

European Heavy Trucks September 2014 SURVEY

 Survey completed October 7th, 2014

SURVEY DISTRIBUTION

No. of responses

There were a total of 227 surveys completed across the globe, including 5 countries.

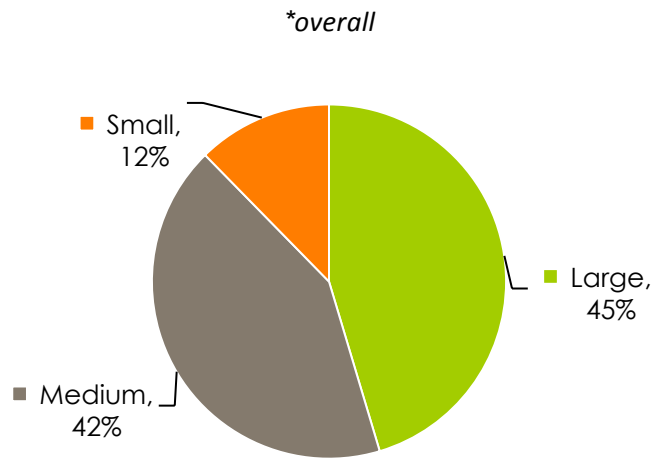
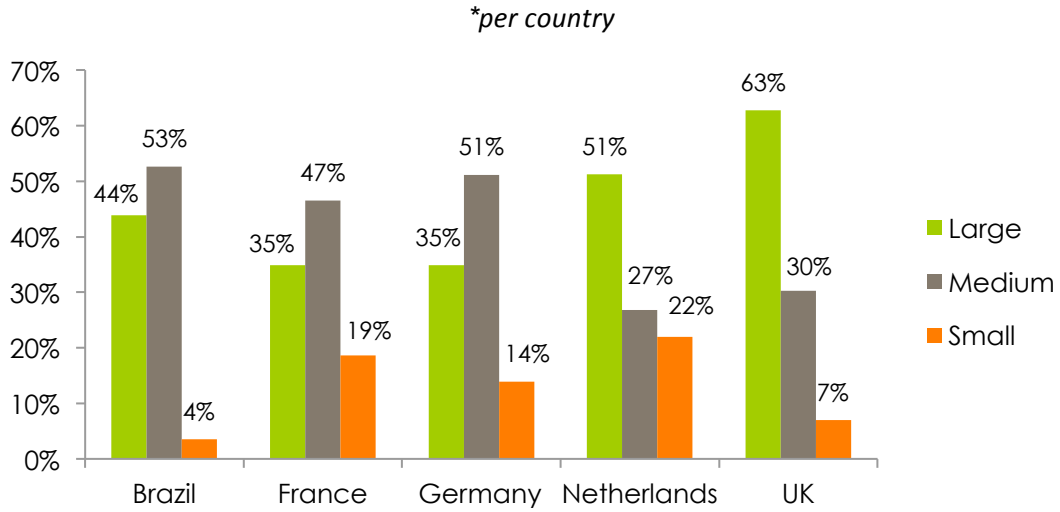
Countries	Count	Percentage
Brazil	57	25%
France	43	19%
Germany	43	19%
Netherlands	41	18%
UK	43	19%
Total	227	100%

Brands	Count	Percentage
Daimler	43	19%
Man	57	25%
Paccar (DAF)	24	10%
Scania	33	14%
Volvo	72	31%
Total	229	100%

	Daimler	Man	Paccar (DAF)	Scania	Volvo	Overall
Brazil	0%	53%	7%	35%	5%	25%
France	13%	0%	5%	0%	82%	17%
Germany	58%	19%	7%	9%	7%	19%
Netherlands	16%	23%	2%	0%	58%	19%
UK	13%	19%	30%	19%	19%	21%
Overall	19%	25%	10%	14%	31%	100%

QUESTION 1

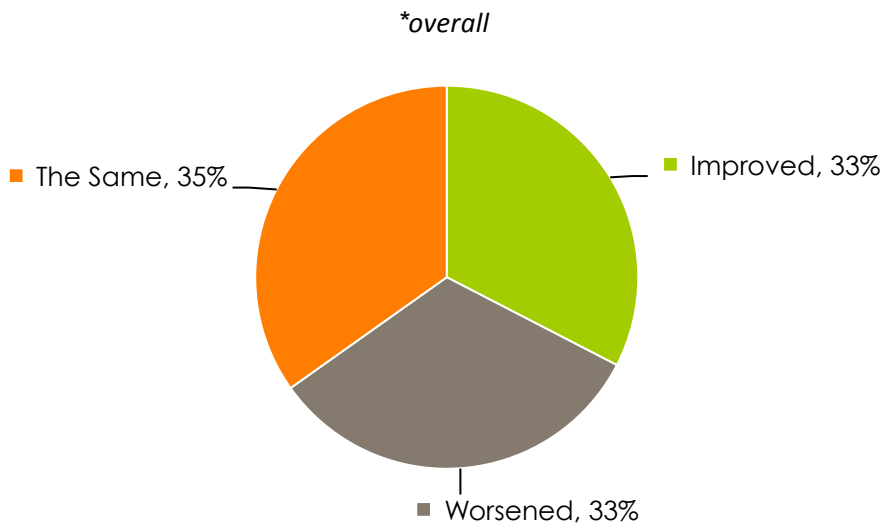
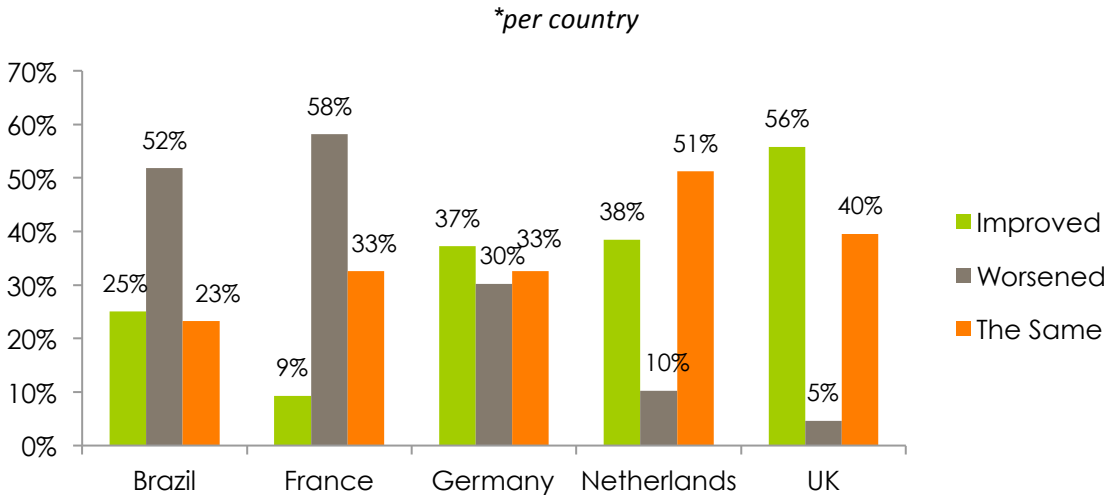
What is the size of your dealership?



