**Canadian market ‘red hot’**

North America’s Class 8 truck sales exploded in October – reaching a 35-month high, according to ACT Research. More than 36,000 units were ordered as U.S. fleets increased demand. The analysts also called the Canadian market “red hot”.

The strong market in both September and October, coupled with a modestly slower October build rate, pushed the backlog-to-build ratio to 91 days. Nearly 11,000 units were added to the backlog in October, bringing that total to 105,200 units.

ACT president and senior analyst Kenny Vieth predicted that production would slow down as the year closed, dropping to 1,114 units per day, compared to 1,172 in the third quarter.

Freightliner was the top-selling Class 8 brand in Canada this October, with International Trucks leading Class 7, Hino leading in Class 6, and Ford at the top of the charts for Class 5.

### Canada – October 2017

<table>
<thead>
<tr>
<th>CLASS 8</th>
<th>SALES</th>
<th>MARKET SHARES</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Oct.</td>
<td>YTD</td>
</tr>
<tr>
<td>Freightliner</td>
<td>753</td>
<td>6,137</td>
</tr>
<tr>
<td>Kenworth</td>
<td>450</td>
<td>3,441</td>
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<tr>
<td>International</td>
<td>637</td>
<td>3,388</td>
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<tr>
<td>Peterbilt</td>
<td>254</td>
<td>2,443</td>
</tr>
<tr>
<td>Volvo Truck</td>
<td>261</td>
<td>2,299</td>
</tr>
<tr>
<td>Western Star</td>
<td>229</td>
<td>1,982</td>
</tr>
<tr>
<td>Mack</td>
<td>135</td>
<td>1,456</td>
</tr>
<tr>
<td>Other</td>
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</tr>
<tr>
<td><strong>Total</strong></td>
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<table>
<thead>
<tr>
<th>CLASS 7</th>
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<tbody>
<tr>
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<td>Oct.</td>
<td>YTD</td>
</tr>
<tr>
<td>International</td>
<td>260</td>
<td>1,619</td>
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<tr>
<td>Hino</td>
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<td>860</td>
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<tr>
<td>Freightliner</td>
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<td>634</td>
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<tr>
<td>Kenworth</td>
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<td>Peterbilt</td>
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<td>362</td>
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<td>Ford</td>
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</thead>
<tbody>
<tr>
<td></td>
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<td>YTD</td>
</tr>
<tr>
<td>Hino</td>
<td>57</td>
<td>517</td>
</tr>
<tr>
<td>International</td>
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<td>278</td>
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<td>Freightliner</td>
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<td>208</td>
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<tr>
<td>Ford</td>
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<td>48</td>
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<tr>
<td>Peterbilt</td>
<td>1</td>
<td>46</td>
</tr>
<tr>
<td>Kenworth</td>
<td>1</td>
<td>11</td>
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<tr>
<td>Isuzu</td>
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<td>4</td>
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<td><strong>Total</strong></td>
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<td><strong>1,112</strong></td>
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<td>Oct.</td>
<td>YTD</td>
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<tr>
<td>Ford</td>
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<td>1,254</td>
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<tr>
<td>Dodge/Ram</td>
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<td>1,040</td>
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<tr>
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<td>747</td>
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<tr>
<td>International</td>
<td>3</td>
<td>23</td>
</tr>
<tr>
<td>Mitsubishi Fuso</td>
<td>1</td>
<td>11</td>
</tr>
<tr>
<td>Freightliner</td>
<td>0</td>
<td>6</td>
</tr>
<tr>
<td>GM</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Kenworth</td>
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<td>3</td>
</tr>
<tr>
<td>Peterbilt</td>
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<tr>
<td><strong>Total</strong></td>
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<td><strong>6,292</strong></td>
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### U.S. – October 2017

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<tr>
<th>CLASS 8</th>
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<tbody>
<tr>
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<td>YTD</td>
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<tr>
<td>Freightliner</td>
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<td>57,108</td>
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<td>International</td>
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<td>17,973</td>
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<td>1,500</td>
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<td>Mack</td>
<td>1,053</td>
<td>12,722</td>
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<td>4,098</td>
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<td>123</td>
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<td><strong>152,409</strong></td>
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<table>
<thead>
<tr>
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<tbody>
<tr>
<td></td>
<td>Oct.</td>
<td>YTD</td>
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<tr>
<td>Freightliner</td>
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<td>23,969</td>
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<tr>
<td>International</td>
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<td>15,409</td>
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<tr>
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<td>4,755</td>
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<td>3,667</td>
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<td>1,537</td>
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<td><strong>Total</strong></td>
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<td><strong>51,040</strong></td>
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<table>
<thead>
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<tbody>
<tr>
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<td>Oct.</td>
<td>YTD</td>
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<tr>
<td>Freightliner</td>
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<td>International</td>
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<td>11,987</td>
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<tr>
<td>Hino</td>
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<td>5,547</td>
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<tr>
<td>Kenworth</td>
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<td>2,027</td>
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<td>Peterbilt</td>
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<td>226</td>
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<tr>
<td>Isuzu</td>
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<td>124</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>4,967</strong></td>
<td><strong>52,828</strong></td>
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<table>
<thead>
<tr>
<th>CLASS 5</th>
<th>SALES</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>Oct.</td>
<td>YTD</td>
</tr>
<tr>
<td>Ford</td>
<td>4,220</td>
<td>41,007</td>
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<tr>
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<td>International</td>
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<tr>
<td>Mitsubishi Fuso</td>
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<td>Kenworth</td>
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<td>28</td>
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<tr>
<td>Peterbilt</td>
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<td><strong>64,953</strong></td>
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Source: WardsAuto