

New 45' + Sales

	2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy	2019	yoy	2020	yoy	2021	yoy	2022	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%	475	25.7%	657	38.3%
	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%	540	62.2%	400	-25.9%
Body on chassis, body on frame or ladder type construction	Private	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	-	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%	475	25.7%	657	38.3%
	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%	540	62.2%	400	-25.9%
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%	1,930	-9.4%	711	-63.2%	1,015	42.8%	1,057	4.1%

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	2021	yoy	2022	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%	0	-100.0%	0	#DIV/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%	29	-17.1%	19	-34.5%
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%	0	0.0%	0	0.0%
	Public	0	0	-	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%	0	-100.0%	0	#DIV/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%	29	-17.1%	19	-34.5%
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%	29	-73.6%	19	-34.5%

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	2021	yoy	2022	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%	60	3.4%	113	88.3%
	Public	0	0	-	12	-	0	-100.0%	0	-	0	-	0	-	0	-	0	-	1	-	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%	0	0.0%	15	0.0%	0	-100.0%	0	0.0%
	Public	0	0	-	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%	60	-17.8%	113	88.3%
	Public	0	0	-	12	-	0	-100.0%	0	-	0	-	0	-	0	-	0	-	1	-	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%	184	55.9%	73	-60.3%	60	-17.8%	113	88.3%

New

Total Sales

	2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy	2019	yoy	2020	yoy	2021	yoy	2022	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%	535	4.7%	770	43.9%
	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%	569	54.6%	419	-26.4%
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%	0	-100.0%	0	0.0%
	Public	0	0	-	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%	535	1.7%	770	43.9%
	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%	569	54.6%	419	-26.4%
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%	2,143	-6.0%	894	-58.3%	1,104	23.5%	1,189	7.7%

Pre-owned

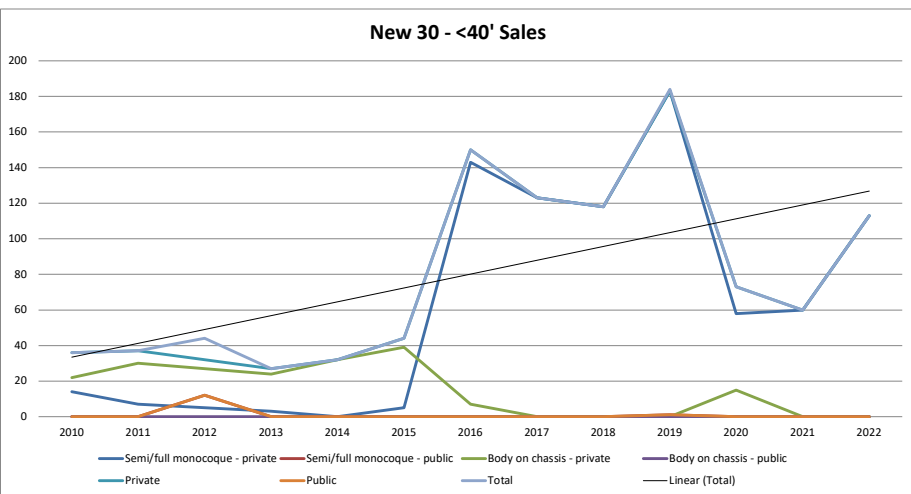
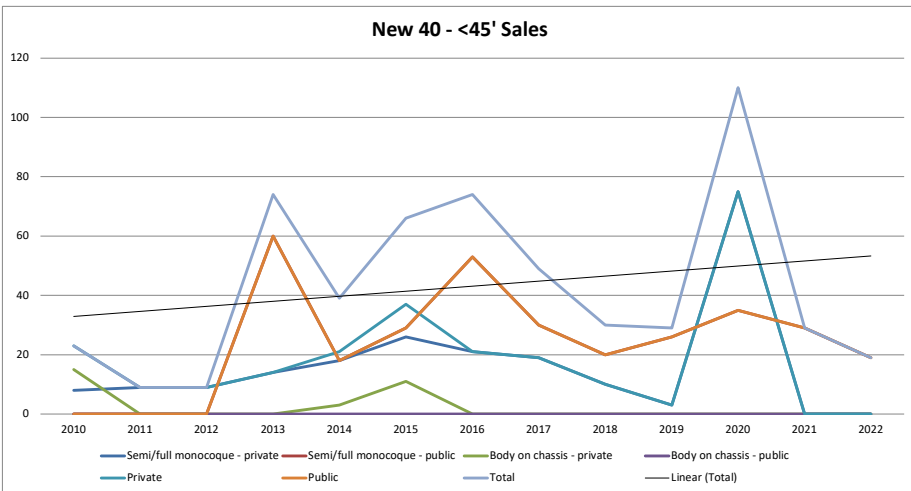
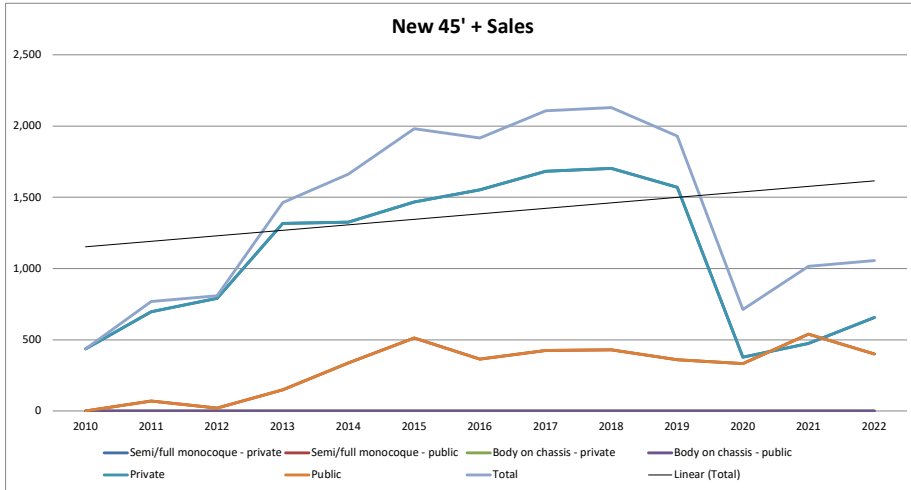
Total Sales

