

Driving California's Economy

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

Numbers reflect annual economic activity during 2017.



Class 4
14,001 to 16,000 lbs.



Class 5
16,001 to 19,500 lbs.



Class 6
19,501 to 26,000 lbs.



Class 7
26,001 to 33,000 lbs.



Class 8
33,001+ lbs.

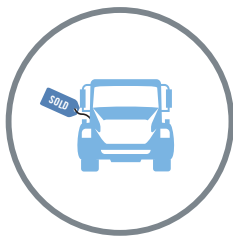
163

TOTAL NEW-TRUCK
DEALERSHIPS



DEALERSHIP
EMPLOYEES

10,457



\$7B

TOTAL SALES



\$580M

PAYROLL



34,319

ANNUAL
REGISTRATIONS
(Class 4-8 new trucks)



AMERICAN TRUCK DEALERS

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Sources: IHS Markit, NADA.