

New 45' + Sales

		2010	2011	yoY	2012	yoY	2013	yoY	2014	yoY	2015	yoY	2016	yoY	2017	yoY	2018	yoY	2019	yoY	2020	yoY
Semi/full monocoque, 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%	1,570	-7.8%	378	-75.9%
	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%	360	-16.1%	333	-7.5%
Body on chassis, body on frame or ladder type construction	Private	0	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-
	Public	0	0	-	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%	1,570	-7.8%	378	-75.9%
	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%	360	-16.1%	333	-7.5%
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%	1,930	-9.4%	711	-63.2%

New 40 - <45' Sales

		2010	2011	yoY	2012	yoY	2013	yoY	2014	yoY	2015	yoY	2016	yoY	2017	yoY	2018	yoY	2019	yoY	2020	yoY
Semi/full monocoque, 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%	3	-70.0%	75	2400.0%
	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%	26	30.0%	35	34.6%
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%	0	0.0%	0	0.0%
	Public	0	0	-	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%	3	-70.0%	75	2400.0%
	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%	26	30.0%	35	34.6%
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%	29	-3.3%	110	279.3%

New 30 - <40' Sales

		2010	2011	yoY	2012	yoY	2013	yoY	2014	yoY	2015	yoY	2016	yoY	2017	yoY	2018	yoY	2019	yoY	2020	yoY
Semi/full monocoque, 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%	183	55.1%	58	-68.3%
	Public	0	0	-	12	-	0	-100.0%	0	-	0	-	0	-	0	-	0	-	1	-	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%	0	0.0%	15	0.0%
	Public	0	0	-	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%	183	55.1%	73	-60.1%
	Public	0	0	-	12	-	0	-100.0%	0	-	0	-	0	-	0	-	0	-	1	-	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%	184	55.9%	73	-60.3%

New

Total Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy	2019	yoy	2020	yoy
Semi/full monocoque, 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%	1,756	-4.0%	511	-70.9%
	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%	387	-13.8%	368	-4.9%
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%	0	0.0%	15	0.0%
	Public	0	0	-	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%	1,756	-4.0%	526	-70.0%
	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%	387	-13.8%	368	-4.9%
<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%	2,143	-6.0%	894	-58.3%

Pre-owned

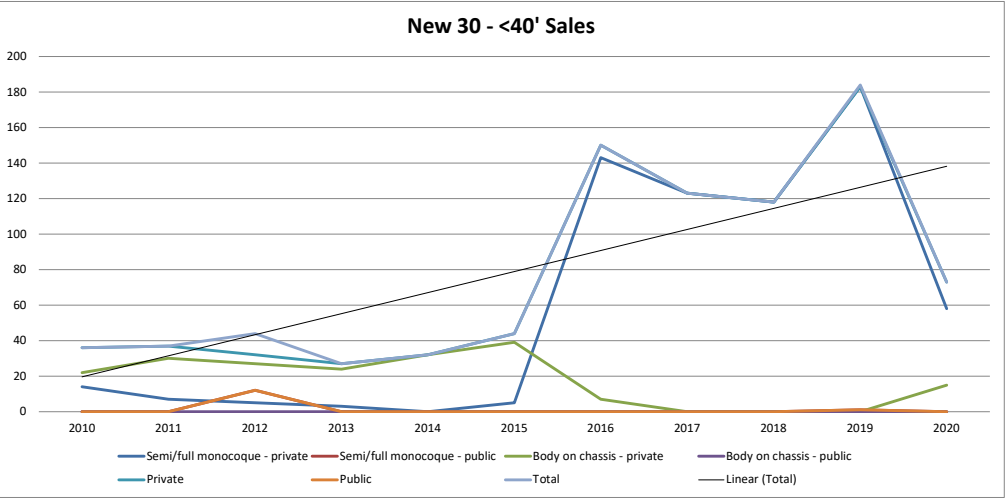
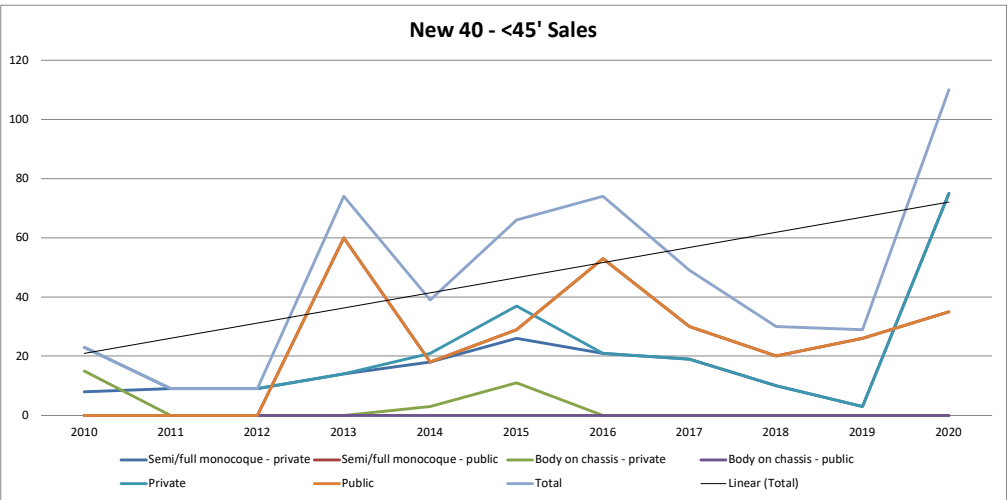
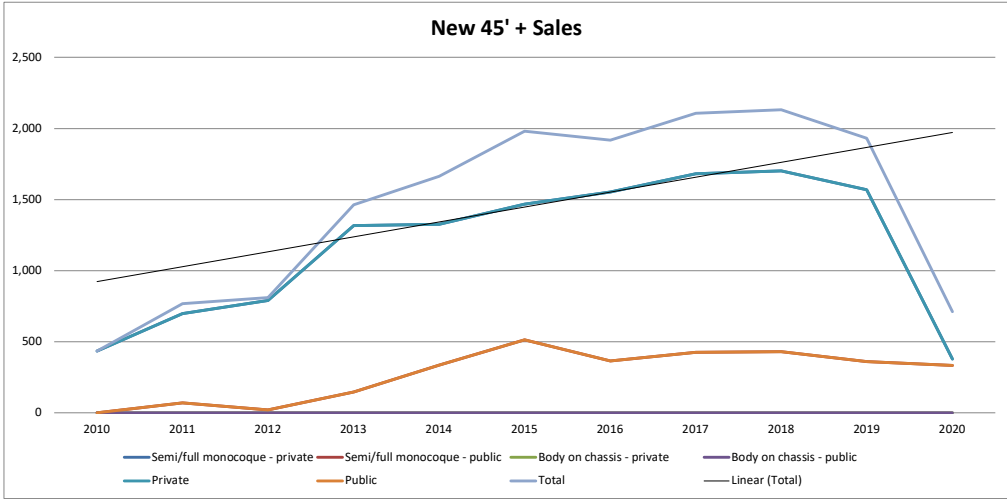
Total Sales

