

SURVEY

Overdrive

TRUCK PURCHASE
AND LEASE SURVEY



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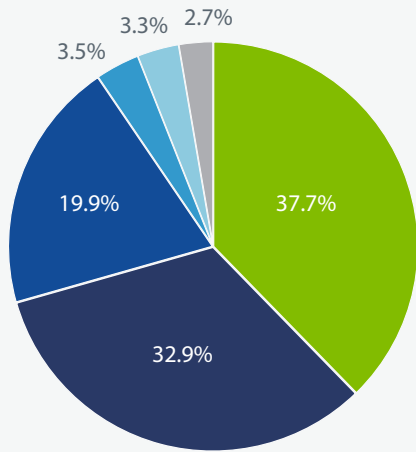
METHODOLOGY

The following report examines the results of a survey that was e-mailed to *Overdrive* subscribers in June 2015. The purpose of the survey was to gather information on how *Overdrive* readers acquire trucks for their business.

As an incentive to complete and return the survey, respondents were offered entry into a contest in which they could possibly win various cash prizes. After approximately one week, a total of 469 completed and qualified surveys were returned and are included in this report.

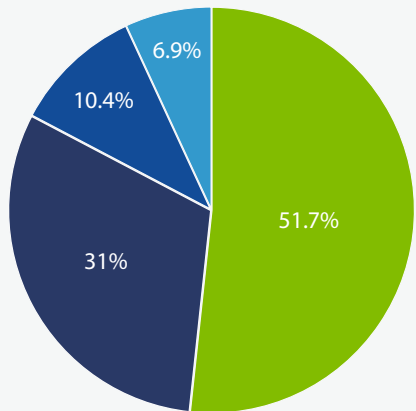


GENERAL INFORMATION



What best describes your current operation?

- Owner-operator (one truck) with own authority 37.7%
- Leased owner-operator (one truck) 32.9%
- Small fleet (two or more trucks) owner-operator with own authority 19.9%
- Leased small fleet (two or more trucks) 3.5%
- Other 3.3%
- Company driver 2.7%



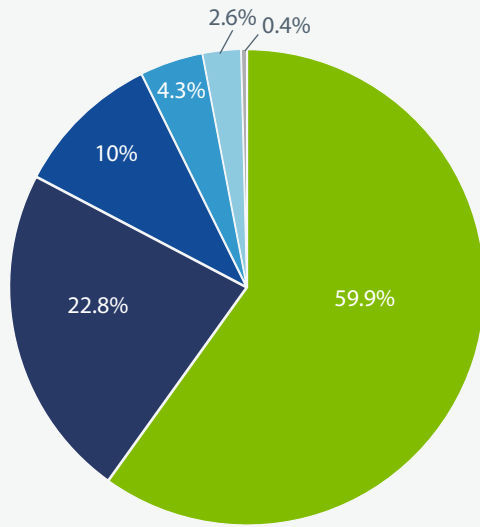
Have you ever been an owner-operator?

Note: Company drivers and those that selected “other” when asked about the current operation received this question. Only those respondents that selected “Yes, within the last five years” continued with the questionnaire. All others were routed to the end.

- Yes, within the last five years 51.7%
- No 31%
- Yes, ten years or longer ago 10.4%
- Yes, six-ten years ago 6.9%

	Company Driver	Other
Yes, within the last five years	69.2%	37.5%
Yes, six-ten years ago	7.7%	6.2%
Yes, ten years or longer ago	7.7%	12.5%
No	15.4%	43.8%





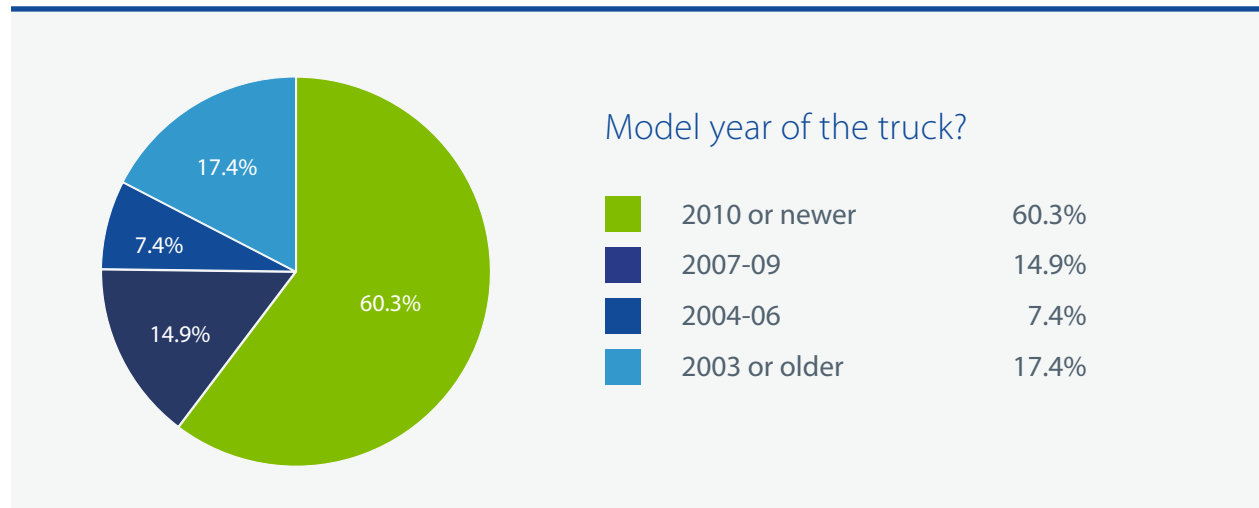
Which one of the following best describes your last truck purchase or lease?



