

## Report 2

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



June & YTD 2009 Data  
Published July 16, 2009



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NOTE: 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.

FOOTNOTES:     Freightliner: Includes Mercedes-Benz Mexico production & retail sales  
                   Daimler Trucks N.A. memo: Includes Freightliner, Sterling, Western Star, Thomas Built Buses and Orion Buses.  
                   PACCAR memo: Includes Kenworth, Peterbilt, and Kenworth Mexicana  
                   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.

**N.A. TOTAL CLASS 5 BUILD by OEM**  
**June 2009**

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	1,185	132 e	-	12	1,329	54.6%	38.0%	-	100.0%	50.0%
FREIGHTLINER*	13	-	-	-	13	0.6%	-	-	-	0.5%
GMC	364	103	-	-	467	16.8%	29.7%	-	-	17.6%
INTERNATIONAL	39	10	24	-	73	1.8%	2.9%	18.8%	-	2.7%
JAPANESE OEMs*	205	52	-	-	257	9.5%	15.0%	-	-	9.7%
KENWORTH	-	-	8	-	8	-	-	6.3%	-	0.3%
MACK	-	-	8	-	8	-	-	6.3%	-	0.3%
PETERBILT	-	-	-	-	-	-	-	-	-	-
STERLING	-	-	-	-	-	-	-	-	-	-
VOLVO	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-
OTHERS*	363	50	88	-	501	16.7%	14.4%	68.8%	-	18.9%
<b>ACTR TOTAL</b>	<b>2,169</b>	<b>347</b>	<b>128</b>	<b>12</b>	<b>2,656</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<b>MEMO*</b>										
DAIMLER TRUCKS NA	13	-	-	-	13	0.6%	-	-	-	0.5%
PACCAR	-	-	8	-	8	-	-	6.3%	-	0.3%
VOLVO	-	-	8	-	8	-	-	6.3%	-	0.3%

CLASS 5 YEAR-TO-DATE	UNITS BUILT FOR:				BUILD % SHARE by DESTINATION MARKET:					
	U.S.	Canada	Mexico	Export	Total	U.S.	Canada	Mexico	Export	Total
FORD	5,495	712 e	-	73	6,280	51.9%	38.1%	-	75.3%	47.7%
FREIGHTLINER*	67	3	-	-	70	0.6%	0.2%	-	-	0.5%
GMC	1,787	390	-	-	2,177	16.9%	20.9%	-	-	16.6%
INTERNATIONAL	130	18	63	24	235	1.2%	1.0%	10.5%	24.7%	1.8%
JAPANESE OEMs*	763	266	-	-	1,029	7.2%	14.2%	-	-	7.8%
KENWORTH	8	16	8	-	32	0.1%	0.9%	1.3%	-	0.2%
MACK	-	-	-	-	-	-	-	-	-	-
PETERBILT	11	-	-	-	11	0.1%	-	-	-	0.1%
STERLING	26	10	-	-	36	0.2%	0.5%	-	-	0.3%
VOLVO	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-
OTHERS*	2,298	455	529	-	3,282	21.7%	24.3%	88.2%	-	25.0%
<b>ACTR TOTAL</b>	<b>10,585</b>	<b>1,870</b>	<b>600</b>	<b>97</b>	<b>13,152</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<b>MEMO*</b>										
DAIMLER TRUCKS NA	93	13	-	-	106	0.9%	0.7%	-	-	0.8%
PACCAR	19	16	8	-	43	0.2%	0.9%	1.3%	-	0.3%
VOLVO	-	-	-	-	-	-	-	-	-	-

CLASS 5 Y/Y % CHANGE	CURRENT MONTH				YEAR-TO-DATE					
	U.S.	Canada	Mexico	Export	Total	U.S.	Canada	Mexico	Export	Total
FORD	-2.2%	11.9%	-	-40.0%	-1.6%	-47.5%	-4.4%	-	-38.7%	-44.5%
FREIGHTLINER*	-7.1%	-100.0%	-	-	-13.3%	-61.9%	-25.0%	-	-	-61.1%
GMC	-74.1%	12.0%	-	-	-68.8%	-80.5%	-30.4%	-	-	-77.6%
INTERNATIONAL	-29.1%	-78.7%	-86.3%	-	-73.6%	-31.9%	-91.8%	-90.5%	41.2%	-78.4%
JAPANESE OEMs*	-26.5%	136.4%	-	-	-14.6%	-56.0%	98.5%	-	-	-45.0%
KENWORTH	-100.0%	-100.0%	-	-	-87.7%	-93.4%	-85.5%	-	-	-86.1%
MACK	-	-	-	-	-	-	-	-	-	-
PETERBILT	-100.0%	-100.0%	-	-	-	-69.4%	-100.0%	-	-	-78.0%
STERLING	-100.0%	-100.0%	-	-	-	-97.1%	-97.4%	-	-	-97.2%
VOLVO	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-
OTHERS*	-18.8%	-65.8%	12.8%	-	-25.3%	-29.2%	-41.5%	-5.7%	-	-28.4%
<b>ACTR TOTAL</b>	<b>-38.7%</b>	<b>-30.7%</b>	<b>-52.6%</b>	<b>-40.0%</b>	<b>-38.6%</b>	<b>-59.3%</b>	<b>-36.6%</b>	<b>-50.9%</b>	<b>-28.7%</b>	<b>-56.6%</b>

e = Estimated

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

**N.A. TOTAL CLASSES 6-7 BUILD by OEM**  
**June 2009**

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	342	10 e	-	11	363	6.5%	3.2%	-	19.0%	6.0%
FREIGHTLINER*	1,213	19	56	-	1,288	23.0%	6.0%	15.7%	-	21.4%
GMC	391	36	- e	-	427	7.4%	11.4%	-	-	7.1%
INTERNATIONAL	2,216	144	169	32	2,561	42.0%	45.4%	47.3%	55.2%	42.6%
JAPANESE OEMs*	400	34	-	-	434	7.6%	10.7%	-	-	7.2%
KENWORTH	223	24	40	-	287	4.2%	7.6%	11.2%	-	4.8%
MACK	-	-	-	-	-	-	-	-	-	-
PETERBILT	187	50	-	-	237	3.5%	15.8%	-	-	3.9%
STERLING	-	-	-	-	-	-	-	-	-	-
VOLVO	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-
OTHERS*	303	-	92 e	15	410	5.7%	-	25.8%	25.9%	6.8%
<b>ACTR TOTAL</b>	<b>5,275</b>	<b>317</b>	<b>357</b>	<b>58</b>	<b>6,007</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<b>MEMO*</b>										
DAIMLER TRUCKS NA	1,213	19	56	-	1,288	23.0%	6.0%	15.7%	-	21.4%
PACCAR	410	74	40	-	524	7.8%	23.3%	11.2%	-	8.7%
VOLVO	-	-	-	-	-	-	-	-	-	-

CLASSES 6-7 YEAR-TO-DATE	UNITS BUILT FOR:					BUILD % SHARE by DESTINATION MARKET:				
	U.S.	Canada	Mexico	Export	Total	U.S.	Canada	Mexico	Export	Total
FORD	1,612	39 e	-	37	1,688	5.5%	2.2%	-	9.2%	5.1%
FREIGHTLINER*	7,576	131	259	15	7,981	25.6%	7.5%	15.4%	3.7%	23.9%
GMC	1,435	160	- e	-	1,595	4.9%	9.2%	-	-	4.8%
INTERNATIONAL	12,155	805	919	308	14,187	41.1%	46.3%	54.6%	76.6%	42.5%
JAPANESE OEMs*	2,144	270	-	-	2,414	7.3%	15.5%	-	-	7.2%
KENWORTH	1,427	135	96	5	1,663	4.8%	7.8%	5.7%	1.2%	5.0%
MACK	-	-	-	-	-	-	-	-	-	-
PETERBILT	1,107	182	-	-	1,289	3.7%	10.5%	-	-	3.9%
STERLING	161	16	-	-	177	0.5%	0.9%	-	-	0.5%
VOLVO	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-
OTHERS*	1,927	-	408 e	37	2,372	6.5%	-	24.3%	9.2%	7.1%
<b>ACTR TOTAL</b>	<b>29,544</b>	<b>1,738</b>	<b>1,682</b>	<b>402</b>	<b>33,366</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<b>MEMO*</b>										
DAIMLER TRUCKS NA	7,737	147	259	15	8,158	26.2%	8.5%	15.4%	3.7%	24.5%
PACCAR	2,534	317	96	5	2,952	8.6%	18.2%	5.7%	1.2%	8.8%
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	44.3%	100.0%	-	-69.4%	30.6%	-66.7%	39.3%	-	-74.3%	-66.3%
FREIGHTLINER*	-35.5%	-32.1%	-69.6%	-100.0%	-38.6%	-47.0%	-59.4%	-62.9%	-69.4%	-48.1%
GMC	-23.8%	-50.0%	-	-	-27.0%	-59.3%	-50.3%	-100.0%	-	-63.5%
INTERNATIONAL	-21.7%	-50.7%	-81.4%	-82.6%	-39.2%	-27.2%	-56.8%	-76.5%	-67.0%	-39.4%
JAPANESE OEMs*	5.8%	-41.4%	-	-	-0.5%	5.3%	-24.4%	-	-	0.9%
KENWORTH	-15.8%	-65.2%	135.3%	-100.0%	-18.5%	-16.7%	-69.0%	-7.7%	-89.4%	-27.7%
MACK	-	-	-	-	-	-	-	-	-	-
PETERBILT	-32.0%	31.6%	-	-	-24.3%	-36.2%	-40.7%	-	-	-36.9%
STERLING	-100.0%	-100.0%	-	-	-100.0%	-83.8%	-89.5%	-100.0%	-100.0%	-84.7%
VOLVO	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-
OTHERS*	-63.5%	-	-60.2%	-	-61.4%	-65.2%	-	-52.6%	-	-62.9%
<b>ACTR TOTAL</b>	<b>-28.5%</b>	<b>-45.5%</b>	<b>-73.4%</b>	<b>-74.3%</b>	<b>-37.0%</b>	<b>-42.5%</b>	<b>-54.1%</b>	<b>-72.5%</b>	<b>-65.8%</b>	<b>-46.6%</b>

