



TRUCK BEAT

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Sales of medium- and heavy-duty vehicles continue to be robust – up 10.5% YTD compared to December 2014. Medium-duty truck sales were up 7.7% YTD with sales of 200,654 for 2015. Heavy-duty truck sales of 248,804 for the year represent an increase of 12.9% from one year ago. The year closed out with strong gains in jobs and a modest increase in wages for the year. With increased spending by consumers and diesel prices down by 32% from one year ago we expect demand for medium- and heavy-duty trucks to increase. We forecast a modest increase in truck sales for 2016, however a slowing down of overall growth in the economy and uncertain conditions in the marketplace limit our expectations.

U.S. Medium- and Heavy-Duty Vehicle Sales

	Dec 2015	Y/Y %	Jan-Dec.	YTD/YTD %
Medium Duty	20,735	33.4%	200,654	7.7%
Heavy Duty	20,773	26.3%	248,804	12.9%
Total	41,508	29.7%	449,458	10.5%

Market Share, by manufacturer



CLASS 8

%	%		
38.3	↑ 2.7	FREIGHTLINER	
15.0	↑ 0.80	KENWORTH	
12.7	↓ 0.7	PETERBILT	
12.4	↑ 0.40	VOLVO	
11.6	↓ 2.50	INTERNATIONAL	
8.0	↓ 0.90	MACK	
2.0	↑ 0.30	WESTERN STAR	



CLASS 4-7

	%	%
FORD	↓ 1.2	32.2
FREIGHTLINER	↓ 0.9	24.5
INTERNATIONAL	↑ 0.4	14.4
DODGE	↑ 0.2	7.9
ISUZU	↑ 0.3	7.9
HINO	↑ 0.7	5.6
KENWORTH	↑ 0.4	3.5
PETERBILT	↑ 0.3	3.1
MITSUBISHI FUSO	↓ 0.02	0.7