

\*Data reported is based on responses from 3 companies currently responding to the Coachbuilder Survey

New 45' + Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy
Semi/full monoque, unibody chassis construction	Private	435	697	60.2%	790	13.3%	1,316	66.6%	1,326	0.8%	1,468	10.7%	1,553	5.8%	1,682	8.3%	1,702	1.2%
	Public	0	70	0.0%	20	-71.4%	147	635.0%	337	129.3%	513	52.2%	364	-29.0%	425	16.8%	429	0.9%
Body on chassis, body on frame or ladder type construction	Private	0	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-
	Public	0	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-
By Sector	Private	435	697	60.2%	790	13.3%	1,316	66.6%	1,326	0.8%	1,468	10.7%	1,553	5.8%	1,682	8.3%	1,702	1.2%
	Public	0	70	0.0%	20	-71.4%	147	635.0%	337	129.3%	513	52.2%	364	-29.0%	425	16.8%	429	0.9%
<b>Total</b>		<b>435</b>	<b>767</b>	<b>76.3%</b>	<b>810</b>	<b>5.6%</b>	<b>1,463</b>	<b>80.6%</b>	<b>1,663</b>	<b>13.7%</b>	<b>1,981</b>	<b>19.1%</b>	<b>1,917</b>	<b>-3.2%</b>	<b>2,107</b>	<b>9.9%</b>	<b>2,131</b>	<b>1.1%</b>

New 40 - <45' Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy
Semi/full monoque, unibody chassis construction	Private	8	9	12.5%	9	0.0%	14	55.6%	18	28.6%	26	44.4%	21	-19.2%	19	-9.5%	10	-47.4%
	Public	0	0	0.0%	0	0.0%	60	0.0%	18	-70.0%	29	61.1%	53	82.8%	30	-43.4%	20	-33.3%
Body on chassis, body on frame or ladder type construction	Private	15	0	-100.0%	0	-	0	-	3	-	11	266.7%	0	-100.0%	0	0.0%	0	0.0%
	Public	0	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-
By Sector	Private	23	9	-60.9%	9	0.0%	14	55.6%	21	50.0%	37	76.2%	21	-43.2%	19	-9.5%	10	-47.4%
	Public	0	0	0.0%	0	0.0%	60	0.0%	18	-70.0%	29	61.1%	53	82.8%	30	-43.4%	20	-33.3%
<b>Total</b>		<b>23</b>	<b>9</b>	<b>-60.9%</b>	<b>9</b>	<b>0.0%</b>	<b>74</b>	<b>722.2%</b>	<b>39</b>	<b>-47.3%</b>	<b>66</b>	<b>69.2%</b>	<b>74</b>	<b>12.1%</b>	<b>49</b>	<b>-33.8%</b>	<b>30</b>	<b>-38.8%</b>

New 30 - <40' Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy
Semi/full monoque, unibody chassis construction	Private	14	7	-50.0%	5	-28.6%	3	-40.0%	0	-100.0%	5	0.0%	143	2760.0%	123	-14.0%	118	-4.1%
	Public	0	0	-	12	-	0	-100.0%	0	-	0	-	0	-	0	-	0	-
Body on chassis, body on frame or ladder type construction	Private	22	30	36.4%	27	-10.0%	24	-11.1%	32	33.3%	39	21.9%	7	-82.1%	0	-100.0%	0	0.0%
	Public	0	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-
By Sector	Private	36	37	2.8%	32	-13.5%	27	-15.6%	32	18.5%	44	37.5%	150	240.9%	123	-18.0%	118	-4.1%
	Public	0	0	-	12	-	0	-100.0%	0	-	0	-	0	-	0	-	0	-
<b>Total</b>		<b>36</b>	<b>37</b>	<b>2.8%</b>	<b>44</b>	<b>18.9%</b>	<b>27</b>	<b>-38.6%</b>	<b>32</b>	<b>18.5%</b>	<b>44</b>	<b>37.5%</b>	<b>150</b>	<b>240.9%</b>	<b>123</b>	<b>-18.0%</b>	<b>118</b>	<b>-4.1%</b>

New

## Total Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy
Semi/full mono-coque, unibody chassis construction	Private	457	713	56.0%	804	12.8%	1,333	65.8%	1,344	0.8%	1,499	11.5%	1,717	14.5%	1,824	6.2%	1,830	0.3%
	Public	0	70	0.0%	32	-54.3%	207	546.9%	355	71.5%	542	52.7%	417	-23.1%	455	9.1%	449	-1.3%
Body on chassis, body on frame or ladder type construction	Private	37	30	-18.9%	27	-10.0%	24	-11.1%	35	45.8%	50	42.9%	7	-86.0%	0	-100.0%	0	0.0%
	Public	0	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-
By Sector	Private	494	743	50.4%	831	11.8%	1,357	63.3%	1,379	1.6%	1,549	12.3%	1,724	11.3%	1,824	5.8%	1,830	0.3%
	Public	0	70	0.0%	32	-54.3%	207	546.9%	355	71.5%	542	52.7%	417	-23.1%	455	9.1%	449	-1.3%
<b>Total</b>		494	813	64.6%	863	6.2%	1,564	81.2%	1,734	10.9%	2,091	20.6%	2,141	2.4%	2,279	6.4%	2,279	0.0%

