



TRUCK BEAT

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For 2017, medium-duty sales were up a strong 7.6%. Following a strong sales month in December, Class 8 sales finished out the year just 412 units shy of their 2016 totals. In December, Class 8 sales were up 43% compared to this time last year. For the year, the entire commercial vehicle market was up 3.8%, closing out the year with 415,042 units sold. Looking forward to 2018, our outlook is positive. The passage of new tax legislation should help boost economic growth to the high 2 percent range for 2018. Among the major sectors of the economy, we expect to see solid growth in the goods-producing sectors, which are major drivers of the transportation industry. We expect solid income and jobs growth, which should put more money in consumers' pockets, and we expect consumers' preference for online shopping to increase. This will help drive sales of more Class 3-5 trucks used in the last-mile delivery of these goods. The medium-duty sector is poised to grow at or above its 2017 rate, and Class 8 sales are expected to return to their 2015 levels, just shy of 250,000 units.

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

	Dec. 2017	Y/Y Change (%)	Jan.-Dec.	YTD Change (%)
Medium Duty	21,179	2.1%	222,790	7.6%
Heavy Duty	22,355	43.0%	192,252	-0.2%
Total	43,534	19.7%	415,042	3.8%

Market Share, by Manufacturer



Market Share (%)	YTD Change (%)	Manufacturer	Market Share (%)	YTD Change (%)
37.5	↓ 0.1	FREIGHTLINER	33.1	↓ 1.8
15.9	↑ 2.1	PETERBILT	24.2	↑ 0.4
15.3	↔ 0.0	KENWORTH	13.8	↔ 0.0
11.4	↑ 0.3	INTERNATIONAL	7.8	↔ 0.0
8.9	↓ 1.8	VOLVO	7.7	↑ 0.1
8.3	↓ 0.6	MACK	5.7	↑ 0.5
2.7	↑ 0.1	WESTERN STAR	3.3	↓ 0.1
0.1	↔ 0	OTHER	2.9	↓ 0.1
			0.4	↑ 0.2

