## **NEW VEHICLE SALES**

45'	+	Sa	les

45 · Suics		2010	2011	yoy	2012	yoy	2013	yoy
	Private	700	1,004	43.4%	1,161	15.6%	1,402	20.8%
Semi/full monocoque, unibody chassis construction	Public	340	258	-24.1%	264	2.3%	147	-44.3%
	Private	0	0	-	0	-	0	-
frame or ladder type construction	Public	0	0	-	0	-	0	-
By Sector	Private	700	1,004	43.4%	1,161	15.6%	1,402	20.8%
by sector	Public	340	258	-24.1%	264	2.3%	147	-44.3%
Total		1,040	1,262	21.3%	1,425	12.9%	1,549	8.7%

40	- <43	Jaies

		2010	2011	yoy	2012	yoy	2013	yoy
	Private	13	15	15.4%	16	6.7%	10	-37.5%
Semi/full monocoque, unibody chassis construction	Public	43	89	107.0%	84	-5.6%	60	-28.6%
Body on chassis , body on	Private	0	0	-	0	-	0	-
frame or ladder type construction	Public	0	0	-	0	-	0	-
By Sector	Private	13	15	15.4%	16	6.7%	10	-37.5%
	Public	43	89	107.0%	84	-5.6%	60	-28.6%
Total		56	104	85.7%	100	-3.8%	70	-30.0%

## 35 - <40' Sales

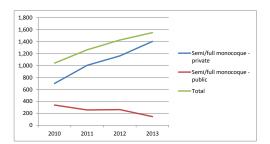
		2010	2011	yoy	2012	yoy	2013	yoy
	Private	13	7	-46.2%	5	-28.6%	3	-40.0%
Semi/full monocoque, unibody chassis construction	Public	0	0	-	0	-	0	-
,,,	Private	22	28	27.3%	27	-3.6%	4	-85.2%
frame or ladder type construction	Public	0	2		0	-100.0%	0	1
By Sector	Private	35	35	0.0%	32	-8.6%	7	-78.1%
	Public	0	2	-	0	-100.0%	0	-
Total		35	37	5.7%	32	-13.5%	7	-78.1%

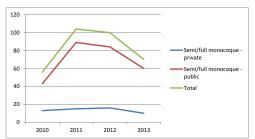
## 30 - <35' Sales

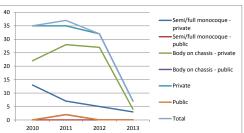
		2010	2011	yoy	2012	yoy	2013	yoy
	Private	0	0		0	-	5	-
Semi/full monocoque, unibody chassis construction	Public	0	0	-	0	-	0	-
bouy on enassis, bouy on	Private	0	0	-	0	-	14	-
frame or ladder type construction	Public	0	0	-	0	,	1	-
By Sector	Private	0	0		0	-	19	-
by Sector	Public	0	0	1	0	-	1	-
Total		0	0	-	0	-	20	-

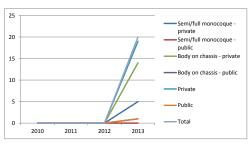
## Total Sales

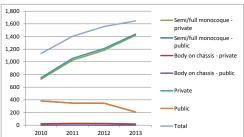
		2010	2011	yoy	2012	yoy	2013	yoy
	Private	726	1,026	41.3%	1,182	15.2%	1,420	20.1%
Semi/full monocoque, unibody chassis construction	Public	383	347	-9.4%	348	0.3%	207	-40.5%
Body on chassis , body on	Private	22	28	27.3%	27	-3.6%	18	-33.3%
frame or ladder type construction	Public	0	2	-	0	-100.0%	1	-
By Sector	Private	748	1,054	40.9%	1,209	14.7%	1,438	18.9%
by Sector	Public	383	349	-8.9%	348	-0.3%	208	-40.2%
Total		1,131	1,403	24.0%	1,557	11.0%	1,646	5.7%











