

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

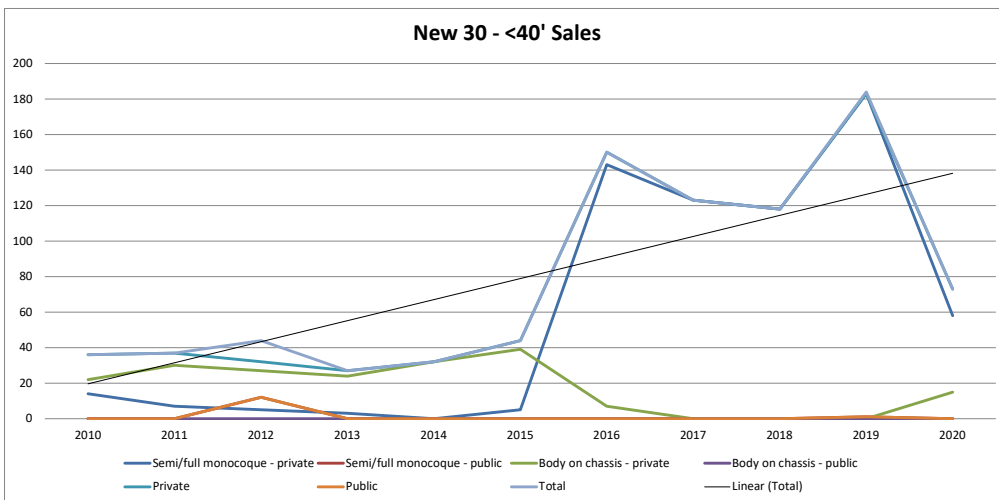
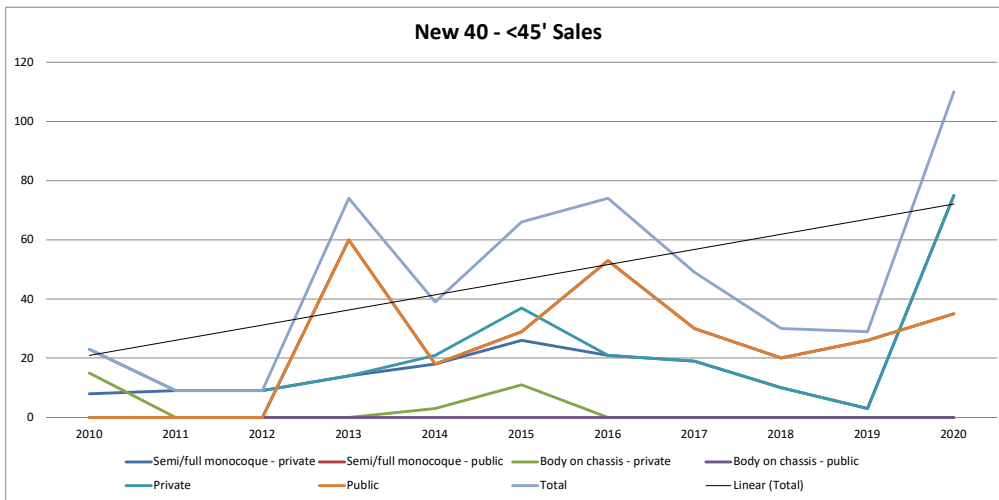
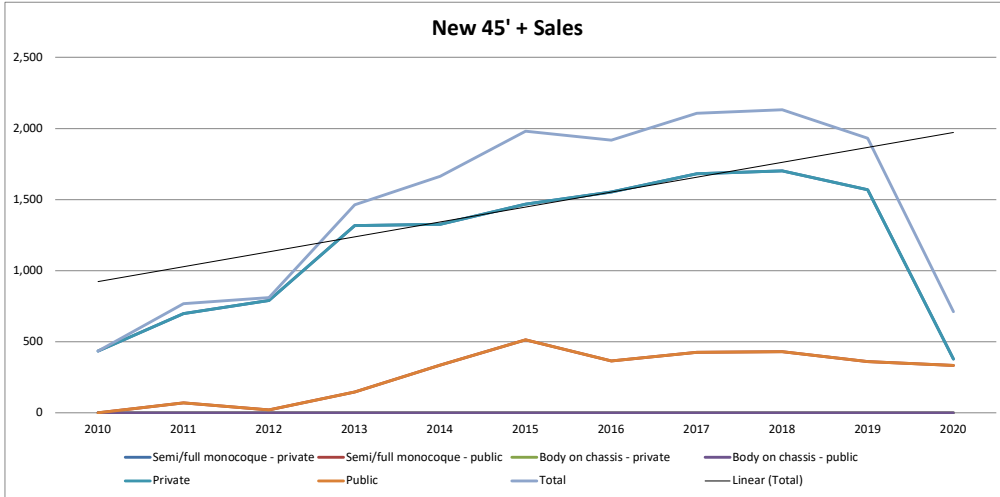
Total Sales

