Driving California’s Economy
Annual Contribution of California’s Class 4-8 New-Truck Dealers

Numbers reflect annual economic activity during 2020.

<table>
<thead>
<tr>
<th>Class 4</th>
<th>Class 5</th>
<th>Class 6</th>
<th>Class 7</th>
<th>Class 8</th>
</tr>
</thead>
<tbody>
<tr>
<td>14,001 to 16,000 lbs.</td>
<td>16,001 to 19,500 lbs.</td>
<td>19,501 to 26,000 lbs.</td>
<td>26,001 to 33,000 lbs.</td>
<td>33,001+ lbs.</td>
</tr>
</tbody>
</table>

156 TOTAL NEW-TRUCK DEALERSHIPS

DEALERSHIP EMPLOYEES 8,616

$5.6B TOTAL SALES

$494M PAYROLL

37,732 ANNUAL REGISTRATIONS (Class 4-8 new trucks)

Source: IHA Markit, NADA

American Truck Dealers
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NADA Legislative Affairs | 412 First St. SE | Washington, DC 20003 | 800.563.5500 | legislative@nada.org

Source: TR Market, NADA