	749	1,692
UNIT CHANGE a-b	(90)	(37)	82	142
% CHANGE	-28.0%	-13.8%	10.9%	8.4%
AVERAGE SALE PRICE (\$):				
a.CURRENT PERIOD	\$ 17,761	\$ 17,761	\$ 16,799	\$ 16,460
b.PAST PERIOD	\$ 16,690	\$ 13,635	\$ 15,184	\$ 15,939
UNIT CHANGE a-b	\$ 1,071	\$ 4,126	\$ 1,615	\$ 522
% CHANGE	6.4%	30.3%	10.6%	3.3%
AVERAGE MILES:				
a.CURRENT PERIOD	176,212	176,212	165,399	161,967
b.PAST PERIOD	158,309	145,828	149,813	158,302
UNIT CHANGE a-b	17,904	30,385	15,586	3,665
% CHANGE	11.3%	20.8%	10.4%	2.3%
AVERAGE AGE (Months):				
a.CURRENT PERIOD	100	100	103	102
b.PAST PERIOD	104	110	100	100
UNIT CHANGE a-b	(4)	(10)	3	2
% CHANGE	-3.6%	-8.9%	3.1%	1.6%
Industry Estimate***				
SALES (Units):				
a.CURRENT PERIOD	9,900	9,900	29,600	69,600
b.PAST PERIOD	8,600	8,300	25,200	59,800
UNIT CHANGE a-b	1,300	1,600	4,400	124,800
% CHANGE	15.1%	19.3%	17.5%	208.7%
PER DAY SALES (Units):				
a.CURRENT PERIOD	471	471	470	470
b.PAST PERIOD	391	377	394	401
UNIT CHANGE a-b	81	94	76	69
% CHANGE	20.6%	25.0%	19.3%	17.2%
INVENTORY (Units)				
a.CURRENT PERIOD	55,000	55,000	55,000	55,000
b.PAST PERIOD	54,000	52,000	52,000	52,000
UNIT CHANGE a-b	1,000	3,000	3,000	3,000
% CHANGE	1.9%	5.8%	5.8%	5.8%
INVENTORY TURNOVER				
a.CURRENT PERIOD	2.16	2.16	2.15	2.17
b.PAST PERIOD	1.91	1.92	1.94	1.97
UNIT CHANGE a-b	0.25	0.24	0.21	0.20
% CHANGE	13.0%	12.8%	11.1%	10.0%
INVENTORY ON HAND (Days)				
a.CURRENT PERIOD	169	169	170	168
b.PAST PERIOD	191	191	188	185
UNIT CHANGE a-b	(22)	(22)	(19)	(17)
% CHANGE	-11.5%	-11.3%	-10.0%	-9.1%

*Actual data not seasonally adjusted.

*** Estimate based upon extrapolation of reported data and application of various CV market heuristics.

USED TRUCK INDUSTRY MANAGEMENT STATISTICS*
UNITED STATES
July 2010

TOTAL CLASS 8 UNIT & PERCENT CHANGE

	<u>MONTH/ MONTH</u>	<u>YEAR/ YEAR</u>	<u>PAST 3 MOS/ YR AGO 3 MOS</u>	<u>YTD/ YTD</u>
Total Reported				
SALES (Units):				
a.CURRENT PERIOD	2,076	2,076	7,123	16,361
b.PAST PERIOD	2,581	1,693	4,985	10,861
UNIT CHANGE a-b	(505)	383	2,138	5,500
% CHANGE	-19.6%	22.6%	42.9%	50.6%
AVERAGE SALE PRICE (\$):				
a.CURRENT PERIOD	\$ 32,090	\$ 32,090	\$ 31,147	\$ 29,530
b.PAST PERIOD	\$ 30,848	\$ 27,425	\$ 28,718	\$ 29,884
UNIT CHANGE a-b	\$ 1,242	\$ 4,665	\$ 2,430	\$ (354)
% CHANGE	4.0%	17.0%	8.5%	-1.2%
AVERAGE MILES:				
a.CURRENT PERIOD	492,038	492,038	476,332	474,473
b.PAST PERIOD	474,192	467,569	454,721	452,804
UNIT CHANGE a-b	17,846	24,469	21,612	21,669
% CHANGE	3.8%	5.2%	4.8%	4.8%
AVERAGE AGE (Months):				
a.CURRENT PERIOD	85	85	81	81
b.PAST PERIOD	81	81	81	83
UNIT CHANGE a-b	3	4	1	(2)
% CHANGE	4.1%	4.9%	0.8%	-2.1%
Industry Estimate***				
SALES (Units):				
a.CURRENT PERIOD	26,200	26,200	78,600	184,600
b.PAST PERIOD	18,200	17,400	53,000	123,400
UNIT CHANGE a-b	8,000	8,800	25,600	61,200
% CHANGE	44.0%	50.6%	48.3%	49.6%
PER DAY SALES (Units):				
a.CURRENT PERIOD	1,248	1,248	1,248	1,247
b.PAST PERIOD	827	791	828	828
UNIT CHANGE a-b	420	457	419	419
% CHANGE	50.8%	57.7%	50.7%	50.6%
INVENTORY (Units)				
a.CURRENT PERIOD	71,000	71,000	71,000	71,000
b.PAST PERIOD	66,000	93,000	93,000	93,000
UNIT CHANGE a-b	5,000	(22,000)	(22,000)	(22,000)
% CHANGE	7.6%	-23.7%	-23.7%	-23.7%
INVENTORY TURNOVER				
a.CURRENT PERIOD	4.43	4.43	4.43	4.46
b.PAST PERIOD	3.31	2.25	2.28	2.27
UNIT CHANGE a-b	1.12	2.18	2.15	2.18
% CHANGE	33.8%	97.2%	94.3%	95.9%
INVENTORY ON HAND (Days)				
a.CURRENT PERIOD	82	82	82	82
b.PAST PERIOD	110	163	160	160
UNIT CHANGE a-b	(28)	(80)	(78)	(79)
% CHANGE	-25.3%	-49.3%	-48.5%	-49.0%

*Actual data not seasonally adjusted.

