

*Data reported is based on the 3 companies currently responding to the Coachbuilder Survey.

New 45' + Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy
Semi/full monoque, 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%
	Public	0	70	#DIV/0!	20	-71.4%	147	635.0%	337	129.3%	513	52.2%	364	-29.0%	425	16.8%
Body on chassis, body on frame or ladder type construction	Private	0	0	-	0	-	0	-	0	-	0	-	0	-	0	-
	Public	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%
	Public	0	70	#DIV/0!	20	-71.4%	147	635.0%	337	129.3%	513	52.2%	364	-29.0%	425	16.8%
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%

New 40 - <45' Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy
Semi/full monoque, 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%
	Public	0	0	#DIV/0!	0	#DIV/0!	60	#DIV/0!	18	-70.0%	29	61.1%	53	82.8%	30	-43.4%
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%
	Public	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%
	Public	0	0	#DIV/0!	0	#DIV/0!	60	#DIV/0!	18	-70.0%	29	61.1%	53	82.8%	30	-43.4%
Total		23	9	-60.9%	9	0.0%	74	722.2%	39	-47.3%	66	69.2%	74	12.1%	49	-33.8%

New 30 - <40' Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy
Semi/full monoque, unibody chassis construction	Private	14	7	-50.0%	5	-28.6%	3	-40.0%	0	-100.0%	5	#DIV/0!	143	2760.0%	123	-14.0%
	Public	0	0	-	12	-	0	-100.0%	0	-	0	-	0	-	0	-
Body on chassis, body on frame or ladder type construction	Private	22	30	36.4%	27	-10.0%	24	-11.1%	32	33.3%	39	21.9%	7	-82.1%	0	-100.0%
	Public	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%
	Public	0	0	-	12	-	0	-100.0%	0	-	0	-	0	-	0	-
Total		36	37	2.8%	44	18.9%	27	-38.6%	32	18.5%	44	37.5%	150	240.9%	123	-18.0%

New

Total Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	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%
	Public	0	70	#DIV/0!	32	-54.3%	207	546.9%	355	71.5%	542	52.7%	417	-23.1%	455	9.1%
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%
	Public	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%
	Public	0	70	#DIV/0!	32	-54.3%	207	546.9%	355	71.5%	542	52.7%	417	-23.1%	455	9.1%
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%

Pre-owned

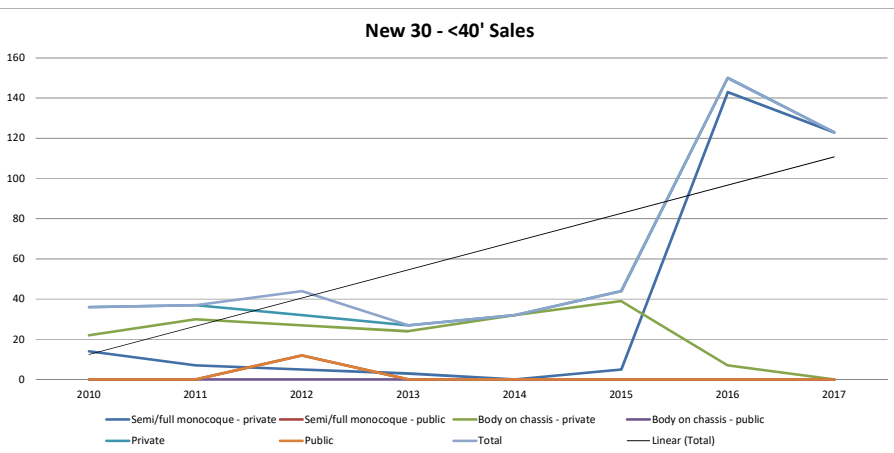
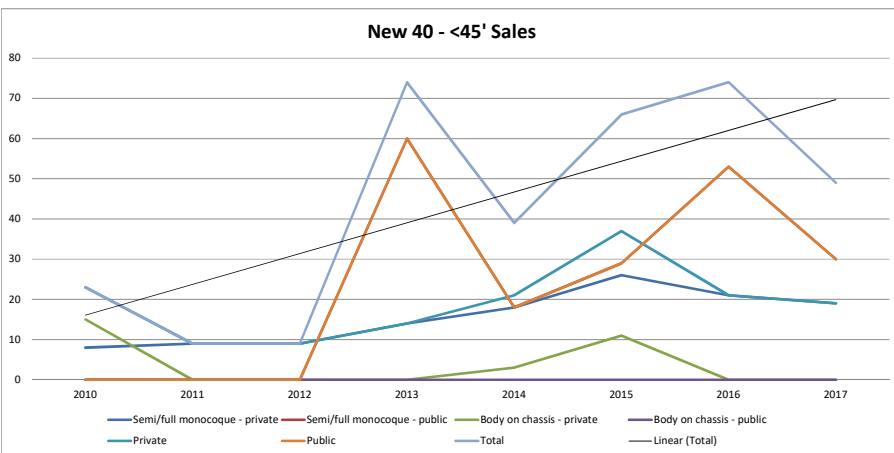
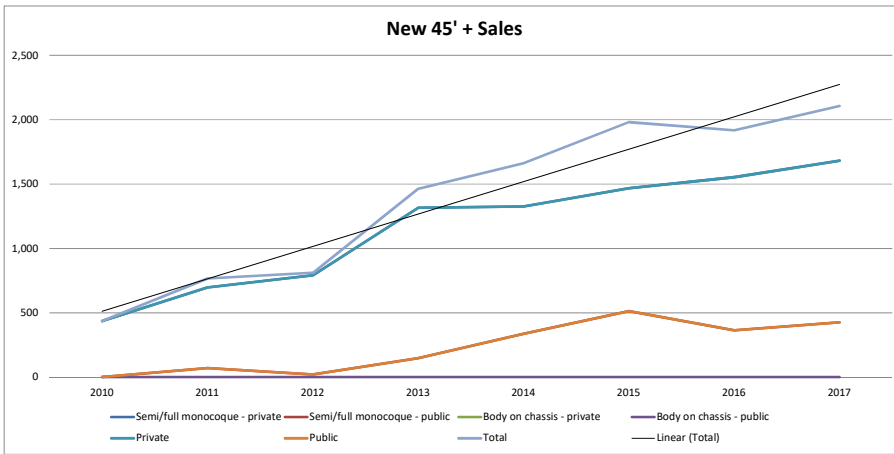
Total Sales

