



Quantifying Truck Value Loss

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Class Eight = Heavy Duty

TRUCK TYPE AND WEIGHT CLASS

The vehicle icons on the following page depict examples of vehicles in each DOT classification 1-8 with corresponding load ranges. These classifications are guidelines in understanding the type of vehicle used for different applications by vehicle class.

CLASS ONE 6,000 lbs. or less						
	Full Size Pickup	Mini Pickup	Minivan	SUV	Utility Van	
CLASS TWO 6,001 to 10,000 lbs.						
	Crew Size Pickup	Full Size Pickup	Mini Bus	Minivan	Step Van	Utility Van
CLASS THREE 10,001 to 14,000 lbs.						
	City Delivery	Mini Bus	Walk In			
CLASS FOUR 14,001 to 18,000 lbs.						
	City Delivery	Conventional Van	Landscape Utility	Large Walk In		
CLASS FIVE 18,001 to 22,000 lbs.						
	Bucket	City Delivery	Large Walk In			
CLASS SIX 22,001 to 26,000 lbs.						
	Beverage	Rack	School Bus	Single Axle Van	Stake Body	
CLASS SEVEN 26,001 to 33,000 lbs.						
	City Transit Bus	Furniture	High Profile Semi	Home Fuel	Medium Semi Tractor	
	Refuse	Tow				
CLASS EIGHT 33,001 lbs. & over						
	Cement Mixer	Dump	Fire Truck	Fuel	Heavy Semi Tractor	Refrigerated Van
	Semi Sleeper	Tour Bus				

Source: US DOT

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Types of Trucks by Use

Over the Road

- Long Haul
- Large Tractors w. Sleepers
- SFA
- Fifth Wheel
- Air Ride Suspension

Vocational

- Regional or Local
- Large & Daycabs
- SBA
- Fifth Wheel & Straight
- HD Suspension
- Double-Frame



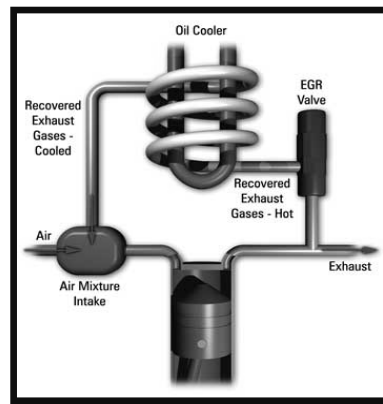
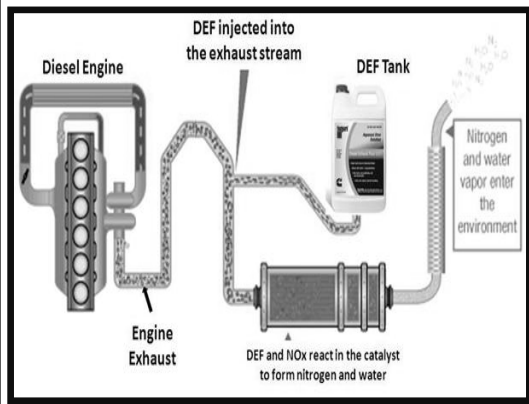
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Types of Trucks by Engine

SCR

vs.

