

Through the first quarter of 2018, sales of Class 8 trucks were up a strong 36.8%. Medium-duty trucks also performed well in the first quarter with sales up 6.1%. On the whole, sales of commercial vehicles were up 18.9% in the first quarter. Class 8 sales have begun to catch up to the strong order numbers seen over the past few months. According to ACT Research, orders for Class 8 trucks surpassed 46,000 in March. This order number is more than double the number of orders at this time last year and represents the third straight month that orders topped 40,000 units. With so many orders, production slots for this year are filling up quickly, and further orders will add to a growing backlog that could push some deliveries into next year. For the rest of the year, we expect continued sales growth in both the medium- and heavy-duty segments. We expect Class 4-7 sales to top 220,000 units and Class 8 sales above 250,000 units for 2018.

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

	Mar 2018	Y/Y Change (%)	Jan-Mar	YTD Change (%)
Medium Duty	21,135	3.8%	55,071	6.1%
Heavy Duty	19,384	31.0%	50,529	36.8%
<b>Total</b>	<b>40,519</b>	<b>15.3%</b>	<b>105,600</b>	<b>18.9%</b>



### Market Share, by Manufacturer



Market Share (%)	YTD Change (%)	Manufacturer	Market Share (%)	YTD Change (%)
37.7	↑0.6	FREIGHTLINER	33.1	↓0.5
15.5	↓0.4	PETERBILT	26.5	↑1.2
13.3	↑0.7	KENWORTH	14.1	↓0.5
13.0	↑2.1	INTERNATIONAL	6.6	↑0.2
10.7	↑0.3	VOLVO	6.3	↓2.3
7.5	↓2.9	MACK	6.1	↑0.7
2.4	↓0.3	WESTERN STAR	3.6	↑1.1
			2.8	↑0.3
			0.7	↓0.1
			0.3	↑0.1