

CKCVR Annual Fleet Studies

Each year, CK Commercial Vehicle Research (CKCVR) conducts a fleet study with our group of fleet advisors who represent for-hire, private and government fleets. We ask them a series of questions to determine facts about their fleet operation and to hear directly from those responsible for buying, spec'ing and maintaining vehicles about their plans for the coming year.

2009 Fleet Study

Respondents to the 2009 study were responsible for the operation of 51,633 medium and heavy duty power units and 84,501 trailers with an average fleet size of 833 power units and 1363 trailers. The responses we received between September 21 and October 7 came from a good mix of small, medium and large for-hire, private and government fleet operations. The report segments results by fleet demographics if significantly different between one type of fleet and another. A complete descriptive list of fleets who participated is included.

2009 Report includes the following information

Vehicle characteristics for power and trailer:

- Number owned, leased and contracted to Owner Operators*
- Average age*
- Average age or accumulated miles at trade*
- Average annual miles*
- Percent of parked vehicles*

2010 Equipment Demand

- Likelihood that orders will be placed in first half of 2010*
- Estimated purchases of equipment throughout 2010*
- Overhaul existing equipment vs. buying new*
- Preferred OEM for 2010 equipment*

Maintenance and Replacement Parts

- Where is maintenance performed, and any changes*
- Where are replacement parts purchased*
- When are non-OE spec'd brands purchased for replacement needs*

Spec'ing and New Technology

- Which 2010 engine technology is preferred and why*
- Braking requirement to meet new stopping distance rules*
- Expected changes in specs for new 2010 equipment*

Other Issues and Supplier/Manufacturer Relationships

- Significant issues facing fleets*
- What can component & equipment manufacturers do to help*
- Warranty processing - what's required and how important is it*
- General comments for suppliers and manufacturers*

The information you'll find in the CKCVR Fleet Studies is really invaluable to manufacturers and suppliers of medium and heavy duty equipment and components. We collect un-biased opinions which we can then pass on to you, unfiltered, with additional analysis based on our regular contact with fleet managers. The CKCVR Fleet Studies are delivered in PDF format so you can share the report with your field representatives and others responsible in your company for customer, product and business development. We're certain the value you receive will be well worth the cost. But, if you find that the information is not useful, we'll refund the full cost to you.

To order either the CKCVR 2009 Report (\$300 FSR Subscribers/\$495 non-subscribers) or the 2008 Report (\$295) go to www.ckcvr.com/fleetstudyorderform.html. If you have any questions about the report or the order form, please send an e-mail to chris@ckcvr.com.

2008 Fleet Study

During October and November 2008 CK Commercial Vehicle Research conducted a study with 73 fleet managers from a variety of for-hire, private and government concerns. The number of power units represented by this group totaled 70,000+ with an average fleet size (medium/heavy duty power and trailers) of 1300+ pieces of equipment. Our 2008 Fleet Study includes:

Vehicle information for power and trailer:

- Number owned, leased and contracted to Owner Operators - plus any expected changes*
- Average age*
- Average age or accumulated miles at trade*
- Average annual miles*

Maintenance:

- Where is maintenance performed and what is typically done in-house vs. out sourced. Are there expected changes?*
- Requirements of an outside maintenance source*
- How important are certain criteria when making the decision on where maintenance should be performed?*
- Top maintenance costs for fleets - have they changed?*

Replacement Parts:

- Where are particular component categories (25 separate categories) purchased when required for replacement?*
- For these same component categories - how important is it that the original equipment brand is maintained when it needs to be replaced?*
- When are "aftermarket" brands chosen*
- End user opinion on will-fit, private label and other non-OE brands*
- Are counterfeit parts a concern to the end user?*

New Technology

- Why new technology is added - what drives the decision?*
- What are the most popular new technologies that are likely to be added in the next (5) years*

The Future

- Most significant issues facing vehicle operators*
- Likely equipment purchasing plans for 2009 and whether end users are satisfied with 2010 engine offerings.*

Suppliers

- What do good suppliers do right and what do bad suppliers do wrong. Opinions are given for both part distributors and component/vehicle manufacturers.*

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