e = Estimated

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

**N.A. TOTAL CLASS 8 BUILD by OEM**  
**June 2009**

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*	2,025	167	110	61	2,363	24.8%	19.2%	30.6%	12.3%	23.9%
GMC	-	-	-	-	-	-	-	-	-	-
INTERNATIONAL	2,188	228	14	135	2,565	26.8%	26.2%	3.9%	27.2%	25.9%
KENWORTH	1,267	175	236	78	1,756	15.5%	20.1%	65.6%	15.7%	17.7%
MACK	745	68	-	187	1,000	9.1%	7.8%	-	37.7%	10.1%
PETERBILT	1,219	135	-	-	1,354	14.9%	15.5%	-	-	13.7%
STERLING	-	-	-	-	-	-	-	-	-	-
VOLVO	512	59	-	-	571	6.3%	6.8%	-	-	5.8%
WESTERN STAR	39	37	-	6	82	0.5%	4.3%	-	1.2%	0.8%
OTHERS*	177	-	e	29	206	2.2%	-	-	5.8%	2.1%
<b>ACTR TOTAL</b>	<b>8,172</b>	<b>869</b>	<b>360</b>	<b>496</b>	<b>9,897</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<b>MEMO*</b>										
DAIMLER TRUCKS NA	2,064	204	110	67	2,445	25.3%	23.5%	30.6%	13.5%	24.7%
PACCAR	2,486	310	236	78	3,110	30.4%	35.7%	65.6%	15.7%	31.4%
VOLVO	1,257	127	-	187	1,571	15.4%	14.6%	-	37.7%	15.9%

TOTAL CLASS 8 YEAR-TO-DATE	UNITS BUILT FOR:				BUILD % SHARE by DESTINATION MARKET:					
	U.S.	Canada	Mexico	Export	Total	U.S.	Canada	Mexico	Export	Total
FORD	-	-	-	-	-	-	-	-	-	-
FREIGHTLINER*	11,552	1,248	737	731	14,268	27.5%	22.4%	40.8%	18.5%	26.8%
GMC	-	-	-	-	-	-	-	-	-	-
INTERNATIONAL	11,775	1,431	61	1,872	15,139	28.0%	25.6%	3.4%	47.5%	28.4%
KENWORTH	5,097	723	976	564	7,360	12.1%	13.0%	54.1%	14.3%	13.8%
MACK	3,250	402	27	510	4,189	7.7%	7.2%	1.5%	12.9%	7.9%
PETERBILT	5,271	468	-	-	5,739	12.5%	8.4%	-	-	10.8%
STERLING	789	292	-	1	1,082	1.9%	5.2%	-	0.0%	2.0%
VOLVO	2,933	562	1	-	3,496	7.0%	10.1%	0.1%	-	6.6%
WESTERN STAR	337	454	-	115	906	0.8%	8.1%	-	2.9%	1.7%
OTHERS*	1,002	-	3 e	149	1,154	2.4%	-	0.2%	3.8%	2.2%
<b>ACTR TOTAL</b>	<b>42,006</b>	<b>5,580</b>	<b>1,805</b>	<b>3,942</b>	<b>53,333</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<b>MEMO*</b>										
DAIMLER TRUCKS NA	12,678	1,994	737	847	16,256	30.2%	35.7%	40.8%	21.5%	30.5%
PACCAR	10,368	1,191	976	564	13,099	24.7%	21.3%	54.1%	14.3%	24.6%
VOLVO	6,183	964	28	510	7,685	14.7%	17.3%	1.6%	12.9%	14.4%

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*	-24.5%	-37.2%	-83.8%	-89.2%	-43.6%	-32.1%	-40.8%	-78.9%	-78.7%	-45.2%
GMC	-	-	-	-	-	-	-	-100.0%	-	-100.0%
INTERNATIONAL	-31.9%	-43.8%	-96.8%	-90.4%	-53.1%	-5.2%	-44.0%	-96.8%	-76.7%	-39.2%
KENWORTH	3.3%	-37.5%	-75.1%	-60.6%	-33.8%	-35.9%	-66.1%	-83.3%	-58.5%	-57.4%
MACK	-2.2%	-57.0%	-	-10.5%	-11.4%	-39.7%	-63.1%	2600.0%	-65.3%	-47.3%
PETERBILT	-19.4%	-27.0%	-	-	-20.3%	-40.1%	-64.3%	-	-	-43.3%
STERLING	-	-	-	-	-	-77.5%	-73.0%	-100.0%	-99.7%	-78.7%
VOLVO	-34.6%	-76.1%	-	-	-52.7%	-52.4%	-60.8%	-99.9%	-	-59.1%
WESTERN STAR	-47.3%	-47.1%	-	-94.9%	-68.7%	-33.8%	-15.1%	-100.0%	-81.5%	-45.7%
OTHERS*	-70.3%	-	-	-64.6%	-69.6%	-76.7%	-	200.0%	-74.5%	-76.4%
<b>ACTR TOTAL</b>	<b>-30.0%</b>	<b>-50.8%</b>	<b>-86.1%</b>	<b>-82.0%</b>	<b>-47.3%</b>	<b>-36.4%</b>	<b>-54.4%</b>	<b>-86.4%</b>	<b>-75.1%</b>	<b>-50.3%</b>

e = Estimated

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

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

UNITS	Jan. 2009	Feb. 2009	Mar. 2009	Apr. 2009	May 2009	June 2009	July 2009	Aug. 2009	Sep. 2009	Oct. 2009	Nov. 2009	Dec. 2009	YTD 2009
FORD	675	1,189	1,594	872	621	1,329	-	-	-	-	-	-	6,280
FREIGHTLINER*	15	11	6	8	17	13	-	-	-	-	-	-	70
GMC	382	452	-	186	690	467	-	-	-	-	-	-	2,177
INTERNATIONAL	45	12	30	56	19	73	-	-	-	-	-	-	235
JAPANESE OEMs*	112	115	246	167	132	257	-	-	-	-	-	-	1,029
KENWORTH	6	3	7	3	5	8	-	-	-	-	-	-	32
MACK	-	-	-	-	-	-	-	-	-	-	-	-	-
PETERBILT	1	2	7	1	-	-	-	-	-	-	-	-	11
STERLING	23	5	8	-	-	-	-	-	-	-	-	-	36
VOLVO	-	-	-	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-	-	-	-
OTHERS*	643	638	611	458	431	501	-	-	-	-	-	-	3,282
<b>Total Build</b>	<b>1,902</b>	<b>2,427</b>	<b>2,509</b>	<b>1,751</b>	<b>1,915</b>	<b>2,648</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>13,152</b>

