



Asociación Mexicana de  
Distribuidores de Automotores

# Venta de vehículos pesados Estados Unidos y Canadá

Septiembre 2017



# Mercado de Estados Unidos de Norteamérica, Canadá y México

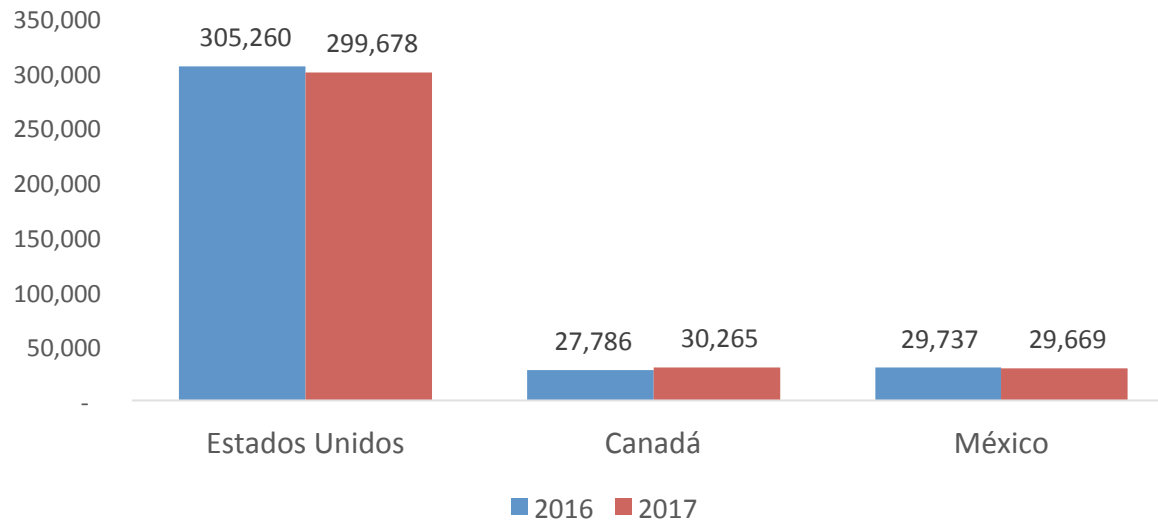
## Venta al Menudeo - Enero-Septiembre 2016 - 2017

Clase 4
Clase 5
Clase 6
Clase 7
Clase 8
Autobuses
Total

Acum. Septiembre de 2017		
E.U.	Canadá	México
13,495	1,619	4,729
58,372	5,718	
47,857	983	
45,473	3,518	4,320
134,481	18,427	19,433
-	-	1,187
299,678	30,265	29,669

Acum. Septiembre de 2016		
E.U.	Canadá	México
10,300	1,160	4,733
53,237	5,008	
46,202	846	
46,048	3,524	4,477
149,473	17,248	19,372
-	-	1,155
305,260	27,786	29,737

Var. 2017 - 2016		
E.U.	Canadá	México
31.0%	39.6%	<b>-0.1%</b>
9.6%	14.2%	
3.6%	16.2%	
<b>-1.2%</b>	<b>-0.2%</b>	<b>-3.5%</b>
<b>-10.0%</b>	6.8%	0.3%
0.0%	0.0%	2.8%
<b>-1.8%</b>	8.9%	<b>-0.2%</b>