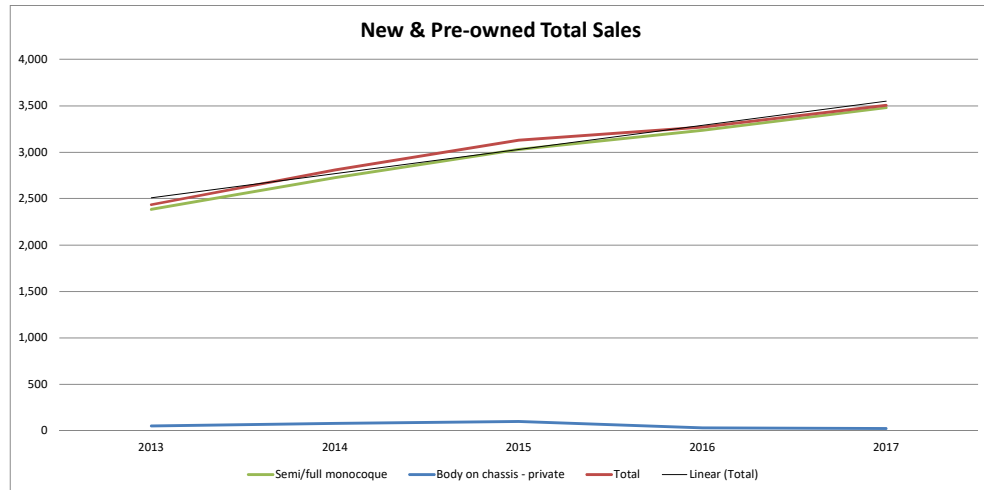
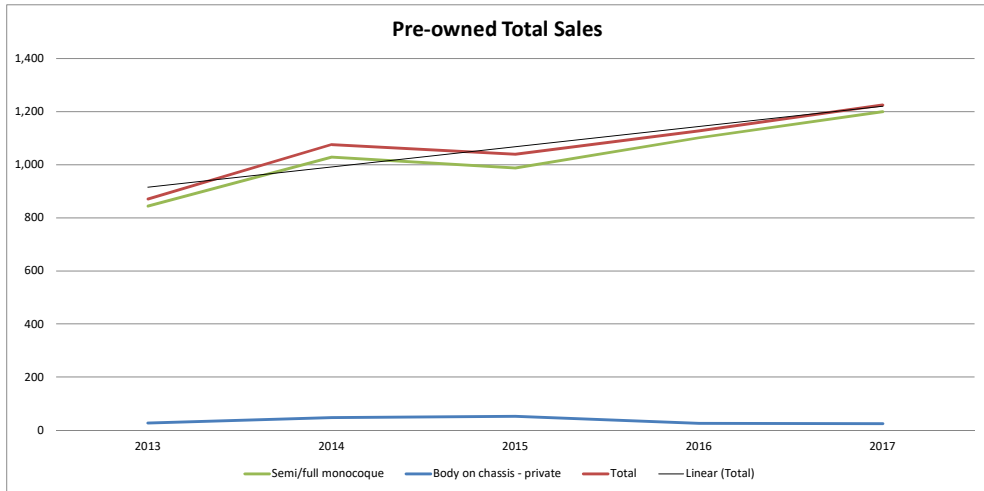
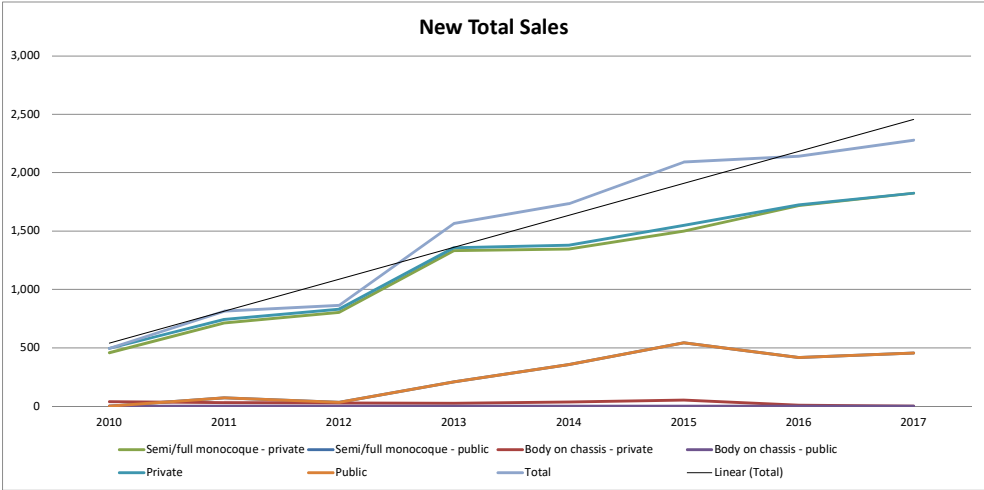
		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy
Semi/full monocoque, unibody chassis construction		832	681	-18.1%	728	6.9%	844	15.9%	1,029	21.9%	988	-4.0%	1,102	11.5%	1,200	8.9%
Body on chassis, body on frame or ladder type construction		25	20	-20.0%	17	-15.0%	27	58.8%	47	74.1%	52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

