SIZE MATTERS

Our annual Equipment Buying Trends Survey, conducted across Canada earlier this summer, sheds light on the equipment purchasing habits and intentions of the nation’s motor carriers. The survey includes responses from every region and fleet size as well as from for-hire, private, government and lease/rental fleets. Last year carriers of all sizes started re-investing in fleet renewal. Small carriers began investing in new equipment to a large extent for the first time since the Great Recession. Class 8 truck sales up to May in the Canadian market have been strong enough to make for the fifth best sales results YTD going back to 1999. But plans for next year’s Class 8 truck purchases appear dependent on fleet size. Large (over 100 tractors) and medium sized (10-99 tractors) fleets appear to be staying the course for 2016. Only 6% of large carriers and 9% of medium-sized carriers have no plans to purchase new trucks next year, similar to their 2015 responses. But small carriers (fewer than 10 trucks) are showing a considerable difference from the previous year with 55% having no plans to purchase new trucks compared to 22% who said likewise last year.

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. 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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