

COMMERCIAL VEHICLES || STATE OF THE INDUSTRY

NORTH AMERICA OEM CLASSES 5-8 BUILD AND RETAIL SALES

REPORT VERSION PUBLISHED NOVEMBER 2019

2019 LAWRENCE R. KLEIN BLUE CHIP AWARD WINNER

Contributor to Blue Chip Economic Indicators and WSJ Economic Forecast Panel



SAMPLE REPORT OVERVIEW:

Thank you for your interest in ACT Research and our work. The objective of this sample report is to share an understanding of the market, economy, and insight to analysis at the time of publication. **We share this report from 2017 for market context, an assessment of our historical and current data recordings, and a look into the market indicators we gather from the OEMs.**

State of the Industry: N.A. OEM Classes 5-8 Build & Retail Sales

This monthly state of the industry report details the build of and retail sales of classes 5, 6, 7, and 8 trucks in North America. This report will supply vital information to create an understanding of the current month's build and retail sales, as well as year-over-year and year-to-date information relative to Classes 5-7 and 8, respectively.

Click the buttons below to access more!

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Report Dashboard Overview:

With your subscription to the *State of the Industry: N.A. OEM Classes 5-8 Build & Retail Sales*, you will gain access to our report dashboard. Below is a listing, as well as a screenshot, of this dashboard and the support material you will receive with your report.

With this report you will receive:

1. PDFs of:
 - a. Current month report
 - b. Current and TYD Flash
2. Tables including:
 - a. Classes 5, 6-7 Retail Sales by OEM
 - b. Class 8 Retail Sales by OEM
 - c. Classes 5, 6-7 Build by OEM
 - d. Class 8 Build by OEM
 - e. Build and Sales Days per Month
3. Graph pack complete with 40 graphs covering:
 - a. Classes 5, 6-7 Retail Sales
 - b. Class 8 Retail Sales
 - c. Classes 5, 6-7 Build
 - d. Class 8 Build
4. Glossary of Terms and Definitions

ACT Research		Data	Services	Events
SOI: North America OEM Classes 5-8 Build & Retail Sales				
Go Back				
DATA - Class 5 and Classes 6-7 Retail Sales by OEM 1996 - Present (April 2020)	Modified: 2020-05-27	Download		
DATA - Class 8 Retail Sales by OEM 1996 - Present (April 2020)	Modified: 2020-05-27	Download		
DATA - Class 5 and Classes 6-7 Build by OEM 1996 - Present (April 2020)	Modified: 2020-05-27	Download		
DATA - Class 8 Build by OEM 1996 - Present (April 2020)	Modified: 2020-05-18	Download		
DATA - Build and Sales Days per Month Excel	Modified: 2020-04-17	Download		
FLASH - May 2020 (April data) Current and YTD	Modified: 2020-05-18	Download		
REPORT - May 2020 (April data) Next report due mid-June	Modified: 2020-05-19	Download		
GRAPHS - May 2020 (April data) Powerpoint graph pack	Modified: 2020-05-18	Download		
GLOSSARY PDF	Modified: 2015-03-18	Download		
COVID-19 Impact Brief - Updated 4-14-20 PDF	Modified: 2020-04-14	Download		

ACT SOI: N.A. OEM Classes 5-8 Build & Retail Sales - Sample Report Overview

Report Distribution & FAQs

When is the report published?

The *SOI: N.A. OEM Classes 5-8 Build and Retail Sales* is published mid-month.

How many individuals in my company may access the report?

ACT Research allows for a maximum distribution of 4 users per report. Additional access may be purchased at \$60 per person, per report.

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How do I become aware of the release of the latest publication?

A notice, via email, will be sent to those users on your distribution list upon the publication and availability of the *SOI: N.A. OEM Classes 5-8 Build and Retail Sales*. Users can then access the report via dashboard login.

Is support for ACT Research analyst available should questions arise?

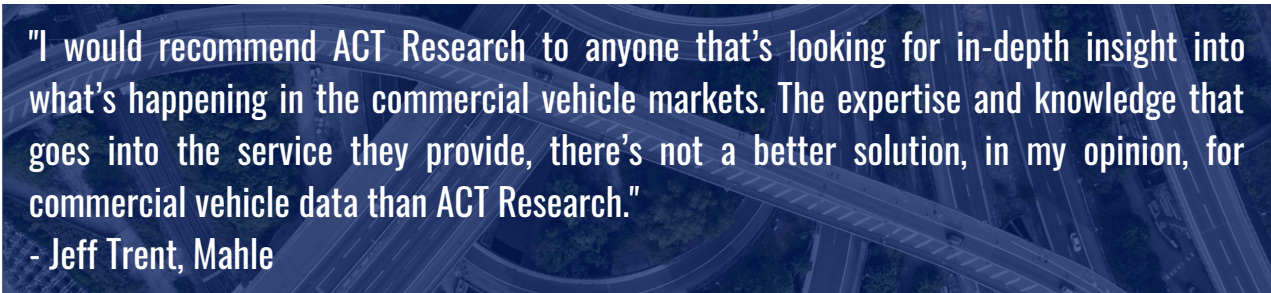
Yes, we highly encourage our subscribers to call or email our staff with questions or concerns. Our analysts take great pride in being accessible and are willing to answer questions as needed.

May I utilize aspects of the report within my organization?

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May I utilize aspects of the report for external presentations? (conferences, trade organizations, etc.)

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"I would recommend ACT Research to anyone that's looking for in-depth insight into what's happening in the commercial vehicle markets. The expertise and knowledge that goes into the service they provide, there's not a better solution, in my opinion, for commercial vehicle data than ACT Research."

- Jeff Trent, Mahle

ACT SOI: N.A. OEM Classes 5-8 Build & Retail Sales - Sample Report Overview

State of the Industry: N.A. OEM Classes 5-8 Build & Retail Sales

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FOOTNOTES

- Freightliner: Includes Mercedes-Benz Mexico Bus and Thomas Built Buses production & retail sales.
- Kenworth: Includes Kenworth Mexicana production & retail sales.
- Daimler Trucks N.A. memo: Includes Freightliner and Western Star.
- PACCAR memo: Includes Kenworth and Peterbilt.
- Volvo memo: Includes Mack and Volvo.
- Japanese OEMs: Includes Hino, Isuzu, Mitsubishi & Nissan imports into the U.S. Market.
- Other OEMs: Includes Autocar, independent RV chassis manufacturers; independent school bus manufacturers; Oshkosh; other low volume U.S. and Mexican manufacturers; Pierce Manufacturing; Terex Advance Mixer.

Total OEM build is NOT equal to or the same as factory shipments (as reported by Wards). The timing of a vehicle's build, its subsequent shipment from the producing factory, and the final retail sales are three different events that do not occur on the same day.

BUILD & RETAIL SALES: When actual Retail Sales are not provided for non-U.S. markets, but Build is available, Retail Sales are set equal to Build.

BUILD LOCATION: The geography of a built unit reflects the market for which it is destined, NOT the country in which the actual production takes place. Current N.A. OEM build occurs in the United States, Canada, and Mexico.

N.A. TOTAL CLASS 5 BUILD by OEM

October 2019

CLASS 5 CURRENT MONTH	UNITS BUILT FOR:					BUILD % SHARE by DESTINATION MARKET:				
	U.S.	Canada	Mexico	Export	Total	U.S.	Canada	Mexico	Export	Total
FORD	5,473	444 e	-	-	5,917	61.1%	52.0%	-	-	60.0%
FREIGHTLINER*	783	2	-	-	785	8.7%	0.2%	-	-	8.0%
GENERAL MOTORS	715	-	-	-	715	8.0%	-	-	-	7.3%
INTERNATIONAL	-	-	-	-	-	-	-	-	-	-
JAPANESE OEMs*	765	157	-	-	922	8.5%	18.4%	-	-	9.3%
KENWORTH	2	-	-	-	2	0.0%	-	-	-	0.0%
MACK	-	-	-	-	-	-	-	-	-	-
PETERBILT	3	2	-	-	5	0.0%	0.2%	-	-	0.1%
VOLVO	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-
OTHERS*	1,221	249	46	-	1,516	13.6%	29.2%	100.0%	-	15.4%
ACTR TOTAL	8,962	854	46	-	9,862	100.0%	100.0%	100.0%	-	100.0%
MEMO*										
DAIMLER TRUCKS NA	783	2	-	-	785	8.7%	0.2%	-	-	8.0%
PACCAR	5	2	-	-	7	0.1%	0.2%	-	-	0.1%
VOLVO	-	-	-	-	-	-	-	-	-	-

CLASS 5 YEAR-TO-DATE	U.S.	Canada	Mexico	Export	Total	U.S.	Canada	Mexico	Export	Total
FORD	51,474	3,730 e	-	-	55,204	62.3%	51.5%	-	-	61.1%
FREIGHTLINER*	4,762	17	-	-	4,779	5.8%	0.2%	-	-	5.3%
GENERAL MOTORS	4,819	-	-	-	4,819	5.8%	-	-	-	5.3%
INTERNATIONAL	1,095	93	-	6	1,194	1.3%	1.3%	-	100.0%	1.3%
JAPANESE OEMs*	6,927	2,146	-	-	9,073	8.4%	29.6%	-	-	10.0%
KENWORTH	23	4	-	-	27	0.0%	0.1%	-	-	0.0%
MACK	-	-	-	-	-	-	-	-	-	-
PETERBILT	6	5	-	-	11	0.0%	0.1%	-	-	0.0%
VOLVO	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-
OTHERS*	13,527	1,253	460	-	15,240	16.4%	17.3%	100.0%	-	16.9%
ACTR TOTAL	82,633	7,248	460	6	90,347	100.0%	100.0%	100.0%	100.0%	100.0%
MEMO*										
DAIMLER TRUCKS NA	4,762	17	-	-	4,779	5.8%	0.2%	-	-	5.3%
PACCAR	29	9	-	-	38	0.0%	0.1%	-	-	0.0%
VOLVO	-	-	-	-	-	-	-	-	-	-