New & Pre-owned

Total Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	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%
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%
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%





New Total Sales

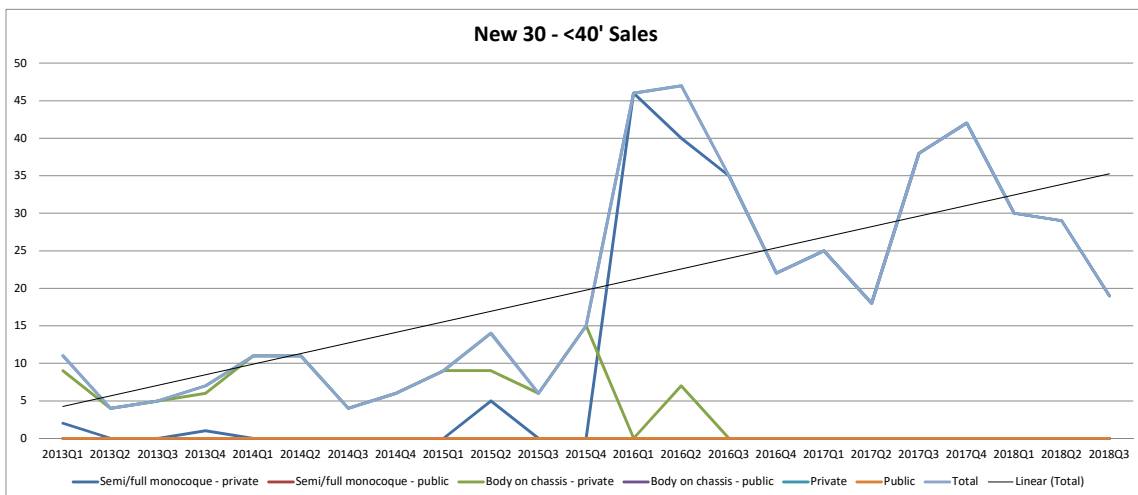
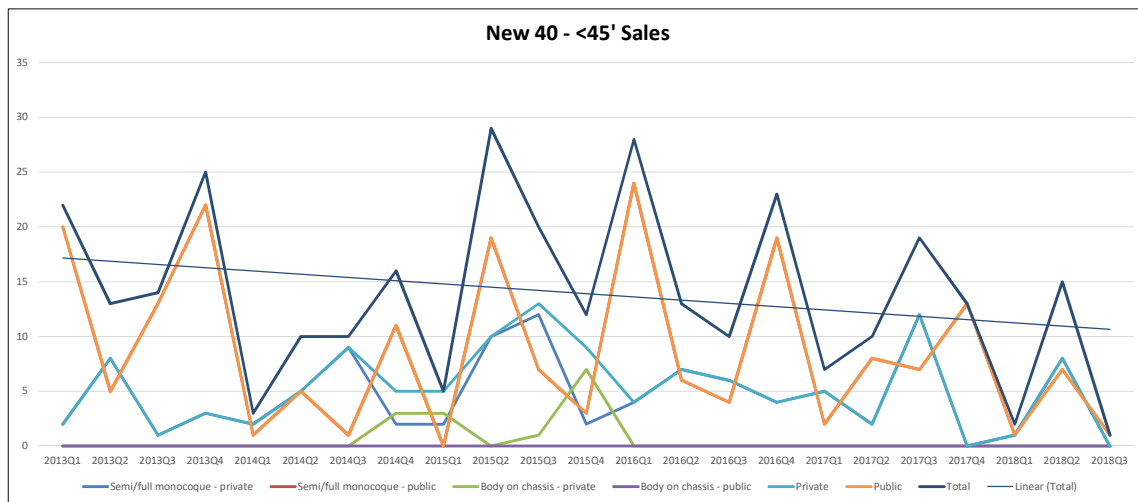
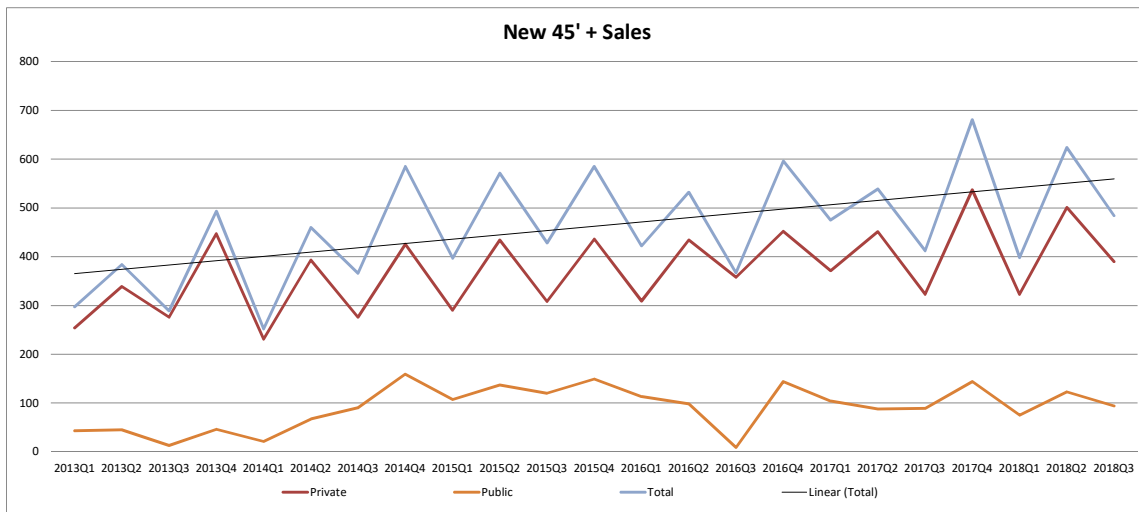
	2013Q1	2014Q1	QoQ	2013Q2	2014Q2	QoQ	2013Q3	2014Q3	QoQ	2013Q4	2014Q4	QoQ	2014Q1	2015Q1	QoQ	2014Q2	2015Q2	QoQ	2014Q3	2015Q3	QoQ	2014Q4	2015Q4	QoQ	2015Q1	2016Q1	QoQ	2015Q2	2016Q2	QoQ	2015Q3	2016Q3	QoQ	2015Q4	2016Q4	QoQ	2016Q1	2017Q1	QoQ	2016Q2	2017Q2	QoQ	2016Q3	2017Q3	QoQ	2016Q4	2017Q4	QoQ	2017Q1	2018Q1	QoQ	2017Q2	2018Q2	QoQ	2017Q3	2018Q3	QoQ
Semi/full monocoque, unibody chassis construction	758	233	-69.7%	547	198	-64.0%	277	285	2.9%	451	428	-5.1%	293	292	-0.3%	398	448	12.8%	285	320	12.3%	438	438	0.0%	292	359	22.9%	649	481	-25.2%	320	399	24.7%	438	478	9.1%	359	401	11.7%	481	471	-2.1%	399	373	-6.5%	478	579	21.1%	401	354	-11.7%	471	538	14.2%	373	409	9.7%
Body on chassis, body on frame or ladder type construction	9	11	22.2%	4	11	275.0%	5	4	-20.0%	9	50.0%	55	12	-8.2%	9	-8.2%	4	7	75.0%	9	22	244.4%	13	0	-100.0%	9	7	-22.2%	9	0	-100.0%	23	0	-100.0%	0	0	-	7	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-		
By Sector	267	244	-8.6%	331	409	26.5%	282	289	2.5%	437	417	-4.6%	244	304	24.6%	409	458	12.0%	289	327	13.1%	437	465	6.3%	304	359	18.1%	438	488	11.4%	327	399	21.4%	465	480	3.2%	359	401	11.7%	488	471	-3.5%	399	373	-6.5%	478	579	21.1%	401	354	-11.7%	471	538	14.2%	373	409	9.7%
Total	63	27	-57.1%	50	72	44.0%	26	91	250.0%	68	170	150.0%	32	107	334.4%	22	156	618.2%	37	132	354.1%	52	152	292.3%	307	327	10.7%	516	104	-80.0%	137	13	-90.5%	152	163	7.2%	137	136	-0.7%	104	96	-7.7%	13	95	638.5%	163	157	-3.7%	104	75	-28.8%	96	130	35.4%	95	95	-0.0%