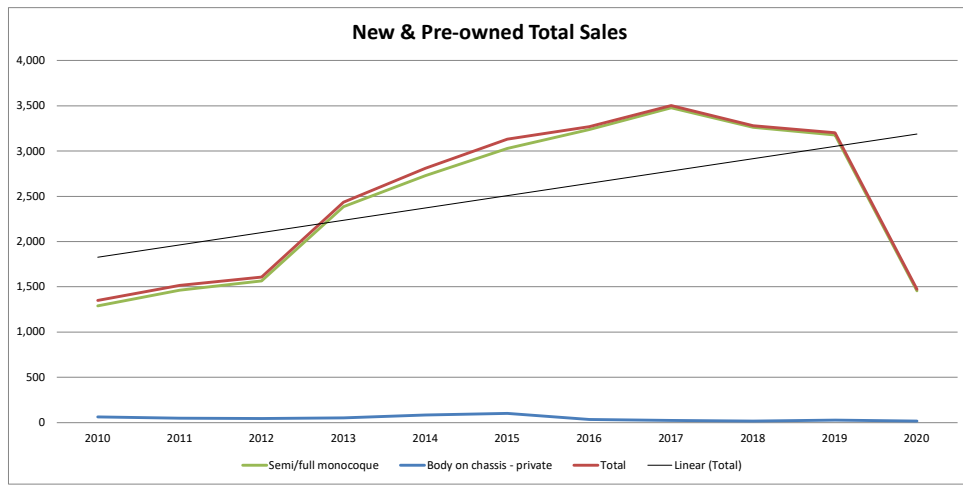
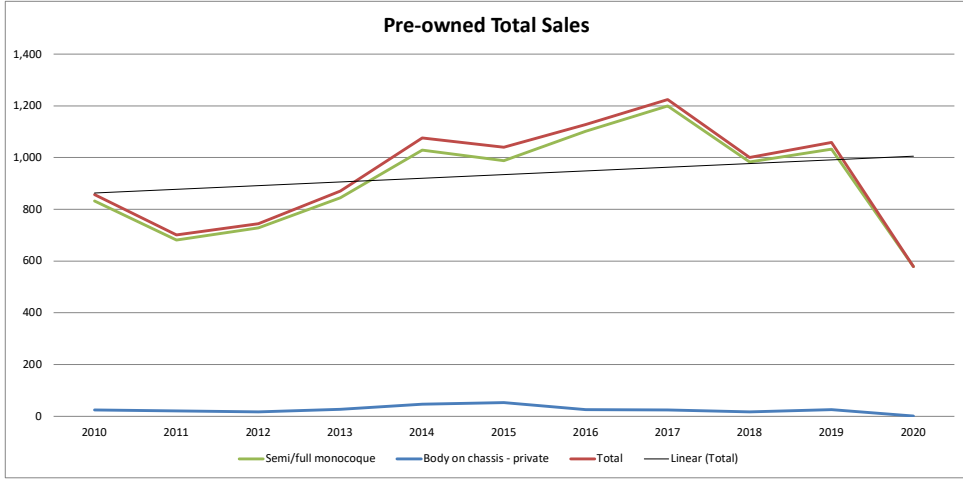
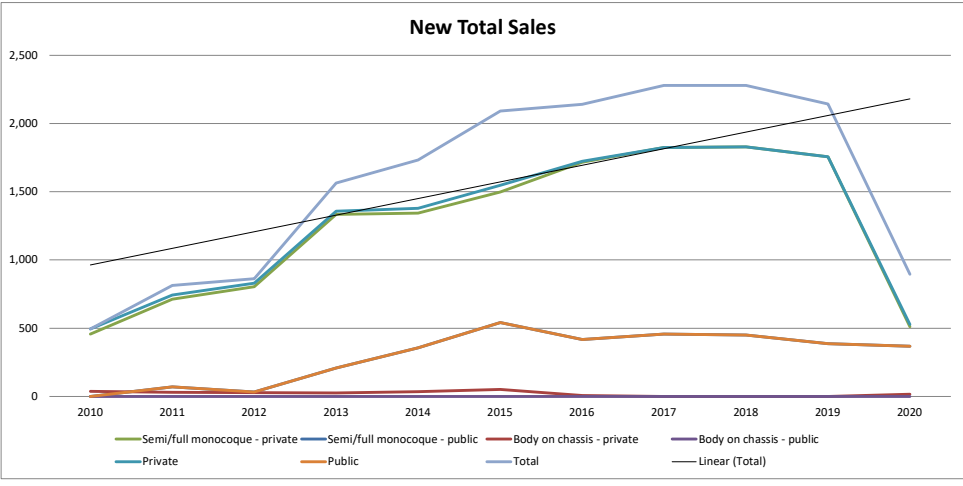
		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy	2019	yoy	2020	yoy
Semi/full monocoque, unibody chassis construction		832	681	-18.1%	728	6.9%	844	15.9%	1,029	21.9%	988	-4.0%	1,102	11.5%	1,200	8.9%	983	-18.1%	1,033	5.1%	578	-44.0%
Body on chassis, body on frame or ladder type 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%	26	52.9%	1	-96.2%
<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%	1,059	5.9%	579	-45.3%

