

MARCH 2011

VFACTS

REPORT

**Prepared by Autoteam Australia
Consulting**

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MARCH 2011 VFACTS HIGHLIGHTS

March 2011, the Automotive Industry in Australia achieved total vehicle sales of 93,984 units, down 760 units or 0.8% on March month 2010. The decrease in year over year sales volume is the fourth consecutive month for volume loss. March 2011 month represents the third best March month on record and on a Seasonally Adjusted Annual Rate, the industry came in at 1,070,000 units, a SAAR that will surprise many in the industry as most commentators were forecasting a lower March sales result.

Vehicle sales in Australia remain robust despite some uncertainty in the economy and the data being released. The interest rate increase from late 2010 at this stage does not appear to have impacted on vehicle sales as was forecast. A strong Australian dollar has also impacted on the cost of vehicles in Australia with pricing being key to vehicle sales. The introduction into Australia of vehicle from lower cost countries, principally China, has resulted in a very price competitive market with most manufacturers having to take price reductions or specification upgrades to remain competitive.

March saw the introduction into Australia of the Chery brand, another Chinese vehicle manufacturer. Several more Chinese brands are forecast to enter the Australian vehicle market by the end of the year.

Vehicle pricing is the third most important decision when purchasing a vehicle, behind fuel economy and quality. In today's market all vehicles are of excellent

quality levels, therefore price becomes more important in making a decision at time of purchase. Quality and specification levels are competitive throughout the industry and therefore if you are not competitive on price then sales volume will be lost.

Manufacturer and dealer vehicle incentives continue to, and will continue into the near future, drive vehicle sales volume.

The recent tsunami in Japan will impact vehicle availability in the near future, either through disruptions to manufacturing facilities or through disruptions to availability of components. As a result this would appear to be an ideal time for dealers to reassess their vehicle inventory levels as over recent months the average dealer has been carrying too much vehicle inventory. As a result of the expected stock shortage, we may see vehicle gross improve in the short term.

Autoteam would like to see a situation where dealers are again achieving acceptable gross in the new vehicle department and the department again returns to an accounted profit. The most recent financial data we have from our dealers indicates, that on an accounted basis, the majority of dealers in Australia in the New Car Department's have incurred significant losses over recent months.

Autoteam Australia Consulting Vehicle Industry forecast for full year 2011 has been revised to 1,030,000 units.

March vehicle sales compared to history is as follows:

	<u>March Month</u>	<u>March YTD</u>
Passenger	8 th	7 th
SUV	1 st	1 st
Light Commercial	1 st	2 nd
Heavy Truck	6 th	10 th
Total Industry	3 rd	4 th

Industry Highlights

- Both the SUV and Light Commercial Industries achieved year over year volume growth for March. The SUV Industry continues to go from strength to strength and continues to achieve record vehicle sales, on the basis of diesel availability. This segment's share of the total vehicle industry year to date is 23.8%, up 1.3 of a percentage point compared to the same time last year. The Passenger Car Industry for March was down 6.5% compared to March 2010, with the same segments, Medium and Large, accounting for the majority of the volume loss. Heavy Truck sales remain sluggish with March 2011 sales down 9.1% on the same time last year. On a Seasonally Adjusted Annual Rate, the Heavy Truck Industry is running at just 27,000 units , compared to the record industry of 38,231 units in 2007.
- All segments in the Passenger Industry were down in sales for March 2011 compared to March 2010. The greatest volume loss was incurred by the Small (1,437 units) and Large (1,128 units) Segments. Combined the Light and Small Segments year to date account for 68% of all Passenger Vehicle sales. Long term these two vehicle segments will account for about 75% of the all passenger vehicle sales in Australia, as they are the most fuel efficient passenger vehicles in the market. In addition, most manufacturers are developing more of these vehicles to meet consumer demands. Of the volume loss in the Large Passenger Segment, Falcon accounted for 777 units.

Within the SUV Industry, the Compact and Luxury Segments both achieved year over year volume gains for March. Volume growth in the Compact Segment was led by Tiguan (542 units) and Dualis (784 units), while for the Luxury Segment volume growth was spread evenly throughout most products.

Within the Light Commercial Industry, the PU/CC 4X4, Light Bus and Light Truck Segments all achieved year over year volume growth. Volume growth for the PU/CC 4X4 Segment was 2,091 units for the month, with Ranger (546 units), Triton (495 units) and Navara (399 units) leading the way.