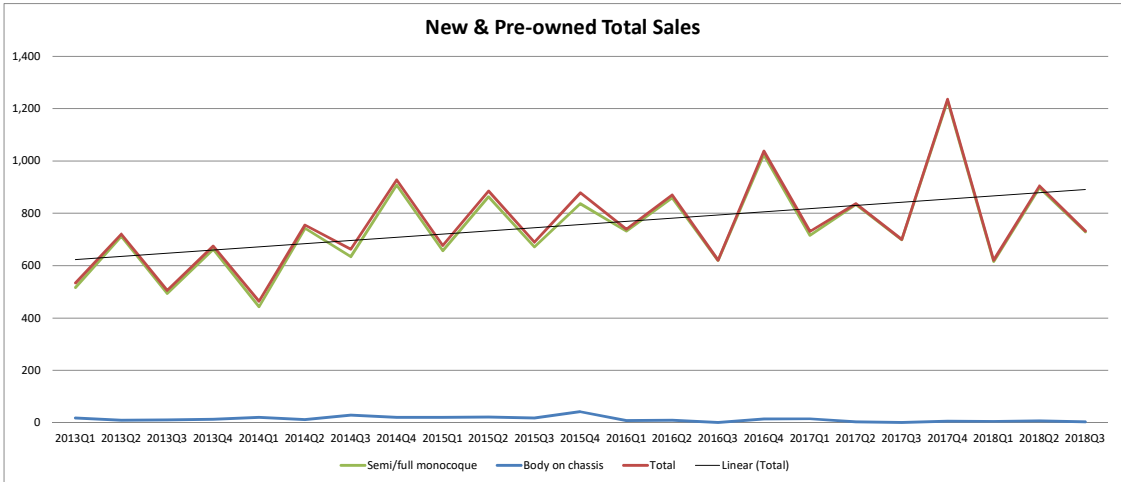
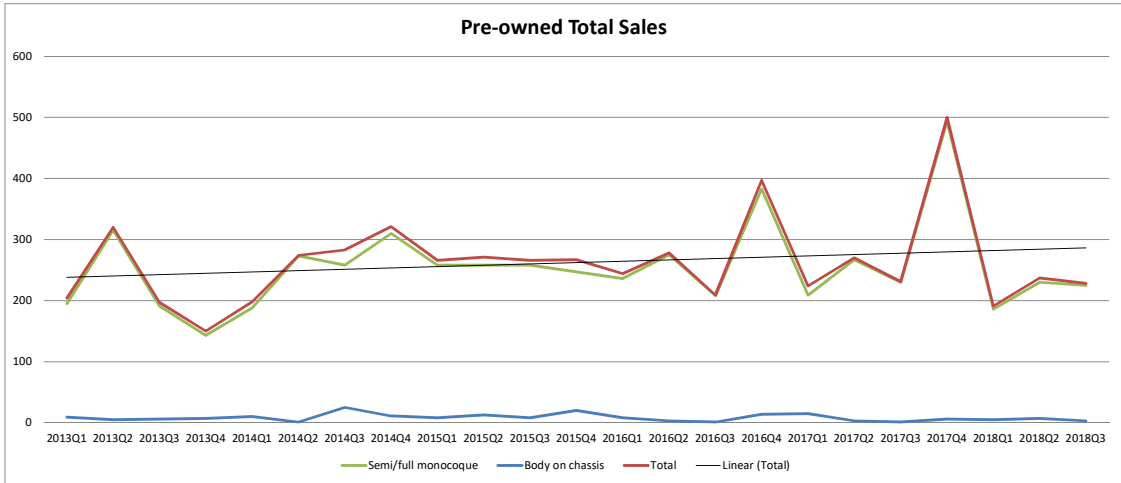
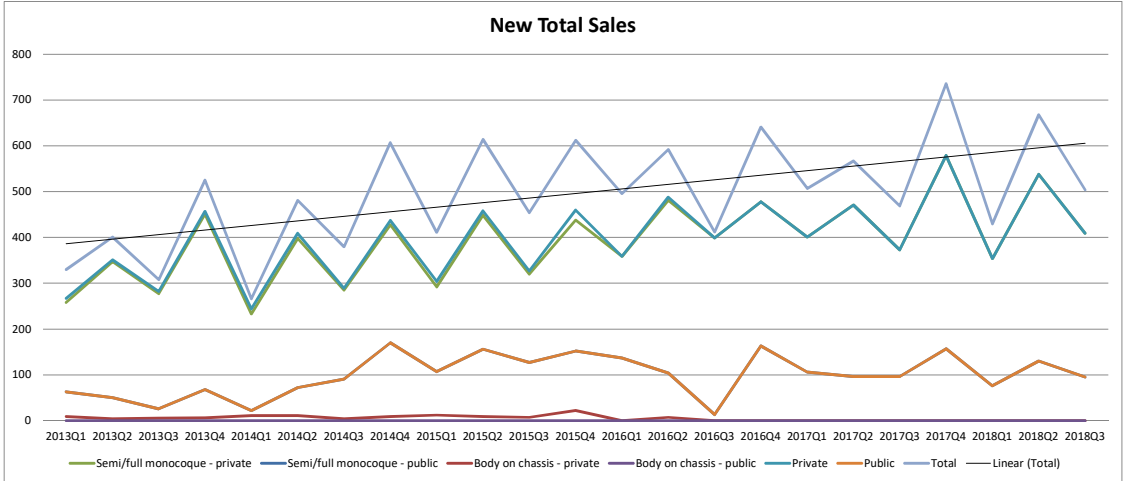
Pre-owned Total Sales

