

Report 1 - State of the Industry: Classes 5-8 Vehicles



June & YTD 2009 Data
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STATE OF THE INDUSTRY SERIES *
N.A. CLASSES 5-8 VEHICLES

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* The STATE OF THE INDUSTRY report contains only North America medium and heavy duty Classes 5-8 vehicle data not seasonally adjusted. No light duty Classes 3-4 vehicles are included.

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.

STATE OF THE INDUSTRY: NORTH AMERICAN CLASSES 5-8 VEHICLES

In June, industry statistics mirrored reports out of the broader economy: There were some encouraging data points mixed in with continued bad news. The plunge may be over, but there is a big difference between bouncing along the bottom and growth.

CLASS 8: ACT's freight composite indicates that at the end of Q2, freight volumes were nearly 11% below their year-ago level. Hence, overcapacity remains an issue and truckers continue to reduce fleet size to align capacity with diminished load volumes. With supply and demand falling sharply out of alignment last fall, trucker profits have been crushed, and new truck demand has suffered. Even the prospect of a sharp rise in new Class 8 prices following the EPA2010 emissions mandate has failed to stimulate demand. In June new Class 8 orders rose to a six-month high at 11,109 units, 25% above May, but down 40% y/y. While meaningfully better than what the industry has been experiencing, and a step in the right direction, there is only so much lipstick that you can put on a pig.

Taking the luster off the best order month in 2009, Class 8 cancellations and the cancellation rate rose to eight-month highs at 2,729 units and 25%, respectively. If there is a silver-lining in the 1,000 unit m/m cancellation increase, it is that the entire increase was OEM specific, rather than industry wide. The distribution of cancellations suggests that June's spike was a one-off event rather than a change in the prevailing cancellation trend.

Subtracting cancellations from new orders, Class 8 net orders totaled 8,380 units. While demand was weak across the geographic breadth of the market, there were some bright spots:

- Net orders for Mexico rose to a nine-month high.
- Canada saw its highest net order volume in eight months.
- U.S net orders were hit by the cancellation event, but new orders were at their second highest level in 2009.

Through YTD June, the NA market generated 46,600 Class 8 net orders. For some perspective, the industry still hasn't achieved the 52,200 net orders that were booked in March 2006.

Class 8 build rates rose 72 units per day from May to 471 units. The higher build rate and two extra production days caused build to jump 31% to 9,897 units. Stronger build than orders caused the Class 8 backlog to drop to a 78-month low 44,692 units. Combining the smaller backlog with June's higher per day build rate, the Class 8 BL/BU ratio dropped

to 4.5 months, or 95 days at June's build rate. BL/BU ratios between 4 and 5 months are considered neutral in terms of build rate pressures. The OEM build plan (page 19) projects build will average 453 units per day in Q3 and 516 units per day in Q4.

The backlog analysis (pg.9), suggests that current order levels are sufficient to fill the build plan. At the end of June, there were 19,700 empty build slots with the OEM build plan projecting a full-year total 111,400 units. About 4,000 orders per month flowing into empty 2009 build slots will fill the build plan. Monthly orders will be higher, but an increasing percentage will be booked into 2010.

Class 8 retail sales rose to 10,352 units in June and 59,801 units through YTD'09. Sales remained above build, allowing inventories to fall to a 60-month low 33,428 units. In spite of the ongoing inventory decline, the low rate of sales has kept the relative inventory level high: In June, the IN/RS ratio was 3.2 months or 68 days of inventory at June's sales rate.

CLASSES 5, 6-7: New orders for Classes 5-7 vehicles were virtually unchanged from May to June at 6,545 units, marking the fifth time in the past six months that new orders failed to rise above 7,000 units. Higher cancellations in June dropped net orders to a near record low 5,268 units. Through YTD June, net orders have failed to average 6,000 units per month. Throughout ACT's MD market history (1990), there has never been a period of order weakness to compare to the current period.

The order decline remained broad-based and deep. Year over year, Class 5 net orders dropped 80% and Classes 6-7 orders were down 54%. Underlying the aggregates, Class 5 truck orders were down 80% and Classes 6-7 truck orders were down 55%. Total RV orders were down 96% from last June. Even buses, which are more dependent on day-care graduates than the economy, are under pressure: Total Classes 5-7 bus net orders fell 39% from year-ago June.

Order weakness continues to pressure backlogs and build rates. Weaker orders than build caused the total Classes 5-7 backlog to shrink for a sixteenth consecutive month to 25,389 units. At June's 412 unit per day build rate, the BL/BU ratio was 2.96 months/62 days.

Good news: Sales rose 1,700 units from May's weak result, thereby allowing Classes 5-7 inventories to fall to a 43-month low 56,235 units. Bad news: At June's sales rate, there were 6.0 months/127 days of equipment already built.

TRUCK, BUS, and RV INDUSTRY MANAGEMENT STATISTICS*
NORTH AMERICA
June 2009

CURRENT MONTH STATISTICS

VARIABLE	Cl. 5	Cl. 5	Cl. 5	Cl. 5	Cl. 5	Cl. 6-7	Cl. 6-7	Cl. 6-7	Cl. 6-7	Cl. 6-7	Cl. 8	Cl. 8	Cl. 8	Cl. 8	Cl. 8	Cl. 8
	TRUCK	BUS	RV	STEP VAN	TOTAL	TRUCK	BUS	RV	STEP VAN	TOTAL	TRACTOR SLEEPER	TRACTOR DAY CAB	TRUCK SLEEPER	TRUCK DAY CAB	OTHER	TOTAL
. Backlog	7,938	85	25	-	8,048	9,477	6,413	874	577	17,341	23,708	12,488	208	7,738	550	44,692
. Build	2,524	74	50	-	2,648	3,383	2,520	73	31	6,007	4,837	2,552	33	2,269	206	9,897
. Inventory	20,867	168	25	-	21,060	31,452	3,233	392	98	35,175	10,509	6,189	305	16,190	235	33,428
. New Orders	1,313	41	50	-	1,404	3,009	1,763	100	269	5,141	5,294	2,523	30	3,046	216	11,109
. Orders Cancel	479	23	10	-	512	674	41	50	-	765	1,639	641	-	439	10	2,729
. Net Orders	834	18	40	-	892	2,335	1,722	50	269	4,376	3,655	1,882	30	2,607	206	8,380
. Retail Sales	2,796	83	50	-	2,929	3,779	2,524	72	27	6,402	4,624	2,725	34	2,763	206	10,352
MEMO: Sales of Japanese Imports					264					347						

MONTHLY PERFORMANCE:

June	21 Days															
. Net Orders: un/dy.	40	1	2	-	42	111	82	2	13	208	174	90	1	124	10	399
. Build: units/day	120	4	2	-	126	161	120	3	1	286	230	122	2	108	10	471
. Retail Sales:un/dy.	133	4	2	-	139	180	120	3	1	305	220	130	2	132	10	493
. Orders Cancel: %	36.5%	56.1%	20.0%	-	36.5%	22.4%	2.3%	50.0%	0.0%	14.9%	31.0%	25.4%	0.0%	14.4%	4.6%	24.6%
. Backlog/Build @ rate in months**	3.1	1.1	0.5	-	3.0	2.8	2.5	12.0	18.6	2.9	4.9	4.9	6.3	3.4	2.7	4.5
. Inventory/R.S. @ rate in months	7.5	2.0	0.5	-	7.2	8.3	1.3	5.4	3.6	5.5	2.3	2.3	9.0	5.9	1.1	3.2

*Actual data not seasonally adjusted.

** Backlog to Build Ratio is calculated using fixed monthly build of 21 days.

Class 8 Other includes Autocar, Oshkosh, and Terex Advance Mixer.

NOTE: Data supplied for your internal use only. External distribution is not permitted without prior approval. Electronic or other re-release of classes 5-8 vehicle statistics is not authorized except in written summaries (no data tables) supporting the business of the subscribing SOI company. ACT Research Co., LLC must be credited as the data source.

TRUCK, BUS, and RV INDUSTRY MANAGEMENT STATISTICS*
NORTH AMERICA
June 2009

YEAR-TO-DATE STATISTICS

VARIABLE	Cl. 5	Cl. 5	Cl. 5	Cl. 5	Cl. 5	Cl. 6-7	Cl. 6-7	Cl. 6-7	Cl. 6-7	Cl. 6-7	Cl. 8	Cl. 8	Cl. 8	Cl. 8	Cl. 8	Cl. 8
	TRUCK	BUS	RV	STEP VAN	TOTAL	TRUCK	BUS	RV	STEP VAN	TOTAL	TRACTOR SLEEPER	TRACTOR DAY CAB	TRUCK SLEEPER	TRUCK DAY CAB	OTHER	TOTAL
. Backlog	7,938	85	25	-	8,048	9,477	6,413	874	577	17,341	23,708	12,488	208	7,738	550	44,692
. Build	12,450	326	376	-	13,152	19,165	12,841	624	736	33,366	20,651	15,070	171	16,287	1,154	53,333
. Inventory	20,867	168	25	-	21,060	31,452	3,233	392	98	35,175	10,509	6,189	305	16,190	235	33,428
. New Orders	8,242	331	326	-	8,899	18,780	11,833	757	644	32,014	25,180	15,966	141	15,673	1,212	58,172
. Orders Cancel	1,435	38	170	-	1,643	2,177	624	613	27	3,441	6,465	3,134	41	1,835	58	11,533
. Net Orders	6,807	293	156	-	7,256	16,603	11,209	144	617	28,573	18,715	12,832	100	13,838	1,154	46,639
. Retail Sales	14,049	379	430	-	14,858	22,225	13,506	789	736	37,256	22,397	16,513	259	19,478	1,154	59,801
MEMO: Sales of Japanese Imports					1,208					2,130						

MONTHLY PERFORMANCE:

June 114 Days

. Net Orders: un/dy.	60	3	1	-	64	146	98	1	5	251	164	113	1	121	10	409
. Build: units/day	109	3	3	-	115	168	113	5	6	293	181	132	2	143	10	468
. Retail Sales:un/dy.	123	3	4	-	130	195	118	7	6	327	196	145	2	171	10	525
. Orders Cancel: %	17.4%	11.5%	52.1%	-	18.5%	11.6%	5.3%	81.0%	4.2%	10.7%	25.7%	19.6%	29.1%	11.7%	4.8%	19.8%
. Backlog/Build @ rate in months**	3.5	1.4	0.4	-	3.3	2.7	2.7	7.6	4.3	2.8	6.2	4.5	6.6	2.6	2.6	4.5
. Inventory/R.S. @ rate in months	8.1	2.4	0.3	-	7.7	7.7	1.3	2.7	0.7	5.1	2.5	2.0	6.4	4.5	1.1	3.0

*Actual data not seasonally adjusted.