New & Pre-owned

Total Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy	2019	yoy	2020	yoy
Semi/full monocoque, 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%	3,176	-2.6%	1,457	-54.1%
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%	26	52.9%	16	-38.5%
<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%	3,202	-2.3%	1,473	-54.0%







New 45' + Sales

	2018Q1	2019Q1	qoq	2018Q2	2019Q2	qoq	2018Q3	2019Q3	qoq	2018Q4	2019Q4	qoq	2019Q1	2020Q1	qoq	2019Q2	2020Q2	qoq	2019Q3	2020Q3	qoq	2019Q4	2020Q4	qoq	2020Q1	2021Q1	qoq			
<b>Semi/full monocoque, unibody chassis construction</b>	323	275	-14.9%	501	401	-20.0%	390	402	3.1%	488	492	0.8%	275	187	-32.0%	401	29	-92.8%	402	61	-84.8%	492	101	-79.5%	187	20	-89.3%			
	75	85	13.3%	123	75	-39.0%	94	93	-1.1%	137	107	-21.9%	85	57	-32.9%	75	26	-65.3%	93	132	41.9%	107	118	10.3%	57	133	133.3%			
<b>Body on chassis, body on frame or ladder type construction</b>	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	-
<b>By Sector</b>	323	275	-14.9%	501	401	-20.0%	390	402	3.1%	488	492	0.8%	275	187	-32.0%	401	29	-92.8%	402	61	-84.8%	492	101	-79.5%	187	20	-89.3%			
	75	85	13.3%	123	75	-39.0%	94	93	-1.1%	137	107	-21.9%	85	57	-32.9%	75	26	-65.3%	93	132	41.9%	107	118	10.3%	57	133	133.3%			
<b>Total</b>	398	360	-9.5%	624	476	-23.7%	484	495	2.3%	625	599	-4.2%	360	244	-32.2%	476	55	-88.4%	495	193	-61.0%	599	219	-63.4%	244	153	-37.3%			

