
Off-Highway Research

The Global Volume & Value Service



The Global Volume & Value Service **PLUS**

A Subscription Service



THE GLOBAL VOLUME & VALUE SERVICE

Off-Highway Research's **Global Volume & Value Service** is a powerful market-sizing tool, covering 16 products and 19 major countries, plus the rest of the world. It provides annual sales data by product, by country in both unit (volume) and US\$ (value) terms.

The premium **Global Volume & Value Service PLUS** breaks data down further, with sales volumes and values given by up to six weight/size classes per product type in each of the 19 individual countries covered. This provides 524 data points per year, compared to 224 in the standard Service. Such a rich pool of information is of particular interest to clients who require a deeper and more detailed knowledge of international markets.

Both the Global Volume & Value Service and Global Volume & Value Service PLUS are now accessed via Off-Highway Research's on-line and PC download databases, for seamless integration with our other Database Services. Our intuitive database package allows clients to quickly and simply build searches. These functions make market analysis fast and efficient, and allow different scenarios to be easily modelled. Data is updated and forecasts refined at least twice per year, giving subscribers access to the latest market intelligence and outlook.

Our standard single-site licence allows for up to five individual users based in one location. If you require further access rights, please enquire about our multi and global site licence packages.

APPLICATIONS

- Establish market sizes, trends and forecasts by product type
- Establish market size by weight class with the PLUS service
- Identify growth and new market opportunities
- Identify the industry trends which relate to your business
- Inform and motivate your sales force

ACCESSING THE SERVICE

- Access to Off-Highway Research's databases is via our online client portal.
- The databases are also available as a bespoke PC software download for offline working. Both versions allow clients to manipulate data and export it direct to Excel or as a delimited flatfile for easy integration with other analytical tools.
- Off-Highway Research's Database Services are available in Chinese, English, French, German, Japanese, Italian and Spanish.

THE SERVICE OFFERS

- Five years' historic sales by product, by country
- Five-Year sales forecast by product, by country
- Retail sales in unit and US Dollar terms

GEOGRAPHIC COVERAGE

| | |
|---------|-------------------|
| Austria | Japan |
| Belgium | Netherlands |
| China | North America |
| Denmark | Norway |
| Finland | Portugal |
| France | Spain |
| Germany | Sweden |
| India | Switzerland |
| Ireland | UK |
| Italy | Rest of the World |

PRODUCT COVERAGE

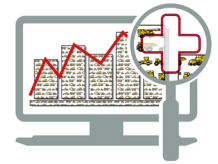
- Articulated Dump Trucks
- Asphalt Finishers
- Backhoe Loaders
- Crawler Dozers
- Crawler Excavators
- Crawler Loaders
- Mini Excavators
- Motor Graders
- Motor Scrapers
- Rigid Dump Trucks
- Rough Terrain Lift Trucks
 - Masted
 - Telescopic
- Skid-Steer Loaders
- Wheeled Excavators
- Wheeled Loaders Under 80 HP
- Wheeled Loaders Over 80 HP