Pre-owned

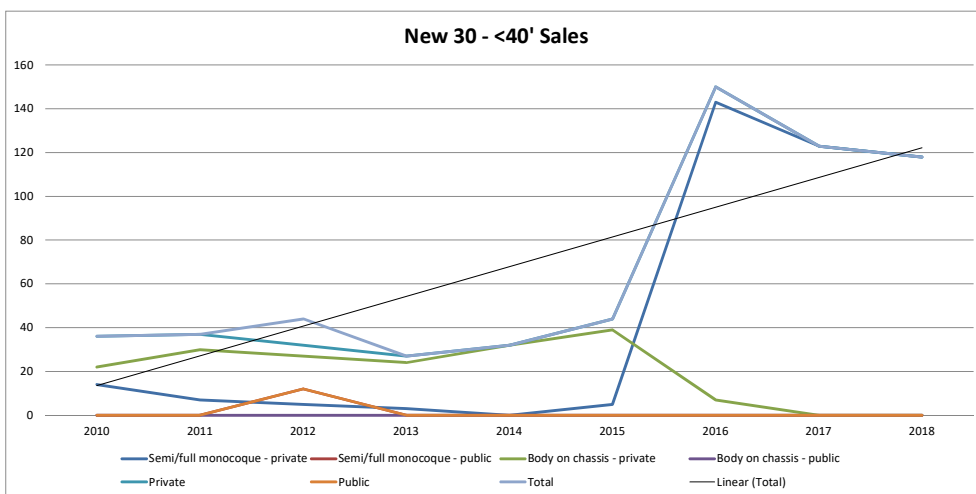
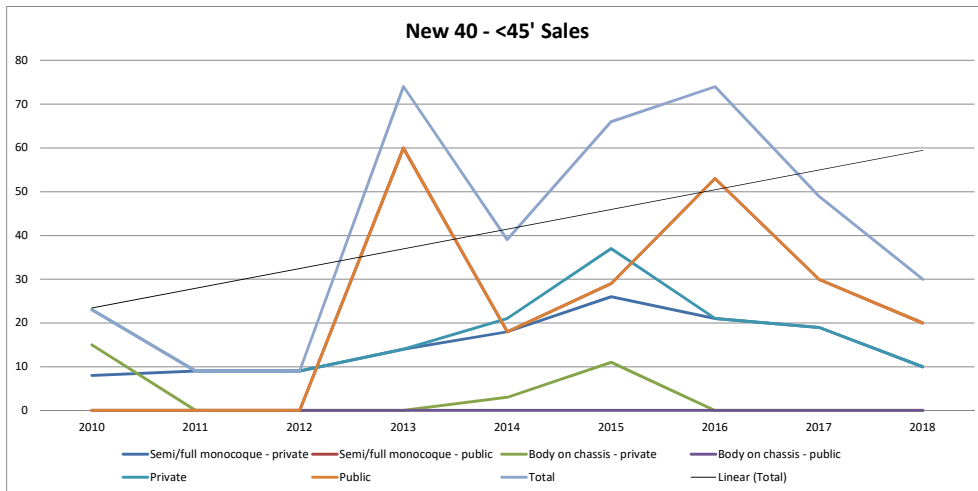
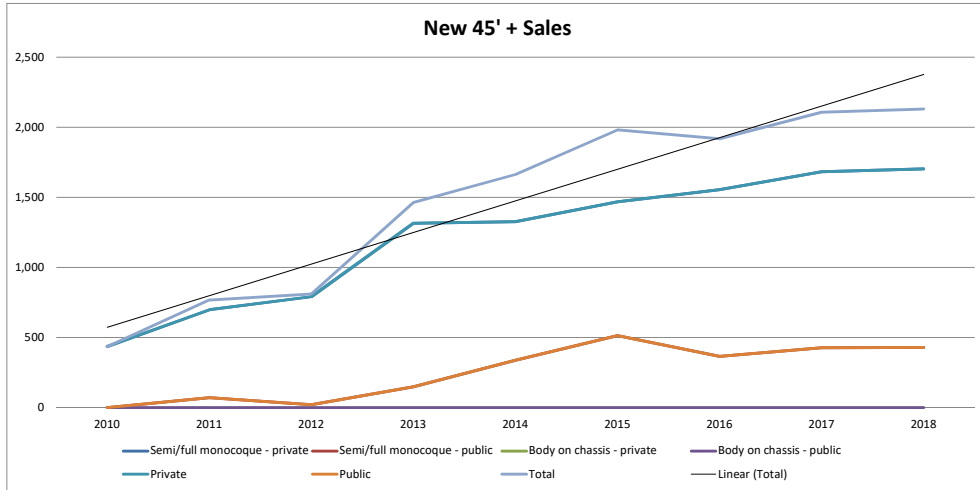
## Total Sales