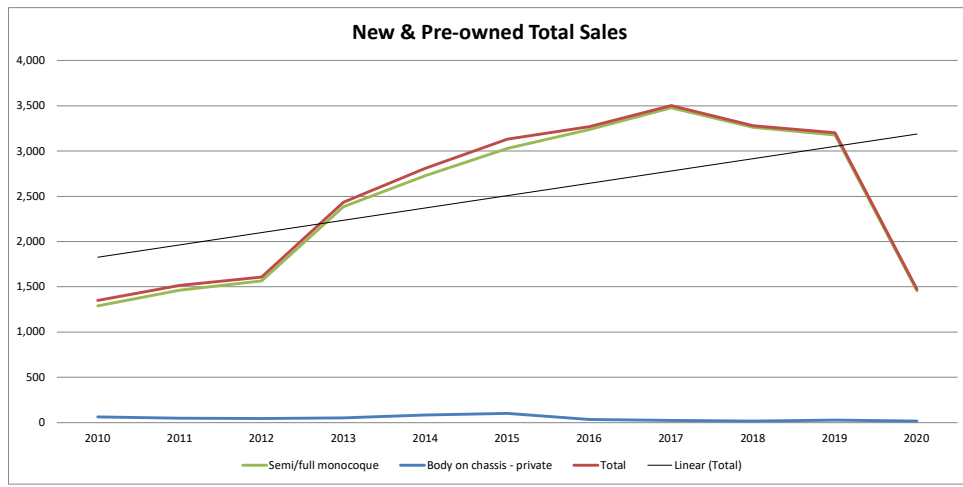
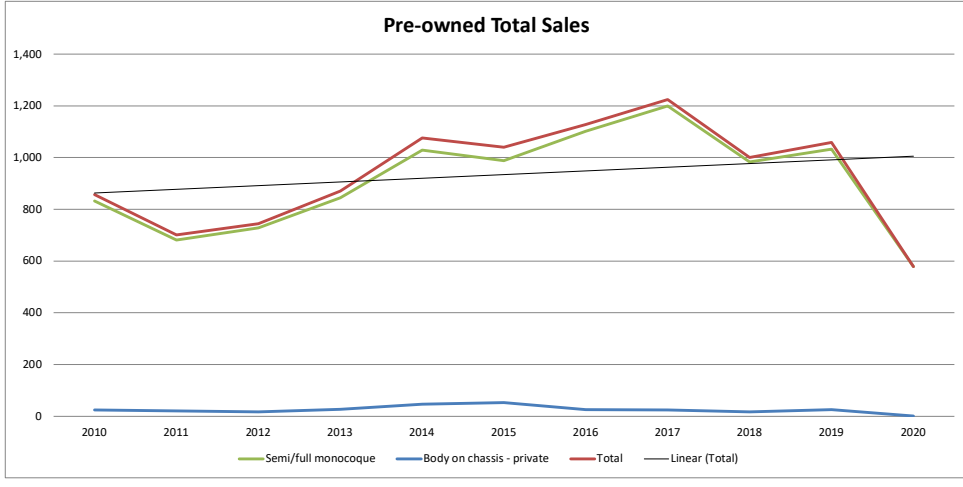
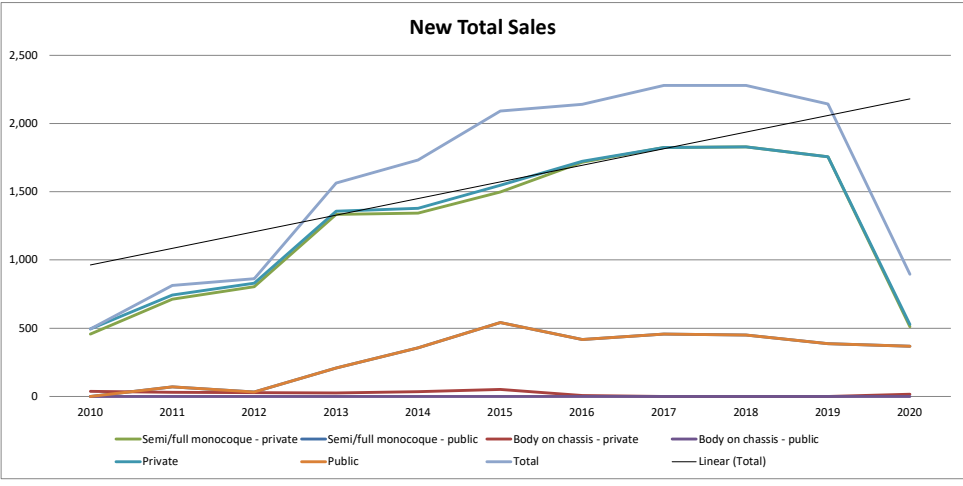
		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy	2019	yoy	2020	yoy
Semi/full monocoque, unibody chassis construction		832	681	-18.1%	728	6.9%	844	15.9%	1,029	21.9%	988	-4.0%	1,102	11.5%	1,200	8.9%	983	-18.1%	1,033	5.1%	578	-44.0%
Body on chassis, body on frame or ladder type 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	2020Q2	2021Q2	qoq	2020Q3	2021Q3	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%	29	128	341.4%	61	122	100.0%
<b>Body on chassis, body on frame or ladder type construction</b>	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%	26	179	588.5%	132	83	-37.1%
<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%	29	128	341.4%	61	122	100.0%
<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%	55	307	458.2%	193	205	6.2%

