## Driving California’s Economy

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

Numbers reflect annual economic activity during 2017.

<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>

### Key Figures

- **163** Total New-Truck Dealerships
- **10,457** Dealership Employees
- **$7B** Total Sales
- **$580M** Payroll
- **34,319** Annual Registrations (Class 4-8 new trucks)

Sources: IHS Markit, NADA.

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**AMERICAN TRUCK DEALERS**
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Sources: HS Markit, NADA.