Fuente: Elaborado por AMDA con información de WARD's Communications



# Venta Menudeo de Vehículos Pesados en Estados Unidos por Empresa y Clase: Enero-Septiembre 2017

	Enero			Febrero			Marzo			Abril			Mayo		
	2017	2016	Var %	2017	2016	Var %	2017	2016	Var %	2017	2016	Var %	2017	2016	Var %
<b>Clase 4 (14,001-16,000 LBS)</b>															
Freightliner	-	-	0.0	-	-	0.0	52	-	0.0	61	-	0.0	29	-	0.0
Mitsubishi Fuso	1	18	-94.4	22	20	10.0	48	32	50.0	73	27	170.4	63	26	142.3
Ford	139	146	-4.8	152	190	-20.0	165	269	-38.7	192	304	-36.8	158	174	-9.2
Chevrolet	69	-	0.0	127	-	0.0	153	-	0.0	129	-	0.0	145	-	0.0
Hino	19	28	-32.1	50	25	100.0	163	320	-49.1	118	45	162.2	66	55	20.0
International	2	1	100.0	1	6	-83.3	-	-	0.0	-	-	0.0	1	2	-50.0
Isuzu	629	598	5.2	628	764	-17.8	992	922	7.6	1,047	964	8.6	1,236	1,035	19.4
<b>Total</b>	<b>859</b>	<b>791</b>	<b>8.6</b>	<b>980</b>	<b>1,005</b>	<b>-2.5</b>	<b>1,573</b>	<b>1,543</b>	<b>1.9</b>	<b>1,620</b>	<b>1,340</b>	<b>20.9</b>	<b>1,698</b>	<b>1,292</b>	<b>31.4</b>
<b>Clase 5 (16,001-19,500 LBS)</b>															
Freightliner	265	297	-10.8	272	454	-40.1	48	157	-69.4	49	198	-75.3	368	278	32.4
Mitsubishi Fuso	-	6	-100.0	2	5	-60.0	20	8	150.0	12	5	140.0	10	7	42.9
Dodge/Ram	1,092	994	9.9	1,590	1,412	12.6	1,816	1,662	9.3	1,347	1,454	-7.4	1,543	1,511	2.1
Ford	3,238	3,749	-13.6	3,777	3,817	-1.0	3,520	4,256	-17.3	4,466	4,178	6.9	4,192	3,301	27.0
Chevrolet	13	-	0.0	10	-	0.0	37	-	0.0	42	-	0.0	36	-	0.0
Hino	82	101	-18.8	98	140	-30.0	239	233	2.6	167	122	36.9	212	147	44.2
International	20	71	-71.8	15	142	-89.4	12	100	-88.0	43	54	-20.4	12	78	-84.6
Isuzu	288	236	22.0	282	414	-31.9	494	548	-9.9	456	426	7.0	464	446	4.0
Kenworth	2	3	-33.3	2	2	0.0	-	3	-100.0	5	2	150.0	-	1	-100.0
Peterbilt	-	-	0.0	-	-	0.0	3	2	50.0	1	-	0.0	5	2	150.0
<b>Total</b>	<b>5,000</b>	<b>5,457</b>	<b>-8.4</b>	<b>6,048</b>	<b>6,386</b>	<b>-5.3</b>	<b>6,189</b>	<b>6,969</b>	<b>-11.2</b>	<b>6,588</b>	<b>6,439</b>	<b>2.3</b>	<b>6,842</b>	<b>5,771</b>	<b>18.6</b>
<b>Clase 6 (19,501-26,000 LBS)</b>															
Freightliner	1,332	1,635	-18.5	2,005	1,960	2.3	2,405	1,632	47.4	1,599	1,367	17.0	1,794	1,472	21.9
Ford	2,086	1,594	30.9	1,642	1,653	-0.7	2,283	2,638	-13.5	1,886	1,746	8.0	1,101	1,743	-36.8
Hino	514	447	15.0	446	601	-25.8	743	865	-14.1	485	407	19.2	535	583	-8.2
International	873	898	-2.8	1,438	1,522	-5.5	2,032	1,316	54.4	1,262	1,321	-4.5	1,131	1,341	-15.7
Isuzu	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Kenworth	170	91	86.8	101	139	-27.3	177	173	2.3	225	203	10.8	210	160	31.3
Peterbilt	9	13	-30.8	18	10	80.0	20	27	-25.9	49	14	250.0	31	5	520.0
<b>Total</b>	<b>4,984</b>	<b>4,678</b>	<b>6.5</b>	<b>5,650</b>	<b>5,885</b>	<b>-4.0</b>	<b>7,660</b>	<b>6,651</b>	<b>15.2</b>	<b>5,506</b>	<b>5,058</b>	<b>8.9</b>	<b>4,802</b>	<b>5,304</b>	<b>-9.5</b>
<b>Clase 7 (26,001-33,000 LBS)</b>															
Freightliner	2,202	2,241	-1.7	2,131	2,293	-7.1	2,406	2,611	-7.9	2,376	2,318	2.5	2,508	2,352	6.6
Ford	129	207	-37.7	168	128	31.3	113	153	-26.1	189	836	-77.4	167	172	-2.9
Hino	72	105	-31.4	193	108	78.7	186	321	-42.1	97	99	-2.0	149	116	28.4
International	940	1,041	-9.7	956	949	0.7	1,288	1,102	16.9	1,050	959	9.5	1,240	959	29.3
Kenworth	247	298	-17.1	252	271	-7.0	393	432	-9.0	384	376	2.1	400	463	-13.6
Peterbilt	349	442	-21.0	390	452	-13.7	554	507	9.3	373	490	-23.9	496	439	13.0
<b>Total</b>	<b>3,939</b>	<b>4,334</b>	<b>-9.1</b>	<b>4,090</b>	<b>4,201</b>	<b>-2.6</b>	<b>4,940</b>	<b>5,126</b>	<b>-3.6</b>	<b>4,469</b>	<b>5,078</b>	<b>-12.0</b>	<b>4,960</b>	<b>4,501</b>	<b>10.2</b>
<b>Clase 8 (33,001 LBS o más)</b>															
Freightliner	4,077	6,915	-41.0	4,310	6,487	-33.6	5,322	8,562	-37.8	4,965	6,358	-21.9	6,900	7,012	-1.6
Western Star	272	353	-22.9	281	371	-24.3	447	475	-5.9	432	483	-10.6	405	463	-12.5
International	1,293	2,605	-50.4	1,306	1,499	-12.9	1,420	2,354	-39.7	1,535	1,893	-18.9	1,537	1,743	-11.8
Kenworth	1,188	1,682	-29.4	1,331	2,208	-39.7	2,112	2,926	-27.8	2,323	2,538	-8.5	2,414	2,587	-6.7
Peterbilt	1,862	2,124	-12.3	1,816	2,169	-16.3	2,192	2,327	-5.8	2,285	2,332	-2.0	2,454	2,347	4.6
Mack	1,070	1,181	-9.4	1,105	1,254	-11.9	1,658	1,918	-13.6	1,061	1,194	-11.1	1,176	1,376	-14.5
Volvo Truck	1,178	1,085	8.6	1,048	1,888	-44.5	1,640	1,468	11.7	1,226	1,828	-32.9	1,351	1,775	-23.9
Other	4	4	0.0	3	-	0.0	2	4	-50.0	9	7	28.6	11	9	22.2
<b>Total</b>	<b>10,944</b>	<b>15,949</b>	<b>-31.4</b>	<b>11,200</b>	<b>15,876</b>	<b>-29.5</b>	<b>14,793</b>	<b>20,034</b>	<b>-26.2</b>	<b>13,836</b>	<b>16,633</b>	<b>-16.8</b>	<b>16,248</b>	<b>17,312</b>	<b>-6.1</b>
<b>TOTAL VENTA AL MENUDEO</b>	<b>25,726</b>	<b>31,209</b>	<b>-17.6</b>	<b>27,968</b>	<b>33,353</b>	<b>-16.1</b>	<b>35,155</b>	<b>40,323</b>	<b>-12.8</b>	<b>32,019</b>	<b>34,548</b>	<b>-7.3</b>	<b>34,550</b>	<b>34,180</b>	<b>1.1</b>



