



TRUCK BEAT

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Sales of commercial trucks fell in the third quarter, down 1.5% from the same period last year. Class 8 sales remained sluggish, down 10 percent compared to this time last year. But medium-duty sales (Class 4-7) have been strong, up 6.7 percent year-to-date. For the rest of the year we expect medium-duty sales to remain strong, driven by seasonal demand and the expanding presence of online retail. We also expect Class 8 sales to close out the year slightly below their 2016 levels, but then sales should pick up beginning first-quarter 2018. On a related note, confirmation of an infrastructure spending bill remains to be seen.

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

	Sep. 2017	Y/Y Change (%)	Jan.-Sep.	YTD Change (%)
Medium Duty	18,390	5.9%	165,201	6.7%
Heavy Duty	17,667	-3.7%	134,481	-10.0%
Total	36,057	0.9%	299,682	-1.5%

Market Share, by Manufacturer



CLASS 8

Market Share (%)	YTD Change (%)	Manufacturer
37.8	↓ 1.2	FREIGHTLINER
15.9	↑ 2.3	PETERBILT
14.5	↓ 0.5	KENWORTH
11.3	↑ 0.2	INTERNATIONAL
9.1	↓ 1.1	VOLVO
8.7	↔ 0	MACK
2.8	↑ 0.3	WESTERN STAR
0.1	↔ 0	OTHER



CLASSES 4-7

Market Share (%)	YTD Change (%)	Manufacturer
33.2	↓ 1.2	FORD
24.0	↓ 0.7	FREIGHTLINER
15.0	↓ 0.1	INTERNATIONAL
7.7	↑ 0.7	DODGE
7.7	↑ 0.2	ISUZU
5.4	↑ 0.4	HINO
3.1	↓ 0.1	KENWORTH
2.6	↓ 0.3	PETERBILT
0.9	↑ 0.9	GM
0.4	↑ 0.2	MITSUBISHI FUSO



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All figures are year-to-date.

Source: WardsAuto