



TRUCK BEAT

July 2016

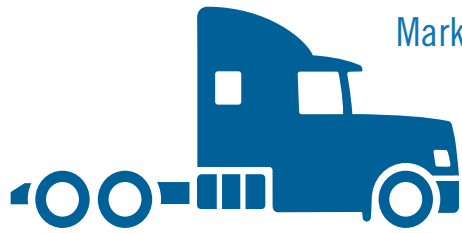
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Heavy-duty truck sales continued to contract through the second quarter of 2016, down 15.5% YTD. Although class-8 truck sales have slowed, medium-duty truck sales remain strong and were up 13.5%. Overall sales of medium- and heavy-duty trucks were down 3%, with 209,201 units sold. Orders for new heavy-duty trucks hit a six-year low in June. Many factors have contributed to the slowdown in truck sales, including economic uncertainty following Britain's vote to leave the European Union and low commodity prices, which have softened the demand for new trucks in the mining and farming sectors. At the same time, the strong dollar has reduced manufacturing output, which has reduced freight levels and made fleets cautious. Fleets have enough trucks to meet current freight demand and will likely defer replacing their trucks until the demand for freight increases. Until then, expect sluggish sales below 2015 levels the rest of the year.

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

	Jun 2016	Y/Y %	Jan-Jun.	YTD/YTD %
Medium Duty	17,090	2.4%	105,043	13.5%
Heavy Duty	18,354	-27.6%	104,158	-15.5%
Total	35,444	-15.7%	209,201	-3.0%

Market Share, by manufacturer



CLASS 8

%	%	
40.4	↑ 3.2	FREIGHTLINER
14.1	↓ 0.6	KENWORTH
13.1	↓ 0.2	PETERBILT
11.2	↓ 1.4	INTERNATIONAL
10.1	↓ 2.6	VOLVO
8.6	↑ 0.9	MACK
2.5	↑ 0.6	WESTERN STAR
0.1	↔ 0	OTHER



CLASS 4-7

	%	%
FORD	↑ 3.2	35.3
FREIGHTLINER	↓ 0.6	24.4
INTERNATIONAL	↓ 1.5	13.7
DODGE	↔ 0	7.4
ISUZU	↑ 0.3	7.4
HINO	↑ 0.3	5.7
KENWORTH	↑ 0.2	3.1
PETERBILT	↓ 0.1	2.8
MITSUBISHI FUSO	↓ 0.7	0.2