# Venta Menudeo de Vehículos Pesados en Estados Unidos por Empresa y Clase: Enero-Septiembre 2017 (continuación)

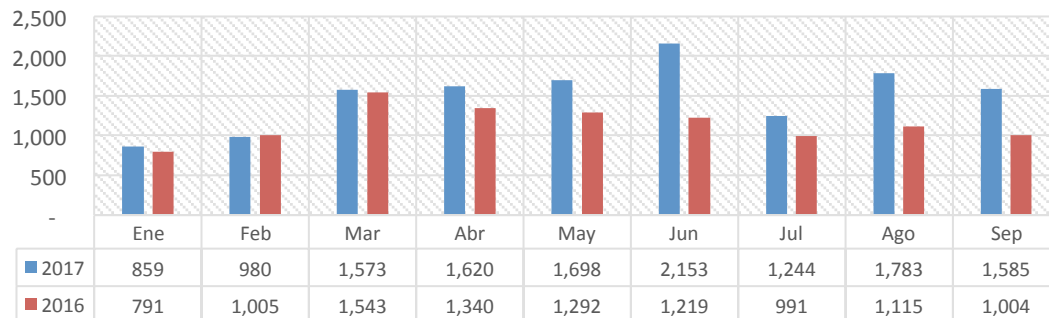
	Junio			Julio			Agosto			Septiembre			Acumulado		
	2017	2016	Var %	2017	2016	Var %	2017	2016	Var %	2017	2016	Var %	2017	2016	Var %
<b>Clase 4 (14,001-16,000 LBS)</b>															
Freightliner	60	-	0.0	38	-	0.0	78	-	0.0	189	-	0.0	507	-	0.0
Mitsubishi Fuso	59	28	110.7	42	20	110.0	66	18	266.7	86	19	352.6	460	208	121.2
Ford	255	224	13.8	192	219	-12.3	286	162	76.5	253	108	134.3	1,792	1,796	-0.2
Chevrolet	196	-	0.0	126	-	0.0	145	-	0.0	143	16	793.8	1,233	16	7606.3
Hino	144	59	144.1	57	38	50.0	57	61	-6.6	55	66	-16.7	729	697	4.6
International	-	5	-100.0	-	-	0.0	-	-	0.0	-	-	0.0	4	14	-71.4
Isuzu	1,439	903	59.4	789	714	10.5	1,151	874	31.7	859	795	8.1	8,770	7,569	15.9
<b>Total</b>	<b>2,153</b>	<b>1,219</b>	<b>76.6</b>	<b>1,244</b>	<b>991</b>	<b>25.5</b>	<b>1,783</b>	<b>1,115</b>	<b>59.9</b>	<b>1,585</b>	<b>1,004</b>	<b>57.9</b>	<b>13,495</b>	<b>10,300</b>	<b>31.0</b>
<b>Clase 5 (16,001-19,500 LBS)</b>															
Freightliner	405	180	125.0	610	155	293.5	84	82	2.4	421	270	55.9	2,522	2,071	21.8
Mitsubishi Fuso	13	5	160.0	19	7	171.4	19	5	280.0	32	7	357.1	127	55	130.9
Dodge/Ram	1,675	756	121.6	1,244	1,195	4.1	1,241	1,206	2.9	1,195	1,075	11.2	12,743	11,265	13.1
Ford	4,813	3,806	26.5	3,392	3,427	-1.0	4,647	3,155	47.3	4,742	4,111	15.3	36,787	33,800	8.8
Chevrolet	41	210	-80.5	34	-	0.0	20	-	0.0	24	-	0.0	257	210	22.4
Hino	286	48	495.8	226	132	71.2	288	127	126.8	234	183	27.9	1,832	1,233	48.6
International	9	506	-98.2	12	62	-80.6	10	1	900.0	8	43	-81.4	141	1,057	-86.7
Isuzu	683	3	22666.7	351	491	-28.5	458	527	-13.1	445	425	4.7	3,921	3,516	11.5
Kenworth	-	-	0.0	11	5	120.0	4	4	0.0	4	3	33.3	28	23	21.7
Peterbilt	1	2	-50.0	-	-	0.0	4	1	300.0	-	-	0.0	14	7	100.0
<b>Total</b>	<b>7,926</b>	<b>5,516</b>	<b>43.7</b>	<b>5,899</b>	<b>5,474</b>	<b>7.8</b>	<b>6,775</b>	<b>5,108</b>	<b>32.6</b>	<b>7,105</b>	<b>6,117</b>	<b>16.2</b>	<b>58,372</b>	<b>53,237</b>	<b>9.6</b>
<b>Clase 6 (19,501-26,000 LBS)</b>															
Freightliner	1,258	1,649	-23.7	1,446	1,686	-14.2	1,754	1,533	14.4	1,496	1,411	6.0	15,089	14,345	5.2
Ford	1,680	1,634	2.8	1,299	1,545	-15.9	1,617	1,473	9.8	1,263	1,569	-19.5	14,857	15,595	-4.7
Hino	665	595	11.8	492	487	1.0	621	463	34.1	558	499	11.8	5,059	4,947	2.3
International	1,080	939	15.0	908	632	43.7	1,194	834	43.2	846	851	-0.6	10,764	9,654	11.5
Isuzu	-	-	-	-	-	-	25	-	-	38	-	-	-	-	-
Kenworth	184	209	-12.0	242	154	57.1	228	207	10.1	265	196	35.2	1,802	1,532	17.6
Peterbilt	59	2	2850.0	19	29	-34.5	10	8	25.0	8	21	-61.9	223	129	72.9
<b>Total</b>	<b>4,926</b>	<b>5,028</b>	<b>-2.0</b>	<b>4,406</b>	<b>4,533</b>	<b>-2.8</b>	<b>5,449</b>	<b>4,518</b>	<b>20.6</b>	<b>4,474</b>	<b>4,547</b>	<b>-1.6</b>	<b>47,857</b>	<b>46,202</b>	<b>3.6</b>
<b>Clase 7 (26,001-33,000 LBS)</b>															
Freightliner	2,474	2,503	-1.2	2,123	2,205	-3.7	2,900	2,925	-0.9	2,424	2,338	3.7	21,544	21,786	-1.1
Ford	208	147	41.5	171	211	-19.0	191	176	8.5	121	112	8.0	1,457	2,142	-32.0
Hino	175	163	7.4	149	90	65.6	135	167	-19.2	153	152	0.7	1,309	1,321	-0.9
International	1,627	1,529	6.4	2,154	1,921	12.1	2,870	2,337	22.8	1,666	2,231	-25.3	13,791	13,028	5.9
Kenworth	441	438	0.7	407	347	17.3	406	431	-5.8	349	369	-5.4	3,279	3,425	-4.3
Peterbilt	420	547	-23.2	497	484	2.7	501	466	7.5	513	519	-1.2	4,093	4,346	-5.8
<b>Total</b>	<b>5,345</b>	<b>5,327</b>	<b>0.3</b>	<b>5,501</b>	<b>5,258</b>	<b>4.6</b>	<b>7,003</b>	<b>6,502</b>	<b>7.7</b>	<b>5,226</b>	<b>5,721</b>	<b>-8.7</b>	<b>45,473</b>	<b>46,048</b>	<b>-1.2</b>
<b>Clase 8 (33,001 LBS o más)</b>															
Freightliner	6,313	6,725	-6.1	5,787	4,912	17.8	5,848	6,127	-4.6	7,252	5,131	41.3	50,774	58,229	-12.8
Western Star	560	453	23.6	442	385	14.8	473	386	22.5	413	333	24.0	3,725	3,702	0.6
International	1,710	1,552	10.2	1,625	1,276	27.4	2,751	1,967	39.9	1,995	1,608	24.1	15,172	16,497	-8.0
Kenworth	2,530	2,741	-7.7	2,432	2,333	4.2	2,427	2,516	-3.5	2,689	2,791	-3.7	19,446	22,322	-12.9
Peterbilt	2,781	2,333	19.2	2,587	2,236	15.7	2,761	2,260	22.2	2,604	2,152	21.0	21,342	20,280	5.2
Mack	1,764	2,055	-14.2	1,141	1,370	-16.7	1,372	1,292	6.2	1,312	1,372	-4.4	11,659	13,012	-10.4
Volvo Truck	1,630	2,465	-33.9	1,282	1,562	-17.9	1,513	1,696	-10.8	1,384	1,557	-11.1	12,252	15,324	-20.0
Other	22	30	-26.7	21	11	90.9	21	18	16.7	18	24	-25.0	111	107	3.7
<b>Total</b>	<b>17,310</b>	<b>18,354</b>	<b>-5.7</b>	<b>15,317</b>	<b>14,085</b>	<b>8.7</b>	<b>17,166</b>	<b>16,262</b>	<b>5.6</b>	<b>17,667</b>	<b>14,968</b>	<b>18.0</b>	<b>134,481</b>	<b>149,473</b>	<b>-10.0</b>
<b>TOTAL VENTA AL MENUDEO</b>															
	<b>37,660</b>	<b>35,444</b>	<b>6.3</b>	<b>32,367</b>	<b>30,341</b>	<b>6.7</b>	<b>38,176</b>	<b>33,505</b>	<b>13.9</b>	<b>36,057</b>	<b>32,357</b>	<b>11.4</b>	<b>299,678</b>	<b>305,260</b>	<b>-1.8</b>