** Backlog to Build Ratio is calculated using fixed monthly build of 21 days.

Class 8 Other includes Autocar, Oshkosh, and Terex Advance Mixer.

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TRUCK, BUS, and RV INDUSTRY MANAGEMENT STATISTICS*
NORTH AMERICA
June 2009

UNIT & PERCENT CHANGE: CURRENT MONTH VS. PAST MONTH

	CI. 5	CI. 5	CI. 5	CI. 5	CI. 5	CI. 6-7	CI. 6-7	CI. 6-7	CI. 6-7	CI. 6-7	CI. 8	CI. 8	CI. 8	CI. 8	CI. 8	CI. 8
	TRUCK	BUS	RV	STEP VAN	TOTAL	TRUCK	BUS	RV	VAN	TOTAL	TRACTOR SLEEPER	TRACTOR DAY CAB	TRUCK SLEEPER	TRUCK DAY CAB	OTHER	TOTAL
BACKLOG:																
a.CURRENT MO.	7,938	85	25	-	8,048	9,477	6,413	874	577	17,341	23,708	12,488	208	7,738	550	44,692
b.PAST MO.	9,596	141	35	-	9,772	10,478	7,151	1,077	339	19,045	24,326	12,998	211	7,386	550	45,471
UNIT CHANGE a-b	(1,658)	(56)	(10)	-	(1,724)	(1,001)	(738)	(203)	238	(1,704)	(618)	(510)	(3)	352	-	(779)
% CHANGE	-17.3%	-39.7%	-28.6%	-	-17.6%	-9.6%	-10.3%	-18.8%	70.2%	-8.9%	-2.5%	-3.9%	-1.4%	4.8%	0.0%	-1.7%
BUILD:																
a.CURRENT MO.	2,524	74	50	-	2,648	3,383	2,520	73	31	6,007	4,837	2,552	33	2,269	206	9,897
b.PAST MO.	1,823	36	56	-	1,915	3,019	2,088	109	12	5,228	3,207	1,830	15	2,351	175	7,578
UNIT CHANGE a-b	701	38	(6)	-	733	364	432	(36)	19	779	1,630	722	18	(82)	31	2,319
% CHANGE	38.5%	105.6%	-10.7%	-	38.3%	12.1%	20.7%	-33.0%	158.3%	14.9%	50.8%	39.5%	120.0%	-3.5%	17.7%	30.6%
INVENTORY:																
a.CURRENT MO.	20,867	168	25	-	21,060	31,452	3,233	392	98	35,175	10,509	6,189	305	16,190	235	33,428
b.PAST MO.	21,090	179	25	-	21,294	31,967	3,286	395	97	35,745	10,316	6,588	311	16,913	235	34,363
UNIT CHANGE a-b	(223)	(11)	-	-	(234)	(515)	(53)	(3)	1	(570)	193	(399)	(6)	(723)	-	(935)
% CHANGE	-1.1%	-6.1%	0.0%	-	-1.1%	-1.6%	-1.6%	-0.8%	1.0%	-1.6%	1.9%	-6.1%	-1.9%	-4.3%	0.0%	-2.7%
NET ORDERS:																
a.CURRENT MO.	834	18	40	-	892	2,335	1,722	50	269	4,376	3,655	1,882	30	2,607	206	8,380
b.PAST MO.	981	50	50	-	1,081	2,508	2,205	88	18	4,819	3,303	1,933	10	1,755	175	7,176
UNIT CHANGE a-b	(147)	(32)	(10)	-	(189)	(173)	(483)	(38)	251	(443)	352	(51)	20	852	31	1,204
% CHANGE	-15.0%	-64.0%	-20.0%	-	-17.5%	-6.9%	-21.9%	-43.2%	1394.4%	-9.2%	10.7%	-2.6%	200.0%	48.5%	17.7%	16.8%
CANCELLATION RATE:																
a.CURRENT MO.	36.5%	56.1%	20.0%	-	36.5%	22.4%	2.3%	50.0%	0.0%	14.9%	31.0%	25.4%	0.0%	14.4%	4.6%	24.6%
b.PAST MO.	5.2%	9.1%	0.0%	-	5.2%	11.9%	6.2%	45.7%	5.3%	10.4%	23.1%	15.3%	33.3%	17.0%	4.9%	19.3%
PP CHANGE	31.3	47.0	20.0	-	31.3	10.5	(3.8)	4.3	(5.3)	4.5	7.8	10.1	(33.3)	(2.6)	(0.3)	5.3
RETAIL SALES:																
a.CURRENT MO.	2,796	83	50	-	2,929	3,779	2,524	72	27	6,402	4,624	2,725	34	2,763	206	10,352
b.PAST MO.	2,087	54	56	-	2,197	3,224	2,075	132	17	5,448	3,837	2,235	29	2,945	175	9,221
UNIT CHANGE a-b	709	29	(6)	-	732	555	449	(60)	10	954	787	490	5	(182)	31	1,131
% CHANGE	34.0%	53.7%	-10.7%	-	33.3%	17.2%	21.6%	-45.5%	58.8%	17.5%	20.5%	21.9%	17.2%	-6.2%	17.7%	12.3%

*Actual data not seasonally adjusted.

TRUCK, BUS, and RV INDUSTRY MANAGEMENT STATISTICS*
NORTH AMERICA
June 2009

UNIT & PERCENT CHANGE: CURRENT MONTH VS. SAME MONTH ONE YEAR AGO

	CI. 5	CI. 5	CI. 5	CI. 5	CI. 5	CI. 6-7	CI. 6-7	CI. 6-7	CI. 6-7	CI. 6-7	CI. 8	CI. 8	CI. 8	CI. 8	CI. 8	CI. 8
	TRUCK	BUS	RV	STEP VAN	TOTAL	TRUCK	BUS	RV	VAN	TOTAL	TRACTOR SLEEPER	TRACTOR DAY CAB	TRUCK SLEEPER	TRUCK DAY CAB	OTHER	TOTAL
BACKLOG:																
a.CURRENT MO.	7,938	85	25	-	8,048	9,477	6,413	874	577	17,341	23,708	12,488	208	7,738	550	44,692
b.SAME 1 YR. AGO	20,328	171	827	-	21,326	17,029	9,066	3,335	373	29,803	37,452	19,415	520	17,091	550	75,028
UNIT CHANGE a-b	(12,390)	(86)	(802)	-	(13,278)	(7,552)	(2,653)	(2,461)	204	(12,462)	(13,744)	(6,927)	(312)	(9,353)	-	(30,336)
% CHANGE	-61.0%	-50.3%	-97.0%	-	-62.3%	-44.3%	-29.3%	-73.8%	54.7%	-41.8%	-36.7%	-35.7%	-60.0%	-54.7%	0.0%	-40.4%
BUILD:																
a.CURRENT MO.	2,524	74	50	-	2,648	3,383	2,520	73	31	6,007	4,837	2,552	33	2,269	206	9,897
b.SAME 1 YR. AGO	4,128	104	80	-	4,312	5,564	2,970	720	275	9,529	6,625	4,876	105	6,491	678	18,775
UNIT CHANGE a-b	(1,604)	(30)	(30)	-	(1,664)	(2,181)	(450)	(647)	(30)	(3,522)	(1,788)	(2,324)	(72)	(4,222)	(472)	(8,878)
% CHANGE	-38.9%	-28.8%	-37.5%	-	-38.6%	-39.2%	-15.2%	-89.9%	-88.7%	-37.0%	-27.0%	-47.7%	-68.6%	-65.0%	-69.6%	-47.3%
INVENTORY:																
a.CURRENT MO.	20,867	168	25	-	21,060	31,452	3,233	392	98	35,175	10,509	6,189	305	16,190	235	33,428
b.SAME 1 YR. AGO	24,539	114	355	-	25,008	39,498	4,152	824	205	44,679	14,072	9,343	569	22,406	235	46,625
UNIT CHANGE a-b	(3,672)	54	(330)	-	(3,948)	(8,046)	(919)	(432)	(107)	(9,504)	(3,563)	(3,154)	(264)	(6,216)	-	(13,197)
% CHANGE	-15.0%	47.4%	-93.0%	-	-15.8%	-20.4%	-22.1%	-52.4%	-52.2%	-21.3%	-25.3%	-33.8%	-46.4%	-27.7%	0.0%	-28.3%
NET ORDERS:																
a.CURRENT MO.	834	18	40	-	892	2,335	1,722	50	269	4,376	3,655	1,882	30	2,607	206	8,380
b.SAME 1 YR. AGO	2,943	112	-	-	3,055	4,145	2,967	684	20	7,816	6,666	4,903	299	4,606	678	17,152
UNIT CHANGE a-b	(2,109)	(94)	40	-	(2,163)	(1,810)	(1,245)	(634)	249	(3,440)	(3,011)	(3,021)	(269)	(1,999)	(472)	(8,772)
% CHANGE	-71.7%	-83.9%	-	-	-70.8%	-43.7%	-42.0%	-92.7%	1245.0%	-44.0%	-45.2%	-61.6%	-90.0%	-43.4%	-69.6%	-51.1%
CANCELLATION RATE:																
a.CURRENT MO.	36.5%	56.1%	20.0%	-	36.5%	22.4%	2.3%	50.0%	0.0%	14.9%	31.0%	25.4%	0.0%	14.4%	4.6%	24.6%
b.SAME 1 YR. AGO	11.3%	3.4%	100.0%	-	12.3%	9.4%	1.4%	4.7%	0.0%	6.1%	7.6%	9.6%	1.0%	6.0%	4.8%	7.5%
PP CHANGE	25.2	52.6	(80.0)	-	24.1	13.0	1.0	45.3	-	8.8	23.4	15.8	(1.0)	8.4	(0.1)	17.0
RETAIL SALES:																
a.CURRENT MO.	2,796	83	50	-	2,929	3,779	2,524	72	27	6,402	4,624	2,725	34	2,763	206	10,352
b.SAME 1 YR. AGO	5,300	92	141	-	5,533	6,405	2,786	806	318	10,315	6,877	5,020	146	6,168	678	18,889
UNIT CHANGE a-b	(2,504)	(9)	(91)	-	(2,604)	(2,626)	(262)	(734)	(291)	(3,913)	(2,253)	(2,295)	(112)	(3,405)	(472)	(8,537)
% CHANGE	-47.2%	-9.8%	-64.5%	-	-47.1%	-41.0%	-9.4%	-91.1%	-91.5%	-37.9%	-32.8%	-45.7%	-76.7%	-55.2%	-69.6%	-45.2%

*Actual data not seasonally adjusted.

