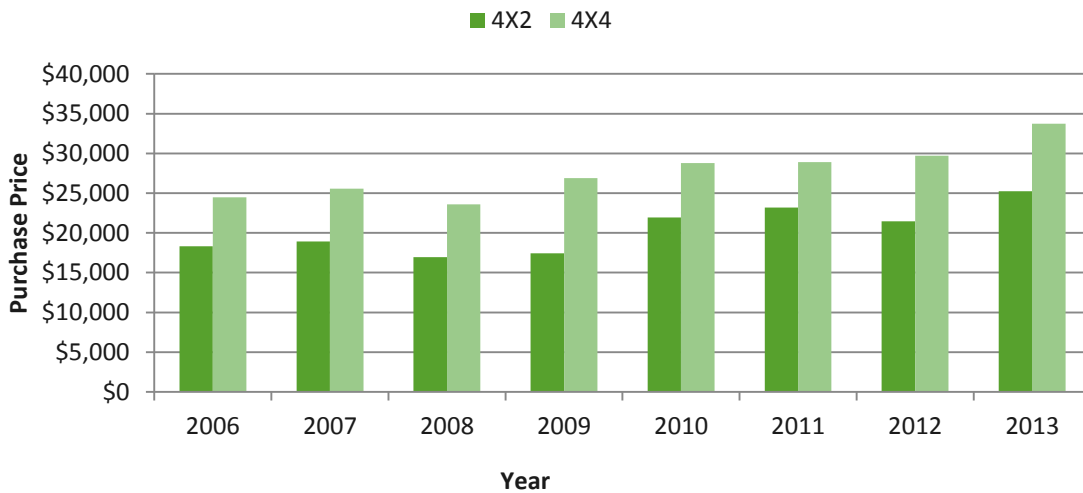


UTILIMARC®
turning data into knowledge

The graphs are derived from the data of 40 of our utility clients and their active ½ ton pickups. The sample included over 5,500 F150s and Chevy 1500s. The data being used is representing the patterns we have seen from the industry average of the selected sample. Any questions about the data can be directed to a Utilimarc representative, or visit Utilimarc.com to request more information.

Average Purchase Price Since 2006

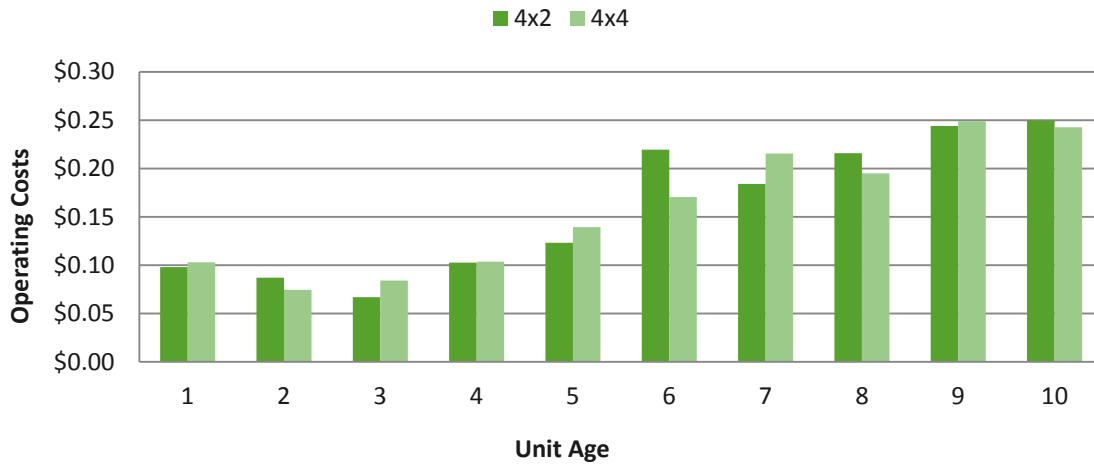


This graph shows the average purchase price of ½ ton pickups over the past 7 years, broken down by drive type. The overall trend for both drive types is that the average purchase price is increasing.

From 2006 to 2013, the average purchase price for a 4x2 increased from \$18,399 to \$25,275, which is an increase of over 37%.

From 2006 to 2013, the average price for the 4x4 increased from \$24,487 to \$33,719, which is an increase of over 33%.