- Among all States and Territories, only NSW, Queensland and Western Australia achieved volume growth year over year. Victoria was down 6% or 1,572 units for the month, while vehicle sales in Tasmania were down 11.2%.
- By buyer type, only Business sales achieved year over year volume growth in March, up 946 units. The Private vehicle market was down 1,011 units or 2.2% for the month.
- By fuel type, diesel and hybrid vehicle sales were up 7.7% and 5.6% respectively (hybrid off a low base). Petrol vehicle sales were down 2,286 units for the month while LPG sales were down 63.2%. The reduction in LPG sales is a reflection of the reduced Falcon and Commodore sales volume year over year and reduced availability of LPG products by the manufacturers.
- Locally manufactured vehicle industry share for March accounted for just 11.6% of the total vehicle industry, despite the introduction of the Holden Cruze, and compares to 13.7% for March 2010. March year to date locally manufactured vehicles account for only 11.3% of all vehicle sales. The locally manufactured vehicles share of the total vehicle industry for the traditional locally produced vehicles will continue to come down into the future as consumers desert this segment in preference for more fuel efficient imported vehicles. The introduction of Holden Cruze as a locally produced vehicle will provide some volume growth. The larger locally manufactured vehicles in this segment remain the vehicle of preference for government and large fleet sales.
- Toyota maintained SUV and Light Commercial market leadership for March, while Holden achieved Passenger market leadership. Toyota achieved total vehicle sales of 18,466 units for March for a market share of 19.6%. Holden was second (10,816 units), ahead of Ford (8,698 units), Mazda (8,039 units) and Nissan (7,789 units). March 2011 year to date, Mazda has retained third place in the vehicle market with sales volume of 22,883 units, ahead of Ford with sales volume of 22,713 units. The March sales result has maintained Honda in tenth place in the vehicle industry, both for the month and year to date.
- Holden Commodore was the top selling vehicle for the month of March with sales of 4,170 units, ahead of HiLux 3 (4,028 units), Mazda 3 (3,979 units) and Corolla (3,067 units). Ford Falcon dropped to tenth place for March and 12th place year to date.

Top 10 Selling Vehicles

	March Month			March Year To Date		
	Model	Volume		Model	Volume	
1	Commodore	4170		Mazda 3	11159	
2	HiLux	4028		Commodore	10644	
3	Mazda 3	3979		Corolla	9712	
4	Corolla	3067		HiLux	9411	
5	Cruze	2804		Cruze	7446	
6	i30	2376		i30	6705	
7	Navara	2575		Navara	6586	
8	Triton	1978		Getz	5086	
9	Lancer	1749		Lancer	4986	
10	Falcon	1719		Yaris	4629	

	March Month					March Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Pass	53717	50228	-3489	-6.5	53.5	145126	139222	-5904	-4.1	56.0
SUV	21643	23066	1423	6.6	24.5	56616	59014	2398	4.2	23.8
Lt Com'l	16726	18273	1547	9.2	19.4	43612	44579	967	2.2	17.9
Hvy Trk	2658	2417	-241	-9.1	2.6	6473	5649	-824	-12.7	2.3
Total	94744	93984	-760	-0.8	100.0	251827	248464	-3363	-1.3	100.0

March 2011 Vehicle Segmentation										
	March Month					March Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Light	12153	11952	-201	-1.7	23.8	33922	34868	946	2.8	25.0
Small	22463	21026	-1437	-6.4	41.9	58849	59851	1002	1.7	43.0
Medium	7256	6993	-263	-3.6	13.9	19636	17713	-1923	-9.8	12.7
Large	8816	7688	-1128	-12.8	15.3	24371	19701	-4670	-19.2	14.2
Up Large	272	271	-1	-0.4	0.5	763	814	51	6.7	0.6
PM	1234	1035	-199	-16.1	2.1	3040	2696	-344	-11.3	1.9
Sports	1523	1263	-260	-17.1	2.5	4545	3579	-966	-21.3	2.6
Pass.	53717	50228	-3489	-6.5	100.0	145126	139222	-5904	-4.1	100.0
Compact	9651	11571	1920	19.9	50.2	26037	29479	3442	13.2	50.0
Medium	8690	7501	-1189	-13.7	32.5	22080	19279	-2801	-12.7	32.7
Large	1407	1335	-72	-5.1	5.8	3107	3622	515	16.6	6.1
Luxury	1895	2659	764	40.3	11.5	5392	6634	1242	23.0	11.2
SUV	21643	23066	1423	6.6	100.0	56616	59014	2398	4.2	100.0
Light Bus	242	314	72	29.8	1.7	586	646	60	10.2	1.4
Van	2193	2077	-116	-5.3	11.4	6067	4964	-1103	-18.2	11.1
4X2	5716	5184	-532	-9.3	28.4	14585	12995	-1590	-10.9	29.2
4X4	8512	10603	2091	24.6	58.0	22158	25707	3549	16.0	57.7
Light Trk	63	95	32	50.8	0.5	216	267	51	23.6	0.6
Lt Com'l	16726	18273	1547	9.2	100.0	43612	44579	967	2.2	100.0