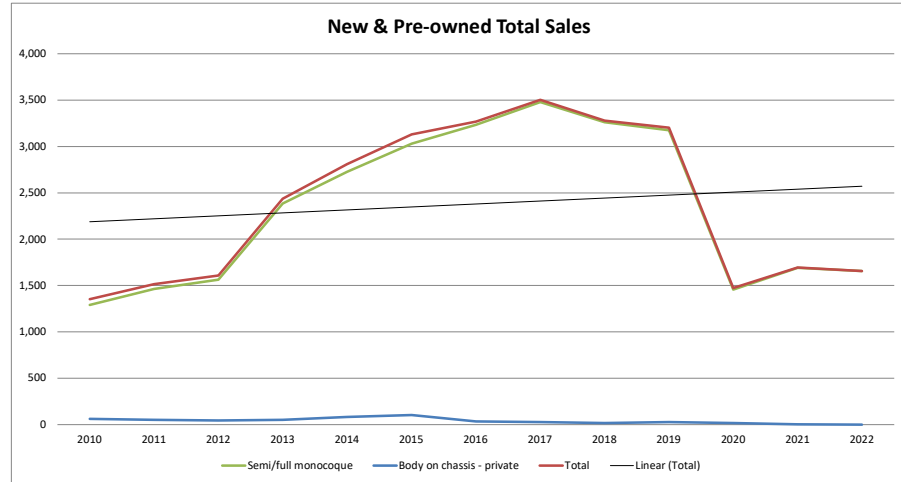
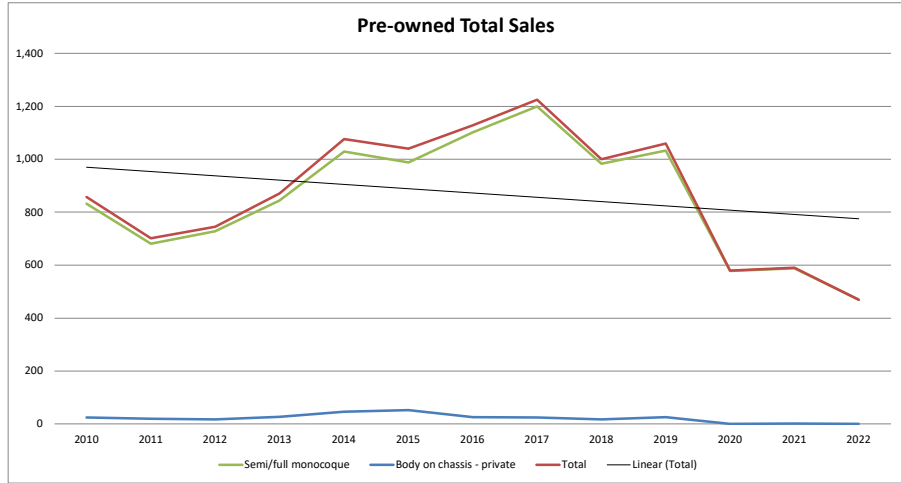
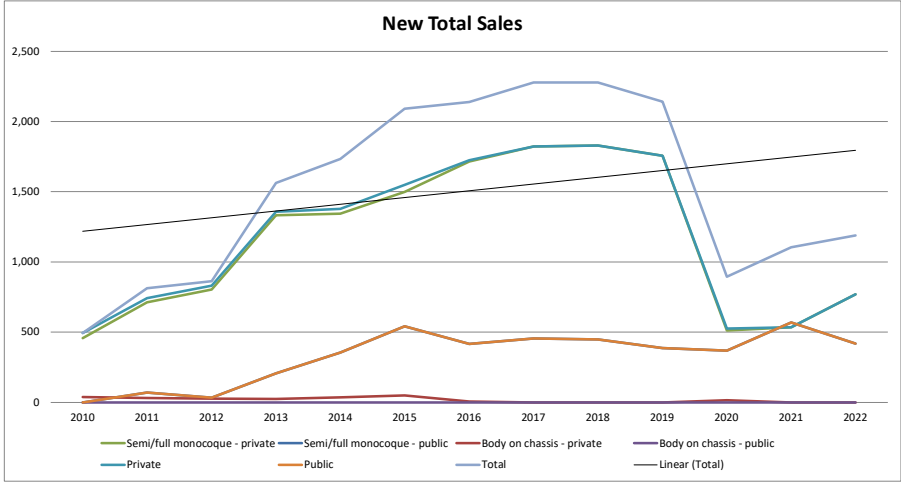
	2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy	2019	yoy	2020	yoy	2021	yoy	2022	yoy
Semi/full monocoque, unibody chassis construction	832	681	-18.1%	728	6.9%	844	15.9%	1,029	21.9%	988	-4.0%	1,102	11.5%	1,200	8.9%	983	-18.1%	1,033	5.1%	578	-44.0%	588	1.7%	469	-20.2%
Body on 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%	2	100.0%	0	-100.0%
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%	1,059	5.9%	579	-45.3%	590	1.9%	469	-20.5%