*** Estimate based upon extrapolation of reported data and application of various CV market heuristics.

****Since INVENTORY is non-additive, 3 month data points are actuals.

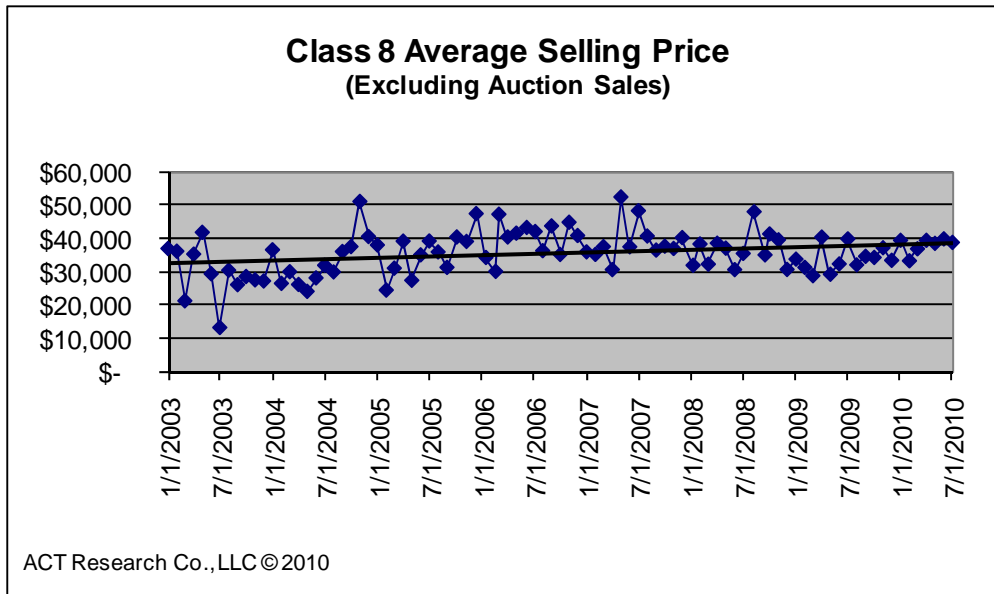
USED TRUCK INDUSTRY MANAGEMENT STATISTICS*
UNITED STATES
July 2010

SELECT TIME PERIOD COMPARISONS

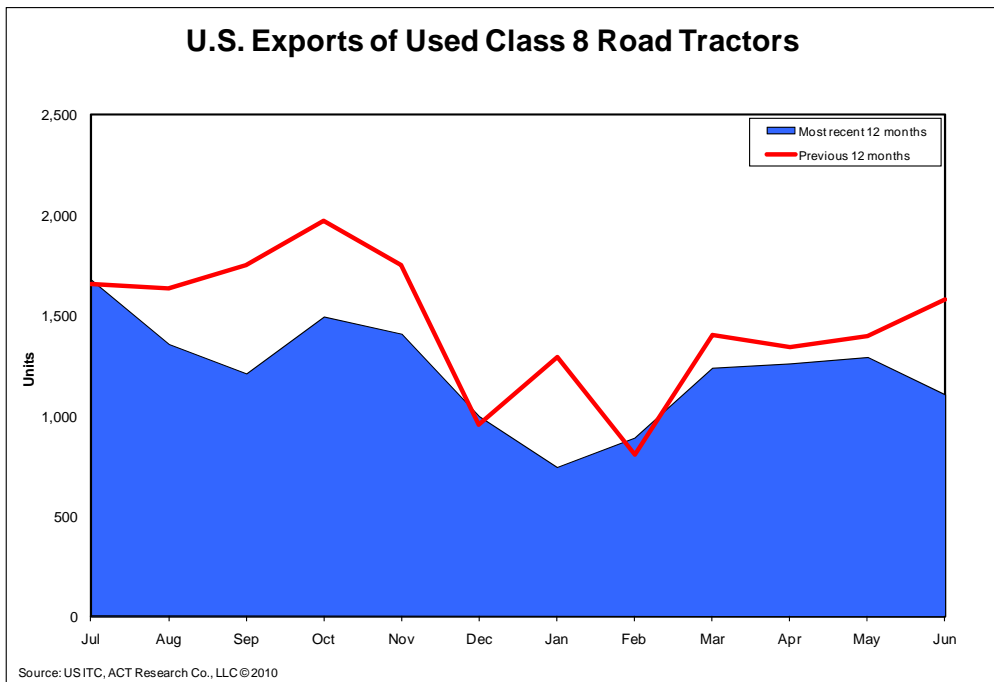
	CLASSES 3-5 <u>TOTAL</u>	CLASSES 6-7 <u>TOTAL</u>	CLASS 8 <u>TOTAL</u>	CLASSES 3-8 <u>TOTAL</u>
Total Reported				
SALES (Units):				
. CURRENT MO. (x12)	1,548	2,772	24,912	29,232
. PAST 3 MO. (x4)	1,640	3,324	28,492	33,456
. PAST 6 MO. (x2)	1,652	3,252	29,148	34,052
. PAST 12 MO.	1,500	3,127	26,600	31,227
AVERAGE SALE PRICE (\$):				
. CURRENT MO.	\$ 16,258	\$ 17,761	\$ 32,090	\$ 29,891
. PAST 3 MO.	\$ 15,708	\$ 16,799	\$ 31,147	\$ 28,965
. PAST 6 MO.	\$ 14,557	\$ 16,460	\$ 29,655	\$ 27,662
. PAST 12 MO.	\$ 13,636	\$ 15,850	\$ 27,967	\$ 26,070
AVERAGE MILES:				
. CURRENT MO.	96,418	176,212	492,038	441,139
. PAST 3 MO.	97,248	165,399	476,332	426,857
. PAST 6 MO.	98,455	161,846	475,779	427,493
. PAST 12 MO.	97,128	159,304	480,138	429,613
AVERAGE AGE (Months):				
. CURRENT MO.	79	100	85	86
. PAST 3 MO.	79	103	81	83
. PAST 6 MO.	78	102	81	83
. PAST 12 MO.	79	103	82	84
Industry Estimate***				
SALES (Units):				
. CURRENT MO. (x12)	214,000	119,000	314,000	647,000
. PAST 3 MO. (x4)	213,000	118,000	314,000	645,000
. PAST 6 MO. (x2)	214,800	119,400	316,800	651,000
. PAST 12 MO.	215,000	115,000	279,000	609,000
PER DAY SALES (Units):				
. CURRENT MO.	848	471	1,248	2,567
. PAST 3 MO.	846	470	1,248	2,563
. PAST 6 MO.	842	468	1,242	2,553
. PAST 12 MO.	843	451	1,094	2,388
INVENTORY (Units)				
. CURRENT MO.	107,000	55,000	71,000	233,000
. 3 MO AGO	123,000	44,000	69,000	236,000
. 6 MO AGO	119,000	50,000	104,000	273,000
. 12 MO AGO	116,000	52,000	93,000	261,000
INVENTORY TURNOVER				
. CURRENT MO.	2.00	2.16	4.42	2.78
. 3 MO AGO	1.73	2.68	4.55	2.73
. 6 MO AGO	1.81	2.39	3.05	2.38
. 12 MO AGO	1.85	2.21	3.00	2.33
INVENTORY ON HAND (Days)				
. CURRENT MO.	183	169	83	131
. 3 MO AGO	211	136	80	134
. 6 MO AGO	202	153	120	153
. 12 MO AGO	197	165	122	156

*Actual data not seasonally adjusted.

