

Through the first half of the year, sales of Class 8 trucks were up a strong 30.5%. Medium-duty truck sales also performed well, up 6.9%. On the whole, sales of commercial vehicles were up 17.2% through the second quarter. According to ACT Research, June orders for Class 8 trucks surpassed 42,000 units, an increase of 133% from a year earlier. Order numbers have been robust for months, as demand for freight services remains high due to a strong economy. With a few exceptions, orders for Class 8 trucks have filled production slots for the whole year and have spilled over into 2019. Although demand is solid and truck buyers can't seem to get enough trucks, there are some headwinds that could affect commercial vehicle sales over the next year. Some manufacturers have announced price increases due to the recently enacted steel and aluminum tariffs. Further, if tariffs are implemented on imported vehicle parts, truck buyers could face further price increases on new trucks as well as replacement parts. For the second half of 2018, we expect continued sales growth in both the medium- and heavy-duty truck segments. We expect medium-duty truck sales to top 220,000 and heavy-duty truck sales to top 250,000 units in 2018.

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

	Jun 2018	Y/Y Change (%)	Jan-Jun	YTD Change (%)
Medium Duty	21,611	6.2%	116,227	6.9%
Heavy Duty	21,351	23.3%	110,025	30.5%
Total	42,962	14.1%	226,252	17.2%



Market Share, by Manufacturer



Market Share (%)	YTD Change (%)	Manufacturer	Market Share (%)	YTD Change (%)
35.6	↓ 2.2	FREIGHTLINER	33.0	↓ 0.7
15.4	↓ 0.5	PETERBILT	25.8	↑ 1.8
14.3	↑ 0.2	KENWORTH	13.3	↓ 0.6
13.0	↑ 2.6	INTERNATIONAL	8.0	↑ 0.0
11.3	↑ 1.7	VOLVO	6.5	↓ 1.8
7.8	↓ 1.5	MACK	6.0	↑ 0.6
2.6	↓ 0.3	WESTERN STAR	3.4	↑ 0.8
			2.9	↓ 0.0
			0.8	↓ 0.1
			0.3	↑ 0.0