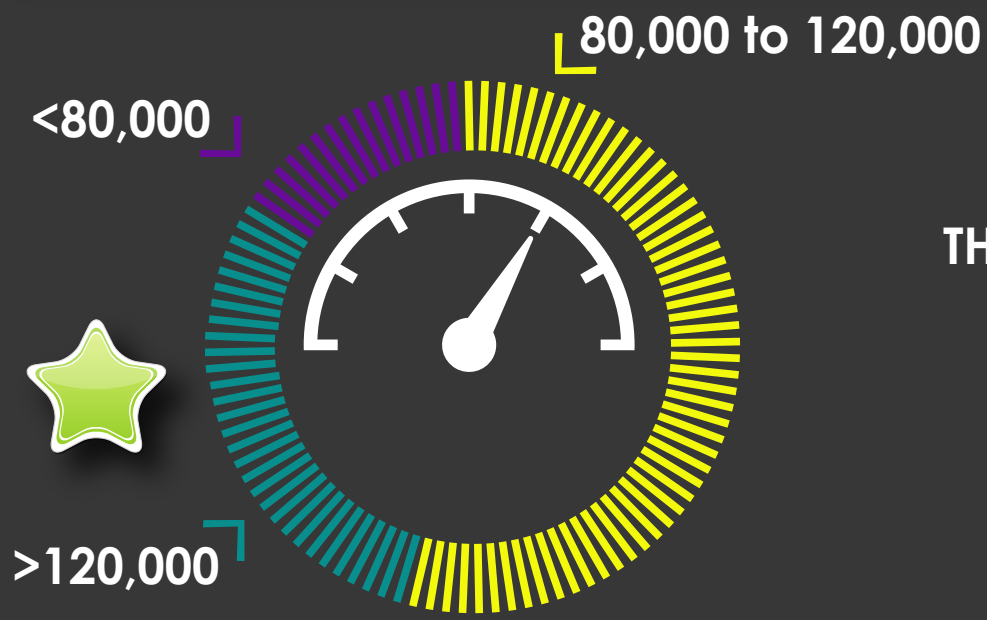


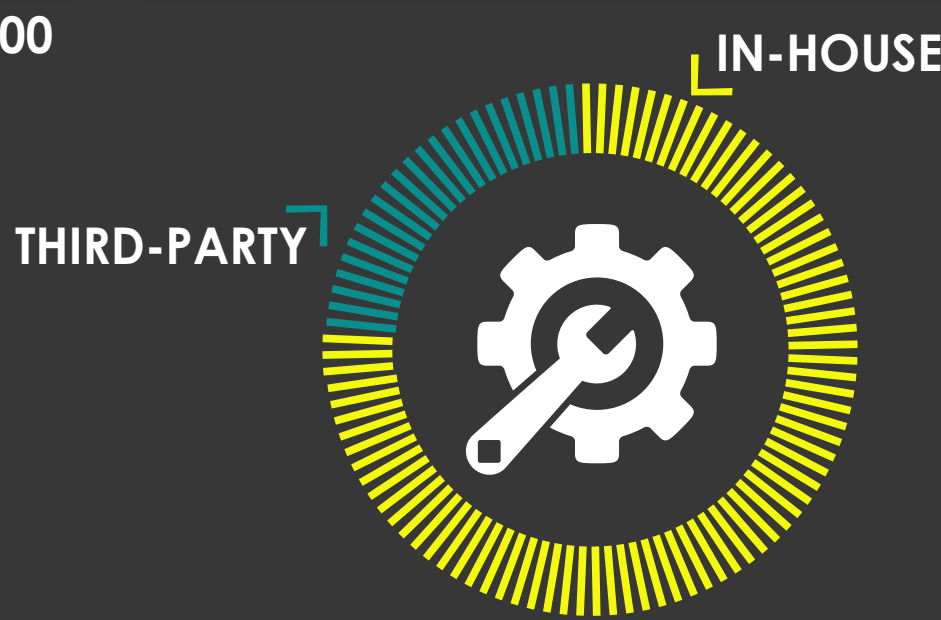


2018

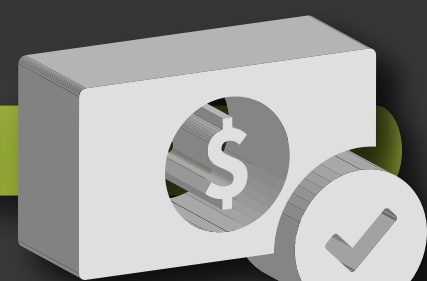
AVERAGE ANNUAL NUMBER MILES DRIVEN



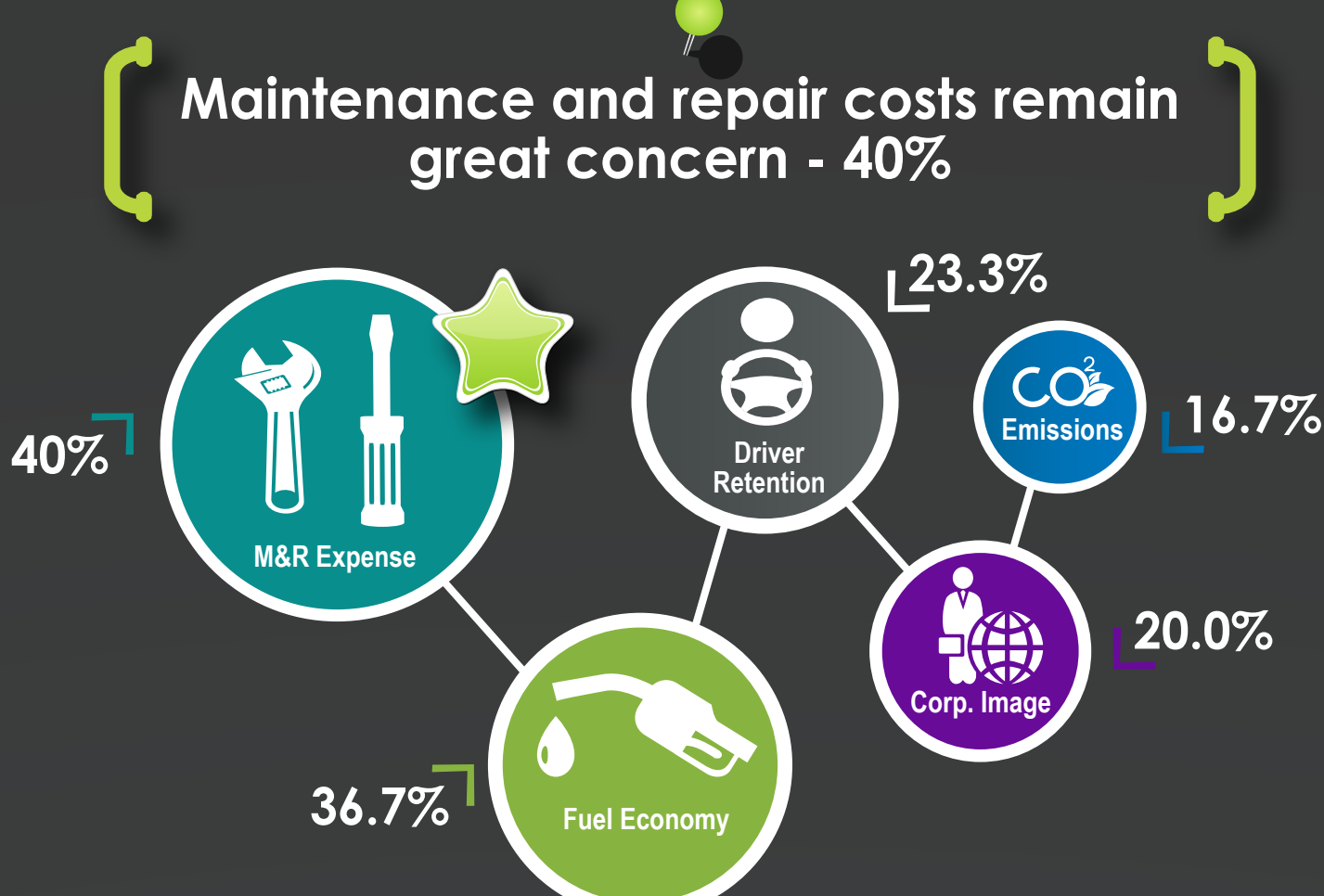
MAINTENANCE PROVIDER



ACQUISITION PRACTICES



BIGGEST MOTIVATORS TO GET NEW TRUCKS

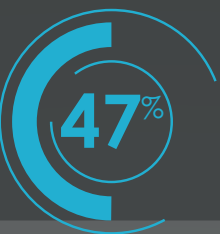


MOST BENEFICIAL IN TERMS OF DRIVER RETENTION

Safe, well-maintained truck most beneficial in driver recruitment and retention - 26.7%

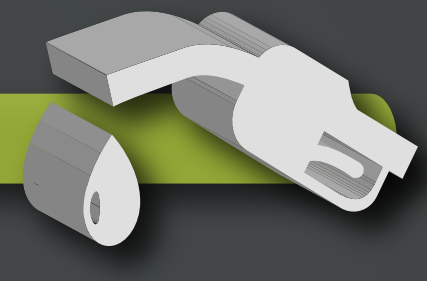


Only compensation ranked higher as most beneficial in driver retention



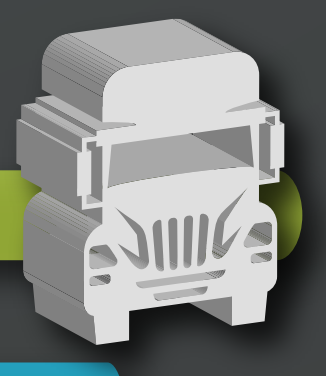
Recent tax reform & new lease accounting standards impacting their lease vs. buy decision