*** Estimate based upon extrapolation of reported data and application of various CV market heuristics.



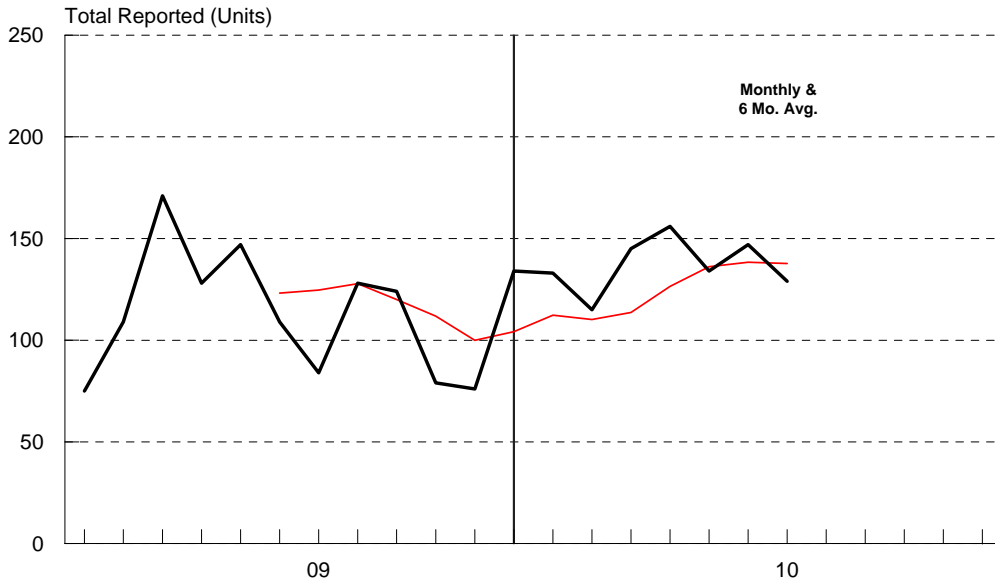
The Class 8 average selling price slipped slightly in July, but remains above the 6 month average.



Exports of used Class 8 road tractors were weaker in June; down 16.3% year to date.

CLASSES 3-5: U.S. USED TRUCK SALES

January '08 - July '10 (Not Seasonally Adjusted)

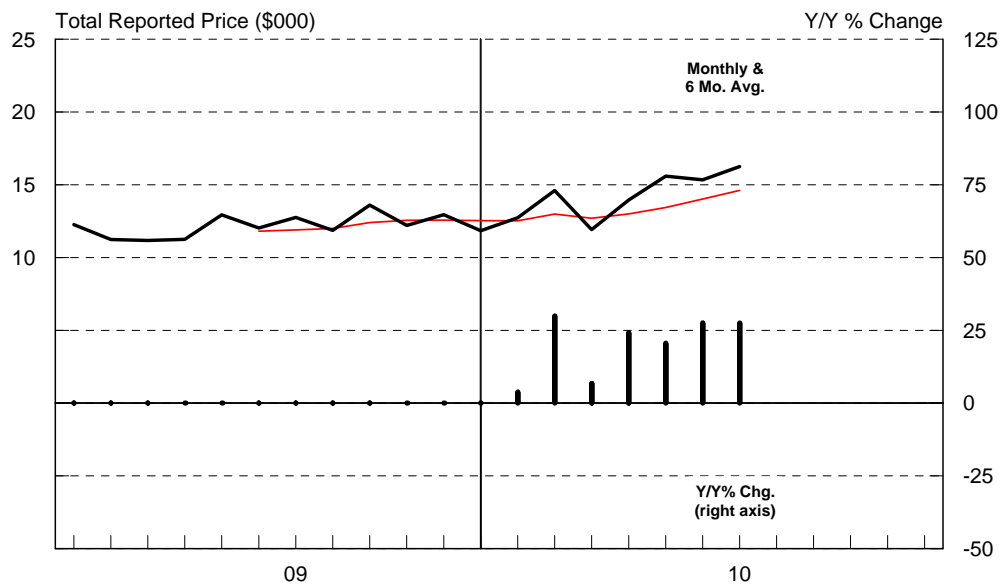


ACT Research Co., LLC: Copyright 2010

Sales of used Classes 3-5 trucks declined in July. The weak housing market draws the blame.

CLASSES 3-5: U.S. USED TRUCK AVERAGE SALE PRICE

January '08 - July '10

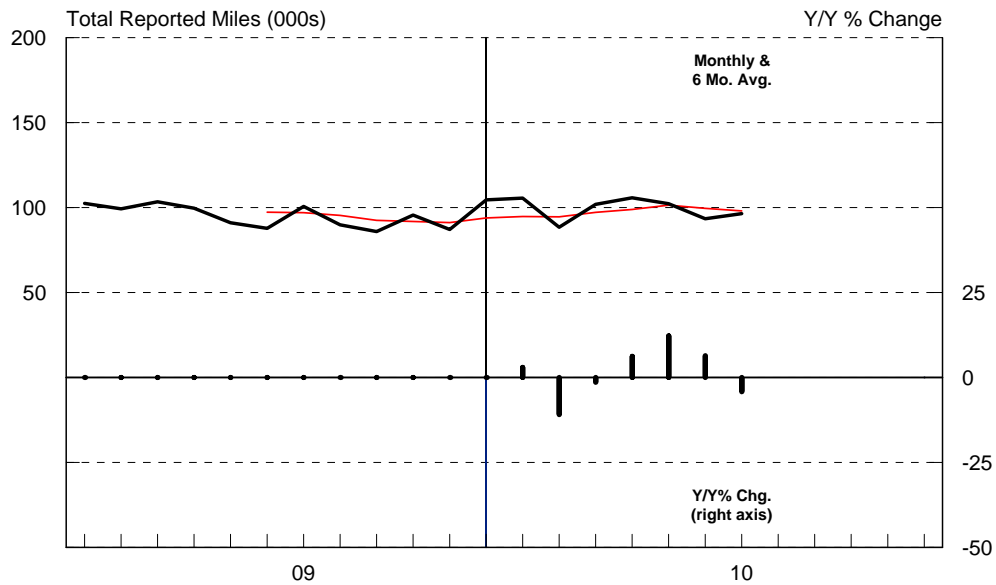


ACT Research Co., LLC: Copyright 2010

The average sale price of used Classes 3-5 trucks improved for the 7th month in a row Y/Y.