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	2020Q2	2021Q2	qoq	2020Q3	2021Q3	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	-100.0%	1	0	-100.0%	2	0	-100.0%
<b>Body on chassis, body on frame or ladder type construction</b>	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%	6	5	-16.7%	14	19	35.7%
<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	-100.0%	1	0	-100.0%	2	0	-100.0%
<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%	7	5	-28.6%	16	19	18.8%

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	2020Q2	2021Q2	qoq	2020Q3	2021Q3	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	3	0.0%	2	11	450.0%
<b>Body on chassis, body on frame or ladder type construction</b>	0	0	-	0	1	-	0	0	-	0	0	-	0	0	-	1	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	25	-45.7%	21	0	-100.0%	52	2	-96.2%	64	31	-51.6%	25	9	-64.0%	0	3	0.0%	2	11	450.0%
<b>Total</b>	30	46	53.3%	29	22	-24.1%	19	52	173.7%	40	64	60.0%	46	25	-45.7%	22	0	-100.0%	52	2	-96.2%	64	33	-48.4%	25	9	-63.6%	0	3	0.0%	2	11	450.0%

New Total Sales

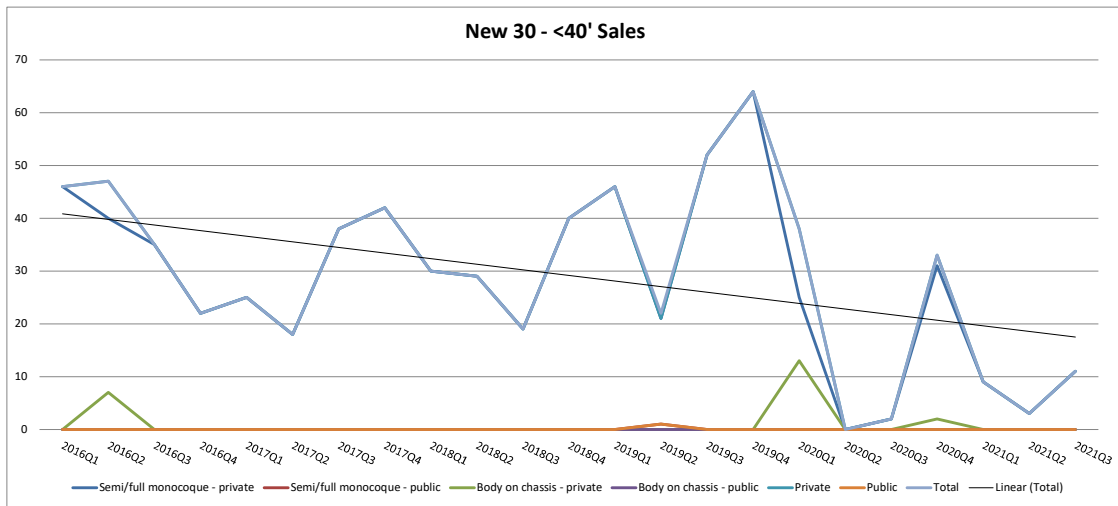
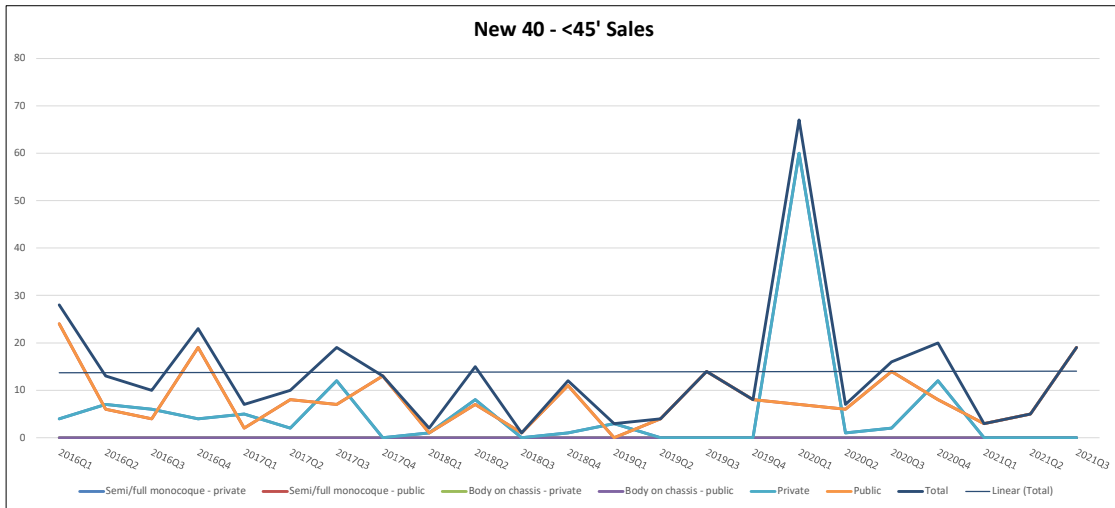
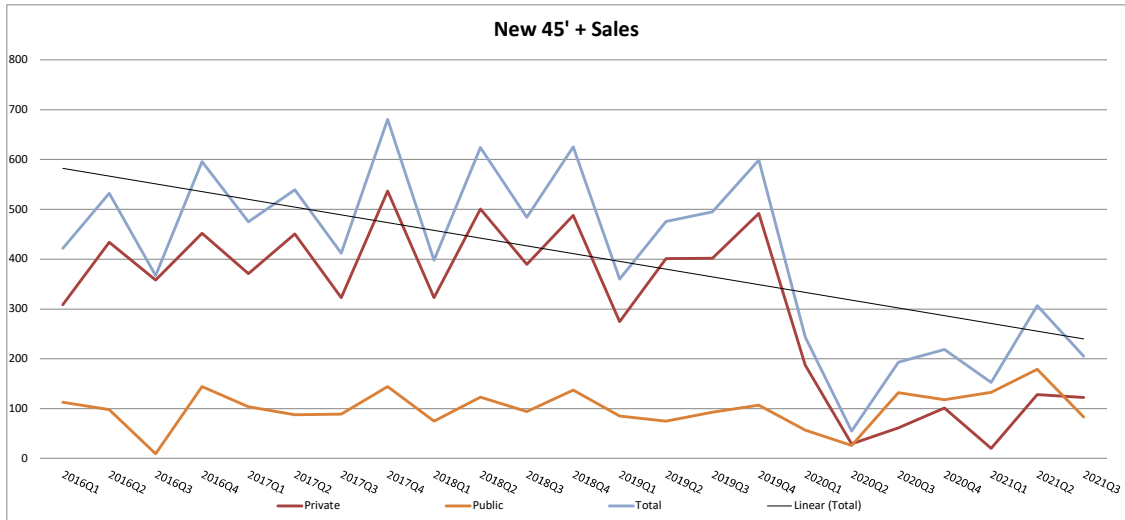
	2018Q1	2019Q1	qoq	2018Q2	2019Q2	qoq	2018Q3	2019Q3	qoq	2018Q4	2019Q4	qoq	2019Q1	2020Q1	qoq	2019Q2	2020Q2	qoq	2019Q3	2020Q3	qoq	2019Q4	2020Q4	qoq	2020Q1	2021Q1	qoq	2020Q2	2021Q2	qoq	2020Q3	2021Q3	qoq	2020Q4	2021Q4	qoq
<b>Semi/full monoqueue, unibody chassis construction</b>	354	324	-8.5%	538	422	-21.6%	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%	30	131	336.7%	65	133	104.6%			
	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%	32	184	475.0%	146	102	-30.1%			
<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	-	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%	30	131	336.7%	65	133	104.6%			
	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%	32	184	475.0%	146	102	-30.1%			
<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%	62	315	408.1%	211	235	11.4%			

