

Truck-tistics

Trailer Shipments Highest Since 1989

TRAILER MANUFACTURERS enjoyed their best year since 1989, according to preliminary figures published by the US Bureau of Census.

The industry shipped an estimated 175,390 complete trailers during 1992, 43% more than were shipped during 1991. This estimate was derived by adding each monthly Bureau of Census report. The Bureau will publish an official total later this year.

Shipments grew steadily throughout the first half of 1991 as the industry reeled off six consecutive monthly increases. Totals began to oscillate slightly in the second half, but the industry never had two consecutive month-to-month decreases.

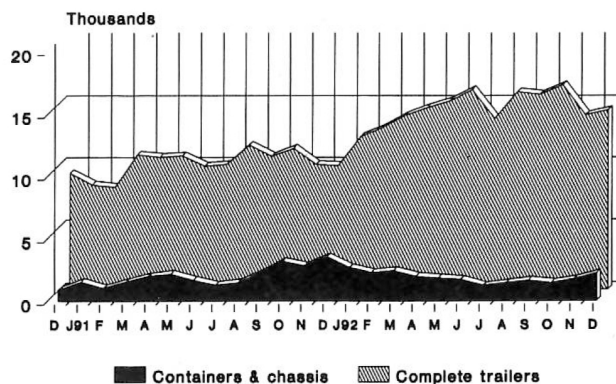
Manufacturers began 1992 with the lowest monthly total—12,279. Shipments reached the monthly peak (16,447) in October and hovered over the 14,000 mark in November and December.

The industry ended 1992 on a positive note as shipments edged up 3% from November and finished 45% ahead of December 1991. Manufacturers shipped an estimated 14,439 complete trailers in December 1992, compared with 9,970 for the last month of 1991.

In addition to the 14,439 complete trailers, manufacturers shipped an estimated 2,221 containers and container chassis during December, up 29% from the previous month, but down 37% from December 1991. These shipments totaled 22,600 in 1992, down 8% from 1991.

The surge in complete trailer shipments was fueled by a huge jump in the number of van trailers shipped, particularly dry freight models. Total vans were up 61% from 1991, and shipments of dry freight vans rose 78%. Other vans posting gains were insulated, up 24%; dropframe, up 8%; and open tops, up 17%.

Trailers, Chassis, Containers December 1990-December 1992



Gains were widespread among other trailer types. Pole and logging trailers were up 54% for the year (total production of 424); platforms increased 14% to 13,254 units shipped; lowbed shipments reached 7,461 for the year, up 21% from 1991; and auto transporters were up 28% (total production of 603).

Tanks were one trailer category that edged down from 1991 totals, primarily as the result of a 25% decline in the flammable liquids tank market. Chemical and acid trailers posted an 8% increase (1,573 for the year). Total tank shipments in 1992 were 3,974, down 6% from 1991.

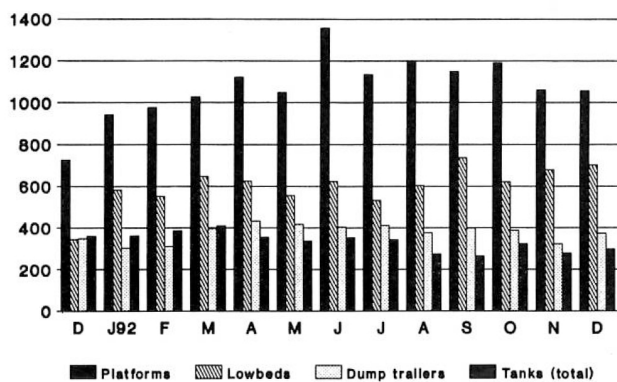
Truck dealers finished 1992 with a sales record for December. Retail truck sales for the month were 376,218, an increase of 14% from December 1991, according to the American Automobile Manufacturers Association (formerly known as the Motor Vehicle Manufacturers Association). Total truck sales for 1992 were 4,512,101, up 17% from a year earlier.