TRUCK, BUS, and RV INDUSTRY MANAGEMENT STATISTICS*
NORTH AMERICA
June 2009

UNIT & PERCENT CHANGE: CURRENT 3 MONTHS VS. SAME 3 MONTHS ONE YEAR AGO

	CI. 5	CI. 5	CI. 5	CI. 5	CI. 5	CI. 6-7	CI. 6-7	CI. 6-7	CI. 6-7	CI. 6-7	CI. 8	CI. 8	CI. 8	CI. 8	CI. 8	CI. 8
	TRUCK	BUS	RV	STEP VAN	TOTAL	TRUCK	BUS	RV	VAN	TOTAL	TRACTOR SLEEPER	TRACTOR DAY CAB	TRUCK SLEEPER	TRUCK DAY CAB	OTHER	TOTAL
BACKLOG:																
a.CURRENT MO.	7,938	85	25	-	8,048	9,477	6,413	874	577	17,341	23,708	12,488	208	7,738	550	44,692
b.SAME 1 YR. AGO	20,328	171	827	-	21,326	17,029	9,066	3,335	373	29,803	37,452	19,415	520	17,091	550	75,028
UNIT CHANGE a-b	(12,390)	(86)	(802)	-	(13,278)	(7,552)	(2,653)	(2,461)	204	(12,462)	(13,744)	(6,927)	(312)	(9,353)	-	(30,336)
% CHANGE	-61.0%	-50.3%	-97.0%	-	-62.3%	-44.3%	-29.3%	-73.8%	54.7%	-41.8%	-36.7%	-35.7%	-60.0%	-54.7%	0.0%	-40.4%
BUILD:																
a.CURRENT 3 MO.	6,013	133	168	-	6,314	9,215	6,537	270	88	16,110	11,028	6,376	76	6,803	562	24,845
b.SAME 1 YR. AGO	15,539	231	442	-	16,212	19,120	8,577	2,899	700	31,296	20,555	14,980	303	19,719	2,142	57,699
UNIT CHANGE a-b	(9,526)	(98)	(274)	-	(9,898)	(9,905)	(2,040)	(2,629)	(612)	(15,186)	(9,527)	(8,604)	(227)	(12,916)	(1,580)	(32,854)
% CHANGE	-61.3%	-42.4%	-62.0%	-	-61.1%	-51.8%	-23.8%	-90.7%	-87.4%	-48.5%	-46.3%	-57.4%	-74.9%	-65.5%	-73.8%	-56.9%
INVENTORY:																
a.CURRENT MO.	20,867	168	25	-	21,060	31,452	3,233	392	98	35,175	10,509	6,189	305	16,190	235	33,428
b.SAME 1 YR. AGO	24,539	114	355	-	25,008	39,498	4,152	824	205	44,679	14,072	9,343	569	22,406	235	46,625
UNIT CHANGE a-b	(3,672)	54	(330)	-	(3,948)	(8,046)	(919)	(432)	(107)	(9,504)	(3,563)	(3,154)	(264)	(6,216)	-	(13,197)
% CHANGE	-15.0%	47.4%	-93.0%	-	-15.8%	-20.4%	-22.1%	-52.4%	-52.2%	-21.3%	-25.3%	-33.8%	-46.4%	-27.7%	0.0%	-28.3%
NET ORDERS:																
a.CURRENT 3 MO.	2,756	101	146	-	3,003	7,344	5,541	187	303	13,375	9,782	6,077	62	6,857	562	23,340
b.SAME 1 YR. AGO	12,792	272	355	-	13,419	13,341	8,594	2,762	803	25,500	21,464	15,085	513	14,175	2,144	53,381
UNIT CHANGE a-b	(10,036)	(171)	(209)	-	(10,416)	(5,997)	(3,053)	(2,575)	(500)	(12,125)	(11,682)	(9,008)	(451)	(7,318)	(1,582)	(30,041)
% CHANGE	-78.5%	-62.9%	-58.9%	-	-77.6%	-45.0%	-35.5%	-93.2%	-62.3%	-47.5%	-54.4%	-59.7%	-87.9%	-51.6%	-73.8%	-56.3%
CANCELLATION RATE:																
a.CURRENT 3 MO.	25.9%	22.9%	6.4%	-	25.0%	15.1%	7.6%	51.7%	0.3%	12.8%	27.2%	22.5%	19.5%	13.4%	4.6%	21.9%
b.SAME 1 YR. AGO	19.3%	15.0%	29.0%	-	19.5%	28.3%	4.6%	4.9%	0.0%	18.6%	7.2%	8.1%	2.8%	14.1%	4.8%	9.3%
PP CHANGE	6.6	7.9	(22.6)	-	5.6	(13.1)	3.0	46.8	0.3	(5.8)	20.0	14.4	16.6	(0.7)	(0.2)	12.6
RETAIL SALES:																
a.CURRENT 3 MO.	7,086	158	168	-	7,412	10,897	6,794	313	89	18,093	11,852	7,171	100	13,779	562	33,464
b.SAME 1 YR. AGO	15,992	220	441	-	16,653	20,715	8,581	3,096	688	33,080	19,427	15,230	392	18,958	2,142	56,149
UNIT CHANGE a-b	(8,906)	(62)	(273)	-	(9,241)	(9,818)	(1,787)	(2,783)	(599)	(14,987)	(7,575)	(8,059)	(292)	(5,179)	(1,580)	(22,685)
% CHANGE	-55.7%	-28.2%	-61.9%	-	-55.5%	-47.4%	-20.8%	-89.9%	-87.1%	-45.3%	-39.0%	-52.9%	-74.5%	-27.3%	-73.8%	-40.4%

*Actual data not seasonally adjusted.

TRUCK, BUS, and RV INDUSTRY MANAGEMENT STATISTICS*
NORTH AMERICA
June 2009

UNIT & PERCENT CHANGE: YEAR-TO-DATE VS. YEAR-TO-DATE ONE YEAR AGO

	CI. 5	CI. 5	CI. 5	CI. 5	CI. 5	CI. 6-7	CI. 6-7	CI. 6-7	CI. 6-7	CI. 6-7	CI. 8	CI. 8	CI. 8	CI. 8	CI. 8	CI. 8
	TRUCK	BUS	RV	STEP VAN	TOTAL	TRUCK	BUS	RV	VAN	TOTAL	TRACTOR SLEEPER	TRACTOR DAY CAB	TRUCK SLEEPER	TRUCK DAY CAB	OTHER	TOTAL
BACKLOG:																
a.CURRENT MO.	7,938	85	25	-	8,048	9,477	6,413	874	577	17,341	23,708	12,488	208	7,738	550	44,692
b.SAME 1 YR. AGO	20,328	171	827	-	21,326	17,029	9,066	3,335	373	29,803	37,452	19,415	520	17,091	550	75,028
UNIT CHANGE a-b	(12,390)	(86)	(802)	-	(13,278)	(7,552)	(2,653)	(2,461)	204	(12,462)	(13,744)	(6,927)	(312)	(9,353)	-	(30,336)
% CHANGE	-61.0%	-50.3%	-97.0%	-	-62.3%	-44.3%	-29.3%	-73.8%	54.7%	-41.8%	-36.7%	-35.7%	-60.0%	-54.7%	0.0%	-40.4%
BUILD:																
a.CURRENT YTD	12,450	326	376	-	13,152	19,165	12,841	624	736	33,366	20,651	15,070	171	16,287	1,154	53,333
b.PAST YTD	28,394	430	1,510	-	30,334	36,780	16,616	7,369	1,667	62,432	36,476	27,426	688	37,937	4,881	107,408
UNIT CHANGE a-b	(15,944)	(104)	(1,134)	-	(17,182)	(17,615)	(3,775)	(6,745)	(931)	(29,066)	(15,825)	(12,356)	(517)	(21,650)	(3,727)	(54,075)
% CHANGE	-56.2%	-24.2%	-75.1%	-	-56.6%	-47.9%	-22.7%	-91.5%	-55.8%	-46.6%	-43.4%	-45.1%	-75.1%	-57.1%	-76.4%	-50.3%
INVENTORY:																
a.CURRENT MO.	20,867	168	25	-	21,060	31,452	3,233	392	98	35,175	10,509	6,189	305	16,190	235	33,428
b.SAME 1 YR. AGO	24,539	114	355	-	25,008	39,498	4,152	824	205	44,679	14,072	9,343	569	22,406	235	46,625
UNIT CHANGE a-b	(3,672)	54	(330)	-	(3,948)	(8,046)	(919)	(432)	(107)	(9,504)	(3,563)	(3,154)	(264)	(6,216)	-	(13,197)
% CHANGE	-15.0%	47.4%	-93.0%	-	-15.8%	-20.4%	-22.1%	-52.4%	-52.2%	-21.3%	-25.3%	-33.8%	-46.4%	-27.7%	0.0%	-28.3%
NET ORDERS:																
a.CURRENT YTD	6,807	293	156	-	7,256	16,603	11,209	144	617	28,573	18,715	12,832	100	13,838	1,154	46,639
b.PAST YTD	34,314	501	1,308	-	36,123	36,603	18,217	5,720	871	61,411	42,159	28,800	918	32,618	4,884	109,379
UNIT CHANGE a-b	(27,507)	(208)	(1,152)	-	(28,867)	(20,000)	(7,008)	(5,576)	(254)	(32,838)	(23,444)	(15,968)	(818)	(18,780)	(3,730)	(62,740)
% CHANGE	-80.2%	-41.5%	-88.1%	-	-79.9%	-54.6%	-38.5%	-97.5%	-29.2%	-53.5%	-55.6%	-55.4%	-89.1%	-57.6%	-76.4%	-57.4%
CANCELLATION RATE:																
a.CURRENT YTD	17.4%	11.5%	52.1%	-	18.5%	11.6%	5.3%	81.0%	4.2%	10.7%	25.7%	19.6%	29.1%	11.7%	4.8%	19.8%
b.PAST YTD	10.6%	10.4%	14.8%	-	10.7%	17.4%	4.7%	8.1%	0.1%	12.9%	7.2%	12.7%	4.7%	12.4%	4.7%	10.2%
PP CHANGE	6.9	1.1	37.3	-	7.7	(5.8)	0.6	72.9	4.1	(2.2)	18.4	7.0	24.4	(0.7)	0.0	9.7
RETAIL SALES:																
a.CURRENT 3 MO.	14,049	379	430	-	14,858	22,225	13,506	789	736	37,256	22,397	16,513	259	19,478	1,154	59,801
b.SAME 1 YR. AGO	27,283	423	1,295	-	29,001	39,445	16,272	7,562	1,635	64,914	35,939	27,326	788	37,654	4,881	106,588
UNIT CHANGE a-b	(13,234)	(44)	(865)	-	(14,143)	(17,220)	(2,766)	(6,773)	(899)	(27,658)	(13,542)	(10,813)	(529)	(18,176)	(3,727)	(46,787)
% CHANGE	-48.5%	-10.4%	-66.8%	-	-48.8%	-43.7%	-17.0%	-89.6%	-55.0%	-42.6%	-37.7%	-39.6%	-67.1%	-48.3%	-76.4%	-43.9%

*Actual data not seasonally adjusted.