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

DAYS /MO.***	21	19	21	20	20	21	-	-	-	-	-	-	122
FORD	32	63	76	44	31	63	-	-	-	-	-	-	51
FREIGHTLINER*	1	1	0	0	1	1	-	-	-	-	-	-	1
GMC	18	24	-	9	35	22	-	-	-	-	-	-	18
INTERNATIONAL	2	1	1	3	1	3	-	-	-	-	-	-	2
JAPANESE OEMs*	5	6	12	8	7	12	-	-	-	-	-	-	8
KENWORTH	0	0	0	0	0	0	-	-	-	-	-	-	0
MACK	-	-	-	-	-	-	-	-	-	-	-	-	-
PETERBILT	0	0	0	0	-	-	-	-	-	-	-	-	0
STERLING	1	0	0	-	-	-	-	-	-	-	-	-	0
VOLVO	-	-	-	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-	-	-	-
OTHERS*	31	34	29	23	22	24	-	-	-	-	-	-	27
<b>Total BU Per Day**</b>	<b>91</b>	<b>128</b>	<b>119</b>	<b>88</b>	<b>96</b>	<b>126</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>108</b>

\*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. 2009	Feb. 2009	Mar. 2009	Apr. 2009	May 2009	June 2009	July 2009	Aug. 2009	Sep. 2009	Oct. 2009	Nov. 2009	Dec. 2009	YTD 2009
FORD	282	243	352	268	180	363	-	-	-	-	-	-	1,688
FREIGHTLINER*	1,573	1,351	1,479	1,209	1,081	1,288	-	-	-	-	-	-	7,981
GMC	204	477	-	155	332	427	-	-	-	-	-	-	1,595
INTERNATIONAL	2,376	2,135	2,743	2,062	2,310	2,561	-	-	-	-	-	-	14,187
JAPANESE OEMs*	333	452	575	268	352	434	-	-	-	-	-	-	2,414
KENWORTH	220	247	273	309	327	287	-	-	-	-	-	-	1,663
MACK	-	-	-	-	-	-	-	-	-	-	-	-	-
PETERBILT	203	218	223	220	188	237	-	-	-	-	-	-	1,289
STERLING	101	74	2	-	-	-	-	-	-	-	-	-	177
VOLVO	-	-	-	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-	-	-	-
OTHERS*	422	305	393	384	458	410	-	-	-	-	-	-	2,372
<b>Total Build</b>	<b>5,714</b>	<b>5,502</b>	<b>6,040</b>	<b>4,875</b>	<b>5,228</b>	<b>6,007</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>33,366</b>

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

DAYS /MO.***	21	19	21	20	20	21	-	-	-	-	-	-	122
FORD	13	13	17	13	9	17	-	-	-	-	-	-	14
FREIGHTLINER*	75	71	70	60	54	61	-	-	-	-	-	-	65
GMC	10	25	-	8	17	20	-	-	-	-	-	-	13
INTERNATIONAL	113	112	131	103	116	122	-	-	-	-	-	-	116
JAPANESE OEMs*	16	24	27	13	18	21	-	-	-	-	-	-	20
KENWORTH	10	13	13	15	16	14	-	-	-	-	-	-	14
MACK	-	-	-	-	-	-	-	-	-	-	-	-	-
PETERBILT	10	11	11	11	9	11	-	-	-	-	-	-	11
STERLING	5	4	0	-	-	-	-	-	-	-	-	-	1
VOLVO	-	-	-	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-	-	-	-
OTHERS*	20	16	19	19	23	20	-	-	-	-	-	-	19
<b>Total BU Per Day**</b>	<b>272</b>	<b>290</b>	<b>288</b>	<b>244</b>	<b>261</b>	<b>286</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>273</b>

\*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. 2009	Feb. 2009	Mar. 2009	Apr. 2009	May 2009	June 2009	July 2009	Aug. 2009	Sep. 2009	Oct. 2009	Nov. 2009	Dec. 2009	YTD 2009
FORD	-	-	-	-	-	-	-	-	-	-	-	-	-
FREIGHTLINER*	3,279	1,848	2,648	2,111	2,019	2,363	-	-	-	-	-	-	14,268
GMC	-	-	-	-	-	-	-	-	-	-	-	-	-
INTERNATIONAL	2,944	2,826	2,238	2,282	2,284	2,565	-	-	-	-	-	-	15,139
KENWORTH	895	1,261	1,414	989	1,045	1,756	-	-	-	-	-	-	7,360
MACK	534	845	476	591	743	1,000	-	-	-	-	-	-	4,189
PETERBILT	783	944	1,081	684	893	1,354	-	-	-	-	-	-	5,739
STERLING	449	442	191	-	-	-	-	-	-	-	-	-	1,082
VOLVO	742	834	548	453	348	571	-	-	-	-	-	-	3,496
WESTERN STAR	318	184	172	79	71	82	-	-	-	-	-	-	906
OTHERS*	222	184	186	181	175	206	-	-	-	-	-	-	1,154
<b>Total Build</b>	<b>10,166</b>	<b>9,368</b>	<b>8,954</b>	<b>7,370</b>	<b>7,578</b>	<b>9,897</b>	-	-	-	-	-	-	<b>53,333</b>

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

DAYS /MO.***	17	18	19	20	19	21	-	-	-	-	-	-	114
FORD	-	-	-	-	-	-	-	-	-	-	-	-	-
FREIGHTLINER*	193	103	139	106	106	113	-	-	-	-	-	-	125
GMC	-	-	-	-	-	-	-	-	-	-	-	-	-
INTERNATIONAL	173	157	118	114	120	122	-	-	-	-	-	-	133
KENWORTH	53	70	74	49	55	84	-	-	-	-	-	-	65
MACK	31	47	25	30	39	48	-	-	-	-	-	-	37
PETERBILT	46	52	57	34	47	64	-	-	-	-	-	-	50
STERLING	26	25	10	-	-	-	-	-	-	-	-	-	9
VOLVO	44	46	29	23	18	27	-	-	-	-	-	-	31
WESTERN STAR	19	10	9	4	4	4	-	-	-	-	-	-	8
OTHERS*	13	10	10	9	9	10	-	-	-	-	-	-	10
<b>Total BU Per Day**</b>	<b>598</b>	<b>520</b>	<b>471</b>	<b>369</b>	<b>399</b>	<b>471</b>	-	-	-	-	-	-	<b>468</b>

\*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.

**N.A. TOTAL CLASS 5 RETAIL SALES by OEM**  
**June 2009**

CLASS 5 CURRENT MONTH	RETAIL SALES IN:				RS % SHARE by COUNTRY:					
	U.S.	Canada	Mexico	Export	Total	U.S.	Canada	Mexico	Export	Total
FORD	1,048	132 e	-	12	1,192	44.4%	28.8%	-	70.6%	40.7%
FREIGHTLINER*	19	1	-	-	20	0.8%	0.2%	-	-	0.7%
GMC	619	176	-	-	795	26.2%	38.4%	-	-	27.1%
INTERNATIONAL	36	11	28	5	80	1.5%	2.4%	30.8%	29.4%	2.7%
JAPANESE OEMs*	212	52	-	-	264	9.0%	11.4%	-	-	9.0%
KENWORTH	3	2	-	-	5	0.1%	0.4%	-	-	0.2%
MACK	-	-	-	-	-	-	-	-	-	-
PETERBILT	8	1	-	-	9	0.3%	0.2%	-	-	0.3%
STERLING	55	33	-	-	88	2.3%	7.2%	-	-	3.0%
VOLVO	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-
OTHERS*	363	50	63	-	476	15.4%	10.9%	69.2%	-	16.3%
<b>ACTR TOTAL</b>	<b>2,363</b>	<b>458</b>	<b>91</b>	<b>17</b>	<b>2,929</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<b>MEMO*</b>										
DAIMLER TRUCKS NA	74	34	-	-	108	3.1%	7.4%	-	-	3.7%
PACCAR	11	3	-	-	14	0.5%	0.7%	-	-	0.5%
VOLVO	-	-	-	-	-	-	-	-	-	-

CLASS 5 YEAR-TO-DATE	RETAIL SALES IN:				RS % SHARE by COUNTRY:					
	U.S.	Canada	Mexico	Export	Total	U.S.	Canada	Mexico	Export	Total
FORD	5,246	712 e	-	73	6,031	44.7%	30.8%	-	74.5%	40.6%
FREIGHTLINER*	88	4	-	-	92	0.7%	0.2%	-	-	0.6%
GMC	2,490	554	-	-	3,044	21.2%	24.0%	-	-	20.5%
INTERNATIONAL	134	90	298	25	547	1.1%	3.9%	42.1%	25.5%	3.7%
JAPANESE OEMs*	942	266	-	-	1,208	8.0%	11.5%	-	-	8.1%
KENWORTH	37	31	-	-	68	0.3%	1.3%	-	-	0.5%
MACK	-	-	-	-	-	-	-	-	-	-
PETERBILT	37	8	-	-	45	0.3%	0.3%	-	-	0.3%
STERLING	473	188	-	-	661	4.0%	8.1%	-	-	4.4%
VOLVO	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-
OTHERS*	2,298	455	409	-	3,162	19.6%	19.7%	57.9%	-	21.3%
<b>ACTR TOTAL</b>	<b>11,745</b>	<b>2,308</b>	<b>707</b>	<b>98</b>	<b>14,858</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<b>MEMO*</b>										
DAIMLER TRUCKS NA	561	192	-	-	753	4.8%	8.3%	-	-	5.1%
PACCAR	74	39	-	-	113	0.6%	1.7%	-	-	0.8%
VOLVO	-	-	-	-	-	-	-	-	-	-