New 40 - <45' Sales

	2018Q1	2019Q1	qoq	2018Q2	2019Q2	qoq	2018Q3	2019Q3	qoq	2018Q4	2019Q4	qoq	2019Q1	2020Q1	qoq	2019Q2	2020Q2	qoq	2019Q3	2020Q3	qoq	2019Q4	2020Q4	qoq	2020Q1	2021Q1	qoq			
<b>Semi/full monocoque, unibody chassis construction</b>	1	3	200.0%	8	0	-100.0%	0	0	0.0%	1	0	0.0%	3	60	0.0%	0	1	0.0%	0	2	0.0%	0	12	0.0%	60	0	0.0%			
	1	0	-100.0%	7	4	-42.9%	1	14	1300.0%	11	8	-27.3%	0	7	0.0%	4	6	50.0%	14	14	0.0%	8	8	0.0%	7	3	-57.1%			
<b>Body on chassis, body on frame or ladder type construction</b>	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	-
<b>By Sector</b>	1	3	200.0%	8	0	-100.0%	0	0	0.0%	1	0	0.0%	3	60	0.0%	0	1	0.0%	0	2	0.0%	0	12	0.0%	60	0	0.0%			
	1	0	-100.0%	7	4	-42.9%	1	14	1300.0%	11	8	-27.3%	0	7	700.0%	4	6	50.0%	14	14	0.0%	8	8	0.0%	7	3	-57.1%			
<b>Total</b>	2	3	50.0%	15	4	-73.3%	1	14	1300.0%	12	8	-33.3%	3	67	2133.3%	4	7	75.0%	14	16	14.3%	8	20	150.0%	67	3	-95.5%			

New 30 - <40' Sales

	2018Q1	2019Q1	qoq	2018Q2	2019Q2	qoq	2018Q3	2019Q3	qoq	2018Q4	2019Q4	qoq	2019Q1	2020Q1	qoq	2019Q2	2020Q2	qoq	2019Q3	2020Q3	qoq	2019Q4	2020Q4	qoq	2020Q1	2021Q1	qoq			
<b>Semi/full monocoque, unibody chassis construction</b>	30	46	53.3%	29	21	-27.6%	19	52	173.7%	40	64	60.0%	46	25	-45.7%	21	0	-100.0%	52	2	-96.2%	64	31	-51.6%	25	9	-64.0%			
	0	0	-	0	1	-	0	0	-	0	0	-	0	0	-	1	0	-	0	0	-	0	0	-	0	0	-	0	0	-
<b>Body on chassis, body on frame or ladder type construction</b>	0	0	-	0	0	-	0	0	-	0	0	-	0	13	-	0	0	-	0	0	-	0	2	-	13	0	-			
	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-
<b>By Sector</b>	30	46	53.3%	29	21	-27.6%	19	52	173.7%	40	64	60.0%	46	38	-17.4%	21	0	-100.0%	52	2	-96.2%	64	33	-48.4%	38	9	-76.3%			
	0	0	-	0	1	-	0	0	-	0	0	-	0	0	-	1	0	-	0	0	-	0	0	-	0	0	-	0	0	-
<b>Total</b>	30	46	53.3%	29	22	-24.1%	19	52	173.7%	40	64	60.0%	46	38	-17.4%	22	0	-100.0%	52	2	-96.2%	64	33	-48.4%	38	9	-76.3%			

