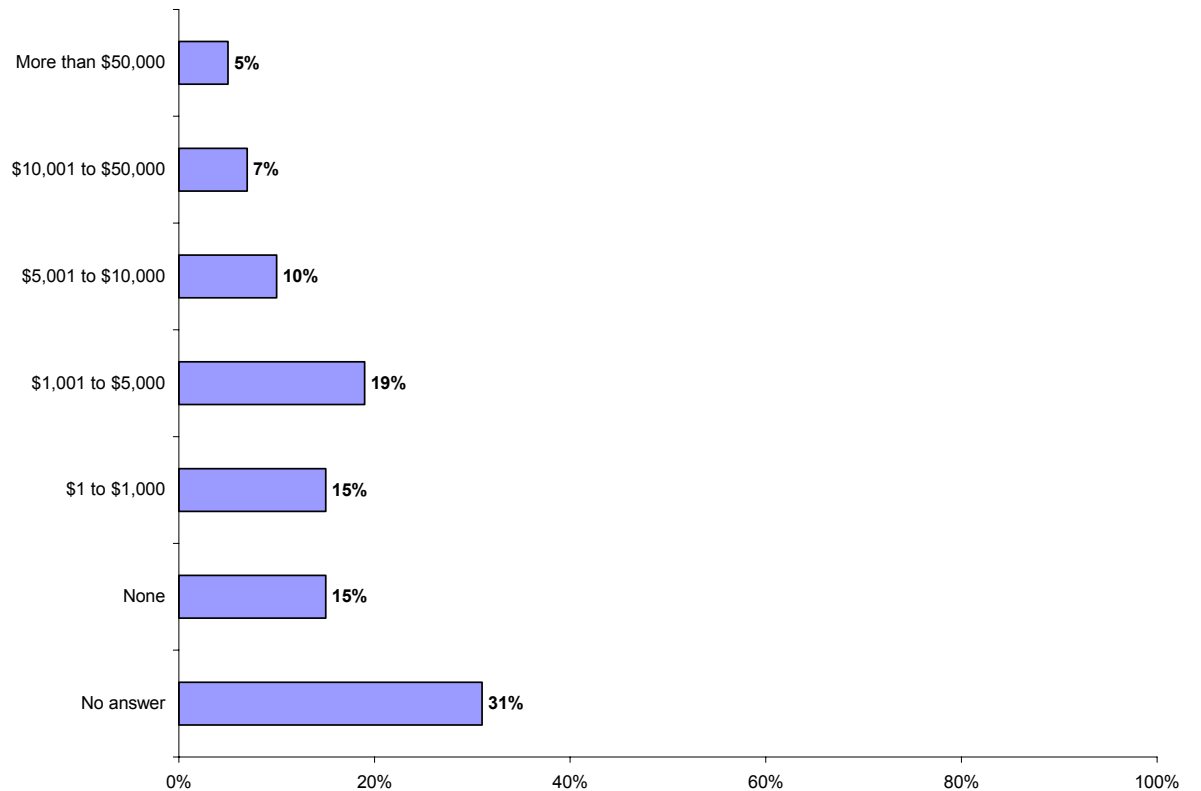


The average equipment maintenance budget among respondents is \$25,631.

Nearly one in four respondents spends over \$5,000 annually on equipment maintenance.

Annual Construction Equipment Maintenance Budget

- What is your company's annual construction equipment maintenance budget?



Base = all respondents, or 145.

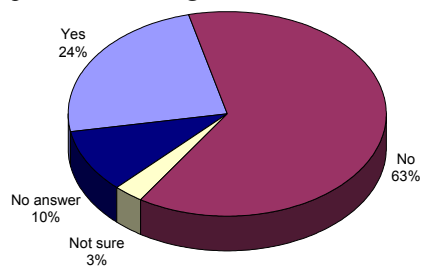
Nearly one in four respondents has made an online construction equipment purchase in the past year.

Among respondents who have made online purchases, 29% indicate that more than 25% of their equipment purchases have been via the Internet.

The majority of respondents who have made online equipment purchases in the past year (51%) expect the percentage of online purchases to increase in the coming year. An additional 31% expect the percentage to remain the same. (See table on page 21).

Online Construction Equipment Purchases

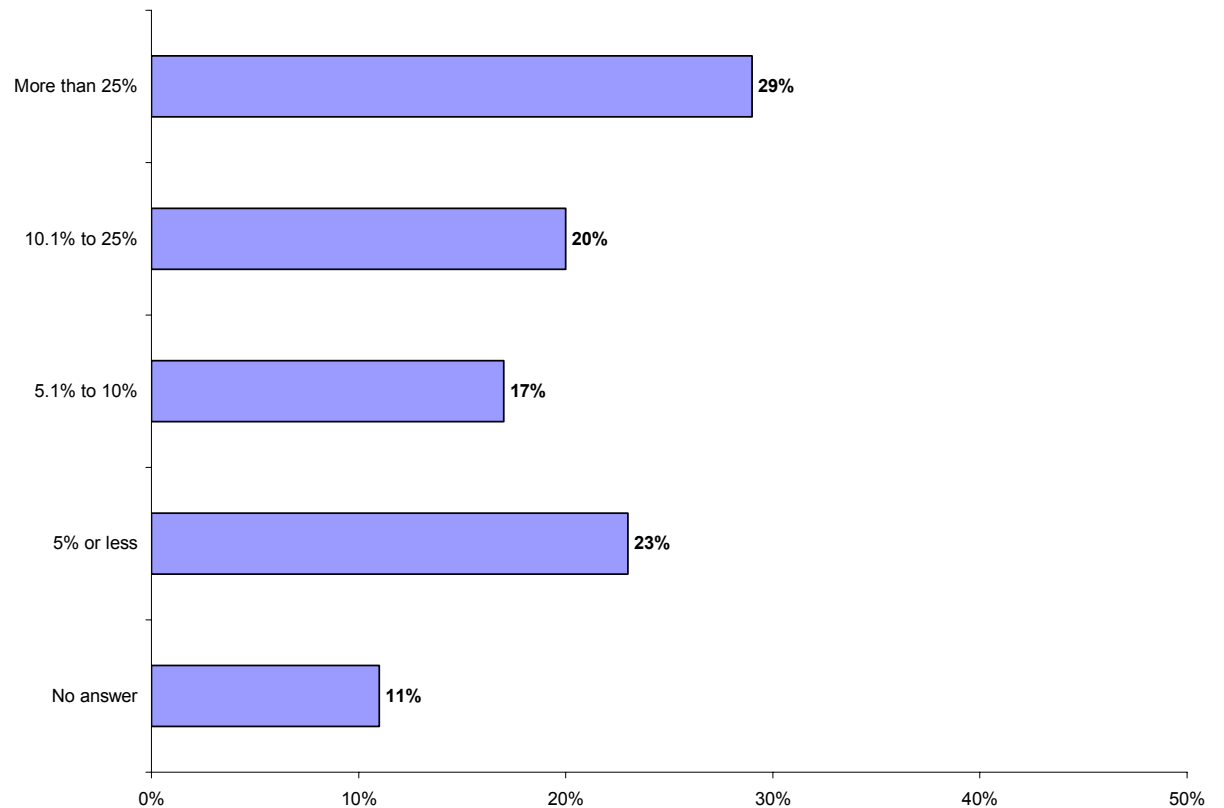
- Within the last year, did your company make any construction equipment purchases through an online vendor?



Base = all respondents, or 145.

Percent of Purchases from Online Vendor

- What percentage of the total value of construction equipment purchases would you say your company made through an online vendor?



Base = respondents who have purchased construction equipment through an online vendor, or 35.