	Large	Medium	Small
Brazil	25	30	2
France	15	20	8
Germany	15	22	6
Netherlands	21	11	9
UK	27	13	3
Total	103	96	28

QUESTION 2

Have your NEW TRUCK order rates Improved, Worsened, or stayed the same in the last 4 weeks? And why?



	Improved	Worsened	The same
Brazil	14	29	13
France	4	25	14
Germany	16	13	14
Netherlands	15	4	20
UK	24	2	17
Total	73	73	78

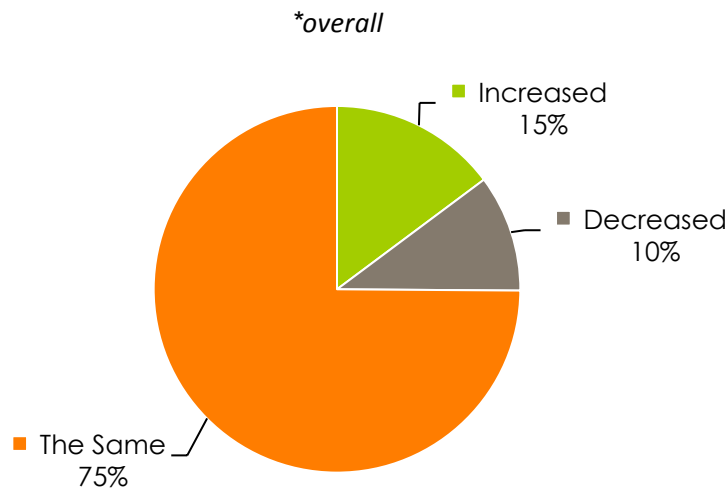
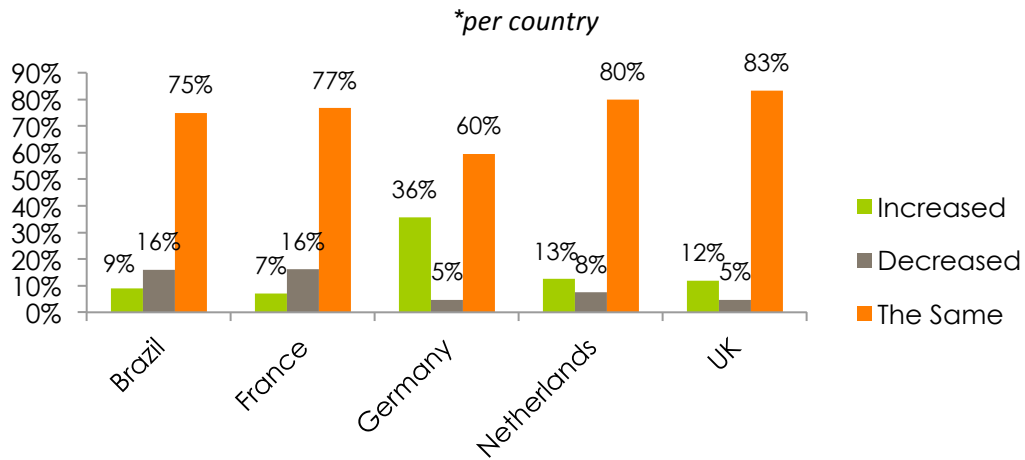
Why?

- It has improved a lot. Thanks to the bank BNDES that now is giving loans more easily. (MAN - Anapólis, Brazil)
- The market is bad but we could maintain our sales due to the rumor that next year the FINAME won't give 100% loan for the truck, so clients have started buying in advance, fearful that this might impact their business. (MAN - Campinas, Brazil)
- World Cup, bad economical situation and elections are some of the main causes. (MAN - Orlandia, Brazil)
- It has been the same for the past 3 months, but I believe that this will change soon as credit is harder to get and loans are harder to be obtained. The market will decline soon. (MAN - Ribeirão Preto, Brazil)
- It has increased by 30%. but it only occurred because we had been prospecting a large company for a while and finally we closed a great order with them. But in general, the market is not good. (MAN - Maringá, Brazil)
- Now, it is better at around 35%. The month of August was terrible. I think, It is just the FINAME that started to pay up to 100% of the truck and the sales have improved. (MAN - Mogi-Guaçu, Brazil)
- Due to the changes made by the government at the FINAME (BNDES) and low interest rates. Clients are buying more because they don't know how things are going to be after the elections. (MAN - Gurupi, Brazil)
- It has improved drastically due to the bank BNDES offering loans of 100% of the truck without any upfront payment. (MAN - Macapá, Brazil)
- It has dropped due to political uncertainty, Elections are terrible for business. (MAN - Maceió, Brazil)
- The new rule of the FINAME where it's no longer required to have an upfront payment of 10% for the truck, has helped us tremendously. (MAN - São Bernado do Campo, Brazil)
- Due to the fact that now FINAME pays up to 100% of the truck and the interest rate is quite low. (MAN - Marília, Brazil)
- Due to the weak economic period that we are going through. Everybody is concerned about the country's situation after the election. (MAN - Colatina, Brazil)
- We had two big problems this year. First, the World Cup, a period in which sales dropped and now the elections. We are praying for this year to finish. (MAN - Pelotas, Brazil)
- Clients are afraid that what's going to happen after elections and everybody is too cautious to place large orders. (MAN - Patos de Minas, Brazil)
- I think because these months of August and September are always bad to sell. (Paccar (DAF) - Ponta grossa, Brazil)
- Because of the credit, the banks aren't accepting the credit of our clients (Paccar (DAF) - Ribeirão Preto, Brazil)
- Well, our offers are the same and we didn't change the price of our trucks. Maybe because of that, but we are happy with this result. (Scania - Teixeira de Freitas, Brazil)

