

*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 mono-coque, 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%
Total		435	767	76.3%	810	5.6%	1,463	80.6%	1,663	13.7%	1,981	19.1%	1,917	-3.2%	2,107	9.9%	2,131	1.1%

New 40 - <45' 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	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%
Total		23	9	-60.9%	9	0.0%	74	722.2%	39	-47.3%	66	69.2%	74	12.1%	49	-33.8%	30	-38.8%

New 30 - <40' 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	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	-
Total		36	37	2.8%	44	18.9%	27	-38.6%	32	18.5%	44	37.5%	150	240.9%	123	-18.0%	118	-4.1%

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%
Total		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

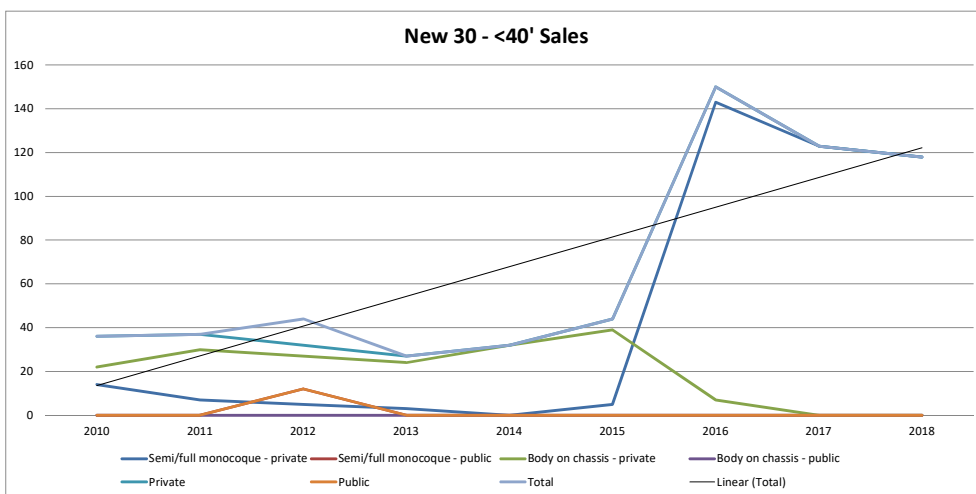
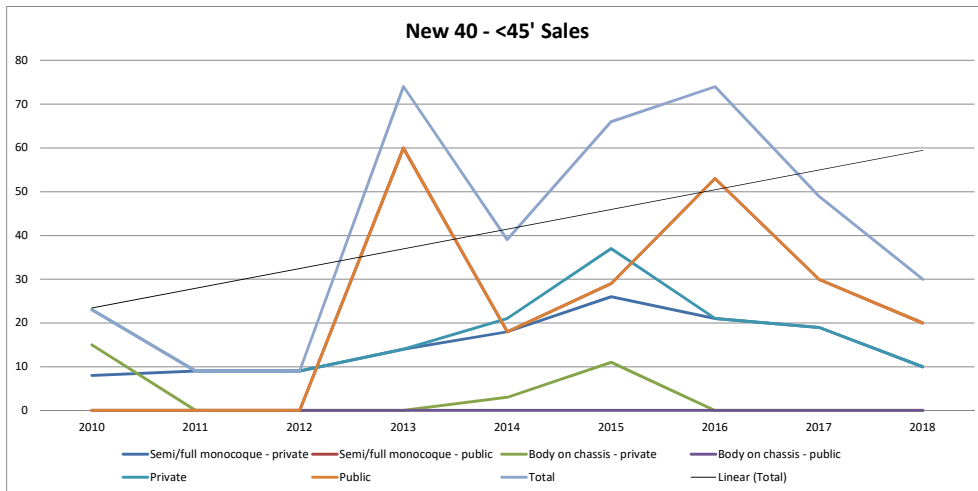
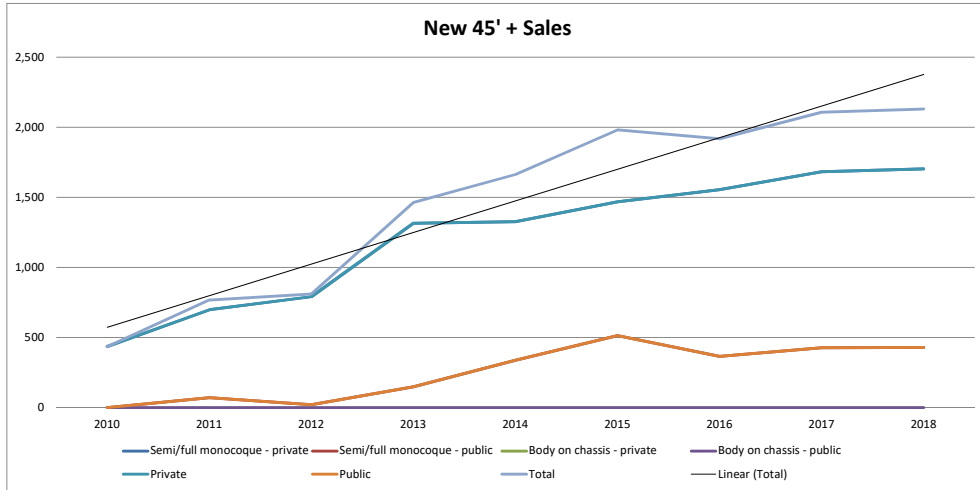
Total Sales