CLASS 5 Y/Y % CHANGE	CURRENT MONTH				YEAR-TO-DATE					
	U.S.	Canada	Mexico	Export	Total	U.S.	Canada	Mexico	Export	Total
FORD	-35.7%	11.9%	-	-40.0%	-32.6%	-51.7%	-4.4%	-	-38.7%	-48.6%
FREIGHTLINER*	-20.8%	-50.0%	-	-	-23.1%	-52.2%	-50.0%	-	-	-52.1%
GMC	-70.7%	26.6%	-	-	-64.7%	-67.9%	-9.6%	-	-	-63.6%
INTERNATIONAL	-30.8%	-78.4%	-73.8%	-16.7%	-63.0%	-43.7%	-62.3%	-32.0%	-26.5%	-42.4%
JAPANESE OEMs*	-29.3%	-27.8%	-	-	-29.0%	-47.4%	-47.7%	-	-	-47.5%
KENWORTH	-82.4%	-89.5%	-	-	-86.1%	-38.3%	-63.1%	-	-	-52.8%
MACK	-	-	-	-	-	-	-	-	-	-
PETERBILT	-46.7%	-75.0%	-	-	-52.6%	2.8%	0.0%	-	-	2.3%
STERLING	-54.9%	-36.5%	-	-	-49.4%	-3.3%	-39.9%	-	-	-17.6%
VOLVO	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-
OTHERS*	-18.8%	-65.8%	-14.9%	-	-28.6%	-29.2%	-41.5%	-9.5%	-	-29.4%
<b>ACTR TOTAL</b>	<b>-50.0%</b>	<b>-24.0%</b>	<b>-49.7%</b>	<b>-34.6%</b>	<b>-47.1%</b>	<b>-52.4%</b>	<b>-30.0%</b>	<b>-20.6%</b>	<b>-35.9%</b>	<b>-48.8%</b>

e = Estimated

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

**N.A. TOTAL CLASSES 6-7 RETAIL SALES by OEM**  
**June 2009**

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	302	14 e	-	11	327	5.4%	4.4%	-	12.5%	5.1%
FREIGHTLINER*	1,250	38	45	-	1,333	22.3%	12.0%	11.3%	-	20.8%
GMC	670	62	- e	-	732	12.0%	19.6%	-	-	11.4%
INTERNATIONAL	2,167	112	276	62	2,617	38.7%	35.3%	69.5%	70.5%	40.9%
JAPANESE OEMs*	313	34	-	-	347	5.6%	10.7%	-	-	5.4%
KENWORTH	255	23	17	-	295	4.6%	7.3%	4.3%	-	4.6%
MACK	-	-	-	-	-	-	-	-	-	-
PETERBILT	227	25	-	-	252	4.1%	7.9%	-	-	3.9%
STERLING	113	9	-	-	122	2.0%	2.8%	-	-	1.9%
VOLVO	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-
OTHERS*	303	-	59 e	15	377	5.4%	-	14.9%	17.0%	5.9%
<b>ACTR TOTAL</b>	<b>5,600</b>	<b>317</b>	<b>397</b>	<b>88</b>	<b>6,402</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<b>MEMO*</b>										
DAIMLER TRUCKS NA	1,363	47	45	-	1,455	24.3%	14.8%	11.3%	-	22.7%
PACCAR	482	48	17	-	547	8.6%	15.1%	4.3%	-	8.5%
VOLVO	-	-	-	-	-	-	-	-	-	-

CLASSES 6-7 YEAR-TO-DATE										
	U.S.	Canada	Mexico	Export	Total	U.S.	Canada	Mexico	Export	Total
FORD	2,265	102 e	-	78	2,445	7.1%	4.8%	-	15.4%	6.6%
FREIGHTLINER*	7,794	196	218	15	8,223	24.6%	9.2%	7.4%	3.0%	22.1%
GMC	2,097	239	- e	-	2,336	6.6%	11.3%	-	-	6.3%
INTERNATIONAL	12,336	901	2,207	377	15,821	38.9%	42.5%	75.1%	74.4%	42.5%
JAPANESE OEMs*	1,860	270	-	-	2,130	5.9%	12.7%	-	-	5.7%
KENWORTH	1,368	152	106	-	1,626	4.3%	7.2%	3.6%	-	4.4%
MACK	-	-	-	-	-	-	-	-	-	-
PETERBILT	1,217	174	-	-	1,391	3.8%	8.2%	-	-	3.7%
STERLING	825	88	-	-	913	2.6%	4.1%	-	-	2.5%
VOLVO	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-
OTHERS*	1,927	-	407 e	37	2,371	6.1%	-	13.9%	7.3%	6.4%
<b>ACTR TOTAL</b>	<b>31,689</b>	<b>2,122</b>	<b>2,938</b>	<b>507</b>	<b>37,256</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<b>MEMO*</b>										
DAIMLER TRUCKS NA	8,619	284	218	15	9,136	27.2%	13.4%	7.4%	3.0%	24.5%
PACCAR	2,585	326	106	-	3,017	8.2%	15.4%	3.6%	-	8.1%
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	-52.1%	0.0%	-	-69.4%	-51.9%	-59.2%	7.4%	-	-63.9%	-58.3%
FREIGHTLINER*	-41.7%	-15.6%	-70.0%	-100.0%	-43.2%	-45.8%	-39.7%	-68.7%	-69.4%	-46.7%
GMC	-13.3%	-43.1%	-100.0%	-	-22.4%	-41.5%	-34.0%	-100.0%	-	-45.7%
INTERNATIONAL	-21.3%	-57.1%	-42.3%	-68.0%	-29.0%	-26.0%	-43.4%	-33.1%	-63.2%	-30.0%
JAPANESE OEMs*	-44.4%	-41.4%	-	-	-44.1%	-51.2%	-24.4%	-	-	-48.9%
KENWORTH	-16.7%	-69.3%	-5.6%	-	-26.1%	-25.3%	-59.7%	-17.8%	-100.0%	-30.5%
MACK	-	-	-	-	-	-	-	-	-	-
PETERBILT	-23.1%	-45.7%	-	-	-26.1%	-39.2%	-52.5%	-	-	-41.2%
STERLING	-47.7%	-75.7%	-	-	-51.8%	-35.4%	-54.6%	-100.0%	-100.0%	-39.5%
VOLVO	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-
OTHERS*	-63.5%	-	-72.6%	-	-64.0%	-65.2%	-	-49.3%	-	-62.6%
<b>ACTR TOTAL</b>	<b>-34.2%</b>	<b>-50.9%</b>	<b>-56.9%</b>	<b>-62.6%</b>	<b>-37.9%</b>	<b>-42.0%</b>	<b>-42.1%</b>	<b>-44.8%</b>	<b>-60.8%</b>	<b>-42.6%</b>

e = Estimated

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

**N.A. TOTAL CLASS 8 RETAIL SALES by OEM**  
**June 2009**

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	-	-	-	-	-	-	-	-	-	-
FREIGHTLINER*	1,934	194	110	61	2,299	23.3%	19.1%	19.8%	12.3%	22.2%
GMC	-	-	-	-	-	-	-	-	-	-
INTERNATIONAL	2,752	316	107	168	3,343	33.2%	31.2%	19.2%	34.0%	32.3%
KENWORTH	998	124	299	47	1,468	12.0%	12.2%	53.8%	9.5%	14.2%
MACK	623	82	-	183	888	7.5%	8.1%	-	37.0%	8.6%
PETERBILT	1,037	87	-	-	1,124	12.5%	8.6%	-	-	10.9%
STERLING	288	59	16	-	363	3.5%	5.8%	2.9%	-	3.5%
VOLVO	437	88	24	-	549	5.3%	8.7%	4.3%	-	5.3%
WESTERN STAR	42	64	-	6	112	0.5%	6.3%	-	1.2%	1.1%
OTHERS*	177	-	- e	29	206	2.1%	-	-	5.9%	2.0%
<b>ACTR TOTAL</b>	<b>8,288</b>	<b>1,014</b>	<b>556</b>	<b>494</b>	<b>10,352</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<b>MEMO*</b>										
DAIMLER TRUCKS NA	2,264	317	126	67	2,774	27.3%	31.3%	22.7%	13.6%	26.8%
PACCAR	2,035	211	299	47	2,592	24.6%	20.8%	53.8%	9.5%	25.0%
VOLVO	1,060	170	24	183	1,437	12.8%	16.8%	4.3%	37.0%	13.9%

