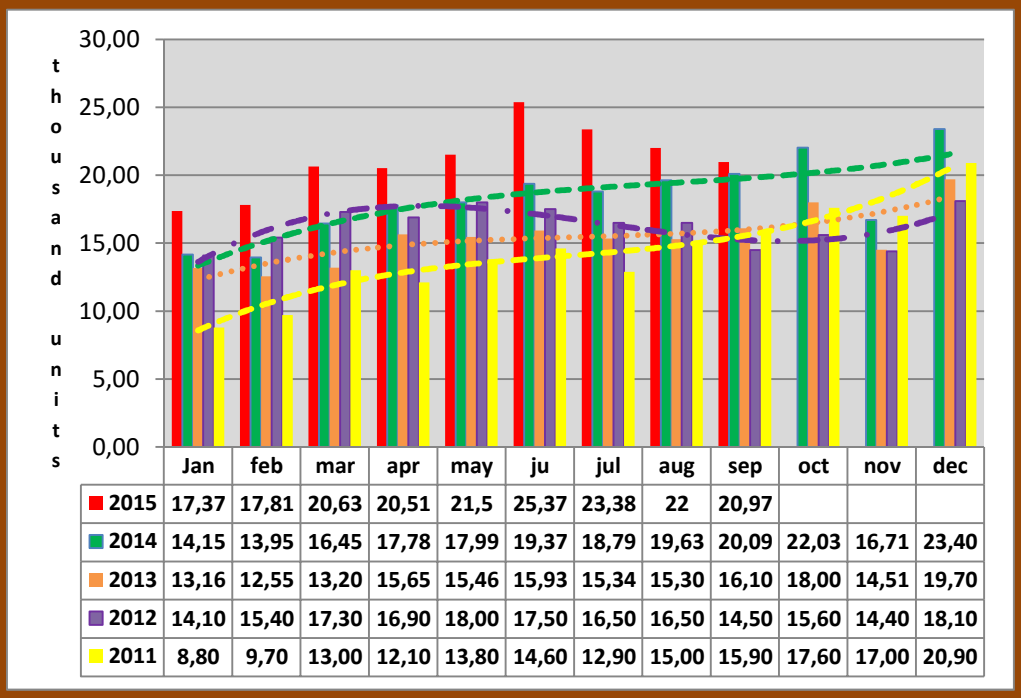
CENTRO STUDI SUBALPINO

Press Release

U.S. Heavy-duty trucks market (class 8) - September 2015 sales.

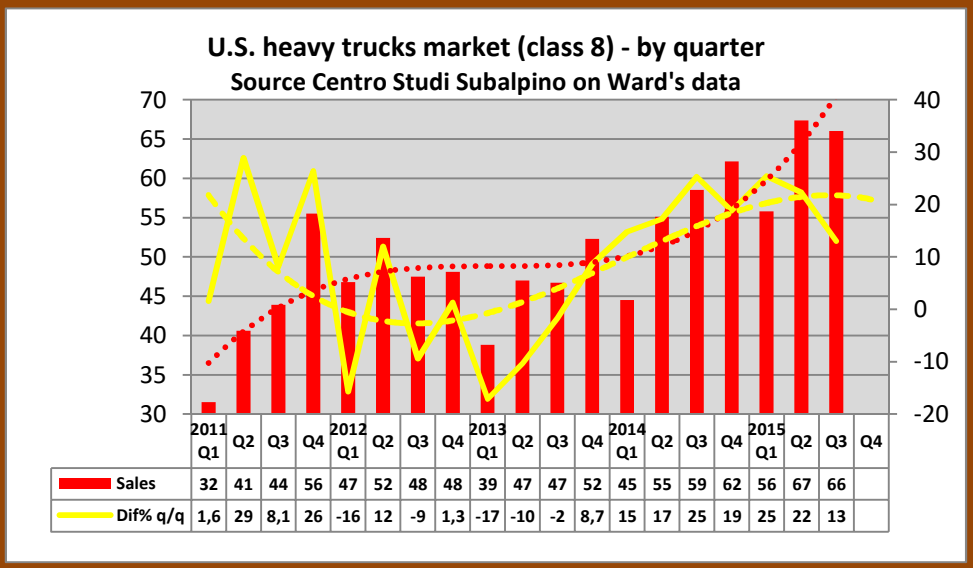
Turin, October 13, 2015

Slows moderately in September the trend of strong growth of the US market for heavy trucks.