CLASS 5 Y/Y % CHANGE	CURRENT MONTH					YEAR-TO-DATE				
	U.S.	Canada	Mexico	Export	Total	U.S.	Canada	Mexico	Export	Total
FORD	-9.1%	70.8%	-	-	-5.8%	2.5%	15.1%	-	-	3.2%
FREIGHTLINER*	107.1%	-	-	-	107.7%	32.7%	750.0%	-	-	33.1%
GENERAL MOTORS	3872.2%	-	-	-	3872.2%	1517.1%	-	-	-	1517.1%
INTERNATIONAL	-100.0%	-	-	-	-	3675.9%	-	-	-	4017.2%
JAPANESE OEMs*	-2.9%	-19.5%	-	-	-6.2%	-0.3%	-5.0%	-	-	-1.5%
KENWORTH	-66.7%	-	-	-	-66.7%	-28.1%	-42.9%	-	-	-30.8%
MACK	-	-	-	-	-	-	-	-	-	-
PETERBILT	200.0%	-	-	-	400.0%	20.0%	150.0%	-	-	57.1%
VOLVO	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-
OTHERS*	-12.0%	192.9%	0.0%	-	-0.2%	3.9%	25.9%	0.0%	-	5.3%
ACTR TOTAL	4.0%	58.1%	0.0%	-	7.2%	11.4%	11.4%	0.0%	-	11.4%

N.A. TOTAL CLASSES 6-7 BUILD by OEM
October 2019

**CLASSES 6-7
CURRENT MONTH**

UNITS BUILT FOR:

BUILD % SHARE by DESTINATION MARKET:

	U.S.	Canada	Mexico	Export	Total	U.S.	Canada	Mexico	Export	Total
FORD	976	13 e	-	-	989	9.2%	2.2%	-	-	8.4%
FREIGHTLINER*	3,775	74	115 e	-	3,964	35.6%	12.6%	19.7%	-	33.5%
GENERAL MOTORS	279	-	-	-	279	2.6%	-	-	-	2.4%
INTERNATIONAL	2,038	319	210	14	2,581	19.2%	54.3%	36.0%	37.8%	21.8%
JAPANESE OEMs*	1,032	95	-	-	1,127	9.7%	16.2%	-	-	9.5%
KENWORTH	893	54	-	23	970	8.4%	9.2%	-	62.2%	8.2%
MACK	-	-	-	-	-	-	-	-	-	-
PETERBILT	1,028	24	-	-	1,052	9.7%	4.1%	-	-	8.9%
VOLVO	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-
OTHERS*	594	8	259 e	-	861	5.6%	1.4%	44.3%	-	7.3%
ACTR TOTAL	10,615	587	584	37	11,823	100.0%	100.0%	100.0%	100.0%	100.0%
MEMO*										
DAIMLER TRUCKS NA	3,775	74	115	-	3,964	35.6%	12.6%	19.7%	-	33.5%
PACCAR	1,921	78	-	23	2,022	18.1%	13.3%	-	62.2%	17.1%
VOLVO	-	-	-	-	-	-	-	-	-	-

**CLASSES 6-7
YEAR-TO-DATE**

	U.S.	Canada	Mexico	Export	Total	U.S.	Canada	Mexico	Export	Total
FORD	18,903	127 e	-	-	19,030	13.7%	1.6%	-	-	12.4%
FREIGHTLINER*	42,784	1,154	1,045 e	-	44,983	31.0%	14.6%	16.2%	-	29.4%
GENERAL MOTORS	3,704	-	-	-	3,704	2.7%	-	-	-	2.4%
INTERNATIONAL	33,541	2,520	2,831	418	39,310	24.3%	31.9%	43.8%	75.2%	25.7%
JAPANESE OEMs*	9,222	1,259	-	-	10,481	6.7%	15.9%	-	-	6.9%
KENWORTH	8,059	549	-	54	8,662	5.8%	6.9%	-	9.7%	5.7%
MACK	-	-	-	-	-	-	-	-	-	-
PETERBILT	8,140	1,346	-	-	9,486	5.9%	17.0%	-	-	6.2%
VOLVO	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-
OTHERS*	13,646	953	2,590 e	84	17,273	9.9%	12.1%	40.1%	15.1%	11.3%
ACTR TOTAL	137,999	7,908	6,466	556	152,929	100.0%	100.0%	100.0%	100.0%	100.0%
MEMO*										
DAIMLER TRUCKS NA	42,784	1,154	1,045	-	44,983	31.0%	14.6%	16.2%	-	29.4%
PACCAR	16,199	1,895	-	54	18,148	11.7%	24.0%	-	9.7%	11.9%
VOLVO	-	-	-	-	-	-	-	-	-	-

**CLASSES 6-7
Y/Y % CHANGE**

CURRENT MONTH

YEAR-TO-DATE

	U.S.	Canada	Mexico	Export	Total	U.S.	Canada	Mexico	Export	Total
FORD	-37.4%	-7.1%	-	-	-37.2%	14.1%	0.0%	-	-	14.0%
FREIGHTLINER*	-13.5%	-50.7%	25.0%	-	-13.9%	-5.7%	-28.9%	4.7%	-	-6.3%
GENERAL MOTORS	4550.0%	-	-	-	4550.0%	4309.5%	-	-	-	4309.5%
INTERNATIONAL	-36.5%	48.4%	-63.8%	-76.7%	-36.5%	7.7%	15.0%	-20.7%	-32.0%	4.8%
JAPANESE OEMs*	4.0%	-12.0%	-	-	2.5%	-6.9%	-4.8%	-	-	-6.7%
KENWORTH	25.4%	-3.6%	-100.0%	-	26.1%	15.4%	0.5%	-100.0%	-76.3%	5.3%
MACK	-	-	-	-	-	-	-	-	-	-
PETERBILT	45.4%	-79.1%	-	-	28.0%	23.2%	1.7%	-	-	19.6%
VOLVO	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-
OTHERS*	-46.9%	300.0%	0.0%	-100.0%	-37.6%	-15.5%	-25.5%	0.0%	147.1%	-13.9%
ACTR TOTAL	-16.2%	-11.1%	-37.3%	-39.3%	-17.5%	3.9%	-6.0%	-15.3%	-36.6%	2.1%

N.A. TOTAL CLASS 8 BUILD by OEM
October 2019

TOTAL CLASS 8 CURRENT MONTH	UNITS BUILT FOR:					BUILD % SHARE by DESTINATION MARKET:				
	U.S.	Canada	Mexico	Export	Total	U.S.	Canada	Mexico	Export	Total
FORD										
FREIGHTLINER*										
INTERNATIONAL										
KENWORTH										
MACK										
PETERBILT										
VOLVO										
WESTERN STAR										
OTHERS*										
ACTR TOTAL	22,652	2,572	1,181	361	26,766	100.0%	100.0%	100.0%	100.0%	100.0%
MEMO*										
DAIMLER TRUCKS NA										
PACCAR										
VOLVO										
TOTAL CLASS 8 YEAR-TO-DATE	U.S.	Canada	Mexico	Export	Total	U.S.	Canada	Mexico	Export	Total
FORD										
FREIGHTLINER*										
INTERNATIONAL										
KENWORTH										
MACK										
PETERBILT										
VOLVO										
WESTERN STAR										
OTHERS*										
ACTR TOTAL	254,783	30,697	13,130	3,897	302,507	100.0%	100.0%	100.0%	100.0%	100.0%
MEMO*										
DAIMLER TRUCKS NA										
PACCAR										
VOLVO										
TOTAL CLASS 8 Y/Y % CHANGE	CURRENT MONTH					YEAR-TO-DATE				
	U.S.	Canada	Mexico	Export	Total	U.S.	Canada	Mexico	Export	Total
FORD										
FREIGHTLINER*										
INTERNATIONAL										
KENWORTH										
MACK										
PETERBILT										
VOLVO										
WESTERN STAR										
OTHERS*										
ACTR TOTAL	-9.2%	-11.9%	-33.7%	-43.8%	-11.6%	16.4%	-0.7%	-17.3%	-30.1%	11.5%

e = Estimated

*Note: See footnotes in Table of Contents. Totals include all fuels.