TOTAL CLASS 8 YEAR-TO-DATE	RETAIL SALES IN:					RS % SHARE by COUNTRY:				
	U.S.	Canada	Mexico	Export	Total	U.S.	Canada	Mexico	Export	Total
FORD	-	-	-	-	-	-	-	-	-	-
FREIGHTLINER*	11,743	1,509	1,144	731	15,127	26.3%	22.1%	29.1%	16.4%	25.3%
GMC	-	-	-	-	-	-	-	-	-	-
INTERNATIONAL	12,862	1,863	970	2,500	18,195	28.8%	27.3%	24.6%	56.2%	30.4%
KENWORTH	4,898	736	1,631	286	7,551	11.0%	10.8%	41.4%	6.4%	12.6%
MACK	3,117	563	3	666	4,349	7.0%	8.2%	0.1%	15.0%	7.3%
PETERBILT	5,134	376	-	-	5,510	11.5%	5.5%	-	-	9.2%
STERLING	1,990	537	72	1	2,600	4.5%	7.9%	1.8%	0.0%	4.3%
VOLVO	3,491	729	114	-	4,334	7.8%	10.7%	2.9%	-	7.2%
WESTERN STAR	348	518	-	115	981	0.8%	7.6%	-	2.6%	1.6%
OTHERS*	1,002	-	3 e	149	1,154	2.2%	-	0.1%	3.3%	1.9%
<b>ACTR TOTAL</b>	<b>44,585</b>	<b>6,831</b>	<b>3,937</b>	<b>4,448</b>	<b>59,801</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<b>MEMO*</b>										
DAIMLER TRUCKS NA	14,081	2,564	1,216	847	18,708	31.6%	37.5%	30.9%	19.0%	31.3%
PACCAR	10,032	1,112	1,631	286	13,061	22.5%	16.3%	41.4%	6.4%	21.8%
VOLVO	6,608	1,292	117	666	8,683	14.8%	18.9%	3.0%	15.0%	14.5%

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*	-37.5%	-49.7%	-86.0%	-89.2%	-52.4%	-28.3%	-37.6%	-64.7%	-78.7%	-40.6%
GMC	-	-	-	-	-	-	-	-100.0%	-	-100.0%
INTERNATIONAL	20.2%	-19.0%	-56.3%	-78.7%	-9.9%	-14.2%	-31.7%	-46.0%	-39.5%	-23.1%
KENWORTH	-31.4%	-66.0%	-74.6%	-66.2%	-53.2%	-39.7%	-66.8%	-73.4%	-76.3%	-57.3%
MACK	-47.7%	-53.1%	-	-33.5%	-46.0%	-47.1%	-39.0%	-83.3%	-55.6%	-47.8%
PETERBILT	-36.1%	-56.9%	-	-	-38.4%	-38.9%	-73.6%	-	-	-43.9%
STERLING	-60.0%	-69.7%	-38.5%	-	-67.1%	-47.2%	-49.8%	-59.3%	-99.7%	-51.3%
VOLVO	-61.6%	-64.8%	-81.8%	-	-63.9%	-50.9%	-37.4%	-77.4%	-	-50.6%
WESTERN STAR	-60.4%	-54.3%	-	-94.9%	-69.2%	-44.1%	-16.5%	-	-81.5%	-47.4%
OTHERS*	-70.3%	-	-	-64.6%	-69.6%	-76.7%	-	200.0%	-74.5%	-76.4%
<b>ACTR TOTAL</b>	<b>-32.1%</b>	<b>-51.8%</b>	<b>-77.3%</b>	<b>-76.8%</b>	<b>-45.2%</b>	<b>-35.9%</b>	<b>-45.6%</b>	<b>-68.8%</b>	<b>-62.3%</b>	<b>-43.9%</b>

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. 2009	Feb. 2009	Mar. 2009	Apr. 2009	May 2009	June 2009	July 2009	Aug. 2009	Sep. 2009	Oct. 2009	Nov. 2009	Dec. 2009	YTD 2009
FORD	923	764	1,162	1,100	890	1,192	-	-	-	-	-	-	6,031
FREIGHTLINER*	14	24	11	7	16	20	-	-	-	-	-	-	92
GMC	440	431	443	368	567	795	-	-	-	-	-	-	3,044
INTERNATIONAL	141	135	95	63	33	80	-	-	-	-	-	-	547
JAPANESE OEMs*	181	192	268	171	132	264	-	-	-	-	-	-	1,208
KENWORTH	8	13	16	14	12	5	-	-	-	-	-	-	68
MACK	-	-	-	-	-	-	-	-	-	-	-	-	-
PETERBILT	4	6	13	6	7	9	-	-	-	-	-	-	45
STERLING	108	98	115	119	133	88	-	-	-	-	-	-	661
VOLVO	-	-	-	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-	-	-	-
OTHERS*	697	545	599	438	407	476	-	-	-	-	-	-	3,162
<b>Total Retail Sales</b>	<b>2,516</b>	<b>2,208</b>	<b>2,722</b>	<b>2,286</b>	<b>2,197</b>	<b>2,929</b>	-	-	-	-	-	-	<b>14,858</b>

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

DAYS /MO.***	21	19	21	20	20	21	-	-	-	-	-	-	122
FORD	44	40	55	55	45	57	-	-	-	-	-	-	49
FREIGHTLINER*	1	1	1	0	1	1	-	-	-	-	-	-	1
GMC	21	23	21	18	28	38	-	-	-	-	-	-	25
INTERNATIONAL	7	7	5	3	2	4	-	-	-	-	-	-	4
JAPANESE OEMs*	9	10	13	9	7	13	-	-	-	-	-	-	10
KENWORTH	0	1	1	1	1	0	-	-	-	-	-	-	1
MACK	-	-	-	-	-	-	-	-	-	-	-	-	-
PETERBILT	0	0	1	0	0	0	-	-	-	-	-	-	0
STERLING	5	5	5	6	7	4	-	-	-	-	-	-	5
VOLVO	-	-	-	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-	-	-	-
OTHERS*	33	29	29	22	20	23	-	-	-	-	-	-	26
<b>Total RS Per Day**</b>	<b>120</b>	<b>116</b>	<b>130</b>	<b>114</b>	<b>110</b>	<b>139</b>	-	-	-	-	-	-	<b>122</b>

\*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. 2009	Feb. 2009	Mar. 2009	Apr. 2009	May 2009	June 2009	July 2009	Aug. 2009	Sep. 2009	Oct. 2009	Nov. 2009	Dec. 2009	YTD 2009
FORD	581	363	395	438	341	327	-	-	-	-	-	-	2,445
FREIGHTLINER*	1,411	1,485	1,493	1,280	1,221	1,333	-	-	-	-	-	-	8,223
GMC	235	454	335	307	273	732	-	-	-	-	-	-	2,336
INTERNATIONAL	2,486	2,753	2,939	2,859	2,167	2,617	-	-	-	-	-	-	15,821
JAPANESE OEMs*	302	366	547	284	284	347	-	-	-	-	-	-	2,130
KENWORTH	215	205	289	295	327	295	-	-	-	-	-	-	1,626
MACK	-	-	-	-	-	-	-	-	-	-	-	-	-
PETERBILT	143	227	243	215	311	252	-	-	-	-	-	-	1,391
STERLING	192	162	200	152	85	122	-	-	-	-	-	-	913
VOLVO	-	-	-	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-	-	-	-
OTHERS*	433	301	408	413	439	377	-	-	-	-	-	-	2,371
<b>Total Retail Sales</b>	<b>5,998</b>	<b>6,316</b>	<b>6,849</b>	<b>6,243</b>	<b>5,448</b>	<b>6,402</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>37,256</b>