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	2021	yoy	2022	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%	1,692	16.1%	1,658	-2.0%
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%	2	-87.5%	0	-100.0%
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%	3,202	-2.3%	1,473	-54.0%	1,694	15.0%	1,658	-2.1%





3 (2019Q1 & Q2)
4 (2019Q3 - Present)

New 45' + Sales

	2019Q1	2020Q1	qoq	2019Q2	2020Q2	qoq	2019Q3	2020Q3	qoq	2019Q4	2020Q4	qoq	2020Q1	2021Q1	qoq	2020Q2	2021Q2	qoq	2020Q3	2021Q3	qoq	2020Q4	2021Q4	qoq	2021Q1	2022Q1	qoq	2021Q2	2022Q2	qoq	2021Q3	2022Q3	qoq	2021Q4	2022Q4	qoq			
Semi/full mono-coque, unibody chassis construction	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%	101	205	103.0%	20	73	265.0%	128	147	14.8%	122	197	61.5%	205	240	17.1%			
	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%	118	145	22.9%	133	105	-21.1%	179	97	-45.8%	83	95	14.5%	145	103	-29.0%			
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	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-
By Sector	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%	101	205	103.0%	20	73	265.0%	128	147	14.8%	122	197	61.5%	205	240	17.1%			
	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%	118	145	22.9%	133	105	-21.1%	179	97	-45.8%	83	95	14.5%	145	103	-29.0%			
Total	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%	219	350	59.8%	153	178	16.3%	307	244	-20.5%	205	292	42.4%	350	343	-2.0%			

New 40 - <45' Sales

	2019Q1	2020Q1	qoq	2019Q2	2020Q2	qoq	2019Q3	2020Q3	qoq	2019Q4	2020Q4	qoq	2020Q1	2021Q1	qoq	2020Q2	2021Q2	qoq	2020Q3	2021Q3	qoq	2020Q4	2021Q4	qoq	2021Q1	2022Q1	qoq	2021Q2	2022Q2	qoq	2021Q3	2022Q3	qoq	2021Q4	2022Q4	qoq						
Semi/full mono-coque, unibody chassis construction	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%	12	0	-100.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%			
	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%	8	2	-75.0%	3	5	66.7%	5	5	0.0%	19	6	-68.4%	2	3	50.0%						
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	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-			
By Sector	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%	12	0	-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	7	700.0%	4	6	50.0%	14	14	0.0%	8	8	0.0%	7	3	-57.1%	6	5	-16.7%	14	19	35.7%	8	2	-75.0%	3	5	66.7%	5	5	0.0%	19	6	-68.4%	2	3	50.0%						
Total	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%	20	2	-90.0%	3	5	66.7%	5	5	0.0%	19	6	-68.4%	2	3	50.0%						