March 2011 Sales By State										
	March Month					March Year To Date				
	Year		Difference		% Share	Year		Difference		% Share
	2010	2011	Volume	%		2010	2011	Volume	%	
NSW	29083	29750	667	2.3	31.7	77611	78358	747	1.0	31.6
Victoria	26380	24808	-1572	-6.0	26.4	68050	67577	-473	-0.7	27.2
Q'land	19480	20395	915	4.7	21.7	51477	49978	-1499	-2.9	20.1
Wst Aust	9636	9718	82	0.9	10.3	27205	26693	-512	-1.9	10.7
Sth Aust	5950	5360	-590	-9.9	5.7	16343	15280	-1063	-6.5	6.1
Tasmania	1711	1520	-191	-11.2	1.6	4672	4102	-570	-12.2	1.7
ACT	1466	1438	-28	-1.9	1.5	3973	4029	56	1.4	1.6
NT	1038	995	-43	-4.1	1.1	2496	2447	-49	-2.0	1.0
Total	94744	93984	-760	-0.8	100.0	251827	248464	-3363	-1.3	100.0

March 2011 Sales By Buyer Type										
	March Month					March Year To Date				
	Year		Difference		% Share	Year		Difference		% Share
	2010	2011	Volume	%		2010	2011	Volume	%	
Private	45362	44351	-1011	-2.2	47.2	118961	124326	5365	4.5	50.0
Business	38486	39432	946	2.5	42.0	106351	100821	-5530	-5.2	40.6
Gov't	6232	5764	-468	-7.5	6.1	15609	14484	-1125	-7.2	5.8
Rental	4664	4437	-227	-4.9	4.7	10906	8833	-2073	-19.0	3.6
Total	94744	93984	-760	-0.8	100.0	251827	248464	-3363	-1.3	100.0

March 2011 Sales By Fuel Type										
	March Month					March Year To Date				
	Year		Difference		% Share	Year		Difference		% Share
	2010	2011	Volume	%		2010	2011	Volume	%	
Petrol	66791	64505	-2286	-3.4	68.6	180663	175618	-5045	-2.8	70.8
Diesel	26241	28260	2019	7.7	30.1	66888	70189	3301	4.9	28.2
Hybrid	856	904	48	5.6	1.0	2038	1835	-203	-10.0	0.7
LPG	856	315	-541	-63.2	0.3	2238	822	-1416	-63.3	0.3
Total	94744	93984	-760	-0.8	100.0	251827	248464	-3363	-1.3	100.0

March 2011 Top 10 Production Locations										
	March Month					March Year To Date				
	Year		Difference		% Share	Year		Difference		% Share
	2010	2011	Volume	%		2010	2011	Volume	%	
Holden	5507	5218	-289	-5.2	5.6	14777	13257	-1520	-10.3	5.3
Ford	4440	3181	-1259	-28.4	3.4	12052	8432	-3620	-30.0	3.4
Toyota	3012	2439	-573	-19.0	2.6	8100	6419	-1681	-20.8	2.6
Mitsubishi	0	0	0	N/A	0.0	1	0	-1	-100.0	0.0
Local	12959	10838	-2121	-16.4	11.6	34930	28108	-6822	-19.5	11.3
Japan	34804	33021	-1783	-5.1	35.1	89979	88331	-1648	-1.8	35.6
Thailand	15150	16419	1269	8.4	17.5	37790	42285	4495	11.9	17.0
Korea	15049	13531	-1518	-10.1	14.4	42210	38075	-4135	-9.8	15.3
Germany	6459	6445	-14	-0.2	6.9	18608	16842	-1766	-9.5	6.8
England	1096	1936	840	76.6	2.1	3135	4711	1576	50.3	1.9
South Afr.	1406	1416	10	0.7	1.5	3684	4147	463	12.6	1.7
USA	1139	1844	705	61.9	2.0	3350	4075	725	21.6	1.6
India	323	931	608	188.2	1.0	712	2668	1956	274.7	1.1
China	548	756	208	38.0	0.8	1388	1873	485	34.9	0.8
Other	5811	6847	1036	17.8	7.1	16041	17349	1308	8.2	6.9
Total	94744	93984	-760	-0.8	100.0	251827	248464	-3363	-1.3	100.0

