



TRUCK BEAT

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For 2016, medium-duty sales were up a strong 3.5%, with 207,694 units sold. But heavy-duty sales continued to decline, down 22.6%, with 192,664 units sold. The steep decline of Class 8 trucks pulled the entire commercial segment (classes 4-8) down 10.9%. Yet the year came to a close with strong labor and housing markets, retail sales up from 2015 levels, and proposals from the Trump administration to increase infrastructure spending and cut individual and corporate tax rates. These economic indicators—coupled with December’s ISM Manufacturing Indices, which show optimism for first quarter 2017—suggest a better business environment for commercial truck sales. So despite any uncertainty as the Trump administration begins putting specific policies in place, we expect 2017 sales of medium- and heavy-duty trucks to hold steady, remaining close to their 2016 levels.

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

	Dec. 2016	Y/Y Change (%)	Jan.-Dec.	YTD Change (%)
Medium Duty	20,096	13.8%	207,694	3.5%
Heavy Duty	15,629	-24.2%	192,664	-22.6%
Total	35,725	-6.7%	400,358	-10.9%

Market Share, by Manufacturer



Market Share (%)	YTD Change (%)	Manufacturer
37.6	↓ 0.7	FREIGHTLINER
15.3	↑ 0.3	KENWORTH
13.8	↑ 0.1	PETERBILT
11.1	↓ 0.5	INTERNATIONAL
10.7	↓ 1.8	VOLVO
8.9	↑ 0.9	MACK
2.6	↑ 0.6	WESTERN STAR
0.1	↔ 0	OTHER



Market Share (%)	YTD Change (%)	Manufacturer
34.9	↑ 2.6	FORD
23.8	↓ 0.8	FREIGHTLINER
13.8	↓ 0.6	INTERNATIONAL
7.9	↓ 0.1	ISUZU
7.6	↓ 0.3	DODGE
5.4	↓ 0.1	HINO
3.4	↓ 0.2	KENWORTH
3.0	↓ 0.1	PETERBILT
0.1	↓ 0.5	MITSUBISHI FUSO