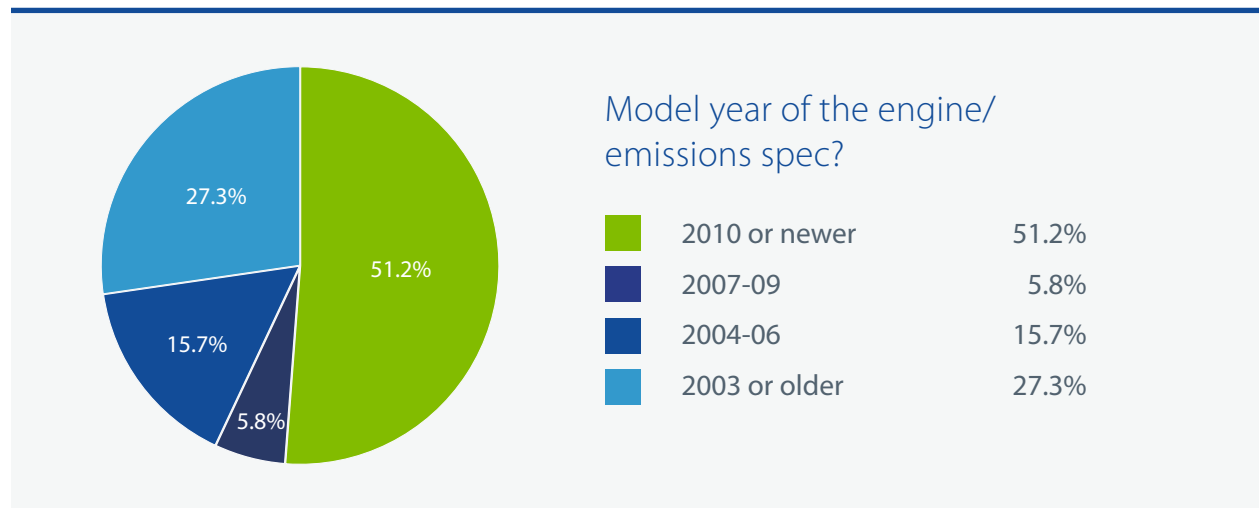
	Owner-operator (one truck) with own authority	Small fleet (two or more trucks) owner-operator with own authority	Leased owner-operator (one truck)	Leased small fleet (two or more trucks)	Company driver	Other
Bought new	23.6%	22.9%	23.9%	5.9%	22.2%	16.7%
Bought used	69.8%	62.5%	48.4%	47.1%	44.4%	83.3%
Bought/built a glider kit	2.7%	3.1%	2.5%	0%	0%	0%
Leased-purchased new, used or glider	3.3%	6.3%	18.2%	23.5%	22.2%	0%
Leased/rented from full-service leasing company or other entity	0%	4.2%	6.9%	23.5%	11.1%	0%
Other	0.5%	1%	0%	0%	0%	0%



BOUGHT NEW, BOUGHT/BUILT A GLIDER KIT, OR OTHER



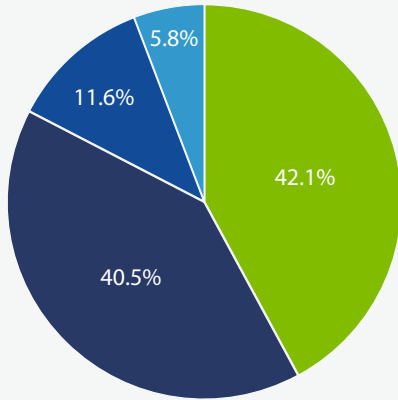
	Bought new	Bought/built a glider kit	Other
2010 or newer	57.9%	83.3%	50%
2007-09	16.8%	0%	0%
2004-06	7.5%	0%	50%
2003 or older	17.8%	16.7%	0%



	Bought new	Bought/built a glider kit	Other
2010 or newer	57%	0%	50%
2007-09	6.5%	0%	0%
2004-06	16.8%	0%	50%
2003 or older	19.6%	100%	0%



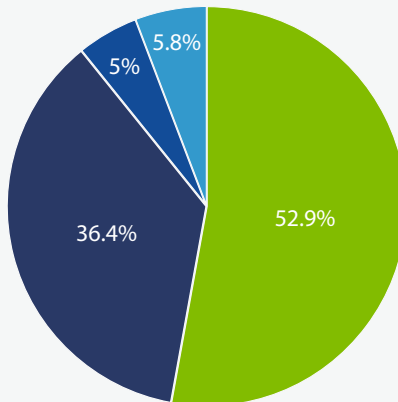
How did you finance the purchase?



■ Bank loan	42.1%
■ Captive or specialty financing company (including those affiliated with truck mfgs./equipment dealers)	40.5%
■ Paid cash	11.6%
■ Other	5.8%

	Bought new	Bought/built a glider kit	Other
Paid cash	11.2%	16.7%	0%
Bank loan	40.2%	66.7%	0%
Captive or specialty financing company (including those affiliated with truck mfgs./equipment dealers)	43.9%	16.7%	0%
Other	4.7%	0%	100%

What kind of warranty came with or did you add with the purchase?



■ Standard warranty from truck/engine manufacturer	52.9%
■ Extended warranties to truck and/or engine	36.4%
■ None	5%
■ I don't know	5.8%

	Bought new	Bought/built a glider kit	Other
Standard warranty from truck/engine manufacturer	85.9%	12.5%	1.6%
Extended warranties to truck and/or engine	95.5%	4.5%	0%
None	50%	33.3%	16.7%
I don't know	100%	0%	0%



What were the terms of the standard warranty?