- At first, we were hoping that our sales would get worse but then we started to offer new promotions and I think because of that, our sales have improved. (Scania - Cuiabá, Brazil)
- We always sell almost the same from August until November. Our sales get better from December until February. This has happened since the past 2 years and I think this year it will be the same. (Scania - União da Vitoria, Brazil)
- It has got worse due to the red tape (bureaucracy) to get new loans approved. We usually send to them (the banks) 10 requests per month and we get approved, if lucky, 1 or 3. (Scania - Jaboaão dos Guararapes, Brazil)
- Because the banks are not allowing our clients to finance their trucks. (Scania - Rio De Janeiro, Brazil)
- Corporations are renewing their truck fleets + episodic event + it is because people delayed their truck fleets renewal plans for a while. (Renault Trucks - DINAN, France)
- Many clients decided to buy last year Trucks because they were much cheaper than this year so we already know the sales will be down this year, no surprise we expected it. (Daimler - Raubling, Germany)
- worsened because our products are too expensive, and we can't offer lower prices because then we lose. The financial situation is not promising good sales. (Daimler - Wilhelmshaven, Germany)
- The business in the world and the political situation is a big negative impact for the sales. Companies worldwide do not want to invest. (Daimler - Plauen, Germany)
- A combination of customer reluctance and vacations. The money is always in short cannot supply and cannot invest. (Daimler - Verden, Germany)
- Last year many of the customers decided to buy the euro 5 instead of the euro 6 this year so this year the sales are down (MAN - Bad Neustadt / Saale, Germany)
- The order rates stayed the same because of operational problems in our store. (MAN - Siegsdorf, Germany)
- The order rates stay the same according to the needs of the customers. (MAN - Ahaus-Wessum, Germany)
- End of the year there is increased request for the trucks. We also have an action as a result for the international automotive fair. Taxes are also depreciated. (MAN - Zwickau, Germany)
- Unsureness of the customers is the main impact for the sales, the net prices the company does not want to invest only someone who must necessarily. The coming trend is with renting the trucks. (MAN - Ginsheim-Gustavsburg, Germany)
- I think that it improved because people in our region have more interest in buying new trucks for their companies. (Daimler - Maasdijk, Netherlands)
- It remained the same because the economy in Holland did not change very much and is no significant progress. (MAN - Venlo, Netherlands)
- Remained the same because the economy of European Union did not make good progress. (MAN - Barendrecht, Netherlands)

- It remained the same because has not changed our direct customers and our customers are less international. We mostly deliver in Holland. (MAN - Joure, Netherlands)
- Remained the same because the transport is moving on but not very fast so we have to be patient. (MAN - Nijmegen, Netherlands)
- It improved because is more business in west Europe and customers are prospering. (MAN - Amsterdam, Netherlands)
- It got worsened because the economy in Holland is not so good. (MAN - Meerkerk, Netherlands)
- because of the coming of changing of legislation where we have customers pre-ordering to beat registration and that is the reason why we got spike of orders that increases our sales (Paccar (DAF) - Guildford, UK)
- confidence in the market, the general economy itself, we are coming out in recession and the industry is getting better. people are investing in trucks, tax incentives encourages people to buy new trucks (Paccar (DAF) - Manchester, UK)
- Coming out of a recession, so still waiting for economy to flow to construction and manufacturing (Paccar (DAF), Scania, MAN - Huddersfield, UK)
- Credit lines have become available for their customers (Paccar (DAF), Scania, MAN, Iveco - Hertfordshire, UK)
- Availability. If we have stock, we can sell it instantly. If we have to special order, then it won't arrive until 2015. So customers take advantage of stock. (Scania - Nottingham, UK)
- more confidence in the industry, the lack or availability of used trucks in this area (Scania - Mold, UK)
- market seems buoyant, all market is doing well, constructions is booming, in general there are growing market in the industry. Right now in the fleet market it is increasing in demands of trucks (Volvo - Rotherham, UK)
- Just the market is very busy, the reason we got improved rates (Volvo - Middlewich, UK)
- It's the end of the year, same as last year we had good order rates. (Volvo - Portlethen, UK)

QUESTION 3

Has your prices gone up, down, or stayed the same in the last 4 weeks?


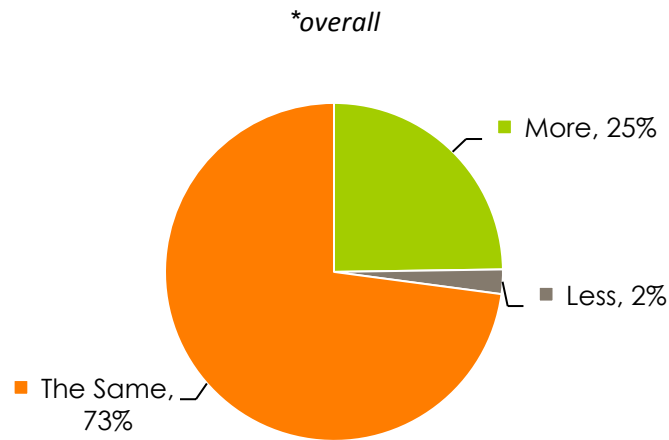
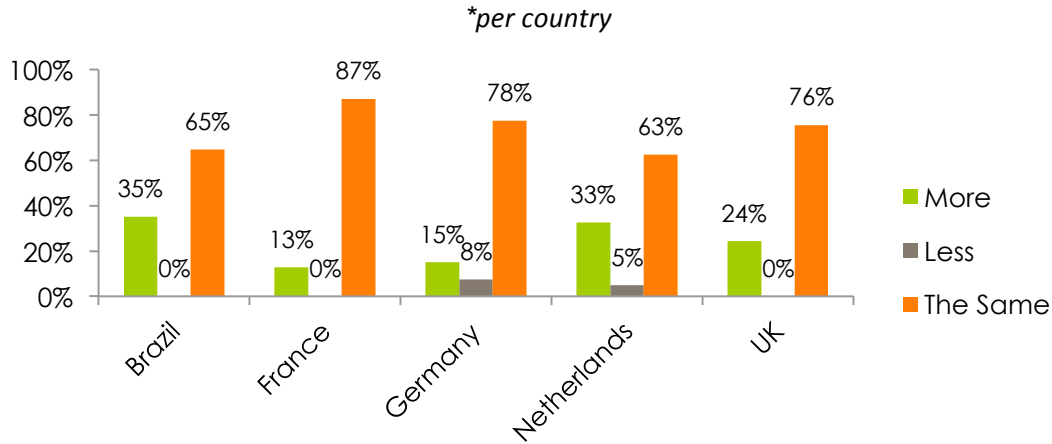
	Increased	Decreased	The Same
Brazil	5	9	42
France	3	7	33
Germany	15	2	25
Netherlands	5	3	32
UK	5	2	35
Total	33	23	167

Comments:

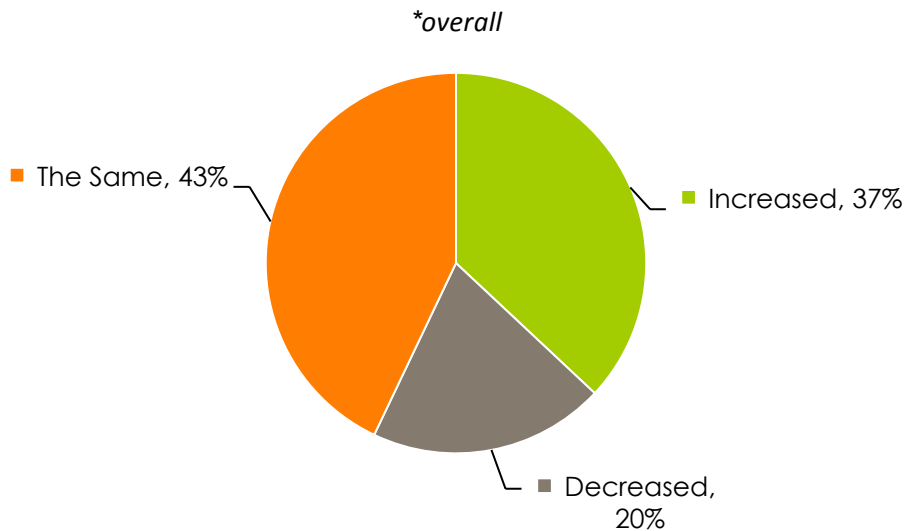
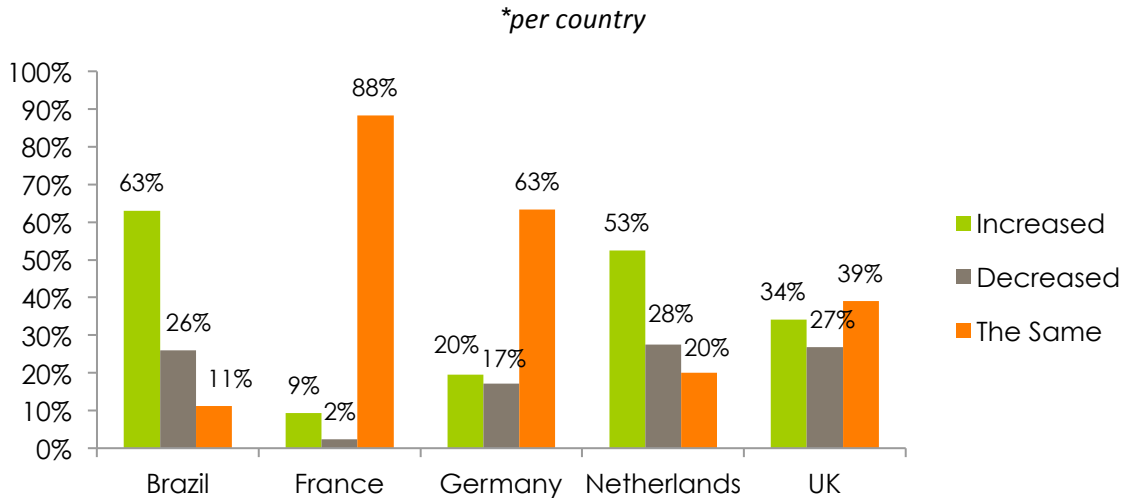
- It has increased due to the crises that we have been facing since last year. (MAN - Anapólis, Brazil)
- The model 14-15 had its price raised so we are trying to sell more of the model 14/14 which caters very well for the clients' needs. (MAN - Campinas, Brazil)
- The numbers are same; only prices of 2015's trucks have been increased by 1% (MAN - Serra, Brazil)
- They went up at about 15% as we followed the same prices of our headquarters. (MAN - Santo Antônio de Jesus, Brazil)
- It is down due to the low sales numbers. We are with the same numbers as we were in 2012. (MAN - Colatina, Brazil)
- At present, It's the same but I know that next month there will be an increase of prices. (MAN - Pelotas, Brazil)
- Down; due to the fact that some trucks are "getting rusty" in the company and we need to get rid of them. (MAN - Patos de Minas, Brazil)
- The prices always go up and down but we are always with promotions, so I think is the same. (Scania - Três cachoeiras, Brazil)
- Stayed the same and with the ongoing crisis the price can't go up. (Scania - Rio De Janeiro, Brazil)
- It has been the same, though the company VOLVO made a national discount/offer and it has helped a lot. (Volvo - Campina Grande, Brazil)
- On 1st Nov 2014, Electronic stability control is mandatory, thus slightly increasing prices. (Daimler - AMIENS, France)
- In the last 4 weeks the prices are the same. From last year is much more higher because we have an emission. (Daimler - Utingen, Germany)
- the prices gone up for us about 2-5% but for the customers they went down we have to pay more for the manufacture not the customers (MAN - Bad Neustadt / Saale, Germany)
- We tried to go up with the prices but the same is better (MAN - Berkel Enschoot, Netherlands)
- Slightly high. 20 % is paid in advance and 80% is paid later through financing. (Volvo - Nieuwland, Netherlands)
- 5% increase. Offering discounts with terms and conditions. (Volvo - Veendam, Netherlands)
- Gone down. They are offering more discounts, (Volvo - Beetgumermolen, Netherlands)
- The same, but they'll probably increase next year. (Daimler, Mercedes and Isuzu - Leicester, UK)
- the same, but will go up next month (Paccar (DAF) - Guildford, UK)

QUESTION 4

Are you now offering more, less or the same level of promotions vs last month?



	More	Less	The same
Brazil	19	0	35
France	5	0	34
Germany	6	3	31
Netherlands	13	2	25
UK	10	0	31
Total	53	5	156

QUESTION 5
How are your inventory levels vs same time last year?