# Venta Menudeo de Vehículos Pesados en Estados Unidos por Empresa y Clase: Enero-Septiembre 2017

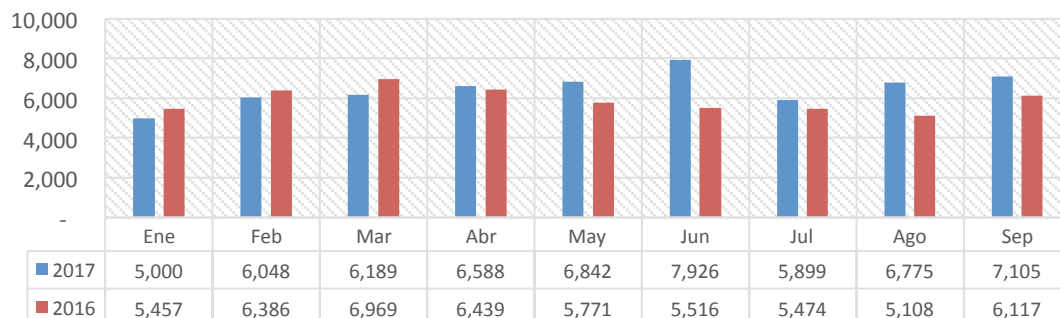
## Clase 4 (14,001-16,000 LBS)

Empresa	Septiembre	Acum. Septiembre	Participación
Freightliner	189	507	3.8%
Mitsubishi Fuso	86	460	3.4%
Ford	253	1,792	13.3%
Chevrolet	143	1,233	9.1%
Hino	55	729	5.4%
International	-	4	0.0%
Isuzu	859	8,770	65.0%
<b>Total</b>	<b>1,585</b>	<b>13,495</b>	<b>100.0%</b>



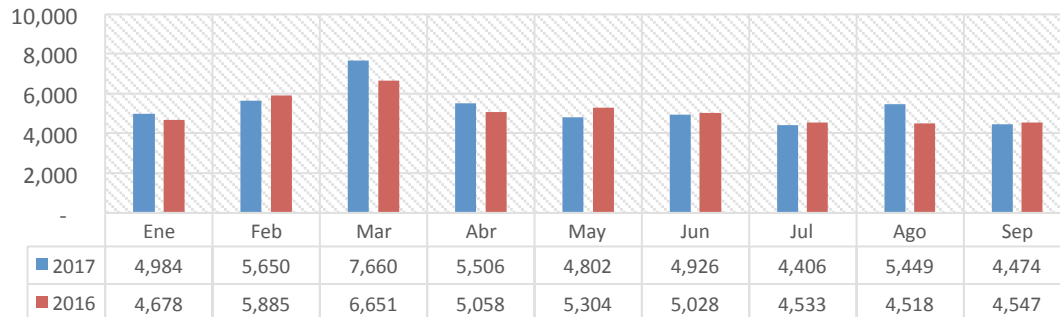
## Clase 5 (16,001-19,500 LBS)

Empresa	Septiembre	Acum. Septiembre	Participación
Freightliner	421	2,522	4.3%
Mitsubishi Fuso	32	127	0.2%
Dodge/Ram	1,195	12,743	21.8%
Ford	4,742	36,787	63.0%
Chevrolet	24	257	0.4%
Hino	234	1,832	3.1%
International	8	141	0.2%
Isuzu	445	3,921	6.7%
Kenworth	4	28	0.0%
Peterbilt	-	14	0.0%
<b>Total</b>	<b>7,105</b>	<b>58,372</b>	<b>100.0%</b>



## Clase 6 (19,501-26,000 LBS)

Empresa	Septiembre	Acum. Septiembre	Participación
Freightliner	1,496	15,089	31.5%
Ford	1,263	14,857	31.0%
Hino	558	5,059	10.6%
International	846	10,764	22.5%
Isuzu	38	-	0.0%
Kenworth	265	1,802	3.8%
Peterbilt	8	223	0.5%
<b>Total</b>	<b>4,474</b>	<b>47,857</b>	<b>100.0%</b>