TRUCK, BUS, and RV INDUSTRY MANAGEMENT STATISTICS*
NORTH AMERICA
June 2009

SELECT PERIODS: ANNUALIZED

	CI. 5	CI. 5	CI. 5	CI. 5	CI. 5	CI. 6-7	CI. 6-7	CI. 6-7	CI. 6-7	CI. 6-7	CI. 8	CI. 8	CI. 8	CI. 8	CI. 8	CI. 8
	<u>TRUCK</u>	<u>BUS</u>	<u>RV</u>	<u>STEP</u>	<u>TOTAL</u>	<u>TRUCK</u>	<u>BUS</u>	<u>RV</u>	<u>STEP</u>	<u>TOTAL</u>	<u>TRACTOR</u>	<u>TRACTOR</u>	<u>TRUCK</u>	<u>TRUCK</u>	<u>OTHER</u>	<u>TOTAL</u>
				<u>VAN</u>					<u>VAN</u>		<u>SLEEPER</u>	<u>DAY CAB</u>	<u>SLEEPER</u>	<u>DAY CAB</u>		
BACKLOG**:																
. CURRENT MO.	7,938	85	25	-	8,048	9,477	6,413	874	577	17,341	23,708	12,488	208	7,738	550	44,692
. 3 MO AGO	11,228	117	47	-	11,392	11,699	7,331	1,304	361	20,695	24,814	12,319	213	7,732	553	45,631
. 6 MO AGO	14,198	169	245	-	14,612	12,323	8,416	2,105	695	23,539	25,287	14,498	283	9,255	550	49,873
. 12 MO AGO	20,328	171	827	-	21,326	17,029	9,066	3,335	373	29,803	37,452	19,415	520	17,091	550	75,028
BUILD:																
. CURRENT MO.	30,288	888	600	-	31,776	40,596	30,240	876	372	72,084	58,044	30,624	396	27,228	2,472	118,764
. PAST 3 MO.	24,052	532	672	-	25,256	36,860	26,148	1,080	352	64,440	44,112	25,504	304	27,212	2,248	99,380
. PAST 6 MO.	24,900	652	752	-	26,304	38,330	25,682	1,248	1,472	66,732	41,302	30,140	342	32,574	2,308	106,666
. PAST 12 MO.	30,349	933	858	-	32,140	46,608	28,540	2,347	1,763	79,258	58,561	43,456	842	44,998	3,305	151,162
INVENTORY**:																
. CURRENT MO.	20,867	168	25	-	21,060	31,452	3,233	392	98	35,175	10,509	6,189	305	16,190	235	33,428
. 3 MO AGO	21,810	197	25	-	22,032	32,972	3,537	425	89	37,023	11,336	7,587	346	18,694	235	38,198
. 6 MO AGO	22,102	223	82	-	22,407	34,919	3,957	545	97	39,518	12,340	8,360	468	19,546	235	40,949
. 12 MO AGO	24,539	114	355	-	25,008	39,498	4,152	824	205	44,679	14,072	9,343	569	22,406	235	46,625
NET ORDERS:																
. CURRENT MO.	10,008	216	480	-	10,704	28,020	20,664	600	3,228	52,512	43,860	22,584	360	31,284	2,472	100,560
. PAST 3 MO.	11,024	404	584	-	12,012	29,376	22,164	748	1,212	53,500	39,128	24,308	248	27,428	2,248	93,360
. PAST 6 MO.	13,614	586	312	-	14,512	33,206	22,418	288	1,234	57,146	37,430	25,664	200	27,676	2,308	93,278
. PAST 12 MO.	18,560	901	251	-	19,712	39,679	26,126	1,352	1,962	69,119	46,281	35,607	534	32,435	3,305	118,162
CANCELLATION RATE:																
. CURRENT MO.	36.5%	56.1%	20.0%	-	36.5%	22.4%	2.3%	50.0%	0.0%	14.9%	31.0%	25.4%	0.0%	14.4%	4.6%	24.6%
. PAST 3 MO.	25.9%	22.9%	6.4%	-	25.0%	15.1%	7.6%	51.7%	0.3%	12.8%	27.2%	22.5%	19.5%	13.4%	4.6%	21.9%
. PAST 6 MO.	17.4%	11.5%	52.1%	-	18.5%	11.6%	5.3%	81.0%	4.2%	10.7%	25.7%	19.6%	29.1%	11.7%	4.8%	19.8%
. PAST 12 MO.	16.2%	12.8%	67.4%	-	17.7%	11.8%	5.2%	45.2%	3.3%	10.3%	20.4%	15.7%	33.1%	13.3%	4.8%	16.8%
RETAIL SALES:																
. CURRENT MO.	33,552	996	600	-	35,148	45,348	30,288	864	324	76,824	55,488	32,700	408	33,156	2,472	124,224
. PAST 3 MO.	28,344	632	672	-	29,648	43,588	27,176	1,252	356	72,372	47,408	28,684	400	36,248	2,248	114,988
. PAST 6 MO.	28,098	758	860	-	29,716	44,450	27,012	1,578	1,472	74,512	44,794	33,026	518	38,956	2,308	119,602
. PAST 12 MO.	34,322	875	971	-	36,168	54,354	29,458	2,889	1,854	88,555	63,135	44,245	1,049	48,549	3,305	160,283

*Actual data not seasonally adjusted.

** Since BACKLOG and INVENTORY are non-additive, 3, 6, and 12 month data points are actuals.

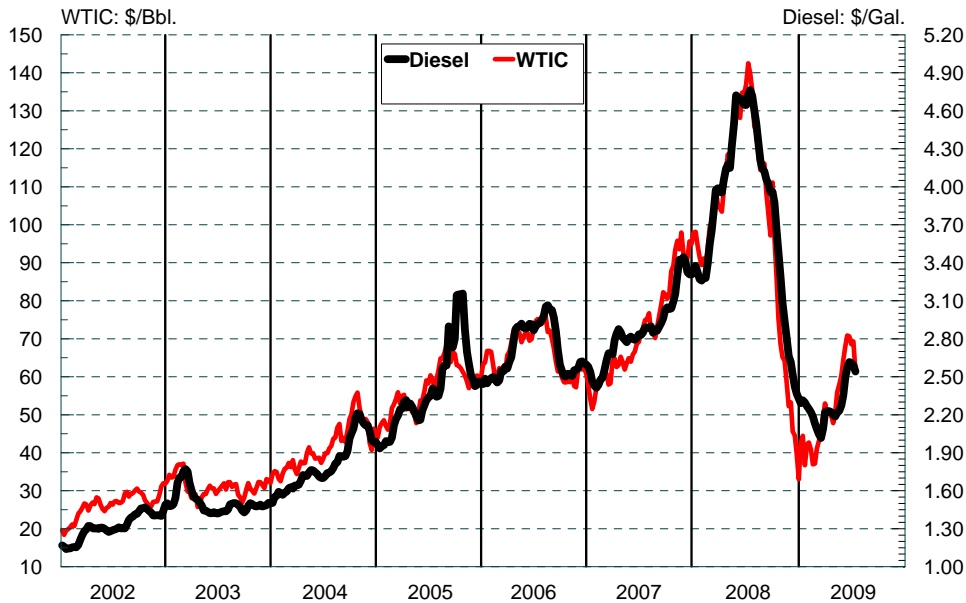
Build Timing of Units in Backlog: as of June 30, 2009

CLASS 8	Actual: <u>YTD June</u>	Q3'09 <u>Jul.-Sep.</u>	Q4'09 <u>Oct.-Dec.</u>	Q1'10 <u>Jan.-Mar.</u>	Beyond	TOTAL
BACKLOG DISTRIBUTION	--	18,801	19,546	6,345	-	44,692
. Mix by scheduled build date	--	41.3%	43.0%	14.0%	0.0%	
Class 8 Actual/Build Plan	53,333	27,655	30,419	--	--	111,407
. Open build slots: 2009	--	8,854	10,873	--	--	19,727
. % Open	--	32.0%	35.7%	--	--	

Q3 backlog rises by 29%, while orders scheduled to build in Q1'10 more than double.