ALL DATABASE
PRODUCTS INCLUDE
A FIVE-YEAR SALES
FORECAST



THE GLOBAL VOLUME & VALUE SERVICE PLUS

BREAKDOWNS BY PRODUCT GROUP AND REGION



| | | Size Class Breakdowns Available by Region | | | | | North America | Rest of the World |
|-------------------------|---------------------------|---|------------|-----------|-----------|-----------|---------------|-------------------|
| Product | Criteria | China | Europe | India | Japan | | | |
| ARTICULATED DUMP TRUCKS | Payload (Tonnes) | <30 | <25 | <30 | <25 | <25 | All | |
| | | >30 | 25-35 | >30 | 25-35 | 25-35 | | |
| | | | >35 | | >35 | >35 | | |
| ASPHALT FINISHERS | Engine Power (HP) | 60-120 | 60-120 | 60-120 | 60-120 | 60-120 | All | |
| | | 120-280 | 120-280 | 120-280 | 120-280 | 120-280 | | |
| BACKHOE LOADERS | Engine Power (HP) | <85 | <85 | <85 | <85 | <85 | All | |
| | | >85 | >85 | >85 | >85 | >85 | | |
| CRAWLER DOZERS | Engine Power (HP) | <120 | 80-105 | <120 | 80-105 | 80-105 | All | |
| | | 120-140 | 106-190 | 120-150 | 106-190 | 106-190 | | |
| | | 140-170 | 191-450 | 150-200 | 191-450 | 191-450 | | |
| | | 170-220 | | 200-250 | | | | |
| | | >220 | | >250 | | | | |
| CRAWLER EXCAVATORS | Operating Weight (Tonnes) | 6.1-8.0 | 6.1-12.0 | 6.1-12.0 | 6.1-12.0 | 6.1-12.0 | All | |
| | | 8.1-19.0 | 12.1-16.0 | 12.1-19.0 | 12.1-16.0 | 12.1-19.0 | | |
| | | 19.1-21.0 | 16.1-20.0 | 19.1-22.0 | 16.1-21.0 | 19.1-25.0 | | |
| | | 21.1-25.0 | 20.1-25.0 | 22.1-32.0 | 21.1-25.0 | 25.1-33.0 | | |
| | | 25.1-30.0 | 25.1-30.0 | 32.1-50.0 | 25.1-30.0 | 33.1-50.0 | | |
| | | 30.1-39.0 | >30 | >50 | >30 | >50 | | |
| CRAWLER LOADERS | Engine Power (HP) | All | All | All | All | <105 | All | |
| | | | | | | >105 | | |
| MINI EXCAVATORS | Operating Weight (Tonnes) | 0.8-2.0 | 0.8-2.0 | 0.8-2.0 | 0.8-2.0 | 0.8-2.0 | All | |
| | | 2.1-4.0 | 2.1-4.0 | 2.1-4.0 | 2.1-4.0 | 2.1-4.0 | | |
| | | 4.1-6.0 | 4.1-6.0 | 4.1-6.0 | 4.1-6.0 | 4.1-6.0 | | |
| MOTOR GRADERS | Engine Power (HP) | 110-174 | 110-145 | 110-174 | 110-145 | 110-145 | All | |
| | | 175-200 | 125-200 | 175-200 | >145 | 125-200 | | |
| | | 200-250 | 201-250 | 200-250 | | 201-250 | | |
| MOTOR SCRAPERS | | All | All | All | All | All | All | |
| RIGID DUMP TRUCKS | Payload (Tons) | 20-30 | (35-45) | 20-30 | 35-45 | 20-40 | All | |
| | | 31-50 | 50-65 | 31-50 | 50-65 | 41-75 | | |
| | | 51-100 | 80-100 | 51-100 | 80-100 | 76-105 | | |
| | | >100 | | >100 | | 105-200 | | |
| | | | | | >200 | | | |
| RTLTL (MASTED) | | All | All | All | All | All | All | |
| RTLTL (TELESCOPIC) | Reach Height (m) | <7 | <7 | <7 | <7 | <7 | All | |
| | | 7.0-11.0 | 7.0-11.0 | 7.0-11.0 | 7.0-11.0 | 7.0-11.0 | | |
| | | 11.0-15.0 | 11.0-15.0 | 11.0-15.0 | 11.0-15.0 | 11.0-15.0 | | |
| | | >15 | >15 | >15 | >15 | >15 | All | |
| SKID-STEER LOADERS | Rated Capacity (kg) | <450 | <560 | <450 | <560 | <560 | | |
| | | 450-700 | 560-800 | 450-700 | 560-800 | 560-800 | | |
| | | 700-900 | >800 | 700-900 | >800 | >800 | | |
| | | >900 | | >900 | | | | |
| WHEELED EXCAVATORS | Operating Weight (Tonnes) | 12.1-19.0 | 6.1-15.0 | 12.1-19.0 | 6.1-15.0 | <19 | All | |
| | | 19.1-22.0 | -15.1-19.0 | 19.1-22.0 | 15.1-19.0 | >19 | | |
| | | >22 | >19 | >22 | >19 | | | |
| WHEELED LOADERS <80 HP | Engine Power (HP) | 61-80 | 30-60 | 30-60 | 30-60 | 30-60 | All | |
| | | | 61-80 | 61-80 | 61-80 | 61-80 | | |
| WHEELED LOADERS >80 HP | Engine Power (HP) | 80-100 | 80-125 | 80-100 | 80-125 | 80-120 | All | |
| | | 100-150 | 126-190 | 100-150 | 126-190 | 120-200 | | |
| | | 150-200 | 190-250 | 150-200 | 190-250 | 200-250 | | |
| | | 200-220 | >250 | 200-220 | >250 | 250-300 | | |
| | | >220 | | >220 | | >300 | | |



Off-Highway Research

HEAD OFFICE

Chris Sleight

Off-Highway Research
Southfields, Southview Road,
Wadhurst, East Sussex,
TN5 6TP,
United Kingdom
T: +44 (0)1892 786 205
E: chris.sleight@offhighway.co.uk
www.offhighway.co.uk

CHINA OFFICE

SHI Yang

Off-Highway Research
Room 2102, Air China Plaza
No.36 Xiaoyun Road,
Chaoyang District
Beijing 100027, China
T: +86 10 8447 5877
E: mail@offhighway.com.cn
www.offhighway.co.uk

INDIA OFFICE

Samir Bansal

Off-Highway Research India
Flat No. 111,
Chiranjiv Tower
43, Nehru Place
New Delhi – 110019, India
T: +91 11 4652 5671 - 73
E: mail@offhighway.co.in
www.offhighway.co.uk

SALES OFFICES

GLOBAL

Simon Battersby

Sales Account Manager
T: +44 (0)1892 786 232
E: simon.battersby@offhighway.co.uk
www.offhighway.co.uk

FRANCE & BELGIUM

Hamilton Pearman

T: +33 1 45 93 08 58
E: hpearman@wanadoo.fr

ITALY

Fabio Potesta

Mediapoint and Exhibitions
T: +39 010.5704948
E: info@mediapointsrl.it
www.mediapointsrl.it

JAPAN

Michihiro Kawahara

Rayden Research Limited
T: +81 3 3212 3671
E: kawahara@ff.ij4u.or.jp
www.rayden.jp

TURKEY

Emre Apa

Apa Yayıncılık Ltd
T: +90 216 302 53 82
E: emre.apa@apayayincilik.com.tr
www.apayayincilik.com.tr

USA

Charles R. Yengst

Yengst Associates
T: +1 203 762 8096
E: mail@yengstassociates.com
www.yengstassociates.com

More information at:

www.offhighway.co.uk

Buy online at:

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