

Following the industry's second-best sales year of all time, commercial truck sales fell 17.0% in the first quarter of 2020. Class 8 truck sales during the first quarter were 47,582, a decline of 24.3% compared to the first quarter of 2019. Medium-duty sales fell as well, posting an 8.7% decline compared to the first quarter of 2019. For the month of March, Class 8 sales totaled 16,477, a decline of 27.8% compared to March of last year. According to *Transport Topics*, this sales level is just below the estimated replacement demand of 16,700 units for Class 8 trucks. Commercial truck sales were expected to decline in 2020 before the COVID-19 pandemic, but the situation will likely increase the speed and extent of the decline. With many sectors of the economy idled, the trucking industry remains crucial in providing American consumers and essential workers with the goods necessary to weather the pandemic. Across the country there is significant inventory on dealer lots for those who need trucks immediately, although some states have enacted policies stopping sales or limiting them to delivery-only. Additionally, dealer service bays, parts departments and body shops are open for business. As is happening in the light-vehicle industry, several medium- and heavy-duty truck makers are offering favorable finance options to spur sales. We expect sales will continue to be down relative to 2019 for the rest of the year, although the extent of the decline is still unknown and depends on the duration of the economic shutdown.

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

	Mar2020	Y/Y %	Jan-Mar	YTD/YTD %
Medium Duty	17,244	-18.3%	51,271	-8.7%
Heavy Duty	16,477	-27.8%	47,582	-24.3%
<b>Total</b>	<b>33,721</b>	<b>-23.2%</b>	<b>98,853</b>	<b>-17.0%</b>



### Market Share, by Manufacturer



Market Share (%)	YTD Change (%)	Manufacturer	Market Share (%)	YTD Change (%)
37.6	↓ 3.1	FREIGHTLINER	32.3	↑ 1.0
15.4	↑ 1.3	PETERBILT	20.5	↓ 5.2
15.2	↑ 2.1	KENWORTH	14.5	↓ 3.8
11.6	↓ 3.3	INTERNATIONAL	8.2	↑ 1.1
9.5	↑ 0.3	VOLVO	6.4	↑ 1.6
7.7	↑ 1.6	MACK	4.9	↓ 0.4
3.0	↑ 0.9	WESTERN STAR	4.6	↑ 1.4
			4.5	↑ 1.5
			4.2	↑ 2.8