New Total Sales

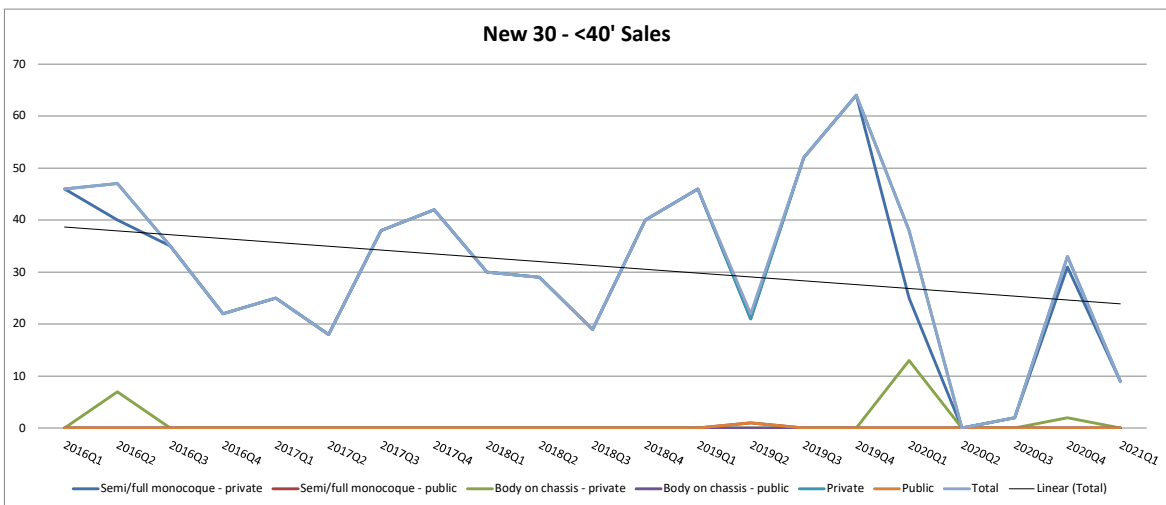
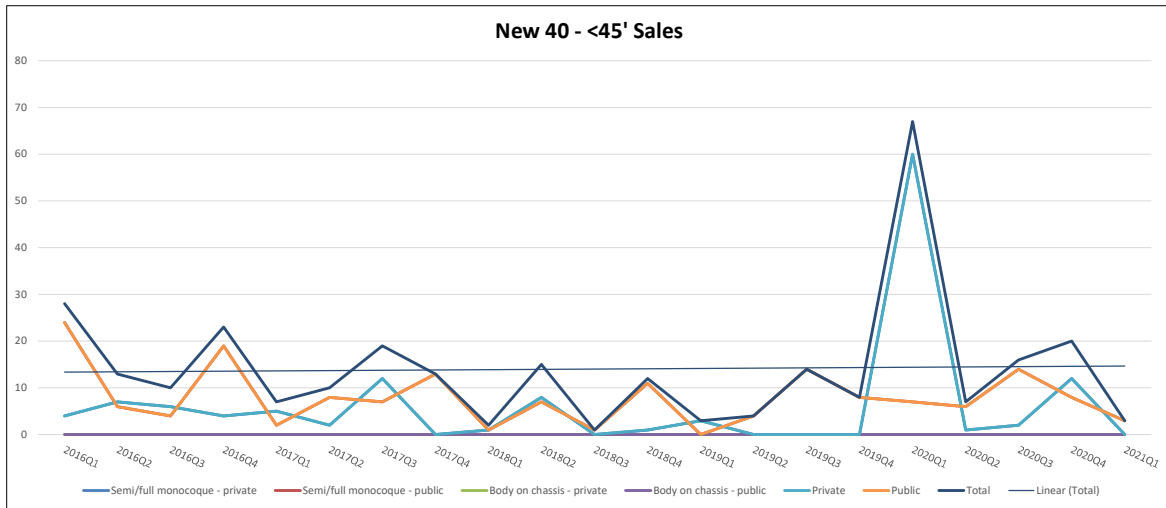
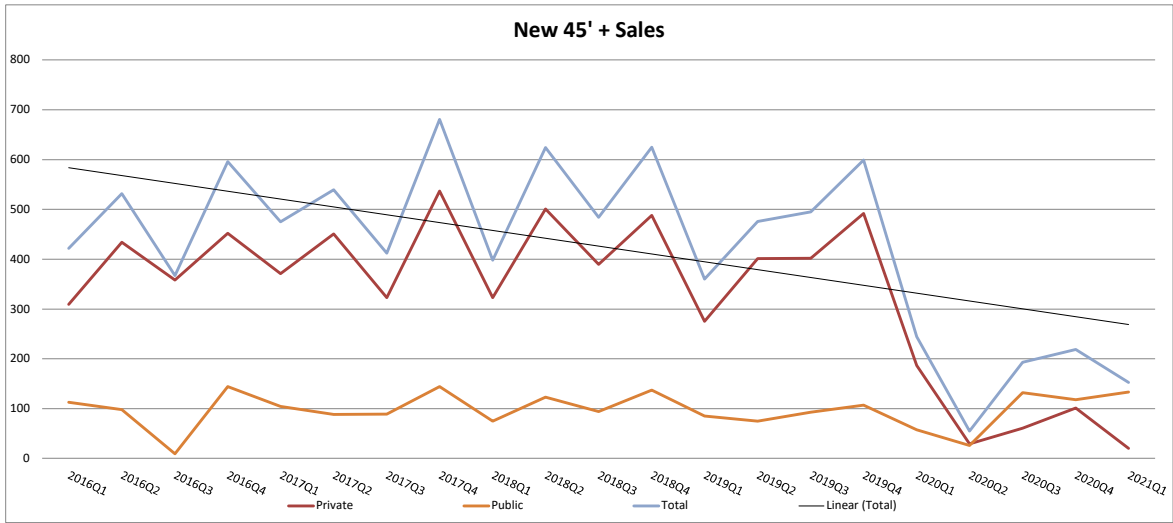
	2018Q1	2019Q1	qoq	2018Q2	2019Q2	qoq	2018Q3	2019Q3	qoq	2018Q4	2019Q4	qoq	2019Q1	2020Q1	qoq	2019Q2	2020Q2	qoq	2019Q3	2020Q3	qoq	2019Q4	2020Q4	qoq	2020Q1	2021Q1	qoq
<b>Semi/full monocoque, unibody chassis construction</b>	354	324	-8.5%	538	422	-21.6%	409	454	11.0%	529	556	5.1%	324	272	-16.0%	422	30	-92.9%	454	65	-85.7%	556	144	-74.1%	272	29	-89.3%
	76	85	11.8%	130	80	-38.5%	95	107	12.6%	148	115	-22.3%	85	64	-24.7%	80	32	-60.0%	107	146	36.4%	115	126	9.6%	64	136	112.5%
<b>Body on chassis, body on frame or ladder type construction</b>	0	0	-	0	0	-	0	0	-	0	0	-	0	13	-	0	0	-	0	0	-	0	2	-	13	0	-
	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-
<b>By Sector</b>	354	324	-8.5%	538	422	-21.6%	409	454	11.0%	529	556	5.1%	324	285	-12.0%	422	30	-92.9%	454	65	-85.7%	556	146	-73.7%	285	29	-89.8%
	76	85	11.8%	130	80	-38.5%	95	107	12.6%	148	115	-22.3%	85	64	-24.7%	80	32	-60.0%	107	146	36.4%	115	126	9.6%	64	136	112.5%
<b>Total</b>	430	409	-4.9%	668	502	-24.9%	504	561	11.3%	677	671	-0.9%	409	349	-14.7%	502	62	-87.6%	561	211	-62.4%	671	272	-59.5%	349	165	-52.7%