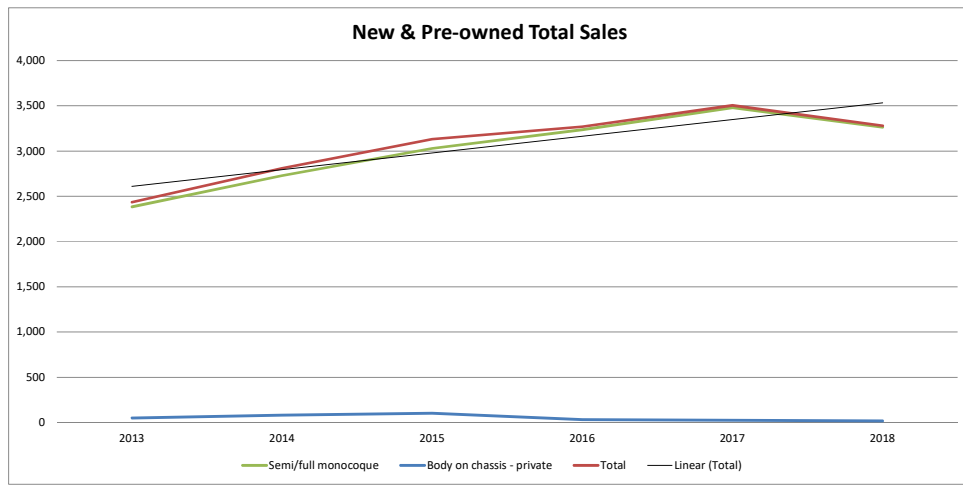
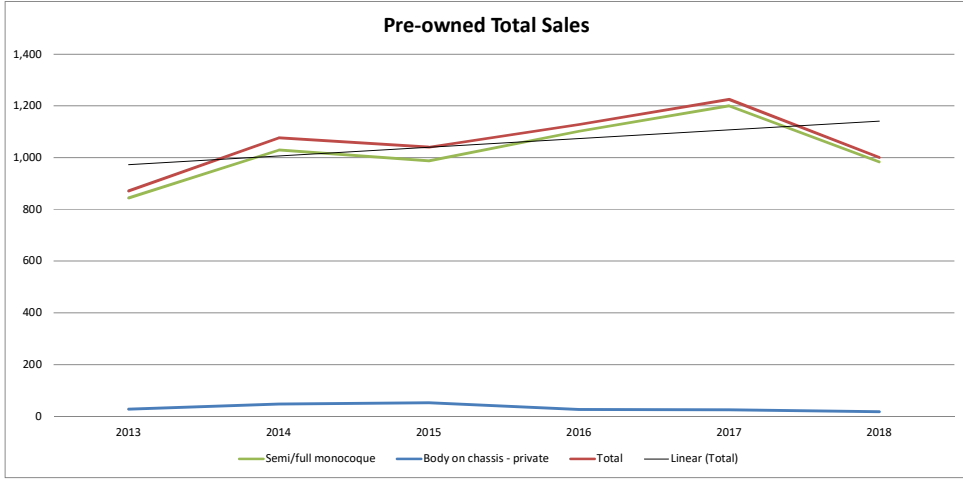
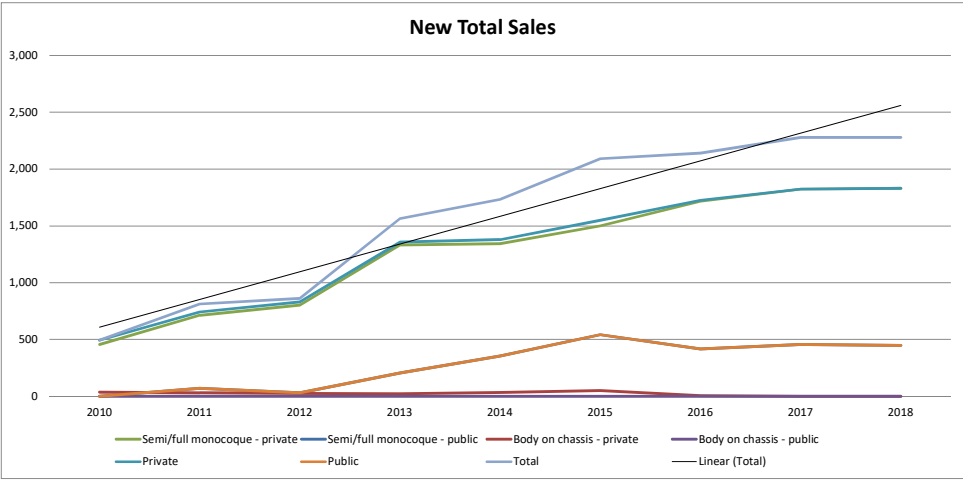
		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy
Semi/full mono-coque, unibody chassis construction		832	681	-18.1%	728	6.9%	844	15.9%	1,029	21.9%	988	-4.0%	1,102	11.5%	1,200	8.9%	983	-18.1%
Body on chassis, body on frame or ladder type construction		25	20	-20.0%	17	-15.0%	27	58.8%	47	74.1%	52	10.6%	26	-50.0%	25	-3.8%	17	-32.0%
<b>Total</b>		857	701	-18.2%	745	6.3%	871	16.9%	1,076	23.5%	1,040	-3.3%	1,128	8.5%	1,225	8.6%	1,000	-18.4%

