

# THE GLOBAL VOLUME AND VALUE SERVICE



# THE GLOBAL VOLUME & VALUE SERVICE **PLUS**

## WHAT IS IT?

- Annual sales data by product, by country in unit and US Dollar terms
- Coverage of 15 equipment types and 19 individual countries
- Global market size by equipment type
- PLUS service - breakdown by up to six size classes per equipment type
- Five-year sales forecasts

## APPLICATIONS

- Establish market sizes
- Establish market sizes by weight class with the PLUS service
- Identify growth and new market opportunities
- Identify market opportunities
- Use forecasts to inform strategic plans

# THE GLOBAL VOLUME & VALUE SERVICE

Off-Highway Research's **Global Volume & Value Service** is a powerful market-sizing tool, covering 15 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 Dollar (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.

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.

## ACCESSING THE SERVICE

Data is accessed via our online database, downloadable PC application for offline working or as a .CSV file. Our intuitive database package allows clients to quickly and easily build searches, making market analysis a fast and efficient task. Both the online and offline databases allow clients to manipulate data and export it directly as an Excel worksheet for easy integration with other analytical tools.

The basic Global Volume & Value Service is also available as an Excel workbook and .PDF document.

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**Off-Highway Research's database services are available in Chinese, English, French, German, Italian, Japanese and Spanish.**



## EQUIPMENT COVERAGE

- Articulated dump trucks
- Asphalt finishers
- Backhoe loaders
- Crawler dozers
- Crawler excavators
- Crawler loaders
- Mini excavators
- Motor graders
- Rigid dump trucks
- Rough terrain lift trucks
  - Masted
  - Telescopic (telehandlers)
- Skid-steer loaders
- Wheeled excavators
- Wheeled loaders under 80 HP
- Wheeled loaders over 80 HP

## GEOGRAPHIC COVERAGE

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

For more information and to request access to the trial version of our database, go to:

**[www.offhighwayresearch.com](http://www.offhighwayresearch.com)**

or contact:

**[mail@offhighwayresearch.com](mailto:mail@offhighwayresearch.com)**

# THE GLOBAL VOLUME & VALUE SERVICE PLUS



		Size Class Breakdowns Available by Region						
Product	Criteria	China	Europe	India	Japan	North America	Rest of the World	
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				
CRAWLER EXCAVATORS	Operating weight (tonnes)	>220		>250				
		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		
CRAWLER LOADERS	Engine power (HP)	30.1-39.0	>30	>50	>30	>50		
		>39						
MINI EXCAVATORS	Operating weight (tonnes)	All	All	All	All	<105	All	
						>105		
MOTOR GRADERS	Engine power (HP)	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		
RIGID DUMP TRUCKS	Payload (tons)	110-174	110-125	110-174	110-145	110-145	All	
		175-200	125-200	175-200	>145	125-200		
		200-250	201-250	200-250		201-250		
RTLT (MASTED)	Reach height (m)	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		
RTLT (TELESCOPIC)	Rated capacity (kg)	>200		>200		>200		
		All	All	All	All	All	All	
		<7	<7	<7	<7	<7	All	
SKID-STEER LOADERS	Operating weight (tonnes)	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	
		<450	<560	<450	<560	<560		
WHEELED EXCAVATORS	Engine power (HP)	450-700	560-800	450-700	560-800	560-800		
		700-900	>800	700-900	>800	>800		
		>900		>900				
WHEELED LOADERS <80 HP	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		
WHEELED LOADERS >80 HP	Engine power (HP)	>22	>19	>22	>19			
		61-80	30-60	30-60	30-60	30-60	30-80	
			61-80	61-80	61-80	61-80		
		80-100	80-125	80-100	80-125	80-120	All	
WHEELED LOADERS >80 HP	Engine power (HP)	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				

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