

# NAADA New-Truck Dealerships

SALES OF MEDIUM- and heavy-duty trucks (Classes 4–8) rose to 544,580 units in 2006, up 10 percent in total sales from 2005.

Sales of Class 7 and 8 trucks increased in 2006. Class 8 sales were up by 12 percent and Class 7, by 2 percent. Class 5 sales increased by 7 percent, Class 4 by 4 percent, and Class 6 by 17 percent.

Market shares changed somewhat in 2006. Freightliner remained the top-selling medium- and heavy-duty-truck maker, with a 23 percent market share. International retained the second spot, with a 21 percent share. Major manufacturer GM saw a slight decrease in sales; Ford experienced an increase in market share. Among import manufacturers, Volvo, Hino, and Mitsubishi Fuso saw gains in market share. Meanwhile, Isuzu saw a drop in market share for the year, and Nissan Diesel maintained its 2005 share.

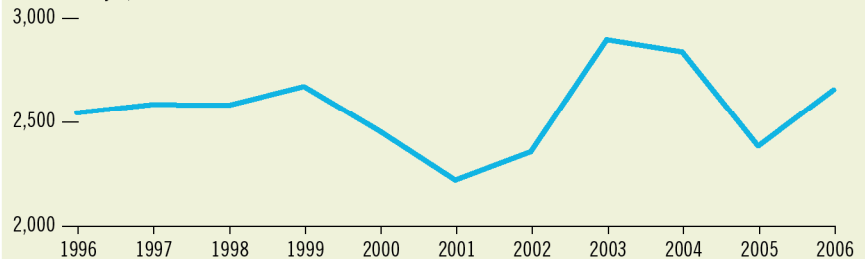
## Truck categories

Trucks are classified by gross vehicle weight

Class 1	0 – 6,000 lb.
Class 2	6,001 – 10,000
Class 3	10,001 – 14,000
Class 4	14,001 – 16,000
Class 5	16,001 – 19,500
Class 6	19,501 – 26,000
Class 7	26,001 – 33,000
Class 8	33,001 lb. and over

## Number of medium- and heavy-duty truck dealerships

As of January 1, 2007



Source: American Truck Dealers

## U.S. retail sales and market share—calendar year 2006

Truck classes 4–8

Class	4	5	6	7	8	Total	Percent of market
Freightliner	5,334	985	14,248	26,046	78,428	125,041	23.0%
International	680	785	28,236	32,113	53,373	115,187	21.2
Ford	20,616	25,817	15,766	6,871	0	69,070	12.7
Peterbilt	0	0	0	6,307	37,322	43,629	8.0
Kenworth	0	0	0	5,040	33,091	38,131	7.0
GMC	5,822	9,450	1,831	6,217	0	23,320	4.3
Mack	0	0	0	0	29,524	29,524	5.4
Volvo	0	0	0	0	30,716	30,716	5.6
Sterling	76	26	1,147	3,597	16,712	21,558	4.0
Chevrolet	6,628	7,388	1,545	2,459	0	18,020	3.3
Isuzu	7,036	2,748	294	744	0	10,822	2.0
Mitsubishi Fuso	3,403	1,150	1,241	173	0	5,967	1.1
Hino	335	258	4,542	1,068	0	6,203	1.1
Western Star	0	0	0	0	3,463	3,463	0.6
Nissan Diesel	356	859	1,179	157	0	2,551	0.5
Other	0	0	0	0	1,379	1,379	0.3
<b>Total</b>	<b>50,286</b>	<b>49,466</b>	<b>70,029</b>	<b>90,792</b>	<b>284,008</b>	<b>544,581</b>	<b>100.0%</b>

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