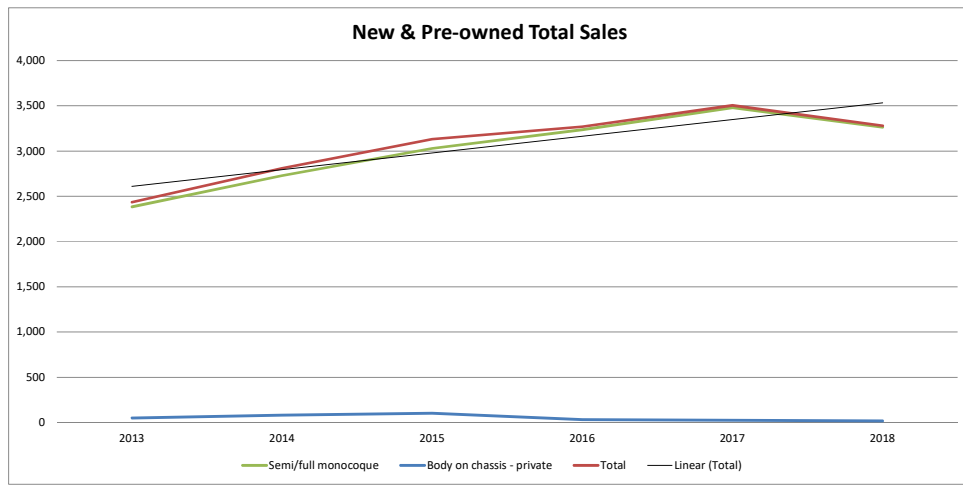
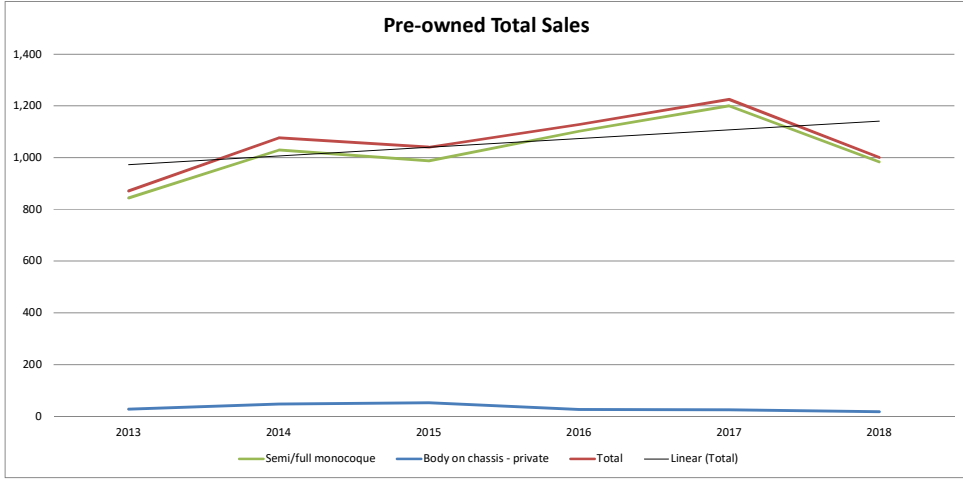
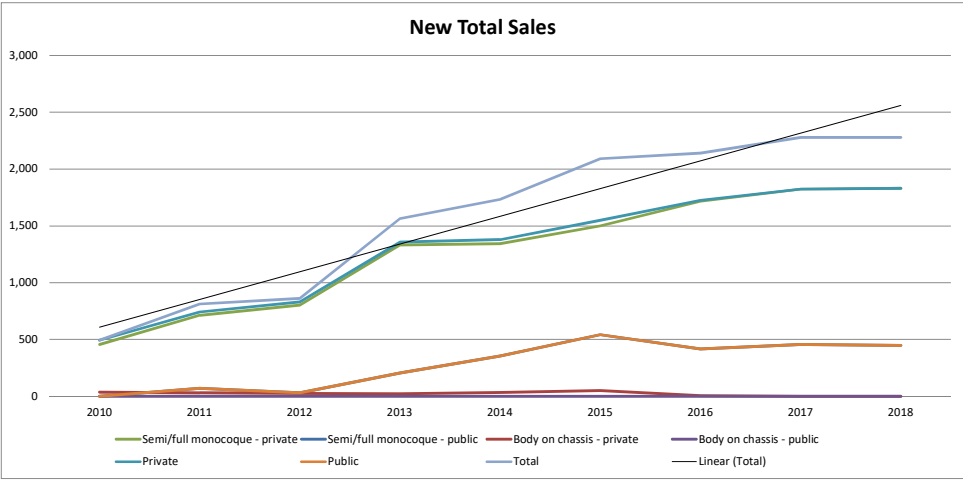
		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy
Semi/full mono-coque, unibody chassis construction		832	681	-18.1%	728	6.9%	844	15.9%	1,029	21.9%	988	-4.0%	1,102	11.5%	1,200	8.9%	983	-18.1%
Body on chassis, body on frame or ladder type construction		25	20	-20.0%	17	-15.0%	27	58.8%	47	74.1%	52	10.6%	26	-50.0%	25	-3.8%	17	-32.0%
Total		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 & 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%
Total		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%