**Due to a change in OEM reporting, monthly Class 8 build by OEM will be available following the fiscal quarter end.

NORTH AMERICAN OEM CLASS 5 BUILD for ALL TYPES, ALL DESTINATIONS

UNITS	Jan. 2019	Feb. 2019	Mar. 2019	Apr. 2019	May 2019	June 2019	July 2019	Aug. 2019	Sep. 2019	Oct. 2019	Nov. 2019	Dec. 2019	YTD 2019
FORD	5,244	4,763	5,091	4,909	5,992	5,722	5,091	7,246	5,229	5,917	-	-	55,204
FREIGHTLINER*	490	222	378	428	460	140	513	591	772	785	-	-	4,779
GENERAL MOTORS	30	20	17	340	587	965	570	986	589	715	-	-	4,819
INTERNATIONAL	71	111	164	220	161	144	104	171	48	-	-	-	1,194
JAPANESE OEMs*	600	716	1,024	1,078	1,046	994	848	924	921	922	-	-	9,073
KENWORTH	9	1	3	1	2	1	-	-	8	2	-	-	27
MACK	-	-	-	-	-	-	-	-	-	-	-	-	-
PETERBILT	2	1	-	-	-	1	2	-	-	5	-	-	11
VOLVO	-	-	-	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-	-	-	-
OTHERS*	737	776	1,529	1,589	1,422	1,820	1,987	1,965	1,899	1,516	-	-	15,240
Total Build	7,183	6,610	8,206	8,565	9,670	9,787	9,115	11,883	9,466	9,862	-	-	90,347

TOTAL N.A. OEM CLASS 5 BUILD for ALL DESTINATIONS PER DAY: MONTH & YTD

DAYS /MO.***	22	20	21	22	22	20	17	22	20	23	-	-	209
FORD	238	238	242	223	272	286	299	329	261	257	-	-	264
FREIGHTLINER*	22	11	18	19	21	7	30	27	39	34	-	-	23
GENERAL MOTORS	1	1	1	15	27	48	34	45	29	31	-	-	23
INTERNATIONAL	3	6	8	10	7	7	6	8	2	-	-	-	6
JAPANESE OEMs*	27	36	49	49	48	50	50	42	46	40	-	-	43
KENWORTH	0	0	0	0	0	0	-	-	0	0	-	-	0
MACK	-	-	-	-	-	-	-	-	-	-	-	-	-
PETERBILT	0	0	-	-	-	0	0	-	-	0	-	-	0
VOLVO	-	-	-	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-	-	-	-
OTHERS*	34	39	73	72	65	91	117	89	95	66	-	-	73
Total BU Per Day**	327	331	391	389	440	489	536	540	473	429	-	-	432

*Note: See footnotes in Table of Contents.

** Rounding may cause ± 1 unit variation in BU per day totals.

*** Days per month tie to ACTR OEM industry build plans in SOI: Classes 5-8 Report.

NORTH AMERICAN OEM CLASSES 6-7 BUILD for ALL TYPES, ALL DESTINATIONS

UNITS	Jan. 2019	Feb. 2019	Mar. 2019	Apr. 2019	May 2019	June 2019	July 2019	Aug. 2019	Sep. 2019	Oct. 2019	Nov. 2019	Dec. 2019	YTD 2019
FORD	1,932	2,492	2,538	1,965	2,141	2,859	1,006	1,926	1,182	989	-	-	19,030
FREIGHTLINER*	5,155	4,436	4,950	4,355	4,462	4,873	4,537	4,471	3,780	3,964	-	-	44,983
GENERAL MOTORS	274	425	924	358	232	375	186	448	203	279	-	-	3,704
INTERNATIONAL	4,133	3,786	4,075	4,981	4,928	4,178	4,067	3,789	2,792	2,581	-	-	39,310
JAPANESE OEMs*	698	982	1,189	912	1,075	1,165	1,161	1,172	1,000	1,127	-	-	10,481
KENWORTH	720	816	868	831	937	666	869	970	1,015	970	-	-	8,662
MACK	-	-	-	-	-	-	-	-	-	-	-	-	-
PETERBILT	731	840	879	784	1,051	807	1,069	1,142	1,131	1,052	-	-	9,486
VOLVO	-	-	-	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-	-	-	-
OTHERS*	1,265	1,768	1,914	1,796	2,100	2,114	1,447	1,680	2,328	861	-	-	17,273
Total Build	14,908	15,545	17,337	15,982	16,926	17,037	14,342	15,598	13,431	11,823	-	-	152,929

TOTAL N.A. OEM CLASSES 6-7 BUILD for ALL DESTINATIONS PER DAY: MONTH & YTD

DAYS /MO.***	22	20	21	22	22	20	17	22	20	23	-	-	209
FORD	88	125	121	89	97	143	59	88	59	43	-	-	91
FREIGHTLINER*	234	222	236	198	203	244	267	203	189	172	-	-	215
GENERAL MOTORS	12	21	44	16	11	19	11	20	10	12	-	-	18
INTERNATIONAL	188	189	194	226	224	209	239	172	140	112	-	-	188
JAPANESE OEMs*	32	49	57	41	49	58	68	53	50	49	-	-	50
KENWORTH	33	41	41	38	43	33	51	44	51	42	-	-	41
MACK	-	-	-	-	-	-	-	-	-	-	-	-	-
PETERBILT	33	42	42	36	48	40	63	52	57	46	-	-	45
VOLVO	-	-	-	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-	-	-	-
OTHERS*	58	88	91	82	95	106	85	76	116	37	-	-	83
Total BU Per Day**	678	777	826	726	769	852	844	709	672	514	-	-	732

*Note: See footnotes in Table of Contents.

** Rounding may cause ± 1 unit variation in BU per day totals.

*** Days per month tie to ACTR OEM industry build plans in SOI: Classes 5-8 Report.

NORTH AMERICAN OEM CLASS 8 BUILD for ALL TYPES, ALL DESTINATIONS

UNITS	Jan. 2019	Feb. 2019	Mar. 2019	Apr. 2019	May 2019	June 2019	July 2019	Aug. 2019	Sep. 2019	Oct. 2019	Nov. 2019	Dec. 2019	YTD 2019
FORD	12	14	14	3	8	24	16	12	21	-	-	-	124
FREIGHTLINER*	9,852	9,201	9,601	10,016	10,280	10,490	11,196	11,381	9,965	-	-	-	91,982
INTERNATIONAL	4,592	3,937	4,026	4,288	4,838	4,413	4,494	4,108	3,144	-	-	-	37,840
KENWORTH	5,171	4,806	4,932	5,309	5,326	5,433	4,950	5,483	4,717	See Note Below****			46,127
MACK	2,194	2,116	3,073	2,464	2,635	2,654	2,524	1,963	2,306				21,929
PETERBILT	3,902	3,714	4,147	4,232	4,149	3,924	4,256	4,325	3,645				36,294
VOLVO	3,314	2,309	4,103	3,957	3,681	3,305	3,082	1,818	2,799				28,368
WESTERN STAR	901	933	962	1,009	1,124	1,003	1,005	962	1,010	-	-	-	8,909
OTHERS*	524	488	520	474	479	422	453	431	377	-	-	-	4,168
Total Build	30,462	27,518	31,378	31,752	32,520	31,668	31,976	30,483	27,984	26,766	-	-	302,507

TOTAL N.A. OEM CLASS 8 BUILD for ALL DESTINATIONS PER DAY: MONTH & YTD

DAYS /MO.***	22	20	21	22	22	20	21	21	20	23	-	-	212
FORD	1	1	1	0	0	1	1	1	1	-	-	-	1
FREIGHTLINER*	448	460	457	455	467	525	533	542	498	-	-	-	434
INTERNATIONAL	209	197	192	195	220	221	214	196	157	-	-	-	178
KENWORTH	235	240	235	241	242	272	236	261	236	-	-	-	218
MACK	100	106	146	112	120	133	120	93	115	-	-	-	103
PETERBILT	177	186	197	192	189	196	203	206	182	-	-	-	171
VOLVO	151	115	195	180	167	165	147	87	140	-	-	-	134
WESTERN STAR	41	47	46	46	51	50	48	46	51	-	-	-	42
OTHERS*	24	24	25	22	22	21	22	21	19	-	-	-	20
Total BU Per Day**	1,385	1,376	1,494	1,443	1,478	1,583	1,523	1,452	1,399	1,164	-	-	1,427

*Note: See footnotes in Table of Contents.

** Rounding may cause ± 1 unit variation in BU per day totals.

*** Days per month tie to ACTR OEM industry build plans in SOI: Classes 5-8 Report.

****Due to a change in OEM reporting, monthly Class 8 build by OEM will be available following the fiscal quarter end.

N.A. TOTAL CLASS 5 RETAIL SALES by OEM
October 2019

CLASS 5 CURRENT MONTH	RETAIL SALES IN:					RS % SHARE by COUNTRY:				
	U.S.	Canada	Mexico	Export	Total	U.S.	Canada	Mexico	Export	Total
FORD	4,877	444 e	-	-	5,321	62.8%	51.5%	-	-	61.0%
FREIGHTLINER*	344	2	-	-	346	4.4%	0.2%	-	-	4.0%
GENERAL MOTORS	404	-	-	-	404	5.2%	-	-	-	4.6%
INTERNATIONAL	153	9	47	-	209	2.0%	1.0%	50.5%	-	2.4%
JAPANESE OEMs*	765	157	-	-	922	9.9%	18.2%	-	-	10.6%
KENWORTH	2	-	-	-	2	0.0%	-	-	-	0.0%
MACK	-	-	-	-	-	-	-	-	-	-
PETERBILT	-	1	-	-	1	-	0.1%	-	-	0.0%
VOLVO	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-
OTHERS*	1,221	249	46	-	1,516	15.7%	28.9%	49.5%	-	17.4%
ACTR TOTAL	7,766	862	93	-	8,721	100.0%	100.0%	100.0%	-	100.0%
MEMO*										
DAIMLER TRUCKS NA	344	2	-	-	346	4.4%	0.2%	-	-	4.0%
PACCAR	2	1	-	-	3	0.0%	0.1%	-	-	0.0%
VOLVO	-	-	-	-	-	-	-	-	-	-