CLASSES 3-5: U.S. USED TRUCK AVERAGE MILES

January '09 - July '10

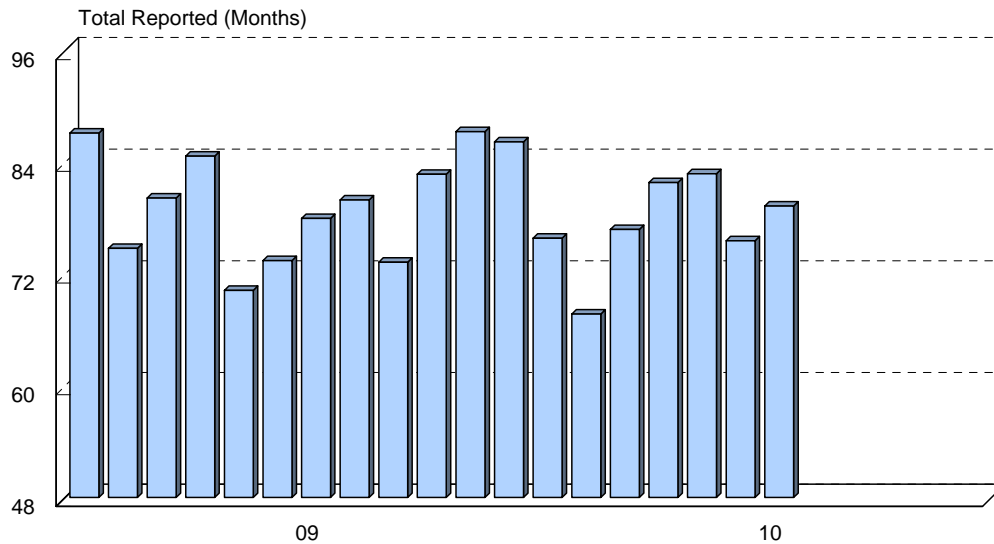


ACT Research Co., LLC: Copyright 2010

Mileage on used Classes 3-5 trucks sold in July drops slightly, but remains virtually unchanged.

CLASSES 3-5: U.S. USED TRUCK AVERAGE AGE

January '09 - July '10

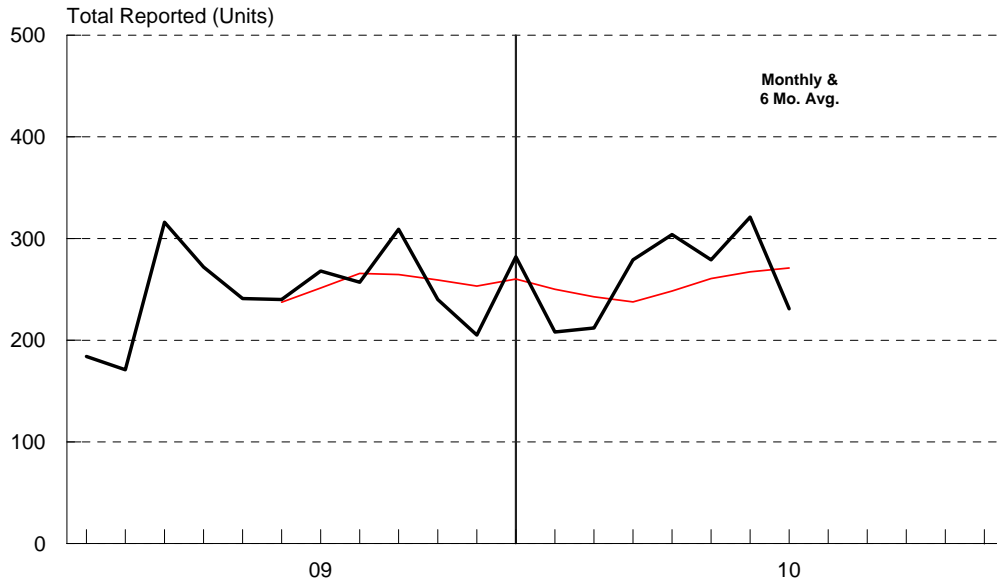


ACT Research Co., LLC: Copyright 2010

Older trucks with fewer miles reflect the impact of the economic slowdown on commercial vehicles.

CLASSES 6-7: U.S. USED TRUCK SALES

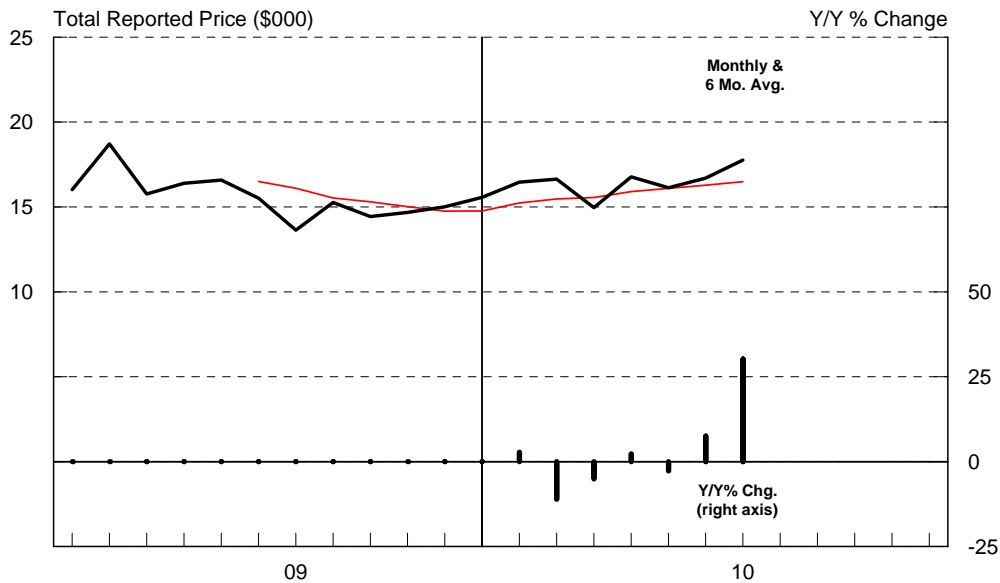
January '09 - July '10 (Not Seasonally Adjusted)



Sales of used Classes 6-7 trucks flagged in July, giving up the June's gain.