	Jan	feb	mar	apr	may	ju	jul	aug	sep	oct	nov	dec
2015	17,37	17,81	20,63	20,51	21,5	25,37	23,38	22	20,97			
2014	14,15	13,95	16,45	17,78	17,99	19,37	18,79	19,63	20,09	22,03	16,71	23,40
2013	13,16	12,55	13,20	15,65	15,46	15,93	15,34	15,30	16,10	18,00	14,51	19,70
2012	14,10	15,40	17,30	16,90	18,00	17,50	16,50	16,50	14,50	15,60	14,40	18,10
2011	8,80	9,70	13,00	12,10	13,80	14,60	12,90	15,00	15,90	17,60	17,00	20,90

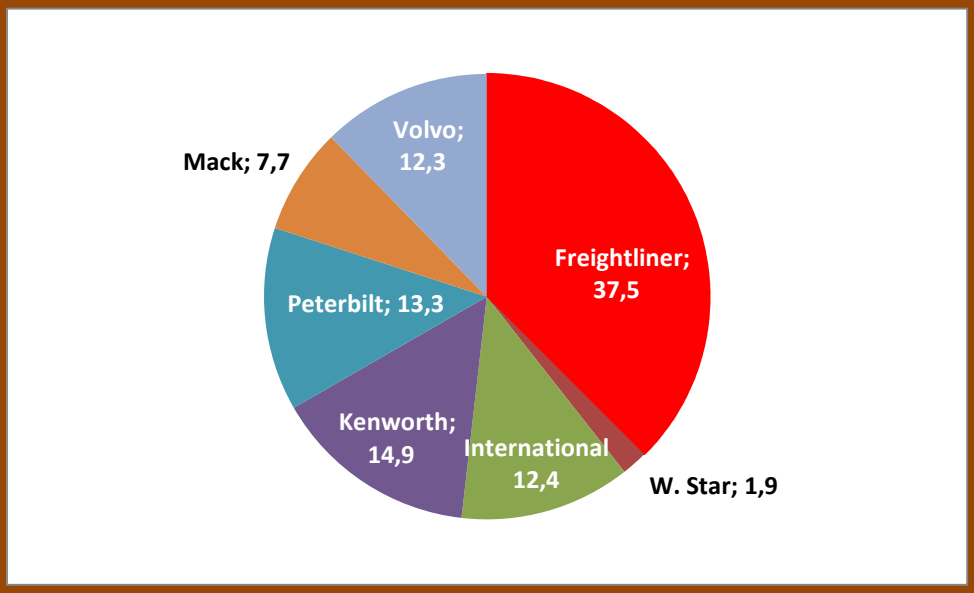
According to preliminary data of Ward's Automotive with 20,972 unit sales of Class 8 trucks in September, although decreased by 4.7% over August, they were up 4.5% on September last year. Cumulatively for the first nine months of the year sales of vehicles of class 8 have reached 189,541 units, 19.7% more than the in same period last year, with a rate of increase that despite the slowdown in September, confirms a forecast of more than 250,000 units by year-end, the best result since 2006.



	2011 Q1	Q2	Q3	Q4	2012 Q1	Q2	Q3	Q4	2013 Q1	Q2	Q3	Q4	2014 Q1	Q2	Q3	Q4	2015 Q1	Q2	Q3	Q4
Sales	32	41	44	56	47	52	48	48	39	47	47	52	45	55	59	62	56	67	66	
Dif% q/q	1,6	29	8,1	26	-16	12	-9	1,3	-17	-10	-2	8,7	15	17	25	19	25	22	13	

The positive overall market trend is also confirmed by the analysis by quarters, as is confirmed the slowdown of the last period, keeping in mind that comparisons take place with a period that was already booming.

September's order activity met expectations, albeit with a higher than anticipated cancellation rate for the second month in a row, FTR reports. Orders were down 21% year-over-year. However, FTR points out the past 12 months continue to annualize at a sold 345,000 units.
"After the wild order activity that started last October, the market has fallen back to a remarkable level of consistency," said Don Ake, FTR's vice-president of commercial vehicles.
"To have five months of orders be this stable in a stronger market is likely unprecedented. Fleets loaded their orders into the backlog by March and OEMs have just been filling in the remaining slots since then. We don't see the increased cancellation rate the past two months as being a cause for concern. The orders that were cancelled were placed seven months or more prior to this, to hold production slots. While the market is softening some with fleets now deciding they do not need these trucks, total backlogs remain strong."



Alongside the shares of the various brands of Class 8 in the first eight months of the year

Emilio di Camillo – www.centrostudisubalpino.it - October 2015