EGR



Source: www.concreteconstruction.net

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QUANTIFYING TRACTOR TRUCK VALUE LOSS OF COMPETITIVE BRANDS (Assume Regional Use @ 100,000 miles/year)							
Year 2013	FMV Value		FMV Value		FMV Value		
	Mack Pinnacle SFA CHU613 6X4	Freightliner Cascadia 6X4	International ProStar 6X4	Kenworth T660 6X4		FMV Value	
Adds/ Deducts:							
Engine	MP-8 13L diesel	ISX-13 13L diesel	Maxforce 13L diesel	Daimler 13L diesel			
Transmission	13 speed	13 speed	13 speed	13 speed			
Day Cab	Yes, 117" BBC	Yes, 125" BBC	Yes, 122" BBC	Yes, 121" BBC			
Sleeper							
Interior							
Dual Exhaust	Yes	Yes	Yes	Yes			
Dual Air Clean							
PTO/ Wet Line	Yes	Yes	Yes	Yes			
Van Body							
Flatbed							
Dump Body							
Roll-back Body							
Air-Ride	Yes	Yes	Yes	Yes			
Ft. Axle	12,000 lbs.*	12,000 lbs.*	12,000 lbs.*	12,000 lbs.*			
Rear Axle(s)	40,000 lbs.*	40,000 lbs.*	40,000 lbs.*	40,000 lbs.*			
Pusher/Tag Ax							
Double Pusher							
44-46K Rears							
48-52K Rears							
70-80K Rears							
Less 7sp trans							
Less eng brake							
Less stationary							
Less steel wh							
Less other							
Mileage	0	0	0	0			
Cost New 2013:	\$110,000	Cost New 2013:	\$106,000	Cost New 2013:	\$108,000	Cost New 2013:	\$111,000

- Notes:
1. Data supplied by Black Book Heavy Duty Truck and Trailer Guide, January 2013, published by Hearst Business Media.
 2. Trucks are equipped with standard equipment and no adds/deducts apply except as noted.
 3. Trucks assumed to have zero miles and Tier 4 engine.

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QUANTIFYING TRACTOR TRUCK VALUE LOSS OF COMPETITIVE BRANDS (Assume Regional Use @ 100,000 miles/year)								
Year 2010**	FMV Value		FMV Value		FMV Value		FMV Value	
Adds/ Deducts:	Mack Pinnacle	\$73,450	Freightliner	\$75,400	International	\$75,925	Kenworth T660	\$76,775
Engine	CHU613 117" 6X4		Cascadia 6X4 125"		ProStar 6X4 122"		6X4 121"	
Transmission	13L diesel		13L diesel		13L diesel		13L diesel	
Day Cab	13 speed	\$2,000	13 speed	\$2,000	13 speed	\$2,000	13 speed	\$2,000
Sleeper	Yes	\$4,000	Yes	\$4,000	Yes	\$4,000	Yes	\$4,000
Interior								
Dual Exhaust	Yes	\$1,200	Yes	\$1,200	Yes	\$1,200	Yes	\$1,200
Dual Air Clean								
PTO/ Wet Line	Yes	\$1,650	Yes	\$1,650	Yes	\$1,650	Yes	\$1,650
Van Body								
Flatbed								
Dump Body								
Roll-back Body								
Air-Ride	Yes	\$2,800	Yes	Included	Yes	Included	Yes	\$2,800
Ft. Axle	12,000 lbs.		12,000 lbs.		12,000 lbs.		12,000 lbs.	
Rear Axle(s)	40,000 lbs.		40,000 lbs.		40,000 lbs.		40,000 lbs.	
Pusher/Tag Ax								
Double Pusher								
44-46K Rears								
48-52K Rears								
70-80K Rears								
Less 7sp trans								
Less eng brake								
Less stationary								
Less steel wh								
Mileage deduct	300,000	\$1,350	300,000	\$1,350	300,000	\$1,350	300,000	\$1,350
	FMV:	\$83,750	FMV:	\$82,900	FMV:	\$83,425	FMV:	\$87,025

Notes:
1. Data supplied by Black Book Heavy Duty Truck and Trailer Guide, January 2013, published by Hearst Business Media.
2. Trucks are equipped with standard equipment and no adds/deducts apply except as noted.
3. Trucks assumed to have 300,000 miles and Tier 4 engine.