New &amp; Pre-owned

## Total Sales

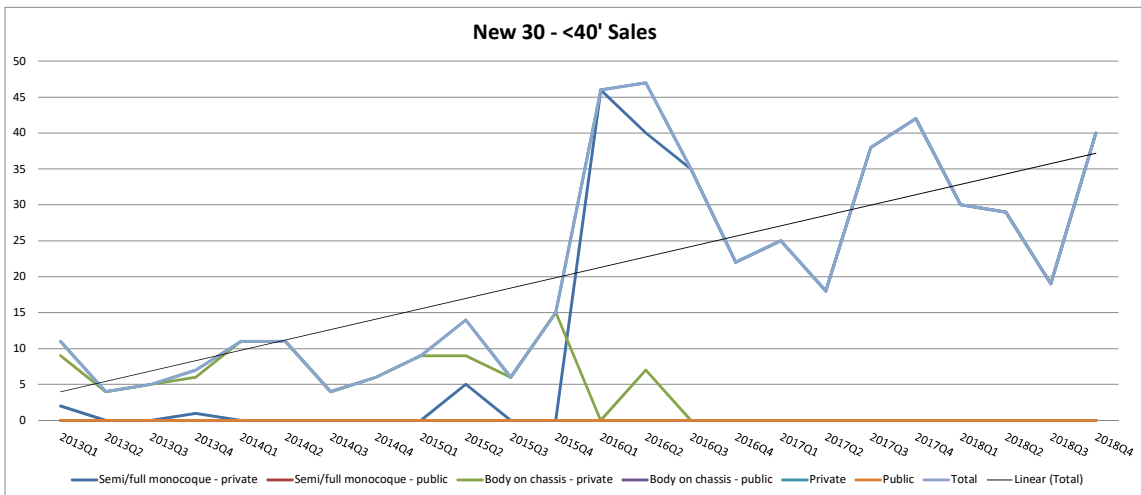
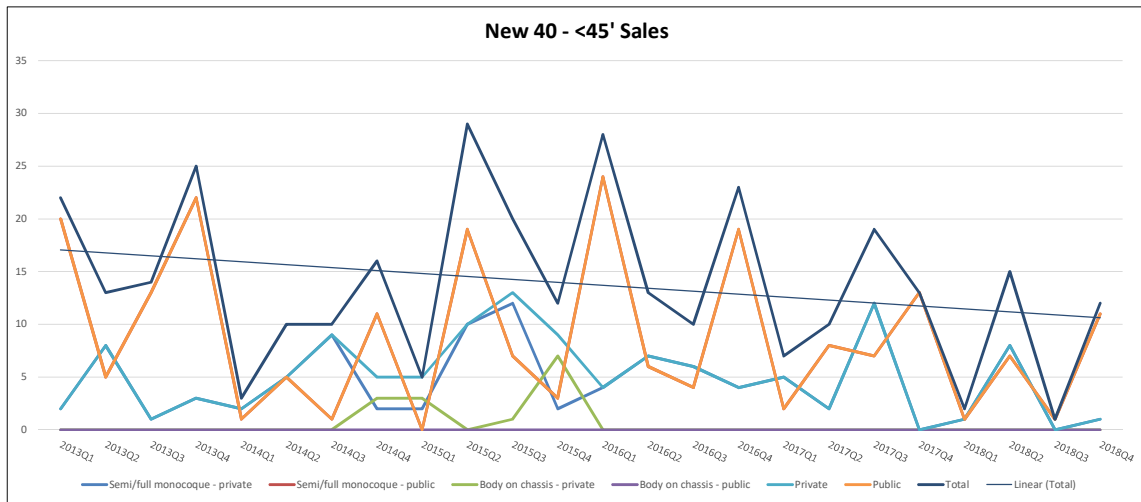
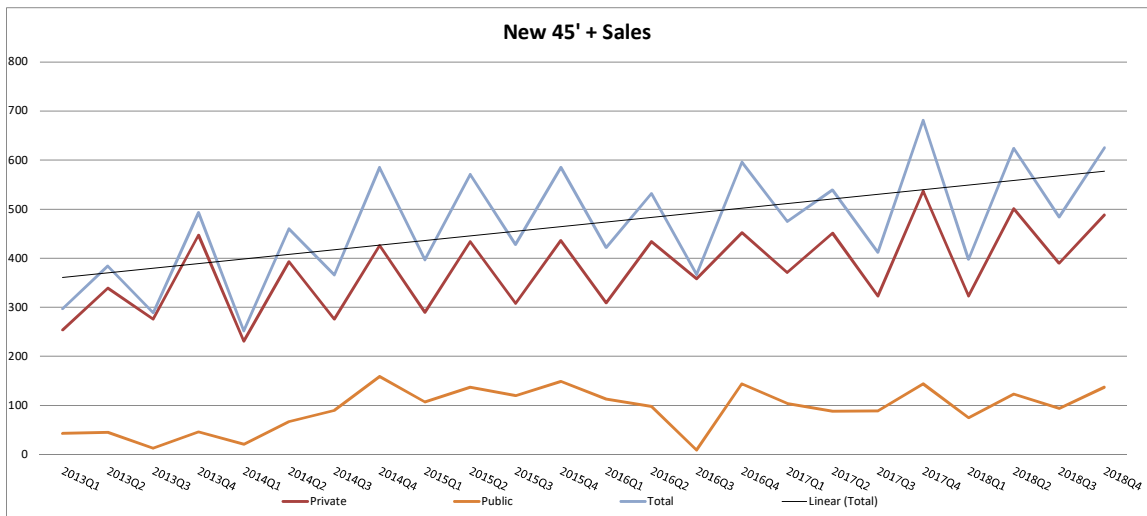
		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy
Semi/full mono-coque, unibody chassis construction		1,289	1,464	13.6%	1,564	6.8%	2,384	52.4%	2,728	14.4%	3,029	11.0%	3,236	6.8%	3,479	7.5%	3,262	-6.2%
Body on chassis, body on frame or ladder type construction		62	50	-19.4%	44	-12.0%	51	15.9%	82	60.8%	102	24.4%	33	-67.6%	25	-24.2%	17	-32.0%
<b>Total</b>		1,351	1,514	12.1%	1,608	6.2%	2,435	51.4%	2,810	15.4%	3,131	11.4%	3,269	4.4%	3,504	7.2%	3,279	-6.4%