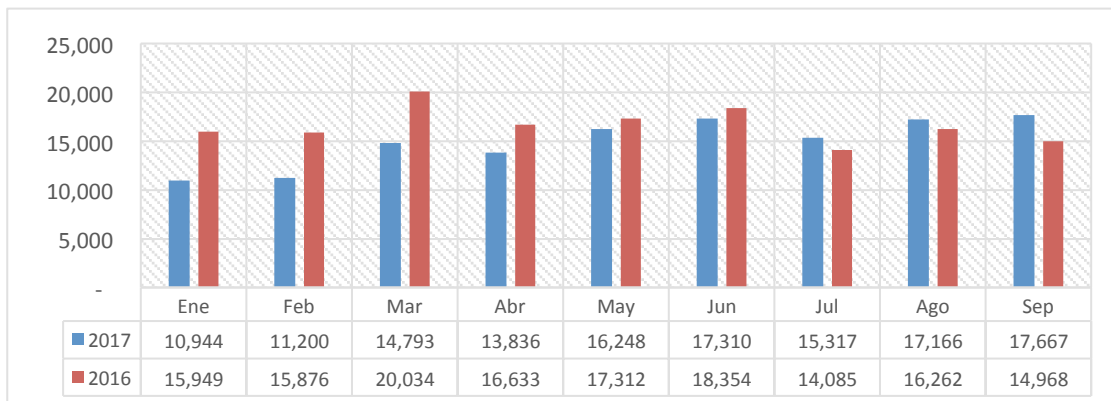
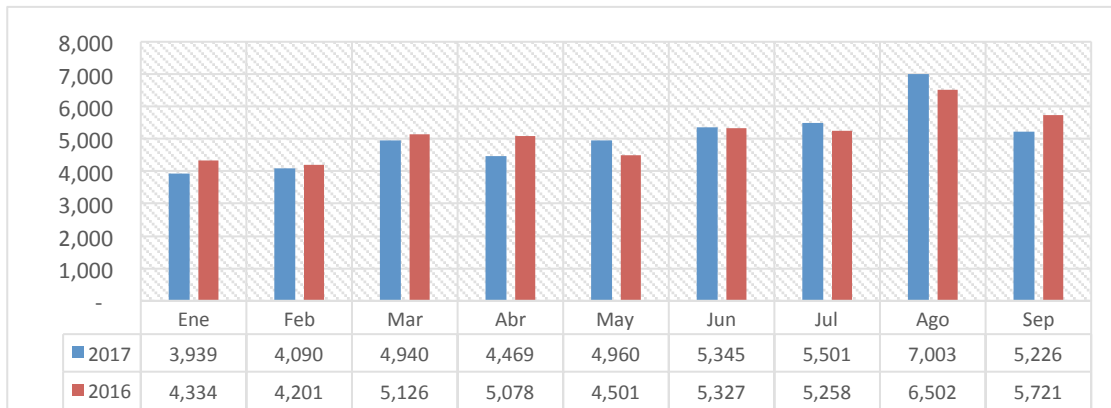




# Venta Menudeo de Vehículos Pesados en Estados Unidos por Empresa y Clase: Enero-Septiembre 2017

Clase 7 (26,001-33,000 LBS)			
Empresa	Septiembre	Acum. Septiembre	Participación
Freightliner	2,424	21,544	47.4%
Ford	121	1,457	3.2%
Hino	153	1,309	2.9%
International	1,666	13,791	30.3%
Kenworth	349	3,279	7.2%
Peterbilt	513	4,093	9.0%
<b>Total</b>	<b>5,226</b>	<b>45,473</b>	<b>100.0%</b>

Clase 8 (33,001 LBS o más)			
Empresa	Septiembre	Acum. Septiembre	Participación
Freightliner	7,252	50,774	37.8%
Western Star	413	3,725	2.8%
International	1,995	15,172	11.3%
Kenworth	2,689	19,446	14.5%
Peterbilt	2,604	21,342	15.9%
Mack	1,312	11,659	8.7%
Volvo Truck	1,384	12,252	9.1%
Other	18	111	0.1%
<b>Total</b>	<b>17,667</b>	<b>134,481</b>	<b>100.0%</b>



Total ventas menudeo		
	Septiembre	Acum. Septiembre
2017	36,057	299,678
2016	32,357	305,260
Variación	11.4%	-1.8%

Fuente: Elaborado por AMDA con información de WARD's Communications



# Venta Menudeo de Vehículos Pesados en Canadá por Empresa y Clase: Enero-Septiembre 2017

	Enero			Febrero			Marzo			Abril			Mayo		
	2017	2016	Var %	2017	2016	Var %	2017	2016	Var %	2017	2016	Var %	2017	2016	Var %
<b>Clase 4 (14,001-16,000 LBS)</b>															
Freightliner	-	-	0.0	-	-	0.0	-	-	0.0	1	-	0.0	-	-	0.0
Mitsubishi Fuso	-	1	-100.0	127	2	6250.0	-	2	-100.0	1	4	-75.0	3	3	0.0
Ford	99	58	70.7	6	61	-90.2	131	155	-15.5	143	88	62.5	170	87	95.4
Hino	10	7	42.9	17	10	70.0	10	9	11.1	8	9	-11.1	14	11	27.3
Isuzu	26	12	116.7	-	27	-100.0	47	46	2.2	61	47	29.8	66	94	-29.8
<b>Total</b>	<b>135</b>	<b>78</b>	<b>73.1</b>	<b>150</b>	<b>100</b>	<b>50.0</b>	<b>188</b>	<b>212</b>	<b>-11.3</b>	<b>214</b>	<b>148</b>	<b>44.6</b>	<b>253</b>	<b>195</b>	<b>29.7</b>
<b>Clase 5 (16,001-19,500 LBS)</b>															
Freightliner	-	9	-100.0	1	4	-75.0	2	10	-80.0	-	1	-100.0	-	40	-100.0
Mitsubishi Fuso	-	-	0.0	-	1	-100.0	2	3	-33.3	-	2	-100.0	2	2	0.0
Dodge/Ram	73	158	-53.8	89	159	-44.0	100	196	-49.0	119	204	-41.7	180	211	-14.7
Ford	204	203	0.5	314	203	54.7	417	342	21.9	394	238	65.5	358	243	47.3
Hino	54	49	10.2	61	75	-18.7	178	112	58.9	166	168	-1.2	150	166	-9.6
International	3	8	-62.5	1	6	-83.3	2	4	-50.0	-	10	-100.0	6	2	200.0
Isuzu	26	21	23.8	48	32	50.0	76	43	76.7	90	66	36.4	117	150	-22.0
Kenworth	-	-	0.0	-	-	0.0	2	-	0.0	-	-	0.0	-	-	0.0
Peterbilt	-	-	0.0	-	-	0.0	-	-	0.0	-	-	0.0	-	-	0.0
