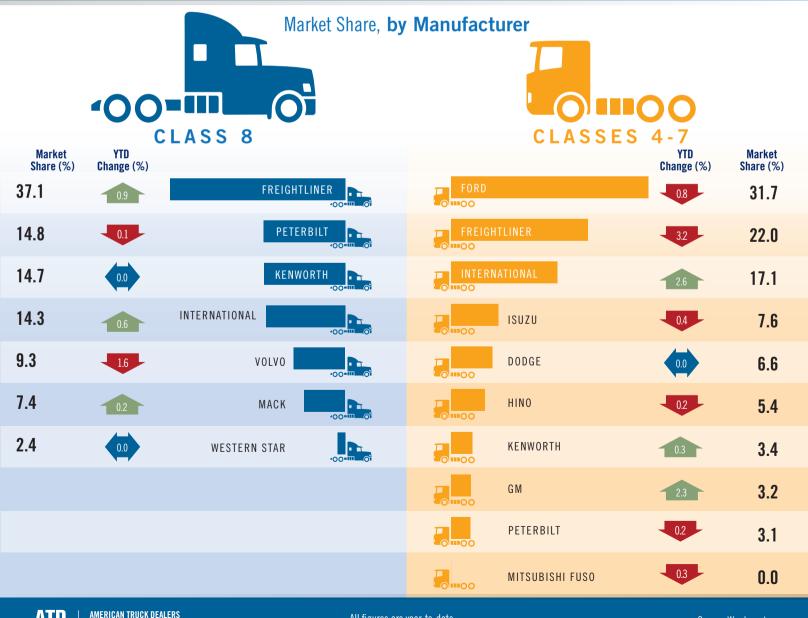


Through the third quarter, commercial vehicles sales were just shy of 400,000 units—an increase of 12.7% compared to this time last year. Heavy-duty truck sales have been red hot all year, and September was no exception. According to FTR, the sale of 28,258 Class 8 units in September set an all-time high for monthly sales, besting the previous record in December 2006 by 4%. At the end of the third quarter, Class 8 truck sales were more than 211,000 units—an increase of 18.8% compared to this time last year. Medium-duty truck sales also posted significant gains, increasing by 6.5% compared to this time last year. Look for 2019 to be a banner year for commercial vehicle sales, with total sales topping last year's sales of 488,000 units. But after several solid years, we expect Class 8 truck sales will decrease significantly in 2020 as freight growth slows and equipment demand returns to a more normal level.

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

	Sep 2019	Y/Y %	Jan-Sep	YTD/YTD %
Medium Duty	20,278	5.7%	187,746	6.5%
Heavy Duty	28,258	19.3%	211,720	18.8%
Total	48,536	13.2%	399,466	12.7%



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