INSIDE THE TRUCK PURCHASING PLANS OF WESTERN CANADA’S FLEETS

### Size of heavy duty fleet

<table>
<thead>
<tr>
<th>Number of Vehicles</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 – 9 vehicles</td>
<td>36%</td>
</tr>
<tr>
<td>10 – 24 vehicles</td>
<td>23%</td>
</tr>
<tr>
<td>25 – 99 vehicles</td>
<td>23%</td>
</tr>
<tr>
<td>100 – 499 vehicles</td>
<td>13%</td>
</tr>
<tr>
<td>500+ vehicles</td>
<td>4%</td>
</tr>
</tbody>
</table>

### Fleet activities

- **Long haul**: 33%
- **Regional**: 26%
- **Urban/local**: 7%
- **Construction**: 14%
- **Forestry**: 7%
- **Other**: 22%

### Current trade-in cycle for heavy duty trucks

- 10+ years: 34%
- 8-9 years: 28%
- 6-7 years: 17%
- 3-4 years: 13%
- 2-3 years: 8%

### Percentage of HD fleet anticipate replacing by end of 2015

- No replacement: 43%
- 10% of fleet: 38%
- 20% of fleet: 9%
- 30%+ of fleet: 9%

### Percentage of HD fleet anticipate replacing in 2016

- No replacement: 25%
- 10% of fleet: 44%
- 20% of fleet: 19%
- 30%+ of fleet: 12%

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### Now Available!

**Delo® 400 XLE Synblend 10W-30**

Let’s minimize operating costs with improved fuel economy.

New Delo® 400 XLE Synblend SAE 10W-30 helps minimize operating costs by improving fuel economy up to 3.6% with short haul trucks (Class 6) and 1% with long haul trucks (Class 8) compared to SAE 15W-40 oil.¹ Plus, Delo products with ISOSYN® Technology help provide extended service protection, maximize engine durability and minimize operating costs. Learn how much your business could save on fuel costs with the new Delo Fuel Economy Calculator at ChevronDelo.com.

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¹ SAE J1721 Fuel Consumption Tests. Actual results will vary depending upon vehicle type, load and other driving conditions.

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