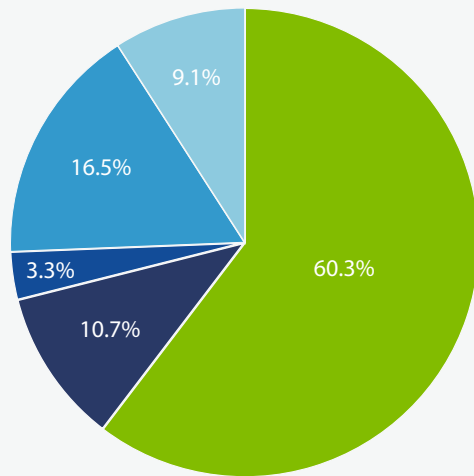
- 5 years 500,000 miles
- cash after repair
- 5/300 on Detroit engine, standard Western Star warranty on glider
- 5 year 100,000 mile
- 2 years
- 2 years
- 7.9 apr
- 100,000 mile or 5 year
- 1 year manufacturer, 3 year/300,000 mile engine
- 3 yr //// 300m
- one year 1k miles
- 250000
- 1 yr/100,000 mi on truck 3 yr/300,000 mi on engine various on other components
- 400 miles power train. 500 thousand a/c
- 2 year / 200000 miles which ever comes first
- Truck 1 year, engine, tranny and differentials 3 years
- Don't remember
- 5 yrs
- three years
- TO LONG AGO TO REMEMBER
- engine
- standard
- 500,000 mile warranty on Kenworth W900L
- 2 yrs. or 100,000 miles.
- 48 MONTH/100,000MILE
- 2year
- Don't recall.
- 5 years engine and drive train
- 2 years
- 5 years basic
- 3 year 500,000
- 3 yr. 300,00 mi.
- 3 year / 250000 engine and emissions , 5 year / 750000 trans ,
- 100000 miles
- 250000 miles
- 150,000 miles
- They will let me know if I have an issue

What were the terms of the extended warranty?

- 5 yr,500000 mile
- 5 year / 500,000 miles
- 5 years, 400,000 miles
- 5years or 500,000 miles
- 500000/5
- 4 Years 500,000
- Five years and 400,000 miles
- 5 years,engine
- 7 year 200k miles bumper to bumper.
- 5 year
- 5 yr 500k on moter and after tretment (EGR,DPF ect.)
- 5 year 100;000 miles
- 5 Yrs 500,000 Miles
- 500 k engine trans rears or 5yrs
- 5yrs 500000 miles
- 5 yrs / 500,000 miles
- 3 years 300000 mile on all the truck other than powertrain
- 5yr 500k
- 5 years or 500000iles
- 4 Years or 48 month
- 300000 miles or 5years
- 5yr, 500,000
- 5 Yrs 500,000 Mi
- 600,000 injectors, tow,
- Free for truck. 3 year additional
- 3 yrs truck/ 5 yrs 300 thousand drive train
- Covered engine & transmision
- 5 years, 500,000 miles. Engine,transmission, clutch. 750,000 miles, 5 years axles.
- 5 yr/500,000 mi
- 5 year engine
- 5 years 750000 miles
- 4 yr
- 3 yrs
- 4 year 500000 miles



What has been/was your biggest maintenance issue with the truck?



■ Routine maintenance like engine oil, filters, brakes and tires	60.3%
■ Engine rebuild or other engine work	10.7%
■ Manual transmission components	3.3%
■ Emissions system components	16.5%
■ Other	9.1%

	Bought new	Bought/built a glider kit	Other
Routine maintenance like engine oil, filters, brakes and tires	60.7%	66.7%	0%
Engine rebuild or other engine work	12.1%	0%	0%
Manual transmission components	1.9%	8.3%	50%
Automated transmission components	0%	0%	0%
Emissions system components	16.8%	8.3%	50%
Other	8.4%	16.7%	0%

Model year of truck	2010 or newer	2007-09	2004-06	2003 or older
Routine maintenance like engine oil, filters, brakes and tires	63%	77.8%	55.6%	38.1%
Engine rebuild or other engine work	5.5%	0%	11.1%	38.1%
Manual transmission components	1.4%	0%	11.1%	9.5%
Automated transmission components	0%	0%	0%	0%
Emissions system components	19.2%	16.7%	22.2%	4.8%
Other	11%	5.6%	0%	9.5%

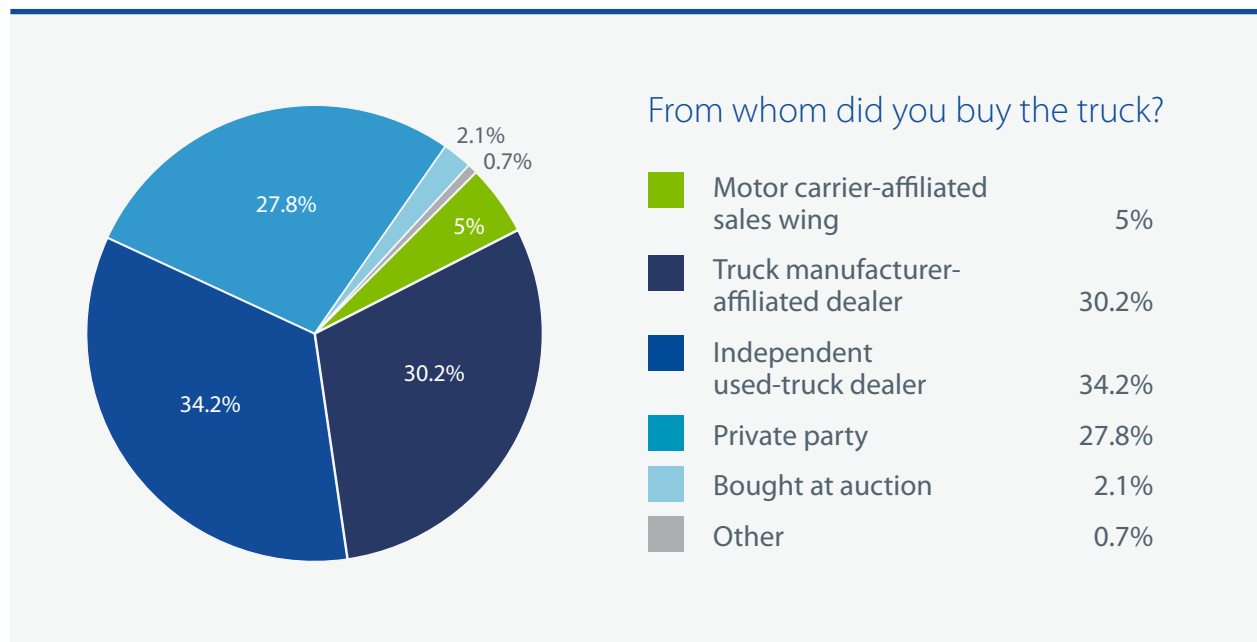
Model year of the engine/emissions spec	2010 or newer	2007-09	2004-06	2003 or older
Routine maintenance like engine oil, filters, brakes and tires	61.3%	71.4%	68.4%	51.5%
Engine rebuild or other engine work	6.5%	0%	5.3%	24.2%
Manual transmission components	0%	0%	5.3%	9.1%
Automated transmission components	0%	0%	0%	0%
Emissions system components	22.6%	28.6%	15.8%	3%
Other	9.7%	0%	5.3%	12.1%