New 45' + Sales

	qoq	2016Q1	2017Q1	qoq	2016Q2	2017Q2	qoq	2016Q3	2017Q3	qoq	2016Q4	2017Q4	qoq	2017Q1	2018Q1	qoq	2017Q2	2018Q2	qoq	2017Q3	2018Q3	qoq	2017Q4	2018Q4	qoq	2018Q1	2019Q1	qoq	2018Q2	2019Q2	qoq
Semi/full monocoque, unibody chassis construction	-3.7%	309	371	20.1%	434	451	3.9%	358	323	-9.8%	452	537	18.8%	371	323	-12.9%	451	501	11.1%	323	390	20.7%	537	488	-9.1%	323	275	-14.9%	501	401	-20.0%
	-3.4%	113	104	-8.0%	98	88	-10.2%	9	89	888.9%	144	144	0.0%	104	75	-27.9%	88	123	39.8%	89	94	5.6%	144	137	-4.9%	75	85	13.3%	123	75	-39.0%
Body on chassis, body on frame or ladder type construction	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-
	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-
By Sector	-3.7%	309	371	20.1%	434	451	3.9%	358	323	-9.8%	452	537	18.8%	371	323	-12.9%	451	501	11.1%	323	390	20.7%	537	488	-9.1%	323	275	-14.9%	501	401	-20.0%
	-3.4%	113	104	-8.0%	98	88	-10.2%	9	89	888.9%	144	144	0.0%	104	75	-27.9%	88	123	39.8%	89	94	5.6%	144	137	-4.9%	75	85	13.3%	123	75	-39.0%
Total	-1.9%	422	475	12.6%	532	539	1.3%	367	412	12.3%	596	681	14.3%	475	398	-16.2%	539	624	15.8%	412	484	17.5%	681	625	-8.2%	398	360	-9.5%	624	476	-23.7%