	2013Q1	2014Q1	QoQ	2013Q2	2014Q2	QoQ	2013Q3	2014Q3	QoQ	2013Q4	2014Q4	QoQ	2014Q1	2015Q1	QoQ	2014Q2	2015Q2	QoQ	2014Q3	2015Q3	QoQ	2014Q4	2015Q4	QoQ	2015Q1	2016Q1	QoQ	2015Q2	2016Q2	QoQ	2015Q3	2016Q3	QoQ	2015Q4	2016Q4	QoQ	2016Q1	2017Q1	QoQ	2016Q2	2017Q2	QoQ	2016Q3	2017Q3	QoQ	2016Q4	2017Q4	QoQ	2017Q1	2018Q1	QoQ	2017Q2	2018Q2	QoQ	2017Q3	2018Q3	QoQ
Semi/full monocoque, unibody chassis construction	191	188	-1.6%	331	273	-17.8%	191	238	25.1%	143	310	216.8%	188	258	37.2%	273	258	-5.5%	258	225	-12.8%	310	247	-20.3%	238	238	0.0%	238	273	14.7%	225	208	-7.6%	247	383	55.1%	238	209	-12.4%	273	267	-2.2%	208	230	10.6%	383	494	29.0%	209	186	-11.0%	267	230	-13.8%	230	225	-2.2%
Body on chassis, body on frame or ladder type construction	9	10	11.1%	5	1	-80.0%	9	25	277.8%	7	11	57.1%	9	8	-11.1%	13	13	0.0%	25	11	-56.0%	11	20	81.8%	8	8	0.0%	13	3	-76.9%	11	1	-90.9%	20	14	-30.0%	8	15	87.5%	3	3	0.0%	1	1	0.0%	14	6	-57.1%	15	5	-66.7%	3	7	233.3%	5	3	-40.0%
Total	204	198	-3.0%	336	274	-18.4%	197	263	33.0%	150	321	214.0%	198	266	34.3%	274	271	-1.1%	263	236	-11.4%	321	267	-16.8%	246	246	0.0%	251	278	2.8%	236	209	-11.4%	267	397	48.7%	246	224	-9.3%	271	270	-0.4%	209	231	10.5%	397	500	25.2%	224	191	-14.7%	270	237	-12.2%	231	228	-1.3%