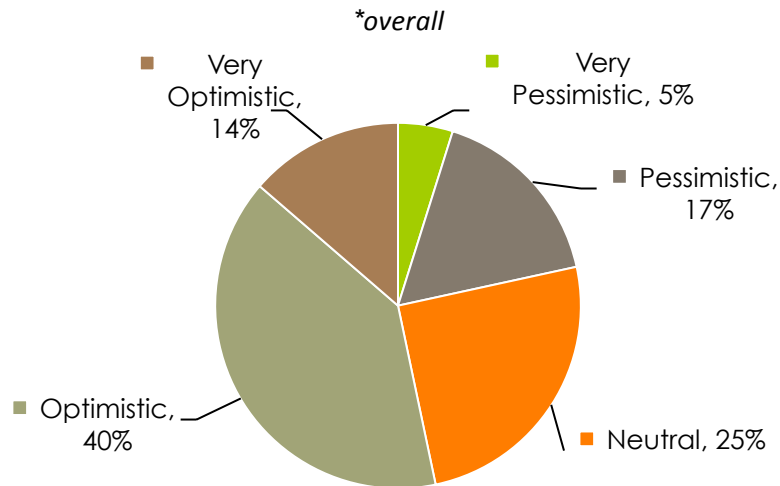
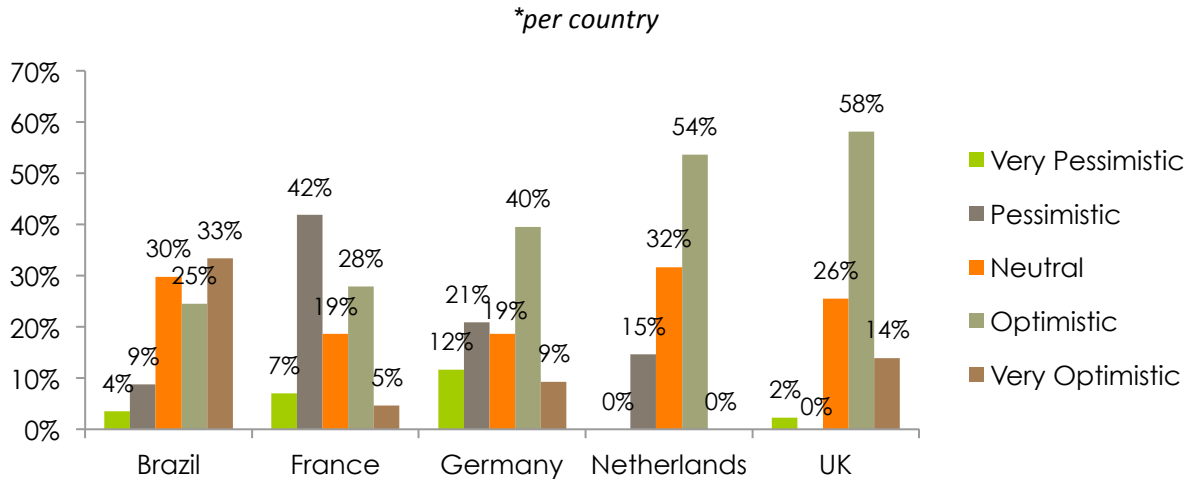
	Increased	Decreased	The Same
Brazil	34	14	6
France	4	1	38
Germany	8	7	26
Netherlands	21	11	8
UK	14	11	16
Total	81	44	94

Comments:

- It is 40% bigger than it was last year. But now it will get smaller as we have just closed this deal. (MAN - Maringá, Brazil)
- This year inventory is higher than last year. We now have prompt delivery. (MAN - Macapá, Brazil)
- It is 30% lesser because we have already stopped buying more trucks due to the fact that FINAME will stop in November. (MAN - Feira de Santana, Brazil)
- Inventory is the same. We're very careful with it; we don't want loads of trucks around here. (MAN - Marília, Brazil)
- It is lower due to the competitiveness of the market. it is better to buy direct from the manufactures. (Scania - Jaboaão dos Guararapes, Brazil)
- It has decreased, due to the fact that we have been selling quite well. We also are trying to have a leaner inventory, so we are not buying in the same rate as we are selling our new trucks. (Volvo - Parnamirim, Brazil)
- It is a "healthy" inventory it increased in about 10% compared with last year. We won't purchase more this year though, only on demand now. (Volvo - Campina Grande, Brazil)
- The stock is full with trucks, the company sometimes has problems to find spare spaces to allocate more trucks. This dealership works with only one brand of trucks its their main distributor, the manager thinks this isn't such a smart potion in the market, on the other hand he thinks that because of that he is able to com up with a better price and a greater availability in time and in models for his clients. (Volvo - Vila Urupês Suzano, Brazil)
- no inventory levels we get the cars direct from Daimler AG (Daimler - Ribnitz-Damgarten, Germany)
- we don't have inventory , we only have Demonstration models and we get the trucks direct from Daimler AG (Daimler - Bornheim-Hersel, Germany)
- This year was better than last year, with more than 3% growing. (Daimler - Eindhoven, Netherlands)
- Our inventory levels are never the same, sometimes they go up or down but it depends on the period. (Volvo - Assen, Netherlands)
- Went down but only in our local region. Last year a lot of trucks were sold on second half of the year. (Volvo - Barneveld, Netherlands)
- 5% down. Shortage of FM 9260. (Volvo - Nijkerk, Netherlands)
- The same. We have limited stock on Mercedes. We do specifications for customers, so we don't have as many in stock. (Daimler, Mercedes and Isuzu - Leicester, UK) not applicable (MAN - Longhope, UK)
- Up, but hard to describe percentage; we just had less stock last year (Volvo - Buckinghamshire, UK)

QUESTION 6

Since last month, how has your 3-6 month sales outlook from the scale of 1 to 5 – with 1 being very pessimistic and 5 very optimistic? And why?



	Very pessimistic	Pessimistic	Neutral	Optimistic	Very optimistic
Brazil	2	5	17	14	19
France	3	18	8	12	2
Germany	5	9	8	17	4
Netherlands	0	6	13	22	0
UK	1	0	11	25	6
Total	11	38	57	90	31

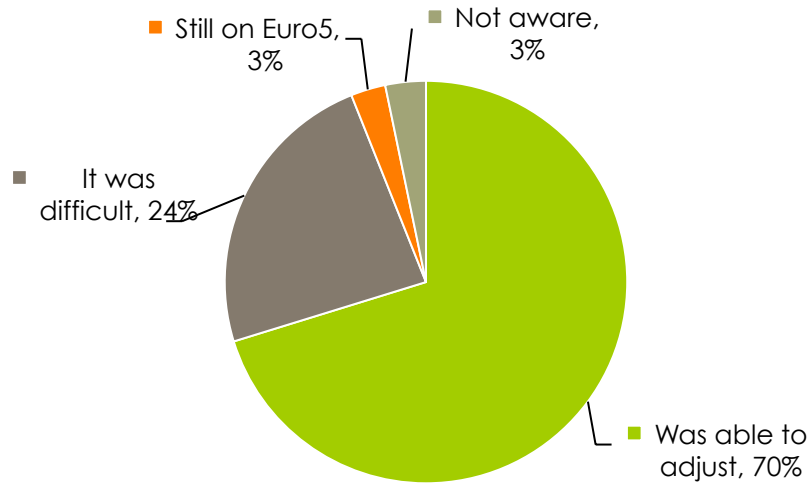
Why?