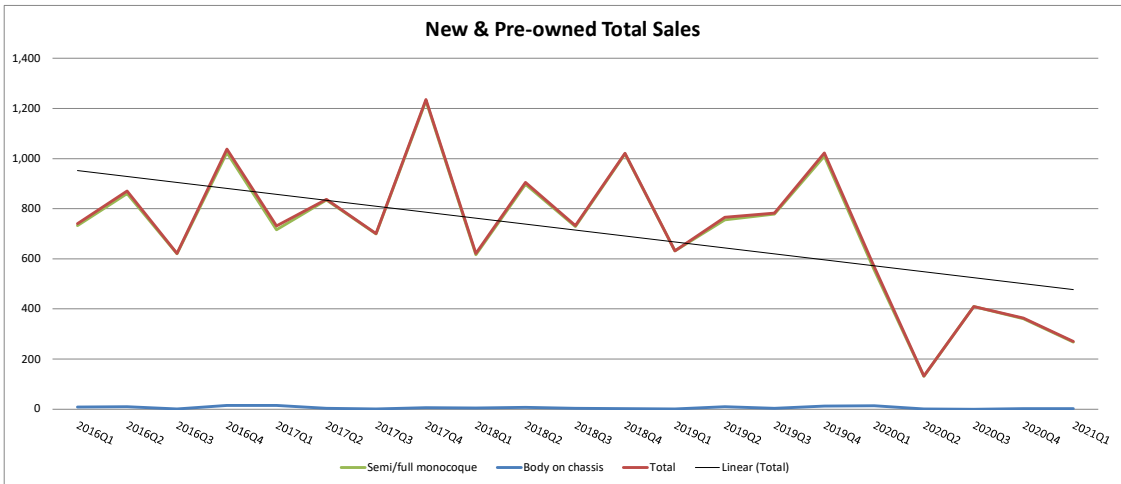
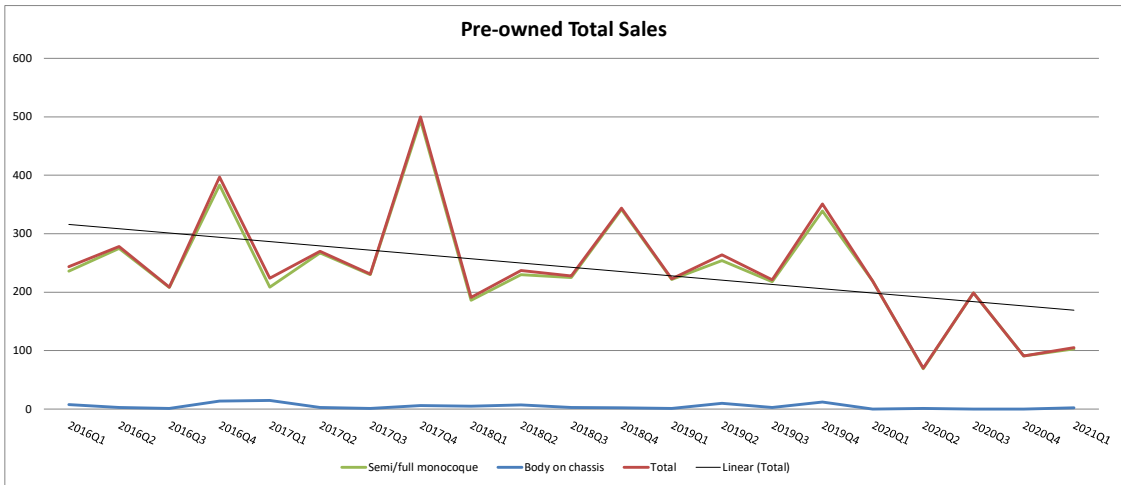
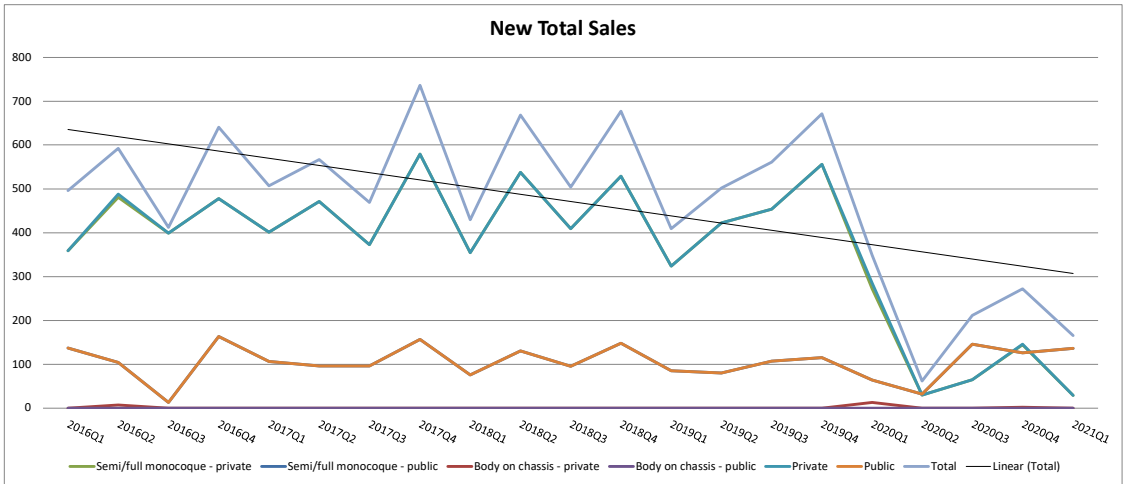
Pre-owned Total Sales