Quarterly Survey
Results For: Q1 - 2013

Respondents	Q1 - 2013						
respondents	4						
	Private Sector Sales	New Vehicles					
				Semi/full monocoque,			
				unibody chassis			
			Body on chassis , body on frame	construction with low			
		Semi/full monocoque, unibody	or ladder type construction	floor construction and no			
		chassis construction, includes	(includes cutaway/minibus type	luggage capacity (transit			
Length	Baggage storage	traditional style motorcoaches	vehicles)	style vehicle)	Total		
45' +	Yes	268	0	0	268		
40-<45'	Yes	2	0	0	2		
35-<40	Yes	2	0	0	2		
30 - <35	Yes	0	8	0	8		
30 (33	Total	272	8	0	280		
	Public Sector Sales	New Vehicles					
				Semi/full monocoque,			
				unibody chassis			
			Body on chassis , body on frame				
		Semi/full monocoque, unibody	or ladder type construction	floor construction and no			
		chassis construction, includes	(includes cutaway/minibus type	luggage capacity (transit			
Length	Baggage storage	traditional style motorcoaches	vehicles)	style vehicle)	Total		
45' +	Yes	43	0	0	43		
40-<45'	Yes	20	0	0	20		
35-<40	Yes	0	0	0	0		
30 - <35	Yes	0	1	0	1		
-5 .55	Total	63	1	0	64		
	Private Sector Sales	Pre-owned Vehicles					
	Tivate Sector Sales			Semi/full monocoque,			
				unibody chassis			
			Body on chassis , body on frame	construction with low			
		Semi/full monocoque, unibody	or ladder type construction	floor construction and no			
		chassis construction, includes	(includes cutaway/minibus type				
Length	Baggage storage	traditional style motorcoaches	vehicles)	style vehicle)	Total		
		190	0	0	190		
45' +	Yes						
40-<45'	Yes	3	0	0	3		
35-<40	Yes	1	7	0	8		
30 - <35	Yes	0	0	0	0		
	<u>Total</u>	194	7	0	201		
	Public Sector Sales	Pre-owned Vehicles					
	rubiic Sector Sales	Fre-owned venicles					
	rubiic Sector Sales	rie-owned venicles		Semi/full monocoque,			
	rubile Sector Sales	rie-owied vehicles		unibody chassis			
	r ubile Sector Sales	rie-owied veilides	Body on chassis , body on frame	unibody chassis			
	rubiic Sector Sales	Semi/full monocoque, unibody	Body on chassis , body on frame or ladder type construction	unibody chassis			
	rubic Sector Sales			unibody chassis construction with low floor construction and no			
<u>Length</u>	Baggage storage	Semi/full monocoque, unibody	or ladder type construction	unibody chassis construction with low floor construction and no	<u>Total</u>		
<u>Length</u> 45' +		Semi/full monocoque, unibody chassis construction, includes	or ladder type construction (includes cutaway/minibus type	unibody chassis construction with low floor construction and no luggage capacity (transit	<u>Total</u> 4		
	Baggage storage Yes	Semi/full monocoque, unibody chassis construction, includes traditional style motorcoaches	or ladder type construction (includes cutaway/minibus type vehicles)	unibody chassis construction with low floor construction and no luggage capacity (transit style vehicle)			
45' + 40-<45'	Baggage storage Yes Yes	Semi/full monocoque, unibody chassis construction, includes traditional style motorcoaches  4 0	or ladder type construction (includes cutaway/minibus type vehicles)  0 0	unibody chassis construction with low floor construction and no luggage capacity (transit style vehicle)  0 0	4 0		
45' + 40-<45' 35-<40	Baggage storage Yes Yes Yes	Semi/full monocoque, unibody chassis construction, includes traditional style motorcoaches  4 0 0	or ladder type construction (includes cutaway/minibus type vehicles)  0 0 0	unibody chassis construction with low floor construction and no luggage capacity (transit style vehicle)  0 0 0	4 0 0		
45' + 40-<45'	Baggage storage Yes Yes	Semi/full monocoque, unibody chassis construction, includes traditional style motorcoaches  4 0	or ladder type construction (includes cutaway/minibus type vehicles)  0 0	unibody chassis construction with low floor construction and no luggage capacity (transit style vehicle)  0 0	4 0		
45' + 40-<45' 35-<40	Baggage storage Yes Yes Yes Yes Yes	Semi/full monocoque, unibody chassis construction, includes traditional style motorcoaches  4 0 0 0	or ladder type construction (includes cutaway/minibus type vehicles)  0  0  0	unibody chassis construction with low floor construction and no luggage capacity (transit style vehicle)  0  0  0  0	4 0 0 0		
45' + 40-<45' 35-<40	Baggage storage Yes Yes Yes Yes Yes	Semi/full monocoque, unibody chassis construction, includes traditional style motorcoaches  4 0 0 0	or ladder type construction (includes cutaway/minibus type vehicles)  0  0  0	unibody chassis construction with low floor construction and no luggage capacity (transit style vehicle)  0  0  0  0	4 0 0 0		
45' + 40-<45' 35-<40	Baggage storage Yes Yes Yes Yes Yes Total	Semi/full monocoque, unibody chassis construction, includes traditional style motorcoaches  4 0 0 0	or ladder type construction (includes cutaway/minibus type vehicles)  0  0  0	unibody chassis construction with low floor construction and no luggage capacity (transit style vehicle)  0  0  0  0	4 0 0 0		
45' + 40-<45' 35-<40	Baggage storage Yes Yes Yes Yes Total  Shell Sales Total Shell Sales	Semi/full monocoque, unibody chassis construction, includes traditional style motorcoaches  4 0 0 4 4	or ladder type construction (includes cutaway/minibus type vehicles)  0 0 0 0 0	unibody chassis construction with low floor construction and no luggage capacity (transit style vehicle)  0 0 0 0	4 0 0 0 4	ercial leasing)	
45' + 40-<45' 35-<40	Baggage storage Yes Yes Yes Yes Total  Shell Sales Total Shell Sales	Semi/full monocoque, unibody chassis construction, includes traditional style motorcoaches  4 0 0 0 4 11 pody chassis with integrated passenge	or ladder type construction (includes cutaway/minibus type vehicles)  0 0 0 0 0	unibody chassis construction with low floor construction and no luggage capacity (transit style vehicle)  0 0 0 0	4 0 0 0 4	ercial leasing)	
45' + 40-<45' 35-<40	Baggage storage Yes Yes Yes Total  Shell Sales Total Shell Sales (sale of a monocoque or unib)  Engines (new vehicle sales)	Semi/full monocoque, unibody chassis construction, includes traditional style motorcoaches  4 0 0 4 4 11 pody chassis with integrated passenge ales)	or ladder type construction (includes cutaway/minibus type vehicles)  0  0  0  0  0  cr deck above a luggage compartment	unibody chassis construction with low floor construction and no luggage capacity (transit style vehicle)  0  0  0  0  0  o	4 0 0 0 4		Total
45' + 40-<45' 35-<40	Baggage storage Yes Yes Yes Yes Total  Shell Sales Total Shell Sales (sale of a monocoque or unib)  Engines (new vehicle sales)	Semi/full monocoque, unibody chassis construction, includes traditional style motorcoaches  4 0 0 0 4  11  pody chassis with integrated passenge ales) Detroit/Mercedes	or ladder type construction (includes cutaway/minibus type vehicles)  0  0  0  0  cr deck above a luggage compartment	unibody chassis construction with low floor construction and no luggage capacity (transit style vehicle)  0  0  0  0  output 0  unit to a third-party coach builty of the party coach builty output Volvo	4 0 0 4 4	Other 1 Other 2	<u>Total</u>
45' + 40-<45' 35-<40	Baggage storage Yes Yes Yes Yes Total  Shell Sales Total Shell Sales (sale of a monocoque or unib)  Engines (new vehicle si Size 13 litres or greater	Semi/full monocoque, unibody chassis construction, includes traditional style motorcoaches  4 0 0 4 4  11 oody chassis with integrated passenge ales) Detroit/Mercedes 0	or ladder type construction (includes cutaway/minibus type vehicles)  0 0 0 0 0 cr deck above a luggage compartment	unibody chassis construction with low floor construction and no luggage capacity (transit style vehicle)  0 0 0 0 0  ent to a third-party coach bui	4 0 0 4 4	Other 1 Other 2 0	97
45' + 40-<45' 35-<40	Baggage storage Yes Yes Yes Yes Yes Total  Shell Sales Total Shell Sales (sale of a monocoque or unib)  Engines (new vehicle si Size 13 litres or greater 11 - < 13 Litres	Semi/full monocoque, unibody chassis construction, includes traditional style motorcoaches  4 0 0 0 4  11  oody chassis with integrated passenge ales) Detroit/Mercedes  0 94	or ladder type construction (includes cutaway/minibus type vehicles)  0 0 0 0 0 0  cr deck above a luggage compartment of the compartment of the cutaway minibus type vehicles)	unibody chassis construction with low floor construction and no luggage capacity (transit style vehicle)  0 0 0 0  ent to a third-party coach buil  Volvo  97 0	4 0 0 0 4 Ider for comme	Other 1 Other 2 0 0 0 0 0	97 246
45' + 40-<45' 35-<40	Baggage storage Yes Yes Yes Total  Shell Sales Total Shell Sales (sale of a monocoque or unib)  Engines (new vehicle si Size 13 litres or greater 11 - < 13 Litres 8-< 11 Litres	Semi/full monocoque, unibody chassis construction, includes traditional style motorcoaches  4 0 0 0 4  11 pody chassis with integrated passenge ales) Detroit/Mercedes 0 94 0	or ladder type construction (includes cutaway/minibus type vehicles)  0 0 0 0 0 0 cr deck above a luggage compartment of the compartment of the compartment of the cutaway minibus type vehicles)	unibody chassis construction with low floor construction and no floor construction and no luggage capacity (transit style vehicle)  0  0  0  0  voluent to a third-party coach buil  Volvo  97  0  0	4 0 0 0 4 4 Ider for comme	Other 1 Other 2  0 0 0 0 0 0 0 0	97 246 3
45' + 40-<45' 35-<40	Baggage storage Yes Yes Yes Yes Yes Total  Shell Sales Total Shell Sales (sale of a monocoque or unib)  Engines (new vehicle si Size 13 litres or greater 11 - < 13 Litres	Semi/full monocoque, unibody chassis construction, includes traditional style motorcoaches  4 0 0 0 4  11  oody chassis with integrated passenge ales) Detroit/Mercedes  0 94	or ladder type construction (includes cutaway/minibus type vehicles)  0 0 0 0 0 0  cr deck above a luggage compartment of the compartment of the cutaway minibus type vehicles)	unibody chassis construction with low floor construction and no luggage capacity (transit style vehicle)  0 0 0 0  ent to a third-party coach buil  Volvo  97 0	4 0 0 0 4 Ider for comme	Other 1 Other 2 0 0 0 0 0	97 246

Transmission (new vehicle	e saies)	
	Allison	Volvo

	<b>/</b>						
	Allison	Volvo	ZF	Eaton	Other 1	Other 2	<u>Total</u>
Automatic	333	0	0	0	0	0	333
Automated manual/Manual	0	16	6	0	0	0	22
Total	333	16	6	0	0	0	355