CLASSES 6-7: U.S. USED TRUCK AVERAGE SALE PRICE

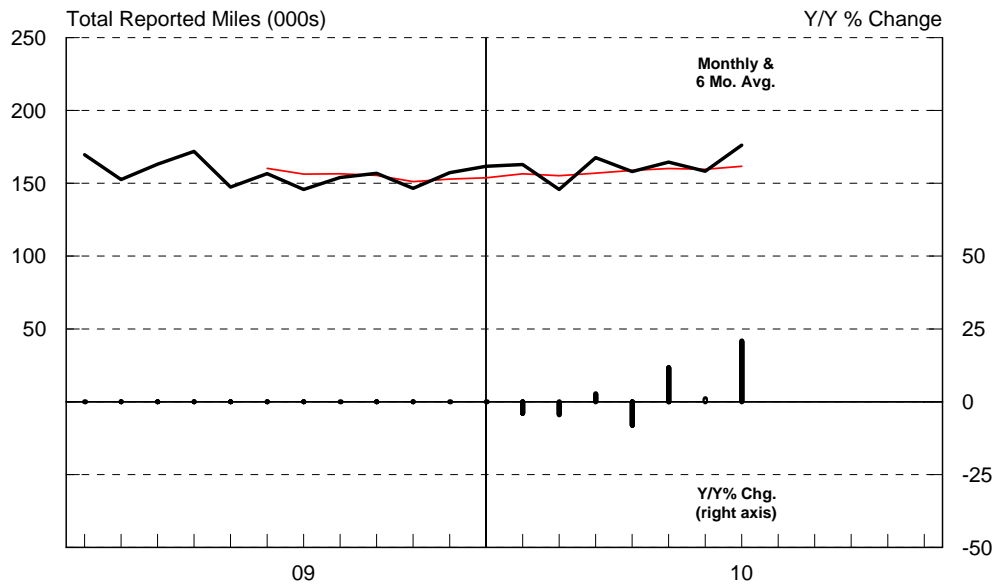
January '09 - July '10



Despite softer demand, used Classes 6-7 truck prices remain on their improvement track.

CLASSES 6-7: U.S. USED TRUCK AVERAGE MILES

January '09 - July '10

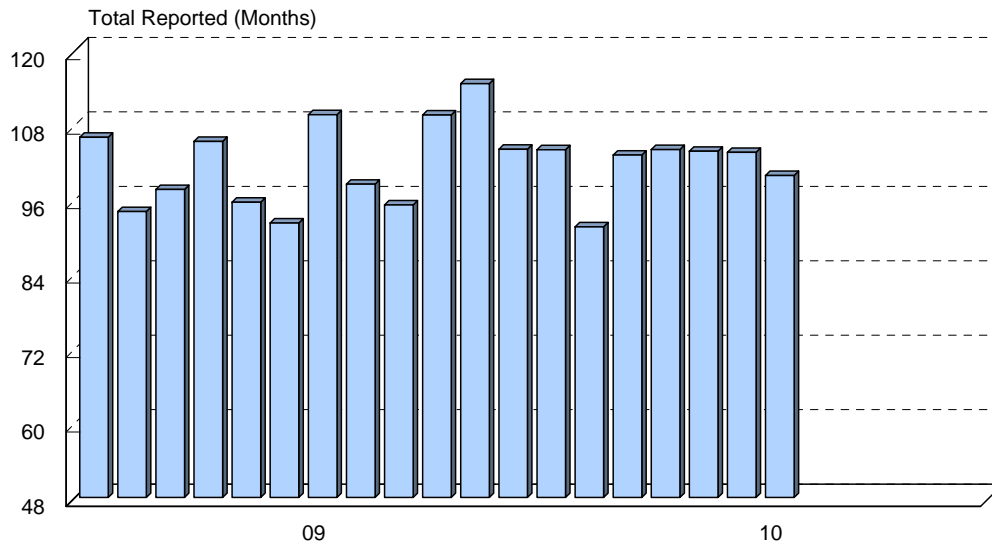


ACT Research Co., LLC: Copyright 2010

Younger trucks sold in July carried more miles than any trucks sold in the past 19 months.

CLASSES 6-7: U.S. USED TRUCK AVERAGE AGE

January '09 - July '10

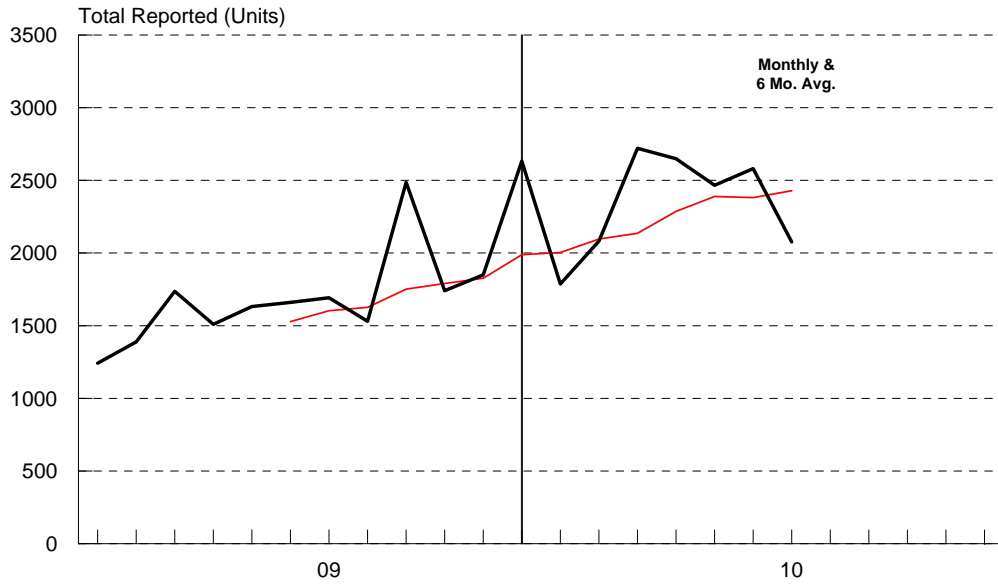


ACT Research Co., LLC: Copyright 2010

Despite month to month fluctuations, average mileage have started to trend down slightly.