CLASS 5 YEAR-TO-DATE	U.S.	Canada	Mexico	Export	Total	U.S.	Canada	Mexico	Export	Total
FORD	46,403	3,730 e	-	-	50,133	63.6%	51.6%	-	-	61.8%
FREIGHTLINER*	3,591	24	-	-	3,615	4.9%	0.3%	-	-	4.5%
GENERAL MOTORS	2,009	-	-	-	2,009	2.8%	-	-	-	2.5%
INTERNATIONAL	508	66	376	-	950	0.7%	0.9%	45.0%	-	1.2%
JAPANESE OEMs*	6,927	2,146	-	-	9,073	9.5%	29.7%	-	-	11.2%
KENWORTH	28	1	-	-	29	0.0%	0.0%	-	-	0.0%
MACK	-	-	-	-	-	-	-	-	-	-
PETERBILT	7	3	-	-	10	0.0%	0.0%	-	-	0.0%
VOLVO	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-
OTHERS*	13,527	1,253	460	-	15,240	18.5%	17.3%	55.0%	-	18.8%
ACTR TOTAL	73,000	7,223	836	-	81,059	100.0%	100.0%	100.0%	-	100.0%
MEMO*										
DAIMLER TRUCKS NA	3,591	24	-	-	3,615	4.9%	0.3%	-	-	4.5%
PACCAR	35	4	-	-	39	0.0%	0.1%	-	-	0.0%
VOLVO	-	-	-	-	-	-	-	-	-	-

CLASS 5 Y/Y % CHANGE	CURRENT MONTH					YEAR-TO-DATE				
	U.S.	Canada	Mexico	Export	Total	U.S.	Canada	Mexico	Export	Total
FORD	1.0%	70.8%	-	-	4.5%	0.3%	15.1%	-	-	1.3%
FREIGHTLINER*	-25.9%	-	-	-	-25.4%	-7.5%	20.0%	-	-	-7.4%
GENERAL MOTORS	3572.7%	-	-	-	3572.7%	730.2%	-	-	-	730.2%
INTERNATIONAL	2960.0%	200.0%	123.8%	-	620.7%	2319.0%	500.0%	36.7%	-	209.4%
JAPANESE OEMs*	-2.9%	-19.5%	-	-	-6.2%	-0.3%	-5.0%	-	-	-1.5%
KENWORTH	-	-	-	-	-	-9.7%	-50.0%	-	-	-12.1%
MACK	-	-	-	-	-	-	-	-	-	-
PETERBILT	-100.0%	-	-	-	0.0%	-22.2%	50.0%	-	-	-9.1%
VOLVO	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-
OTHERS*	-12.0%	192.9%	0.0%	-	-0.2%	3.9%	25.9%	0.0%	-	5.3%
ACTR TOTAL	3.7%	58.7%	38.8%	-	7.7%	3.7%	10.6%	13.7%	-	4.4%

N.A. TOTAL CLASSES 6-7 RETAIL SALES by OEM
October 2019

**CLASSES 6-7
CURRENT MONTH**

RETAIL SALES IN:

RS % SHARE by COUNTRY:

	U.S.	Canada	Mexico	Export	Total	U.S.	Canada	Mexico	Export	Total
FORD	2,017	13 e	-	-	2,030	14.1%	1.9%	-	-	13.0%
FREIGHTLINER*	4,446	178	115 e	-	4,739	31.2%	25.4%	18.3%	-	30.3%
GENERAL MOTORS	196	-	-	-	196	1.4%	-	-	-	1.3%
INTERNATIONAL	4,187	340	254	62	4,843	29.4%	48.5%	40.4%	98.4%	30.9%
JAPANESE OEMs*	1,064	95	-	-	1,159	7.5%	13.6%	-	-	7.4%
KENWORTH	922	42	-	-	964	6.5%	6.0%	-	-	6.2%
MACK	-	-	-	-	-	-	-	-	-	-
PETERBILT	849	29	-	-	878	6.0%	4.1%	-	-	5.6%
VOLVO	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-
OTHERS*	579	4	259 e	1	843	4.1%	0.6%	41.2%	1.6%	5.4%
ACTR TOTAL	14,260	701	628	63	15,652	100.0%	100.0%	100.0%	100.0%	100.0%
MEMO*										
DAIMLER TRUCKS NA	4,446	178	115	-	4,739	31.2%	25.4%	18.3%	-	30.3%
PACCAR	1,771	71	-	-	1,842	12.4%	10.1%	-	-	11.8%
VOLVO	-	-	-	-	-	-	-	-	-	-

**CLASSES 6-7
YEAR-TO-DATE**

	U.S.	Canada	Mexico	Export	Total	U.S.	Canada	Mexico	Export	Total
FORD	18,929	127 e	-	-	19,056	14.1%	1.4%	-	-	12.6%
FREIGHTLINER*	41,486	1,797	1,075 e	-	44,358	30.8%	19.8%	16.2%	-	29.4%
GENERAL MOTORS	1,351	-	-	-	1,351	1.0%	-	-	-	0.9%
INTERNATIONAL	35,954	3,038	2,985	489	42,466	26.7%	33.4%	44.9%	85.9%	28.1%
JAPANESE OEMs*	9,254	1,259	-	-	10,513	6.9%	13.9%	-	-	7.0%
KENWORTH	7,270	471	-	-	7,741	5.4%	5.2%	-	-	5.1%
MACK	-	-	-	-	-	-	-	-	-	-
PETERBILT	6,713	1,446	-	-	8,159	5.0%	15.9%	-	-	5.4%
VOLVO	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-
OTHERS*	13,653	949	2,590 e	80	17,272	10.1%	10.4%	38.9%	14.1%	11.4%
ACTR TOTAL	134,610	9,087	6,650	569	150,916	100.0%	100.0%	100.0%	100.0%	100.0%
MEMO*										
DAIMLER TRUCKS NA	41,486	1,797	1,075	-	44,358	30.8%	19.8%	16.2%	-	29.4%
PACCAR	13,983	1,917	-	-	15,900	10.4%	21.1%	-	-	10.5%
VOLVO	-	-	-	-	-	-	-	-	-	-

**CLASSES 6-7
Y/Y % CHANGE**

CURRENT MONTH

YEAR-TO-DATE

	U.S.	Canada	Mexico	Export	Total	U.S.	Canada	Mexico	Export	Total
FORD	31.9%	-7.1%	-	-	31.6%	25.6%	0.0%	-	-	25.4%
FREIGHTLINER*	5.7%	13.4%	25.0%	-	6.4%	-5.9%	20.0%	4.2%	-	-4.8%
GENERAL MOTORS	2350.0%	-	-	-	2350.0%	2549.0%	-	-	-	2549.0%
INTERNATIONAL	28.4%	-28.7%	-40.1%	-20.5%	14.2%	25.0%	16.5%	-16.6%	-20.6%	19.4%
JAPANESE OEMs*	7.3%	-12.0%	-	-	5.4%	0.9%	-4.8%	-	-	0.2%
KENWORTH	24.8%	10.5%	-100.0%	-100.0%	20.8%	16.6%	-6.4%	-100.0%	-100.0%	13.6%
MACK	-	-	-	-	-	-	-	-	-	-
PETERBILT	43.7%	-79.1%	-	-	20.3%	4.7%	5.8%	-	-	4.9%
VOLVO	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-
OTHERS*	-41.9%	100.0%	0.0%	0.0%	-33.0%	-16.1%	-27.5%	0.0%	128.6%	-14.6%
ACTR TOTAL	15.7%	-25.0%	-20.0%	-30.0%	10.8%	6.8%	4.1%	-8.2%	-16.9%	5.7%

N.A. TOTAL CLASS 8 RETAIL SALES by OEM October 2019

TOTAL CLASS 8 CURRENT MONTH	RETAIL SALES IN:				RS % SHARE by COUNTRY:					
	U.S.	Canada	Mexico	Export	Total	U.S.	Canada	Mexico	Export	Total
FORD	14	-	-	-	14	0.1%	-	-	-	0.1%
FREIGHTLINER*	7,673	799	345 e	69 e	8,886	32.9%	30.2%	28.7%	14.2%	32.1%
INTERNATIONAL	4,609	679	279	209	5,776	19.7%	25.7%	23.2%	42.9%	20.9%
KENWORTH	3,332	281	499 e	50 e	4,162	14.3%	10.6%	41.5%	10.3%	15.0%
MACK	1,224	125	10	66	1,425	5.2%	4.7%	0.8%	13.6%	5.1%
PETERBILT	3,444	281	-	-	3,725	14.8%	10.6%	-	-	13.5%
VOLVO	2,248	259	70	-	2,577	9.6%	9.8%	5.8%	-	9.3%
WESTERN STAR	471	218	-	69	758	2.0%	8.3%	-	14.2%	2.7%
OTHERS*	331	-	- e	24	355	1.4%	-	-	4.9%	1.3%
ACTR TOTAL	23,346	2,642	1,203	487	27,678	100.0%	100.0%	100.0%	100.0%	100.0%
MEMO*										
DAIMLER TRUCKS NA	8,144	1,017	345	138	9,644	34.9%	38.5%	28.7%	28.3%	34.8%
PACCAR	6,776	562	499	50	7,887	29.0%	21.3%	41.5%	10.3%	28.5%
VOLVO	3,472	384	80	66	4,002	14.9%	14.5%	6.7%	13.6%	14.5%

