

10-Year Refrigerated Trailer Residual Value Comparison

Trailer Model Year	Manufacturer	Base Trailer Information	Refrigeration Unit	Manufacturer	Reefer Hours	Price	Source
2005	Wabash	53x102 Air Ride	Ultra XT	Carrier	11,871	\$10,100.00	TruckPaper.com
2005	Great Dane	53x102 Super Seal	SB210 Whisper	Thermo King	19,401	\$23,900.00	greatdanetrailers.com
2005	Great Dane	53x102 Air Ride	SB310	Thermo King	17,322	\$18,500.00	TruckPaper.com
2005	Utility	53x102 Air Ride 3000R	Ultra XTC	Carrier	6,754	\$17,990.00	mylittlesalesman.com
2006	Wabash	53x102	Ultra XT	Carrier	9,571	\$14,100.00	TruckPaper.com
2006	Utility	53x102	SB210	Thermo King	14,083	\$21,900.00	Commercial Truck Trader
2006	Great Dane	53x102 Air Ride	Ultra XTC	Carrier	15,000	\$17,949.00	TruckPaper.com
2006	Great Dane	53x102 Air Ride	SB210	Thermo King	15,000	\$23,900.00	Rock and Dirt.com
2007	Utility	53x102 Air Ride	SB210	Thermo King	13,297	\$17,400.00	TruckPaper.com
2007	Great Dane	53x102 Air Ride	SB210	Thermo King	15,057	\$17,950.00	greatdanetrailers.com
2007	Utility	53x102 Air Ride	SB210	Thermo King	16,436	\$12,000.00	TruckPaper.com
2007	Utility	53x102 Air Ride	SB210	Thermo King	13,250	\$31,000.00	Rock and Dirt.com
2007	Utility	48X102 Air Ride, Side Dr and Liftgate	SB210	Thermo King	8,337	\$31,750.00	Commercial Truck Trader
2007	Utility	53x102 Air Ride	X2100A	Carrier	12,433	\$27,250.00	Commercial Truck Trader
2007	Utility	48X102 Air Ride, Side Dr and Liftgate	X2100A	Carrier	26,966	\$11,500.00	Commercial Truck Trader
2007	Utility	53x102 Air Ride	SB210	Thermo King	11,115	\$32,500.00	Commercial Truck Trader
2007	Utility	53x102 Air Ride	X2100A	Carrier	11,989	\$27,500.00	Commercial Truck Trader
2007	Wabash	53x102 Air Ride	Ultra XT	Carrier	12,000	\$23,900.00	Equipment Trader.com
2007	Great Dane	53x102 Air Ride	Ultra XT	Carrier	11,297	\$18,500.00	TruckPaper.com
2007	Great Dane	53x102 Air Ride Super Seal	Ultra XTC	Carrier	18,153	\$17,800.00	TruckPaper.com
2008	Great Dane	53x102 Air Ride	X2100A	Carrier	6,481	\$32,000.00	greatdanetrailers.com
2008	Utility	53x102 Air Ride	X2100A	Carrier	6,833	\$25,100.00	TruckPaper.com
2008	Utility	53x102 Air Ride	X2100A	Carrier	7,232	\$19,600.00	TruckPaper.com
2008	Great Dane	53x102 Super Seal Air Ride	X2100	Carrier	11,656	\$27,300.00	Great Dane Dealer
2008	Great Dane	53x102 Super Seal	X2500A	Carrier	12,151	\$27,300.00	greatdanetrailers.com
2008	Great Dane	48x96 Air Ride	SB230	Thermo King	19,083	\$17,500.00	Truckertotrucker.com
2008	Wabash	53x102 Air Ride	2500A	Carrier	6000-8000	\$28,000.00	TruckPaper.com
2008	Utility	53x102 Air Ride 3000R	SB210	Thermo King	11,000	\$31,000.00	American Trucker.com
2008	Hyundai	53x102 Air Ride	SB210	Thermo King	5,810	\$31,900.00	Rock and Dirt.com
2008	Utility	53x102 Air Ride	SB210	Thermo King	10,913	\$32,900.00	Rock and Dirt.com
2008	Utility	53x102 Air Ride	SB210	Thermo King	8,987	\$34,500.00	TruckPaper.com
2008	Utility	53x102 Air Ride/Liftgate	SB210	Thermo King	8,676	\$32,250.00	TruckPaper.com