Respondents	4							
	Private Sector Sales	New Vehicles						
	Tilvate Sector Sales			Semi/full monocoque, unibody chassis				
		Semi/full monocoque, unibody	Body on chassis , body on frame or ladder type construction	floor construction and no				
Length	Baggage storage	chassis construction, includes traditional style motorcoaches	(includes cutaway/minibus type vehicles)	luggage capacity (transit style vehicle)	<u>Total</u>			
45' +	Yes	363	0	0	363			
40-<45'	Yes	4	0	0	4			
35-<40 30 - <35	Yes Yes	0	4 0	0	4 0			
30 - <33	<u>Total</u>	367	4	0	371			
	Public Sector Sales	New Vehicles		Comillian III				
			Dady on chassis hady on frame	Semi/full monocoque, unibody chassis				
		Semi/full monocoque, unibody	Body on chassis, body on frame or ladder type construction	floor construction and no				
		chassis construction, includes	(includes cutaway/minibus type					
Length	Baggage storage	traditional style motorcoaches	vehicles)	style vehicle)	Total			
45' +	Yes	45	0	0	45			
40-<45'	Yes	5	0	0	5			
35-<40	Yes	0	0	0	0			
30 - <35	Yes Total	0 <b>50</b>	0	0	0 50			
	lotai	50	0	0	50			
	Private Sector Sales	Pre-owned Vehicles		Semi/full monocoque,				
				unibody chassis				
			Body on chassis , body on frame					
		Semi/full monocoque, unibody	or ladder type construction	floor construction and no				
		chassis construction, includes	(includes cutaway/minibus type					
Length 45'	Baggage storage Yes	traditional style motorcoaches	vehicles)	style vehicle)	<u>Total</u> 326			
45' + 40-<45'	Yes	326 8	1	0	9			
35-<40	Yes	1	3	0	4			
30 - <35	Yes	0	0	0	0			
	<u>Total</u>	335	4	0	339			
	Public Sector Sales	Pre-owned Vehicles		Comi/full managague				
				Semi/full monocoque, unibody chassis				
			Body on chassis , body on frame	construction with low				
		Semi/full monocoque, unibody	or ladder type construction	floor construction and no				
		chassis construction, includes	(includes cutaway/minibus type					
<u>Length</u>	Baggage storage	traditional style motorcoaches	vehicles)	style vehicle)	<u>Total</u>			
45' + 40-<45'	Yes Yes	0	0 0	0	2 0			
35-<40	Yes	0	0	0	0			
30 - <35	Yes	0	0	0	0			
	Total	2	0	0	2			
	Shell Sales							
	Total Shell Sales	9						
	(sale of a monocoque or unibo	ody chassis with integrated passenge	er deck above a luggage compartme	ent to a third-party coach bu	ilder for comme	ercial leasing)		
	Engines (new vehicle sa	•						
	Size	Detroit/Mercedes	Cummins	Volvo	Navistar		Other 2	Total
	13 litres or greater	124	0 168	134	0	0	0	134 292
	11 - < 13 litres 8-< 11 Litres	124 0	168	0	0	0	0	292 4
	< 8 Litres	0	0	0	0	0	0	0
	Total	124	172	134	0	0	0	430
	Transmission (new vehi	icle sales)						
	manismission (new veni	Allison	Volvo	ZF	Eaton	Other 1	Other 2	<u>Total</u>
	Automatic	370	0	0	0	0	0	370
	Automated manual/Manual	0	25	35	0	0	0	60
	Total	370	25	35	0	0	0	430

Quarterly Survey
Results For: Q3 - 2013
Respondents

13 litres or greater     0     0     112     0     0     0       11 - < 13 litres     52     160     0     0     0     0     212       8 < 11 Litres     0     5     0     0     0     0     5       < 8 Litres     0     0     0     0     0     0     0       Total     52     165     112     0     0     0     325    Transmission (new vehicle sales)  Allison  Volvo  ZF  Eaton  Other 1  Other 2  Total		Private Sector Sales	New Vehicles						
Semified minocoope, unbody or chasis, lody on frame contraction with low or based representations and to the contraction of the contraction		Trivate Sector Sules							
Body on Chabsis, body on frame construction with low chause cerebrocters, includes construction with low characters, but the construction construction with low characters, but the construction with low characters are also as a construction with low characters					Semi/full monocoque.				
Public Sector Sales   Private Sector Sales									
Semifylial monoccope, unblook   Semifylial monoccope, unbloo				Body on chassis , body on frame					
			Semi/full monocoque, unibody						
Yes			chassis construction, includes	(includes cutaway/minibus type	luggage capacity (transit				
1-45	ngth	Baggage storage	traditional style motorcoaches	vehicles)	style vehicle)	Total			
Public Sector Sales	j' +	Yes	286	0	0	286			
Public Sector Sales   Semi/full monocoque, unloody chasis   Contraction, includer   Private Sector Sales   Priva	)-<45'	Yes	1	0	0	1			
Public Sector Sales   New Vehicles   Semi/full monocoque, unibody chassis construction, includes   Semi/full monocoque, unibody chassis construction with low or labeler type construction with low labeler type construction with lo	5-<40	Yes	0	0	0	0			
Public Sector Sales   New Vehicles   Semi/full monocoque, unibody chasis   Semi/full monocoque, unibody ch	) - <35	Yes	5	0	0	5			
Semi/full monoccopie, unibody hassis   Semi/full monocc		<u>Total</u>	292	0	0	292			
Semi/full monocoque, unibody chasals   Dody on frame   Construction with low   Construction with low		Public Sector Sales	New Vehicles						
Semi/full monocoque, unibody chasis construction, includes cutsway/minibus type larget storage traditional style motorcoaches severice)   Total					Semi/full monocoque,				
Semi/full monocoque, unibody chasis construction includes cutaway/minibus by luggace gapacity frametic match in the construction and no (neader type construction) includes view (velicles)   Total					unibody chassis				
Chassis construction, includes   Chassis construction, includes   Chassis construction, includes   Chassis construction, includes   Chassis   Ch				Body on chassis , body on frame	construction with low				
Bagages storage   traditional style motorcoaches   vehicles   Total			Semi/full monocoque, unibody	or ladder type construction	floor construction and no				
Ves			chassis construction, includes	(includes cutaway/minibus type	luggage capacity (transit				
Ves	ngth	Baggage storage	traditional style motorcoaches	vehicles)	style vehicle)	Total			
Private Sector Sales   Pre-awed Vehicles   Semi/full monocoque, unibody chasis construction, includes   Semi/full monocoque, unibody chasis construction includes   Semi/full monocoque, unibody chasis   Semi/full monocoque, unibody	5' +	Yes				13			
Private Sector Sales   Pre-owned Vehicles   Pre-owned Vehicles   Semi/full monocoque, unibody chassis construction, includes   Inc	)-<45'	Yes				13			
Private Sector Sales	·<40	Yes				0			
Private Sector Sales   Pre-owned Vehicles   Semi/full monocoque, unibody chassis construction, includes   Semi/full monocoque, unibody chassis construction, includes   Semi/full monocoque, unibody chassis construction, includes   Vehicles   Semi/full monocoque, unibody chassis construction, includes   Vehicles   Semi/full monocoque, unibody chassis   Semi/full mono	) - <35	Yes				0			
Semi/full monocoque, unibody chasis   Semi/full monocoque, unibody chasis   Semi-full monocoque, unibody chasis   Style velicle   Total		Total	26	0	0	26			
Semifull monocoque, unibody of chassis body on chassis, body on frame construction with low of body of chassis construction, include size of the construction and no		Private Sector Sales	Pre-owned Vehicles						
Semi/full monocoque, unibody chassis construction, includes cutaway/minibus type   Septenticition and no relader type construction of floor construction and no relader type construction with low floor construction and no relader type construction floor construction and no relader type construction with low floor construction and no relader type construction floor construction and no relader type construction floor construction and no relader type construction with low floor construction and no relader type construction with low floor construction and no relader type construction construction and no relader typ					Semi/full monocoque,				
Semi/full monocoque, unibody chasis construction and no chassis chas					unibody chassis				
Chassis construction, includes   Chassis construction, includes				Body on chassis , body on frame	construction with low				
Public Sector Sales   Pre-owned Vehicles   Semi/full monocoque, unibody chassis   Semi/full monocoque   Semi/full monocoque, unibody chassis   Semi/full monocoque   Semi/full monocoque   Semi/full monocoque   Semi/full monocoque   Semi/full monocoque			Semi/full monocoque, unibody	or ladder type construction	floor construction and no				
Yes			chassis construction, includes	(includes cutaway/minibus type	luggage capacity (transit				
Public Sector Sales	ngth	Baggage storage	traditional style motorcoaches	vehicles)	style vehicle)	Total			
Public Sector Sales   Pre-owned Vehicles   Pre-owned Vehicles	i' +	Yes	208	0	0	208			
Public Sector Sales	)-<45'	Yes	13	0	0	13			
Public Sector Sales	i-<40	Yes	5	0	0	5			
Public Sector Sales	) - <35	Yes	0	1	0	1			
Semi/full monocoque, unibody chassis   Semi/full monocoque, unibody chassis   Construction with low   Chassis construction, includes   Construction with low   Chassis construction, includes   Construction with low   Chassis construction, includes   Construction   Construction and no   Construction   Construction and no   Construction   Constructio		<u>Total</u>	226	1	0	227			
Semi/full monocoque, unibody chassis   Semi/full monocoque   Semi/		Public Sector Sales	Pre-owned Vehicles						
Semi/full monocoque, unibody chassis , body on frame construction with low chassis construction, includes chassis construction, includes (includes cutaway/minibus type (includes cutaway/minibus type) (includes cutaway/mi									
Semi/full monocoque, unibody chassis construction, includes (includes cutaway/minibus type   luggage capacity (transit style vehicle)   Total					unibody chassis				
Chassis construction, includes   (includes cutaway/minibus type   luggage capacity (transit style which   Total				Body on chassis , body on frame	construction with low				
######################################									
Size			chassis construction, includes	(includes cutaway/minibus type	luggage capacity (transit				
October   Octo	ngth_	Baggage storage	traditional style motorcoaches	vehicles)	style vehicle)	<u>Total</u>			
-<45   Yes	'+	Yes	0		0	0			
O	)-<45'	Yes	0	0	0	0			
Shell Sales	i-<40	Yes	0	0	0	0			
Shell Sales	) - <35	Yes	0	0	0	0			
Total Shell Sales   11		Total	0	0	0	0			
Total Shell Sales									
Engines (new vehicle sales)   Size		Shell Sales		<u></u>					
Engines (new vehicle sales)    Size		Total Shell Sales	11						
Size         Detroit/Mercedes         Cummins         Volvo         Navistar         Other 1         Other 2         Total           13 litres or greater         0         0         0         112         0         0         0         112           11 - 4 13 litres         52         160         0         0         0         0         0         0         212           8 - 11 Litres         0         5         0         325         0         0         0         0         0         0         0         0         0         325         0		(sale of a monocoque or unibod	dy chassis with integrated passenge	r deck above a luggage compartme	nt to a third-party coach bu	ilder for comme	rcial leasing)	)	
13 litres or greater 0 0 0 112 0 0 0 112 112 11 11 1 1 1 1 1		Engines (new vehicle sal	es)						
13 litres or greater 0 0 0 112 0 0 0 112 112 11 11 1 1 1 1 1		Size	Detroit/Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Tota
11 - < 13 litres									112
8-< 11 Litres 0 5 0 0 0 0 0 0 5 5 0 0 0 0 0 0 0 0 0			52			0	0	0	212
< 8 Litres         0         0         0         0         0         0         0         0         0         325           Transmission (new vehicle sales)           Automatic Automatic Automated manual/Manual         297         0         0         0         0         0         0         297         297         0         0         0         0         0         0         0         325		8-< 11 Litres			0	0	0	0	5
Total         52         165         112         0         0         0         325           Transmission (new vehicle sales)           Allison         Volvo         ZF         Eaton         Other 1         Other 2         Total           Automatic         297         0         0         0         0         0         297           Automated manual/Manual         0         21         11         0         0         0         32							_		
Allison         Volvo         ZF         Eaton         Other 1         Other 2         Total           Automatic         297         0         0         0         0         0         297           Automated manual/Manual         0         21         11         0         0         0         32									329
Allison         Volvo         ZF         Eaton         Other 1         Other 2         Total           Automatic         297         0         0         0         0         0         297           Automated manual/Manual         0         21         11         0         0         0         32									
Automatic         297         0         0         0         0         0         297           Automated manual/Manual         0         21         11         0         0         0         32		Transmission (new vehic	•				O+1 1	O+b 2	<u> </u>
Automated manual/Manual 0 21 11 0 0 0 32			A II :					urner 7	Tota
		Automatic							1
			297	0	0	0	0	0	297