Diesel Fuel & Spot Crude Oil (WTIC) Prices

2002-2009 (Week 28)

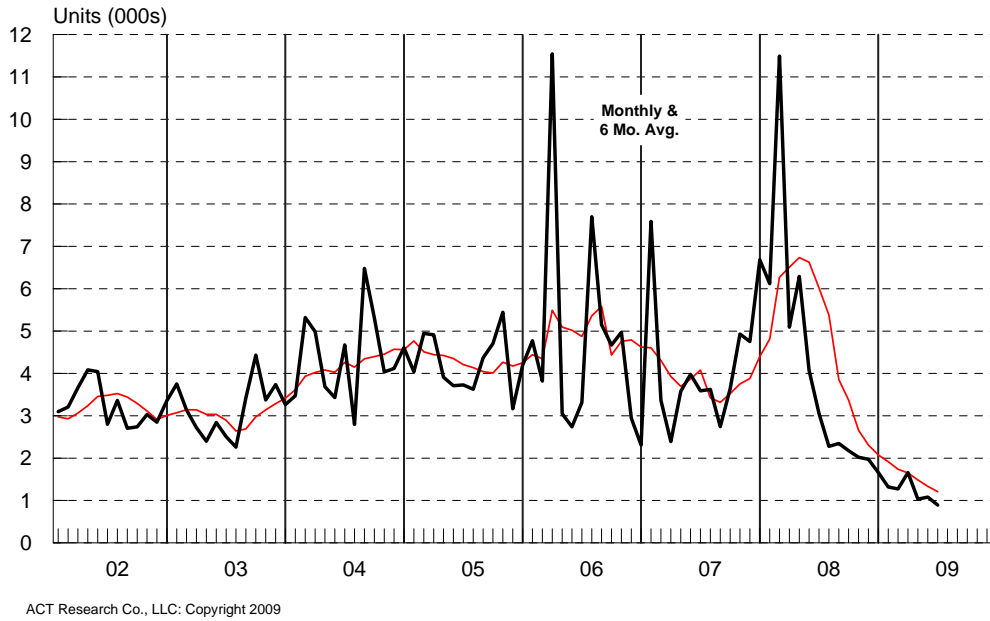


Source: EIA, ACT Research Co., LLC: Copyright 2009

WTIC prices pull back to \$61/bbl., signaling likelihood of moderately lower diesel prices in coming weeks.

TOTAL CLASS 5: N.A. NET ORDERS

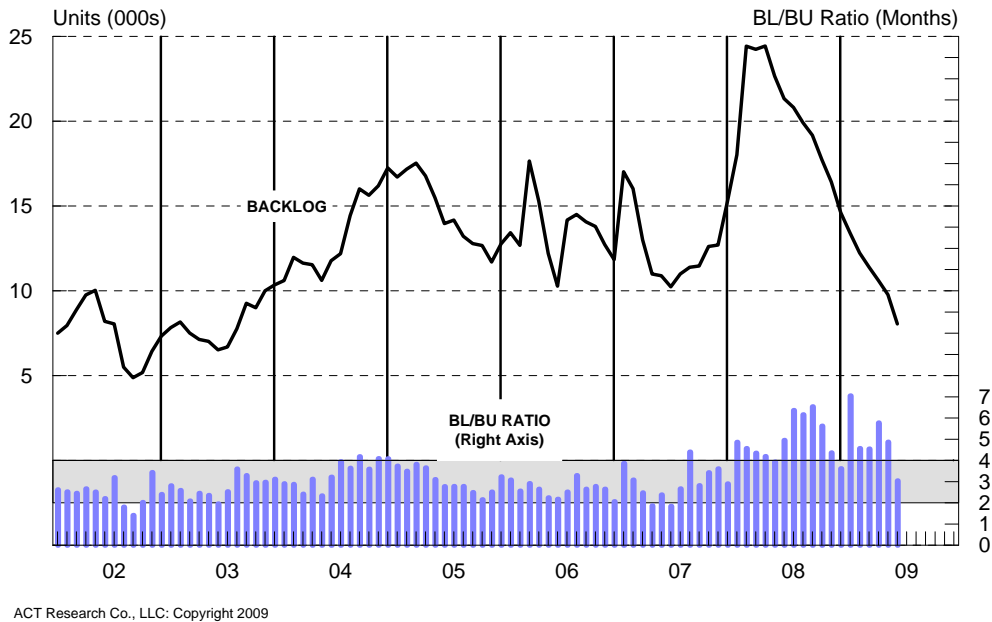
January '02 - June '09 (Not Seasonally Adjusted)



Class 5 orders fall to the lowest level since April 1998 at 892 units.

TOTAL CLASS 5: N.A. BACKLOG & BL/BU RATIO

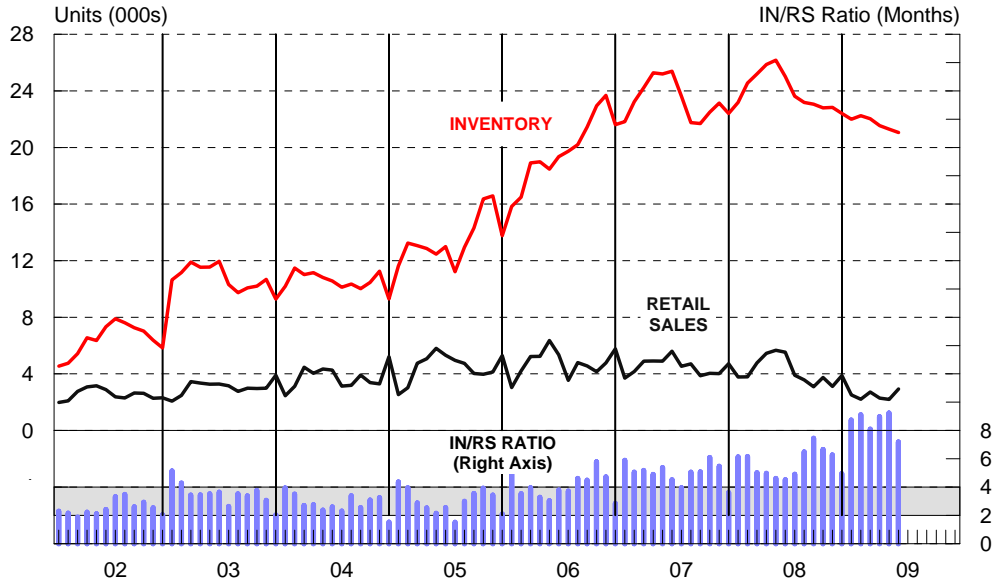
January '02 - June '09 (Not Seasonally Adjusted)



Rising build and fewer orders push backlog to 5-year low 8,048 units.

TOTAL CLASS 5: N.A. INVENTORY/RETAIL SALES RATIO

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

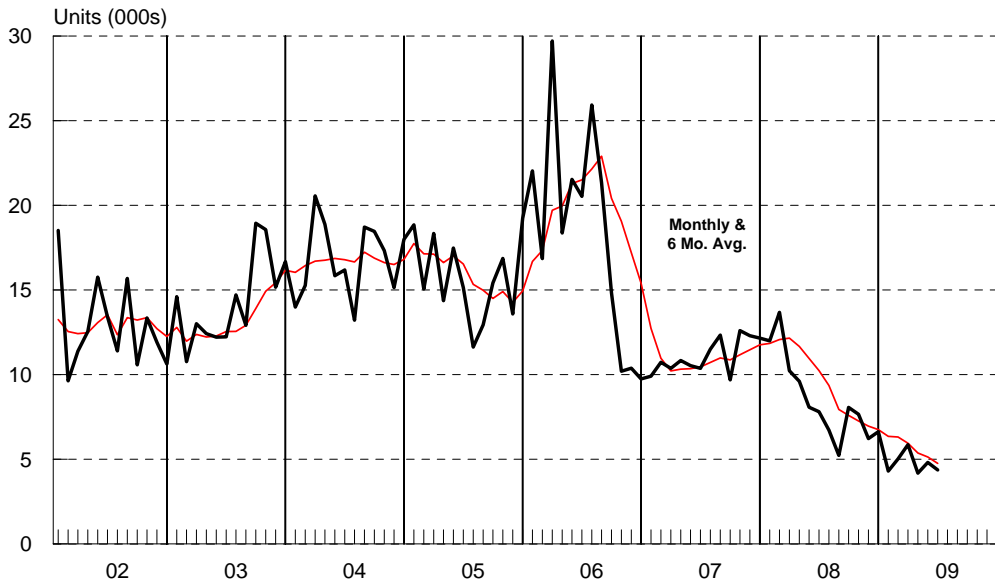


ACT Research Co., LLC: Copyright 2009

Falling inventory and stronger per-day retail sales cause IN/RS to fall to 7.2 months.

TOTAL CLASSES 6-7: N.A. NET ORDERS

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

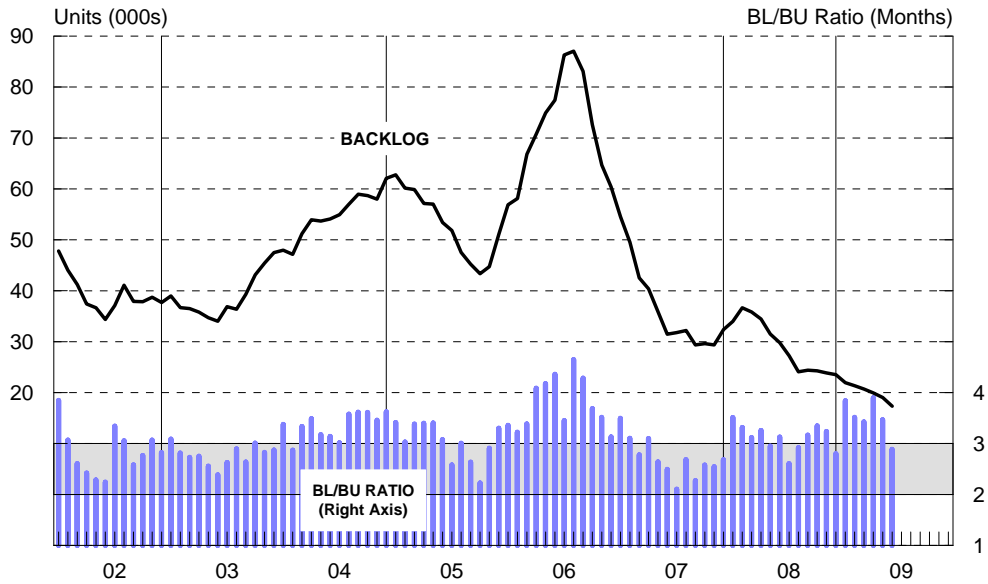


ACT Research Co., LLC: Copyright 2009

Classes 6-7 net orders remain below 5,000 units for the third consecutive month.