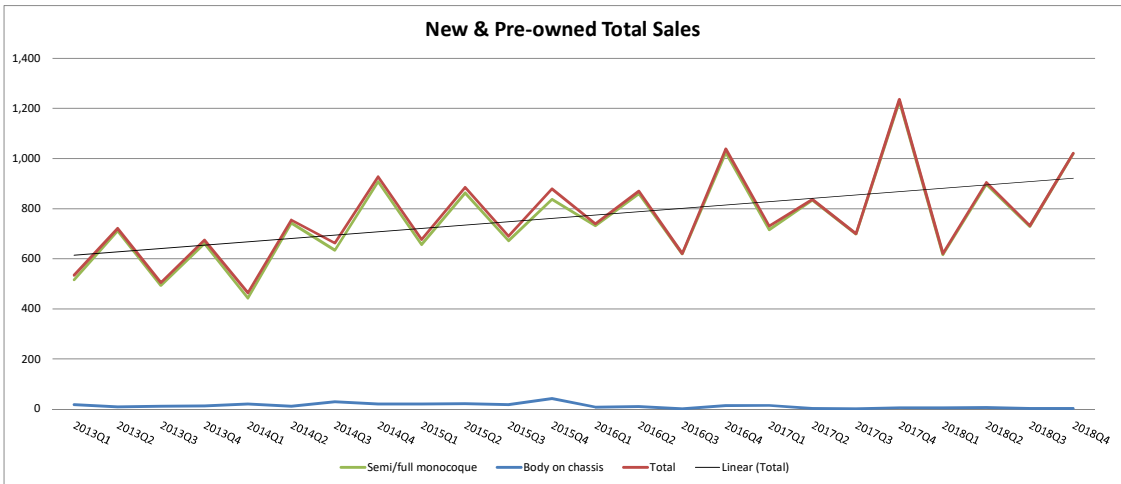
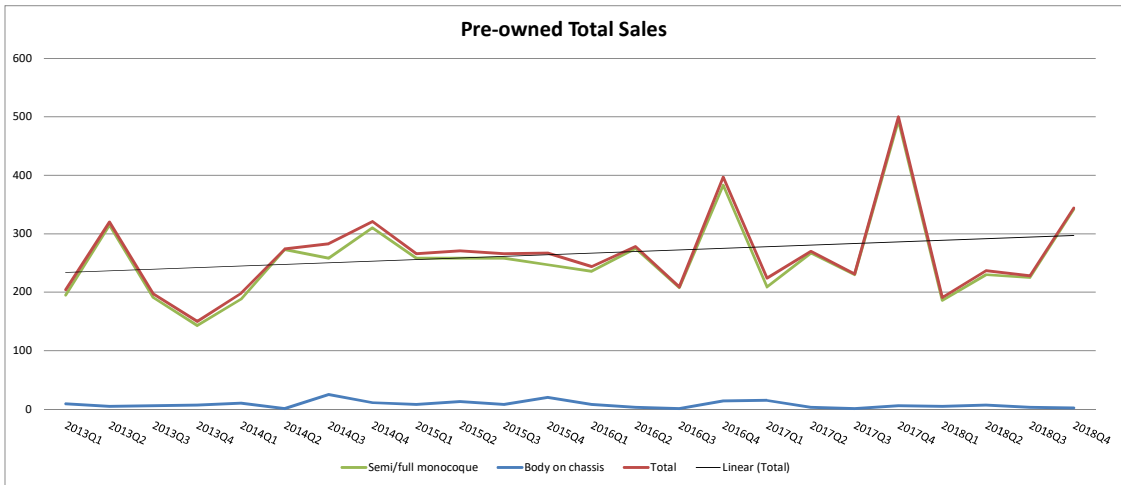
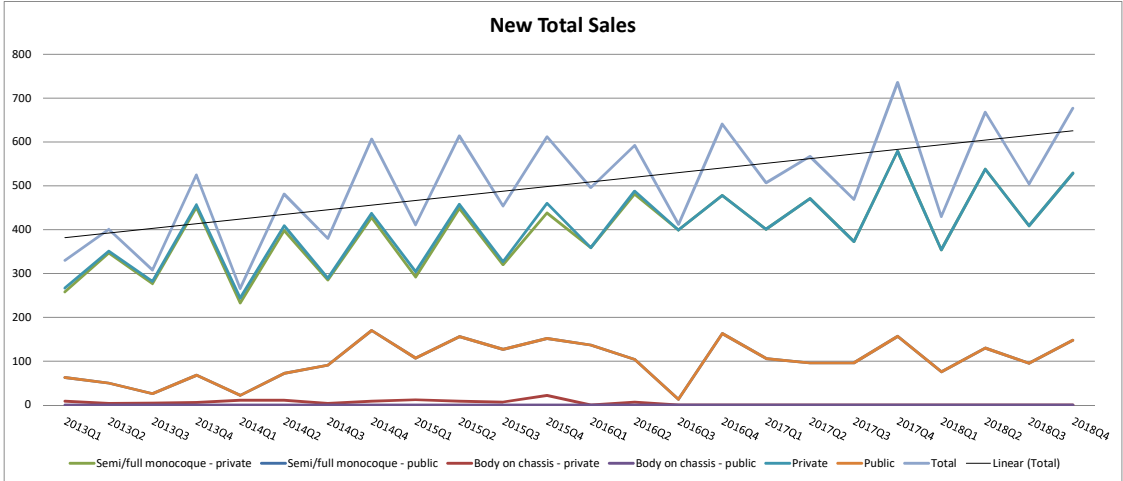














