

## New Data Shows Class 8 Sales Impact Aftermarket Parts Volume

Before you can talk about what's occurring in the truck parts aftermarket, you need to first look at what happened with new truck sales in prior years.

As of 2014, there were 2.9 million Class 8 trucks and an additional 1.5 million Class 6 and 7 trucks on the road. While the number of medium-duty trucks has stayed the same since 1994, the number of Class 8 trucks has nearly doubled in that time, according to Stu MacKay, president of MacKay & Co., speaking at the Heavy Duty Aftermarket Week (HDAW) in Las Vegas.

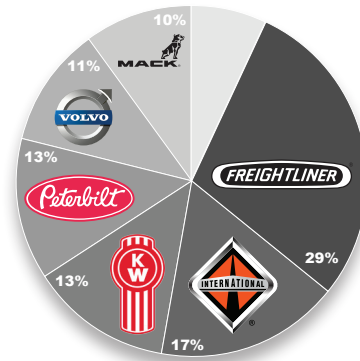
*"One of the most significant changes in the market is the growth of captive engines. Today trucks either have captive engines or Cummins engines."*

*-- Stu MacKay  
President of MacKay & Co*

For-hire carriers make up 30% of that Class 8 truck population, with construction fleets at 21%, private fleets at 17%. Agriculture, lease/rental and owner-operators make up the balance of Class 8 truck use.

School buses (24%) are the largest share of the medium-duty market, followed by private fleets (17%), lease/rental (15%), and agriculture (10%). For-hire carriers, government and all others make up the balance.

Freightliner has the largest share of the Class 8 truck market (29%), followed by International (17%), Kenworth and Peterbilt (13% each), Volvo (11%) and Mack (10%). In the



**Class 8 Market Share Leaders**

medium-duty market, International has 33% of the market, followed by Freightliner (24%), Ford (17%), GM/Chevy (13%) and Paccar (7%).

One of the most significant changes in the market is the growth of captive engines. Today trucks either have captive engines or Cummins engines, MacKay says. In the past fleets had options for captive or for Cummins, Caterpillar or Detroit engines.

Turning to parts themselves, John Blodgett, vice president of sales and marketing for MacKay & Co., said truck and trailer parts grew to \$26 billion last year and he expects it to continue to grow to \$32 billion by 2019.

Another big change is the lifecycle of parts. Blodgett says that 32 years ago, a typical engine teardown took place at 276,000 miles. Today that same teardown does not happen until after 771,000 miles. Transmissions, which today are replaced at 585,900 miles, were replaced at 182,000 in 1982. This trend is true for other components like alternators, brake shoes, air compressors, and clutches.

MORE INFO: <http://bit.ly/1EgNa2Z>  
SOURCE: TruckingInfo.com

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### Featured Video



#### Extreme Clean Cabin Air Filter

The Luber-finer® Extreme Clean™ Cabin Filter provides outstanding protection from harsh environmental elements such as emissions, pollen and mold while delivering a breath of clean air by eliminating cabin odors. The innovative Extreme Clean Cabin Filter uses Arm & Hammer™ Baking Soda to eliminate odors.

[Click here to view](#)

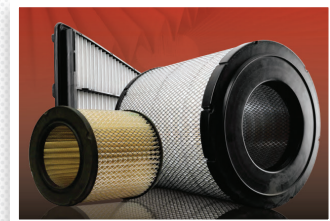
### Featured Products



#### Luber-finer featured in oil filter article

Fleet Equipment Magazine recently did a feature article on lube/oil filtration. The article, which featured content from an interview with John Gaither, Director of Heavy Duty Engineering for Luber-finer, is available in full at the link below.

[Click Here to view](#)



#### Luber-finer Air Filters Provide More Dirt-Holding Capacity

[Luber-finer air filters](#) remove more than 99% of airborne contaminants and provide 25 to 30% more dirt-holding capacity in extreme environments.



## Fleet Insights Into Ownership Trends

According to a study released recently by GE Capital Fleet Services, companies that own their vehicle fleets report that they are challenged by capital expenditure limitations and the total cost of ownership of their fleets. Nearly 200 CFOs and fleet managers with fleets of at least 300 vehicles were surveyed.

Respondents included both company-owned fleets and those that lease fleet vehicles. The study found that more than half (51%) of companies that own their fleets cite capital expenditure limitations as their biggest financial challenge, compared to 11% of companies that lease vehicles. Two-thirds of respondents (66%) cite the reason for owning their fleets as tradition, or culture.

"Many companies report that they own their fleet vehicles because that's the way things have always been done," says Mark Hayes, chief

marketing officer, GE Capital Fleet Services. "Change management is a big concern for fleet owners. Far more so than it is for companies that lease their fleets."

Steve Jastrow, strategic consulting manager, GE Capital Fleet Services, adds: "One challenge faced by businesses that own their fleets is management of total cost of ownership. The decision to outsource certain operational activities is a complex one, as it's often seen as a trade-off between maintaining control over fleet operations and managing activities in the most cost efficient manner."

The study found that owned and leased fleets are concerned with the same overall challenges: maximizing driver safety, ensuring compliance with Department of Transportation regulations, and mitigating the effects of rising maintenance costs.

MORE INFO: <http://bit.ly/1zZlqiD>  
SOURCE: BulkTransporter.com

## January Truck Orders Down After Record 2014

Preliminary orders for Classes 5-8 vehicles fell 21% in January from December's near-record order intake, but were still 5% stronger than last January.

ACT Research says preliminary figures show an order intake of 53,200 Classes 5-8 vehicles, moderating to the lowest volume since September.

"After three consecutive months in which Class 8 orders rose above 40,000 units, January's Class 8

order intake of 35,400 units appears pedestrian," said Kenny Vieth, ACT's current president and senior Class 8 analyst.

"However, while October-December represent the three strongest months cycle-to-date, January orders tilt the scale at a respectable fifth best, and are closely aligned with the six-month order trend (425k AR versus 6 month 433k AR)."

MORE INFO: <http://bit.ly/1FiMJZD>  
SOURCE: TruckNews.com

## Facts and Trends



### Kenworth, Paccar Offer Unique Extended Warranty

Kenworth and Paccar are now offering an extended warranty programs for its Canadian customers who purchase new Kenworth Class 8 trucks though Paccar Financial.

MORE INFO: <http://bit.ly/1DhPo56>  
SOURCE: TruckNews.com



### Volvo Achieves Record For Canadian Marketshare

The truck maker declared today it achieved its best Canadian market share ever in 2014, at 15.3% of the heavy-duty retail market.

MORE INFO: <http://bit.ly/1zIhTS6>  
SOURCE: TruckNews.com



### Survey shows contradiction in lifecycle fleet management

A survey of US Class 8 truck fleet managers has revealed a contradiction: Fleets want more fuel-efficient trucks, yet they continue to operate older vehicles.

MORE INFO: <http://bit.ly/1BdEX2r>  
SOURCE: TruckNews.com

## Upcoming Ads

Fleet Maintenance  
Truck Parts & Service  
Aftermarket Informer  
Commercial Carrier Journal  
Fleet Equipment  
Fleet Owner  
Truck News