TOTAL CLASS 8 YEAR-TO-DATE	U.S.	Canada	Mexico	Export	Total	U.S.	Canada	Mexico	Export	Total
	U.S.	Canada	Mexico	Export	Total	U.S.	Canada	Mexico	Export	Total
FORD	127	-	-	-	127	0.1%	-	-	-	0.0%
FREIGHTLINER*	86,253	8,537	1,989 e	645 e	97,424	36.1%	30.8%	14.7%	17.0%	34.3%
INTERNATIONAL	34,834	3,931	3,003	849	42,617	14.6%	14.2%	22.2%	22.4%	15.0%
KENWORTH	34,402	4,246	7,548 e	675 e	46,871	14.4%	15.3%	55.7%	17.8%	16.5%
MACK	16,936	1,759	207	776	19,678	7.1%	6.3%	1.5%	20.4%	6.9%
PETERBILT	34,781	3,162	-	-	37,943	14.5%	11.4%	-	-	13.4%
VOLVO	21,986	3,696	794	-	26,476	9.2%	13.3%	5.9%	-	9.3%
WESTERN STAR	5,510	2,423	-	624	8,557	2.3%	8.7%	-	16.4%	3.0%
OTHERS*	4,295	-	- e	228	4,523	1.8%	-	-	6.0%	1.6%
ACTR TOTAL	239,124	27,754	13,541	3,797	284,216	100.0%	100.0%	100.0%	100.0%	100.0%
MEMO*										
DAIMLER TRUCKS NA	91,763	10,960	1,989	1,269	105,981	38.4%	39.5%	14.7%	33.4%	37.3%
PACCAR	69,183	7,408	7,548	675	84,814	28.9%	26.7%	55.7%	17.8%	29.8%
VOLVO	38,922	5,455	1,001	776	46,154	16.3%	19.7%	7.4%	20.4%	16.2%

TOTAL CLASS 8 Y/Y % CHANGE	CURRENT MONTH				YEAR-TO-DATE					
	U.S.	Canada	Mexico	Export	Total	U.S.	Canada	Mexico	Export	Total
FORD	-44.0%	-	-	-	-44.0%	-13.6%	-	-	-	-13.6%
FREIGHTLINER*	-13.5%	-10.9%	0.0%	-25.0%	-12.9%	17.4%	-2.6%	-59.7%	-36.0%	10.5%
INTERNATIONAL	-4.1%	-11.6%	-9.1%	-32.4%	-6.7%	19.7%	1.8%	16.1%	-54.6%	13.9%
KENWORTH	-5.5%	-47.3%	-47.1%	-60.0%	-18.8%	15.8%	-6.6%	5.8%	-24.5%	10.9%
MACK	-12.8%	-23.3%	-69.7%	-12.0%	-14.9%	18.1%	5.6%	-5.5%	-5.0%	15.5%
PETERBILT	-7.1%	-9.1%	-	-	-7.2%	14.7%	-7.5%	-	-	12.5%
VOLVO	1.5%	-13.7%	79.5%	-	0.9%	1.7%	-3.5%	95.1%	-	2.4%
WESTERN STAR	-0.2%	-13.8%	-	0.0%	-4.5%	17.6%	-6.8%	-	-3.3%	7.9%
OTHERS*	-18.3%	-	-	-4.0%	-17.4%	3.6%	-	-	-1.3%	3.4%
ACTR TOTAL	-8.2%	-18.0%	-27.8%	-29.9%	-10.8%	15.2%	-3.2%	-11.4%	-30.5%	10.6%

e = Estimated

*Note: See footnotes in Table of Contents. Totals include all fuels.

NORTH AMERICAN OEM CLASS 5 RETAIL SALES for ALL TYPES, ALL DESTINATIONS

UNITS	Jan. 2019	Feb. 2019	Mar. 2019	Apr. 2019	May 2019	June 2019	July 2019	Aug. 2019	Sep. 2019	Oct. 2019	Nov. 2019	Dec. 2019	YTD 2019
FORD	3,875	4,652	5,720	5,351	5,331	5,380	4,900	5,523	4,080	5,321	-	-	50,133
FREIGHTLINER*	486	217	347	418	587	189	318	251	456	346	-	-	3,615
GENERAL MOTORS	11	21	22	147	191	237	236	354	386	404	-	-	2,009
INTERNATIONAL	10	35	40	161	61	81	117	131	105	209	-	-	950
JAPANESE OEMs*	600	716	1,024	1,078	1,046	994	848	924	921	922	-	-	9,073
KENWORTH	5	2	1	16	1	1	-	-	1	2	-	-	29
MACK	-	-	-	-	-	-	-	-	-	-	-	-	-
PETERBILT	2	-	2	-	-	1	1	2	1	1	-	-	10
VOLVO	-	-	-	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-	-	-	-
OTHERS*	737	776	1,529	1,589	1,422	1,820	1,987	1,965	1,899	1,516	-	-	15,240
Total Retail Sales	5,726	6,419	8,685	8,760	8,639	8,703	8,407	9,150	7,849	8,721	-	-	81,059

TOTAL N.A. OEM CLASS 5 RETAIL SALES for ALL DESTINATIONS PER DAY: MONTH & YTD

DAYS /MO.***	22	20	21	22	22	20	22	22	21	23	-	-	215
FORD	176	233	272	243	242	269	223	251	194	231	-	-	233
FREIGHTLINER*	22	11	17	19	27	9	14	11	22	15	-	-	17
GENERAL MOTORS	1	1	1	7	9	12	11	16	18	18	-	-	9
INTERNATIONAL	0	2	2	7	3	4	5	6	5	9	-	-	4
JAPANESE OEMs*	27	36	49	49	48	50	39	42	44	40	-	-	42
KENWORTH	0	0	0	1	0	0	-	-	0	0	-	-	0
MACK	-	-	-	-	-	-	-	-	-	-	-	-	-
PETERBILT	0	-	0	-	-	0	0	0	0	0	-	-	0
VOLVO	-	-	-	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-	-	-	-
OTHERS*	34	39	73	72	65	91	90	89	90	66	-	-	71
Total RS Per Day**	260	321	414	398	393	435	382	416	374	379	-	-	377

*Note: See footnotes in Table of Contents.

** Rounding may cause ± 1 unit variation in RS per day totals.

*** Days per month tie to ACTR OEM industry build plans in SOI: Classes 5-8 Report.

NORTH AMERICAN OEM CLASSES 6-7 RETAIL SALES for ALL TYPES, ALL DESTINATIONS

UNITS	Jan. 2019	Feb. 2019	Mar. 2019	Apr. 2019	May 2019	June 2019	July 2019	Aug. 2019	Sep. 2019	Oct. 2019	Nov. 2019	Dec. 2019	YTD 2019
FORD	1,286	1,431	1,752	2,719	2,397	2,155	2,612	1,461	1,213	2,030	-	-	19,056
FREIGHTLINER*	5,278	4,399	4,351	4,279	3,959	4,011	3,883	4,380	5,079	4,739	-	-	44,358
GENERAL MOTORS	11	70	223	233	76	117	126	153	146	196	-	-	1,351
INTERNATIONAL	4,509	3,521	4,147	3,717	4,042	3,642	4,523	5,705	3,817	4,843	-	-	42,466
JAPANESE OEMs*	698	982	1,189	912	1,075	1,165	1,161	1,172	1,000	1,159	-	-	10,513
KENWORTH	637	625	626	888	723	872	822	754	830	964	-	-	7,741
MACK	-	-	-	-	-	-	-	-	-	-	-	-	-
PETERBILT	704	523	864	897	963	762	945	790	833	878	-	-	8,159
VOLVO	-	-	-	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-	-	-	-
OTHERS*	1,091	1,532	2,305	1,279	1,759	2,879	1,284	1,776	2,524	843	-	-	17,272
Total Retail Sales	14,214	13,083	15,457	14,924	14,994	15,603	15,356	16,191	15,442	15,652	-	-	150,916

TOTAL N.A. OEM CLASSES 6-7 RETAIL SALES for ALL DESTINATIONS PER DAY: MONTH & YTD

DAYS /MO.***	22	20	21	22	22	20	22	22	21	23	-	-	215
FORD	58	72	83	124	109	108	119	66	58	88	-	-	89
FREIGHTLINER*	240	220	207	195	180	201	177	199	242	206	-	-	206
GENERAL MOTORS	1	4	11	11	3	6	6	7	7	9	-	-	6
INTERNATIONAL	205	176	197	169	184	182	206	259	182	211	-	-	198
JAPANESE OEMs*	32	49	57	41	49	58	53	53	48	50	-	-	49
KENWORTH	29	31	30	40	33	44	37	34	40	42	-	-	36
MACK	-	-	-	-	-	-	-	-	-	-	-	-	-
PETERBILT	32	26	41	41	44	38	43	36	40	38	-	-	38
VOLVO	-	-	-	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-	-	-	-
OTHERS*	50	77	110	58	80	144	58	81	120	37	-	-	80
Total RS Per Day**	646	654	736	678	682	780	698	736	735	681	-	-	702

*Note: See footnotes in Table of Contents.