New 40 - <45' Sales

	qoq	2016Q1	2017Q1	qoq	2016Q2	2017Q2	qoq	2016Q3	2017Q3	qoq	2016Q4	2017Q4	qoq	2017Q1	2018Q1	qoq	2017Q2	2018Q2	qoq	2017Q3	2018Q3	qoq	2017Q4	2018Q4	qoq	2018Q1	2019Q1	qoq	2018Q2	2019Q2	qoq
Semi/full monocoque, unibody chassis construction	100.0%	4	5	25.0%	7	2	-71.4%	6	12	100.0%	4	0	-100.0%	5	1	-80.0%	2	8	300.0%	12	0	-100.0%	0	1	#DIV/0!	1	3	200.0%	8	0	-100.0%
	533.3%	24	2	-91.7%	6	8	33.3%	4	7	75.0%	19	13	-31.6%	2	1	-50.0%	8	7	-12.5%	7	1	-85.7%	13	11	-15.4%	1	0	-100.0%	7	4	-42.9%
Body on chassis, body on frame or ladder type construction	-100.0%	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-
	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-
By Sector	-55.6%	4	5	25.0%	7	2	-71.4%	6	12	100.0%	4	0	-100.0%	5	1	-80.0%	2	8	300.0%	12	0	-100.0%	0	1	#DIV/0!	1	3	200.0%	8	0	-100.0%
	533.3%	24	2	-91.7%	6	8	33.3%	4	7	75.0%	19	13	-31.6%	2	1	-50.0%	8	7	-12.5%	7	1	-85.7%	13	11	-15.4%	1	0	-100.0%	7	4	-42.9%
Total	91.7%	28	7	-75.0%	13	10	-23.1%	10	19	90.0%	23	13	-43.5%	7	2	-71.4%	10	15	50.0%	19	1	-94.7%	13	12	-7.7%	2	3	50.0%	15	4	-73.3%

New 30 - <40' Sales

	qoq	2016Q1	2017Q1	qoq	2016Q2	2017Q2	qoq	2016Q3	2017Q3	qoq	2016Q4	2017Q4	qoq	2017Q1	2018Q1	qoq	2017Q2	2018Q2	qoq	2017Q3	2018Q3	qoq	2017Q4	2018Q4	qoq	2018Q1	2019Q1	qoq	2018Q2	2019Q2	qoq
Semi/full monocoque, unibody chassis construction	#DIV/0!	46	25	-45.7%	40	18	-55.0%	35	38	8.6%	22	42	90.9%	25	30	20.0%	18	29	61.1%	38	19	-50.0%	42	40	-4.8%	30	46	53.3%	29	21	-27.6%
	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	1	-
Body on chassis, body on frame or ladder type construction	-100.0%	0	0	-	7	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-
	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-
By Sector	-46.7%	46	25	-45.7%	47	18	-61.7%	35	38	8.6%	22	42	90.9%	25	30	20.0%	18	29	61.1%	38	19	-50.0%	42	40	-4.8%	30	46	53.3%	29	21	-27.6%
	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	1	-
Total	-46.7%	46	25	-45.7%	47	18	-61.7%	35	38	8.6%	22	42	90.9%	25	30	20.0%	18	29	61.1%	38	19	-50.0%	42	40	-4.8%	30	46	53.3%	29	22	-24.1%