TOTAL CL. 6-7: N.A. BACKLOG & BL/BU RATIO

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

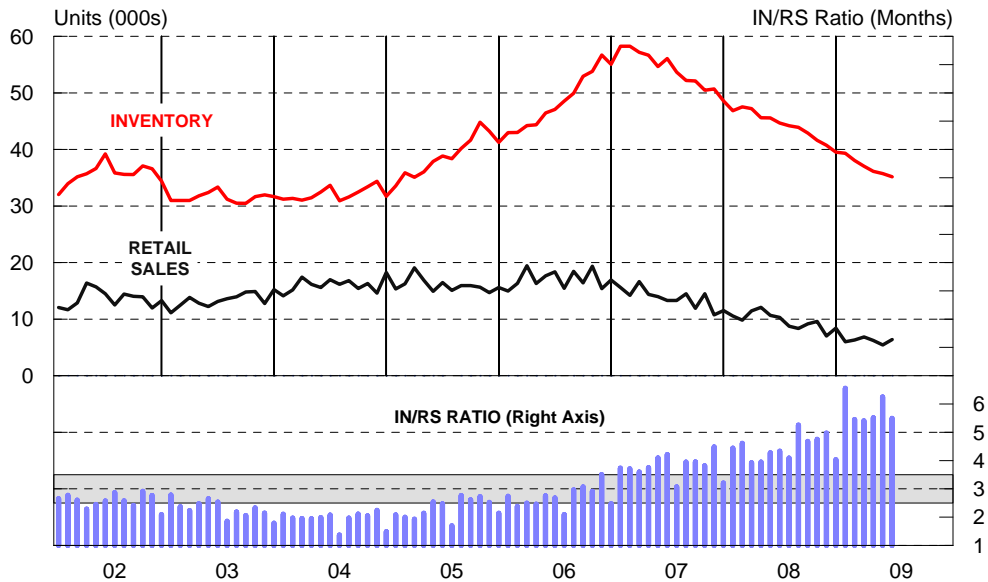


ACT Research Co., LLC: Copyright 2009

Backlog, at 17,341 units, continues to post new “worst since 1991” volumes.

TOTAL CLASSES 6-7: N.A. INVENTORY/RETAIL SALES RATIO

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



ACT Research Co., LLC: Copyright 2009

Falling inventory and stronger retail sales allow IN/RS to fall to a still elevated 5.5 months.

**NORTH AMERICAN TRUCK OEMs' CLASSES 5-7 TRUCK AND SCHOOL/URBAN BUS BUILD PLANS: 2009
SIX MONTH FORECASTS AND ACTUAL BUILD BY MONTH & QUARTER
JUNE 2009**

CLASSES 5-7 BUILD:	JAN	FEB	MAR	QI	APR	MAY	JUN	QII	JUL*	AUG*	SEP	QIII	OCT	NOV	DEC	QIV	YEAR
	A	A	A	A	A	A	A	A	F	F	F	F	F	F	F	F	F
TRUCK	5,333	5,639	6,063	17,035	4,524	4,854	5,938	15,316	3,726	4,607	4,727	13,060	4,900	4,341	4,128	13,369	58,780
SCHOOL/URBAN BUS	2,047	2,124	2,326	6,497	1,952	2,124	2,594	6,670	1,688	2,194	2,344	6,226	2,408	2,166	2,052	6,626	26,019
RECREATIONAL VEHICLE	236	166	160	562	150	165	123	438	93	188	258	539	248	59	176	483	2,022
TOTAL CLASSES 5-7	7,616	7,929	8,549	24,094	6,626	7,143	8,655	22,424	5,507	6,989	7,329	19,825	7,556	6,566	6,356	20,478	86,821
Days	21	19	21	61	20	20	21	61	17	21	21	59	22	19	18	59	240
Units per day	363	417	407	395	331	357	412	368	324	333	349	336	343	346	353	347	362
PREVIOUS BUILD PLANS:																	
TOTAL CLASS 5-7: MONTHS FROM ACTUAL																	
7 MONTHS	-	-	14,204	40,546	-	-	-	-	-	-	-	-	-	-	5,746	18,438	84,409
6	-	12,860	12,614	35,791	10,175	9,627	10,284	29,704	7,411	8,585	7,759	20,995	7,454	5,906	6,356	20,478	86,821
5	13,482	11,300	10,765	30,115	10,351	9,494	9,311	27,016	6,376	7,699	7,101	20,342	6,786	6,566	-	-	-
4	11,877	9,145	10,931	30,643	9,926	8,544	8,155	23,752	5,537	7,539	6,535	19,453	7,556	-	-	-	-
3	10,205	9,331	9,860	29,279	9,161	7,552	7,954	23,241	5,702	6,719	7,329	19,825	-	-	-	-	-
2	10,381	9,331	9,878	26,342	8,045	7,382	8,044	21,872	6,199	6,989	-	-	-	-	-	-	-
1	10,088	8,848	8,701	24,246	7,905	7,202	8,199	21,968	5,507	-	-	-	-	-	-	-	-
ACTUAL	7,616	7,929	8,549	24,094	6,626	7,143	8,655	22,424	-	-	-	-	-	-	-	-	-

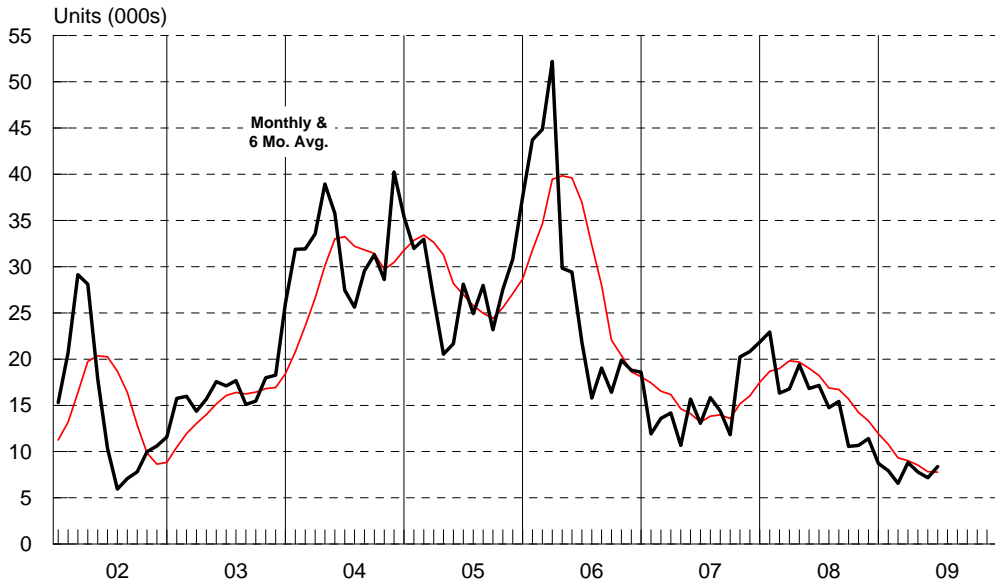
NOTE: A = actual build; F = forecast build plans. Data is not seasonally adjusted. "Most likely" adjustments are made by the editor.

* Reflects factory shutdowns where applicable

N.A. BUILD	2007					2008				
	Q1	Q2	Q3	Q4	YEAR	Q1	Q2	Q3	Q4	YEAR
CLASSES 5-7 TRUCKS	43,370	38,406	28,960	29,041	139,777	31,482	35,359	23,329	23,040	113,210
CL. 5-7 SCHOOL/URBAN BUS	10,712	8,526	8,979	8,599	36,816	8,238	8,808	8,721	7,585	33,352
CLASSES 5-7 RV (est.)	<u>6,641</u>	<u>8,361</u>	<u>8,068</u>	<u>6,550</u>	<u>29,620</u>	<u>5,538</u>	<u>3,341</u>	<u>1,200</u>	<u>1,005</u>	<u>11,084</u>
TOTAL CLASSES 5-7	60,723	55,293	46,007	44,190	206,213	45,258	47,508	33,250	31,630	157,646
BUILD DAYS	62	63	58	59	242	61	64	59	59	243
BUILD PER DAY	979	878	793	749	852	742	742	564	536	649

TOTAL CLASS 8: N.A. NET ORDERS

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

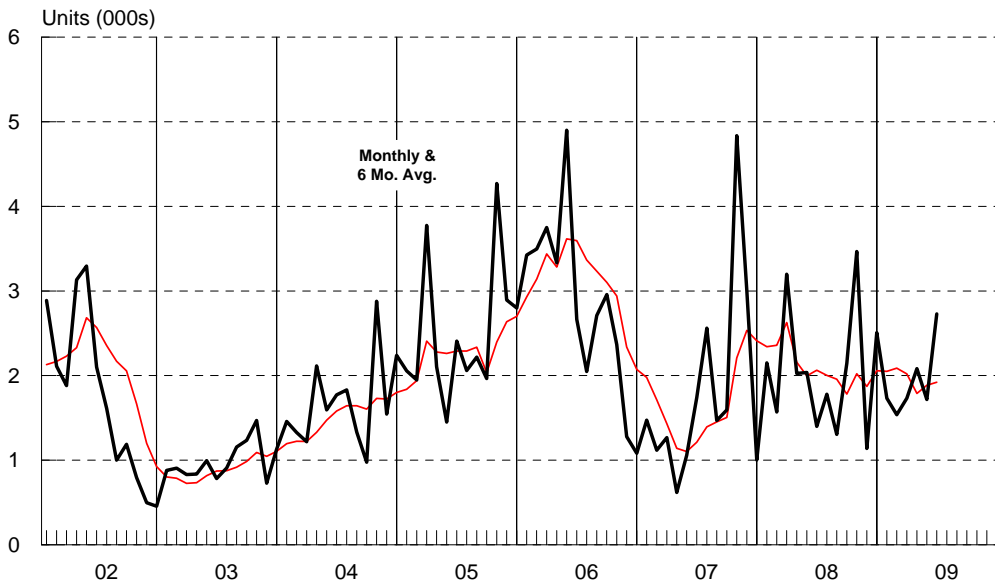


ACT Research Co., LLC: Copyright 2009

Net orders rise 17% m/m to 8,380 units, but remain below 10,000 units for the 7th consecutive month.