Results For: **Q1 - 2016**  
 Respondents: 3 (Historically Edited)

Private Sector Sales *New Vehicles*

Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		45' +	Yes	
40 - <45'	Yes	4	0	4
30 - <40'	Yes	46	0	46
	<b>Total</b>	<b>359</b>	<b>0</b>	<b>359</b>

Public Sector Sales *New Vehicles*

Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		45' +	Yes	
40 - <45'	Yes	24	0	24
30 - <40'	Yes	0	0	0
	<b>Total</b>	<b>137</b>	<b>0</b>	<b>137</b>

Pre-owned Vehicle Sales *Pre-owned Vehicles*

Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
236	8	244

Shell Sales

Total Shell Sales: 5  
*(sale of a monocoque or unibody chassis with integrated passenger deck above a luggage compartment to a third-party coach builder for commercial leasing)*

Engines (new vehicle sales)

Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
94	0	228	179	0	0	0	501

Transmission (new vehicle sales)

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
487	5	9	0	0	0	501

Sales By Market

Market	New Vehicles	Pre-Owned Vehicles	Total
United States	466	237	703
Canada	30	7	37
Other	0	0	0
<b>Total</b>	<b>496</b>	<b>244</b>	<b>740</b>

Source of Vehicles

Source	New Vehicles	Pre-Owned Vehicles	Total
United States & Canada	318	92	410
Other Countries	178	152	330
<b>Total</b>	<b>496</b>	<b>244</b>	<b>740</b>

Results For: **Q2 - 2016**  
 Respondents: 3 (Historically Edited)

Private Sector Sales *New Vehicles*

Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		45' +	Yes	
40 - <45'	Yes	7	0	7
30 - <40'	Yes	40	7	47
	<b>Total</b>	<b>481</b>	<b>7</b>	<b>488</b>

Public Sector Sales *New Vehicles*

Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		45' +	Yes	
40 - <45'	Yes	6	0	6
30 - <40'	Yes	0	0	0
	<b>Total</b>	<b>104</b>	<b>0</b>	<b>104</b>

Pre-owned Vehicle Sales *Pre-owned Vehicles*

Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
275	3	278

Shell Sales

Total Shell Sales: 12  
*(sale of a monocoque or unibody chassis with integrated passenger deck above a luggage compartment to a third-party coach builder for commercial leasing)*

Engines (new vehicle sales)

Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
135	0	263	206	0	0	0	604

Transmission (new vehicle sales)

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
603	1	0	0	0	0	604

Sales By Market

Market	New Vehicles	Pre-Owned Vehicles	Total
United States	497	269	766
Canada	95	9	104
Other	0	0	0
<b>Total</b>	<b>592</b>	<b>278</b>	<b>870</b>

Source of Vehicles

Source	New Vehicles	Pre-Owned Vehicles	Total
United States & Canada	416	111	527
Other Countries	176	167	343
<b>Total</b>	<b>592</b>	<b>278</b>	<b>870</b>

Results For: **Q3 - 2016**  
 Respondents: **3 (Historically Edited)**

Private Sector Sales *New Vehicles*

Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		45' +	Yes	
40 - <45'	Yes	6	0	6
30 - <40'	Yes	35	0	35
<b>Total</b>		<b>399</b>	<b>0</b>	<b>399</b>

Public Sector Sales *New Vehicles*

Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		45' +	Yes	
40 - <45'	Yes	4	0	4
30 - <40'	Yes	0	0	0
<b>Total</b>		<b>13</b>	<b>0</b>	<b>13</b>

Pre-owned Vehicle Sales *Pre-owned Vehicles*

Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
208	1	209

Shell Sales

Total Shell Sales:

*(sale of a monocoque or unibody chassis with integrated passenger deck above a luggage compartment to a third-party coach builder for commercial leasing)*

Engines (new vehicle sales)

Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
109	0	180	141	0	0	0	430

Transmission (new vehicle sales)

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
427	3	0	0	0	0	430

Sales By Market

Market	<i>New Vehicles</i>
United States	355
Canada	57
Other	0
<b>Total</b>	<b>412</b>

Source of Vehicles

Source	<i>New Vehicles</i>
Domestic (US/Canada)	239
Imports	173
<b>Total</b>	<b>412</b>

Results For: **Q4 - 2016**  
 Respondents: **3 (Historically Edited)**

**Private Sector Sales**

*New Vehicles*

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' +	Yes	
40 - <45'	Yes	4	0	4
30 - <40'	Yes	22	0	22
<b>Total</b>		<b>478</b>	<b>0</b>	<b>478</b>

**Public Sector Sales**

*New Vehicles*

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' +	Yes	
40 - <45'	Yes	19	0	19
30 - <40'	Yes	0	0	0
<b>Total</b>		<b>163</b>	<b>0</b>	<b>163</b>

**Pre-owned Vehicle Sales**

*Pre-owned Vehicles*

Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
383	14	397

**Shell Sales**

Total Shell Sales

22
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*(sale of a monocoque or unibody chassis with integrated passenger deck above a luggage compartment to a third-party coach builder for commercial leasing)*

**Engines (new vehicle sales)**

Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
106	0	344	213	0	0	0	663

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
652	2	9	0	0	0	663

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	568	384	952
Canada	73	13	86
Other	0	0	0
<b>Total</b>	<b>641</b>	<b>397</b>	<b>1,038</b>