FUEL ECONOMY

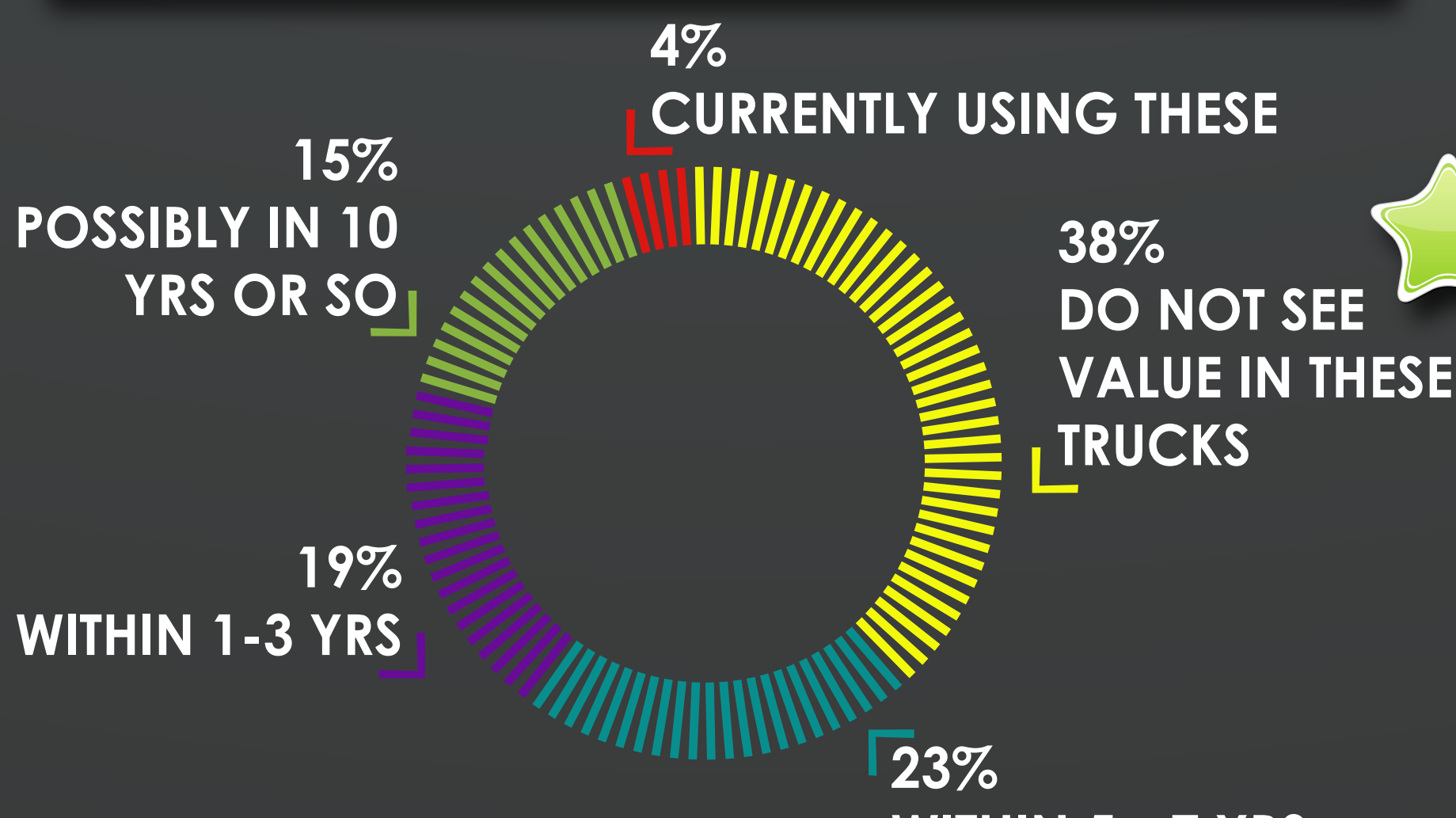


Experienced a consistent increase in fuel economy in model years 2013 or newer

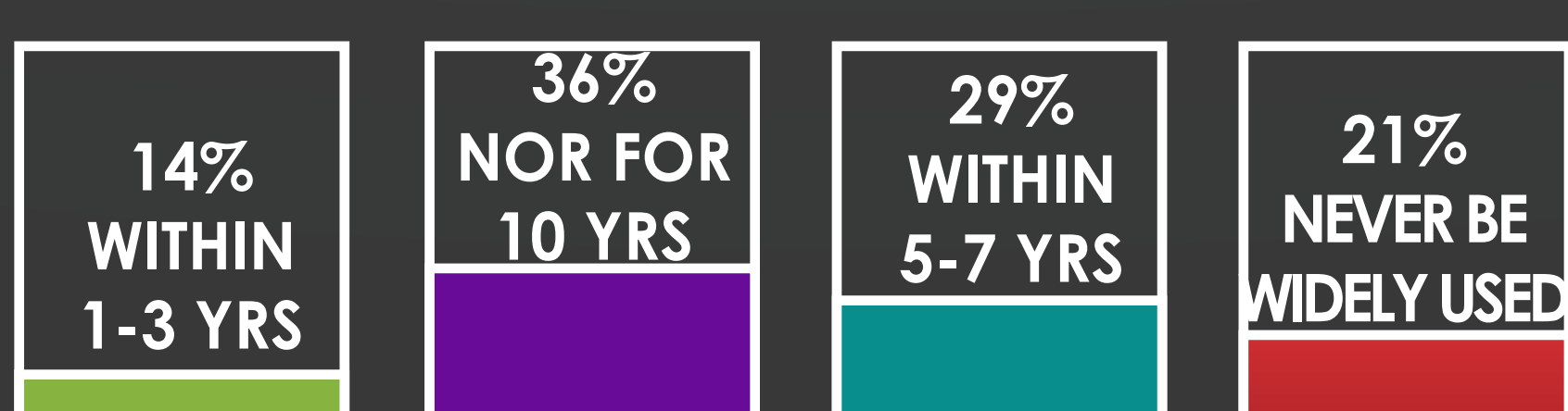
ELECTRIC AND HYDROGEN FUEL-CELL TRUCKS



WOULD YOUR COMPANY CONSIDER THESE TRUCKS FOR OVER THE ROAD IN THE FUTURE



WHEN DO YOU FEEL THESE TRUCKS AS CLASS 8 WILL BE WIDELY USED FOR OVER THE ROAD OPERATION



REASONS YOU WOULD NOT CONSIDER ELECTRIC OR HYDROGEN FUEL-CELL CLASS 8 FOR YOUR FLEET