2009	Wabash	53x102 Air Ride	2500A	Carrier	9,000	\$26,500.00	Commercial Truck Trader
2009	Wabash	53x102 Air Ride	2500A	Carrier	9,000	\$26,500.00	Commercial Truck Trader
2009	Wabash	53x102 Air Ride	Carrier Ultra XTC	Carrier	10,795	\$24,400.00	TruckPaper.com
2009	Great Dane	53x102 Super Seal Air Ride	X2100A	Carrier	17,681	\$26,500.00	greatdanetrailers.com
2009	Utility	48x102	SB210 Whisper	Thermo King	25,464	\$19,750.00	Truckertotrucker.com
2009	Utility	53x102 Air Ride	SB210 Whisper	Thermo King	8,400	\$35,900.00	Next Truck Online
2009	Great Dane	53x102 Air Ride Super Seal	SB210 Whisper	Thermo King	10,500	\$34,900.00	TruckPaper.com
2009	Great Dane	53x102 Air Ride	SB210 Whisper	Thermo King	12,500	\$29,950.00	American Trucker.com
2010	Great Dane	53x102 Air Ride	2100A	Carrier	7,000	\$38,900.00	greatdanetrailers.com
2010	Utility	53x102 Air Ride	2100A	Carrier	7,965	\$37,750.00	Truckertotrucker.com
2010	Wabash	53x102 Air Ride	2500A	Carrier	8,000	\$36,500.00	Truckertotrucker.com
2010	Utility	53x102 Air Ride	X2100	Carrier	8,658	\$37,250.00	truckertotrucker.com
2010	Great Dane	53x102 Air Ride	SB230 Whisper	Thermo King	11,000	\$39,900.00	greatdanetrailers.com
2010	Utility	53x102 Air Ride	SB210	Thermo King	5,500	\$39,500.00	Fleet Advantage
2010	Utility	53x102 Air Ride	SB210	Thermo King	7,987	\$39,900.00	Commercial Truck Trader
2010	Great Dane	53x102 Air Ride	SB210	Thermo King	9,831	\$32,950.00	American Trucker.com
2011	Great Dane	52x102 Super Seal Air Ride	SB210	Thermo King	4,682	\$39,000.00	Great Dane Dealer
2011	Great Dane	53x102 Air Ride	2500A	Carrier	7,000	\$42,900.00	Truckertotrucker.com
2011	Utility	53x102 Air Ride	SB210	Thermo King	14,000	\$42,000.00	Truckertotrucker.com
2011	Utility	53x102 Air Ride	X2100A	Carrier	14,292	\$35,500.00	truckpaper.com
2012	Great Dane	53x102 Air Ride	2500A	Carrier	7,000	\$47,500.00	Truckertotrucker.com
2012	Utility	48X102 Air Ride	SB230	Thermo King	2,980	\$53,500.00	truckpaper.com
2013	Utility	53x102 Air Ride	SB230	Thermo King	558	\$55,000.00	Commercial Truck Trader
2013	Utility	53x102 Air Ride	X2100A Stealth	Carrier	1,503	\$49,900.00	Commercial Truck Trader
2013	Utility	53x102 Air Ride	SB230 Whisper	Thermo King	8,810	\$46,000.00	Commercial Truck Trader
2013	Hyundai	53x102 Air Ride	X2100A Stealth	Carrier	6,320	\$44,900.00	Rock and Dirt.com
Residual Analysis							
7 Year Re-Sale Analysis		\$508,250.00	Total Dollars Thermo King		\$919,100.00	10 Year Re-Sale Analysis	
- 7.7% residual value advantage or - \$2800 difference per trailer		\$475,000.00	Total Dollars Carrier		\$820,889.00	- 12% residual value advantage or - \$3300 difference per trailer	
		\$33,250.00	Difference in total Dollars		\$98,211.00		
		\$2,557.69	Difference per Trailer (29)		\$3,386.59		
		7.0%	Total Dollar Percentage Difference		12.0%		

The data and averages provided herein are based upon selected sales of trailers/reefers at a particular time. Data and averages may vary based upon the sale of specific trailers/reefers at a given time.