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

DAYS /MO.***	21	19	21	20	20	21	-	-	-	-	-	-	122
FORD	28	19	19	22	17	16	-	-	-	-	-	-	20
FREIGHTLINER*	67	78	71	64	61	63	-	-	-	-	-	-	67
GMC	11	24	16	15	14	35	-	-	-	-	-	-	19
INTERNATIONAL	118	145	140	143	108	125	-	-	-	-	-	-	130
JAPANESE OEMs*	14	19	26	14	14	17	-	-	-	-	-	-	17
KENWORTH	10	11	14	15	16	14	-	-	-	-	-	-	13
MACK	-	-	-	-	-	-	-	-	-	-	-	-	-
PETERBILT	7	12	12	11	16	12	-	-	-	-	-	-	11
STERLING	9	9	10	8	4	6	-	-	-	-	-	-	7
VOLVO	-	-	-	-	-	-	-	-	-	-	-	-	-
WESTERN STAR	-	-	-	-	-	-	-	-	-	-	-	-	-
OTHERS*	21	16	19	21	22	18	-	-	-	-	-	-	19
<b>Total RS Per Day**</b>	<b>286</b>	<b>332</b>	<b>326</b>	<b>312</b>	<b>272</b>	<b>305</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>305</b>

\*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. 2009	Feb. 2009	Mar. 2009	Apr. 2009	May 2009	June 2009	July 2009	Aug. 2009	Sep. 2009	Oct. 2009	Nov. 2009	Dec. 2009	YTD 2009
FORD	-	-	-	-	-	-	-	-	-	-	-	-	-
FREIGHTLINER*	3,170	1,795	3,247	2,182	2,434	2,299	-	-	-	-	-	-	15,127
GMC	-	-	-	-	-	-	-	-	-	-	-	-	-
INTERNATIONAL	4,061	2,923	2,774	2,637	2,457	3,343	-	-	-	-	-	-	18,195
KENWORTH	1,010	1,100	1,388	1,229	1,356	1,468	-	-	-	-	-	-	7,551
MACK	530	609	781	801	740	888	-	-	-	-	-	-	4,349
PETERBILT	787	904	921	867	907	1,124	-	-	-	-	-	-	5,510
STERLING	472	413	662	337	353	363	-	-	-	-	-	-	2,600
VOLVO	656	884	821	767	657	549	-	-	-	-	-	-	4,334
WESTERN STAR	216	125	213	173	142	112	-	-	-	-	-	-	981
OTHERS*	222	184	186	181	175	206	-	-	-	-	-	-	1,154
<b>Total Retail Sales</b>	<b>11,124</b>	<b>8,937</b>	<b>10,993</b>	<b>9,174</b>	<b>9,221</b>	<b>10,352</b>	-	-	-	-	-	-	<b>59,801</b>

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

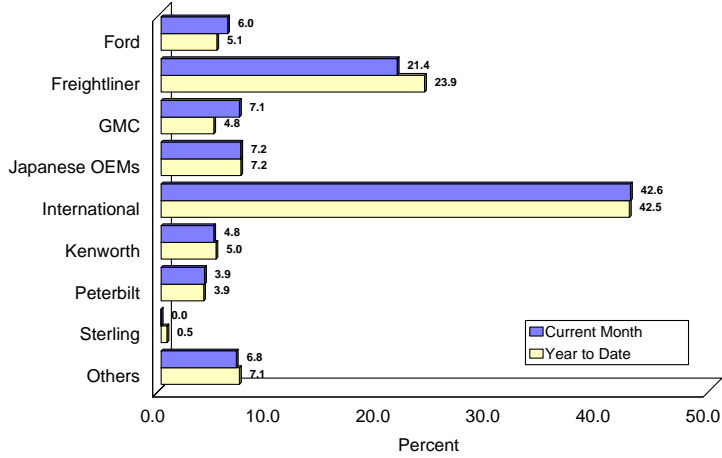
DAYS /MO.***	17	18	19	20	19	21	-	-	-	-	-	-	114
FORD	-	-	-	-	-	-	-	-	-	-	-	-	-
FREIGHTLINER*	186	100	171	109	128	109	-	-	-	-	-	-	133
GMC	-	-	-	-	-	-	-	-	-	-	-	-	-
INTERNATIONAL	239	162	146	132	129	159	-	-	-	-	-	-	160
KENWORTH	59	61	73	61	71	70	-	-	-	-	-	-	66
MACK	31	34	41	40	39	42	-	-	-	-	-	-	38
PETERBILT	46	50	48	43	48	54	-	-	-	-	-	-	48
STERLING	28	23	35	17	19	17	-	-	-	-	-	-	23
VOLVO	39	49	43	38	35	26	-	-	-	-	-	-	38
WESTERN STAR	13	7	11	9	7	5	-	-	-	-	-	-	9
OTHERS*	13	10	10	9	9	10	-	-	-	-	-	-	10
<b>Total RS Per Day**</b>	<b>654</b>	<b>497</b>	<b>579</b>	<b>459</b>	<b>485</b>	<b>493</b>	-	-	-	-	-	-	<b>525</b>

\*Note: See footnotes in Table of Contents.

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

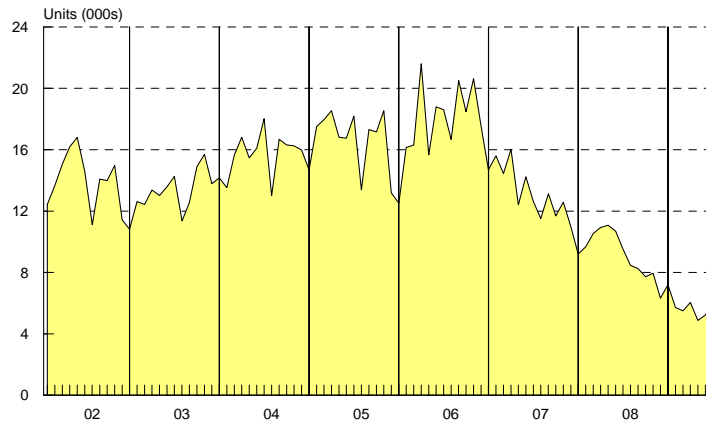
\*\*\* Days per month tie to ACTR OEM industry build plans in SOI: Classes 5-8 Report.

**TOTAL CLASSES 6-7 BUILD**  
**N.A. OEM's Production to All Destinations: % Share**



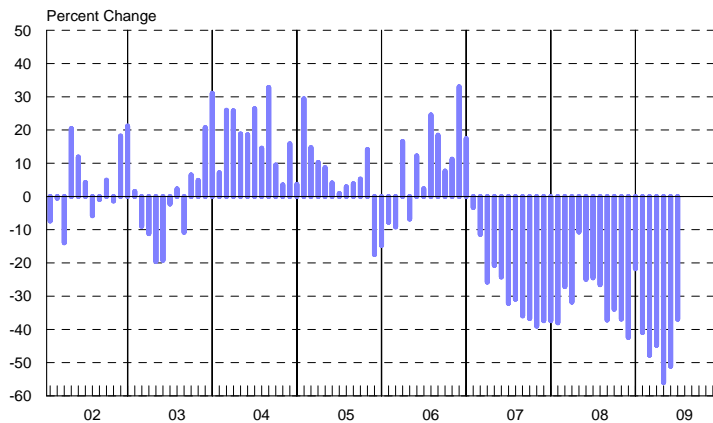
ACT Research Co., LLC: Copyright 2009

**TOTAL CLASSES 6-7: N.A. BUILD**  
 January '02 - June '09 (Not Seasonally Adjusted)

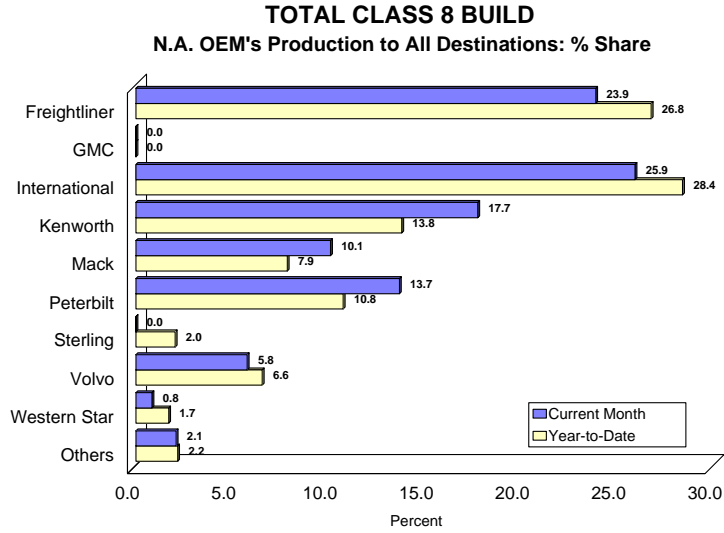


ACT Research Co., LLC: Copyright 2009

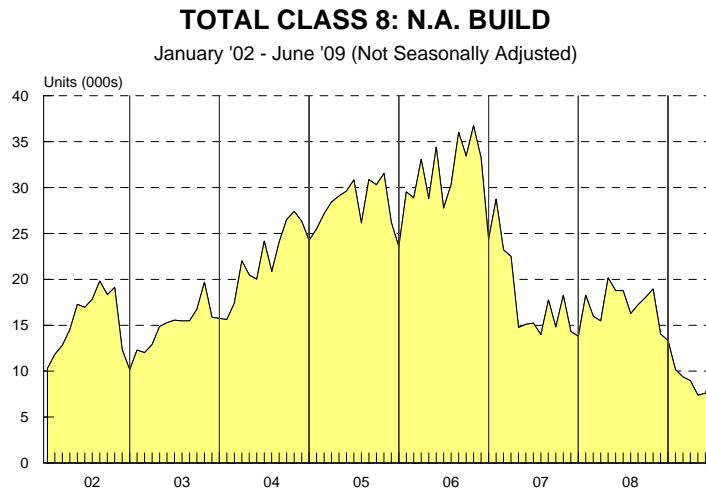
**TOTAL CLASSES 6-7 BUILD: Year Over Year Percent Change**  
 January '02 - June '09 (Not Seasonally Adjusted)