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	483	131	614
Other Countries	158	266	424
<b>Total</b>	<b>641</b>	<b>397</b>	<b>1,038</b>

Results For: **Q1 - 2017**  
 Respondents: **3 (Historically Edited)**

**Private Sector Sales**

*New Vehicles*

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' + Yes	371	
40 - <45' Yes	5	0	<b>5</b>	
30 - <40' Yes	25	0	<b>25</b>	
<b>Total</b>	<b>401</b>	<b>0</b>	<b>401</b>	

**Public Sector Sales**

*New Vehicles*

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' + Yes	104	
40 - <45' Yes	2	0	<b>2</b>	
30 - <40' Yes	0	0	<b>0</b>	
<b>Total</b>	<b>106</b>	<b>0</b>	<b>106</b>	

**Pre-owned Vehicle Sales**

*Pre-owned Vehicles*

Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
209	15	<b>224</b>

**Shell Sales**

Total Shell Sales

14
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*(sale of a monocoque or unibody chassis with integrated passenger deck above a luggage compartment to a third-party coach builder for commercial leasing)*

**Engines (new vehicle sales)**

Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
112	0	269	140	0	0	0	521

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
521	0	0	0	0	0	521

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	435	215	<b>650</b>
Canada	72	9	<b>81</b>
Other	0	0	<b>0</b>
<b>Total</b>	<b>507</b>	<b>224</b>	<b>731</b>

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	362	79	<b>441</b>
Other Countries	145	145	<b>290</b>
<b>Total</b>	<b>507</b>	<b>224</b>	<b>731</b>

Results For: **Q2 - 2017**  
 Respondents: **3 (Historically Edited)**

**Private Sector Sales**

*New Vehicles*

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' +	Yes	
40 - <45'	Yes	2	0	2
30 - <40'	Yes	18	0	18
<u>Total</u>		471	0	471

**Public Sector Sales**

*New Vehicles*

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' +	Yes	
40 - <45'	Yes	8	0	8
30 - <40'	Yes	0	0	0
<u>Total</u>		96	0	96

**Pre-owned Vehicle Sales**

*Pre-owned Vehicles*

Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
267	3	270

**Shell Sales**

Total Shell Sales

20
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*(sale of a monocoque or unibody chassis with integrated passenger deck above a luggage compartment to a third-party coach builder for commercial leasing)*

**Engines (new vehicle sales)**

Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
160	0	236	191	0	0	0	587

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
559	3	25	0	0	0	587

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	446	240	686
Canada	121	30	151
Other	0	0	0
<u>Total</u>	567	270	837

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	525	130	655
Other Countries	42	140	182
<u>Total</u>	567	270	837

Results For: **Q3 - 2017**  
 Respondents: **3 (Historically Edited)**

**Private Sector Sales**

*New Vehicles*

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' +	Yes	
40 - <45'	Yes	12	0	12
30 - <40'	Yes	38	0	38
<u>Total</u>		<b>373</b>	<b>0</b>	<b>373</b>

**Public Sector Sales**

*New Vehicles*

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' +	Yes	
40 - <45'	Yes	7	0	7
30 - <40'	Yes	0	0	0
<u>Total</u>		<b>96</b>	<b>0</b>	<b>96</b>

**Pre-owned Vehicle Sales**

*Pre-owned Vehicles*

Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
230	1	231

**Shell Sales**

Total Shell Sales

13
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*(sale of a monocoque or unibody chassis with integrated passenger deck above a luggage compartment to a third-party coach builder for commercial leasing)*

**Engines (new vehicle sales)**

Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
112	0	225	145	0	0	0	482

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
480	2	0	0	0	0	482

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	440	217	657
Canada	29	14	43
Other	0	0	0
<u>Total</u>	<b>469</b>	<b>231</b>	<b>700</b>

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	303	123	426
Other Countries	166	108	274
<u>Total</u>	<b>469</b>	<b>231</b>	<b>700</b>

Results For: **Q4 - 2017**  
Respondents: **3 (Historically Edited)**

**Private Sector Sales**

*New Vehicles*

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' + Yes	537	
40 - <45' Yes	0	0	<b>0</b>	
30 - <40' Yes	42	0	<b>42</b>	
<b>Total</b>	<b>579</b>	<b>0</b>	<b>579</b>	

**Public Sector Sales**

*New Vehicles*

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' + Yes	144	
40 - <45' Yes	13	0	<b>13</b>	
30 - <40' Yes	0	0	<b>0</b>	
<b>Total</b>	<b>157</b>	<b>0</b>	<b>157</b>	

**Pre-owned Vehicle Sales**

*Pre-owned Vehicles*

Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
494	6	<b>500</b>

**Shell Sales**

Total Shell Sales

20
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*(sale of a monocoque or unibody chassis with integrated passenger deck above a luggage compartment to a third-party coach builder for commercial leasing)*

**Engines (new vehicle sales)**

Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
114	0	393	249	0	0	0	756

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
755	1	0	0	0	0	756

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	710	477	<b>1187</b>
Canada	26	23	<b>49</b>
Other	0	0	<b>0</b>
<b>Total</b>	<b>736</b>	<b>500</b>	<b>1,236</b>

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	537	224	<b>761</b>
Other Countries	199	276	<b>475</b>
<b>Total</b>	<b>736</b>	<b>500</b>	<b>1,236</b>