	2018Q1	2019Q1	qoq	2018Q2	2019Q2	qoq	2018Q3	2019Q3	qoq	2018Q4	2019Q4	qoq	2019Q1	2020Q1	qoq	2019Q2	2020Q2	qoq	2019Q3	2020Q3	qoq	2019Q4	2020Q4	qoq	2020Q1	2021Q1	qoq
<b>Semi/full monocoque, unibody chassis construction</b>	186	222	19.4%	230	254	10.4%	225	218	-3.1%	342	339	-0.9%	222	219	-1.4%	254	69	-72.8%	218	199	-8.7%	339	91	-73.2%	219	103	-53.0%
<b>Body on chassis, body on frame or ladder type construction</b>	5	1	-80.0%	7	10	42.9%	3	3	0.0%	2	12	500.0%	1	0	-100.0%	10	1	-90.0%	3	0	-100.0%	12	0	-100.0%	0	2	200.0%
<b>Total</b>	191	223	16.8%	237	264	11.4%	228	221	-3.1%	344	351	2.0%	223	219	-1.8%	264	70	-73.5%	221	199	-10.0%	351	91	-74.1%	219	105	-52.1%

New & Pre-owned Total Sales

	2018Q1	2019Q1	qoq	2018Q2	2019Q2	qoq	2018Q3	2019Q3	qoq	2018Q4	2019Q4	qoq	2019Q1	2020Q1	qoq	2019Q2	2020Q2	qoq	2019Q3	2020Q3	qoq	2019Q4	2020Q4	qoq	2020Q1	2021Q1	qoq
<b>Semi/full monocoque, unibody chassis construction</b>	616	631	2.4%	898	756	-15.8%	729	779	6.9%	1,019	1,010	-0.9%	631	555	-12.0%	756	131	-82.7%	779	410	-47.4%	1,010	361	-64.3%	555	268	-51.7%
<b>Body on chassis, body on frame or ladder type construction</b>	5	1	-80.0%	7	10	42.9%	3	3	0.0%	2	12	500.0%	1	13	1200.0%	10	1	-90.0%	3	0	-100.0%	12	2	-83.3%	13	2	-84.6%
<b>Total</b>	621	632	1.8%	905	766	-15.4%	732	782	6.8%	1,021	1,022	0.1%	632	568	-10.1%	766	132	-82.8%	782	410	-47.6%	1,022	363	-64.5%	568	270	-52.5%





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
	<b>Total</b>	<b>354</b>	<b>0</b>	<b>354</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>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	<u>Total</u>
186	5	191

**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	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
<b>Total</b>	<b>438</b>	<b>191</b>	<b>629</b>

**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
<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
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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
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



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

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

**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>
222	1	223

**Shell Sales**

Total Shell Sales

9
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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
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>	<b>409</b>	<b>223</b>	<b>632</b>

**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>	<b>409</b>	<b>223</b>	<b>632</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	21	0	21
	<b>Total</b>	<b>422</b>	<b>0</b>	<b>422</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	4	0	4
30 - <40'	Yes	1	0	1
	<b>Total</b>	<b>80</b>	<b>0</b>	<b>80</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>
254	10	264

**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
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
<b>Total</b>	<b>502</b>	<b>264</b>	<b>766</b>