- As the end of the year gets nearer we know that the sales will fall even more for mainly two reasons: the FINAME stops now in November and people stop buying at the end of the year. (MAN - Lages, Brazil)
- The local economy has been doing well; thanks to local investments. And we hope that these investments will keep coming to our region. (MAN - Santo Antônio de Jesus, Brazil)
- Clients are really afraid of Marina Silva (a left wing candidate who is scoring well at the polls; she is seen as a fresh candidate and without any experience of the market.) winning the elections and after this the market will get even worse. (MAN - Itumbiara, Brazil)
- I'm extremely pessimistic because of the fact that 99% of our sales are through loans made by the FINAME BNDES and as it stops making new loans in November, the sales are bound to drop like a rocket and I don't know whether the new president will keep the same loan policy (Currently FINAME BNDES pays 100% for the goods and clients have to pay this bank later with a low interest rate). (MAN - Ribeirão Preto, Brazil)
- FINAME stops in November. Holidays and end of the year's celebrations are coming and no one buys trucks in this period. We are very lucky to have secured this deal but the regular sales are bound to go down from now on. (MAN - Maringá, Brazil)
- We are very optimistic due to new companies that are being installed nearby, and also because of the highway around here that will be expanded to the 3rd lane. (MAN - Gurupi, Brazil)
- I think that Sales numbers will be the same up to the end of the year and if the current president remains in charge then the numbers will go down. We who work on sales must be always optimistic, but above that if the current political party remains in charge then I think things will start changing for the worse. (Volvo - Parnamirim, Brazil)
- It all comes down to who is going to be in charge after the elections. There is a lot of construction going on around here and we don't know whether this will continue depending on the person in charge. (MAN - Pelotas, Brazil)
- But the sales numbers are bound to go down from November onwards due to the fact that the Bank BNDES stops in this month and we are not sure how things will go from there (without the banks giving loans to the clients). (MAN - Eldorado do Sul, Brazil)
- There is no incoming investment + customers delay buying orders + banking problems for our customers + France nationwide truck market is 20% down compare to previous year. (Volvo - SAUSHEIM, France)
- European companies which employ cheap staff from Slovakia, Slovenia, Romania are taking the French transportation market off French transportation corporations. Unfair European competition kills French corporations. (Volvo - BETHUNE, France)
- The trucks are too expensive, yes we offer a great qualitative product but we are aware that our product are very expensive (Daimler - Ribnitz-Damgarten, Germany)

- Always optimistic, it is in my nature, and in these business we have to be optimistic. (Paccar (DAF) - Magdeburg, Germany)
- We know how the market is going and we have time to prepare . The earnings are a little bit down because we pay higher prices to the manufacture but the prices for the customers stayed the same. But we hope so to keep our regular customers happy and for a long time. (MAN - Bad Neustadt / Saale, Germany)
- I am pessimistic because of the same reason that the economic situation in Holland is not growing and customers have not the same interest in trucks like they had before. (Volvo - Roosendaal, Netherlands)
- I am optimistic because they customers have more less little trucks than used to have and they need to buy new big ones. (MAN - Nijmegen, Netherlands)
- I am optimistic because we have learned that our customers want to invest more money in their business. (Volvo - Berlikum - Drachten, Netherlands)
- it depends on the winter economy of the country. Most of our work related to the season has to be strong so for example in spring we have more work than we have during the autumn and winter seasons. (Volvo - Loosdrecht, Netherlands)
- It's because of the improved economic condition and let's hope it continues. We have an Election in UK in 7 months and there could be a change of Government and if they all want to ruin it, it could be a disaster so let's just hope it stays as it is. (Volvo - Buckinghamshire, UK)
- Just a demand in the marketplace, constructions is doing well (Paccar (DAF) - Nottingham, UK)
- Just talking to the customer base, there has been no change. I'm looking at the sales numbers and there is really no change. (Scania - Groby, UK)
- We have bigger customers around my area, like the 100 plus fleets, which are making progress. (Daimler, Mercedes and Isuzu - Leicester, UK)
- just how the market goes, been busy with construction which is good, a lot of good inquiry and interest from customers who want to buy trucks (Daimler - Feltham, UK)
- Because we have the level of inquiry increasing and closing the deal 8-10 weeks with these inquiry we have positive interest from customers. (Paccar (DAF) - Guildford, UK)
- it seems to be the general confidence with lower rate deals we got, construction is booming, the level of inquiry is a bit high compared to 4-5 months ago. (MAN - Gloucester, UK)
- Picking up and perfecting EGR and SCR since 1995. Ironed out all the bugs. Euro 5 trucks that customers bought are now at the end of their useful life so they are looking to buy new trucks. (MAN - Gateshead, UK)

QUESTION 7

Have you been able to pass along the Euro 6 price increases? (In the case of Brazil, we asked about “Proconve P-7”)



	Count	Percentage
Was able to adjust	151	70%
It was difficult	51	24%
Still on Euro 5	6	3%
Not aware	7	3%
Total	215	100%

Comments:

- With the new adjustments of this technology, trucks even use less fuel which is a great sales point. So the prices are not a problem as far as it is regarded. (MAN - Lages, Brazil)
- When it was implemented in 2012, it did hurt sales but now the market has accommodated the prices. (MAN - Santo Antônio de Jesus, Brazil)
- After 2012 all trucks come equipped with this new technology and it has affected the prices even more, but there is nothing that a good sales person can't deal with. (MAN - Anapólis, Brazil)
- This hasn't affected business. People don't even like to know about this new regulation and that their trucks are running with it. (Scania - Jabotão dos Guararapes, Brazil)
- Euro 6 price increases hurt sales & negatively affected your customers + euro 6 made trucks too expensive + our customers cannot increase their transport charges to their end customers. (Daimler, Fuso trucks - FLOIRAC-BORDEAUX, France)

