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FOR IMMEDIATE RELEASE

Commercial Trailer Shipments Strong in August; Cancellation Rate Increases

COLUMBUS, IN – The trailer industry posted the strongest monthly shipment volume in August since June 2007. Shipments were up 14% month over month and 62% year over year, against easy comparisons. Cancellations continued to float upward, causing the cancellation rate to increase for the third consecutive month. Backlogs continued to decline as orders slowed. This update on industry performance was reported in the latest *State of the Industry: U.S. Trailers* published by ACT Research Co. (ACT) September 26.

“While the slowing in order activity is following season norms, the gradual upward path of cancellations bears watching,” said Frank Maly, Director CV Transportation Analysis and Research with ACT. “The extremely strong quotations and order activity that began in the fall of 2010 have now plateaued. Concern over economic uncertainties is a factor in the short to medium term. Cancellation levels, in combination with order activity, will be the determining factors driving the path of the trailer industry in coming months,” he added.

ACT is the worldwide leading publisher of new and used commercial vehicle (CV) industry data, market analysis and forecasting services for the North American market, as well as the U.S. tractor-trailer market and the China CV market. ACT's CV services are used by all major North American truck and trailer manufacturers and their suppliers, as well as the banking and investment community in North America, Europe and China. For more information on ACT, please visit <http://www.actresearch.net>.

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