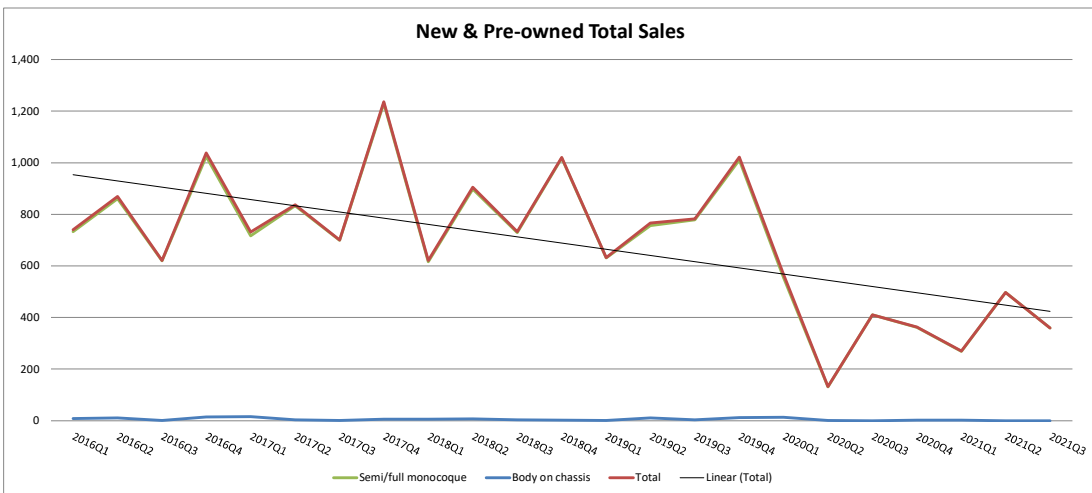
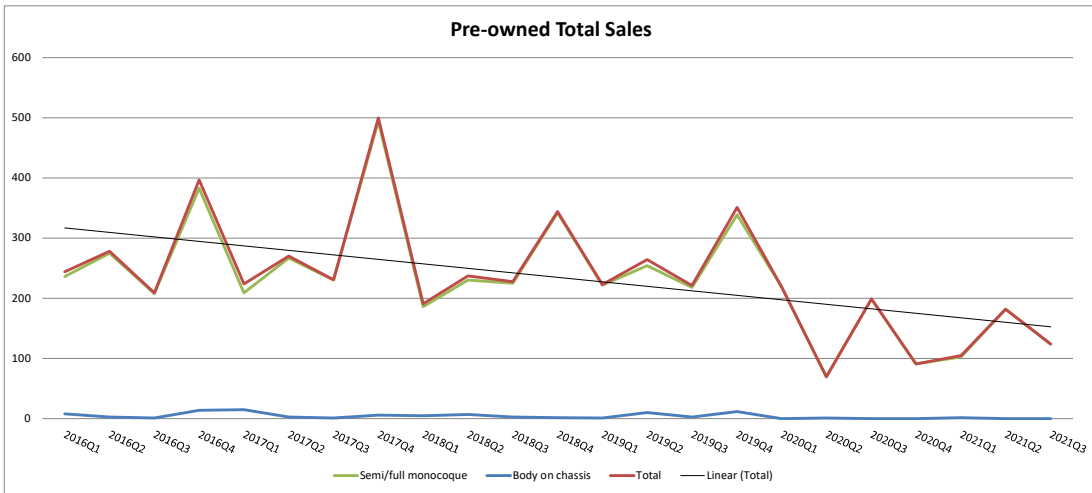
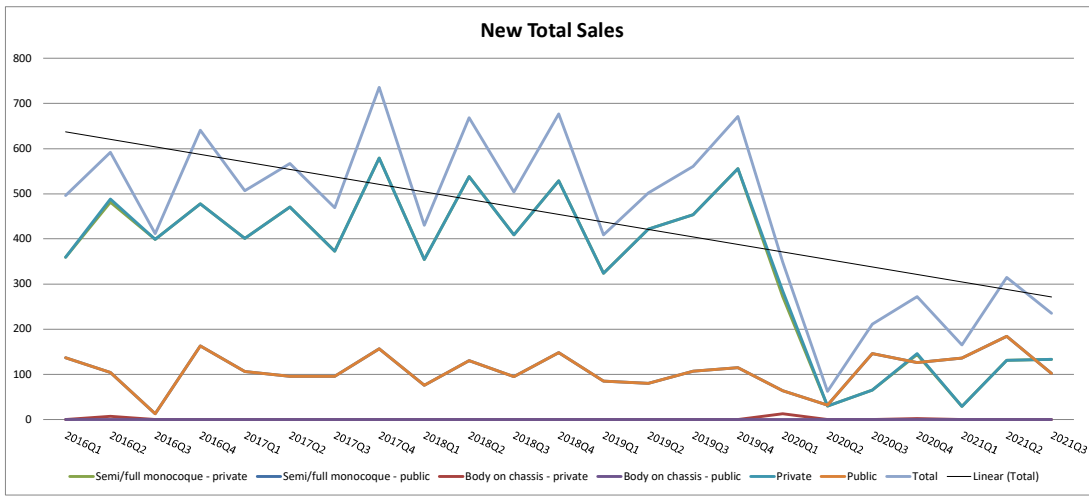
Pre-owned Total Sales