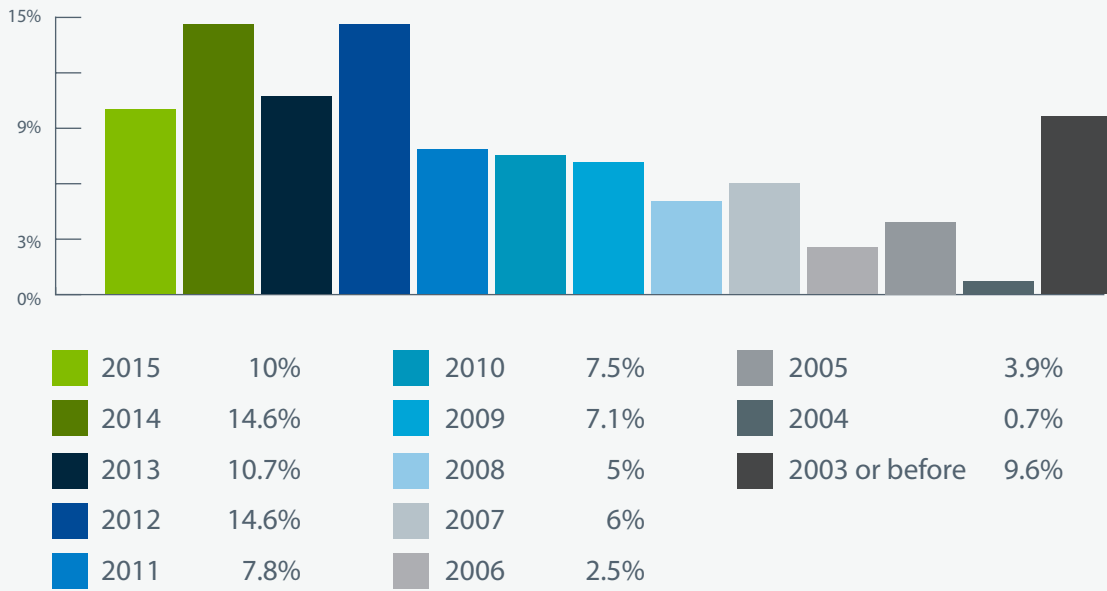
Describe your biggest maintenance issue:

- abs issue
- Fuel mileage from Detroit Reliabil engine
- had vibration since pick up the truck. took over a year of "tracking" it down to get it to stop
- Brakes and suspension
- Warranty issues, fan hub, overheat issue took weeks to resolve and other numerous warranty issues.
- Air Conditioning problems
- None Thats Why I Still Own It,
- the truck is new only have had it 30 days
- Electronics
- Electronic
- Electrnic dash componients

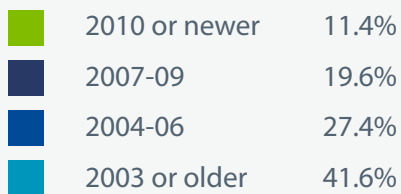
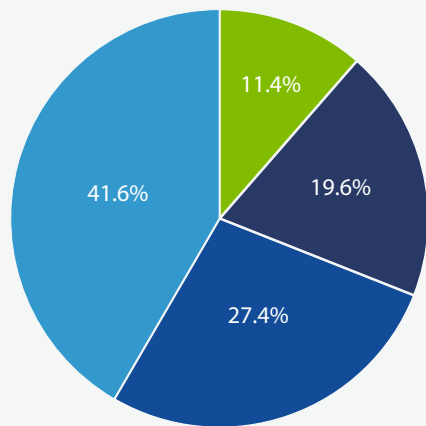
BOUGHT USED



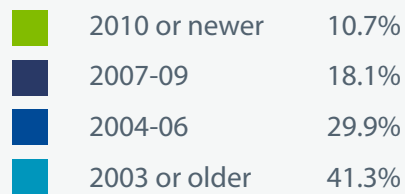
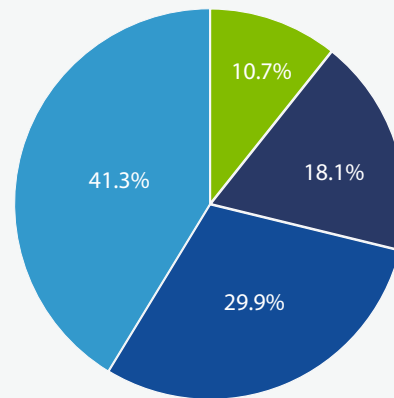
When did you purchase the truck?



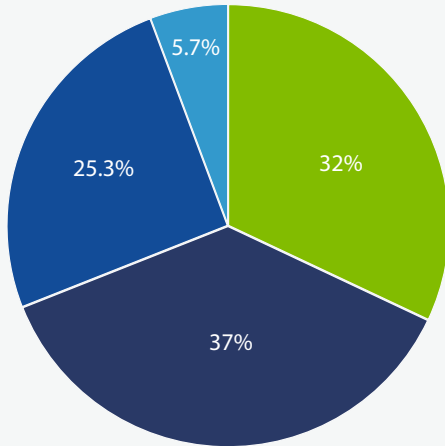
Model year of the truck?



Model year of the engine/ emissions spec?

