



TRUCK BEAT

July 2017

Steven Szakaly, NADA Chief Economist | Patrick Manzi, Senior Economist | Boyi Xu, Economist

Commercial truck sales fell in the second quarter, down 7.6% from the same period last year. Class 8 truck sales have been the biggest driver of the decline, with sales falling 19% relative to this time last year. Although still below their 2016 levels, Class 8 truck sales have at least trended upward the past few months. Another bright spot: Sales for medium-duty trucks (classes 4-7) are up 3.7% YTD. The increase has helped slow the decline of the overall commercial-vehicle segment and is being driven by consumer preference for online shopping—and the resulting use of medium-duty trucks in the last-mile delivery of these goods. We expect this trend to continue driving the demand for medium-duty trucks. We are still looking to the fall for more details on the Trump administration’s proposed infrastructure spending bill to assess how it will affect the demand for commercial trucks.

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

	Jun. 2017	Y/Y Change (%)	Jan.-Jun.	YTD Change (%)
Medium Duty	20,350	17.2%	108,158	3.8%
Heavy Duty	17,310	-5.7%	84,331	-19.0%
Total	37,660	5.4%	192,489	-7.6%

Market Share, by Manufacturer



Market Share (%)	YTD Change (%)	Manufacturer	Market Share (%)	YTD Change (%)
37.8	↓ 2.6	FREIGHTLINER	33.9	↓ 1.6
15.9	↑ 2.8	PETERBILT	24.1	↓ 0.4
14.1	↔ 0	KENWORTH	13.9	↑ 1.0
10.4	↓ 0.7	INTERNATIONAL	8.4	↑ 1.2
9.6	↓ 0.5	VOLVO	8.0	↑ 0.5
9.3	↑ 0.7	MACK	5.5	↑ 0.2
2.8	↑ 0.3	WESTERN STAR	3.0	↓ 0.2
0.1	↔ 0	OTHER	2.6	↓ 0.3
			0.4	↑ 0.4
			0.3	↑ 0.1