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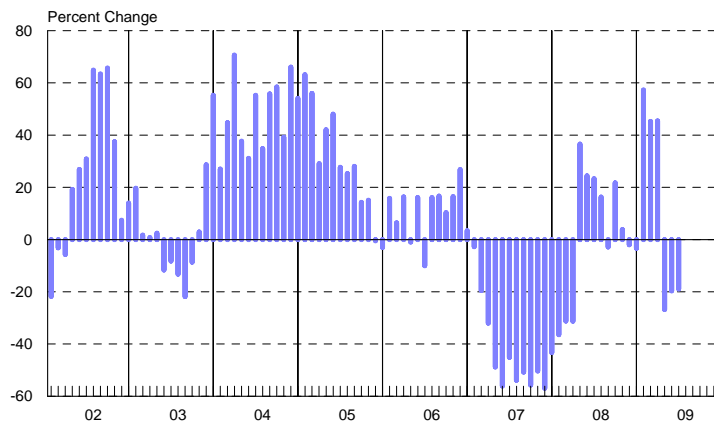
ACT Research Co., LLC: Copyright 2009



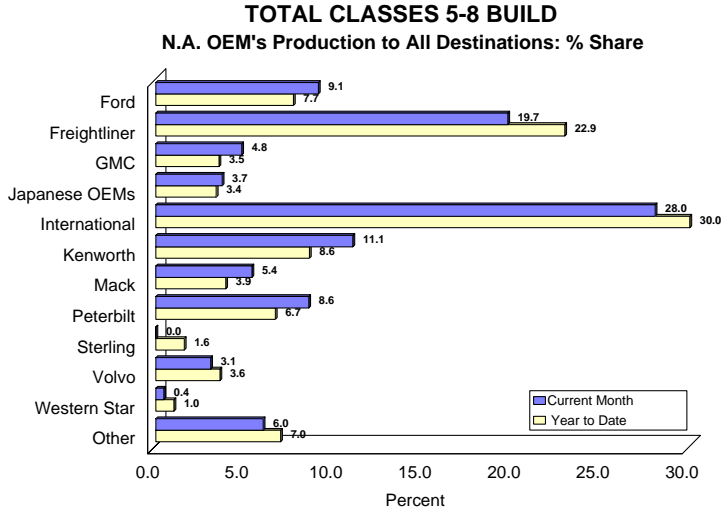
ACT Research Co., LLC: Copyright 2009

### TOTAL CLASS 8 BUILD: Year Over Year Percent Change

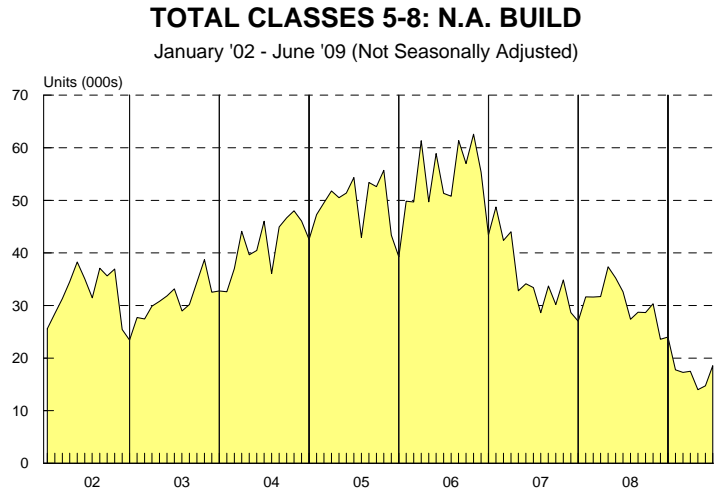
January '02 - June '09 (Not Seasonally Adjusted)



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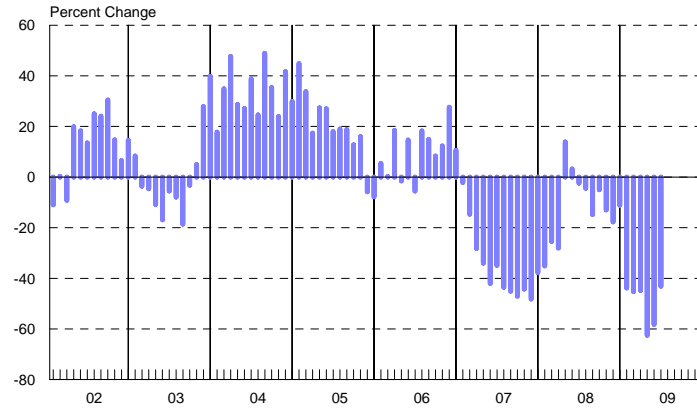
ACT Research Co., LLC: Copyright 2009



ACT Research Co., LLC: Copyright 2009

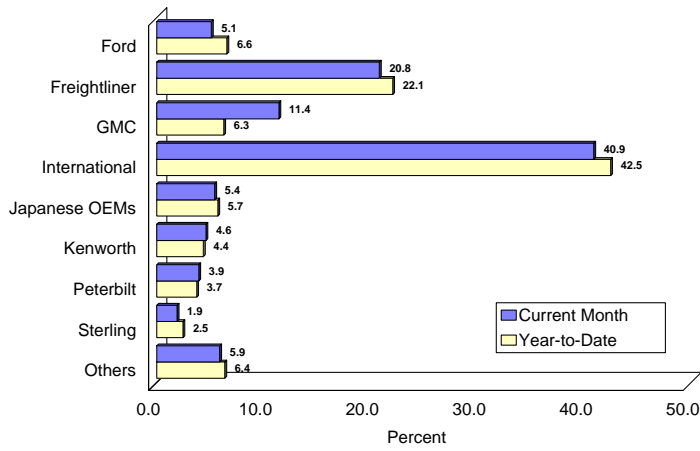
### TOTAL CLASSES 5-8 BUILD: Year Over Year Percent Change

January '02 - June '09 (Not Seasonally Adjusted)



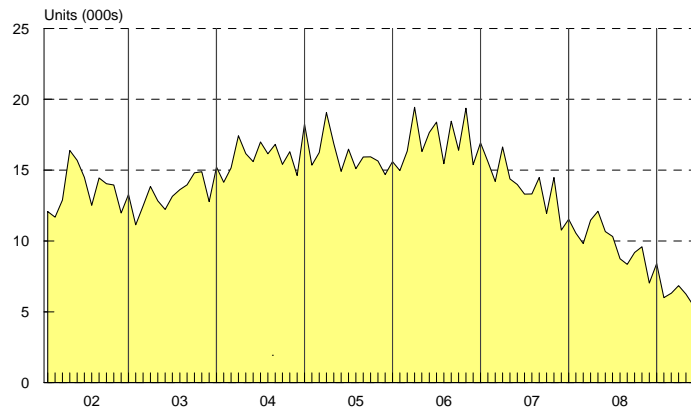
ACT Research Co., LLC: Copyright 2009

**TOTAL CLASSES 6-7 RETAIL SALES**  
**N.A. OEM's World Wide Sales % Share**



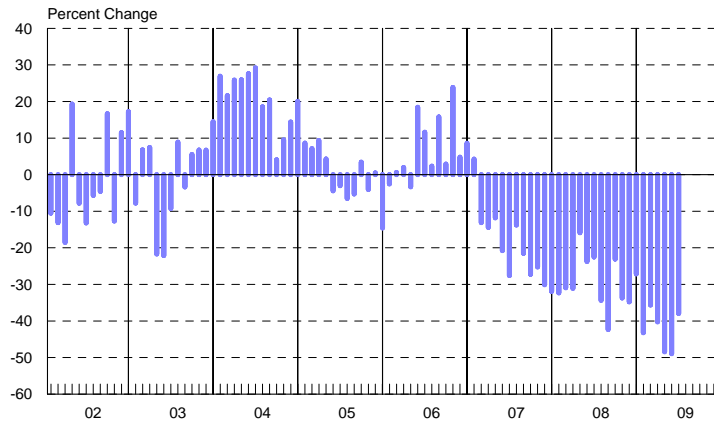
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**TOTAL CLASSES 6-7: N.A. RETAIL SALES**  
 January '02 - June '09 (Not Seasonally Adjusted)



