Coach Manufacturer Survey

Historical Trends

Respondents:

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

vew 45' + Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy	2019	yoy	2020	yoy
	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%
Semi/full monocoque, unibody chassis construction	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%
	Private	0	0	-	0	-	0		0		0		0		0		0		0	-	0	-
Body on chassis, body on frame or ladder type construction	Public	0	0		0		0		0		0		0		0		0		0		0	
By Sector	Private	435	697	60.2%	790	13.3%	1,316	66.6%	1,326	0.8%	1,468	10.7%	1,553	5.8%	1,682	8.3%	1,702	1.2%	1,570	-7.8%	378	-75.9%
by Sector	Public	0	70	0.0%	20	-71.4%	147	635.0%	337	129.3%	513	52.2%	364	-29.0%	425	16.8%	429	0.9%	360	-16.1%	333	-7.5%
Total		435	767	76.3%	810	5.6%	1,463	80.6%	1,663	13.7%	1,981	19.1%	1,917	-3.2%	2,107	9.9%	2,131	1.1%	1,930	-9.4%	711	-63.2%

w 40 - <45' Sales

		2010	2011	yoy	2012	yay	2013	yay	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy	2019	yoy	2020	yoy
	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%
Semi/full monocoque, unibody chassis construction	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%
	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%
Body on chassis, body on frame or ladder type construction	Public	0	0		0		0		0		0		0		0		0		0		0	
By Sector	Private	23	9	-60.9%	9	0.0%	14	55.6%	21	50.0%	37	76.2%	21	-43.2%	19	-9.5%	10	-47.4%	3	-70.0%	75	2400.0%
by Sector	Public	0	0	0.0%	0	0.0%	60	0.0%	18	-70.0%	29	61.1%	53	82.8%	30	-43.4%	20	-33.3%	26	30.0%	35	34.6%
Total		22		-60.0%		0.0%	74	777.7%	30	.47 2%	66	60.7%	74	12.1%	49	.22.8%	30	-28 8%	70	.2 2%	110	270 2%

30 - <40' Sales

		2010	2011	yoy	2012	yoy	2013	yay	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy	2019	yoy	2020	yoy
	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%
Semi/full monocoque, unibody chassis construction	Public	0	0	-	12	-	0	-100.0%	0		0		0		0	_	0		1		0	
	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%
Body on chassis, body on frame or ladder type construction	Public	0	0		0		0	-	0		0		0		0		0		0		0	
By Sector	Private	36	37	2.8%	32	-13.5%	27	-15.6%	32	18.5%	44	37.5%	150	240.9%	123	-18.0%	118	-4.1%	183	55.1%	73	-60.1%
by sector	Public	0	0		12		0	-100.0%	0		0		0		0		0		1		0	
Total		36	37	2.8%	44	18.9%	27	-38.6%	32	18.5%	44	37.5%	150	240.9%	123	-18.0%	118	-4.1%	184	55.9%	73	-60.3%

## lew Total Sales

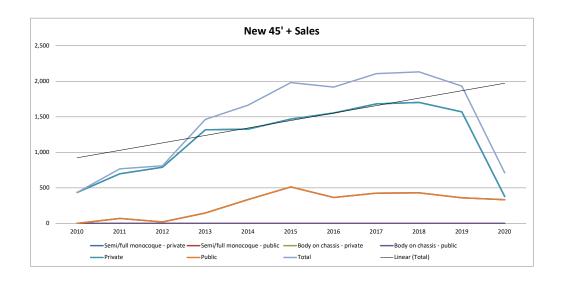
		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy	2019	yoy	2020	yoy
	Private	457	713	56.0%	804	12.8%	1,333	65.8%	1,344	0.8%	1,499	11.5%	1,717	14.5%	1,824	6.2%	1,830	0.3%	1,756	-4.0%	511	-70.9%
Semi/full monocoque, unibody chassis construction	Public	0	70	0.0%	32	-54.3%	207	546.9%	355	71.5%	542	52.7%	417	-23.1%	455	9.1%	449	-1.3%	387	-13.8%	368	-4.9%
	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%
Body on chassis, body on frame or ladder type construction	Public	0	0		0		0		0		0		0	-	0		0		0		0	-
By Sector	Private	494	743	50.4%	831	11.8%	1,357	63.3%	1,379	1.6%	1,549	12.3%	1,724	11.3%	1,824	5.8%	1,830	0.3%	1,756	-4.0%	526	-70.0%
by Sector	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%
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%