New 30 - <40' Sales

	2019Q1	2020Q1	qoq	2019Q2	2020Q2	qoq	2019Q3	2020Q3	qoq	2019Q4	2020Q4	qoq	2020Q1	2021Q1	qoq	2020Q2	2021Q2	qoq	2020Q3	2021Q3	qoq	2020Q4	2021Q4	qoq	2021Q1	2022Q1	qoq	2021Q2	2022Q2	qoq	2021Q3	2022Q3	qoq	2021Q4	2022Q4	qoq
Semi/full mono-coque, unibody chassis construction	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%	31	37	19.4%	9	8	-11.1%	3	35	1066.7%	11	38	245.5%	37	32	-13.5%
	0	0	-	1	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-
Body on chassis, body on frame or ladder type construction	0	13	-	0	0	-	0	0	-	0	2	-	13	0	-	0	0	-	0	0	-	2	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	38	-17.4%	21	0	-100.0%	52	2	-96.2%	64	33	-48.4%	38	9	-76.3%	0	3	0.0%	2	11	450.0%	33	37	12.1%	9	8	-11.1%	3	35	1066.7%	11	38	245.5%	37	32	-13.5%
	0	0	-	1	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-
Total	46	38	-17.4%	22	0	-100.0%	52	2	-96.2%	64	33	-48.4%	38	9	-76.3%	0	3	0.0%	2	11	450.0%	33	37	12.1%	9	8	-11.1%	3	35	1066.7%	11	38	245.5%	37	32	-13.5%