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QUANTIFYING TRACTOR TRUCK VALUE LOSS OF COMPETITIVE BRANDS (Assume Regional Use @ 100,000 miles/year)								
Year 2007	FMV Value		FMV Value		FMV Value		FMV Value	
Adds/ Deducts:	Mack Pinnacle	\$40,200	Freightliner	\$34,750	International	\$32,875	Kenworth T660	\$43,800
Engine	SFA CXP613 6X4		Century 6X4		9400i 6X4		6X4	
Transmission	13L diesel		13L diesel		13L diesel		13L diesel	
Day Cab	13 speed	\$1,700	13 speed	\$1,700	13 speed	\$1,700	13 speed	\$1,700
Sleeper	Yes	\$2,500	Yes	\$2,500	Yes	\$2,500	Yes	\$2,500
Interior								
Dual Exhaust	Yes	\$1,050	Yes	\$1,050	Yes	\$1,050	Yes	\$1,050
Dual Air Clean								
PTO/ Wet Line	Yes	\$1,500	Yes	\$1,500	Yes	\$1,500	Yes	\$1,500
Van Body								
Flatbed								
Dump Body								
Roll-back Body								
Air-Ride	Yes	\$2,350	Yes	\$2,350	Yes	\$2,350	Yes	\$2,350
Ft. Axle	12,000 lbs.		12,000 lbs.		12,000 lbs.		12,000 lbs.	
Rear Axle(s)	40,000 lbs.		40,000 lbs.		40,000 lbs.		40,000 lbs.	
Pusher/Tag Ax								
Double Pusher								
44-46K Rears								
48-52K Rears								
70-80K Rears								
Less 7sp trans								
Less eng brake								
Less stationary								
Less steel wh								
Mileage deduct	600,000	\$2,700	600,000	\$2,700	600,000	\$2,700	600,000	\$2,700
	FMV:	\$46,600	FMV:	\$41,150	FMV:	\$39,275	FMV:	\$50,200

Notes:
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2. Trucks are equipped with standard equipment and no adds/deducts apply except as noted.

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3. Trucks assumed to have 600,000 miles and Tier 3 engine.

QUANTIFYING TRACTOR TRUCK VALUE LOSS OF COMPETITIVE BRANDS (Assume Regional Use @ 100,000 miles/year)								
Year 2004	FMV Value		FMV Value		FMV Value		FMV Value	
	Mack Pinnacle	\$25,425	Freightliner	\$18,350	International	\$17,825	Kenworth T660	\$23,550
Adds/ Deducts:	SFA CH613 6X4		Century 6X4		9400i 6X4		6X4	
Engine	13L diesel		13L diesel		13L diesel		13L diesel	
Transmission	13 speed	\$1,400	13 speed*	\$1,400	13 speed*	\$1,400	13 speed*	\$1,400
Day Cab	Yes	\$1,250	Yes	\$1,250	Yes	\$1,250	Yes	\$1,250
Sleeper								
Interior								
Dual Exhaust		\$900		\$900		\$900		\$900
Dual Air Clean								
PTO/ Wet Line		\$1,350		\$1,350		\$1,350		\$1,350
Van Body								
Flatbed								
Dump Body								
Roll-back Body								
Air-Ride	Yes	\$1,900	Yes	\$1,900	Yes	\$1,900	Yes	\$1,900
Ft. Axle	12,000 lbs.		12,000 lbs.		12,000 lbs.		12,000 lbs.	
Rear Axle(s)	40,000 lbs.		40,000 lbs.		40,000 lbs.		40,000 lbs.	
Pusher/Tag Ax								
Double Pusher								
44-46K Rears								
48-52K Rears								
70-80K Rears								
Less 7sp trans								
Less eng brake								
Less stationary								
Less steel wh								
Mileage deduct	900,000	\$4,050	900,000	\$4,050	900,000	\$4,050	900,000	\$4,050
	FMV:	\$26,275	FMV:	\$19,100	FMV:	\$18,675	FMV:	\$24,400

Notes:

1. Data supplied by Black Book Heavy Duty Truck and Trailer Guide, January 2013, published by Hearst Business Media.

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In Summary...

Q&A

Thank you!

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