Quarterly Survey
Results For: Q4 - 2013

	4							
	Private Sector Sales	New Vehicles						
				Semi/full monocoque,				
				unibody chassis				
			Body on chassis , body on frame	construction with low				
		Semi/full monocoque, unibody	or ladder type construction	floor construction and no				
		chassis construction, includes	(includes cutaway/minibus type					
ngth	Baggage storage	traditional style motorcoaches	vehicles)	style vehicle)	Total			
5' +	Yes	485	0	0	485			
0-<45'	Yes	3	0	0	3			
5-<40	Yes	1	0	0	1			
0 - <35	Yes	0	6	0	6			
	<u>Total</u>	489	6	0	495			
	Public Sector Sales	New Vehicles						
				Semi/full monocoque,				
				unibody chassis				
			Body on chassis , body on frame	construction with low				
		Semi/full monocoque, unibody	or ladder type construction	floor construction and no				
		chassis construction, includes	(includes cutaway/minibus type					
	D				T-4-1			
ength	Baggage storage	traditional style motorcoaches	vehicles)	style vehicle)	<u>Total</u>			
5' +	Yes	46	0	0	46			
0-<45'	Yes	22	0	0	22			
5-<40	Yes	0	0	0	0			
0 - <35	Yes	0	0	0	0			
	Total	68	0	0	68			
	Private Sector Sales	Pre-owned Vehicles						
				Semi/full monocoque,				
				unibody chassis				
			Body on chassis , body on frame	•				
		C: /f. II						
		Semi/full monocoque, unibody	or ladder type construction	floor construction and no				
	_	chassis construction, includes	(includes cutaway/minibus type					
ength_	Baggage storage	traditional style motorcoaches	vehicles)	style vehicle)	<u>Total</u>			
5' +	Yes	187	0	0	187			
0-<45'	Yes	1	0	0	1			
5-<40	Yes	1	0	0	1			
0 - <35	Yes	0	3	0	3			
0 133	Total	189	3	0	192			
	Public Sector Sales	Pre-owned Vehicles						
	. abile beeter bales			Semi/full monocoque,				
				unibody chassis				
			Body on chassis , body on frame	construction with low				
		Semi/full monocoque, unibody	or ladder type construction	floor construction and no				
		chassis construction, includes	(includes cutaway/minibus type					
		traditional style motorcoaches			T-4-1			
		traditional style motorcoaches	vehicles)	style vehicle)	<u>Total</u>			
	Baggage storage		_	^				
5' +	Yes	0	0	0	0			
5' + 0-<45'	Yes Yes	0	0	0	0 0			
5' + 0-<45' 5-<40	Yes	0			0			
5' + 0-<45' 5-<40	Yes Yes	0	0	0	0 0			
5' + 0-<45' 5-<40	Yes Yes Yes	0 0 0	0	0	0 0 0			
5' + 0-<45' 5-<40	Yes Yes Yes Yes	0 0 0	0 0	0 0 0	0 0 0 0			
5' + 0-<45' 5-<40	Yes Yes Yes Yes	0 0 0	0 0	0 0 0	0 0 0 0			
5' + 0-<45' 5-<40	Yes Yes Yes Yes Total  Shell Sales	0 0 0 0	0 0	0 0 0	0 0 0 0			
5' + 0-<45' 5-<40	Yes Yes Yes Yes Total  Shell Sales Total Shell Sales	0 0 0	0 0 0 0	0 0 0 0	0 0 0 0 0	rcial leasing	)	
5' + )-<45' 5-<40	Yes Yes Yes Yes Total  Shell Sales Total Shell Sales	0 0 0 0 0 0 dy chassis with integrated passenge	0 0 0 0	0 0 0 0	0 0 0 0 0	rcial leasing	)	
5' + 0-<45' 5-<40	Yes Yes Yes Yes Total  Shell Sales Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa	0 0 0 0 0 0 dy chassis with integrated passenge	0 0 0 0	0 0 0	0 0 0 0 0			To
5' + )-<45' 5-<40	Yes Yes Yes Yes Total  Shell Sales Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa	0 0 0 0 0 0 dy chassis with integrated passenge.	0 0 0 0 r deck above a luggage compartme	0 0 0 0 unt to a third-party coach bu	0 0 0 0 0	Other 1	Other 2	
5' + 0-<45' 5-<40	Yes Yes Yes Yes Total  Shell Sales Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa Size 13 litres or greater	0 0 0 0 0 0 dy chassis with integrated passenge	0 0 0 0 r deck above a luggage compartme	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	Other 1	Other 2	15
5' + 0-<45' 5-<40	Yes Yes Yes Yes Yes Total  Shell Sales Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa Size 13 litres or greater 11 - < 13 litres	0 0 0 0 0 0 dy chassis with integrated passenge	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	o 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	Other 1 0 0	Other 2 0 0	15 42
5' + )-<45' 5-<40	Yes Yes Yes Yes Yes Total  Shell Sales Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa Size 11 - < 13 litres 8-< 11 Litres	0 0 0 0 0 0 0 dy chassis with integrated passenge  les) Detroit/Mercedes 0 118 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 volvo 151 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Other 1 0 0 0	Other 2  0 0 0 0	15 42 1
5' + 0-<45' 5-<40	Yes Yes Yes Yes Yes Total  Shell Sales Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa Size 13 litres or greater 11 - < 13 litres	0 0 0 0 0 0 dy chassis with integrated passenge	0 0 0 0 r deck above a luggage compartme  Cummins 0 308	o 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	Other 1 0 0	Other 2 0 0	15 42 1
5' + 0-<45' 5-<40	Yes Yes Yes Yes Yes Total  Shell Sales Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa Size 11 - < 13 litres 8-< 11 Litres	0 0 0 0 0 0 0 dy chassis with integrated passenge  les) Detroit/Mercedes 0 118 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 volvo 151 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Other 1 0 0 0	Other 2  0 0 0 0	15 42 1
5' + 0-<45' 5-<40	Yes Yes Yes Yes Total  Shell Sales Total Shell Sales Sale of a monocoque or unibo  Engines (new vehicle sa Size 13 litres or greater 11 - < 13 litres < 8 Litres	0 0 0 0 0 0 0 dy chassis with integrated passenge les) Detroit/Mercedes 0 118 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	o o o o to to a third-party coach bu  Volvo 151 0 0 0	Navistar  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Other 1 0 0 0 0 0	Other 2  0 0 0 0 0	15 42 1 5
5' + 0-<45' 5-<40	Yes Yes Yes Yes Total  Shell Sales Total Shell Sales Sale of a monocoque or unibo  Engines (new vehicle sa Size 13 litres or greater 11 - < 13 litres < 8 Litres	20 dy chassis with integrated passenge les) Detroit/Mercedes 0 118 0 118	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 0 151 0 0 0	0	Other 1  0 0 0 0 0 0	Other 2 0 0 0 0 0 0	15 42 1 5 58
5' + 0-<45' 5-<40	Yes Yes Yes Yes Yes Total  Shell Sales Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa Size 13 litres or greater 11 - < 13 litres 8-< 11 Litres < 8 Litres Total  Transmission (new vehicle	20 dy chassis with integrated passenge les) Detroit/Mercedes 0 118 0 118 Cle sales) Allison	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	Navistar  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Other 1	Other 2  0 0 0 0 0 0 Other 2	15 42 1 5 58
5' + 0-<45' 5-<40	Yes Yes Yes Yes Total  Shell Sales Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa Size 13 litres or greater 11 - < 13 litres < 8 Litres Total  Transmission (new vehicle Sa Size)  Automatic	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 0 151 0 0 0 151	0	Other 1  0 0 0 0 0 0 Other 1 0	Other 2  0 0 0 0 0 0 0 Other 2	Tot 15.58
ength 15' + 10-<45' 35-<40 30 - <35	Yes Yes Yes Yes Yes Total  Shell Sales Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa Size 13 litres or greater 11 - < 13 litres 8-< 11 Litres < 8 Litres Total  Transmission (new vehicle	20 dy chassis with integrated passenge les) Detroit/Mercedes 0 118 0 118 Cle sales) Allison	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	Navistar  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Other 1	Other 2  0 0 0 0 0 0 Other 2	15 42 1 5 58