New Total Sales

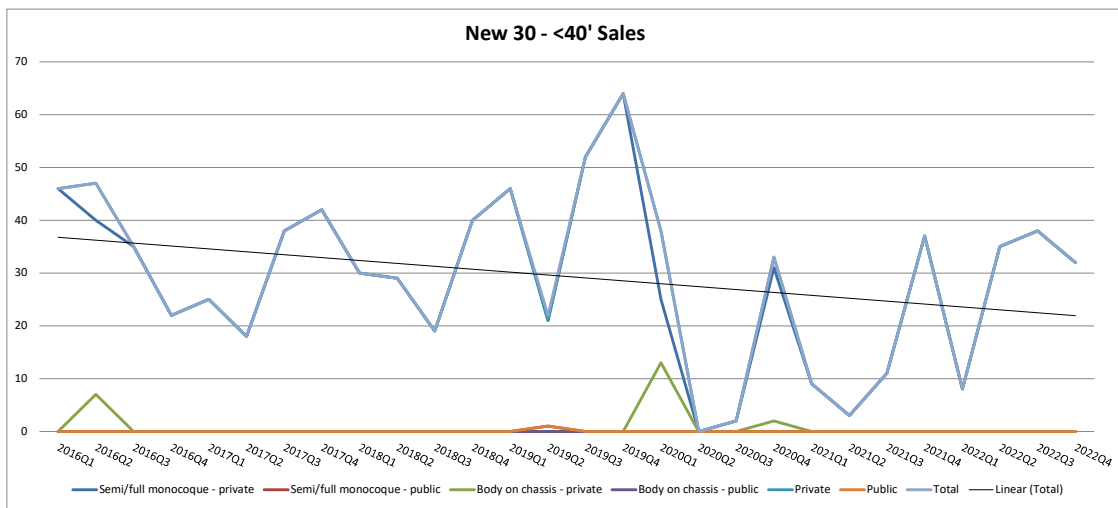
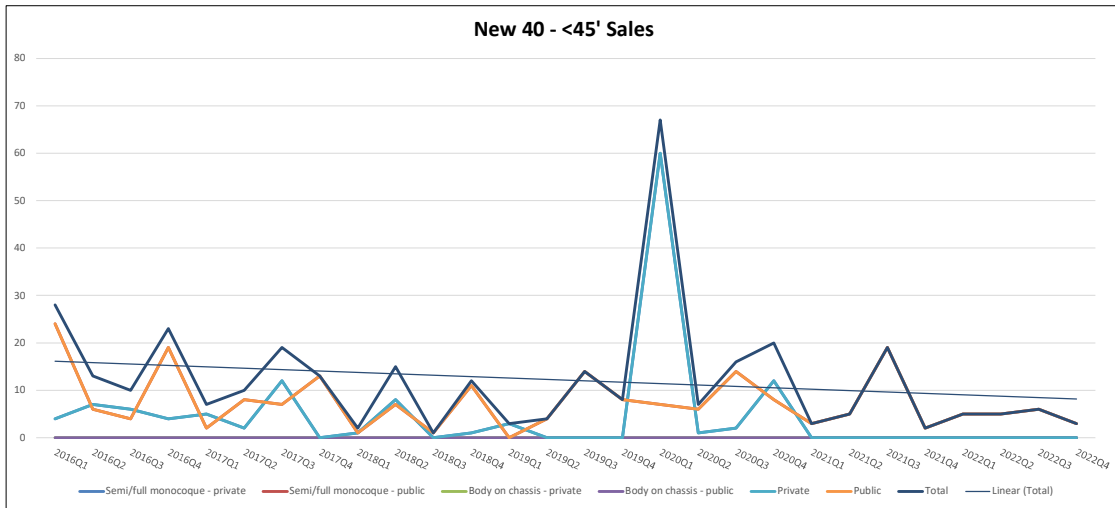
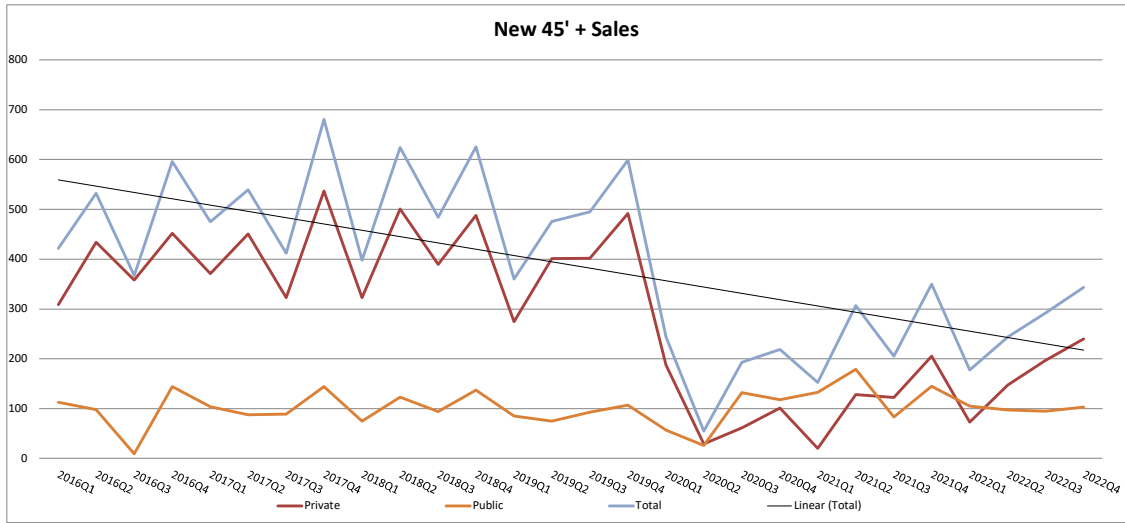
	2019Q1	2020Q1	qoq	2019Q2	2020Q2	qoq	2019Q3	2020Q3	qoq	2019Q4	2020Q4	qoq	2020Q1	2021Q1	qoq	2020Q2	2021Q2	qoq	2020Q3	2021Q3	qoq	2020Q4	2021Q4	qoq	2021Q1	2022Q1	qoq	2021Q2	2022Q2	qoq	2021Q3	2022Q3	qoq	2021Q4	2022Q4	qoq
Semi/full monoqueue, unibody chassis construction	324	272	-16.0%	422	30	-92.9%	454	65	-85.7%	556	144	-74.1%	272	29	-89.3%	30	131	336.7%	65	133	104.6%	144	242	68.1%	29	81	179.3%	131	182	38.9%	133	235	76.7%	242	272	12.4%
	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%	126	147	16.7%	136	110	-19.1%	184	102	-44.6%	102	101	-1.0%	147	106	-27.9%
Body on chassis, body on frame or ladder type construction	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	-	0	0	-	0	0	-	0	0	-	0	0	-
By Sector	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%	146	242	65.8%	29	81	179.3%	131	182	38.9%	133	235	76.7%	242	272	12.4%
	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%	126	147	16.7%	136	110	-19.1%	184	102	-44.6%	102	101	-1.0%	147	106	-27.9%
Total	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%	272	389	43.0%	165	191	15.8%	315	284	-9.8%	235	336	43.0%	389	378	-2.8%