<b>Total</b>	<b>360</b>	<b>448</b>	<b>-19.6</b>	<b>514</b>	<b>480</b>	<b>7.1</b>	<b>779</b>	<b>710</b>	<b>9.7</b>	<b>769</b>	<b>689</b>	<b>11.6</b>	<b>813</b>	<b>814</b>	<b>-0.1</b>
<b>Clase 6 (19,501-26,000 LBS)</b>															
Freightliner	23	34	-32.4	15	20	-25.0	22	16	37.5	42	17	147.1	11	22	-50.0
Ford	2	3	-33.3	5	6	-16.7	1	5	-80.0	7	7	0.0	5	13	-61.5
Hino	48	41	17.1	54	29	86.2	42	34	23.5	67	50	34.0	52	65	-20.0
International	14	50	-72.0	66	23	187.0	28	14	100.0	14	14	0.0	22	3	633.3
Isuzu	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Kenworth	-	1	-100.0	1	-	0.0	-	-	0.0	1	-	0.0	2	1	100.0
Peterbilt	1	2	-50.0	-	18	-100.0	1	15	-93.3	1	10	-90.0	27	11	145.5
<b>Total</b>	<b>88</b>	<b>131</b>	<b>-32.8</b>	<b>141</b>	<b>96</b>	<b>46.9</b>	<b>94</b>	<b>84</b>	<b>11.9</b>	<b>132</b>	<b>98</b>	<b>34.7</b>	<b>119</b>	<b>115</b>	<b>3.5</b>
<b>Clase 7 (26,001-33,000 LBS)</b>															
Freightliner	43	50	-14.0	45	75	-40.0	48	68	-29.4	137	61	124.6	60	67	-10.4
Ford	5	7	-28.6	15	8	87.5	6	10	-40.0	9	9	0.0	6	13	-53.8
Hino	69	66	4.5	92	92	0.0	95	67	41.8	88	70	25.7	113	83	36.1
International	63	47	34.0	104	144	-27.8	160	154	3.9	129	201	-35.8	131	112	17.0
Kenworth	29	31	-6.5	35	37	-5.4	35	28	25.0	34	46	-26.1	59	26	126.9
Peterbilt	21	21	0.0	41	31	32.3	31	27	14.8	44	31	41.9	47	30	56.7
<b>Total</b>	<b>230</b>	<b>222</b>	<b>3.6</b>	<b>332</b>	<b>387</b>	<b>-14.2</b>	<b>375</b>	<b>354</b>	<b>5.9</b>	<b>441</b>	<b>418</b>	<b>5.5</b>	<b>416</b>	<b>331</b>	<b>25.7</b>
<b>Clase 8 (33,001 LBS o más)</b>															
Freightliner	519	548	-5.3	486	758	-35.9	587	752	-21.9	628	615	2.1	716	808	-11.4
Western Star	118	166	-28.9	129	174	-25.9	191	169	13.0	186	207	-10.1	212	266	-20.3
International	248	207	19.8	166	184	-9.8	272	216	25.9	337	286	17.8	329	269	22.3
Kenworth	204	140	45.7	203	185	9.7	297	250	18.8	255	246	3.7	418	282	48.2
Peterbilt	150	151	-0.7	210	138	52.2	240	177	35.6	225	179	25.7	297	210	41.4
Mack	67	127	-47.2	108	137	-21.2	223	172	29.7	105	161	-34.8	169	169	0.0
Volvo Truck	71	213	-66.7	164	282	-41.8	241	179	34.6	184	261	-29.5	254	338	-24.9
<b>Total</b>	<b>1,377</b>	<b>1,552</b>	<b>-11.3</b>	<b>1,466</b>	<b>1,858</b>	<b>-21.1</b>	<b>2,051</b>	<b>1,915</b>	<b>7.1</b>	<b>1,920</b>	<b>1,955</b>	<b>-1.8</b>	<b>2,395</b>	<b>2,342</b>	<b>2.3</b>
<b>TOTAL VENTA AL MENUDEO</b>	<b>2,190</b>	<b>2,431</b>	<b>-9.9</b>	<b>2,603</b>	<b>2,921</b>	<b>-10.9</b>	<b>3,487</b>	<b>3,275</b>	<b>6.5</b>	<b>3,476</b>	<b>3,308</b>	<b>5.1</b>	<b>3,996</b>	<b>3,797</b>	<b>5.2</b>



