

Building a *BARGAIN HDT*

HDT Rally
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What does a *Bargain* Truck Entail?

- Meets your *Mission Profile* - e.g. it is the RIGHT truck for YOU.
- Meets your level of *Compromise*
- You have the *Skills* to execute your plan
- You have the funds to manage the *Consequences* of your decisions

The REALITY of Today's Market

Since last year at this time.....

- New truck time-to-order is still about one year - all brands
- Unlike last year, it is now a *Buyers Market*
- Used truck supply is very good - quality is good
- Volvo 780/860 with 450K miles - 2020: 50K; 2021: \$85-95K; 2022: peaked around \$120K, now back in the \$65-80K range

Truck prices are down from last year

So What's a *Bargain*?

For an Automated Transmission, with other desired features.....

And 500K - 600K miles.....

For most people \$45-55K.....

You almost always get what you pay for

Where is YOUR Compromise?

- Usually mileage/age
 - Mileage and price are directly related. More so than age.
- Amenities/Condition
 - Transmission - Cheaper trucks will have manual transmissions or Autoshift's
 - Smaller condos - Day cabs are very cheap
 - Rougher condition

What is the “Ideal” Lower-Priced Truck?

- Pre-emissions 2005 or older
- Already in RV Service
 - Probably has been well cared for
 - Already has repairs made
 - Probably has a bed of some sort
 - Lower relative miles
- Autoshift or Ultrashift Transmission if you don't want Manual
 - I'd probably avoid a Freedomline at this point

Expect to pay under \$40K (typical - there are exceptions)

What is Your Skill Level?

- Bargain trucks will require more repairs
 - Allocate 5-8K a year in repairs, for at least the first few years.
 - Emissions trucks will cost more
- If you can do the work yourself you will save at least HALF of that
- Do you have the tools, the knowledge, the health and DESIRE?
- Does your *mission profile* allow you the time, and opportunity to DIY?

Minimal Conversion - Required Items

DIY Pricing

- Light conversion
 - Jackalope - \$175 + \$25 in wiring
 - Additional rear lighting - \$150
 - Reflectors on sides - \$10
- Brake Controller
 - DirecLink - \$538 + \$30 wire
 - Rear 7-way; \$100 with wire
- Fenders
 - Tandem - \$850 with mounting kit
- Hitch
 - ET - \$4350 + \$350 shipping+\$50 hardware
 - Frame extension - \$600 DIY

About \$7500 with your Labor / About \$12,500 done professionally

Additional Conversion Items

DIY Pricing

- Rear View Camera - \$400
- Some sort of Bed - depends on mission profile
 - Simple Deck out of wood - \$400-\$600
 - Minimal steel deck coated with bedliner - \$8K+
- Drom Box - most buy this - \$2500 to \$6000 depending on complexity and material
- Singling - \$4500-\$6500

Repairs and Maintenance - Common Items

- Tires
- Fluids - Oil, Filters, Differential, Coolant
- Fuel Filters, Desiccant cartridge, coolant filter, DEF filter
- Cab air bags, shocks, control arm, bushings
- Shocks, air bags, torsion bar
- Air conditioning items
- Brakes, brake cans
- Kingpins
- Steering shaft/steering u joints
- Air dryer, air compressor
- NOX sensors, 7th injector

Bottom Line

Make sure that the “Bargain” is really a bargain for your mission profile.....

Will you have time to fix it up.....

Do you have the skills to fix it up.....

Can you fix things on the road.....

Does the truck **HAVE** to work, or do you have the flexibility to deal with a broken truck?

Can YOU afford a “Bargain Truck” ?