

GE Capital



Industry Research Monitor

# 2011 Transportation Survey Results



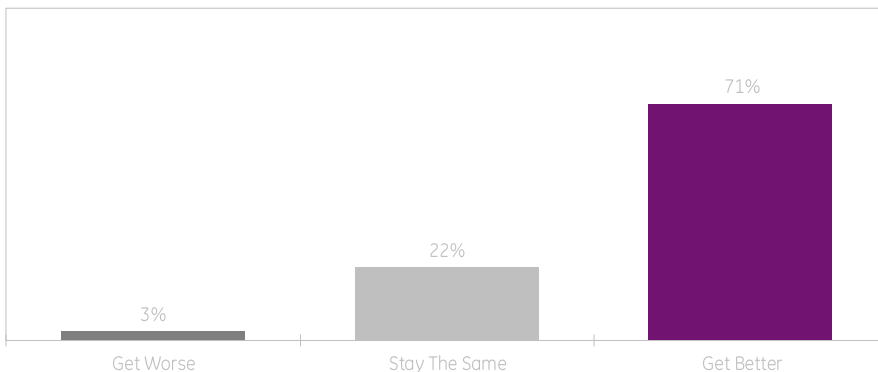
## Executive Summary

- 71% of trucking carriers believe that business conditions will improve in 2011 vs. 2010.
- The Business Index declines marginally from 85.6 in 2011 to 85.3 in 2012.
- Even though carriers maintain a tremendously positive outlook on business conditions and revenues, 57% of carriers believe that their operating rate will increase.
- 48% anticipate a decrease in competition.
- 49% of carriers expect their average fleet age to decline in 2011 likely as a result of replacing aging equipment.
- 51% of carriers state they will expand their company sleeper cab fleets in 2011 while only 25% have plans to expand their company day cab fleets. 55% anticipate expanding their trailer fleets.

## Business Index

The survey reflects the positive sentiment of the industry but also highlights some of the challenges carriers are facing with increasing operating expenses such as difficulty finding qualified drivers and the burden of complying with government regulations.

What is your overall business outlook for 2011 compared to 2010?

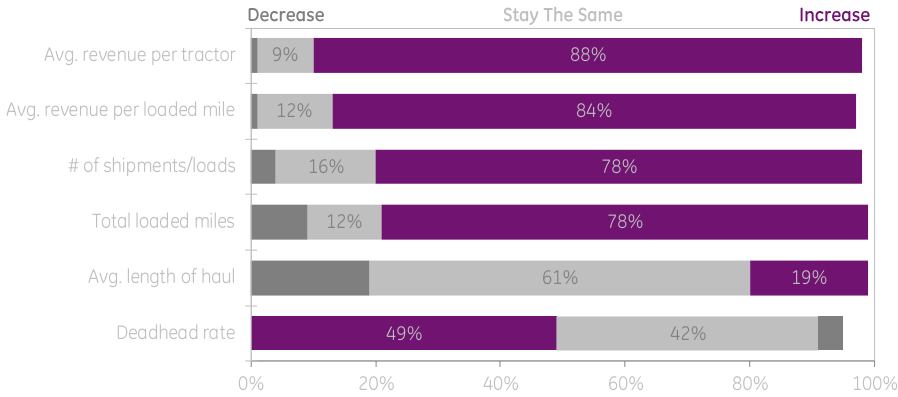


## BUSINESS OUTLOOK

71% of respondents state that they believe that conditions will get better in 2011 as compared to 2010. The 2011 Business Index stands at 85.6. An index of above 50 indicates improving business conditions while an index below 50 indicates worsening business conditions.

## Selected Survey Results

In 2011, what is your outlook for the following revenue metrics?

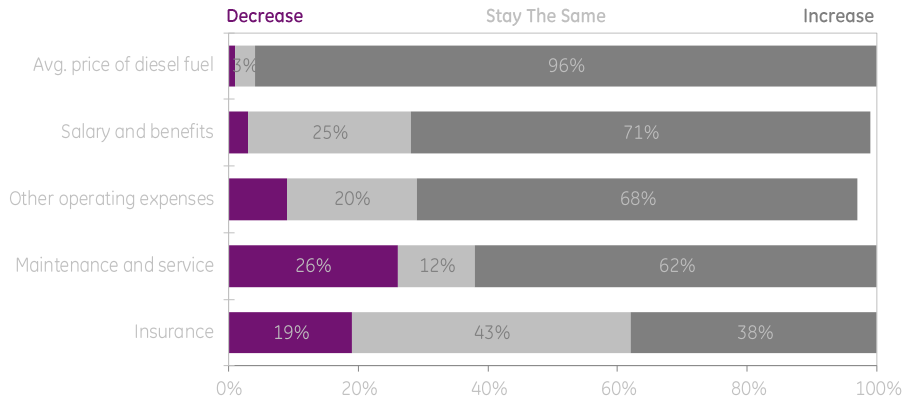


### REVENUES

Carriers were universally very positive about their revenue drivers with 88% of carriers expecting increases in average revenue per tractor and 84% anticipating increases in average revenue per loaded mile. This is a direct result of tightening capacity and increasing utilization.

In addition, carriers believe a larger percentage of their revenue improvements will come from increased rates rather than increased volumes.

In 2011, what is your outlook for the following expense metrics?

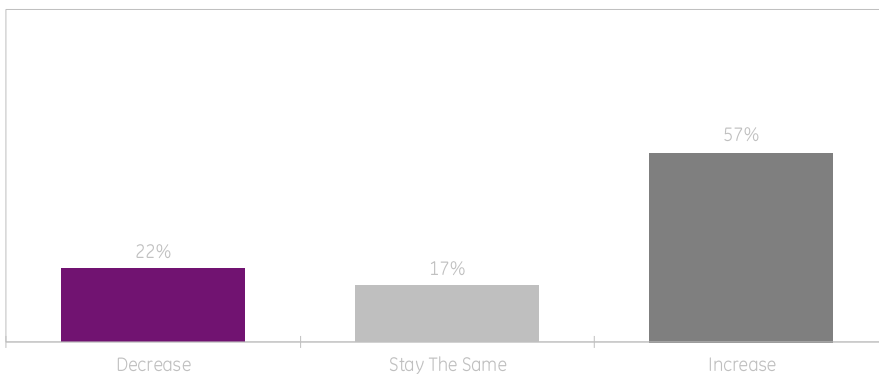


### EXPENSES

While carriers were positive about growing revenues, they were also negative about the rising cost environment. 96% of carriers expect the cost of diesel fuel to increase in 2011.

The vast majority of carriers also believe that salary, wages and benefits; other operating expenses; and maintenance and service costs will rise in 2011.

In 2011, what do you expect of your operating rate?



### OPERATING RATE

Even though carriers maintain a very positive outlook on business conditions and revenues, 57% of carriers believe that their operating rate will increase.

The rising costs of diesel fuel, recruiting and paying quality and qualified drivers as well as maintaining an aging fleet and complying with government regulations will outweigh the benefits of an improving U.S. economy.

To get a copy of the full survey results, please contact your GE sales representative or go to [www.AccessGE.com](http://www.AccessGE.com). For more information about the survey, visit [www.americas.GECapital.com](http://www.americas.GECapital.com).

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