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

Numbers reflect annual economic activity during 2019.

<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>

6 TOTAL NEW-TRUCK DEALERSHIPS

DEALERSHIP EMPLOYEES | 398

$292M TOTAL SALES

$21M PAYROLL

1,187 ANNUAL REGISTRATIONS
(Class 4-8 new trucks)

Sources: IHA Markit, NADA.