



TRUCK BEAT

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Sales of heavy-duty trucks contracted over first-quarter 2016—down 7.1% YTD. Despite the reduction in class-8 truck sales, medium-duty truck sales of 53,026 were up 20.4%. On the whole, sales of medium- and heavy-duty trucks were up 5%, with sales of 104,885. Contractions in the manufacturing sector have led to a decreased demand for freight transport. Fleet buyers have enough trucks to meet current demand and have postponed purchases of new trucks in an uncertain marketplace. These two factors have led to high inventories of class-8 trucks on dealer lots. For now, expect restrained sales of medium- and heavy-duty trucks as the industry deals with significant headwinds.

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

	Mar 2016	Y/Y %	Jan-Mar.	YTD/YTD %
Medium Duty	20,289	14.8%	53,026	20.4%
Heavy Duty	20,034	-2.9%	51,859	-7.1%
Total	40,323	5.3%	104,885	5.0%

Market Share, by manufacturer



CLASS 8

%	%	
42.4	↑ 3.8	FREIGHTLINER
13.1	↓ 0.9	KENWORTH
12.8	↓ 0.7	PETERBILT
12.5	↓ 0.3	INTERNATIONAL
8.6	↓ 3.6	VOLVO
8.4	↑ 1.3	MACK
2.3	↑ 0.4	WESTERN STAR



CLASS 4-7

	%	%
FORD	↑ 2.8	35.5
FREIGHTLINER	↑ 0.3	25.0
INTERNATIONAL	↓ 2.7	13.5
DODGE	↑ 0.2	7.7
ISUZU	↓ 0.1	6.6
HINO	↑ 0.1	6.2
KENWORTH	↓ 0.2	2.7
PETERBILT	↔ 0	2.7
MITSUBISHI FUSO	↓ 0.5	0.2