** Rounding may cause ± 1 unit variation in RS per day totals.

*** Days per month tie to ACTR OEM industry build plans in SOI: Classes 5-8 Report.

NORTH AMERICAN OEM CLASS 8 RETAIL SALES for ALL TYPES, ALL DESTINATIONS

UNITS	Jan. 2019	Feb. 2019	Mar. 2019	Apr. 2019	May 2019	June 2019	July 2019	Aug. 2019	Sep. 2019	Oct. 2019	Nov. 2019	Dec. 2019	YTD 2019
FORD	8	8	11	5	22	5	15	16	23	14	-	-	127
FREIGHTLINER*	10,292	9,009	9,482	9,371	9,685	9,324	9,874	8,584	12,917	8,886	-	-	97,424
INTERNATIONAL	3,697	3,383	4,441	4,586	3,931	4,171	4,322	4,038	4,272	5,776	-	-	42,617
KENWORTH	3,555	3,987	4,326	5,327	5,370	5,408	5,277	4,830	4,629	4,162	-	-	46,871
MACK	1,212	1,370	1,916	2,256	2,169	2,217	2,003	2,042	3,068	1,425	-	-	19,678
PETERBILT	2,639	3,270	3,735	4,200	4,264	4,028	4,010	4,048	4,024	3,725	-	-	37,943
VOLVO	1,827	2,080	3,070	2,817	3,251	2,566	2,974	2,928	2,386	2,577	-	-	26,476
WESTERN STAR	711	653	708	837	1,106	897	924	918	1,045	758	-	-	8,557
OTHERS*	524	488	520	474	479	422	453	431	377	355	-	-	4,523
Total Retail Sales	24,465	24,248	28,209	29,873	30,277	29,038	29,852	27,835	32,741	27,678	-	-	284,216

TOTAL N.A. OEM CLASS 8 RETAIL SALES for ALL DESTINATIONS PER DAY: MONTH & YTD

DAYS /MO.***	22	20	21	22	22	20	22	22	21	23	-	-	215
FORD	0	0	1	0	1	0	1	1	1	1	-	-	1
FREIGHTLINER*	468	450	452	426	440	466	449	390	615	386	-	-	453
INTERNATIONAL	168	169	211	208	179	209	196	184	203	251	-	-	198
KENWORTH	162	199	206	242	244	270	240	220	220	181	-	-	218
MACK	55	69	91	103	99	111	91	93	146	62	-	-	92
PETERBILT	120	164	178	191	194	201	182	184	192	162	-	-	176
VOLVO	83	104	146	128	148	128	135	133	114	112	-	-	123
WESTERN STAR	32	33	34	38	50	45	42	42	50	33	-	-	40
OTHERS*	24	24	25	22	22	21	21	20	18	15	-	-	21
Total RS Per Day**	1,112	1,212	1,343	1,358	1,376	1,452	1,357	1,265	1,559	1,203	-	-	1,322

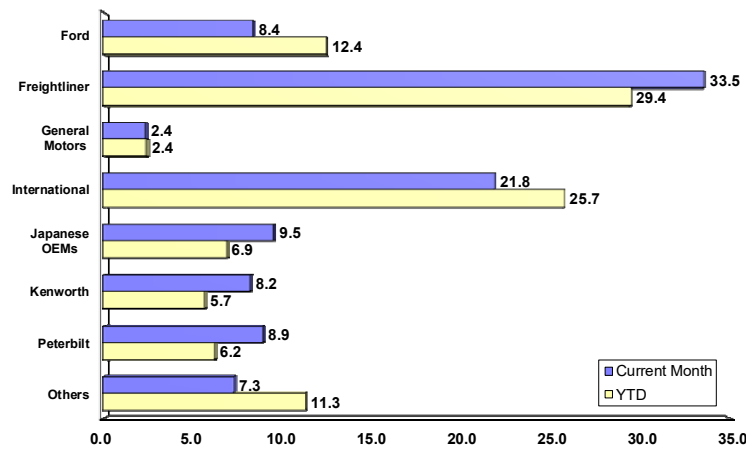
*Note: See footnotes in Table of Contents.

** Rounding may cause ± 1 unit variation in RS per day totals.

*** Days per month tie to ACTR OEM industry build plans in SOI: Classes 5-8 Report.

TOTAL CLASSES 6-7 BUILD

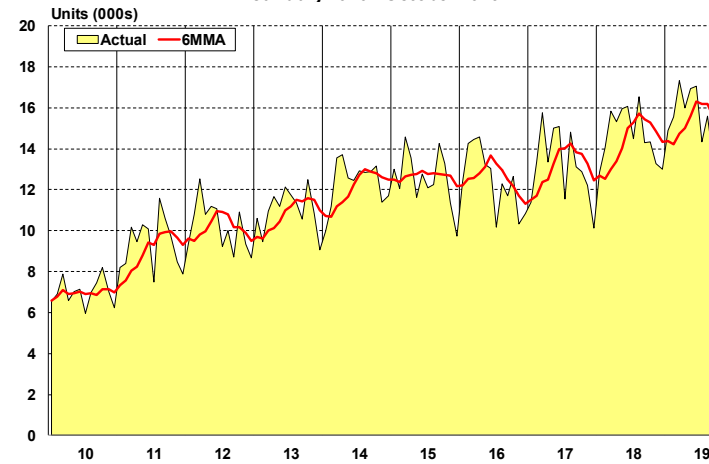
N.A. OEM's Production to All Destinations: % Share



ACT Research Co., LLC: Copyright 2019

Total Classes 6-7: N.A Build

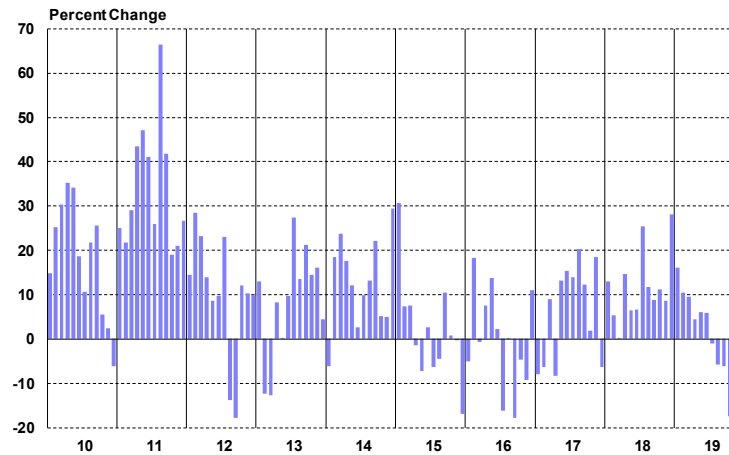
January 2010 - October 2019



ACT Research Co., LLC: Copyright 2019

Total Classes 6-7 Build: Y/Y % Change

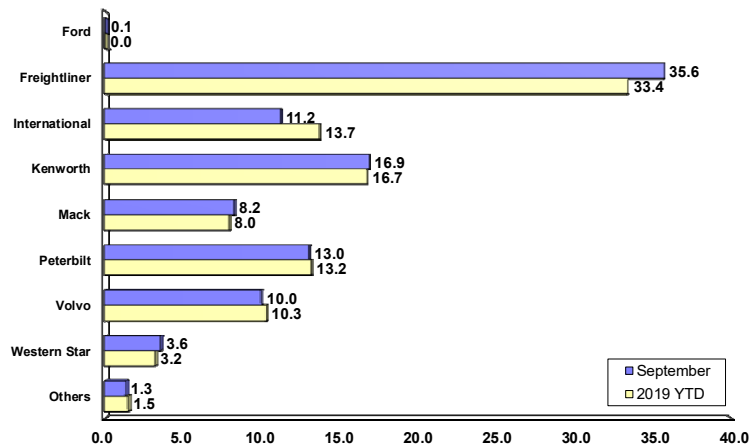
January 2010 - October 2019



ACT Research Co., LLC: Copyright 2019

TOTAL CLASS 8 BUILD

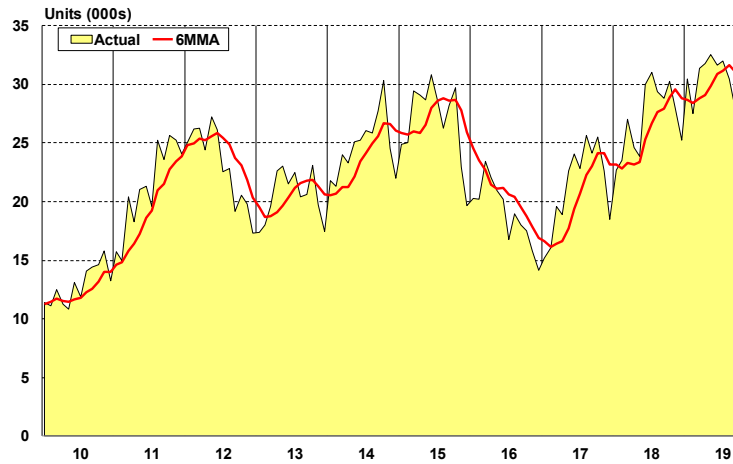
N.A. OEM's Production to All Destinations: % Share