New Total Sales

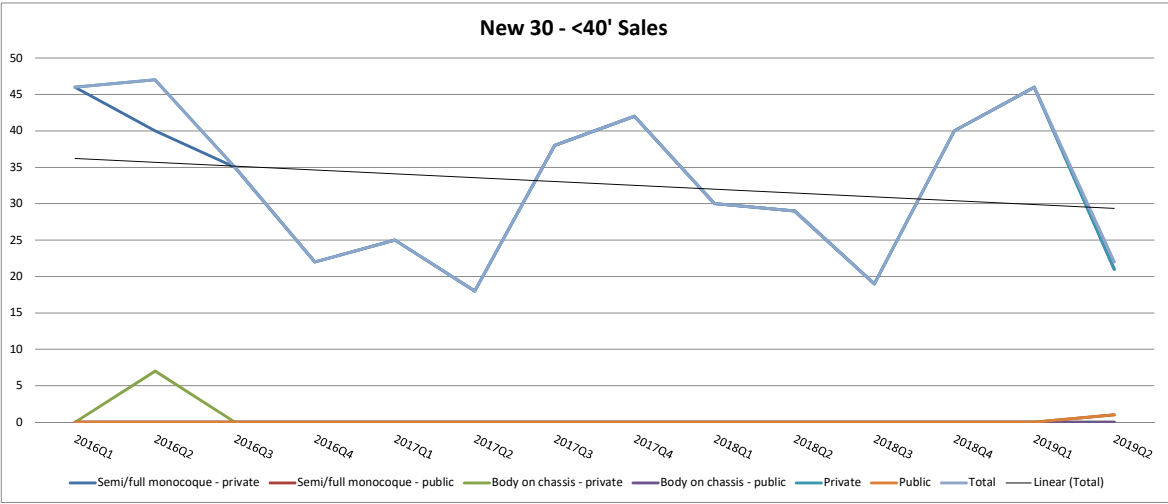
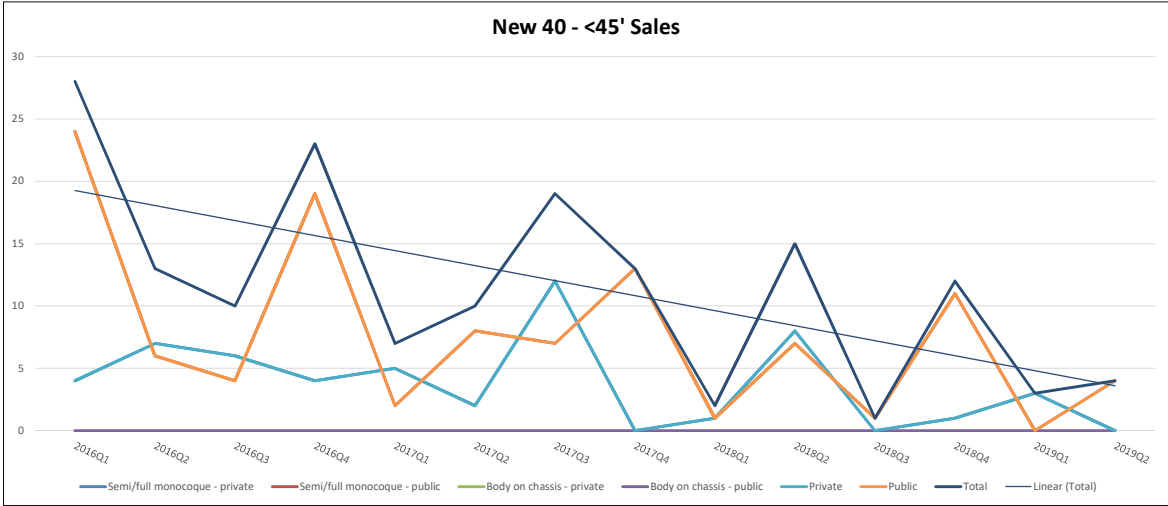
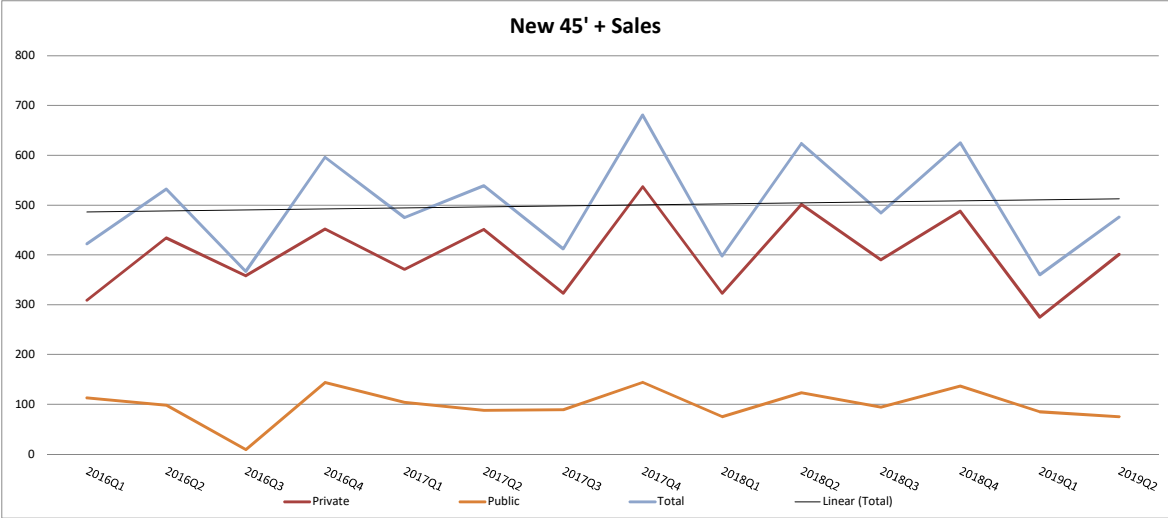
	qoq	2016Q1	2017Q1	qoq	2016Q2	2017Q2	qoq	2016Q3	2017Q3	qoq	2016Q4	2017Q4	qoq	2017Q1	2018Q1	qoq	2017Q2	2018Q2	qoq	2017Q3	2018Q3	qoq	2017Q4	2018Q4	qoq	2018Q1	2019Q1	qoq	2018Q2	2019Q2	qoq
Semi/full mono-coque, unibody chassis construction	9.1%	359	401	11.7%	481	471	-2.1%	399	373	-6.5%	478	579	21.1%	401	354	-11.7%	471	538	14.2%	373	409	9.7%	579	529	-8.6%	354	324	-8.5%	538	422	-21.6%
	7.2%	137	106	-22.6%	104	96	-7.7%	13	96	638.5%	163	157	-3.7%	106	76	-28.3%	96	130	35.4%	96	95	-1.0%	157	148	-5.7%	76	85	11.8%	130	80	-38.5%
Body on chassis, body on frame or ladder type construction	-100.0%	0	0	-	7	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-
	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-
By Sector	3.9%	359	401	11.7%	488	471	-3.5%	399	373	-6.5%	478	579	21.1%	401	354	-11.7%	471	538	14.2%	373	409	9.7%	579	529	-8.6%	354	324	-8.5%	538	422	-21.6%
	7.2%	137	106	-22.6%	104	96	-7.7%	13	96	638.5%	163	157	-3.7%	106	76	-28.3%	96	130	35.4%	96	95	-1.0%	157	148	-5.7%	76	85	11.8%	130	80	-38.5%
Total	4.7%	496	507	2.2%	592	567	-4.2%	412	469	13.8%	641	736	14.8%	507	430	-15.2%	567	668	17.8%	469	504	7.5%	736	677	-8.0%	430	409	-4.9%	668	502	-24.9%