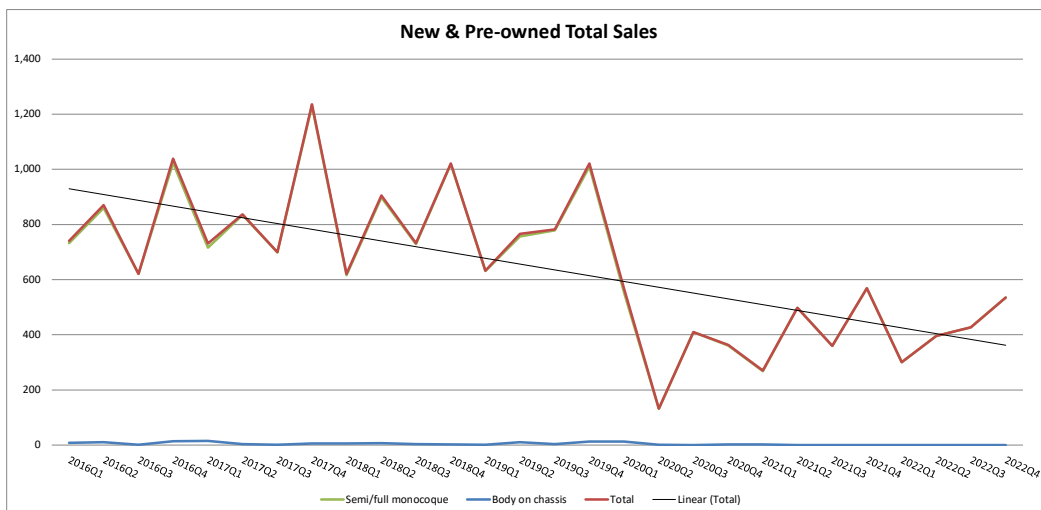
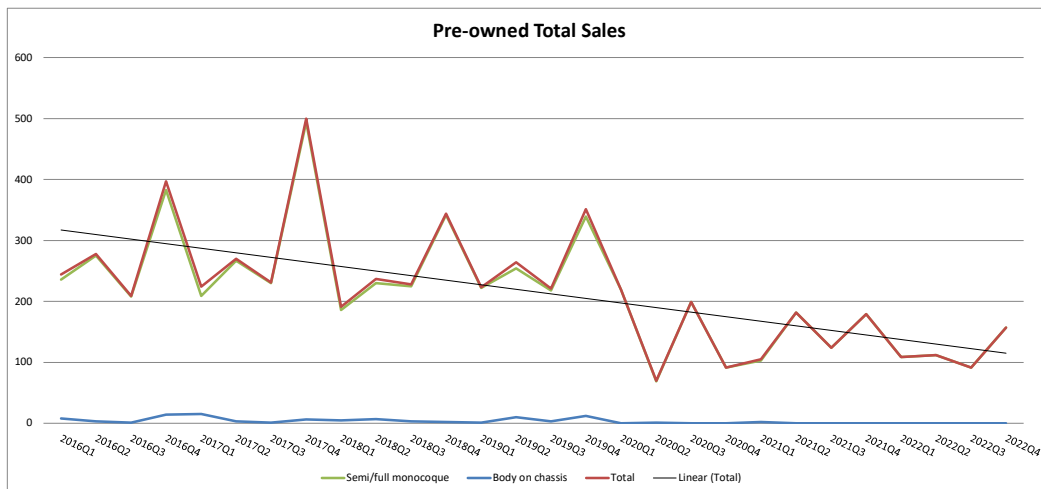
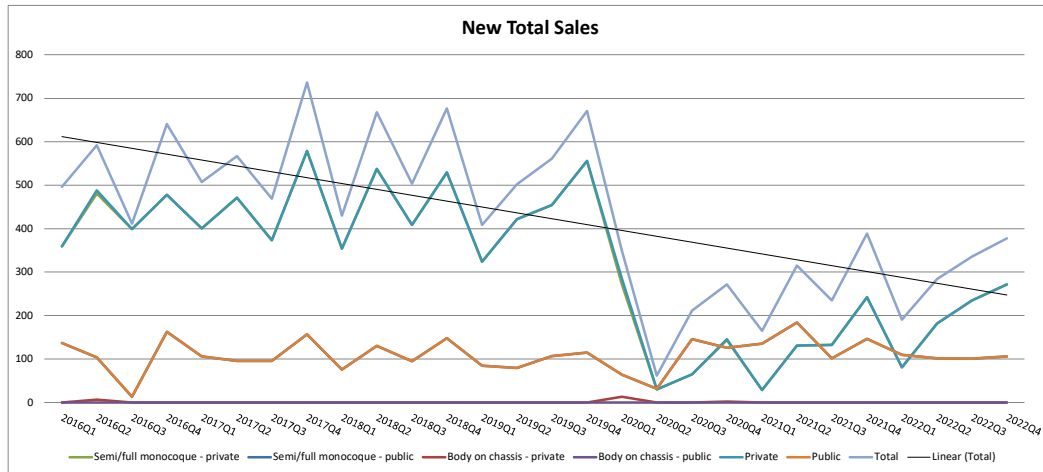
Pre-owned Total Sales