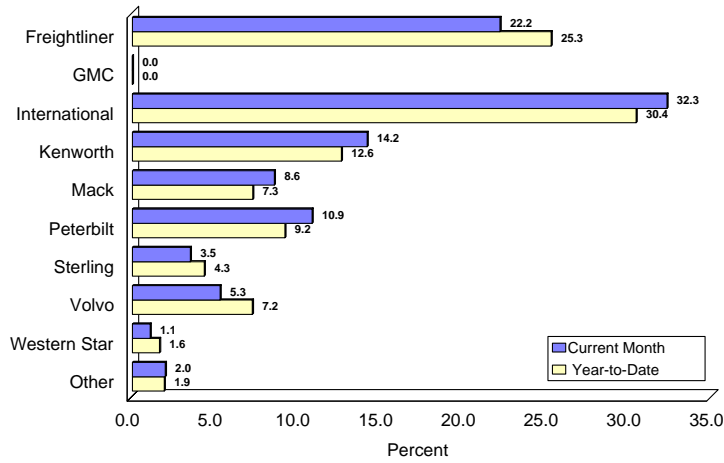
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**TOTAL CLASSES 6-7 RS: Year Over Year Percent Change**  
 January '02 - June '09 (Not Seasonally Adjusted)



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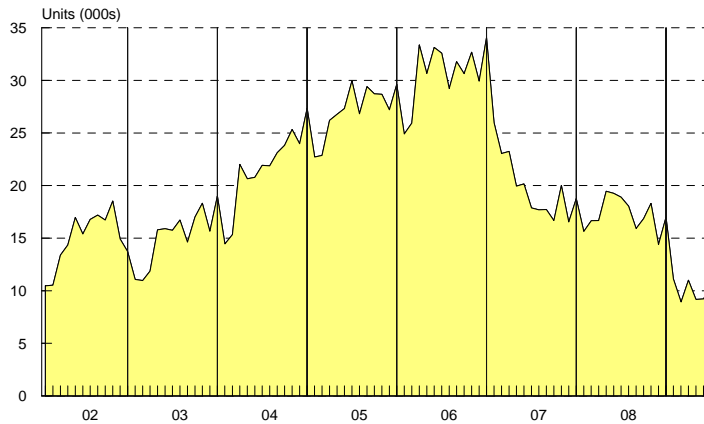
**TOTAL CLASS 8 RETAIL SALES**  
**N.A. OEM's Retail Sales to All Destinations: % Share**



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**TOTAL CLASS 8: N.A. RETAIL SALES**

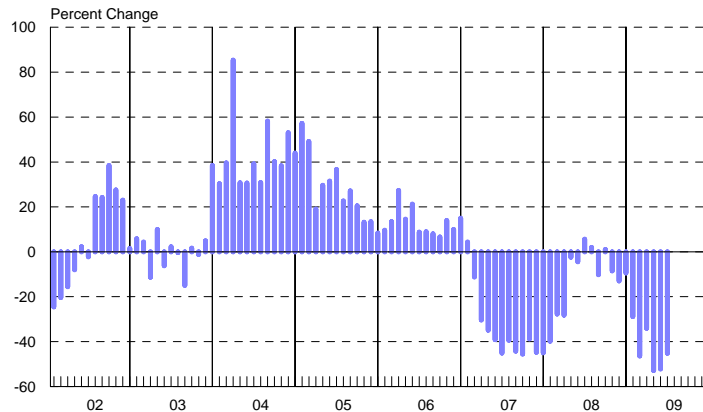
January '02 - June '09 (Not Seasonally Adjusted)



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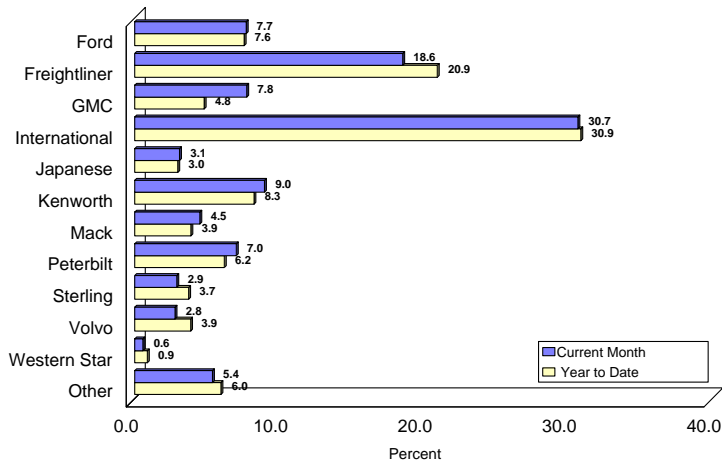
**TOTAL CLASS 8 RS: Year Over Year Percent Change**

January '02 - June '09 (Not Seasonally Adjusted)



ACT Research Co., LLC: Copyright 2009

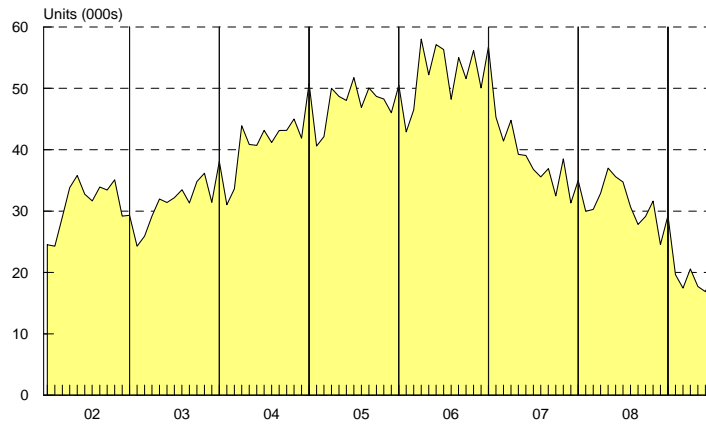
**TOTAL CLASSES 5-8 RETAIL SALES**  
**N.A. OEM's Production to All Destinations: % Share**



ACT Research Co., LLC: Copyright 2009

**TOTAL CLASSES 5-8: N.A. RETAIL SALES**

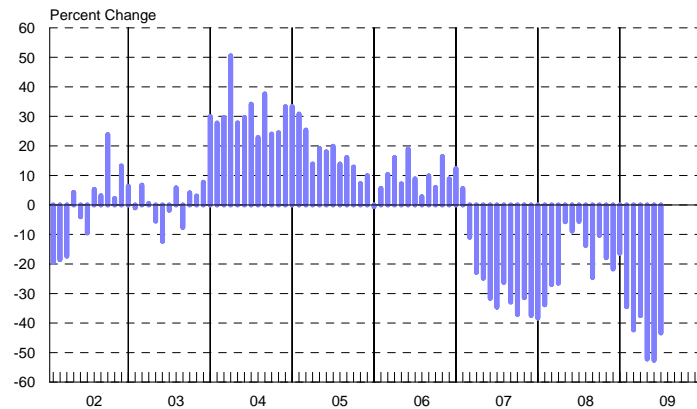
January '02 - June '09 (Not Seasonally Adjusted)



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**TOTAL CL. 5-8 RETAIL SALES: Year Over Year Percent Change**

January '02 - June '09 (Not Seasonally Adjusted)



ACT Research Co., LLC: Copyright 2009

## 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	Light Duty				Medium Duty		Heavy Duty	
	Cl. 1	Cl. 2	Cl. 3	Cl. 4	Cl. 5	Cl. 6	Cl. 7	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 – some are light, some are medium. Includes trucks, shuttle buses, and RVs

**MEDIUM DUTY (MD):** GVW classes 6-7. All fuel types and applications including class 6-7 school buses.

**CLASS 8 VEHICLES:** defined as a straight truck or tractor over 33,001 lbs

**MIDRANGE:** Classes 3 - 7 vehicles. Refers to typical operation range of vehicles, which is 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.



**STATE OF THE INDUSTRY SERIES  
N.A. OEM CL. 5-8  
BUILD & RETAIL SALES**