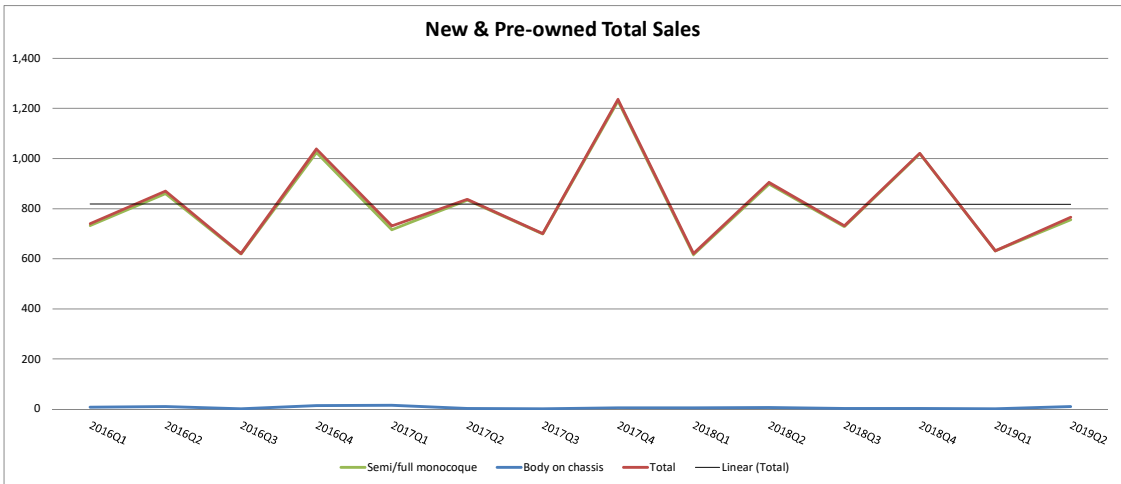
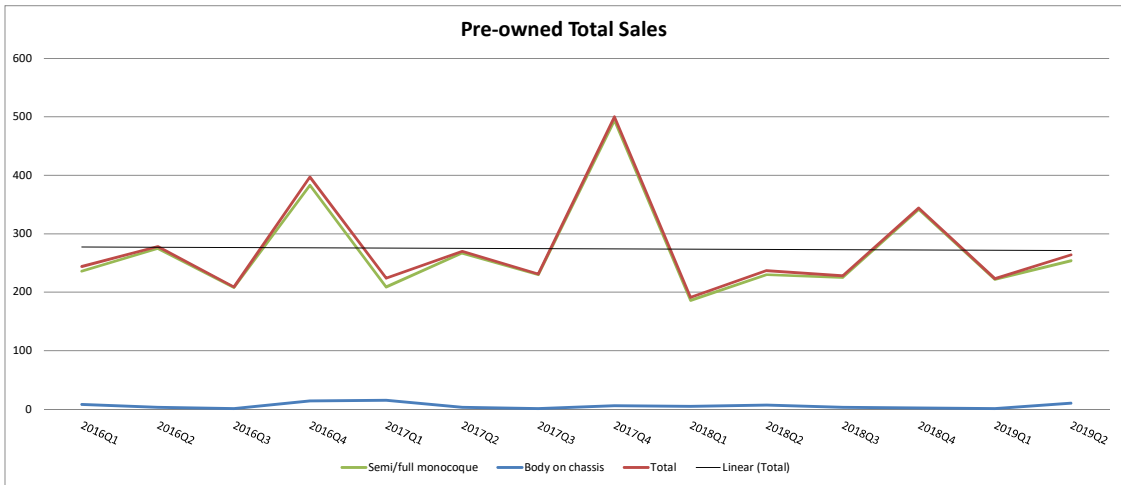
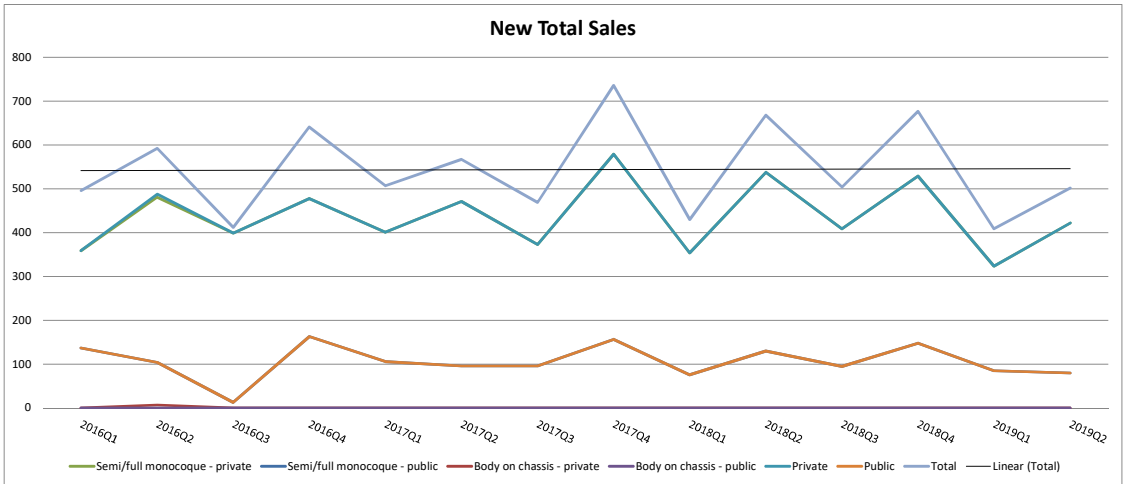
Pre-owned Total Sales