CLASS 8: U.S. USED TRUCK SALES

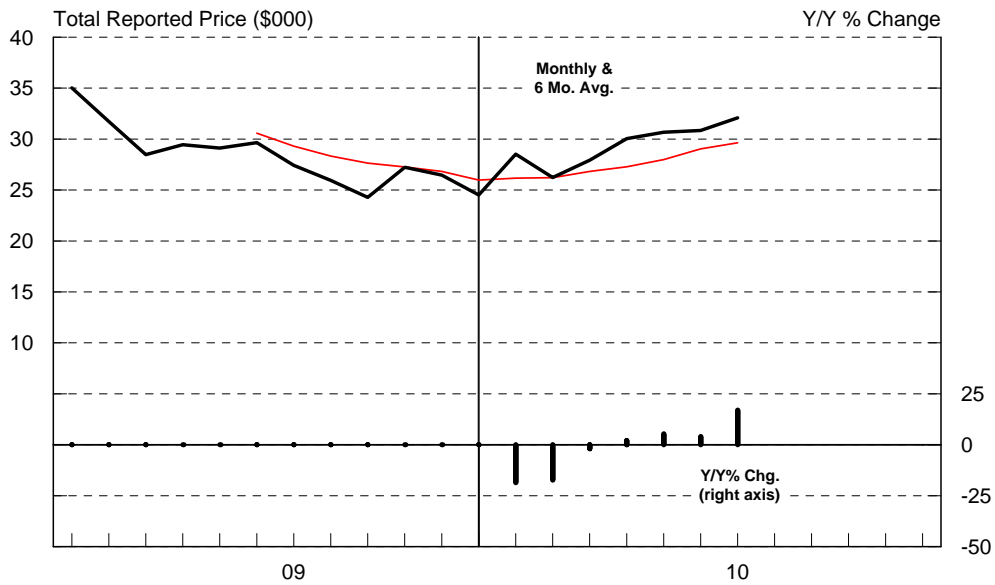
January '09 - July '10 (Not Seasonally Adjusted)



Softness auction and wholesale markets pulled total sales of used Class 8 trucks down in July.

CLASS 8: U.S. USED TRUCK AVERAGE SALE PRICE

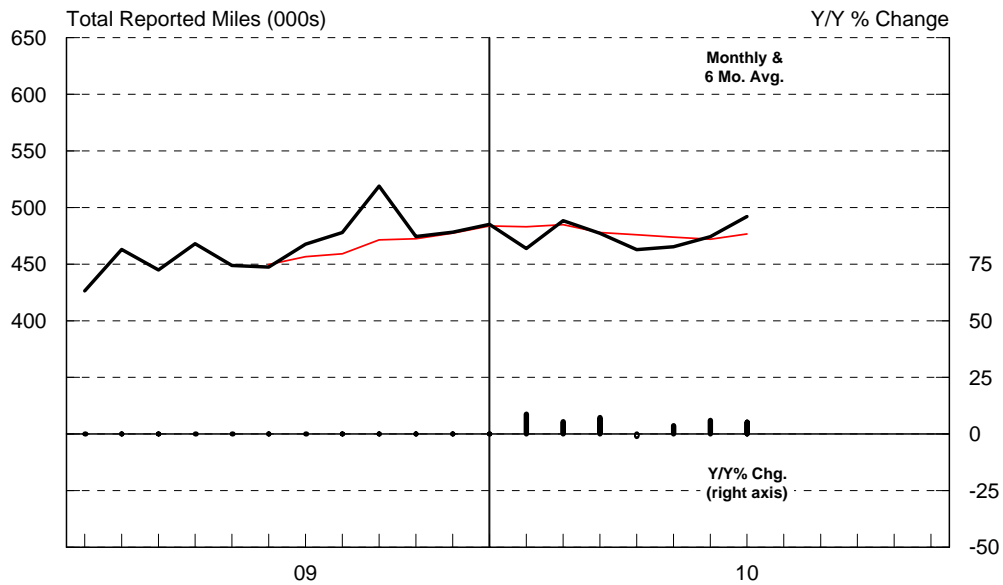
January '09 - July '10



Total reported average sale price of used Class 8 trucks improves as demand outpaces supply.

CLASS 8: U.S. USED TRUCK AVERAGE MILES

January '09 - July '10

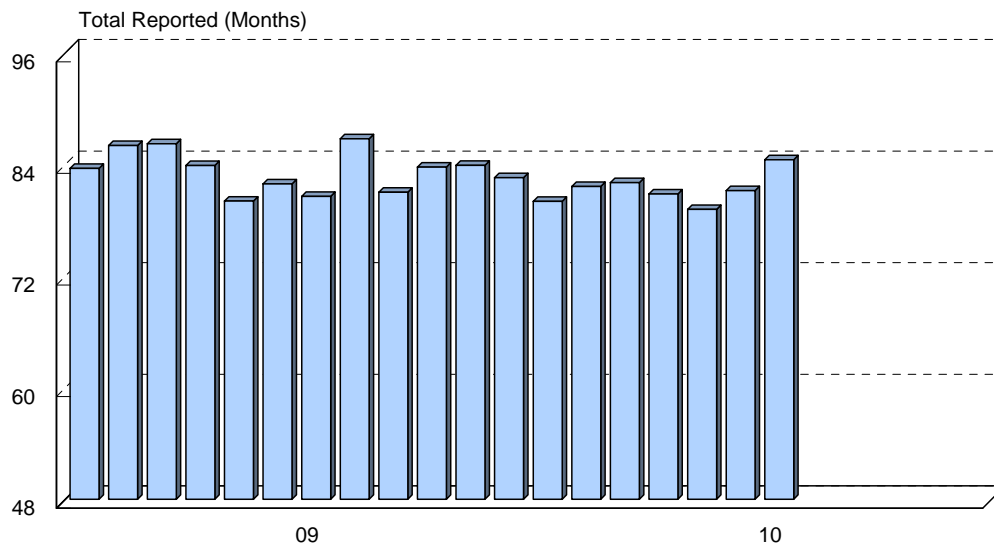


ACT Research Co., LLC: Copyright 2010

A larger than normal number of 2000 MY trucks drove an increase in average mileage in July.

