

TRUCK INDUSTRY PREFERENCE FOR EPA 2010 EMISSIONS TECHNOLOGIES

Study Measured Purchase Consideration for SCR and Increased EGR Technologies

GREENSBORO, N.C. – July 9, 2009 – Six months before EPA 2010 diesel emissions standards for heavy duty engines go into effect, a national research study conducted in May 2009 by [Quixote Group Research](#) indicates that purchase consideration for **SCR** (selective catalytic reduction) remains significantly higher than increased EGR. The online study was fielded among owners and operators of class 8 heavy duty trucks on behalf of the North American SCR Stakeholders Group and [FactsAboutSCR.com](#). The final sample of 1,603 responses has a margin of error of ± 2.4 percent.

More than half (51.2%) of all respondents are likely or very likely to consider SCR for their EPA 2010 engine purchase compared to 31.2% that are likely or very likely to consider increased EGR. Overall purchase consideration for the two diesel emissions choices have remained statistically unchanged since the last survey was conducted in November 2008.

“The results show the overall preference for SCR remains extremely strong,” said Chuck Mattina, president of Quixote Group Research. “We would expect to see a continued shift toward SCR during the second half of the year as OEMs publish results of their customer demo units and announcements are made about the build-out of the diesel exhaust fluid infrastructure.”

Truck and engine manufacturers that have announced that they will offer SCR to meet EPA 2010 diesel emissions standards include: Daimler Trucks North America (Freightliner, Western Star), Detroit Diesel Corporation, Cummins Engines, Volvo Trucks North America (Volvo, Mack) and PACCAR (Peterbilt, Kenworth). Passenger vehicles including Audi, BMW, Hyundai, Jeep, Kia, Mercedes-Benz, Mini and Volkswagen currently offer SCR emission control technologies. Light and medium duty truck and equipment producers planning to use SCR for 2010 include Hino Motors and Isuzu.

The ability of SCR to deliver increased fuel efficiency will likely have a strong influence on which diesel emissions technology is selected for 2010 and beyond. Three-quarters (75.4%) of all respondents rated fuel efficiency as very important to the decision to purchase an EPA 2010 compliant engine, and nearly half (48.8%) of all respondents now correctly relate fuel savings of approximately 3% to 5% with SCR, which is up from 38.7% in 2008. Fuel efficiency benefits of SCR not only result in savings on a trucking company's fuel bill, but also further aid the environment through reduced CO2 emissions.

Proven technology was rated as very important to the purchase decision by 70.1% of all respondents. Engine optimization and scheduled maintenance required by the 2010 technology were rated very important by 59.6%. Weight added by the 2010 emissions technology had a significantly lower level of importance (44.2%) to the decision making process.

For more information and a summary of the survey visit: www.factsaboutscr.com.

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