



TRUCK BEAT

December 2019

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America's franchised commercial truck dealers had their second best sales year of all time in 2019. Total Class 4-8 sales of 527,092 units were the best since 2006 and represent an increase of 8.0% compared to 2018. 2019 began with Class 8 order backlogs filled for most of the year and steady deliveries throughout. Such strong demand resulted in Class 8 sales topping 276,000 units, up 10.3% compared to 2018. Class 4-7 sales were also robust in 2019, coming in over 250,000 units for an increase of 5.7% compared to 2018. After strong demand led to solid sales gains the past two years, 2020 is likely to be a year of correction in the commercial vehicle market. We expect that both medium- and heavy-duty sales will decrease in 2020, with heavy-duty sales posting the steepest decline. For 2020 we expect Class 8 truck sales of just under 200,000 units and medium-duty sales of around 235,000 units for an overall total of around 435,000 units. We do expect sales will begin to pick up again in 2021 and beyond.

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

| | Dec2019 | Y/Y % | Jan-Dec | YTD/YTD % |
|--------------|---------------|-------------|----------------|-------------|
| Medium Duty | 23,068 | 20.2% | 250,744 | 5.7% |
| Heavy Duty | 23,119 | -2.4% | 276,348 | 10.3% |
| Total | 46,187 | 7.8% | 527,092 | 8.0% |



CLASS 8

Market Share, by Manufacturer



CLASSES 4-7

| Market Share (%) | YTD Change (%) | Manufacturer | Market Share (%) | YTD Change (%) |
|------------------|----------------|---------------|------------------|----------------|
| 36.5 | ↑0.2 | FREIGHTLINER | 31.8 | ↓0.7 |
| 15.2 | ↑0.5 | PETERBILT | 21.4 | ↓2.9 |
| 15.2 | ↑0.3 | KENWORTH | 16.1 | ↑2.1 |
| 13.7 | ↔0.0 | INTERNATIONAL | 7.7 | ↓0.7 |
| 9.2 | ↓1.5 | VOLVO | 6.6 | ↓0.1 |
| 7.7 | ↑0.3 | MACK | 5.8 | ↓0.3 |
| 2.5 | ↑0.2 | WESTERN STAR | 3.7 | ↑2.7 |
| | | | 3.7 | ↑0.3 |
| | | | 3.4 | ↑0.1 |

