



8 May 2018

Record truck sales in April

The Australian truck and heavy van market, all vehicles above 3,500kg GVM, for the month of April finished with a total of 3,151 sales. This was down approximately 300 units on the previous month of March 2018, however up a significant 634 vehicles, 25.2 percent, over April last year. In fact, the result for April 2018 was an all-time sales record for the month, eclipsing the previous best April mark set back in 2008, just before Australia was hit by the effects of the Global Financial Crisis (GFC). Year-to-date sales are also above all previous results, with 11,826 heavy vehicles deliveries to the end of April, that is 483 vehicles more than were sold year-to-date April 2008, the previous record year.

The April result was good the news across all segments, but in particular the heavy end of the market. The Heavy Duty Truck segment was up yet again in April with a total of 1,156 units delivered, a whopping 54.1 percent, or 406 trucks, increase on April 2017. The trend is almost as strong year-to-date, with Heavy sales tracking up 41.6 percent over this time in 2017. In unit numbers that is 1,192 more Heavies sold than this time last year. Total sales thus far in 2018 for the Heavy Duty segment are standing at 4,059 units.

The Medium Duty Truck segment is also posting solid sales in 2018 and April saw that trend continue. In April 674 Medium truck sales were recorded, that represents a 19.7 percent (111 units) gain over April 2017. The April result keeps the year-to-date Medium segment sales well ahead of the same period last year, up by 25.8 percent, or 501 trucks.

By comparison to the “big end of town”, Light Duty truck sales have only seen modest growth in 2018. April sales totalling 927 vehicles, a rise of 14.0 percent over April 2017, in vehicle numbers that was a gain of 114 trucks. Light Duty sales year-to-date are ahead of the same period in 2017 by 11.3 percent, or 355 trucks.

Van sales in recent years have seen records broken, but sales have softened for the Van segment in 2018. Light Duty Vans, those Vans with a GVM over 3500kg, recorded 394 sales for the month of April, up just 0.8 percent, or 3 vans, over April 2017. Year-to-date the story is a little better for the Van segment with the tally standing at 1,823 units, this is up 6.0 percent (103 vans) compared with the same period in 2017.

President of TIC, the peak industry body for truck manufacturers and importers in Australia, Phil Taylor, said “It just seems to be getting better! A great set of numbers, a new record for April sales and very pleasing to see the Heavy Duty segment leading the sales boom”. Mr Taylor concluded.

Tony McMullan, CEO of Truck Industry Council noted the strong April and year-to-date sales,

“It is encouraging to see another good result in April to follow the solid first quarter figures. It is particularly encouraging to see Heavy Truck sales showing such continued progression. We are currently sitting on record sales growth and that is a strong position to be in as we head towards the end of the financial 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 four 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.*

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