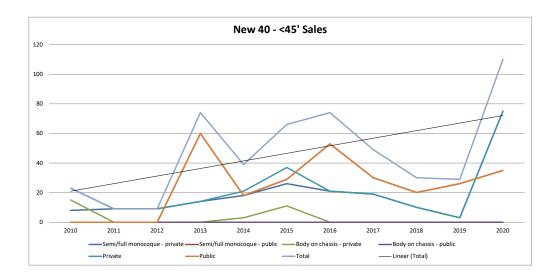
Pre-owned Total Sales

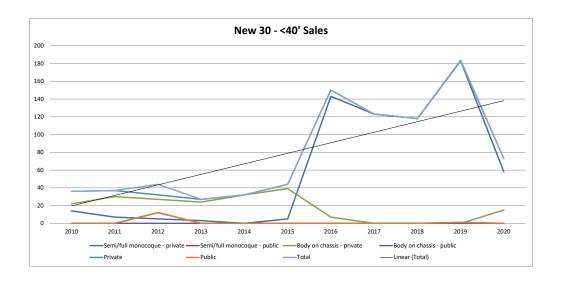
	2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy	2019	yoy	2020	yoy
Semi/full monocoque, unibody																					
chassis construction	832	681	-18.1%	728	6.9%	844	15.9%	1,029	21.9%	988	-4.0%	1,102	11.5%	1,200	8.9%	983	-18.1%	1,033	5.1%	578	-44.0%
Body on chassis, body on frame or																					
ladder type construction	25	20	-20.0%	17	-15.0%	27	58.8%	47	74.1%	52	10.6%	26	-50.0%	25	-3.8%	17	-32.0%	26	52.9%	1	-96.2%
																					-
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%

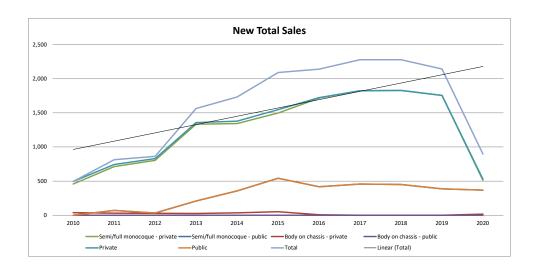
New & Pre-owned Total Sales

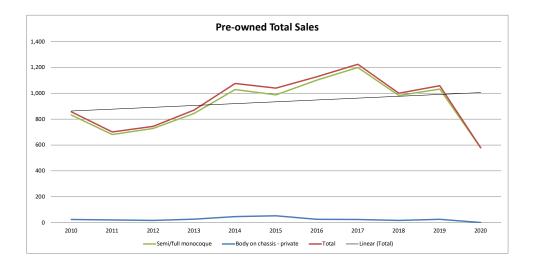
	2010	2011		2012		2012		2011		2045		2046		2017		2040		2010		2020	
	2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy	2019	yoy	2020	yoy
Semi/full monocoque, unibody																					
chassis construction	1,289	1,464	13.6%	1,564	6.8%	2,384	52.4%	2,728	14.4%	3,029	11.0%	3,236	6.8%	3,479	7.5%	3,262	-6.2%	3,176	-2.6%	1,457	-54.1%
Body on chassis, body on frame or																					
ladder type construction	62	50	-19.4%	44	-12.0%	51	15.9%	82	60.8%	102	24.4%	33	-67.6%	25	-24.2%	17	-32.0%	26	52.9%	16	-38.5%
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%

