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## ALG Industry Report: New Commercial Vans are Hauling in Big Cost-of-Ownership Savings

### Ford Transit, Mercedes-Benz Sprinter and Ram ProMaster Projected to Have Improved MPG and Higher Residual Values

SANTA MONICA, Calif., Sept. 18, 2014 /PRNewswire/ -- ALG, the analytics division of TrueCar, Inc. (NASDAQ: TRUE), today released the ALG Industry Report for September 2014. The full-size commercial van segment, often ignored by consumers, is back in the spotlight as the refreshed 2015 Mercedes-Benz Sprinter, new 2015 Ford Transit and 2015 Ram ProMaster start to arrive on showroom floors. According to ALG, by focusing on design and economy in the latest development cycle, manufacturers are delivering vehicles with significantly higher residual values and lower ownership costs.



The Mercedes-Benz Sprinter, which comes equipped with a new engine and all-wheel drive available for 2015, leads the segment with 52 percent original value retention after three years. Not far behind is the 2015 Ram ProMaster, which was introduced to the U.S. last model year and enjoys a residual value of 49 percent.

Joining the Sprinter and ProMaster is the all-new 2015 Ford Transit. As part of the One Ford plan, the Transit is replacing the venerable Econoline as their full-sized commercial van model. ALG projects the Transit's three-year residual value at 47 percent - significantly higher than the residual values for the most recent Econoline model years.

"Escalating fuel prices have placed greater importance on fuel economy for commercial fleet owners," said Larry Dominique, President of ALG and Executive Vice President of TrueCar. "These three European-style vans feature lighter-weight construction and better fuel-efficiency than their predecessors. By improving fuel efficiency from an average of 14 mpg from a few years back to nearly 20 mpg today, U.S. business owners will save hundreds of millions of dollars each year."

"The market for full-size vans has pent-up demand for vehicles with lower running costs. Businesses are thinking about the entire cost-of-ownership picture now more than ever, and, finally, automakers are responding," said Dominique.

The burgeoning commercial van segment and other topics are covered in ALG's [Industry Report](#), a macro look at the U.S. economy and other drivers of ALG's forecast, including gasoline prices, durable goods and interest rates, as well as trends in jobs reports and consumer confidence.

To obtain a copy of the ALG *Industry Report*, or for more information about ALG and its products, visit [www.alg.com](http://www.alg.com).

#### About ALG

Founded in 1964 and headquartered in Santa Barbara, California, with an office in Toronto, Ontario, ALG is an authority on automotive residual value projections in North America. By analyzing nearly 2,500 vehicle trims each year to assess residual value - which is mainly driven by used car inventory, brand strength, macroeconomic conditions, incentive spending and pricing - ALG provides auto industry and financial services clients with resale insights, forecasts and consulting services about the future vehicle marketplace. ALG, owned by TrueCar, Inc., the negotiation-free car buying and selling platform, has been publishing residual values for all cars, trucks and SUVs in the U.S. for 50 years and in Canada since 1981. The 2015 Residual Value Awards, honoring new vehicles projected to best maintain their value, will be announced Nov. 17. For more information, visit [www.alg.com](http://www.alg.com).

#### About TrueCar

TrueCar, Inc. (NASDAQ: TRUE) is the negotiation-free car buying and selling platform. TrueCar enables a negotiation-free car buying experience by giving buyers transparent insight into what others actually paid (price confidence), upfront pricing information (price discovery), and access to a network of trusted TrueCar Certified Dealers who provide guaranteed savings certificates and seamlessly complete the car purchase. The reality is that buying a car is painful and buyers fear they are going to overpay or be surprised with hidden fees. TrueCar's transparent upfront pricing information makes the car buying process

simple so there are no surprises and buyers never overpay. TrueCar's mission is to make car buying simple, fair and fun. Its national network of more than 8,000 TrueCar Certified Dealers, including both new car franchise dealers and non-franchise dealers, is committed to providing negotiation-free savings off MSRP and upfront pricing information for all car-buyers, including members of some of the country's largest membership and service organizations such as AARP, American Express, AAA, and USAA. Note: Not all program features are available in all states. Go to [www.truecar.com](http://www.truecar.com) for program details. TrueCar is headquartered in Santa Monica, Calif., with offices in Santa Barbara, Calif., San Francisco, Calif., and Austin, Texas.

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