	2019Q1	2020Q1	qoq	2019Q2	2020Q2	qoq	2019Q3	2020Q3	qoq	2019Q4	2020Q4	qoq	2020Q1	2021Q1	qoq	2020Q2	2021Q2	qoq	2020Q3	2021Q3	qoq	2020Q4	2021Q4	qoq	2021Q1	2022Q1	qoq	2021Q2	2022Q2	qoq	2021Q3	2022Q3	qoq	2021Q4	2022Q4	qoq			
Semi/full monoqueue, unibody chassis construction	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%	91	179	96.7%	103	109	5.8%	182	112	-38.5%	124	91	-26.6%	179	157	-12.3%			
Body on chassis, body on frame or ladder type construction	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%	0	0	200.0%	2	0	-200.0%	0	0	200.0%	0	0	200.0%	0	0	200.0%
Total	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%	91	179	96.7%	105	109	3.8%	182	112	-38.5%	124	91	-26.6%	179	157	-12.3%			

New & Pre-owned Total Sales

	2019Q1	2020Q1	qoq	2019Q2	2020Q2	qoq	2019Q3	2020Q3	qoq	2019Q4	2020Q4	qoq	2020Q1	2021Q1	qoq	2020Q2	2021Q2	qoq	2020Q3	2021Q3	qoq	2020Q4	2021Q4	qoq	2021Q1	2022Q1	qoq	2021Q2	2022Q2	qoq	2021Q3	2022Q3	qoq	2021Q4	2022Q4	qoq			
Semi/full monoqueue, unibody chassis construction	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%	361	568	57.3%	268	300	11.9%	497	396	-20.3%	359	427	18.9%	568	535	-5.8%			
Body on chassis, body on frame or ladder type construction	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%	2	0	-100.0%	2	0	-100.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%	0	0	0.0%
Total	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%	363	568	56.5%	270	300	11.1%	497	396	-20.3%	359	427	18.9%	568	535	-5.8%			





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
	Total	272	13	285

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	64	0	64

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

(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
Total	349	219	568

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
Total	349	219	568

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
	Total	30	0	30

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
	Total	32	0	32

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

(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
Total	62	70	132

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
Total	62	70	132

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
	<u>Total</u>	65	0	65

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>	146	0	146

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

(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
<u>Total</u>	211	199	410

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
<u>Total</u>	211	199	410

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
	Total	144	2	146

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
	Total	126	0	126

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

(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
Total	272	91	363

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
Total	272	91	363

Private Sector Sales

New Vehicles

Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		45' +	Yes	
40 - <45'	Yes	0	0	0
30 - <40'	Yes	9	0	9
	Total	29	0	29

Public Sector Sales

New Vehicles

Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		45' +	Yes	
40 - <45'	Yes	3	0	3
30 - <40'	Yes	0	0	0
	Total	136	0	136

Pre-owned Vehicle Sales

Pre-owned Vehicles

Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
103	2	105

Shell Sales

Total Shell Sales

1

(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

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

Source of Vehicles

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

Private Sector Sales

New Vehicles

Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		45' +	Yes	
40 - <45'	Yes	0	0	0
30 - <40'	Yes	3	0	3
	Total	131	0	131

Public Sector Sales

New Vehicles

Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		45' +	Yes	
40 - <45'	Yes	5	0	5
30 - <40'	Yes	0	0	0
	Total	184	0	184

Pre-owned Vehicle Sales

Pre-owned Vehicles

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

Sales By Market

Market	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	Total
	United States	303	
Canada	12	12	24
Other	0	0	0
Total	315	182	497

Source of Vehicles

Source	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	Total
	United States & Canada	268	
Other Countries	47	80	127
Total	315	182	497