March 2011 Top 20 Nameplates

	March Month					March Year To Date				
	Year		Difference		%	Year		Difference		%
	2010	2011	Volume	%	Share	2010	2011	Volume	%	Share
Toyota	20306	18466	-1840	-9.1	19.6	51684	47887	-3797	-7.3	19.3
Holden	11795	10816	-979	-8.3	11.5	33476	29515	-3961	-11.8	11.9
Mazda	7453	8039	586	7.9	8.6	21114	22883	1769	8.4	9.2
Ford	8092	8698	606	7.5	9.3	21970	22713	743	3.4	9.1
Hyundai	7797	7126	-671	-8.6	7.6	21213	20143	-1070	-5.0	8.1
Nissan	6558	7789	1231	18.8	8.3	15298	18258	2960	19.3	7.3
Mitsubishi	5556	5656	100	1.8	6.0	14622	15311	689	4.7	6.2
Subaru	3679	3901	222	6.0	4.2	10217	10731	514	5.0	4.3
Volks.	3034	3228	194	6.4	3.4	8369	8758	389	4.6	3.5
Honda	4153	2634	-1519	-36.6	2.8	10261	7446	-2815	-27.4	3.0
Suzuki	2308	2210	-98	-4.2	2.4	5799	6304	505	8.7	2.5
KIA	2117	2164	47	2.2	2.3	5638	5736	98	1.7	2.3
Mercedes	1799	2005	206	11.5	2.1	4739	4405	-334	-7.0	1.8
Audi	1163	1387	224	19.3	1.5	3710	4323	613	16.5	1.7
BMW	1479	1709	230	15.6	1.8	4316	3927	-389	-9.0	1.6
Jeep	517	756	239	46.2	0.8	1502	1733	231	15.4	0.7
Great Wall	548	537	-11	-2.0	0.6	1388	1654	266	19.2	0.7
Lexus	730	742	12	1.6	0.8	1688	1615	-73	-4.3	0.6
Isuzu Ute	413	612	199	48.2	0.7	1085	1521	436	40.2	0.6
Land Rover	412	519	107	26.0	0.6	1163	1436	273	23.5	0.6
Peugeot	483	545	62	12.8	0.6	1305	1337	32	2.5	0.5
Isuzu	700	568	-132	-18.9	0.6	1788	1291	-497	-27.8	0.5
Volvo Car	469	494	25	5.3	0.5	1135	1268	133	11.7	0.5
Hino	478	344	-134	-28.0	0.4	1077	866	-211	-19.6	0.3
Mits Fuso	382	320	-62	-16.2	0.3	932	681	-251	-26.9	0.3
Dodge	107	217	110	102.8	0.2	301	577	276	91.7	0.2
Renault	160	259	99	61.9	0.3	462	576	114	24.7	0.2
Mini	249	174	-75	-30.1	0.2	597	459	-138	-23.1	0.2
Kenworth	148	164	16	10.8	0.2	321	369	48	15.0	0.1
Proton	188	111	-77	-41.0	0.1	601	365	-236	-39.3	0.1
Other	1471	1794	323	22.0	5.1	4056	4376	320	7.9	5.0
Total	94744	93984	-760	-0.8	100.0	251827	248464	-3363	-1.3	100.0