ACT Research Co., LLC. Copyright 2019

Total Class 8: N.A Build

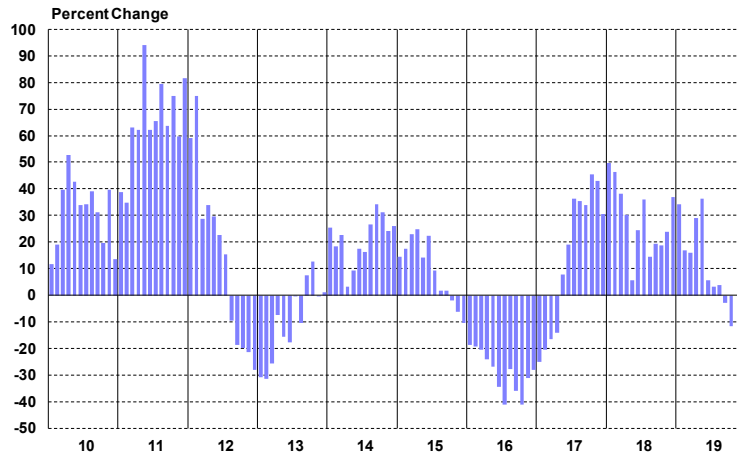
January 2010 - October 2019



ACT Research Co., LLC. Copyright 2019

Total Class 8 Build: Y/Y % Change

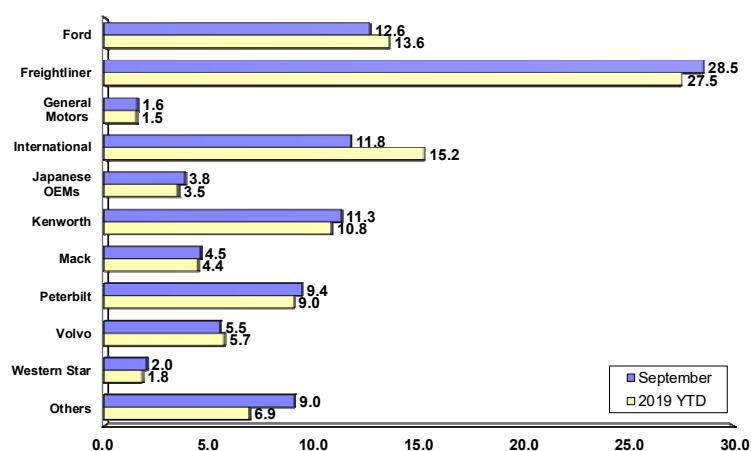
January 2010 - October 2019



ACT Research Co., LLC. Copyright 2019

TOTAL CLASSES 5-8 BUILD

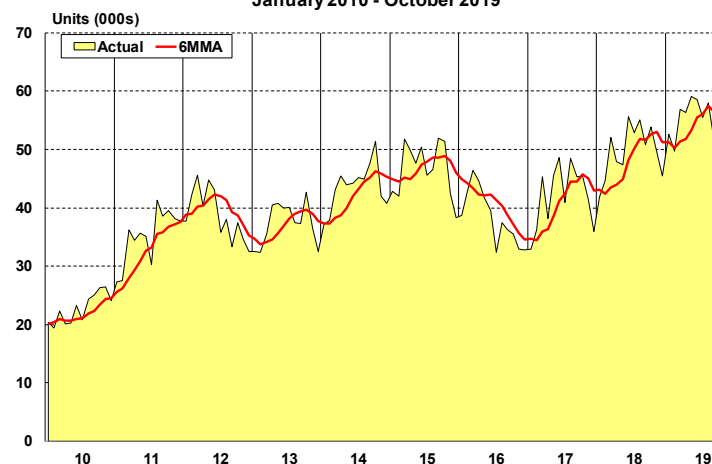
N.A. OEM's Production to All Destinations: % Share



ACT Research Co., LLC: Copyright 2019

Total Classes 5-8: N.A Build

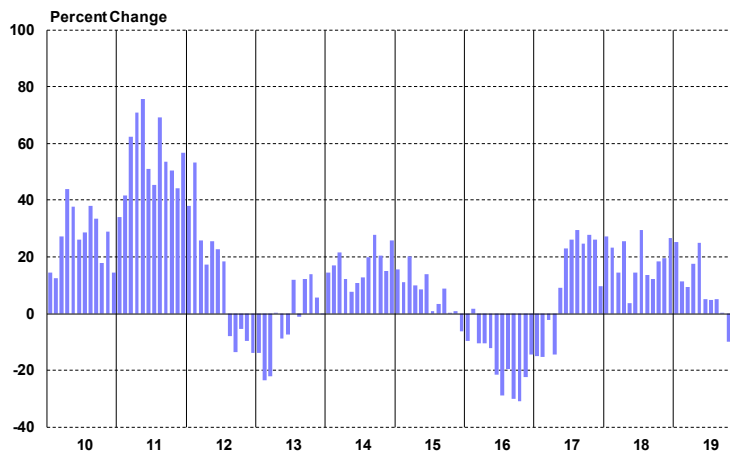
January 2010 - October 2019



ACT Research Co., LLC: Copyright 2019

Total Classes 5-8 Build: Y/Y % Change

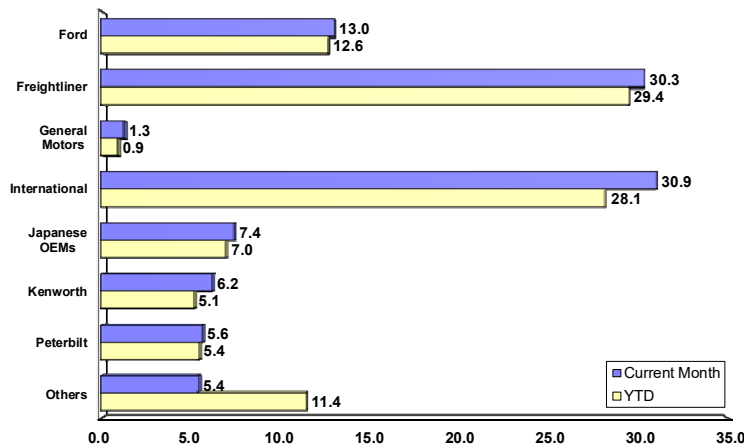
January 2010 - October 2019



ACT Research Co., LLC: Copyright 2019

TOTAL CLASSES 6-7 RETAIL SALES

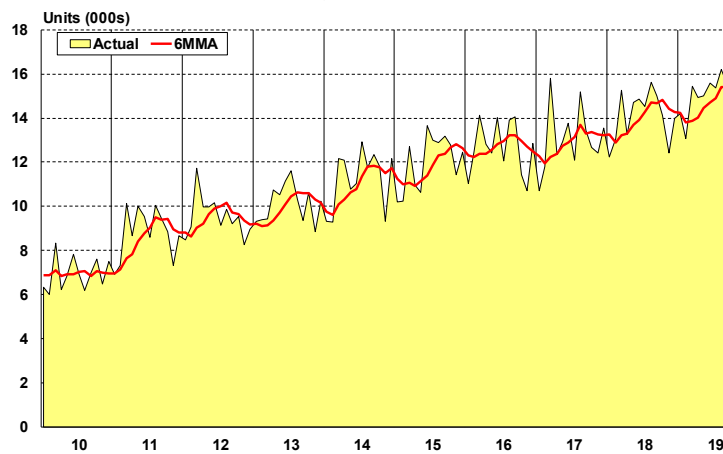
N.A. OEM's World Wide Sales % Share



ACT Research Co., LLC: Copyright 2019

Total Classes 6-7: N.A. Retail Sales

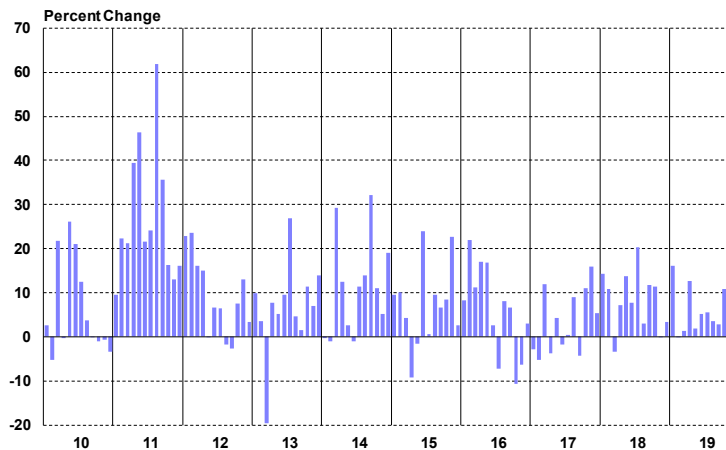
January 2010 - October 2019



ACT Research Co., LLC: Copyright 2019

Total Classes 6-7 Retail Sales: Y/Y % Change

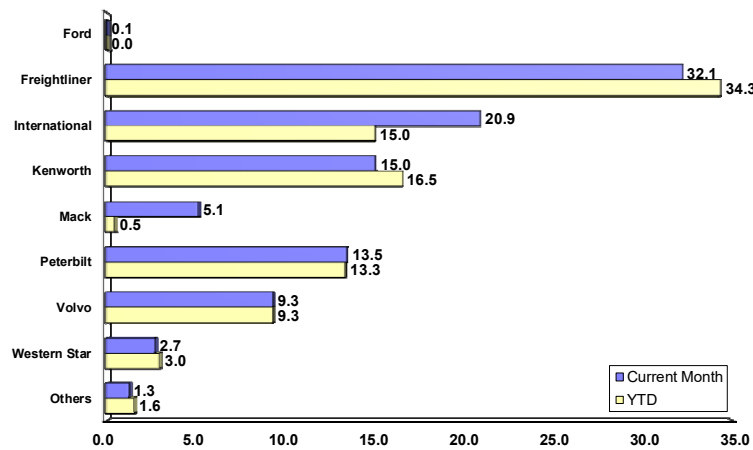
January 2010 - October 2019



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TOTAL CLASS 8 RETAIL SALES

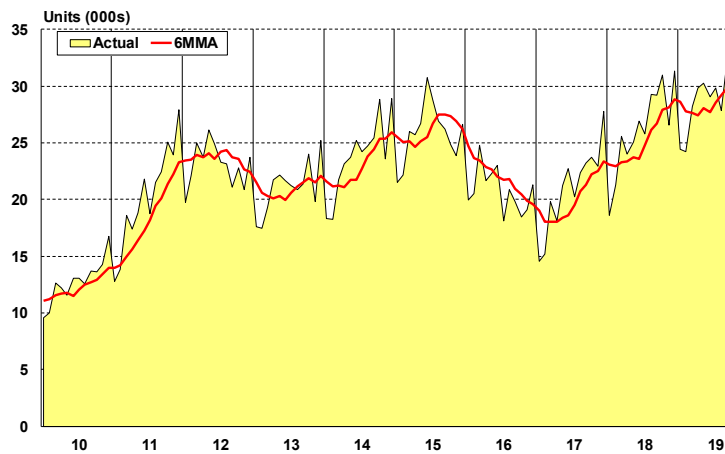
N.A. OEM's Retail Sales to All Destinations: % Share



