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APPENDIX C
MARKET SHARE ANALYSIS
BY TRUCK MANUFACTURER
AND WEIGHT CLASS

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TRUCK FACTORY SALES - MARKET DISTRIBUTION

CLASS	WEIGHT CLASS (%)	1979					TOTAL (%)
		4 (%)	5 (%)	6 (%)	7 (%)	8 (%)	
MANUFACTURER							
CHEVROLET	-	-	2,524 (1)	38,115 (29)	1,433 (2)	7,778 (4)	59,670 (16)
GMC	29 (1)	-	1,545 (36)	27,447 (20)	1,197 (2)	24,727 (18)	59,160 (16)
CHRYSLER	18,172 (15)	2,133 (5)	3,111 (11)	7,614 (6)	386 (2)	924 (5)	29,440 (8)
FORD	771 (5)	-	-	47,596 (35)	16,154 (12)	27,889 (14)	91,630 (25)
FREIGHTLINER	-	-	-	-	-	14,701 (8)	14,701 (4)
INTERNATIONAL	-	-	8 (2)	11,250 (8)	23,825 (18)	41,370 (22)	76,453 (21)
JEEP	-	-	-	-	-	-	-
RAM GENERAL	-	-	-	-	-	-	-
KENWORTH	-	-	-	-	-	15,225 (8)	15,225 (4)
MACK	-	-	-	-	-	34,874 (18)	34,874 (9)
PETERBILT	-	-	-	-	-	7,803 (5)	7,803 (2)
VAL OF AMERICA	-	-	-	-	-	-	-
WHITE	-	-	-	-	-	11,790 (6)	11,790 (3)
OTHER	-	3 (1)	12 (1)	9 (6)	5 (1)	2,143 (1)	2,170 (1)
TOTAL (%)	19,163 (5)	2,133 (1)	4,611 (11)	135,011 (34)	44,012 (11)	190,926 (48)	306,833 (84)

↑
UNITS SOLD
↑

- MARKET SHARE

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TRUCK FACTORY SALES - MARKET DISTRIBUTION 1975

CLASS	3(%)	4(%)	5(%)	6(%)	7(%)	8(%)	TOTAL (%)
CHEVROLET	-	-	2567	43,152 (87)	7,720 (3)	5,931 (6)	-
GENC	1941 (11)	-	7,716 (22)	25,464 (18)	2,701 (10)	8,820 (7)	-
DODGE	9640 (6)	-	26,991 (3)	3,725 (8)	1,151 (4)	1,417 (1)	18,524 (6)
FORD	25,144 (5)	-	2,911 (2)	46,763 (5)	11,733 (4)	4,425 (15)	-
INTERNATIONAL	305 (1)	1102	35 (13)	20,032 (17)	8,637 (38)	19,723 (21)	49,737 (17)
JEEP	-	-	-	-	-	-	-
DIAMON P/C	-	-	-	4,000	75 (3)	958 (6)	637 (2)
MAK	-	-	-	-	166 (6)	24,105 (5)	-
DUPLEX	-	-	-	-	112 (6)	174 (32)	-
WHITE	-	-	-	-	802 (3)	11,384 (5)	12,186 (5)
OTHER	12 (1)	27	47 (1)	2 (0)	47 (2)	8,280 (9)	8,313 (3)
TOTAL (%)	14,312 (5)	1102 (1)	10,225 (4)	131,148 (98)	26321 (9)	74,027 (33)	250 (100)

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TRUCK FACTORY SALES - DIESELS
1979

CLASS	WEIGHT CLASS	MARKET SHARE	4(%)	5(%)	6(%)	7(%)	8(%)	TOTAL (%)
MANUFACTURER	3(%)							
CHEVROLET	-	-	-	-	27,500	1,175 (5)	2,610 (7)	6,712
GMC	-	-	-	-	22,500	1,300 (2)	14,000 (12)	
FORD	-	-	-	-	1,167 (45)		20,000 (13)	
FREIGHTLINER	-	-	-	-	-	-	14,700 (12)	
INTERNATIONAL	-	-	-	-	1,157 (10)	14,100 (14)	10,000 (20)	
					↑ UNITS SOLD	↑ MARKET SHARE		
KENWORTH	-	-	-	-	-	-	14,100 (9)	
MAK	-	-	-	-	-	-	1,400 (19)	
PETERBILT	-	-	-	-	-	-	1,300 (6)	
WHITE	-	-	-	-	-	-	11,350 (7)	
OTHER	-	-	-	-	-	1 (0.01)	1,000 (1)	1,014 (1)
TOTAL (%)					14,000 (7)	23,100 (12)	14,100 (21)	

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TRUCK FACTORY SALES - DIESELS

1975

CLASS	3(%)	4(%)	5(%)	6(%)	7(%)	8(%)	TOTAL (%)
CHEVROLET	-	-	100 (12)	-	100 (6)	1730 (3)	2830 (11)
CITRAMOUNT REG	-	-	-	3 (10?)	48 (4)	4 (1)	448 (16)
DODGE	-	-	-	-	-	618 (1)	618 (2)
FORD	-	-	100 (10)	-	500 (10)	950 (41)	1450 (10)
DUPLEX	-	-	-	26 (3)	32 (14)	137 (2)	169 (1)
INTERNATIONAL	-	-	-	29 (6)	205 (18)	1352 (9)	1686 (11)
GM	-	-	-	12 (3)	188 (1)	4825 (8)	5025 (1)
Mack	-	-	-	-	135 (2)	1248 (21)	1383 (17)
WHITE	-	-	-	-	75 (8)	998 (7)	1073 (1)
OTHER	-	-	-	-	2 (2)	791 (3)	793 (1)
TOTAL (%)	-	-	157 (2)	3517 (3)	802 (2)	57936 (13)	77604 (10)

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