New & Pre-owned Total Sales

	2013Q1	2014Q1	QoQ	2013Q2	2014Q2	QoQ	2013Q3	2014Q3	QoQ	2013Q4	2014Q4	QoQ	2014Q1	2015Q1	QoQ	2014Q2	2015Q2	QoQ	2014Q3	2015Q3	QoQ	2014Q4	2015Q4	QoQ	2015Q1	2016Q1	QoQ	2015Q2	2016Q2	QoQ	2015Q3	2016Q3	QoQ	2015Q4	2016Q4	QoQ	2016Q1	2017Q1	QoQ	2016Q2	2017Q2	QoQ	2016Q3	2017Q3	QoQ	2016Q4	2017Q4	QoQ	2017Q1	2018Q1	QoQ	2017Q2	2018Q2	QoQ	2017Q3	2018Q3	QoQ
Semi/full monocoque, unibody chassis construction	536	443	-14.1%	732	743	1.4%	484	634	31.8%	662	908	37.2%	443	657	48.3%	743	863	14.8%	634	672	6.0%	908	837	-7.8%	657	732	11.1%	863	860	-0.3%	672	620	-7.7%	837	1,024	22.3%	732	736	0.5%	860	834	-3.0%	620	699	12.7%	1,024	1,230	20.1%	736	636	-14.0%	834	898	7.7%	699	729	4.3%
Body on chassis, body on frame or ladder type construction	18	21	16.7%	9	12	33.3%	11	29	263.6%	13	20	53.8%	21	20	-4.8%	12	22	83.3%	20	18	-10.0%	20	42	210.0%	20	8	-60.0%	22	10	-54.5%	18	1	-94.4%	42	14	-66.7%	8	15	87.5%	10	3	-70.0%	1	1	0.0%	14	6	-57.1%	15	5	-66.7%	3	7	233.3%	5	3	-40.0%
Total	534	464	-13.1%	741	755	1.9%	495	663	33.2%	675	928	37.1%	464	677	45.0%	755	885	17.2%	653	690	5.7%	928	879	-5.3%	677	740	9.3%	881	870	-1.2%	690	641	-7.3%	879	1,038	14.2%	740	741	0.1%	870	837	-3.8%	641	700	11.2%	1,038	1,236	19.1%	741	641	-13.5%	837	805	-3.8%	700	731	4.4%





Results For: **Q1 - 2016**
Respondents: 3 (Historically Edited)

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	4	0	4
30 - <40'	Yes	46	0	46
	Total	359	0	359

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	24	0	24
30 - <40'	Yes	0	0	0
	Total	137	0	137

Pre-owned Vehicle Sales *Pre-owned Vehicles*

Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
236	8	244

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
94	0	228	179	0	0	0	501

Transmission (new vehicle sales)

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
487	5	9	0	0	0	501

Sales By Market

Market	New Vehicles	Pre-Owned Vehicles	Total
United States	466	237	703
Canada	30	7	37
Other	0	0	0
Total	496	244	740

Source of Vehicles

Source	New Vehicles	Pre-Owned Vehicles	Total
United States & Canada	318	92	410
Other Countries	178	152	330
Total	496	244	740

Results For: **Q2 - 2016**
 Respondents: 3 (Historically Edited)

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	7	0	7
30 - <40'	Yes	40	7	47
	Total	481	7	488

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	104	0	104

Pre-owned Vehicle Sales *Pre-owned Vehicles*

Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
275	3	278

Shell Sales

Total Shell Sales: 12
(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
135	0	263	206	0	0	0	604

Transmission (new vehicle sales)

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
603	1	0	0	0	0	604

Sales By Market

Market	New Vehicles	Pre-Owned Vehicles	Total
United States	497	269	766
Canada	95	9	104
Other	0	0	0
Total	592	278	870

Source of Vehicles

Source	New Vehicles	Pre-Owned Vehicles	Total
United States & Canada	416	111	527
Other Countries	176	167	343
Total	592	278	870

Results For: **Q3 - 2016**
 Respondents: **3 (Historically Edited)**

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	6	0	6
30 - <40'	Yes	35	0	35
Total		399	0	399

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	4	0	4
30 - <40'	Yes	0	0	0
Total		13	0	13

Pre-owned Vehicle Sales *Pre-owned Vehicles*

Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
208	1	209

Shell Sales

Total Shell Sales:

(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
109	0	180	141	0	0	0	430

Transmission (new vehicle sales)

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
427	3	0	0	0	0	430

Sales By Market

Market	<i>New Vehicles</i>
United States	355
Canada	57
Other	0
Total	412

Source of Vehicles

Source	<i>New Vehicles</i>
Domestic (US/Canada)	239
Imports	173
Total	412

Results For: **Q4 - 2016**
 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	4	0	4
30 - <40'	Yes	22	0	22
Total		478	0	478

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	19	0	19
30 - <40'	Yes	0	0	0
Total		163	0	163

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>
383	14	397

Shell Sales

Total Shell Sales

22

(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
106	0	344	213	0	0	0	663

Transmission (new vehicle sales)

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
652	2	9	0	0	0	663

Sales By Market

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	568	384	952
Canada	73	13	86
Other	0	0	0
Total	641	397	1,038

Source of Vehicles

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	483	131	614
Other Countries	158	266	424
Total	641	397	1,038

Results For: **Q1 - 2017**
 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	5	0	5
30 - <40'	Yes	25	0	25
	Total	401	0	401

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	2	0	2
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	<u>Total</u>
209	15	224

Shell Sales

Total Shell Sales

14

(sale of a monocoque or unibody chassis with integrated passenger deck above a luggage compartment to a third-party coach builder for commercial leasing)

Engines (new vehicle sales)

Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
112	0	269	140	0	0	0	521

Transmission (new vehicle sales)

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
521	0	0	0	0	0	521

Sales By Market

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	435	215	650
Canada	72	9	81
Other	0	0	0
Total	507	224	731