Results For: **Q1 - 2018**  
 Respondents: **3 (Historically Edited)**

**Private Sector Sales**

*New Vehicles*

<b>Length</b>	<b>Baggage storage</b>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<b>Total</b>
		45' +	Yes	
40 - <45'	Yes	1	0	<b>1</b>
30 - <40'	Yes	30	0	<b>30</b>
	<b>Total</b>	<b>354</b>	<b>0</b>	<b>354</b>

**Public Sector Sales**

*New Vehicles*

<b>Length</b>	<b>Baggage storage</b>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<b>Total</b>
		45' +	Yes	
40 - <45'	Yes	1	0	<b>1</b>
30 - <40'	Yes	0	0	<b>0</b>
	<b>Total</b>	<b>76</b>	<b>0</b>	<b>76</b>

**Pre-owned Vehicle Sales**

*Pre-owned Vehicles*

Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<b>Total</b>
186	5	<b>191</b>

**Shell Sales**

Total Shell Sales

8
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*(sale of a monocoque or unibody chassis with integrated passenger deck above a luggage compartment to a third-party coach builder for commercial leasing)*

**Engines (new vehicle sales)**

Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
112	0	199	127	0	0	0	<b>438</b>

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
438	0	0	0	0	0	<b>438</b>

**Sales By Market**

<b>Market</b>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<b>Total</b>
United States	409	183	<b>592</b>
Canada	29	7	<b>36</b>
Other	0	1	<b>1</b>
<b>Total</b>	<b>438</b>	<b>191</b>	<b>629</b>

**Source of Vehicles**

<b>Source</b>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<b>Total</b>
United States & Canada	287	90	<b>377</b>
Other Countries	151	101	<b>252</b>
<b>Total</b>	<b>438</b>	<b>191</b>	<b>629</b>

Results For: **Q2 - 2018**  
 Respondents: **3 (Historically Edited)**

**Private Sector Sales**

*New Vehicles*

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' +	Yes	
40 - <45'	Yes	8	0	8
30 - <40'	Yes	29	0	29
	<b>Total</b>	<b>538</b>	<b>0</b>	<b>538</b>

**Public Sector Sales**

*New Vehicles*

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' +	Yes	
40 - <45'	Yes	7	0	7
30 - <40'	Yes	0	0	0
	<b>Total</b>	<b>130</b>	<b>0</b>	<b>130</b>

**Pre-owned Vehicle Sales**

*Pre-owned Vehicles*

Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
230	7	237

**Shell Sales**

Total Shell Sales

14

*(sale of a monocoque or unibody chassis with integrated passenger deck above a luggage compartment to a third-party coach builder for commercial leasing)*

**Engines (new vehicle sales)**

Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
113	0	336	233	0	0	0	682

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
682	0	0	0	0	0	682

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	539	220	759
Canada	129	17	146
Other	0	0	0
<b>Total</b>	<b>668</b>	<b>237</b>	<b>905</b>

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	473	194	667
Other Countries	195	43	238
<b>Total</b>	<b>668</b>	<b>237</b>	<b>905</b>

**Private Sector Sales**

*New Vehicles*

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' +	Yes	
40 - <45'	Yes	0	0	0
30 - <40'	Yes	19	0	19
	<b>Total</b>	<b>409</b>	<b>0</b>	<b>409</b>

**Public Sector Sales**

*New Vehicles*

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' +	Yes	
40 - <45'	Yes	1	0	1
30 - <40'	Yes	0	0	0
	<b>Total</b>	<b>95</b>	<b>0</b>	<b>95</b>

**Pre-owned Vehicle Sales**

*Pre-owned Vehicles*

Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
225	3	228

**Shell Sales**

Total Shell Sales

10
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(sale of a monocoque or unibody chassis with integrated passenger deck above a luggage compartment to a third-party coach builder for commercial leasing)

**Engines (new vehicle sales)**

Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
118	0	228	168	0	0	0	514

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
513	1	0	0	0	0	514

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	472	211	683
Canada	32	16	48
Other	0	1	1
<b>Total</b>	<b>504</b>	<b>228</b>	<b>732</b>

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	345	148	493
Other Countries	159	80	239
<b>Total</b>	<b>504</b>	<b>228</b>	<b>732</b>

American Bus Association Foundation  
 Coach Manufacturer Survey  
 Quarterly Survey  
 Results For: **Q4 - 2018**  
 Respondents **3**

**Private Sector Sales**

*New Vehicles*

<u>Length</u>	<u>Baggage storage</u>	Semi/full mono-coque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' +	Yes	
40 - <45'	Yes	1	0	1
30 - <40'	Yes	40	0	40
	<u>Total</u>	529	0	529

**Public Sector Sales**

*New Vehicles*

<u>Length</u>	<u>Baggage storage</u>	Semi/full mono-coque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' +	Yes	
40 - <45'	Yes	11	0	11
30 - <40'	Yes	0	0	0
	<u>Total</u>	148	0	148

**Pre-owned Vehicle Sales**

*Pre-owned Vehicles*

Semi/full mono-coque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
342	2	344

**Shell Sales**

Total Shell Sales

22
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(sale of a mono-coque or unibody chassis with integrated passenger deck above a luggage compartment to a third-party coach builder for commercial leasing)

**Engines (new vehicle sales)**

Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
137	0	337	225	0	0	0	699

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
699	0	0	0	0	0	699

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	608	317	925
Canada	69	24	93
Other	0	3	3
<u>Total</u>	677	344	1,021

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	511	114	625
Other Countries	166	230	396
<u>Total</u>	677	344	1,021