	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	2020Q2	2021Q2	qoq	2020Q3	2021Q3	qoq	2020Q4	2021Q4	qoq
<b>Semi/full monoqueue, 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%	69	182	163.8%	199	124	-37.7%			
<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	0	-100.0%	10	1	-90.0%	3	0	-100.0%	12	0	-100.0%	0	2	200.0%	1	0	200.0%	0	0	200.0%	0	0	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%	70	182	160.0%	199	124	-37.7%			

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	2020Q2	2021Q2	qoq	2020Q3	2021Q3	qoq	2020Q4	2021Q4	qoq
<b>Semi/full monoqueue, 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%	131	497	279.4%	410	359	-12.4%			
<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%	1	0	-100.0%	0	0	0.0%			
<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%	132	497	276.5%	410	359	-12.4%			







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	<b>1</b>
30 - <40'	Yes	30	0	<b>30</b>
	<u>Total</u>	<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	<b>1</b>
30 - <40'	Yes	0	0	<b>0</b>
	<u>Total</u>	<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	<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**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	409	183	<b>592</b>
Canada	29	7	<b>36</b>
Other	0	1	<b>1</b>
<u>Total</u>	<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	<b>377</b>
Other Countries	151	101	<b>252</b>
<u>Total</u>	<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
	<b>Total</b>	<b>529</b>	<b>0</b>	<b>529</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	11	0	11
30 - <40'	Yes	0	0	0
	<b>Total</b>	<b>148</b>	<b>0</b>	<b>148</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>
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
<b>Total</b>	<b>677</b>	<b>344</b>	<b>1,021</b>

**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
<b>Total</b>	<b>677</b>	<b>344</b>	<b>1,021</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	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
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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
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
	<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
<u>Total</u>		454	0	454

**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
<u>Total</u>		107	0	107

**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
<u>Total</u>	561	221	782

**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
<u>Total</u>	516	211	727

**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
	<u>Total</u>	556	0	556

**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>	115	0	115

**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
<u>Total</u>	671	351	1,022

**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
<u>Total</u>	671	351	1,022



**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*

<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	9	0	9
<b>Total</b>		<b>29</b>	<b>0</b>	<b>29</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	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	<u>Total</u>
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**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
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**

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

Results For: **Q2-2021**  
 Respondents: **4**

**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	3	0	3
<b>Total</b>		<b>131</b>	<b>0</b>	<b>131</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	5	0	5
30 - <40'	Yes	0	0	0
<b>Total</b>		<b>184</b>	<b>0</b>	<b>184</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>
182	0	182

**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
35	0	189	100	0	0	0	324

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
321	0	0	3	0	0	324

**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	11	0	11
	<b>Total</b>	<b>133</b>	<b>0</b>	<b>133</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	19	0	19
30 - <40'	Yes	0	0	0
	<b>Total</b>	<b>102</b>	<b>0</b>	<b>102</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>
124	0	124

**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
9	0	139	104	0	0	0	252

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
250	0	0	2	0	0	252

**Sales By Market**

<b>Market</b>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<b>Total</b>
	United States	230	
Canada	5	6	11
Other	0	0	0
<b>Total</b>	<b>235</b>	<b>124</b>	<b>359</b>

**Source of Vehicles**

<b>Source</b>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<b>Total</b>
	United States & Canada	211	
Other Countries	24	61	85
<b>Total</b>	<b>235</b>	<b>124</b>	<b>359</b>