Source of Vehicles

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	362	79	441
Other Countries	145	145	290
Total	507	224	731

Results For: **Q2 - 2017**
 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	2	0	2
30 - <40'	Yes	18	0	18
<u>Total</u>		471	0	471

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>		96	0	96

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>
267	3	270

Shell Sales

Total Shell Sales

20

(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
160	0	236	191	0	0	0	587

Transmission (new vehicle sales)

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
559	3	25	0	0	0	587

Sales By Market

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	446	240	686
Canada	121	30	151
Other	0	0	0
<u>Total</u>	567	270	837

Source of Vehicles

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	525	130	655
Other Countries	42	140	182
<u>Total</u>	567	270	837

Results For: **Q3 - 2017**
 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	12	0	12
30 - <40'	Yes	38	0	38
	Total	373	0	373

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	96	0	96

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	1	231

Shell Sales

Total Shell Sales

13

(sale of a monocoque or unibody chassis with integrated passenger deck above a luggage compartment to a third-party coach builder for commercial leasing)

Engines (new vehicle sales)

Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
112	0	225	145	0	0	0	482

Transmission (new vehicle sales)

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
480	2	0	0	0	0	482

Sales By Market

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	440	217	657
Canada	29	14	43
Other	0	0	0
Total	469	231	700

Source of Vehicles

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	303	123	426
Other Countries	166	108	274
Total	469	231	700

Results For: **Q4 - 2017**
 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	0	0	0
30 - <40'	Yes	42	0	42
	Total	579	0	579

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	13	0	13
30 - <40'	Yes	0	0	0
	Total	157	0	157

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>
494	6	500

Shell Sales

Total Shell Sales

20

(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
114	0	393	249	0	0	0	756

Transmission (new vehicle sales)

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
755	1	0	0	0	0	756

Sales By Market

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	710	477	1187
Canada	26	23	49
Other	0	0	0
Total	736	500	1,236

Source of Vehicles

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	537	224	761
Other Countries	199	276	475
Total	736	500	1,236

Results For: **Q1 - 2018**
 Respondents: **3 (Historically Edited)**

Private Sector Sales

New Vehicles

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' +	Yes	
40 - <45'	Yes	1	0	1
30 - <40'	Yes	30	0	30
	Total	354	0	354

Public Sector Sales

New Vehicles

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' +	Yes	
40 - <45'	Yes	1	0	1
30 - <40'	Yes	0	0	0
	Total	76	0	76

Pre-owned Vehicle Sales

Pre-owned Vehicles

Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
186	5	191

Shell Sales

Total Shell Sales

8

(sale of a monocoque or unibody chassis with integrated passenger deck above a luggage compartment to a third-party coach builder for commercial leasing)

Engines (new vehicle sales)

Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
112	0	199	127	0	0	0	438

Transmission (new vehicle sales)

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

Sales By Market

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

Source of Vehicles

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

Results For: **Q2 - 2018**
 Respondents: **3 (Historically Edited)**

Private Sector Sales

New Vehicles

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' +	Yes	
40 - <45'	Yes	8	0	8
30 - <40'	Yes	29	0	29
	Total	538	0	538

Public Sector Sales

New Vehicles

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' +	Yes	
40 - <45'	Yes	7	0	7
30 - <40'	Yes	0	0	0
	Total	130	0	130

Pre-owned Vehicle Sales

Pre-owned Vehicles

Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
230	7	237

Shell Sales

Total Shell Sales

14

(sale of a monocoque or unibody chassis with integrated passenger deck above a luggage compartment to a third-party coach builder for commercial leasing)

Engines (new vehicle sales)

Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
113	0	336	233	0	0	0	682

Transmission (new vehicle sales)

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
682	0	0	0	0	0	682

Sales By Market

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	539	220	759
Canada	129	17	146
Other	0	0	0
Total	668	237	905

Source of Vehicles

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	473	194	667
Other Countries	195	43	238
Total	668	237	905

Private Sector Sales

New Vehicles

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' +	Yes	
40 - <45'	Yes	0	0	0
30 - <40'	Yes	19	0	19
	Total	409	0	409

Public Sector Sales

New Vehicles

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' +	Yes	
40 - <45'	Yes	1	0	1
30 - <40'	Yes	0	0	0
	Total	95	0	95

Pre-owned Vehicle Sales

Pre-owned Vehicles

Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
225	3	228

Shell Sales

Total Shell Sales

10

(sale of a monocoque or unibody chassis with integrated passenger deck above a luggage compartment to a third-party coach builder for commercial leasing)

Engines (new vehicle sales)

Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
118	0	228	168	0	0	0	514

Transmission (new vehicle sales)

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
513	1	0	0	0	0	514

Sales By Market

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	472	211	683
Canada	32	16	48
Other	0	1	1
Total	504	228	732

Source of Vehicles

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	345	148	493
Other Countries	159	80	239
Total	504	228	732