Operating Costs (Without Fuel) Per Mile

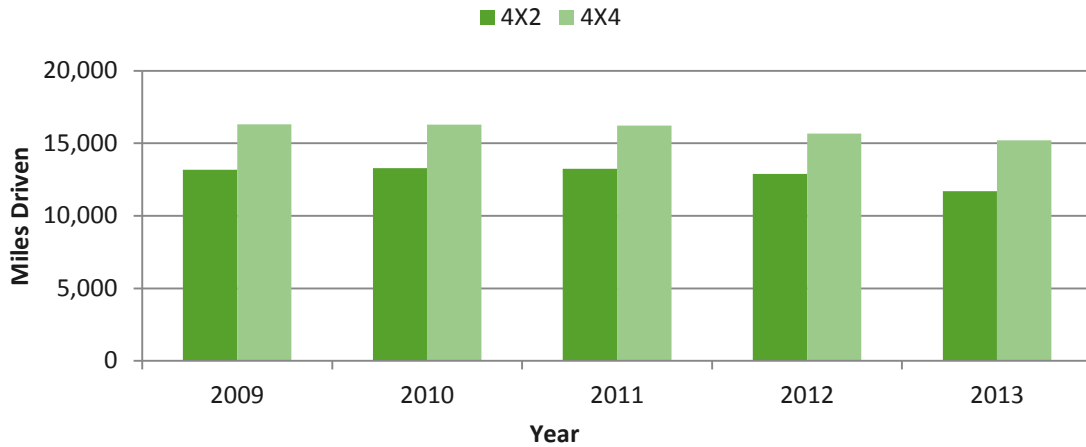


This graph shows the operating cost (all parts and labor) net of fuel per mile for 4x2 and 4x4 ½ ton pickups by age. The overall trend for both drive types is that the operating cost per mile is increasing.

The operating costs for 4x2 in year one was \$0.10 per mile, while in year 10 it was \$0.25 per mile, an increase of \$0.15 over the 10 years. The average operating cost per mile for a 4x2 pickup over the same 10-year period was \$0.16.

The operating costs for 4x4 in year one was \$0.10 per mile, while in year 10 it was \$0.24 per mile, the increase of \$0.14 over the 10 years. The average operating cost per mile for a 4x4 pickup over the same 10-year period was \$0.16.

Average Miles Driven by Year



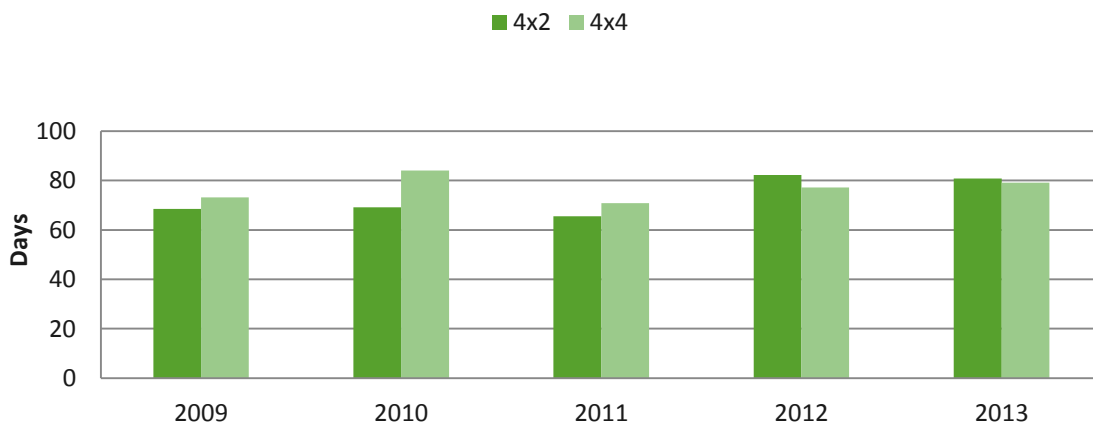
This graph shows the average miles driven from 2009 to 2013 for the 4x2 and 4x4. The annual average miles driven has steadily decreased for both drive types.

In 2006 the average annual miles driven for the 4x2 was 13,181 and in 2013 the average was 11,693, a decrease of 1,488 since 2006.

In 2006 the average annual miles driven for the 4x4 ½ ton pickup was 16,312 and in 2013 the average was 15,203, decreasing by 1,109.