	qoq	2016Q1	2017Q1	qoq	2016Q2	2017Q2	qoq	2016Q3	2017Q3	qoq	2016Q4	2017Q4	qoq	2017Q1	2018Q1	qoq	2017Q2	2018Q2	qoq	2017Q3	2018Q3	qoq	2017Q4	2018Q4	qoq	2018Q1	2019Q1	qoq	2018Q2	2019Q2	qoq
Semi/full mono-coque, unibody chassis construction	55.1%	236	209	-11.4%	275	267	-2.9%	208	230	10.6%	383	494	29.0%	209	186	-11.0%	267	230	-13.9%	230	225	-2.2%	494	342	-30.8%	186	222	19.4%	230	254	10.4%
Body on chassis, body on frame or ladder type construction	-30.0%	8	15	87.5%	3	3	0.0%	1	1	0.0%	14	6	-57.1%	15	5	-66.7%	3	7	133.3%	1	3	200.0%	6	2	-66.7%	5	1	-80.0%	7	10	42.9%
Total	48.7%	244	224	-8.2%	278	270	-2.9%	209	231	10.5%	397	500	25.9%	224	191	-14.7%	270	237	-12.2%	231	228	-1.3%	500	344	-31.2%	191	223	16.8%	237	264	11.4%

New & Pre-owned Total Sales

	qoq	2016Q1	2017Q1	qoq	2016Q2	2017Q2	qoq	2016Q3	2017Q3	qoq	2016Q4	2017Q4	qoq	2017Q1	2018Q1	qoq	2017Q2	2018Q2	qoq	2017Q3	2018Q3	qoq	2017Q4	2018Q4	qoq	2018Q1	2019Q1	qoq	2018Q2	2019Q2	qoq
Semi/full mono-coque, unibody chassis construction	22.3%	732	716	-2.2%	860	834	-3.0%	620	699	12.7%	1,024	1,230	20.1%	716	616	-14.0%	834	898	7.7%	699	729	4.3%	1,230	1,019	-17.2%	616	631	2.4%	898	756	-15.8%
Body on chassis, body on frame or ladder type construction	-66.7%	8	15	87.5%	10	3	-70.0%	1	1	0.0%	14	6	-57.1%	15	5	-66.7%	3	7	133.3%	1	3	200.0%	6	2	-66.7%	5	1	-80.0%	7	10	42.9%
Total	18.1%	740	731	-1.2%	870	837	-3.8%	621	700	12.7%	1,038	1,236	19.1%	731	621	-15.0%	837	905	8.1%	700	732	4.6%	1,236	1,021	-17.4%	621	632	1.8%	905	766	-15.4%





Results For: **Q1 - 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	1	0	1
30 - <40'	Yes	30	0	30
	Total	354	0	354

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
	Total	76	0	76

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>
186	5	191

Shell Sales

Total Shell Sales

8

(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	438

Transmission (new vehicle sales)

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
438	0	0	0	0	0	438

Sales By Market

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

Source of Vehicles

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

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
	Total	538	0	538

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
	Total	130	0	130

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
Total	668	237	905

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
Total	668	237	905

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
	Total	409	0	409

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
	Total	95	0	95

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

(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
Total	504	228	732

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
Total	504	228	732

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

(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

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	3	0	3
30 - <40'	Yes	46	0	46
<u>Total</u>		324	0	324

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	0	0	0
30 - <40'	Yes	0	0	0
<u>Total</u>		85	0	85

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>
222	1	223

Shell Sales

Total Shell Sales

9

(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
78	0	214	126	0	0	0	418

Transmission (new vehicle sales)

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
418	0	0	0	0	0	418

Sales By Market

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	386	200	586
Canada	23	18	41
Other	0	5	5
<u>Total</u>	409	223	632

Source of Vehicles

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	243	132	375
Other Countries	166	91	257
<u>Total</u>	409	223	632

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	21	0	21
	Total	422	0	422

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	4	0	4
30 - <40'	Yes	1	0	1
	Total	80	0	80

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>
254	10	264

Shell Sales

Total Shell Sales

13

(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
70	0	237	208	0	0	0	515

Transmission (new vehicle sales)

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
515	0	0	0	0	0	515

Sales By Market

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	407	233	640
Canada	95	31	126
Other	0	0	0
Total	502	264	766

Source of Vehicles

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	396	145	541
Other Countries	106	119	225
Total	502	264	766