Private Sector Sales

New Vehicles

Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		45' +	Yes	
40 - <45'	Yes	0	0	0
30 - <40'	Yes	11	0	11
	Total	133	0	133

Public Sector Sales

New Vehicles

Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		45' +	Yes	
40 - <45'	Yes	19	0	19
30 - <40'	Yes	0	0	0
	Total	102	0	102

Pre-owned Vehicle Sales

Pre-owned Vehicles

Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
124	0	124

Shell Sales

Total Shell Sales

17

(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

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

Source of Vehicles

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

Private Sector Sales

New Vehicles

Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		45' +	Yes	
40 - <45'	Yes	0	0	0
30 - <40'	Yes	37	0	37
	Total	242	0	242

Public Sector Sales

New Vehicles

Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		45' +	Yes	
40 - <45'	Yes	2	0	2
30 - <40'	Yes	0	0	0
	Total	147	0	147

Pre-owned Vehicle Sales

Pre-owned Vehicles

Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
179	0	179

Shell Sales

Total Shell Sales

24

(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	226	149	0	5	0	413

Transmission (new vehicle sales)

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
404	0	0	8	1	0	413

Sales By Market

Market	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	Total
	United States	372	
Canada	17	14	31
Other	0	0	0
Total	389	179	568

Source of Vehicles

Source	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	Total
	United States & Canada	290	
Other Countries	99	92	191
Total	389	179	568

Private Sector Sales

New Vehicles

Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		45' +	Yes	
40 - <45'	Yes	0	0	0
30 - <40'	Yes	8	0	8
	Total	81	0	81

Public Sector Sales

New Vehicles

Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		45' +	Yes	
40 - <45'	Yes	5	0	5
30 - <40'	Yes	0	0	0
	Total	110	0	110

Pre-owned Vehicle Sales

Pre-owned Vehicles

Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
109	0	109

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
14	0	91	89	0	6	0	200

Transmission (new vehicle sales)

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
189	0	0	5	6	0	200

Sales By Market

Market	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	Total
	United States	185	
Canada	6	27	33
Other	0	0	0
Total	191	109	300

Source of Vehicles

Source	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	Total
	United States & Canada	136	
Other Countries	55	41	96
Total	191	109	300

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	35	0	35
	Total	182	0	182

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	5	0	5
30 - <40'	Yes	0	0	0
	Total	102	0	102

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>
112	0	112

Shell Sales

Total Shell Sales

28

(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
10	0	175	126	0	1	0	312

Transmission (new vehicle sales)

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
171	126	0	14	1	0	312

Sales By Market

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
	United States	266	
Canada	18	7	25
Other	0	0	0
Total	284	112	396

Source of Vehicles

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
	United States & Canada	204	
Other Countries	80	47	127
Total	284	112	396

Private Sector Sales

New Vehicles

Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		45' +	Yes	
40 - <45'	Yes	0	0	0
30 - <40'	Yes	38	0	38
	Total	235	0	235

Public Sector Sales

New Vehicles

Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		45' +	Yes	
40 - <45'	Yes	6	0	6
30 - <40'	Yes	0	0	0
	Total	101	0	101

Pre-owned Vehicle Sales

Pre-owned Vehicles

Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
91	0	91

Shell Sales

Total Shell Sales

17

(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
7	0	228	118	0	0	0	353

Transmission (new vehicle sales)

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
353	0	0	0	0	0	353

Sales By Market

Market	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	Total
	United States	327	
Canada	9	4	13
Other	0	0	0
Total	336	91	427

Source of Vehicles

Source	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	Total
	United States & Canada	218	
Other Countries	118	42	160
Total	336	91	427

Results For: **Q4-2022**
 Respondents: **4**

Private Sector Sales

New Vehicles

Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		45' + Yes	240	
40 - <45' Yes	0	0	0	
30 - <40' Yes	32	0	32	
Total		272	0	272

Public Sector Sales

New Vehicles

Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		45' + Yes	103	
40 - <45' Yes	3	0	3	
30 - <40' Yes	0	0	0	
Total		106	0	106

Pre-owned Vehicle Sales

Pre-owned Vehicles

Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
157	0	157

Shell Sales

Total Shell Sales

37

(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
6	0	243	162	0	4	0	415

Transmission (new vehicle sales)

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
411	0	0	0	4	0	415

Sales By Market

Market	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	Total
	United States	364	
Canada	14	31	45
Other	0	0	0
Total	378	157	535

Source of Vehicles

Source	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	Total
	United States & Canada	261	
Other Countries	117	60	177
Total	378	157	535