**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
<b>Total</b>	<b>502</b>	<b>264</b>	<b>766</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	52	0	52
	<b>Total</b>	<b>454</b>	<b>0</b>	<b>454</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	14	0	14
30 - <40'	Yes	0	0	0
	<b>Total</b>	<b>107</b>	<b>0</b>	<b>107</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>
218	3	221

**Shell Sales**

Total Shell Sales

17
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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
105	0	277	149	0	2	0	533

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
577	0	0	1	0	0	578

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	509	201	710
Canada	52	20	72
Other	0	0	0
<b>Total</b>	<b>561</b>	<b>221</b>	<b>782</b>

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	367	102	469
Other Countries	149	109	258
<b>Total</b>	<b>516</b>	<b>211</b>	<b>727</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	64	0	64
	<b>Total</b>	<b>556</b>	<b>0</b>	<b>556</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	8	0	8
30 - <40'	Yes	0	0	0
	<b>Total</b>	<b>115</b>	<b>0</b>	<b>115</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>
339	12	351

**Shell Sales**

Total Shell Sales

62
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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
59	0	421	223	0	0	0	703

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
708	0	0	5	0	0	713

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	650	324	974
Canada	21	25	46
Other	0	2	2
<b>Total</b>	<b>671</b>	<b>351</b>	<b>1,022</b>

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	513	241	754
Other Countries	158	110	268
<b>Total</b>	<b>671</b>	<b>351</b>	<b>1,022</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	60	0	60
30 - <40'	Yes	25	13	38
	<b>Total</b>	<b>272</b>	<b>13</b>	<b>285</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>64</b>	<b>0</b>	<b>64</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>
219	0	219

**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
33	0	212	112	0	0	0	357

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
348	0	0	9	0	0	357

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	327	214	541
Canada	22	5	27
Other	0	0	0
<b>Total</b>	<b>349</b>	<b>219</b>	<b>568</b>

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	264	145	409
Other Countries	85	74	159
<b>Total</b>	<b>349</b>	<b>219</b>	<b>568</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	1	0	1
30 - <40'	Yes	0	0	0
	<b>Total</b>	<b>30</b>	<b>0</b>	<b>30</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	6	0	6
30 - <40'	Yes	0	0	0
	<b>Total</b>	<b>32</b>	<b>0</b>	<b>32</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>
69	1	70

**Shell Sales**

Total Shell Sales

2
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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
1	0	53	10	0	0	0	64

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
64	0	0	0	0	0	64

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	52	64	116
Canada	10	6	16
Other	0	0	0
<b>Total</b>	<b>62</b>	<b>70</b>	<b>132</b>

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	58	49	107
Other Countries	4	21	25
<b>Total</b>	<b>62</b>	<b>70</b>	<b>132</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	2	0	2
30 - <40'	Yes	2	0	2
	<b>Total</b>	<b>65</b>	<b>0</b>	<b>65</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	14	0	14
30 - <40'	Yes	0	0	0
	<b>Total</b>	<b>146</b>	<b>0</b>	<b>146</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>
199	0	199

**Shell Sales**

Total Shell Sales

5
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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
1	0	183	32	0	0	0	216

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
216	0	0	0	0	0	216

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	183	176	359
Canada	28	23	51
Other	0	0	0
<b>Total</b>	<b>211</b>	<b>199</b>	<b>410</b>

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	195	126	321
Other Countries	16	73	89
<b>Total</b>	<b>211</b>	<b>199</b>	<b>410</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	12	0	12
30 - <40'	Yes	31	2	33
	<b>Total</b>	<b>144</b>	<b>2</b>	<b>146</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	8	0	8
30 - <40'	Yes	0	0	0
	<b>Total</b>	<b>126</b>	<b>0</b>	<b>126</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>
91	0	91

**Shell Sales**

Total Shell Sales

11
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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
8	0	211	64	0	0	0	283

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
279	0	0	0	4	0	283

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	265	80	345
Canada	7	11	18
Other	0	0	0
<b>Total</b>	<b>272</b>	<b>91</b>	<b>363</b>

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	246	57	303
Other Countries	26	34	60
<b>Total</b>	<b>272</b>	<b>91</b>	<b>363</b>



**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	0	0	0
30 - <40'	Yes	9	0	9
<b>Total</b>		<b>29</b>	<b>0</b>	<b>29</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	3	0	3
30 - <40'	Yes	0	0	0
<b>Total</b>		<b>136</b>	<b>0</b>	<b>136</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>
103	2	105

**Shell Sales**

Total Shell Sales

1
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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
9	0	126	31	0	0	0	166

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
166	0	0	0	0	0	166

**Sales By Market**

<b>Market</b>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<b>Total</b>
United States	161	94	255
Canada	4	11	15
Other	0	0	0
<b>Total</b>	<b>165</b>	<b>105</b>	<b>270</b>

**Source of Vehicles**

<b>Source</b>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<b>Total</b>
United States & Canada	149	63	212
Other Countries	16	42	58
<b>Total</b>	<b>165</b>	<b>105</b>	<b>270</b>