CLASS 8: U.S. USED TRUCK AVERAGE AGE

January '09 - July '10

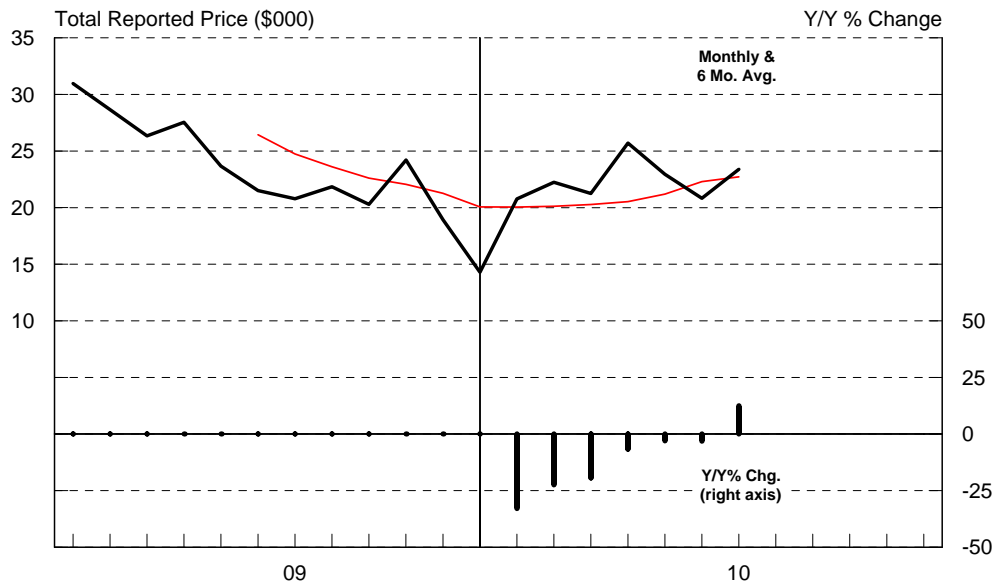


ACT Research Co., LLC: Copyright 2010

The same group of trucks mentioned above is the culprit behind the uptick in average age.

FREIGHTLINER COLUMBIA (CL) AVERAGE SELLING PRICE

January '09 - July '10

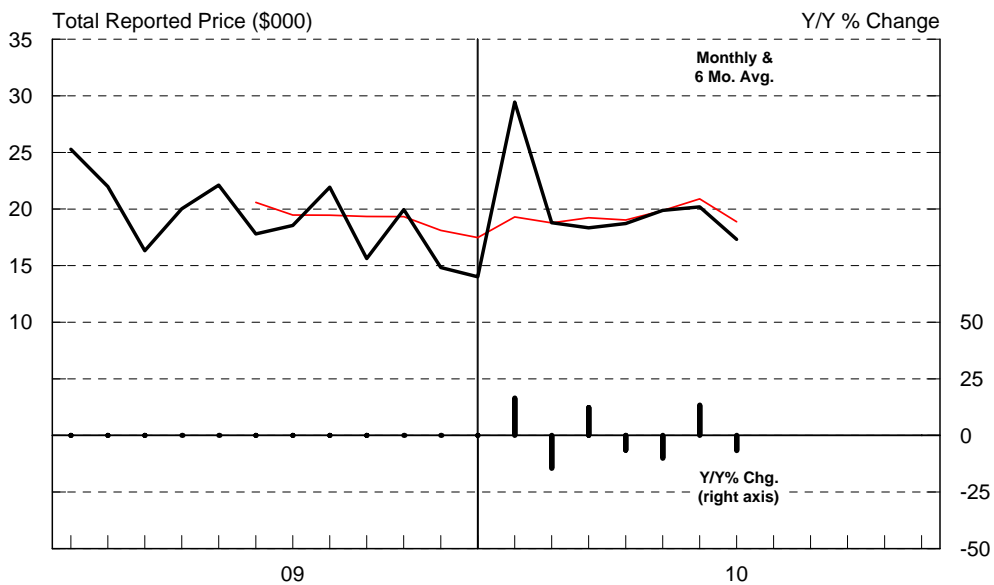


ACT Research Co., LLC: Copyright 2010

The 6MMA selling price of this truck has improved throughout the year; Y/Y gains just starting.

INTERNATIONAL 9400i AVERAGE SELLING PRICE

January '09 - July '10

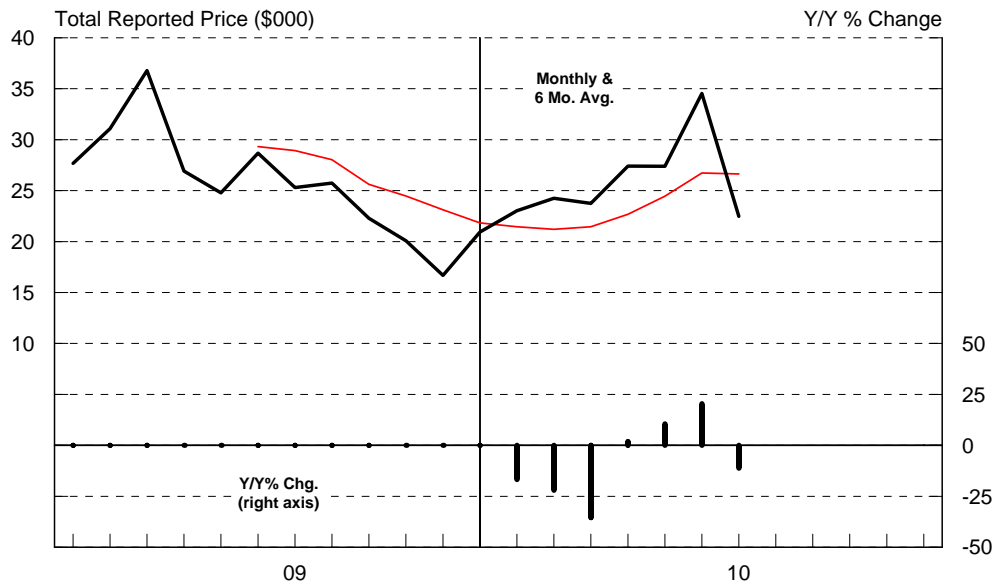


ACT Research Co., LLC: Copyright 2010

This truck did not see the selling price decline others saw in 2009, but is also not seeing gains in 2010.