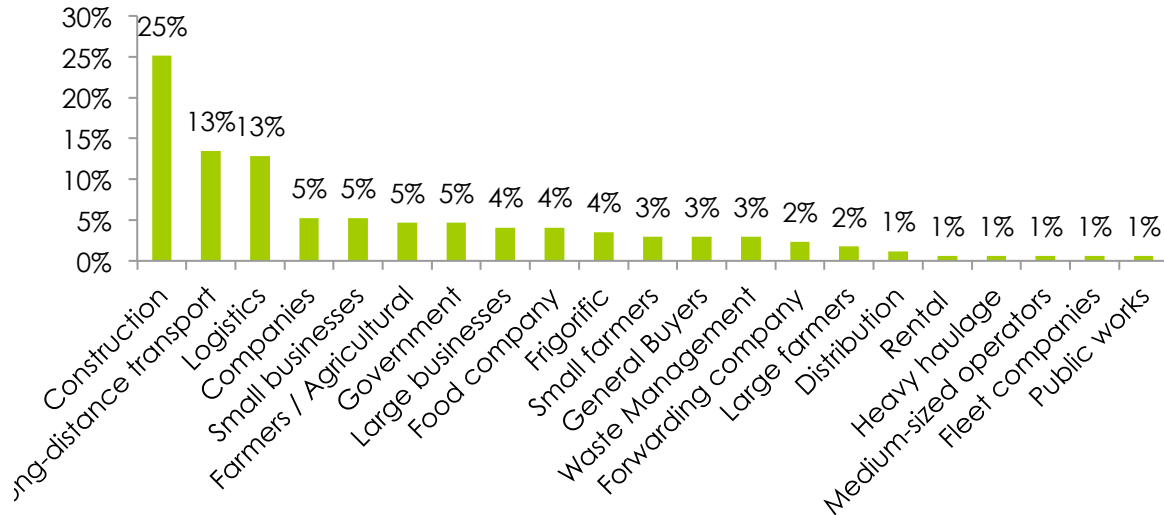
- Euro 6 price increases hurt sales + negatively affected your customers, + Euro 6 increased average truck price by 10 000 euros per unit. (Daimler, Fuso trucks - COMPIEGNE, France)
- During 1st semester 2014, we did not sell any trucks, because our customers anticipated Euro 6 price hike, so they bought Euro 5 trucks + Right now, we are just starting to sell Euro 6 trucks as our customers are obliged of renewing their truck fleets. (Renault Trucks - DINAN, France)
- Euro 6 price increases hurt sales + People anticipated Euro 6 related price hike, so they bought Euro 5 trucks in 2013, as a consequence we have less sales in 2014. (Volvo - CHAPONNAY, France)
- The customers buy much Euro 5. last year. They do not need the Euro 6 for now. Euro 6 is a good argument for the environment but not for the toll. For now the toll is the same, the government will change that soon. The toll will be cheaper for 2cent per kilometer. (Paccar (DAF) - Dortmund, Germany)
- The Euro 6. increases have no hurt or negatively affected the sales or the customers. But end of the year the customers buy much the Euro 5. No the Euro 6. is standard, we can make no change in the future. (MAN - Berlin, Germany)
- Earlier people were not happy about the Euro 6 price increase but now they are accepting it as it is everywhere and to get the latest models they have to accept it. (Daimler - Corby, UK)
- Yes we did, customers never want to pay anything extra and I think that is natural but I think the price increase have not been significant as it was perceived to be before it came in so I think customers are accepting the price increase to a level. There is an exception because the increase haven't been as it was anticipated to be 10, 000 pounds extra and reality is it almost half approx 4, 000 pound. (Scania - Nottingham, UK)
- We seem to be able to pass on the full cost so they are probably taking it little bit negative because there is a on cost but there is benefits with having Euro 6 in operational requirements. 1st they must have Euro 6 and 2nd they are better on fuels so their running cost is less. (Volvo - Carlisle, UK)
- Yes we did and people are accepting it because they don't have any other option there is no Euro 5 anymore unless they buy used vehicles. So new customers are just accepting it however, old customers still have constraint about the price increase indeed. (Scania - Leeds, UK)
- Yes we have passed on Euro 6 price increase however the reaction is negative because we have got a massive increase than Euro 5 sales back in the last year to avoid the price increase. People don't like if anything price goes up but they would accept it they will have to like it in the end because it is mandatory so we now seeing sales is picking up a little bit at the moment because of it. But they had a chance to order early and get it cheaper with Euro 5 and lot of people have taken that option up and that did a massive job on sales because they booked early. (Volvo - Warwick, UK)

- Yes, it affected us and customers. they have to accept it, it is the law, there is nothing they can do, they have to keep the business going and they got no choice, from me Euro 6 not better it's a nightmare. (Volvo - Portlethen, UK)
- Yes, oh yeah it affected customers, we have the prices went up 20% or between 15-20%, more expensive, it affected and lessened a bit of our sales. Rather pay money in tax, this encourages people to buy new trucks (Paccar (DAF) - Manchester, UK)
- Yes, a certain amount but not all, it was just originally around 10 thousand euros and we put in only around seven thousand euros. Initially there was negative talk and impression about it, it's a legislation and they come to accept it. (Paccar (DAF) - Teesway, UK)
- yes, across the board it's been every manufacturer that had passed this increase and customers had accepted it anyway. We were the first one to pass them along. (Daimler - Milton Keynes, UK)
- Yes. Many customers put off buying until this year. Most customers that bought Euro 5 and now are forced to buy Euro 6 at the higher prices. (MAN - Gateshead, UK)

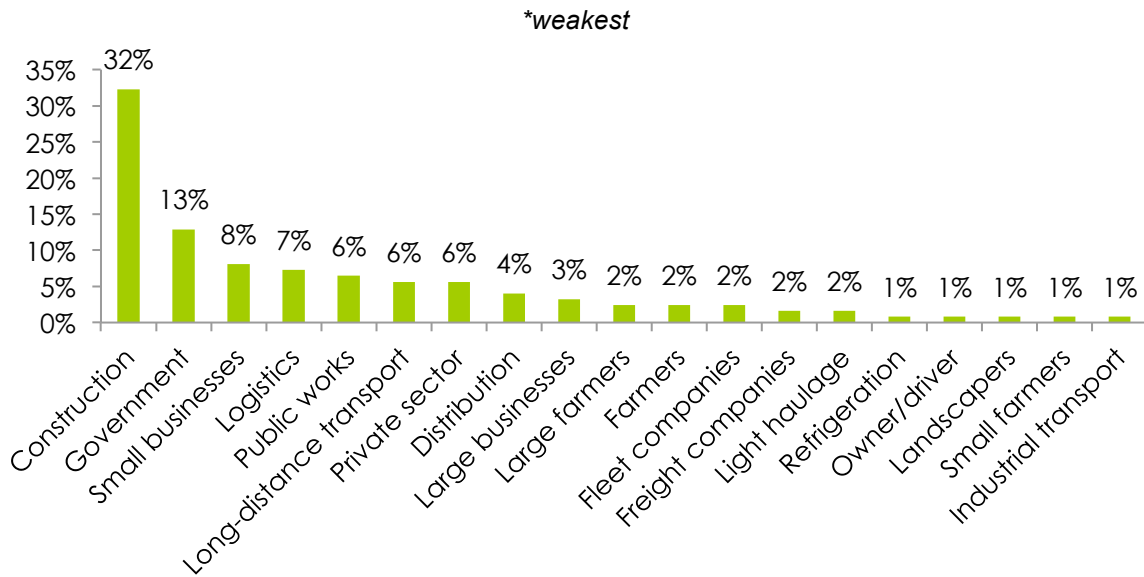
QUESTION 8

What has been your strongest & weakest type of customer in the last month or so?