# Venta Menudeo de Vehículos Pesados en Canadá por Empresa y Clase: Enero-Septiembre 2017 (continuación)

	Junio			Julio			Agosto			Septiembre			Acumulado		
	2017	2016	Var %	2017	2016	Var %	2017	2016	Var %	2017	2016	Var %	2017	2016	Var %
<b>Clase 4 (14,001-16,000 LBS)</b>															
Freightliner	6	-	0.0	4	-	0.0	8	-	0.0	-	-	0.0	19	-	0.0
Mitsubishi Fuso	5	2	150.0	-	1	-100.0	1	6	-83.3	1	-	0.0	138	21	557.1
Ford	106	90	17.8	97	67	44.8	118	63	87.3	154	62	148.4	1,024	731	40.1
Hino	11	2	450.0	3	8	-62.5	5	10	-50.0	10	6	66.7	88	72	22.2
Isuzu	39	37	5.4	30	20	50.0	33	28	17.9	48	25	92.0	350	336	4.2
<b>Total</b>	<b>167</b>	<b>131</b>	<b>27.5</b>	<b>134</b>	<b>96</b>	<b>39.6</b>	<b>165</b>	<b>107</b>	<b>54.2</b>	<b>213</b>	<b>93</b>	<b>129.0</b>	<b>1,619</b>	<b>1,160</b>	<b>39.6</b>
<b>Clase 5 (16,001-19,500 LBS)</b>															
Freightliner	-	-	0.0	3	28	-89.3	-	2	-100.0	-	1	-100.0	6	95	-93.7
Mitsubishi Fuso	1	2	-50.0	4	-	0.0	1	-	0.0	-	-	0.0	10	10	0.0
Dodge/Ram	135	200	-32.5	84	186	-54.8	97	147	-34.0	93	153	-39.2	970	1,614	-39.9
Ford	309	198	56.1	365	174	109.8	227	110	106.4	272	133	104.5	2,860	1,844	55.1
Hino	191	95	101.1	130	80	62.5	113	64	76.6	122	98	24.5	1,165	907	28.4
International	2	3	-33.3	1	3	-66.7	2	31	-93.5	3	5	-40.0	20	72	-72.2
Isuzu	97	66	47.0	79	57	38.6	61	-	0.0	91	31	193.5	685	466	47.0
Kenworth	-	-	0.0	-	-	0.0	-	-	0.0	-	-	0.0	2	-	0.0
Peterbilt	-	-	0.0	-	-	0.0	-	-	0.0	-	-	0.0	-	-	0.0
<b>Total</b>	<b>735</b>	<b>564</b>	<b>30.3</b>	<b>666</b>	<b>528</b>	<b>26.1</b>	<b>501</b>	<b>354</b>	<b>41.5</b>	<b>581</b>	<b>421</b>	<b>38.0</b>	<b>5,718</b>	<b>5,008</b>	<b>14.2</b>
<b>Clase 6 (19,501-26,000 LBS)</b>															
Freightliner	23	23	0.0	26	22	18.2	8	10	-20.0	24	27	-11.1	194	191	1.6
Ford	6	6	0.0	4	2	100.0	1	3	-66.7	12	6	100.0	43	51	-15.7
Hino	59	36	63.9	39	46	-15.2	43	45	-4.4	56	56	0.0	460	402	14.4
International	21	11	90.9	31	-	0.0	11	2	450.0	22	16	37.5	229	133	72.2
Isuzu	-	-	-	-	-	-	1	-	-	1	-	-	-	-	-
Kenworth	1	-	0.0	-	-	0.0	2	-	0.0	3	-	0.0	10	2	400.0
Peterbilt	1	5	-80.0	1	1	0.0	11	4	175.0	2	1	100.0	45	67	-32.8
<b>Total</b>	<b>111</b>	<b>81</b>	<b>37.0</b>	<b>101</b>	<b>71</b>	<b>42.3</b>	<b>77</b>	<b>64</b>	<b>20.3</b>	<b>120</b>	<b>106</b>	<b>13.2</b>	<b>983</b>	<b>846</b>	<b>16.2</b>
<b>Clase 7 (26,001-33,000 LBS)</b>															
Freightliner	55	54	1.9	77	39	97.4	39	65	-40.0	77	45	71.1	581	524	10.9
Ford	13	13	0.0	15	5	200.0	12	2	500.0	6	13	-53.8	87	80	8.7
Hino	81	66	22.7	97	95	2.1	77	47	63.8	88	71	23.9	800	657	21.8
International	100	138	-27.5	124	160	-22.5	131	263	-50.2	417	494	-15.6	1,359	1,713	-20.7
Kenworth	51	43	18.6	53	29	82.8	23	33	-30.3	49	33	48.5	368	306	20.3
Peterbilt	35	39	-10.3	36	12	200.0	31	36	-13.9	37	17	117.6	323	244	32.4
<b>Total</b>	<b>335</b>	<b>353</b>	<b>-5.1</b>	<b>402</b>	<b>340</b>	<b>18.2</b>	<b>313</b>	<b>446</b>	<b>-29.8</b>	<b>674</b>	<b>673</b>	<b>0.1</b>	<b>3,518</b>	<b>3,524</b>	<b>-0.2</b>
<b>Clase 8 (33,001 LBS o más)</b>															
Freightliner	699	607	15.2	515	571	-9.8	544	557	-2.3	690	669	3.1	5,384	5,885	-8.5
Western Star	233	277	-15.9	227	175	29.7	224	179	25.1	233	230	1.3	1,753	1,843	-4.9
International	419	250	67.6	293	178	64.6	365	207	76.3	322	328	-1.8	2,751	2,125	29.5
Kenworth	392	279	40.5	428	267	60.3	374	287	30.3	420	322	30.4	2,991	2,258	32.5
Peterbilt	272	250	8.8	271	200	35.5	274	237	15.6	250	180	38.9	2,189	1,722	27.1
Mack	194	172	12.8	124	150	-17.3	132	117	12.8	199	133	49.6	1,321	1,338	-1.3
Volvo Truck	269	181	48.6	228	135	68.9	315	226	39.4	312	262	19.1	2,038	2,077	-1.9
<b>Total</b>	<b>2,478</b>	<b>2,016</b>	<b>22.9</b>	<b>2,086</b>	<b>1,676</b>	<b>24.5</b>	<b>2,228</b>	<b>1,810</b>	<b>23.1</b>	<b>2,426</b>	<b>2,124</b>	<b>14.2</b>	<b>18,427</b>	<b>17,248</b>	<b>6.8</b>
<b>TOTAL VENTA AL MENUDEO</b>	<b>3,826</b>	<b>3,145</b>	<b>21.7</b>	<b>3,389</b>	<b>2,711</b>	<b>25.0</b>	<b>3,284</b>	<b>2,781</b>	<b>18.1</b>	<b>4,014</b>	<b>3,417</b>	<b>17.5</b>	<b>30,265</b>	<b>27,786</b>	<b>8.9</b>

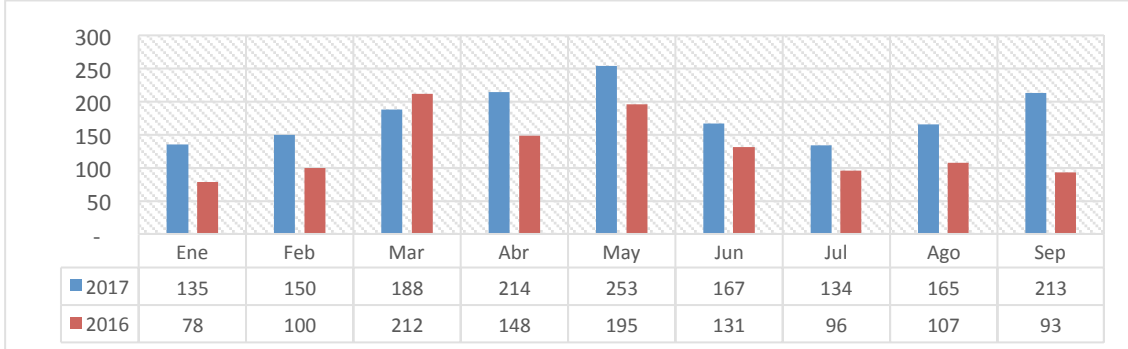




# Venta Menudeo de Vehículos Pesados en Canadá por Empresa y Clase: Enero-Septiembre 2017

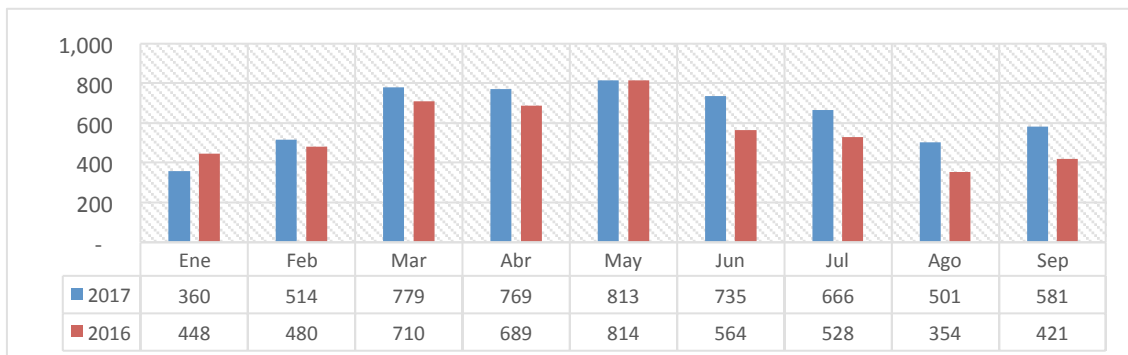
## Clase 4 (14,001-16,000 LBS)

