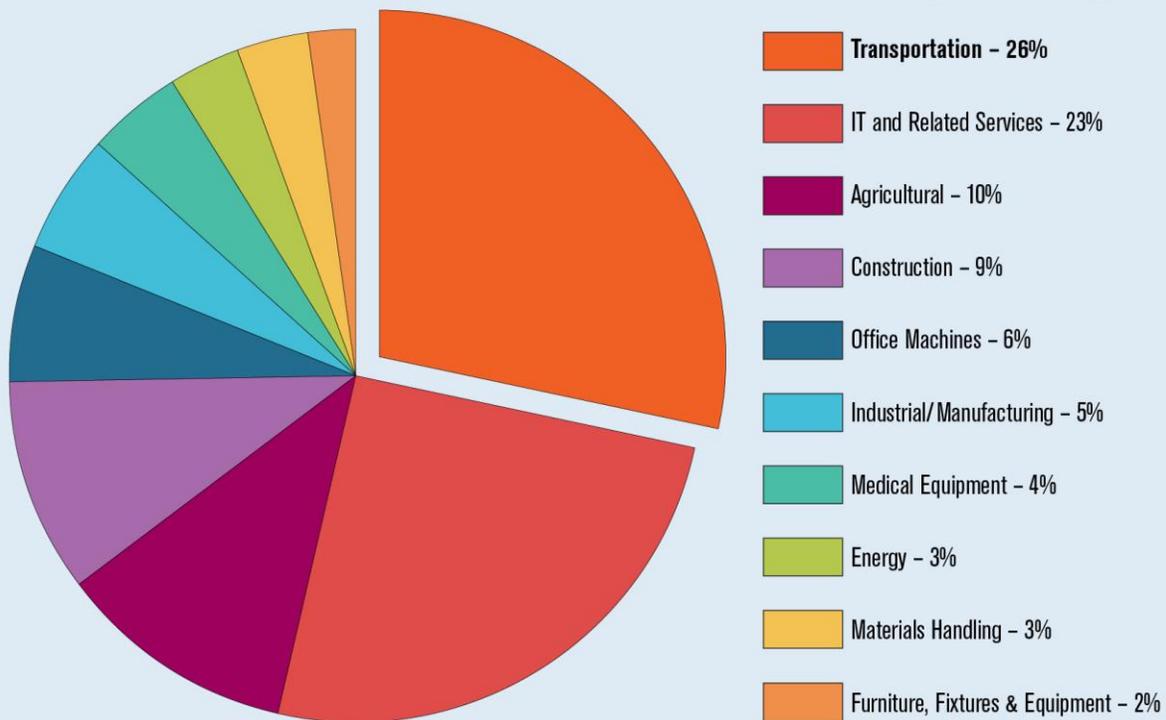


## Fact Sheet: Equipment Finance in the Trucking Industry

### EQUIPMENT FINANCE IN THE TRANSPORTATION INDUSTRY



Transportation equipment represents 26% of equipment financing new business volume in the United States.



Source: 2017 Survey of Equipment Finance Activity.

Learn how the equipment finance industry equips the transportation industry for success: [www.EquipmentFinanceAdvantage.org/Abt/facts.cfm](http://www.EquipmentFinanceAdvantage.org/Abt/facts.cfm)

### Equipment Financing Volume

According to the Equipment Leasing and Finance Association's (ELFA) [2017 Survey of Equipment Finance Activity](#), in 2016:

- As an end-user of equipment finance, the trucking industry represented 5.5% of new business volume reported by ELFA member companies, down from 7.2% in 2015.
- Trucks/trailers represented 13.3% of equipment financing new business volume reported by ELFA member companies, down from 13.9% in 2015.

The Equipment Leasing & Finance Foundation's [U.S. Equipment Finance Market Study: 2016-2017](#) reported that in 2015:

- 78% of respondents in a survey of businesses used at least one form of financing when acquiring equipment.
- This is an increase from 72% of respondents from the 2012 Foundation market study, and represents an increase in the overall propensity to finance.
- 68% of the total value of equipment and software acquired was financed, a significant increase from the previous estimate of 55% forecast in the 2012 Foundation market study.

## **Investment**

According to the Equipment Leasing & Finance Foundation's [U.S. Equipment Finance Market Study: 2016-2017](#):

- Investment in trucks increased at a 3.7% annualized rate in Q1 2017, and in July 2017 was down 4.1% year over year.
- Trucks investment growth is poised for a resurgence through the end of 2017.

## **Truck and Trailer Market**

According to the [2017 "What's Hot, What's Not"](#) Equipment Leasing Trends Report authored by Carl Chrappa of The Alta Group LLC, based on a survey of ELFA members to measure industry perceptions of equipment types:

- Truck and trailer equipment tied for fifth place in portfolio preference among equipment finance executives surveyed after ranking third last year.
- New truck sales decreased by more than 22% in 2016 and are expected to decrease again in 2017.
- New trailer shipments increased for the seventh consecutive year.
- Sales of used trucks and trailers are good, but resale values have been declining
- This sector has been aided greatly by low fuel prices and interest rates.
- There is continued optimism for this equipment type among equipment finance executives.

According to information from [FTR Transportation Intelligence](#):

- Preliminary Class 8 net orders in June 2017 increased 38% year over year and 7% month to month.
- Net trailer orders in July 2017 increased 40% year over year and decreased 29% month to month.

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## **About ELFA**

The Equipment Leasing and Finance Association (ELFA) is the trade association that represents companies in the \$1 trillion equipment finance sector, which includes financial services companies and manufacturers engaged in financing capital goods. ELFA members are the driving force behind the growth in the commercial equipment finance market and contribute to capital formation in the U.S. and abroad. Its 575 members include independent and captive leasing and finance companies, banks, financial services corporations, broker/packagers and investment banks, as well as manufacturers and service providers. For more information, please visit [www.elfaonline.org](http://www.elfaonline.org). Follow ELFA on Twitter @ELFAonline.

ELFA is the premier source for statistics and analyses concerning the equipment finance sector. Please visit [www.elfaonline.org/Data/](http://www.elfaonline.org/Data/) for additional information.

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ELFA believes that information and education about available options regarding investment in equipment are important to all businesses. ELFA offers resources, including a loan/lease comparison, a glossary of terms, an analysis to help determine suitable financing options, videos and topical bylined articles available for reprint free of charge, at [www.EquipmentFinanceAdvantage.org](http://www.EquipmentFinanceAdvantage.org)

**Media Contact:**

Amy Vogt, Vice President, Communications and Marketing, ELFA  
202-238-3438  
[avogt@elfaonline.org](mailto:avogt@elfaonline.org)