KENWORTH T600 AVERAGE SELLING PRICE

January '09 - July '10

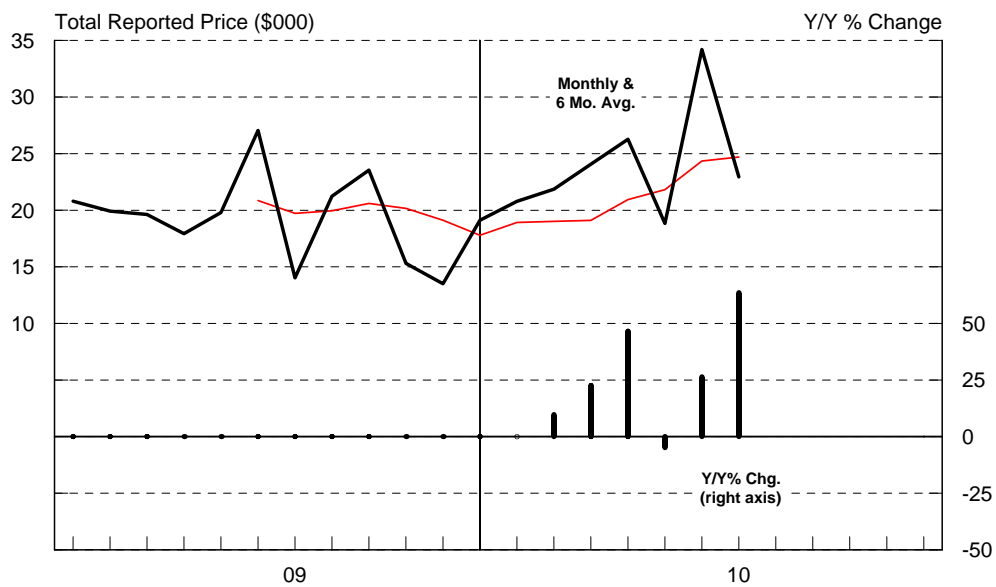


ACT Research Co., LLC: Copyright 2010

The average selling price of this truck was improving nicely until July.

MACK CH613 AVERAGE SELLING PRICE

January '09 - July '10

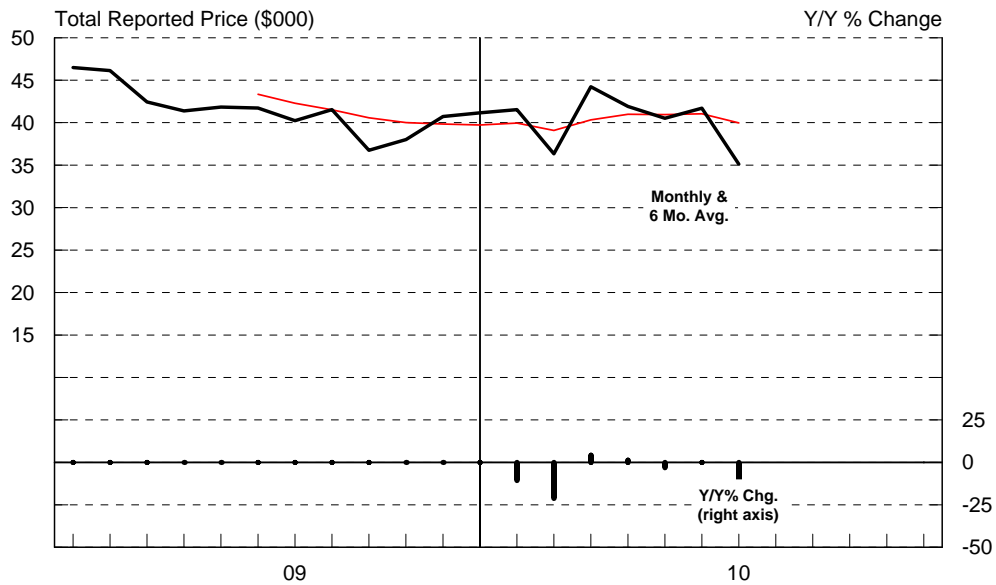


ACT Research Co., LLC: Copyright 2010

This truck has seen some strong Y/Y gains, as well as some handsome M/M improvements.

PETERBILT 379 AVERAGE SELLING PRICE

January '09 - July '10

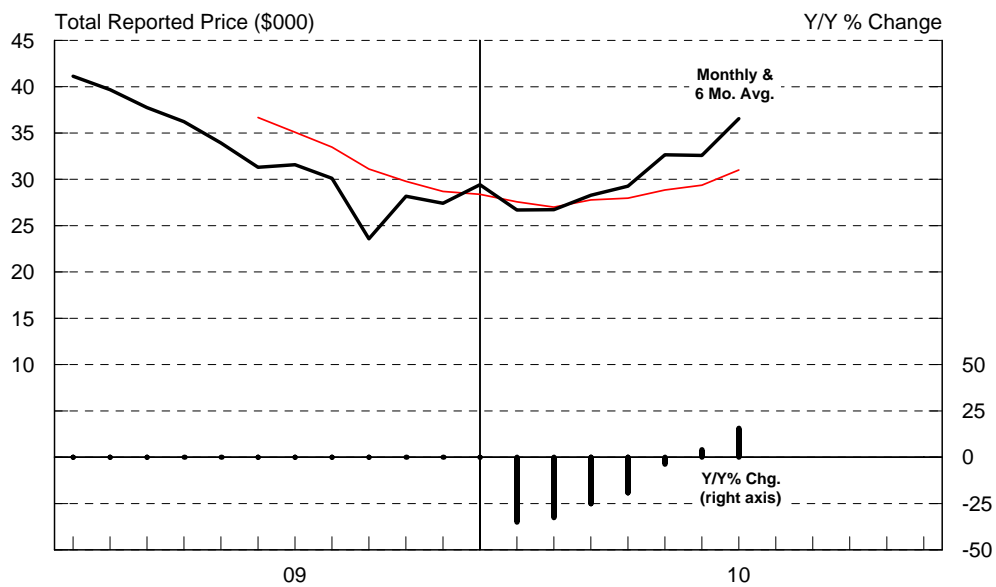


ACT Research Co., LLC: Copyright 2010

This truck has maintained a strong average selling price over the last year and a half.

VOLVO VNL670 AVERAGE SELLING PRICE

January '09 - July '10



ACT Research Co., LLC: Copyright 2010

The improvement in the average selling price of this truck is starting to accelerate.



**STATE OF THE INDUSTRY SERIES
U.S. CLASSES 3 - 8 USED TRUCKS**