



Americas Commercial Transportation Research Co. LLC
11545 North Marr Road, Columbus, Indiana 47203
Telephone: (812) 379-2085, Fax: (812) 378-5997
E-Mail: trucks@actresearch.net

December 23, 2011

FOR IMMEDIATE RELEASE

Used Truck Volumes Continue Slide in November

COLUMBUS, IN – Reported volumes of used Classes 3-8 truck sales continued their slide into negative territory in November. Volumes were mixed on a channel by channel basis, with auction dealers able to obtain and sell more equipment, offsetting some of the softness in the retail and wholesale markets. The update on the used market was reported in the latest release of the *State of the Industry: U.S. Classes 3-8 Used Trucks*, published by ACT Research.

“The industry was hopeful that improved new truck sales would provide some much needed relief for the growing used truck inventory shortage, but so far that has not happened,” said Steve Tam, vice president-commercial vehicle sector with ACT. Perhaps an explanation is that the used trucks are being remarketed through channels outside of the ACT database or are being sold directly by the trucker. Another plausible explanation is that because the units are older with more miles, it is taking longer for them to be repaired and reconditioned before they are saleable units,” he added.

The report from ACT provides data on the average used price for the top-selling Class 8 model for each of the major truck OEM’s – Freightliner (Daimler); Kenworth and Peterbilt (Paccar); International (Navistar); and Volvo and Mack (Volvo). For subscription information to the full report, please go to our web site at <http://www.actresearch.net>

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. For more information on ACT, please visit <http://www.actresearch.net>.

Media Contact:

Joyce Wire

812-379-2085

jkwire@actresearch.net