ew													
	45' + Sales	new								600	0 —		
			2013Q1	2013Q2	qoq	2013Q3	qoq	2013Q4	goq	500		,	
	Comitted and a second continued to	Private	268	363	35.4%	286	-21.2%	485	69.6%	300			
	Semi/full monocoque, unibody chassis construction	Public	43	45	4.7%	13	-71.1%	46	253.8%	400	0 —		Semi/full private
		Private	0	0	_	0	_	0		300	۰		Semi/full
	Body on chassis, body on frame	Public								1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1			public
	or ladder type construction		0	0	-	0	-	0	-	200	0		—— Total
	By Sector	Private	268	363	35.4%	286	-21.2%	485	69.6%	100	o		
		Public	43	45	4.7%	13	-71.1%	46	253.8%				
	Total		311	408	31.2%	299	-26.7%	531	77.6%			013Q1 2013Q2 2013Q3 2013Q4	
										_			
re-owned	45' + Sales									350	0		
			2013Q1	2013Q2	qoq	2013Q3	qoq	2013Q4	qoq	300	o		
	Semi/full monocoque, unibody	Private	190	326	71.6%	208	-36.2%	187	-10.1%	250	۰		
	chassis construction	Public	4	2	-50.0%	0	-100.0%	0	-				Semi/ful private
		Private	0	0	-	0		0	-	200			Semi/ful
	Body on chassis, body on frame or ladder type construction	Public	0	0		0		0		150	0		public
	or lauder type construction	Private			-				-	100	0		—— Total
	By Sector		190	326	71.6%	208	-36.2%	187	-10.1%	50	o		
		Public	4	2	-50.0%	0	-100.0%	0	-				
	Total		194	328	69.1%	208	-36.6%	187	-10.1%			013Q1 2013Q2 2013Q3 2013Q4	
	·									-			
/	40 - <45' Sales		2013Q1	2013Q2	qoq	2013Q3	qoq	2013Q4	qoq	30			
		Private								25	-		
	Semi/full monocoque, unibody		2	4	100.0%	1	-75.0%	3	200.0%	7		\//	Co
	chassis construction	Public	20	5	-75.0%	13	160.0%	22	69.2%	20			Semi/full private
		Private	0	0	-	0		0	_	15	-		Semi/full
	Body on chassis, body on frame or ladder type construction	Public	0	0	_	0		0		10			public
		Private			100.5				200				—— Total
	By Sector	Public	2	4	100.0%	1	-75.0%	3	200.0%	5	+		
		Public	20	5	-75.0%	13	160.0%	22	69.2%	0			
	Total		22	9	-59.1%	14	55.6%	25	78.6%			13Q1 2013Q2 2013Q3 2013Q4	
	40 4510.1									- =			
e-owned	40 - <45' Sales		2013Q1	2013Q2	qoq	2013Q3	qoq	2013Q4	qoq	14	T		
		Private								12	+		
	Semi/full monocoque, unibody		3	8	166.7%	13	62.5%	1	-92.3%	10	-		Semi/full m
	chassis construction	Public	0	0	-	0	-	0	-	8			private
		Private	0	1	-	0	-100.0%	0	-			//	Body on ch
	Body on chassis, body on frame or ladder type construction	Public	0	0	_	0		0	_	6			
		Private	3	9	200.0%	13	44.4%	1	-92.3%	4	+		rivate
	By Sector	Public			200.0%	13	44.4%	1	-92.3%	2	-	<del></del>	
			0										
	I		1	0	-	0	-	0	-	0	$\perp$		
	Total		3	9	200.0%	13	44.4%	0	-92.3%	0	$\perp$	13Q1 2013Q2 2013Q3 2013Q4	
4										0	$\perp$	13Q1 2013Q2 2013Q3 2013Q4	
W	Total 35 - <40' Sales									5 7	$\perp$	13Q1 2013Q2 2013Q3 2013Q4	Semi/full m
N		Private	3 2013Q1	9 2013Q2	200.0% qoq	13 2013Q3	44.4%	1 2013Q4	-92.3%	5 7	$\perp$	13Q1 2013Q2 2013Q3 2013Q4	private
v	35 - <40' Sales  Semi/full monocoque, unibody		3 2013Q1 2	9 2013Q2 0	200.0%	13 2013Q3 0	44.4%	1 2013Q4 1	-92.3%	5 7 4 4 4 4	$\perp$	13Q1 2013Q2 2013Q3 2013Q4	private
,	35 - <40' Sales	Public	2013Q1 2 0	9 2013Q2	200.0% qoq	13 2013Q3 0	44.4% qoq -	1 2013Q4 1 0	-92.3%	5 7	$\perp$	13Q1 2013Q2 2013Q3 2013Q4	private
,	35 - <40' Sales  Semi/full monocoque, unibody chassis construction	Public Private	3 2013Q1 2	9 2013Q2 0	200.0% qoq	13 2013Q3 0	44.4%	1 2013Q4 1	-92.3%	5 7 4 - 4 - 3 -	$\perp$	13Q1 2013Q2 2013Q3 2013Q4	private  Body on ch
,	35 - <40' Sales  Semi/full monocoque, unibody	Public	2013Q1 2 0	9 2013Q2 0	200.0% qoq	13 2013Q3 0	44.4% qoq -	1 2013Q4 1 0	-92.3%	5 ¬ 4 - 4 - 3 - 3 - 3 - 3 - 3 - 3 - 3 - 3 -	$\perp$	13Q1 2013Q2 2013Q3 2013Q4	private  Body on ch
v	35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction	Public Private	2013Q1 2 0	9 2013Q2 0 0 4	200.0% qoq	2013Q3 0 0	44.4% qoq -	1 2013Q4 1 0	-92.3%	5 7 4 - 3 3 - 3 3 - 2	$\perp$	13Q1 2013Q2 2013Q3 2013Q4	private  Body on ch
v	35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame	Public Private Public	3 2013Q1 2 0 0 0	9 2013Q2 0 0 4 0	200.0%	2013Q3 0 0 0 0	44.4% qoq - - -100.0%	1 2013Q4 1 0 0	-92.3%	5 - 4 - 4 - 3 - 3 - 2 - 2 - 2 -	$\perp$	13Q1 2013Q2 2013Q3 2013Q4	private  Body on ch
,	35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction  By Sector	Public Private Public Private	3 2013Q1 2 0 0 0 0 2	9 2013Q2 0 0 4 0 4	200.0% qoq -100.0% - 100.0%	2013Q3 0 0 0 0 0	qoq	1 2013Q4 1 0 0 0 1	-92.3%	5 - 4 - 4 - 3 - 3 - 2 - 2 - 2 -	20:		private  Body on ch
v	35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction	Public Private Public Private	3 2013Q1 2 0 0 0	9 2013Q2 0 0 4 0	200.0%	2013Q3 0 0 0 0	44.4% qoq - - -100.0%	1 2013Q4 1 0 0	-92.3%	5 - 4 - 4 - 3 - 3 - 2 - 2 - 1 - 1 - 1 - 1 - 1 - 1 - 1	$\perp$		private  Body on ch
	35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction  By Sector	Public Private Public Private	3 2013Q1 2 0 0 0 0 2	9 2013Q2 0 0 4 0 4	200.0% qoq -100.0% - 100.0%	2013Q3 0 0 0 0 0	qoq	1 2013Q4 1 0 0 0 1	-92.3%	5 7 4 4 4 4 3 3 4 2 2 - 2 1 1 1 1 0 0 4	20:		private  Body on ch
	35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction  By Sector  Total	Public Private Public Private	3 2013Q1 2 0 0 0 0 2	9 2013Q2 0 0 4 0 4	200.0% qoq -100.0% - 100.0%	2013Q3 0 0 0 0 0	qoq	1 2013Q4 1 0 0 0 1	-92.3%	5 - 4 - 4 - 3 - 3 - 2 - 2 - 1 - 1 - 1 - 1 - 1 - 1 - 1	20:		private  Body on ch  Total  Semi/full m
	35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction  By Sector  Total  35 - <40' Sales	Public Private Public Private	3 2013Q1 2 0 0 0 2 2 0 2 2	9 2013Q2 0 0 4 0 4	909 -100.0% - - - - - - - - - - - - - - - - - - -	2013Q3 0 0 0 0 0 0	qoq	1 2013Q4 1 0 0 0 1 0	-92.3%  qoq	5 7 4 - 4 - 3 3 - 3 - 2 - 2 - 1 1 - 0 - 9 - 9 - 9	20:		private  Body on ch  Total  Semi/full m private