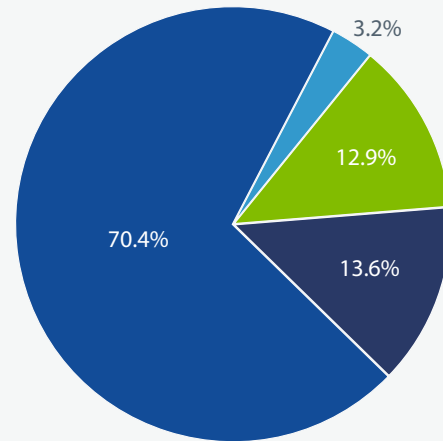


How did you finance the purchase?



■ Paid cash	32%
■ Bank loan	37%
■ Captive or specialty financing company (including those affiliated with truck mfgs./ equipment dealers)	25.3%
■ Other	5.7%

What kind of warranty came with or did you add with the purchase?



■ Standard warranty from truck/engine manufacturer	12.9%
■ Extended warranties to truck and/or engine	13.6%
■ None	70.4%
■ I don't know	3.2%

What were the terms of the standard warranty?

- 6 month
- 3yrs/300k
- one (1) year motor and drive train
- 6 MONTHS 50,000MILES
- 300000 miles
- 5 year/500k mile
- 1 year
- 6 month warranty engine and power train with scheduled maintenance
- 500,000 5 yr
- 6 months/20000
- Engine
- Cummins and Eaton component warrantees.
- 90 days
- one year or 1000,000 miles
- 500,000 miles on motor
- Remainder of original Mfg warranty
- 1 year, 100,000 miles
- 1 year on major comp
- 100,000 miles bumper to bumper
- 5years,500000miles
- 1 yr on major comp
- 3 yrs 300,000 Miles

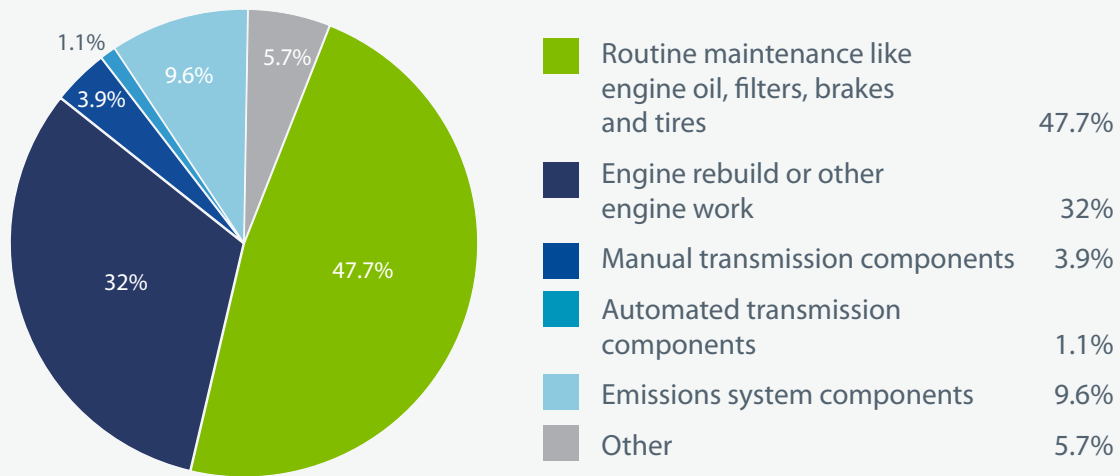


What were the terms of the extended warranty?

- What were the terms of the extended warranty?
- 3 years
- The balance of 500000 miles. Purchased at 285000 miles.
- 1 year or 100000 miles limited warranty
- 2yrs/500k
- 4 years 500000 miles
- 1 year, 100000 miles.
- 3 years 500,000 miles
- 90 day
- 12 months 100K
- 2 year 200,000 miles on engine
- 30 days bumper to bumper
- 4 years/400,000 mile cat engine
- 90 days
- 1yr or 20000 miles
- 3 years motor, turbo,delf,
- 200,000 miles / 2 yrs
- one year on engine,drive train & airconditioner
- whatever they decided they wanted to pay for in the 1st year
- 3 yrs
- 100000/2 YEAR
- 1 year / 100,000 miles
- One year engine only
- Include every thing related to ECS DEF EGR ECM ECU POWER TRAIN
- 200000 mile
- 5/500000
- 2 year cat warranty
- 5 year 500,000 mile
- Engine and transmission \$100k miles



What has been/was your biggest maintenance issue with the truck?



Model year of truck	2010 or newer	2007-09	2004-06	2003 or older
Routine maintenance like engine oil, filters, brakes and tires	40.6%	41.8%	46.8%	53%
Engine rebuild or other engine work	9.4%	27.3%	42.9%	33.3%
Manual transmission components	0%	3.6%	1.3%	6.8%
Automated transmission components	0%	0%	2.6%	0.9%
Emissions system components	43.8%	20%	1.3%	0.9%
Other	6.3%	7.3%	5.2%	5.1%

Model year of the engine/emissions spec?	2010 or newer	2007-09	2004-06	2003 or older
Routine maintenance like engine oil, filters, brakes and tires	40%	35.3%	48.8%	54.3%
Engine rebuild or other engine work	16.7%	25.5%	40.5%	32.8%
Manual transmission components	0%	2%	2.4%	6.9%
Automated transmission components	0%	0%	2.4%	0.9%
Emissions system components	36.7%	29.4%	1.2%	0%
Other	6.7%	7.8%	4.8%	5.2%

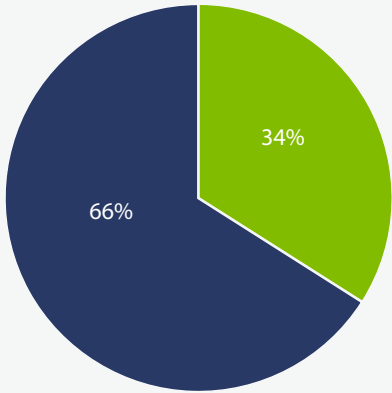
Describe your biggest maintenance issue:

- Brakes ,ac
- Wiring harnesses/ electrical/mis-diagnosed
- none
- Two turbos, carrier bearing, u-joints, belts and pulleys and tensioned, alternator, starter, clutch, rear end
- EMISSION SYSTEM DPF / APU NOT GETTING COLD & LEAKING GREEN FLUID
- Inside the truck furnishing was in very bad shape
- A/C
- Electrical issues with the a/c and heat and actuators wires keep breaking
- drive axels and sleeper
- lightning strike. blew out computer and sensors
- in one year I rebuilt repaired or replaced just about everything
- suspension
- NONE
- constantly breakdown
- trbo
- Driveline components



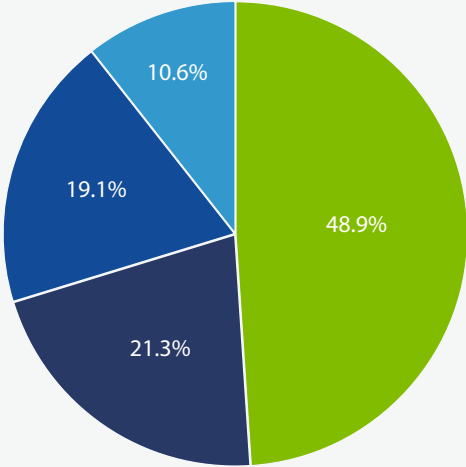
LEASED-PURCHASED NEW, USED OR GLIDER

What best describes the truck when you entered the lease?



■	New	34%
■	Used	66%
■	Glider	0%

With what kind of entity did you enter the lease?



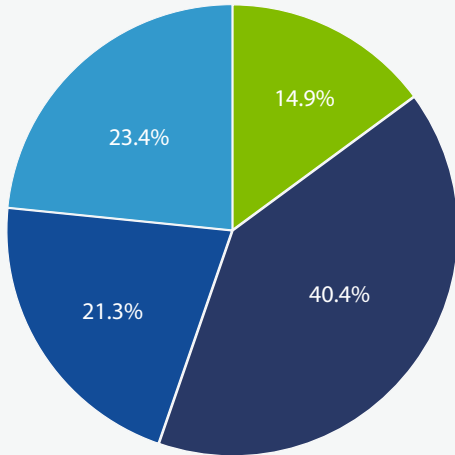
■	Carrier-affiliated leasing company	48.9%
■	Carrier-independent leasing company	21.3%
■	Truck dealer	19.1%
■	Other	10.6%

Please specify the company:

- Vehifax Corp
- Financial pacific lease
- ryder

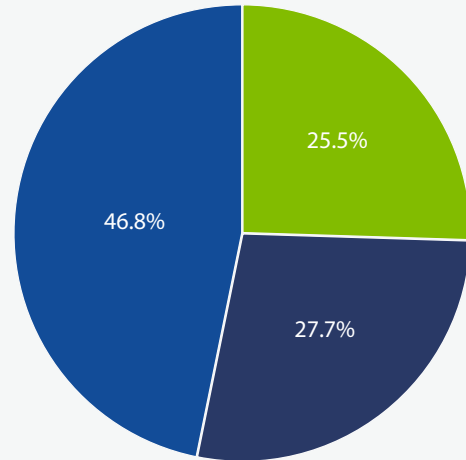


Approximately how long is/
was the lease contract?



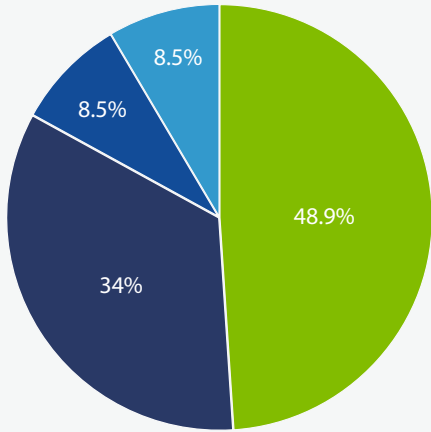
2 years or less	14.9%
3 years	40.4%
4 years	21.3%
5 years or more	23.4%

Have you/did you complete
the lease and proceed to full
ownership?



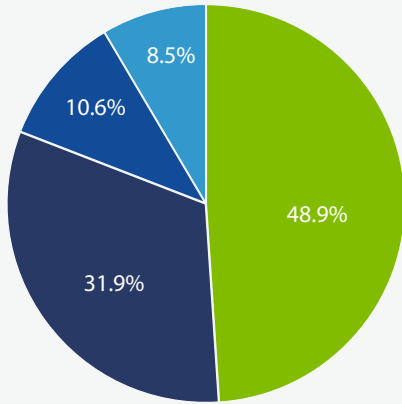
Yes	25.5%
No	27.7%
Not yet, but I intend to	46.8%





Model year of the truck?

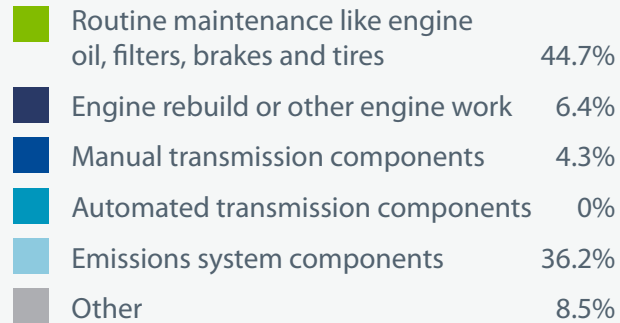
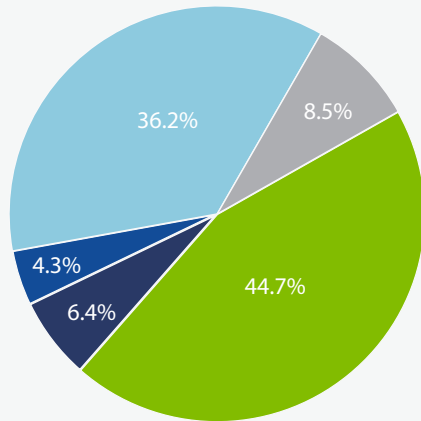
2010 or newer	48.9%
2007-09	34%
2004-06	8.5%
2003 or older	8.5%



Model year of the engine/
emissions spec?