March 2011 Top 20 Passenger Nameplates

	March Month					March Year To Date				
	Year		Difference		% Share	Year		Difference		% Share
	2010	2011	Volume	%		2010	2011	Volume	%	
Holden	7892	8158	266	3.4	16.2	22496	21634	-862	-3.8	15.5
Toyota	9106	7266	-1840	-20.2	14.5	24002	21525	-2477	-10.3	15.5
Mazda	5431	6040	609	11.2	12.0	15566	17249	1683	10.8	12.4
Hyundai	5965	5036	-929	-15.6	10.0	15685	14915	-770	-4.9	10.7
Ford	4730	5001	271	5.7	10.0	13815	13313	-502	-3.6	9.6
Honda	3452	2157	-1295	-37.5	4.3	8670	6024	-2646	-30.5	4.3
Subaru	1641	2021	380	23.2	4.0	4738	5756	1018	21.5	4.1
Volks.	1956	1653	-303	-15.5	3.3	5207	5571	364	7.0	4.0
Mitsubishi	2383	1821	-562	-23.6	3.6	6262	5278	-984	-15.7	3.8
Suzuki	1858	1837	-21	-1.1	3.7	4622	5231	609	13.2	3.8
KIA	1619	1629	10	0.6	3.2	4230	4335	105	2.5	3.1
Nissan	2239	1897	-342	-15.3	3.8	4822	3846	-976	-20.2	2.8
Audi	852	1034	182	21.4	2.1	2670	3070	400	15.0	2.2
Mercedes	1290	1356	66	5.1	2.7	3328	2981	-347	-10.4	2.1
BMW	1059	935	-124	-11.7	1.9	3025	2338	-687	-22.7	1.7
Peugeot	425	435	10	2.4	0.9	1138	1172	34	3.0	0.8
Lexus	432	533	101	23.4	1.1	993	1129	136	13.7	0.8
Volvo Car	159	188	29	18.2	0.4	436	512	76	17.4	0.4
Mini	249	174	-75	-30.1	0.3	597	459	-138	-23.1	0.3
Proton	149	82	-67	-45.0	0.2	499	288	-211	-42.3	0.2
Other	830	975	145	17.5	1.8	2325	2596	271	11.7	1.9
Total	53717	50228	-3489	-6.5	100.0	145126	139222	-5904	-4.1	100.0

March 2011 Top 20 SUV Nameplates

	March Month					March Year To Date				
	Year		Difference		% Share	Year		Difference		% Share
	2010	2011	Volume	%		2010	2011	Volume	%	
Toyota	5659	5481	-178	-3.1	23.8	13124	13154	30	0.2	22.3
Nissan	1979	3081	1102	55.7	13.4	4749	7329	2580	54.3	12.4
Mitsubishi	1630	1787	157	9.6	7.7	4201	5336	1135	27.0	9.0
Subaru	2038	1880	-158	-7.8	8.2	5479	4975	-504	-9.2	8.4
Hyundai	1203	1410	207	17.2	6.1	3650	3650	0	0.0	6.2
Ford	1180	1274	94	8.0	5.5	3143	3418	275	8.7	5.8
Mazda	1359	1080	-279	-20.5	4.7	3708	3154	-554	-14.9	5.3
Holden	1455	670	-785	-54.0	2.9	4191	2584	-1607	-38.3	4.4
Volks	589	1110	521	88.5	4.8	2037	2063	26	1.3	3.5
Jeep	517	756	239	46.2	3.3	1502	1733	231	15.4	2.9
BMW	420	774	354	84.3	3.4	1291	1589	298	23.1	2.7
Honda	701	477	-224	-32.0	2.1	1591	1422	-169	-10.6	2.4
L/Rover	395	508	113	28.6	2.2	1110	1402	292	26.3	2.4
KIA	462	495	33	7.1	2.1	1252	1279	27	2.2	2.2
Audi	311	353	42	13.5	1.5	1040	1253	213	20.5	2.1
Suzuki	434	354	-80	-18.4	1.5	1129	1004	-125	-11.1	1.7
Volvo Car	310	306	-4	-1.3	1.3	699	756	57	8.2	1.3
Mercedes	187	304	117	62.6	1.3	573	677	104	18.2	1.1
Great Wall	317	187	-130	-41.0	0.8	693	664	-29	-4.2	1.1
Lexus	298	209	-89	-29.9	0.9	695	486	-209	-30.1	0.8
Other	199	570	371	186.4	2.5	759	1086	327	43.1	2.0
Total	21643	23066	1423	6.6	100.0	56616	59014	2398	4.2	100.0