	35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction  By Sector  Total  35 - <40' Sales  Semi/full monocoque, unibody	Public Private Public Private Public	3 2013Q1 2 0 0 0 2 0 2 2 2013Q1 1	9 2013Q2 0 0 4 0 4 0 4 2013Q2	200.0%  qoq -100.0% 100.0% - 100.0%	2013Q3 0 0 0 0 0 0 0 0 0	qoq	1 2013Q4 1 0 0 0 1 1 0 2013Q4	-92.3%  qoq	0 0 5 7 4 - 4 - 3 - 3 - 3 - 1 - 1 - 0 - 0 - 0 - 0 - 0 - 0 - 0 - 0	20:		private  Body on ch  Total  Semi/full m private
	35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction  By Sector  Total  35 - <40' Sales	Public Private Public Private Public Private Public	3 2013Q1 2 0 0 0 2 0 2 2 2013Q1 1 0	9  2013Q2 0 0 4 0 4 0 4 2013Q2 1 0	200.0%  qoq -100.0% 100.0% - 100.0% 100.0%	2013Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	44.4%  qoq	1 2013Q4 1 0 0 0 1 1 0 1 2013Q4 1 0	-92.3%  qoq	5 7 4 - 4 - 3 - 3 - 3 - 2 - 2 - 1 - 1 - 0	20:		private  Body on ch  Total  Semi/full m private
	35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction  By Sector  Total  35 - <40' Sales  Semi/full monocoque, unibody	Public Private Public Private Public Private Public Private Public	3 2013Q1 2 0 0 0 2 0 2 2 2013Q1 1	9 2013Q2 0 0 4 0 4 0 4 2013Q2	200.0%  qoq -100.0% 100.0% - 100.0%	2013Q3 0 0 0 0 0 0 0 0 0	qoq	1 2013Q4 1 0 0 0 1 1 0 2013Q4	-92.3%  qoq	5 7 4 - 4 - 3 3 - 3 - 2 - 2 - 1 - 1 1 - 0 - 7 - 7 - 6 - 6 - 6 - 6 - 6 - 7 - 7 - 6 - 6	20:		private  Body on ch  Total  Semi/full m  private  Body on ch
	35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction  By Sector  Total  35 - <40' Sales  Semi/full monocoque, unibody chassis construction	Public Private Public Private Public Private Public	3 2013Q1 2 0 0 0 2 0 2 2 2013Q1 1 0	9  2013Q2 0 0 4 0 4 0 4 2013Q2 1 0	200.0%  qoq -100.0% 100.0% - 100.0% 100.0%	2013Q3 0 0 0 0 0 0 0 0 0 0 0 0 0	44.4%  qoq	1 2013Q4 1 0 0 0 1 1 0 1 2013Q4 1 0	-92.3%  qoq	5 7 4 4 4 4 3 3 - 3 - 3 - 2 1 1 - 1 0 - 1 1 - 0 - 1	20:		private  Body on ch  Total  Semi/full m  private  Body on ch
	35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction  By Sector  Total  35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction	Public Private Public Private Public Private Public Private Public	2013Q1 2 0 0 0 2 0 2 2 2013Q1 1 0 7	9 2013Q2 0 0 4 0 4 0 4 2013Q2 1 0 3	200.0%  qoq -100.0% 100.0% - 100.0% 100.0%	2013Q3 0 0 0 0 0 0 0 0 0 2013Q3 5 0 0	44.4%  qoq	1 2013Q4 1 0 0 0 1 1 0 1 2013Q4 1 0	-92.3%  qoq	0 0 5 7 4 4 4 7 3 7 5 7 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	20:		private  Body on ch  Total  Semi/full m  private  Body on ch
	35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction  By Sector  Total  35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame	Public Private Public Private Public Private Public Private Public	2013Q1 2 0 0 0 2 0 2 2 2013Q1 1 0 7	9  2013Q2 0 0 4 0 4 0 4 2013Q2 1 0 3 0 4	200.0% qoq -100.0%	2013Q3  0  0  0  0  0  0  2013Q3  5  0  0  5	44.4%  qoq -100.0% -100.0% -100.0% -100.0% -100.0% -100.0%	1 2013Q4 1 0 0 0 1 1 2013Q4 1 0 0 0	-92.3%  qoq	0 0 5 7 4 - 4 - 3 - 3 - 3 - 1 1 - 0	20:		private  Body on ch  Total  Semi/full m  private  Body on ch
	35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction  By Sector  Total  35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction  By Sector	Public Private Public Private Public Private Public Private Public Private Public Private Private Public	2013Q1 2 0 0 0 2 2 2013Q1 1 0 7 0 8	9 2013Q2 0 0 4 0 4 0 4 2013Q2 1 0 3 0 4	200.0% qoq -100.0% 100.0% - 100.0% - - - - - - - - - - - - -	2013Q3 0 0 0 0 0 0 0 2013Q3 5 0 0 0 0 5 0 0 0 0 0 0 0 0 0 0 0 0 0	44.4%  qoq -100.0% -100.0% -100.0% -100.0%100.0%100.0%100.0%	1 2013Q4 1 0 0 0 1 1 2013Q4 1 0 0 0 1	92.3%  qoq	9 9 9 8 - 7 - 6 - 5 - 5 - 4 - 3 - 2 - 1 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 -	2013	3Q1 2013Q2 2013Q3 2013Q4	private  Body on ch:  Total  Total  Semi/full m private  Body on ch:
	35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction  By Sector  Total  35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction	Public Private Public Private Public Private Public Private Public Private Public Private Private Public	2013Q1 2 0 0 0 2 0 2 2 2013Q1 1 0 7	9  2013Q2 0 0 4 0 4 0 4 2013Q2 1 0 3 0 4	200.0%  qoq -100.0% - 100.0% - 100.0% 57.1% 50.0%	2013Q3  0  0  0  0  0  0  2013Q3  5  0  0  5	44.4%  qoq -100.0% -100.0% -100.0% -100.0% -100.0% -100.0%	1 2013Q4 1 0 0 0 1 1 2013Q4 1 0 0 0	-92.3%  qoq	9 9 9 8 - 7 - 6 - 5 - 5 - 4 - 3 - 2 - 1 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 -	20:	3Q1 2013Q2 2013Q3 2013Q4	private  Body on cha  Total  Total  Semi/full m private  Body on cha
e-owned	35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction  By Sector  Total  35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction  By Sector	Public Private Public Private Public Private Public Private Public Private Public Private Private Public	2013Q1 2 0 0 0 2 2 2013Q1 1 0 7 0 8	9 2013Q2 0 0 4 0 4 0 4 2013Q2 1 0 3 0 4	200.0% qoq -100.0% 100.0% - 100.0% - - - - - - - - - - - - -	2013Q3 0 0 0 0 0 0 0 2013Q3 5 0 0 0 0 5 0 0 0 0 0 0 0 0 0 0 0 0 0	44.4%  qoq -100.0% -100.0% -100.0% -100.0%100.0%100.0%100.0%	1 2013Q4 1 0 0 0 1 1 2013Q4 1 0 0 0 1	92.3%  qoq	9 - 8 - 8 - 7 - 6 - 5 - 4 - 3 - 2 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1	2013	3Q1 2013Q2 2013Q3 2013Q4	private  Body on ch:  Total  Total  Semi/full m private  Body on ch:
e-owned	35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction  By Sector  Total  35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction  By Sector	Public Private Public Private Public Private Public Private Public Private Public Private Private Public	2013Q1 2 0 0 0 2 2 2013Q1 1 0 7 0 8	9 2013Q2 0 0 4 0 4 0 4 2013Q2 1 0 3 0 4	200.0% qoq -100.0% 100.0% - 100.0% - - - - - - - - - - - - -	2013Q3 0 0 0 0 0 0 0 2013Q3 5 0 0 0 0 5 0 0 0 0 0 0 0 0 0 0 0 0 0	44.4%  qoq -100.0% -100.0% -100.0% -100.0%100.0%100.0%100.0%	1 2013Q4 1 0 0 0 1 1 2013Q4 1 0 0 0 1	92.3%  qoq	9 9 9 8 - 7 - 6 - 5 - 5 - 4 - 3 - 2 - 1 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 -	2013	3Q1 2013Q2 2013Q3 2013Q4	private  Body on ch:  Total  Total  Semi/full m private  Body on ch:
e-owned	35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction  By Sector  Total  35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction  By Sector	Public Private Public Private Public Private Public Private Public Private Public Private Private Public	2013Q1 2 0 0 0 2 2 2013Q1 1 0 7 0 8 0 8	9 2013Q2 0 0 4 0 4 0 4 2013Q2 1 0 3 0 4 0 4 2013Q2	200.0%  qoq -100.0%	2013Q3  0  0  0  0  0  0  2013Q3  5  0  0  5  2013Q3	44.4%  qoq -100.0% -100.0% -100.0% -100.0% -25.0%	1 2013Q4 1 0 0 0 1 1 2013Q4 1 0 0 1 1 2013Q4	92.3%  qoq	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2013	3Q1 2013Q2 2013Q3 2013Q4	private  Body on ch  Total  Semi/full m  private  Body on ch  Total
e-owned	35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction  By Sector  Total  35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction  By Sector  Total  30 - <35' Sales  Semi/full monocoque, unibody chassis construction	Public Private Public Private Public Private Public Private Public Private Public Private Public	2013Q1 2 0 0 0 2 2 2013Q1 1 0 7 0 8 0 8	9 2013Q2 0 0 4 0 4 0 4 2013Q2 1 0 4 0 4 2013Q2	200.0%  qoq -100.0%	2013Q3 0 0 0 0 0 0 0 0 2013Q3 5 0 0 5 2013Q3 5	44.4%  qoq -100.0% -100.0% -100.0% -100.0% -25.0%	1 2013Q4 1 0 0 0 1 1 2013Q4 1 0 0 1 1 2013Q4 1 0	92.3%  qoq	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	2013	3Q1 2013Q2 2013Q3 2013Q4	private  Body on ch  Total  Semil/full m  private  Body on ch  Total
e-owned	35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction  By Sector  Total  35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction  By Sector  Total  30 - <35' Sales	Public Private Public	3 2013Q1 2 0 0 0 2 0 2 2013Q1 1 0 8 0 8 2013Q1 0 0	9 2013Q2 0 0 4 0 4 0 4 2013Q2 1 0 4 0 4 2013Q2 1 0 4 0 0 4 1 0 0 1 0 0 0 0 0 0 0 0 0 0 0 0 0	200.0%  qoq -100.0%	2013Q3 0 0 0 0 0 0 0 0 2013Q3 5 0 0 5 2013Q3 5 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	44.4%  qoq -100.0% -100.0% -100.0% -100.0% -25.0%	1 2013Q4 1 0 0 0 1 1 2013Q4 1 0 0 1 1 2013Q4 1 0 0 0 0 0 0 1 1 0 0 0 0 0 0 0 0 0 0 0 0 0	92.3%  qoq	9 9 9 8 8 7 7 6 6 9 8 8 7 7 6 6 9 8 8 7 7 6 6 9 8 8 7 7 7 6 6 9 8 8 7 7 7 6 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9 9	2013	3Q1 2013Q2 2013Q3 2013Q4	private  Body on cha  Total  Semi/full m private  Body on cha  Total  Body on cha  Total
e-owned	35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction  By Sector  Total  35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction  By Sector  Total  30 - <35' Sales  Semi/full monocoque, unibody chassis construction	Public Private Public	2013Q1 2 0 0 0 2 2 2013Q1 1 0 7 0 8 0 8	9 2013Q2 0 0 4 0 4 0 4 2013Q2 1 0 4 0 4 2013Q2	200.0%  qoq -100.0%	2013Q3 0 0 0 0 0 0 0 0 2013Q3 5 0 0 5 2013Q3 5	44.4%  qoq -100.0% -100.0% -100.0% -100.0% -25.0%	1 2013Q4 1 0 0 0 1 1 2013Q4 1 0 0 1 1 2013Q4 1 0	92.3%  qoq	9 - 1 - 1 - 0 - 1 - 1 - 0 - 1 - 1 - 0 - 1 - 1	2013	3Q1 2013Q2 2013Q3 2013Q4	private  Body on ch  Total  Semi/full m  private  Body on ch  Total
e-owned	35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction  By Sector  Total  35 - <40' Sales  Semi/full monocoque, unibody chassis construction  By Sector  Total  30 - <35' Sales  Semi/full monocoque, unibody chassis construction	Public Private Public	3 2013Q1 2 0 0 0 2 0 2 2013Q1 1 0 8 0 8 2013Q1 0 0	9 2013Q2 0 0 4 0 4 0 4 2013Q2 1 0 4 0 4 2013Q2 1 0 4 0 0 4 1 0 0 1 0 0 0 0 0 0 0 0 0 0 0 0 0	200.0%  qoq -100.0%	2013Q3 0 0 0 0 0 0 0 0 2013Q3 5 0 0 5 2013Q3 5 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	44.4%  qoq -100.0% -100.0% -100.0% -100.0% -25.0%	1 2013Q4 1 0 0 0 1 1 2013Q4 1 0 0 1 1 2013Q4 1 0 0 0 0 0 0 1 1 0 0 0 0 0 0 0 0 0 0 0 0 0	92.3%  qoq	9 - 8 - 7 - 6 - 5 - 4 - 3 - 3 - 3 - 3 - 3 - 3 - 3 - 3 - 3	2013	3Q1 2013Q2 2013Q3 2013Q4	private  Body on ch  Total  Semi/full m private  Body on ch  Total
e-owned	35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction  By Sector  Total  35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction  By Sector  Total  30 - <35' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction  Body on chassis, body on frame or ladder type construction	Public Private Public	3 2013Q1 2 0 0 0 2 2 2013Q1 1 0 8 0 8 2013Q1 0 8	9 2013Q2 0 0 4 0 4 0 4 2013Q2 1 0 4 0 4 2013Q2 0 4 0 0 4	qoq -100.0% -100.0% -100.0% -100.0% -100.0% -100.0% -100.0%	2013Q3 0 0 0 0 0 0 0 0 0 2013Q3 5 0 0 5 2013Q3 5 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	44.4%  qoq -100.0% -100.0% -100.0% -100.0% -25.0%	1 2013Q4 1 0 0 0 1 1 0 1 1 2013Q4 1 0 0 1 1 0 1 2013Q4 0 0 6	92.3%  qoq	9 - 1 - 1 - 0 - 1 - 1 - 0 - 1 - 1 - 0 - 1 - 1	2013	3Q1 2013Q2 2013Q3 2013Q4	private  Body on cha Total  Semi/full m private  Body on cha Total  Body on cha private  Body on cha
e-owned	35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction  By Sector  Total  35 - <40' Sales  Semi/full monocoque, unibody chassis construction  Body on chassis, body on frame or ladder type construction  By Sector  Total  30 - <35' Sales  Semi/full monocoque, unibody chassis construction	Public  Private Public	2013Q1 2 0 0 0 2 0 2 2013Q1 1 0 7 0 8 0 8 2013Q1 0 0 8	9 2013Q2 0 0 4 0 4 0 4 2013Q2 1 0 4 0 4 2013Q2 0 0 0 0 0	200.0%  qoq -100.0% - 100.0% - 100.0%	2013Q3 0 0 0 0 0 0 0 0 0 0 2013Q3 5 0 0 5 2013Q3 5 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	44.4%  qoq -100.0% -100.0% -100.0% -100.0% -25.0%	1 2013Q4 1 0 0 0 1 1 0 1 2013Q4 1 0 0 1 1 0 2013Q4 0 0 1 0 0 1 0 0 0 0 0 0 0 0 0 0 0 0 0	92.3%  qoq	9 9 9 8 8 7 7 6 6 5 5 4 4 3 3 6 6 6 7 6 6 6 7 6 6 7 6 7 6 6 7 6 7	2013	3Q1 2013Q2 2013Q3 2013Q4	Body on cha  Total  Semi/full mprivate  Body on cha  Total  Body on cha