ACT Research Co., LLC. Copyright 2019

Total Class 8: N.A. Retail Sales

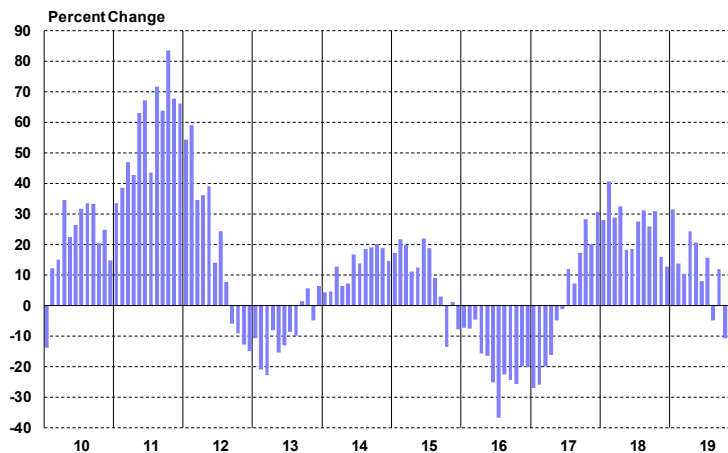
January 2010 - October 2019



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Total Class 8 Retail Sales: Y/Y % Change

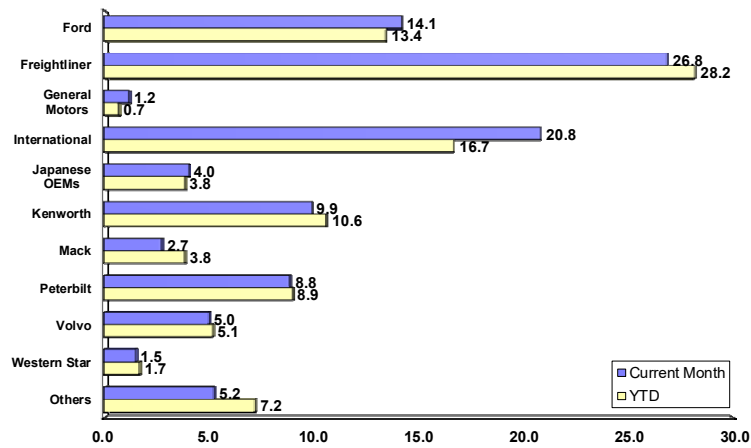
January 2010 - October 2019



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TOTAL CLASSES 5-8 RETAIL SALES

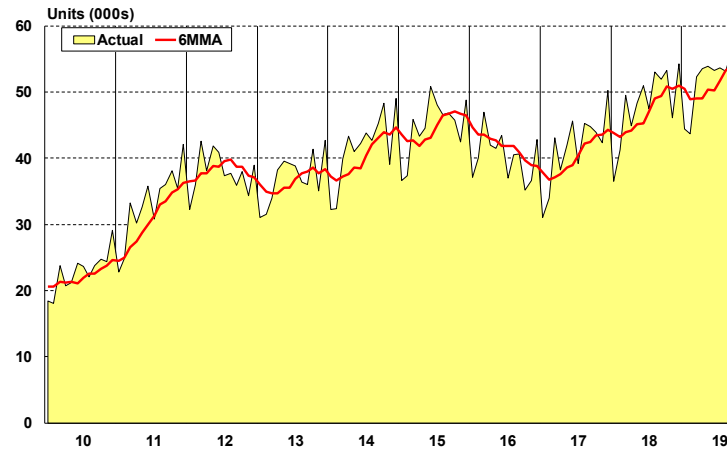
N.A. OEM's Production to All Destinations: % Share



ACT Research Co., LLC: Copyright 2019

Total Classes 5-8: N.A. Retail Sales

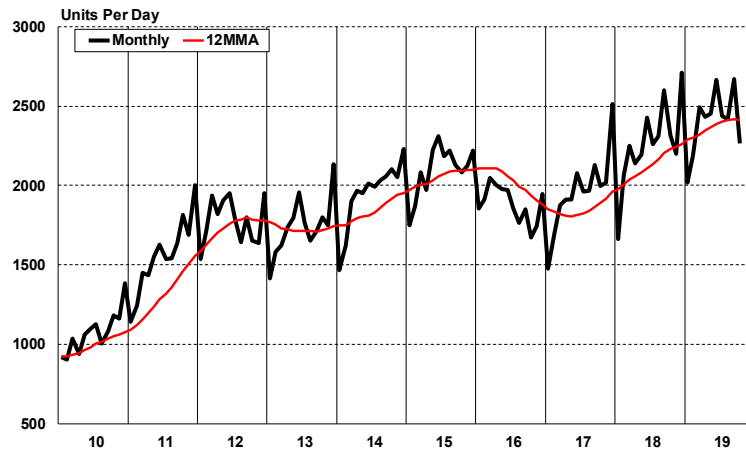
January 2010 - October 2019



ACT Research Co., LLC: Copyright 2019

Total Classes 5-8: N.A. Retail Sales Per Day

January 2010 - October 2019



ACT Research Co., LLC: Copyright 2019

ACT Research Commercial Vehicle Glossary

ACT Research Commercial Vehicle Data & Collection: For Classes 5-8 vehicle data, ACT Research Company (ACT) collects backlog, build (production), inventory, new order, cancellation, net order, factory shipment and retail sales statistics monthly from all major North American Classes 5-8 vehicle manufacturers. The data cover the U.S., Canadian, Mexican, and the export markets.

CLASSES: U.S. vehicles are divided into 8 classes based upon the gross vehicle weight (GVW)

Weight Class	Cl. 1	Cl. 2	Cl. 3	Cl. 4	Cl. 5	Cl. 6	Cl. 7	Heavy Duty Cl. 8
From (lbs):	--	6,001	10,001	14,001	16,001	19,501	26,001	33,001
To (lbs):	6,000	10,000	14,000	16,000	19,500	26,000	33,000	--

LIGHT DUTY: GVW Classes 3-4 includes, trucks, buses, and recreational vehicles.

LIGHT MEDIUM: GVW Class 5 includes some light and some medium trucks, shuttle buses, and RVs.

MEDIUM DUTY (MD): GVW Classes 6-7, all fuel types and applications including Cl6-7 school buses.

CLASS 8 VEHICLES: Defined as a straight truck or tractor over 33,001 lbs.

MIDRANGE: Classes 3-7 vehicles, referring to typical operation range of vehicles, primarily of a local and regional nature.

MARKET and/or BUSINESS INDICATORS: Includes new and net orders, cancellations, backlog, build, inventory, factory shipments, and retail sales.

BACKLOG: The backlog is the number of vehicles that have been ordered but have not yet been built. Backlog is calculable: Past backlog + current net orders – current build = new backlog.

BUILD: Build, or production, pertains to the number of vehicles produced for a given market, NOT the country in which the actual production takes place. When a unit leaves the assembly line it is counted in the build data.

NEW ORDERS: New orders are the total number of orders received by the industry each month. Also referred to as gross orders.

CANCELLATIONS: Cancellations are units that have been ordered previously and are then cancelled. Order and cancellation cannot occur in the same month.

NET ORDERS: New Orders – Cancellations = Net Orders.

INVENTORY: Inventory is the number of units that have been built, but for which no retail sale has yet taken place. Inventory is a calculable number, rather than an additive, number: Past inventory + current build – current retail sales = current inventory.

FACTORY SHIPMENTS: Units that have been built and have left the factory. Factory shipment data is read as “built-in” a country.

RETAIL SALES: Retail sales are the number of units sold to end-users.

Factory shipments vs. retail sales: For the trucking industry, ACT tracks monthly and annual retail sales data. These numbers differ from factory shipments. Total OEM build is not equal to or the same as factory shipments (as reported by Wards). A factory shipment takes place when the truck leaves the factory. A retail sale takes place when the truck is actually sold. The timing of a vehicle’s build, its subsequent shipment from the producing factory, and the final retail sales are three different events that do not occur on the same day.



**NORTH AMERICA OEM CLASSES 5-8
BUILD AND RETAIL SALES**

SAMPLE

2019 LAWRENCE R. KLEIN BLUE CHIP AWARD WINNER

Contributor to Blue Chip Economic Indicators and WSJ Economic Forecast Panel

ACT Research Co. 2023

www.actresearch.net