March 2011 Light Commercial Nameplates

	March Month					March Year To Date				
	Year		Difference		% Share	Year		Difference		% Share
	2010	2011	Volume	%		2010	2011	Volume	%	
Toyota	5502	5685	183	3.3	31.1	14460	13110	-1350	-9.3	29.4
Nissan	2340	2811	471	20.1	15.4	5727	7083	1356	23.7	15.9
Ford	2182	2423	241	11.0	13.3	5012	5982	970	19.4	13.4
Holden	2448	1988	-460	-18.8	10.9	6789	5297	-1492	-22.0	11.9
Mitsubishi	1543	2048	505	32.7	11.2	4159	4697	538	12.9	10.5
Mazda	663	919	256	38.6	5.0	1840	2480	640	34.8	5.6
Hyundai	629	680	51	8.1	3.7	1878	1578	-300	-16.0	3.5
Isuzu Ute	413	612	199	48.2	3.3	1085	1521	436	40.2	3.4
Volks.	416	420	4	1.0	2.3	972	997	25	2.6	2.2
Great Wall	231	350	119	51.5	1.9	695	990	295	42.4	2.2
Mercedes	75	84	9	12.0	0.5	234	200	-34	-14.5	0.4
Ssang.	86	73	-13	-15.1	0.4	156	157	1	0.6	0.4
KIA	36	40	4	11.1	0.2	156	122	-34	-21.8	0.3
Renault	25	35	10	40.0	0.2	48	82	34	70.8	0.2
Proton	39	29	-10	-25.6	0.2	102	77	-25	-24.5	0.2
Suzuki	16	19	3	18.8	0.1	48	69	21	43.8	0.2
Citroen	35	21	-14	-40.0	0.1	93	53	-40	-43.0	0.1
L/Rover	17	11	-6	-35.3	0.1	53	34	-19	-35.8	0.1
Peugeot	15	15	0	0.0	0.1	41	27	-14	-34.1	0.1
Fiat	15	10	-5	-33.3	0.1	64	23	-41	-64.1	0.1
Total	16726	18273	1547	9.2	100.0	43612	44579	967	2.2	100.0

March 2011 Heavy Truck Nameplates

	March Month					March Year To Date				
	Year		Difference		% Share	Year		Difference		% Share
	2010	2011	Volume	%		2010	2011	Volume	%	
Isuzu	700	568	-132	-18.9	23.5	1788	1291	-497	-27.8	22.9
Hino	478	344	-134	-28.0	14.2	1077	866	-211	-19.6	15.3
Mits Fuso	382	320	-62	-16.2	13.2	932	681	-251	-26.9	12.1
Mercedes	247	261	14	5.7	10.8	604	547	-57	-9.4	9.7
K'worth	148	164	16	10.8	6.8	321	369	48	15.0	6.5
Iveco	86	122	36	41.9	5.0	283	343	60	21.2	6.1
Fiat	70	71	1	1.4	2.9	210	203	-7	-3.3	3.6
Volvo	77	91	14	18.2	3.8	185	201	16	8.6	3.6
Niss UD	70	87	17	24.3	3.6	160	178	18	11.3	3.2
Mack	49	68	19	38.8	2.8	117	170	53	45.3	3.0
Freightl.	67	67	0	0.0	2.8	171	132	-39	-22.8	2.3
Volks.	73	45	-28	-38.4	1.9	153	127	-26	-17.0	2.2
Toyota	39	34	-5	-12.8	1.4	98	98	0	0.0	1.7
Scania	23	29	6	26.1	1.2	76	78	2	2.6	1.4
Man	38	21	-17	-44.7	0.9	73	51	-22	-30.1	0.9
Hyundai		9	9	N/A	0.4		36	36	N/A	0.6
Daf	11	12	1	9.1	0.5	22	25	3	13.6	0.4
Renault	6	5	-1	-16.7	0.2	34	21	-13	-38.2	0.4
Caterpillar		8	8	N/A	0.3		19	19	N/A	0.3
I'national	14	5	-9	-64.3	0.2	19	13	-6	-31.6	0.2
W/Star	80	86	6	7.5	3.6	150	200	50	33.3	3.5
Total	2658	2417	-241	-9.1	100.0	6473	5649	-824	-12.7	100.0



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