nre-owned	30 -	<35'	Sal	e

pre-owned

		2013Q1	2013Q2	gog	2013Q3	gog	2013Q4	gog
	Private	0	0		0	-	0	-
Semi/full monocoque, unibody chassis construction	Public	0	0		0		0	-
	Private	0	0		1	-	3	200.0%
Body on chassis, body on frame or ladder type construction	Public	0	0		0		0	-
By Sector	Private	0	0		1	-	3	200.0%
	Public	0	0		0		0	-
Total		0	0		1		3	200.0%

new	Total Sales								
			2013Q1	2013Q2	qoq	2013Q3	qoq	2013Q4	qoq
		Private	272	367	34.9%	292	-20.4%	489	67.5%
	Semi/full monocoque, unibody chassis construction	Public	63	50	-20.6%	26	-48.0%	68	161.5%
		Private	8	4	-50.0%	0	-100.0%	6	-
	Body on chassis, body on frame or ladder type construction	Public	1	0	-100.0%	0	-	0	-
	By Sector	Private	280	371	32.5%	292	-21.3%	495	69.5%
	-,	Public	64	50	-21.9%	26	-48.0%	68	161.5%
	Total		244	421	22 49/	210	24 59/	E62	77.09/

Total Sales								
		2013Q1	2013Q2	qoq	2013Q3	qoq	2013Q4	qoq
	Private	194	335	72.7%	226	-32.5%	189	-16.4%
Semi/full monocoque, unibody chassis construction	Public	4	2	-50.0%	0	-100.0%	0	-
	Private	7	4	-42.9%	1	-75.0%	3	200.0%
Body on chassis, body on frame or ladder type construction	Public	0	0		0	-	0	
By Sector	Private	201	339	68.7%	227	-33.0%	192	-15.4%
	Public	4	2	-50.0%	0	-100.0%	0	-
Total		205	341	66.3%	227	-33.4%	192	-15.4%