Empresa	Septiembre	Acum. Septiembre	Participación
Freightliner	-	19	1.2%
Mitsubishi Fuso	1	138	8.5%
Ford	154	1,024	63.2%
Hino	10	88	5.4%
Isuzu	48	350	21.6%
<b>Total</b>	<b>213</b>	<b>1,619</b>	<b>100.0%</b>



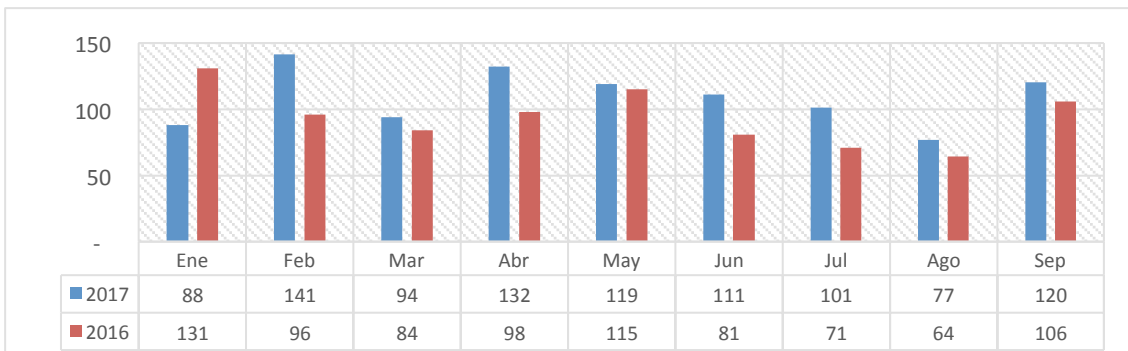
## Clase 5 (16,001-19,500 LBS)

Empresa	Septiembre	Acum. Septiembre	Participación
Freightliner	-	6	0.1%
Mitsubishi Fuso	-	10	0.2%
Dodge/Ram	93	970	17.0%
Ford	272	2,860	50.0%
Hino	122	1,165	20.4%
International	3	20	0.3%
Isuzu	91	685	12.0%
Kenworth	-	2	0.0%
Peterbilt	-	-	0.0%
<b>Total</b>	<b>581</b>	<b>5,718</b>	<b>100.0%</b>



## Clase 6 (19,501-26,000 LBS)

Empresa	Septiembre	Acum. Septiembre	Participación
Freightliner	24	194	19.7%
Ford	12	43	4.4%
Hino	56	460	46.8%
International	22	229	23.3%
Isuzu	1	-	0.0%
Kenworth	3	10	1.0%
Peterbilt	2	45	4.6%
<b>Total</b>	<b>120</b>	<b>983</b>	<b>100.0%</b>



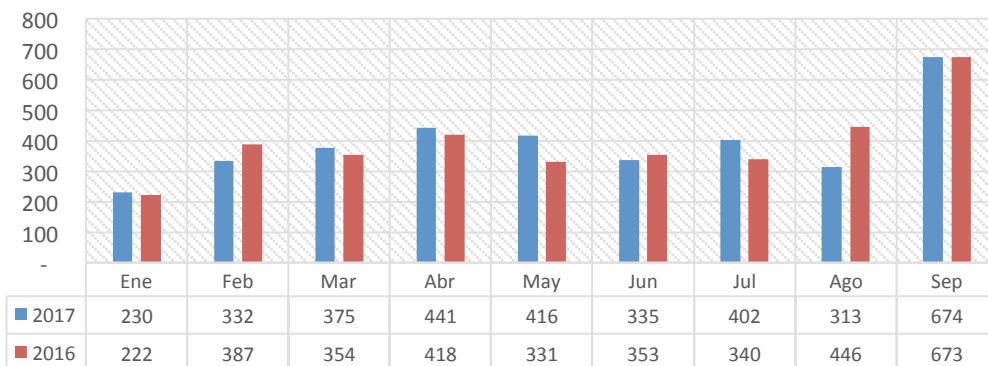
Fuente: Elaborado por AMDA con información de WARD's Communications



# Venta Menudeo de Vehículos Pesados en Canadá por Empresa y Clase: Enero-Septiembre 2017

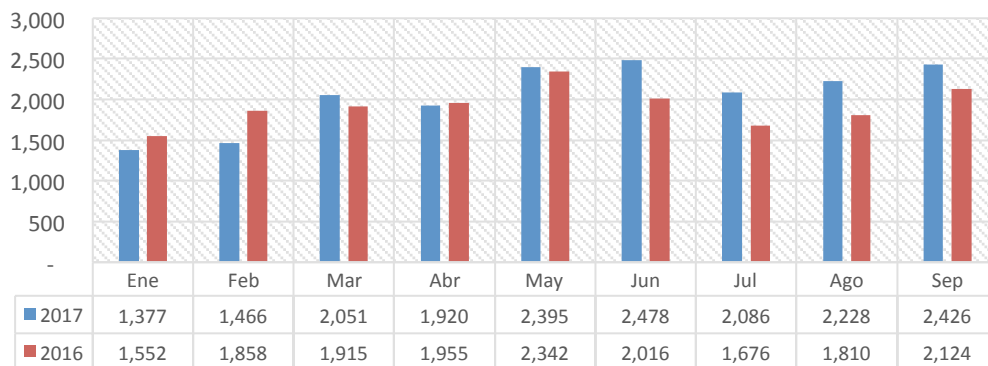
## Clase 7 (26,001-33,000 LBS)

Empresa	Septiembre	Acum. Septiembre	Participación
Freightliner	77	581	16.5%
Ford	6	87	2.5%
Hino	88	800	22.7%
International	417	1,359	38.6%
Kenworth	49	368	10.5%
Peterbilt	37	323	9.2%
<b>Total</b>	<b>674</b>	<b>3,518</b>	<b>100.0%</b>



## Clase 8 (33,001 LBS o más)

Empresa	Septiembre	Acum. Septiembre	Participación
Freightliner	690	5,384	29.2%
Western Star	233	1,753	9.5%
International	322	2,751	14.9%
Kenworth	420	2,991	16.2%
Peterbilt	250	2,189	11.9%
Mack	199	1,321	7.2%
Volvo Truck	312	2,038	11.1%
<b>Total</b>	<b>2,426</b>	<b>18,427</b>	<b>100.0%</b>



### Total ventas menudeo

	Septiembre	Acum. Septiembre
2017	4,014	30,265
2016	3,417	27,786
Variación	17.5%	8.9%

Fuente: Elaborado por AMDA con información de WARD's Communications