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CLASS 8 TRUCK FACTORY SALES BY QUARTER

(In Thousands)

	<u>1st Qtr.</u>	<u>2nd Qtr.</u>	<u>3rd Qtr.</u>	<u>4th Qtr.</u>	<u>Total</u>
1981-Actual					
Units	32.0	35.3	29.9	28.1	125.3
SAAR	128	133	123	116	
1982-Actual					
Units	23.4	24.0	17.5	18.8	83.7
SAAR	93	91	71	79	
1983-Forecast					
Units	19.1*	19.8*	22.4	23.7	85.0
SAAR	77	73	93	99	
1983-Profit Plan					
Units	17.6	19.9	20.3	23.2	81.0
SAAR	70	75	83	97	

*actual

C. Medium Duty Drive Axle Penetration

For the first half of 1983, penetration into the class 5-7 domestic market stands at 41.8%, which is above the profit plan target and 1982 actual level. In June 1983, a significant increase in 15 through 17 series two-speed shipments at GMC resulted in our improved position overall.

An analysis of the 1981-1983 TCM data base information indicates that the manufacturing, service, and wholesale sectors are utilizing two-speeds more in 1983. Leasing has also picked up slightly, but the for-hire, state and utilities appear to be shifting to single-speeds. The bulk of the TCM data is classified into the dealer category, where two-speed usage is running ahead of 1982 but still behind 1981. The sample sizes on the federal, construction, mining, forestry, and agriculture segments are too small to generate any solid conclusion.