



TRUCK BEAT

April 2017

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

Commercial truck sales fell in the first quarter, down 15.3 percent from the same period last year. In the Class 8 segment, March marked the 12th consecutive month of year-over-year losses, and sales fell by 28.8 percent compared to Q1 2016. While several commercial vehicle market indicators have been positive in recent months and February net orders were at their highest since the end of 2015, the pace through March indicates 2017 Class 8 sales will come in below 2016. Medium-duty sales, although nearly flat in March, declined by 2.1 percent compared to the first quarter last year. We'll hear more in the fall about the proposed increase in infrastructure spending.

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

	Mar. 2017	Y/Y Change (%)	Jan.-Mar.	YTD Change (%)
Medium Duty	20,362	0.1%	51,912	-2.1%
Heavy Duty	14,793	-26.2%	36,937	-28.8%
Total	35,155	-12.9%	88,849	-15.3%

Market Share, by Manufacturer



CLASS 8

Market Share (%)	YTD Change (%)	Manufacturer
37.1	↓ 5.2	FREIGHTLINER
15.9	↑ 3.1	PETERBILT
12.5	↓ 0.6	KENWORTH
10.9	↓ 1.6	INTERNATIONAL
10.5	↑ 1.9	VOLVO
10.4	↑ 2.0	MACK
2.7	↑ 0.4	WESTERN STAR



CLASSES 4-7

Manufacturer	Market Share (%)	YTD Change (%)
FORD	33.5	↓ 1.9
FREIGHTLINER	25.3	↑ 0.2
INTERNATIONAL	14.6	↑ 1.1
DODGE	8.7	↑ 1.3
ISUZU	6.4	↓ 0.2
HINO	5.4	↓ 0.4
KENWORTH	2.6	↓ 0.1
PETERBILT	2.6	↓ 0.2
GM	0.8	↑ 0.8
MITSUBISHI FUSO	0.2	↔ 0
WESTERN STAR	0	↓ 0.7