2010 or newer	48.9%
2007-09	31.9%
2004-06	10.6%
2003 or older	8.5%

What has been/was your biggest maintenance issue with the truck?



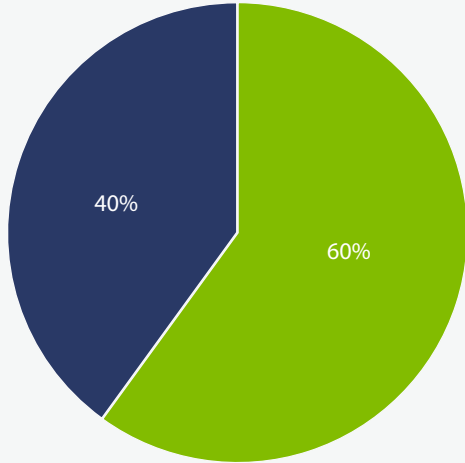
Model year of truck	2010 or newer	2007-09	2004-06	2003 or older
Routine maintenance like engine oil, filters, brakes and tires	47.8%	31.3%	25%	100%
Engine rebuild or other engine work	4.3%	12.5%	0%	0%
Manual transmission components	4.3%	6.3%	0%	0%
Automated transmission components	0%	0%	0%	0%
Emissions system components	30.4%	43.8%	75%	0%
Other	13%	6.3%	0%	0%

Model year of the engine/emissions spec?	2010 or newer	2007-09	2004-06	2003 or older
Routine maintenance like engine oil, filters, brakes and tires	47.8%	33.3%	20%	100%
Engine rebuild or other engine work	4.3%	13.3%	0%	0%
Manual transmission components	4.3%	0%	20%	0%
Automated transmission components	0%	0%	0%	0%
Emissions system components	30.4%	46.7%	60%	0%
Other	13%	6.7%	0%	0%

Describe your biggest maintenance issue:

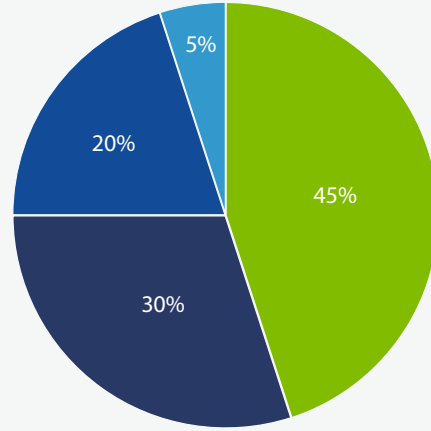
- driver before me was Nast an dog it out so normal ware an tare
- Electrical
- the first with fuel costs
- Seller lied about trk condition

What best describes the truck when you entered the lease?



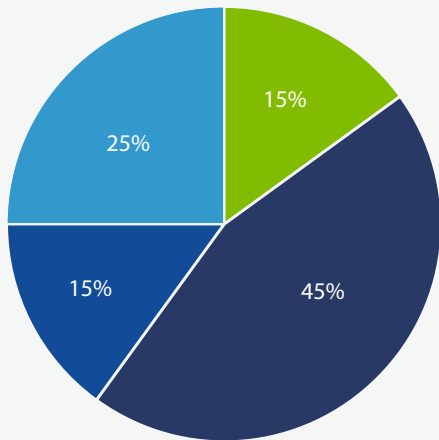
■ New	60%
■ Used	40%
■ Glider	0%

How long have you been/ were you utilizing the truck?



■ 1 year or less	45%
■ 1-2 years	30%
■ 3-5 years	20%
■ 5 or more years	5%

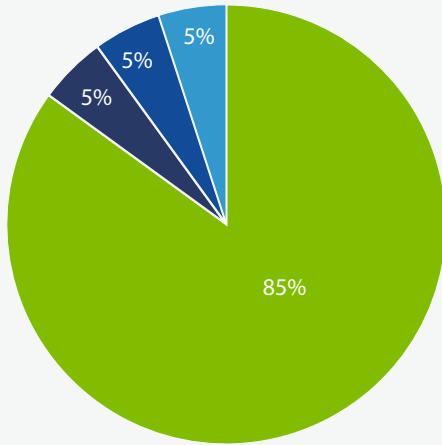
Approximately how long is/was the lease contract?



■ 2 years or less	15%
■ 3 years	45%
■ 4 years	15%
■ 5 years or more	25%

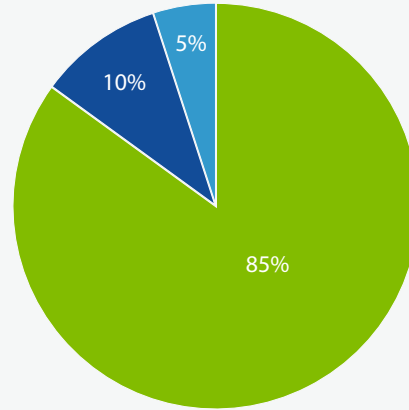


Model year of the truck?

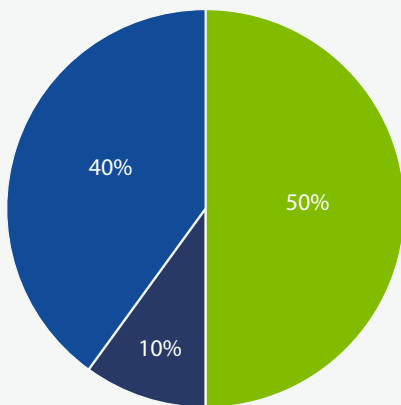


	2010 or newer	85%
	2007-09	5%
	2004-06	5%
	2003 or older	5%

Model year of the engine/
emissions spec?



