

CK Commercial Vehicle Research

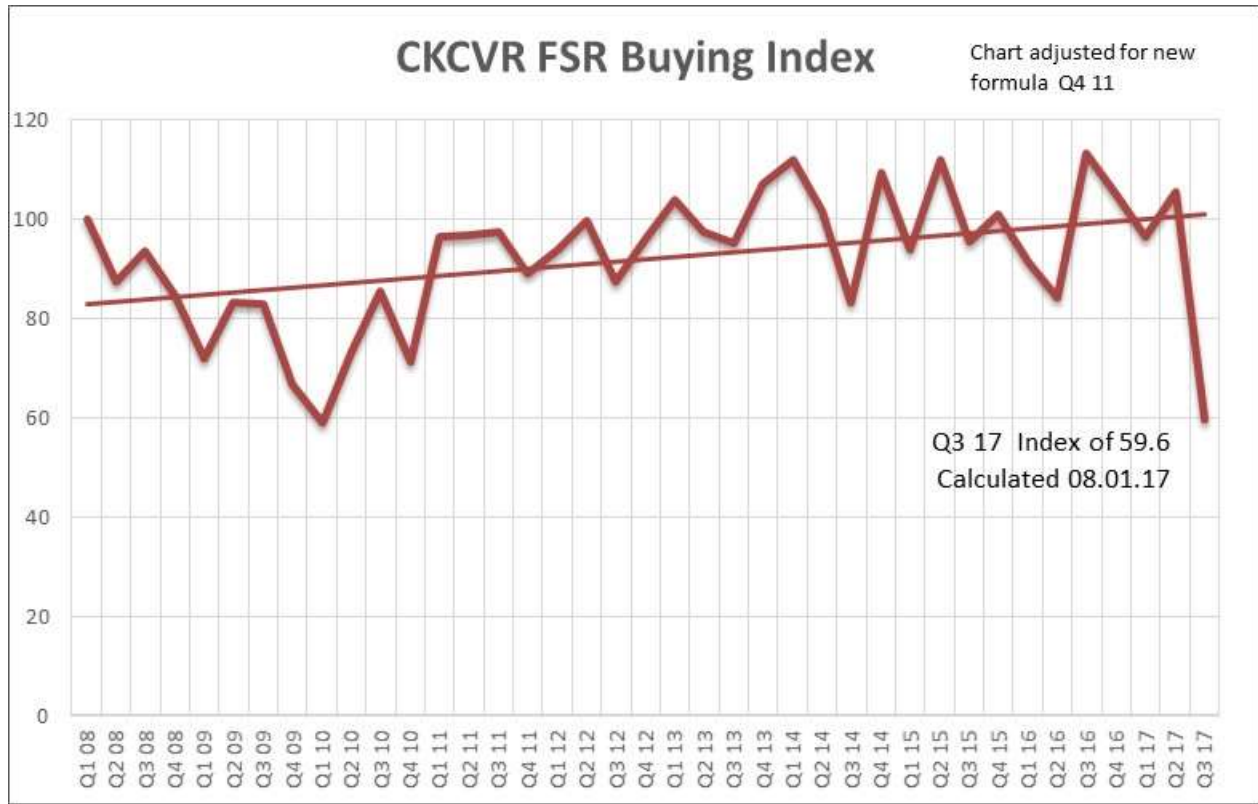
FSR Equipment Buying Index

Q2 2009 Adjusted July 2009			
FSR Buying			
Quarter	Index	Quarter	Index
Q1 2008	100.0	Q1 2014	112.0
Q2 2008	87.4	Q2 2014	101.8
Q3 2008	93.6	Q3 2014	83.3
Q4 2008	84.4	Q4 2014	109.5
Q1 2009	72.0	Q1 2015	93.9
Q2 2009	83.3	Q2 2015	112.0
Q3 2009	83.1	Q3 2015	95.6
Q4 2009	66.9	Q4 2015	101.1
Q1 2010	59.0	Q1 2016	91.2
Q2 2010	73.4	Q2 2016	84.2
Q3 2010	85.5	Q3 2016	113.4
Q4 2010	71.3	Q4 2016	104.7
Q1 2011	96.5	Q1 2017	96.5
Q2 2011	96.8	Q2 2017	105.4
Q3 2011	97.3	Q3 2017	59.6
Q4 2011	89.2		
Q1 2012	93.9		
Q2 2012	99.6		
Q3 2012	87.6		
Q4 2012	96.1		
Q1 2013	103.8		
Q2 2013	97.5		
Q3 2013	95.2		
Q4 2013	107.2		

The index is a simple measure of planned buying behavior of for-hire, private and government fleets over the next three months. A lower reading indicates that orders for Class 8 trucks may be slower for the quarter and a higher reading would indicate improved order activity.

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FSR Equipment Buying Index



FSR Equipment Buying Index adds the percent of quarterly FSR Inquiry respondents who plan to place orders for power units and trailers in the next (3) months plus the estimated size of the planned orders calculated as a weighted average for response group. Q1 2008 = 100 (100= 49% plan to purchase power (12% of group inventory) + 49% plan to purchase trailers (3% of group inventory))*

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