**strongest*



	Count	Percentage
Construction	43	25%
Long-distance transport	23	13%
Logistics	22	13%
Companies	9	5%
Small businesses	9	5%
Farmers / Agricultural	8	5%
Government	8	5%
Large businesses	7	4%
Food company	7	4%
Frigorific	6	4%
Small farmers	5	3%
General Buyers	5	3%
Waste Management	5	3%
Forwarding company	4	2%
Large farmers	3	2%
Distribution	2	1%
Rental	1	1%
Heavy haulage	1	1%
Medium-sized operators	1	1%
Fleet companies	1	1%
Public works	1	1%
Total	171	100%

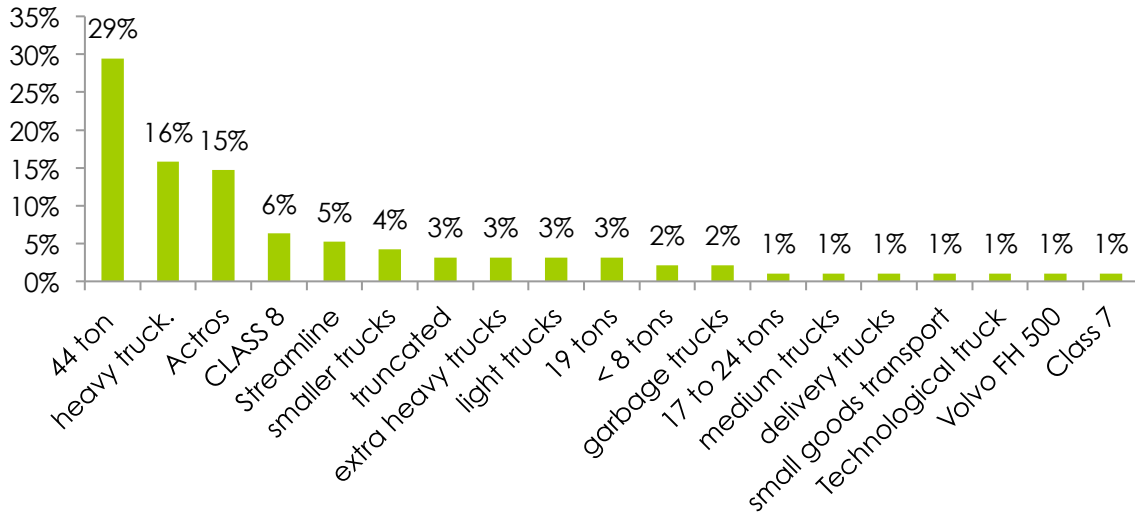


	Count	Percentage
Construction	40	32%
Government	16	13%
Small businesses	10	8%
Logistics	9	7%
Public works	8	6%
Long-distance transport	7	6%
Private sector	7	6%
Distribution	5	4%
Large businesses	4	3%
Large farmers	3	2%
Farmers	3	2%
Fleet companies	3	2%
Freight companies	2	2%
Light haulage	2	2%
Refrigeration	1	1%
Owner/driver	1	1%
Landscapers	1	1%
Small farmers	1	1%
Industrial transport	1	1%
Total	124	100%

QUESTION 9

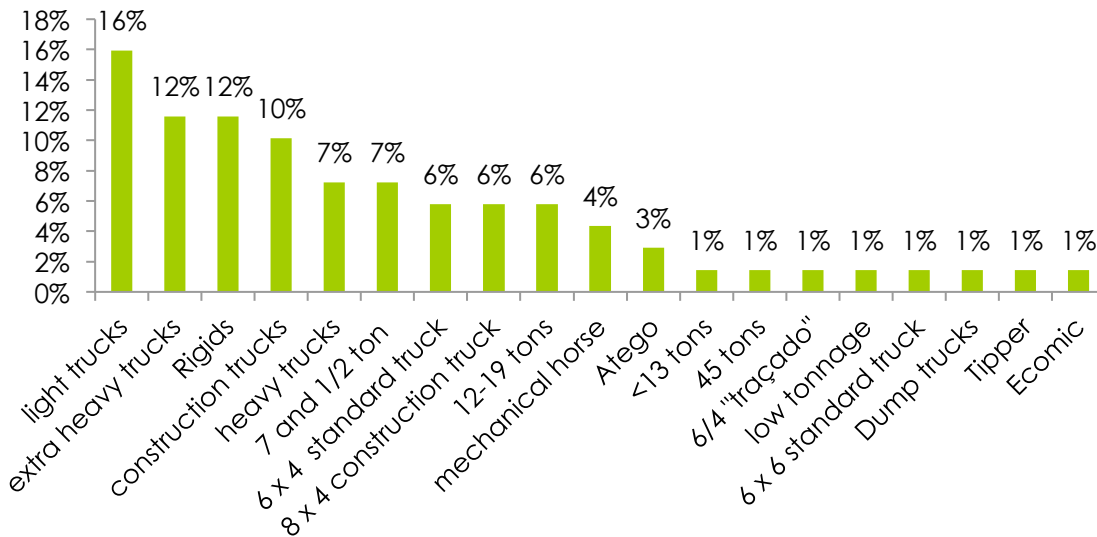
What has been your strongest & weakest type of truck the last month or so?

*strongest



	Count	Percentage
44 ton	28	29%
heavy truck.	15	16%
Actros	14	15%
CLASS 8	6	6%
Streamline	5	5%
smaller trucks	4	4%
truncated	3	3%
extra heavy trucks	3	3%
light trucks	3	3%
19 tons	3	3%
< 8 tons	2	2%
garbage trucks	2	2%
17 to 24 tons	1	1%
medium trucks	1	1%
delivery trucks	1	1%
small goods transport truck	1	1%
Technological truck	1	1%
Volvo FH 500	1	1%
Class 7	1	1%
Total	95	100%

*weakest



	Count	Percentage
light trucks	11	16%
extra heavy trucks	8	12%
Rigids	8	12%
construction trucks	7	10%
heavy trucks	5	7%
7 and 1/2 ton	5	7%
6 x 4 standard truck	4	6%
8 x 4 construction truck	4	6%
12-19 tons	4	6%
mechanical horse	3	4%
Atego	2	3%
<13 tons	1	1%
45 tons	1	1%
6/4 "traçado"	1	1%
low tonnage	1	1%
6 x 6 standard truck	1	1%
Dump trucks	1	1%
Tipper	1	1%
Ecomic	1	1%
Total	69	100%