



5 November 2018

Heavy Duty Truck sales inch closer to a new all-time record

In October we again saw more evidence that Heavy Duty Truck sales are slowing following the month after month record sales recorded in the first half of 2018. Sales in quarter three highlighted a trend of slowing new truck deliveries for the year, this slowing was also evident in October. The total market, truck and van, was up 10.9 percent for the month of October over the same month in 2017, however year-to-date heavy vehicle sales are tracking much higher at 15.9 percent higher than this time last year, highlighting that current sales have slowed. All market segments, except Light Duty Van, posted gains over the corresponding month last year, but overall, the stellar growth seen from January to June is cooling in the back half of 2018.

Heavy Duty Truck sales were solid in October with the segment posting deliveries of 1,398 units, up 17.7 percent, 210 trucks, on October 2017. Year-to-date the result is better with the segment tracking a very healthy 24.4 percent ahead of this time last year. In terms of actual truck numbers, the sales gap now sits at 2,309 more Heavy Trucks sold year-to-date than to the end of October 2017.

The Medium Duty Truck segment remains the second strongest growth segment in 2018, after that of Heavy Trucks. October was another solid month for Medium Duty sales, up 10.6 percent, 69 Mediums, more than the same month last year. A total of 721 Medium Duty Trucks were sold in October. Year-to-date the tally continues to build on 2017 volumes with 6,807 trucks delivered to the end of October 2018 compared to 5,901 Medium Trucks this time last year, a solid increase of 15.4 percent this year.

Light Duty truck sales were the star performer in October, the only segment where the monthly sales percentage was better than that of sales year-to-date. In October 1,234 Light Trucks were delivered up 18.1 percent (189 trucks) compared to the same month last year. To the end of October 10,788 small trucks have been sold year-to-date, that represents an increase of 1,290 sales (up 13.6 percent for the year).

Light Duty Van sales have been the weakest performing heavy vehicle segment in 2018 with year-to-date sales only 4.5 percent ahead of this time last year. October 2018 sales were significantly down on those recorded for the same month in 2017, 18.5 percent less for the month. That was 97 fewer vans sold in October just past, compared with October 2017.

Chief Executive Officer of TIC, the peak industry body for truck manufacturers and importers into Australia, Tony McMullan said "It was great to see strong Light Duty Truck sales in October, while the Heavy and Medium sector continue to performed solidly. Van sales were weak in October, however continue to perform slightly above 2017 sales on a year-to-date basis. Although we are witnessing a slowing of sales in most segments in the past three or four

months, the overall results for 2018 remain strong. With just two months remaining in the year we are inching ever closer to a new all-time sales record for heavy vehicle sales in Australia. We may even crack that elusive goal of more than 40,000 new truck sales in a calendar year.” Mr McMullan concluded.

Truck Industry Council is the peak body representing all suppliers of on-road heavy vehicles in Australia. TIC members represent 17 truck brands currently on sale in Australia, plus three truck engine and major component brands.

**T-Mark is a database that compiles all trucks (that is, non-passenger carrying vehicles with Gross Vehicle Mass above 3,500 kg) sold into the Australian market that comply with Australian Design Rules. All road registered vehicles are captured, plus most of the off-road vehicles. Monthly data reports are made available to TIC members and the media.*

Please contact Mark Hammond on 0408 225 212 or m.hammond@truck-industry-council.org regarding T-Mark Truck Market Data

Truck Industry Council Limited

ABN 37 097 387 954

GPO Box 5350, Kingston ACT 2603

T: (02) 6273 3222 E: admin@truck-industry-council.org W: www.truck-industry-council.org