Class 1 trucks (GVW ratings of 6,000 pounds or less) were up 18% for calendar year 1992. Dealers sold 3,216,969 Class 1 trucks for the year.

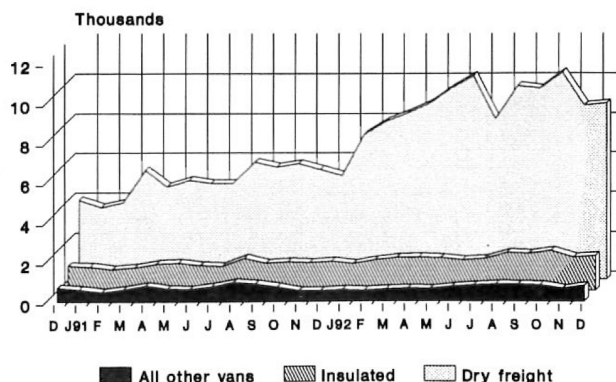
Class 2 trucks (GVW ratings of 6,001 to 10,000 pounds) were up 16.5% for the year, with total sales of 1,021,088.

Class 3 trucks (GVW ratings of 10,001 to 14,000 pounds) rose 20% to 25,519 units sold. (Continued on page 20)

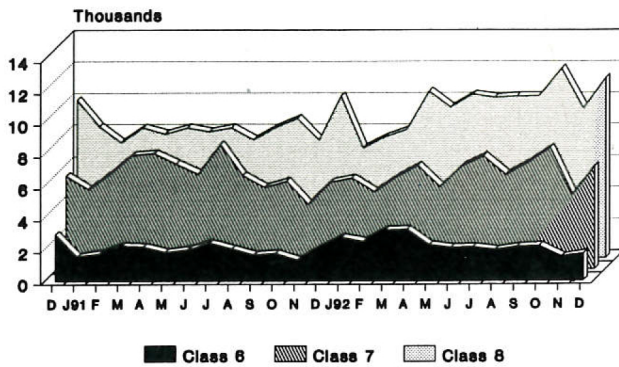
Selected Truck Trailers December 1991-December 1992



Van Trailers December 1990-December 1992



Heavy Trucks Retail Sales



Source: American Automobile Manufacturers Assn

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Class 4 trucks (GVW ratings of 14,001 to 16,000 pounds) had sales of 25,631 last year, up 8% from 1991 levels.

Class 6 trucks (GVW ratings of 19,501 to 26,000 pounds) posted the largest percentage of growth—up 24% from 1991. Dealers sold 27,725 Class 6 trucks last year.

Class 7 trucks (GVW ratings of 26,001 to 33,000 pounds) edged up 1%. Dealers sold 73,231 Class 7 trucks, compared with 72,598 the previous year.

Class 8 trucks (GVW ratings above 33,000 pounds) were up 20% for the year. Sales were 118,349.

Truck Trailer Shipments 1992 vs 1991

	Year to Date	YTD Lst Year	Change
Complete trailers	175,390	122,477	43%
Total vans	136,018	84,626	61%
Insulated	19,838	15,989	24%
Semi-insulated	1,080	1,295	-17%
Dropframe	2,415	2,245	8%
Livestock	894	1,146	-22%
Dry freight	107,864	60,611	78%
Open tops	3,922	3,340	17%
Tanks (total)	3,974	4,229	-6%
Flammable liquids	1,282	1,709	-25%
Chemical & acid	1,573	1,458	8%
Asphalt	475	240	98%
All other tanks	644	822	-22%
Bulk commodity	718	1,009	-29%
Pole & logging	424	276	54%
Platforms	13,254	11,585	14%
Lowbeds	7,461	6,163	21%
Dump trailers	4,527	4,579	-1%
Auto transporters	603	470	28%
All other trailers	8,411	9,540	-12%
Containers & chassis	22,600	24,491	-8%
Dollies & converter gear	3,389	3,097	9%

Intermodal traffic hit record levels in 1992, according to the Association of American Railroads. The number of containers and trailers shipped was 6,709,732, up 7% from the record set in 1991. □