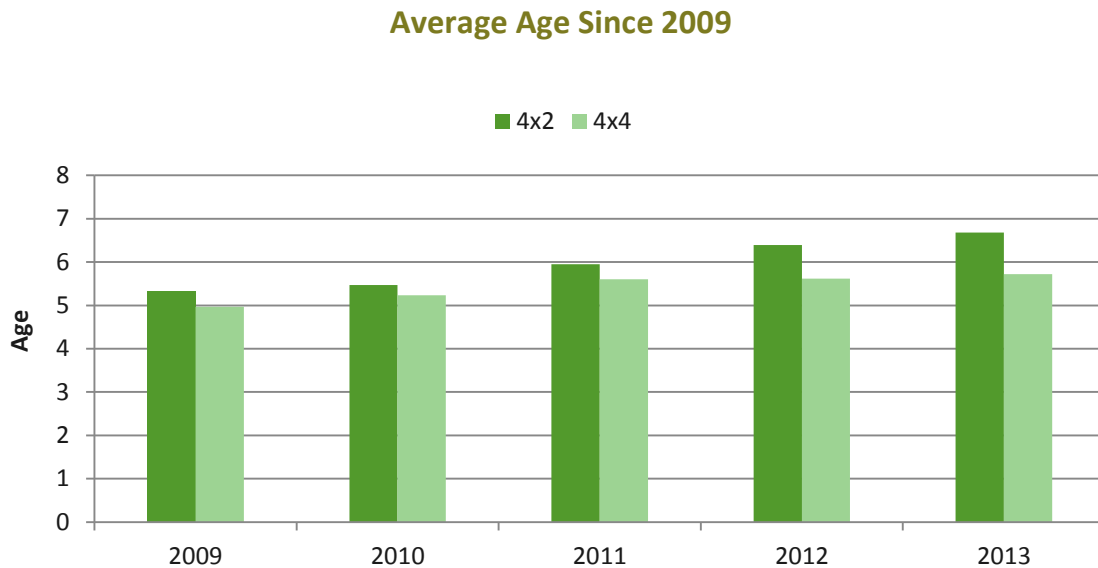
For the data set above, the 4x4 pickup has historically driven more miles annually than the 4x2. For 2013 the 4x4 was driven an average of 3,510 more miles than the 4x2.

Average Number of Days Between Unscheduled/Demand Repair by Year



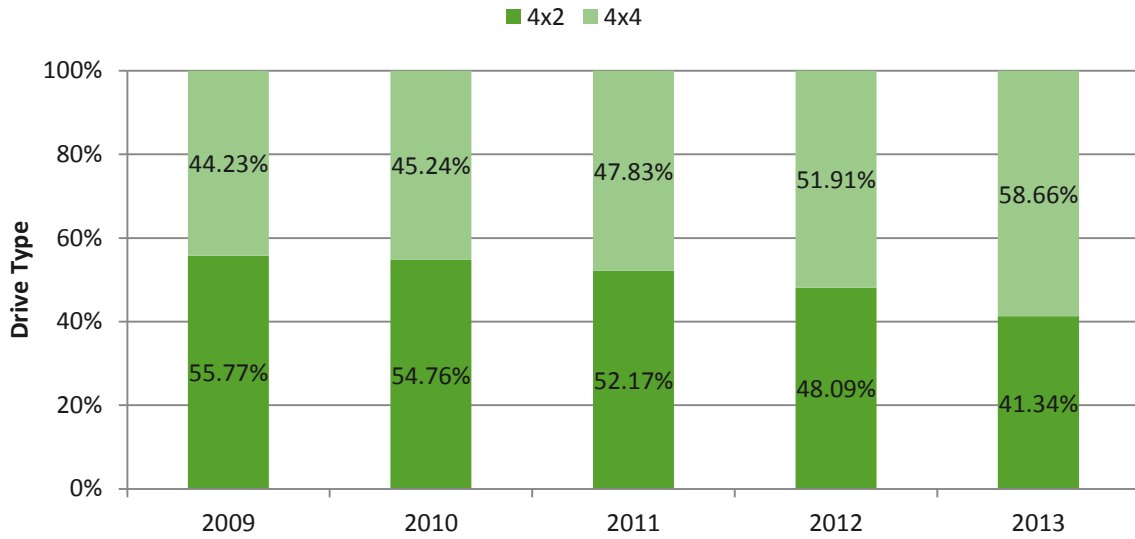
This graph shows the average number of days between an unscheduled/demand repair event from 2009-2013 for the 4x2 and 4x4.

For 2013 the data shows that the gap between an unscheduled/demand repair event between the 4x2 and 4x4 has closed. The data also shows the average number of days between an unscheduled/demand repair event has increased/improved for both drive types since 2009. The 4x2 increased from 68.5 to 80.7 days and the 4x4 increased from 73.1 to 79.1 days.



This graph shows the average age of vehicles from 2009-2013 for the 4x2 and 4x4. We can see that the average age of both the 4x2 and 4x4 has increased since 2009. The average age for the 4x2 increased by 1.35 years from 2009 and 2013, while the 4x4 increased by 0.75 years from 2009 to 2013.

Drive Type Percentage Since 2009



This graph shows the drive type percentage breakdown of ½ ton pickups between 2009-2013. The 4x4 drive type percentage has seen a steady increase over time, from 44.2% in 2009 to 58.7% in 2013.

More Information

To learn more about the data provided here or how the Utilimarc fleet analytics platform could improve your fleet, go to www.utilimarc.com/demo to request more information, or call 952-955-8804 today.