	2010 or newer	85%
	2007-09	0%
	2004-06	10%
	2003 or older	5%



Who is/was responsible for the truck's maintenance in the terms of the lease?

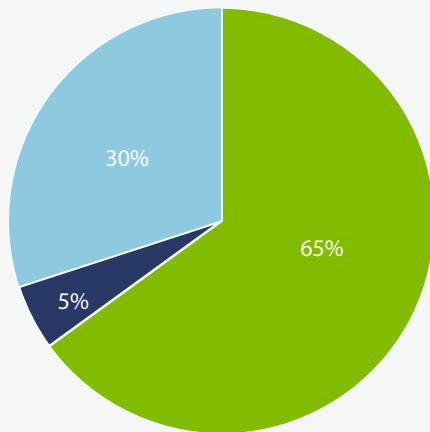
	I am/was fully responsible	50%
	Responsibility shared between myself and the leasing company	10%
	Leasing company responsible for all maintenance	40%
	Other	0%







You said the responsibility of the truck's maintenance is shared between you and the leasing company; what were the terms?

- warranty
- They tell me when Maint is due, I pay for it out of my Maint acct



What has been/was your biggest maintenance issue with the truck?



	Routine maintenance like engine oil, filters, brakes and tires	65%
	Engine rebuild or other engine work	5%
	Manual transmission components	0%
	Automated transmission components	0%
	Emissions system components	30%
	Other	0%

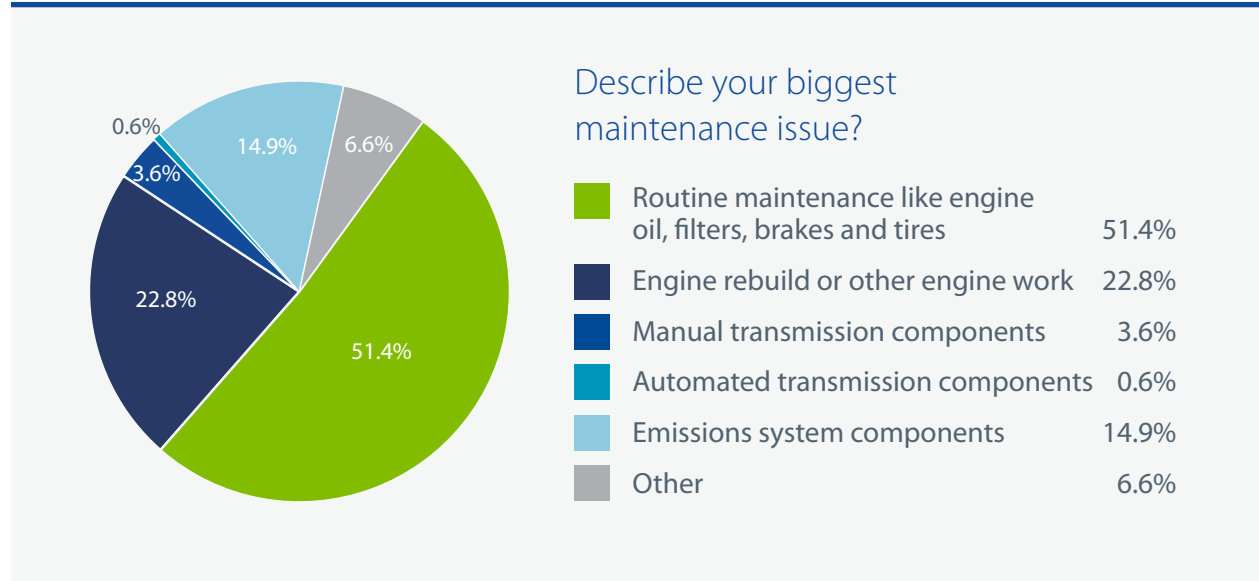
Model year of truck	2010 or newer	2007-09	2004-06	2003 or older
Routine maintenance like engine oil, filters, brakes and tires	58.8%	100%	100%	100%
Engine rebuild or other engine work	5.9%	0%	0%	0%
Manual transmission components	0%	0%	0%	0%
Automated transmission components	0%	0%	0%	0%
Emissions system components	35.3%	0%	0%	0%
Other	0%	0%	0%	0%

Model year of the engine/emissions spec?	2010 or newer	2007-09	2004-06	2003 or older
Routine maintenance like engine oil, filters, brakes and tires	58.8%	0%	100%	100%
Engine rebuild or other engine work	5.9%	0%	0%	0%
Manual transmission components	0%	0%	0%	0%
Automated transmission components	0%	0%	0%	0%
Emissions system components	35.3%	0%	0%	0%
Other	0%	0%	0%	0%

Describe your biggest maintenance issue:

- Other not selected

OVERALL MAINTENANCE



Model year of truck	2010 or newer	2007-09	2004-06	2003 or older
Routine maintenance like engine oil, filters, brakes and tires	55.2%	47.8%	47.3%	52.4%
Engine rebuild or other engine work	6.2%	18.9%	37.4%	32.9%
Manual transmission components	1.4%	3.3%	2.2%	7%
Automated transmission components	0%	0%	2.2%	0.7%
Emissions system components	28.3%	23.3%	6.6%	1.4%
Other	9%	6.7%	4.4%	5.6%

Model year of the engine/emissions spec?	2010 or newer	2007-09	2004-06	2003 or older
Routine maintenance like engine oil, filters, brakes and tires	53.8%	38.4%	51.8%	55.2%
Engine rebuild or other engine work	8.3%	20.5%	31.8%	29.9%
Manual transmission components	0.8%	1.4%	3.6%	7.1%
Automated transmission components	0%	0%	1.8%	0.6%
Emissions system components	28.8%	32.9%	6.4%	0.6%
Other	8.3%	6.8%	4.5%	6.5%



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