TOTAL CLASS 8: N.A. CANCELLATIONS

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

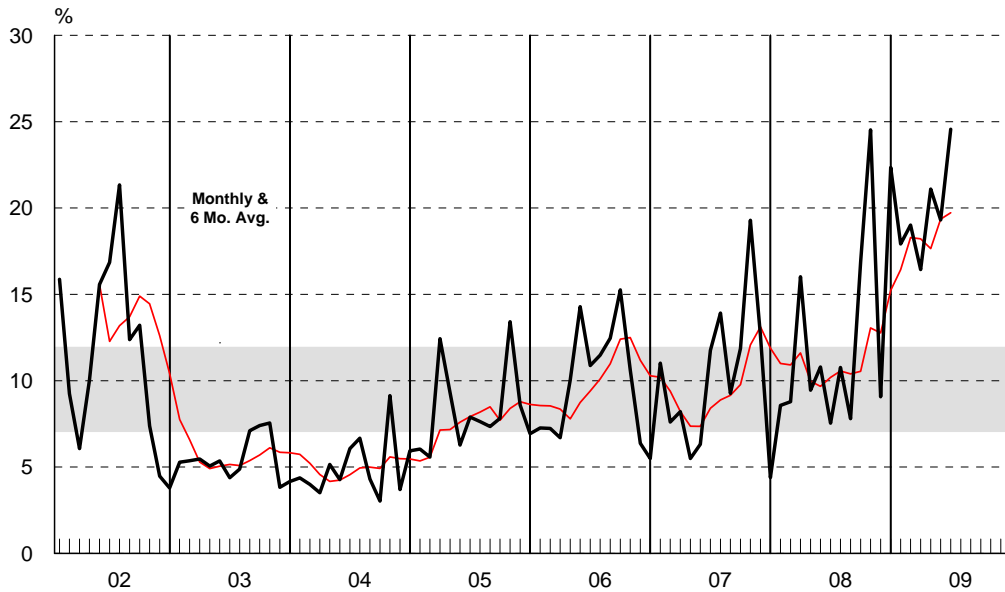


ACT Research Co., LLC: Copyright 2009

Cancellations rise ~800 units above 6-month average to an eight month high of 2,729 units.

TOTAL CLASS 8: N.A. CANCELLATION RATE

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

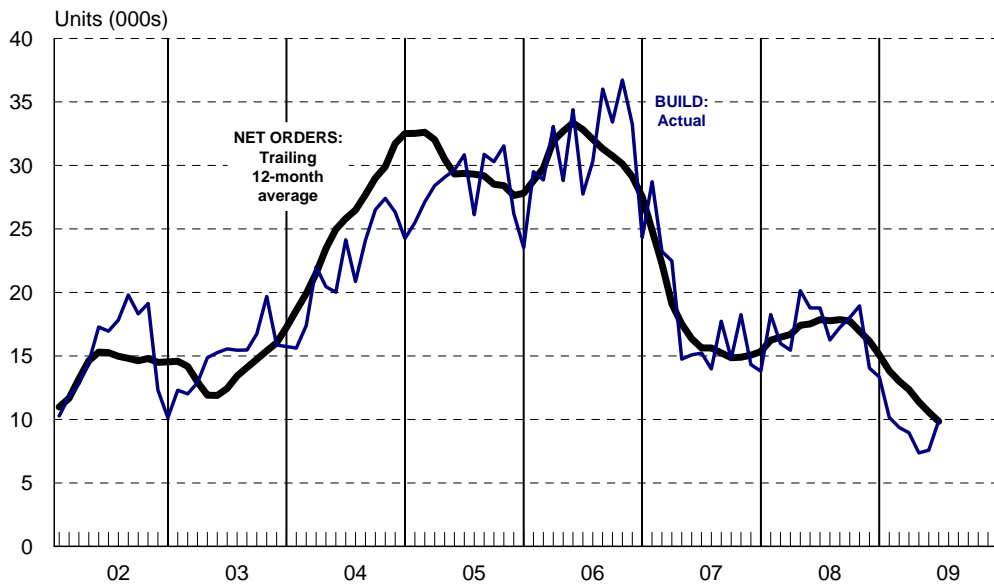


ACT Research Co., LLC: Copyright 2009

Despite stronger orders, a sharp rise in cancellations pushes cancellation rate up to 24.6%.

TOTAL CLASS 8 NA: NET ORDERS (Trailing 12 Months) & BUILD

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

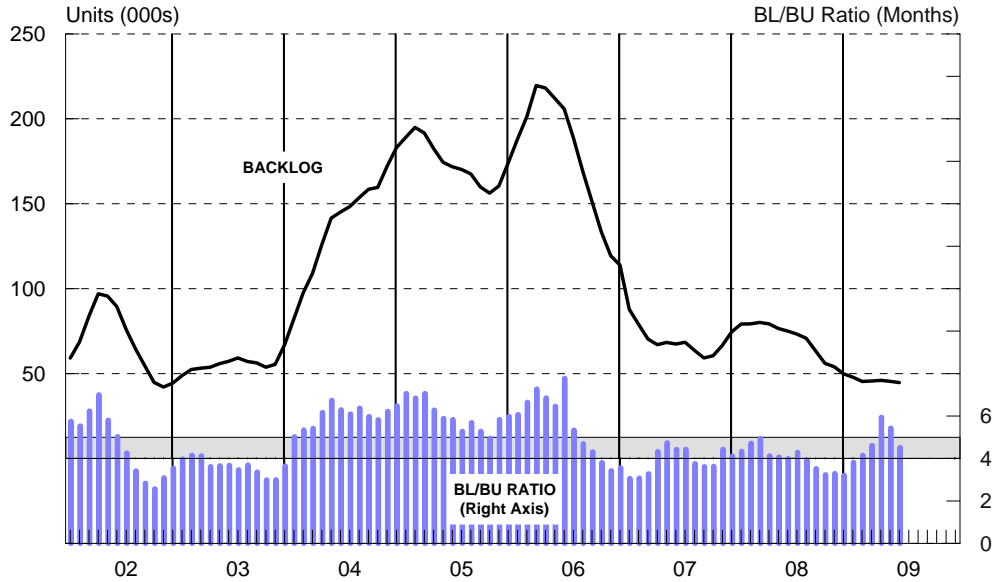


ACT Research Co., LLC: Copyright 2009

Build rises 31% or 2,319 units month over month to match the level of 12MMA of orders.

TOTAL CLASS 8: N.A. BACKLOG & BL/BU RATIO

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

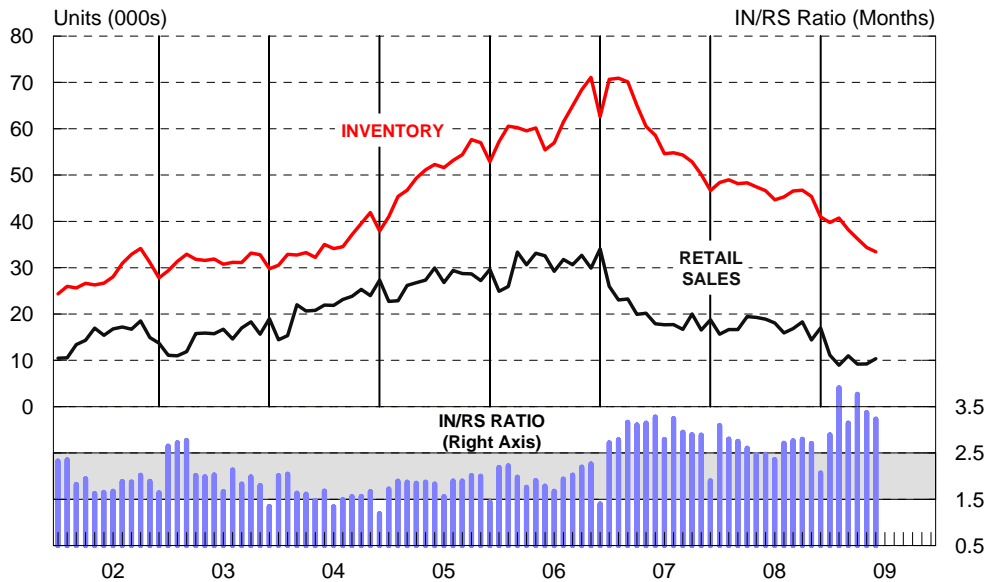


ACT Research Co., LLC: Copyright 2009

Slightly lower backlog and higher per day build push BL/BU down to 4.5 months in June.

TOTAL CLASS 8: N.A. INVENTORY/RETAIL SALES RATIO

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

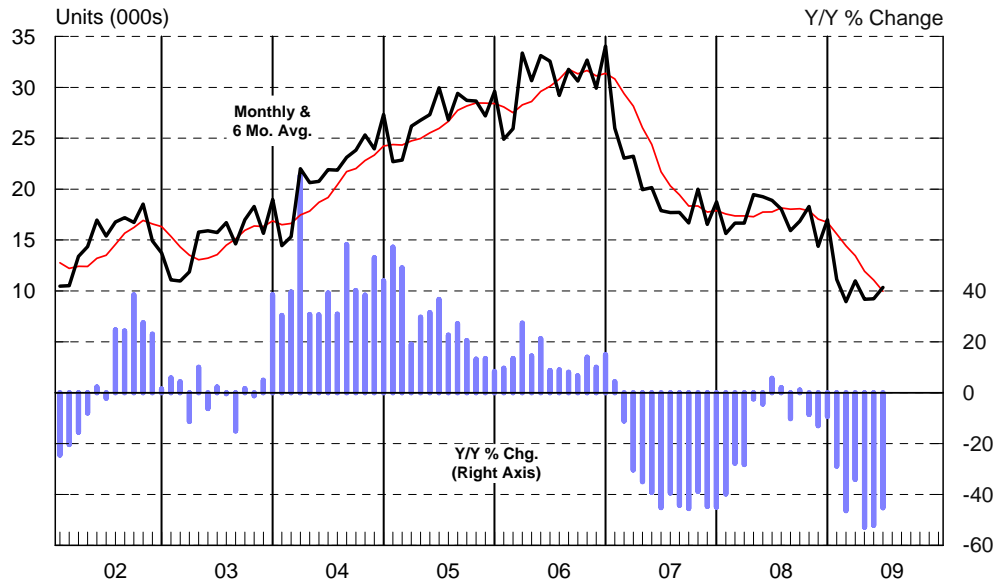


ACT Research Co., LLC: Copyright 2009

Falling inventory and slightly stronger per day sales cause IN/RS to drop incrementally to 3.2 months.

TOTAL CLASS 8: N.A. RETAIL SALES

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

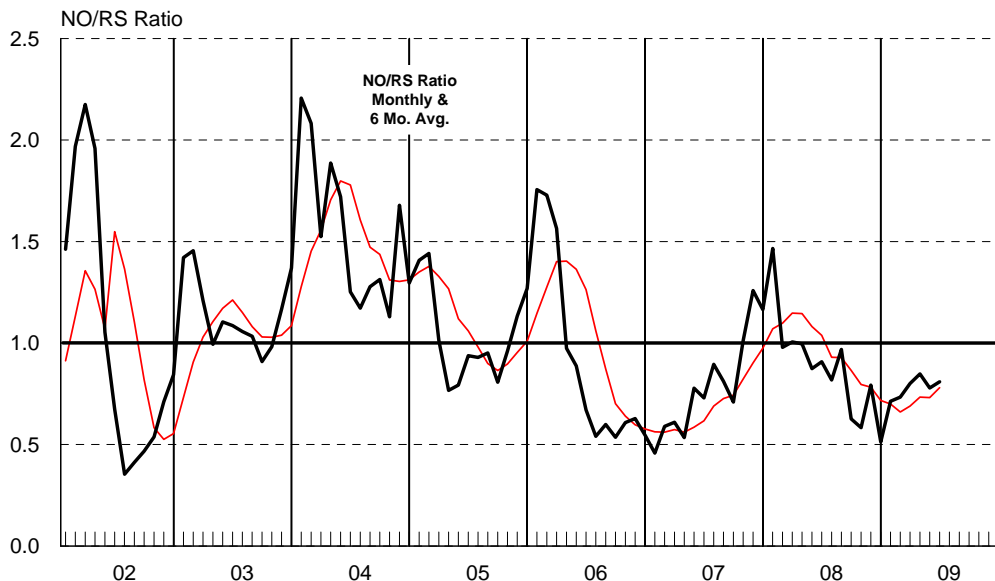


ACT Research Co., LLC: Copyright 2009

Class 8 retail sales rise 12% from May, but fall 45% from year-ago June to 10,352 units.

TOTAL CLASS 8: N.A. NO/RS RATIO

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

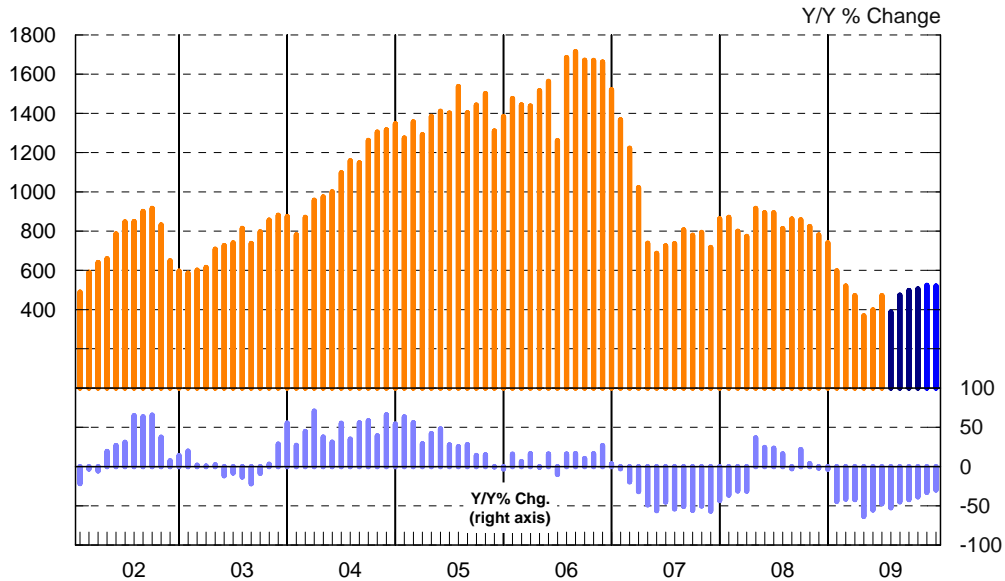


ACT Research Co., LLC: Copyright 2009

NO/RS ratio below 1:1 for the fifteenth consecutive month as new demand remains weak.

N.A. CLASS 8 BUILD PER DAY

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

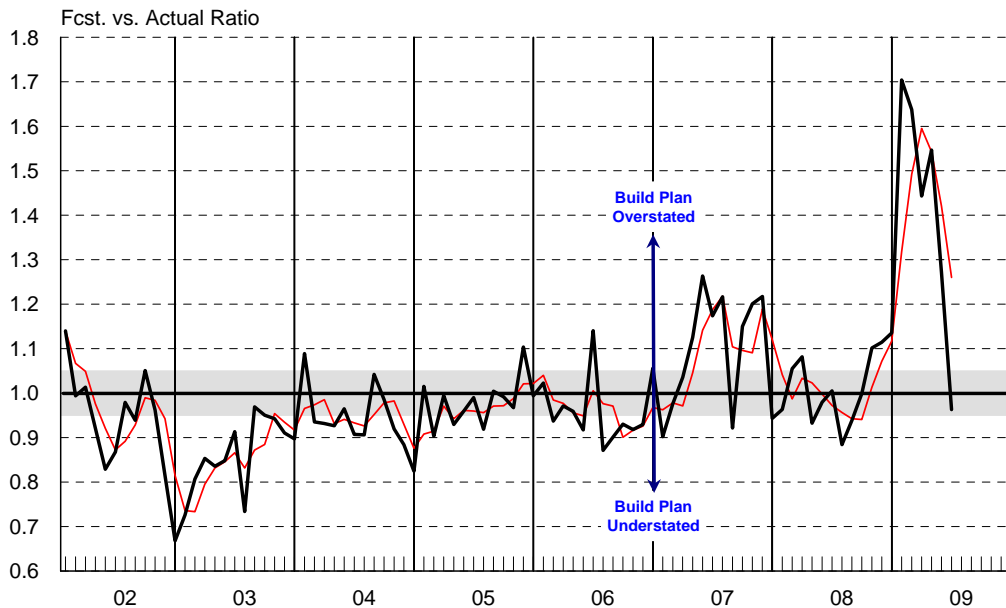


ACT Research Co., LLC: Copyright 2009

OEM build plans call for build to average 453 units/day in Q3'09, and 516 units/day in Q4.

SOI TOTAL CL. 8 BUILD PLAN DEVIATION 3 MOS. FROM ACTUAL

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



ACT Research Co., LLC: Copyright 2009

Build plan understates build by 4% at 3 months from actual.

NORTH AMERICAN TRUCK OEMs' CLASS 8 BUILD PLANS: 2009
SIX MONTH FORECASTS AND ACTUAL BUILD BY MONTH & QUARTER
JUNE 2009

	JAN	FEB	MAR	QI	APR	MAY	JUN	QII	JUL*	AUG*	SEP	QIII	OCT	NOV	DEC	QIV	YEAR
CLASS 8 BUILD:	A	A	A	A	A	A	A	A	F	F	F	F	F	F	F	F	F
TRACTOR	6,678	5,458	6,184	18,320	4,978	5,037	7,389	17,404	5,346	6,432	7,072	18,850	7,486	6,805	6,493	20,784	75,358
STRAIGHT TRUCK	<u>3,488</u>	<u>3,910</u>	<u>2,770</u>	<u>10,168</u>	<u>2,392</u>	<u>2,541</u>	<u>2,508</u>	<u>7,441</u>	<u>2,393</u>	<u>3,055</u>	<u>3,357</u>	<u>8,805</u>	<u>3,640</u>	<u>3,125</u>	<u>2,870</u>	<u>9,635</u>	<u>36,049</u>
TOTAL CLASS 8	10,166	9,368	8,954	28,488	7,370	7,578	9,897	24,845	7,739	9,487	10,429	27,655	11,126	9,930	9,363	30,419	111,407
Days	17	18	19	54	20	19	21	60	20	20	21	61	22	19	18	59	234
Units per day	598	520	471	528	369	399	471	414	387	474	497	453	506	523	520	516	476
PREVIOUS BUILD PLANS:																	
TOTAL CLASS 8: MONTHS FROM ACTUAL																	
7 MONTHS	-	-	19,016	55,073	-	-	-	-	-	-	-	-	-	-	8,985	29,134	107,977
6	-	17,650	19,272	54,673	17,604	15,242	14,447	41,468	10,181	10,590	11,757	29,476	12,078	9,497	9,363	30,419	111,407
5	18,407	17,520	18,590	53,008	16,080	13,297	12,377	35,160	8,804	9,796	10,722	27,634	10,652	9,930	-	-	-
4	17,881	17,095	16,334	47,439	13,724	11,384	10,053	29,047	7,923	9,527	9,658	25,510	11,126	-	-	-	-
3	17,323	15,340	12,925	37,458	11,399	9,633	9,529	26,277	7,385	8,817	10,429	27,655	-	-	-	-	-
2	15,765	12,502	11,614	32,324	9,361	8,685	9,584	25,421	7,035	9,487	-	-	-	-	-	-	-
1	12,031	10,544	9,499	29,033	8,063	8,467	8,624	23,572	7,739	-	-	-	-	-	-	-	-
ACTUAL	10,166	9,368	8,954	28,488	7,370	7,578	9,897	24,845	-	-	-	-	-	-	-	-	-

NOTE: A = actual build; F = forecast build plans. Data is not seasonally adjusted. The North American Class 8 build plans are a compilation of actual and estimated build plans from vehicle manufacturers. "Most likely" adjustments are made by the editor.

* Reflects factory shutdowns where applicable

N.A. BUILD	2007					2008				
	Q1	Q2	Q3	Q4	YEAR	Q1	Q2	Q3	Q4	YEAR
CLASS 8 TRACTOR	47,326	25,683	27,720	28,800	129,529	28,368	35,535	34,323	31,973	130,199
CLASS 8 STRAIGHT TRUCK	<u>27,102</u>	<u>19,390</u>	<u>18,801</u>	<u>17,569</u>	<u>82,862</u>	<u>21,341</u>	<u>22,164</u>	<u>17,193</u>	<u>14,340</u>	<u>75,038</u>
TOTAL CLASS 8	74,428	45,073	46,521	46,369	212,391	49,709	57,699	51,516	46,313	205,237
BUILD DAYS	62	63	60	59	244	61	64	61	59	245
BUILD PER DAY	1,200	715	775	786	870	815	902	845	785	838



**STATE OF THE INDUSTRY SERIES
NORTH AMERICA CLASSES 5 - 8 VEHICLES**