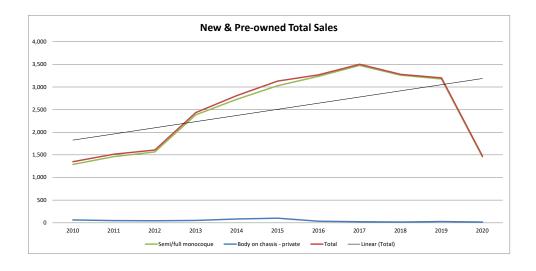












Coach Manufacturer Survey

Quarterly Trends

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

New 45' + Sales

	2018Q1	2019Q1	qoq	2018Q2	2019Q2	goq	2018Q3	2019Q3	qoq	2018Q4	2019Q4	qoq	2019Q1	2020Q1	qoq	2019Q2	2020Q2	qoq	2019Q3	2020Q3	qoq	2019Q4	2020Q4	qoq	2020Q1	2021Q1	qoq
	222	275	44.00	501	404	20.00	200	402	2.46	400	402	0.00	275	407	22.0%	404	29	03.0%	400		04.00	402	404	70.50	187	20	00.30
	323	2/5	-14.9%	501	401	-20.0%	390	402	3.1%	488	492	0.8%	2/5	187	-32.0%	401	29	-92.8%	402	61	-84.8%	492	101	-79.5%	187	20	-89.3%
Semi/full monocoque, unibody																											
chassis construction	75	85	13.3%	123	75	-39.0%	94	93	-1.1%	137	107	-21.9%	85	57	-32.9%	75	26	-65.3%	93	132	41.9%	107	118	10.3%	57	133	133.3%
	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	0	-	0	0		0	0	-	0	0	-	0	0	-	0	0	-	0	0		0	0	-	0	0	-
By Sector	323	275	-14.9%	501	401	-20.0%	390	402	3.1%	488	492	0.8%	275	187	-32.0%	401	29	-92.8%	402	61	-84.8%	492	101	-79.5%	187	20	-89.3%
by sector	75	85	13.3%	123	75	-39.0%	94	93	-1.1%	137	107	-21.9%	85	57	-32.9%	75	26	-65.3%	93	132	41.9%	107	118	10.3%	57	133	133.3%
		l																									
Total	398	360	-9.5%	624	476	-23.7%	484	495	2.3%	625	599	-4.2%	360	244	-32.2%	476	55	-88.4%	495	193	-61.0%	599	219	-63.4%	244	153	-37.3%

New 40 - <45' Sales

	201801	2019Q1	qoq	2018Q2	201902	qoq	201803	201903	qoq	2018Q4	2019Q4	qoq	201901	2020Q1	gog	2019Q2	2020Q2	qoq	2019Q3	202003	qoq	201904	202004	aoa	2020Q1	202101	qoq
		1				4-4			1-1			1-1			1-7-7			1-1						404			
	1	3	200.0%	8	0	-100.0%	0	0	0.0%	1	0	0.0%	3	60	0.0%	0	1	0.0%	0	2	0.0%	0	12	0.0%	60	0	0.0%
Semi/full monocoque, unibody																											
chassis construction	1	0	-100.0%	7	4	-42.9%	1	14	1300.0%	11	8	-27.3%	0	7	0.0%	4	6	50.0%	14	14	0.0%	- 8	8	0.0%	7	3	-57.1%
	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	0		0	0		0	0		0	0		0	0		0	0		0	0		0	0		0	0	
By Sector	1	3	200.0%	8	0	-100.0%	0	0	0.0%	1	0	0.0%	3	60	0.0%	0	1	0.0%	0	2	0.0%	0	12	0.0%	60	0	0.0%
by sector	1	0	-100.0%	7	4	-42.9%	1	14	1300.0%	11	8	-27.3%	0	7	700.0%	4	6	50.0%	14	14	0.0%	8	8	0.0%	7	3	-57.1%
Total	2	3	50.0%	15	4	-72 2%	1	14	1200.0%	12	8	.22.2%	3	67	2122 290	4	7	75.0%	14	16	14.2%	9	20	150.0%	67	,	-05 594

New 30 - <40' Sales

		204004	2019Q1		204002	2019Q2		204002	2019Q3		204004	2019Q4		204004	2020Q1		201002	2020Q2		204002	2020Q3	gog	204004	2020Q4	gog	202004	2021Q1	
		2010Q1	2015Q1	qoq	201802	2015Q2	qoq	201003	2019Q3	qoq	2018Q4	2015Q4	qoq	2015Q1	2020Q1	qoq	2015Q2	202002	gog	2015Q3	2020Q3	404	2015Q4	2020Q4	доц	2020Q1	2021Q1	gog
		30	46	53.3%	29	21	-27.6%	19	52	173.7%	40	64	60.0%	46	25	-45.7%	21	0	-100.0%	52	2	-96.2%	64	31	-51.6%	25	9	-64.0%
	nocoque, unibody construction	0	0		0	1	-	0	0		0	0	-	0	0		1	0	-	0	0		0	0	-	0	0	
		0	0		0	0	-	0	0	_	0	0	_	0	13		0	0	-	0	0		0	2	-	13	0	-
	sis, body on frame				0			0							,						,		0					
or ladder ty	pe construction	U	U	-	U	U	-	U	U	-	U	U	-	U	U		U	U	-	U	U	-	U	U	-	U	U	<del>-</del>
Rec	Sector	30	46	53.3%	29	21	-27.6%	19	52	173.7%	40	64	60.0%	46	38	-17.4%	21	0	-100.0%	52	2	-96.2%	64	33	-48.4%	38	9	-76.3%
5,		0	0		0	1		0	0		0	0	_	0	0		1	0		0	0		0	0		0	0	
	Total	30	46	53.3%	29	22	-24.1%	19	52	173.7%	40	64	60.0%	46	38	-17.4%	22		-100.0%	52	2	-96.2%	64	33	-48.4%	38	9	-76.3%

## New Total Sales

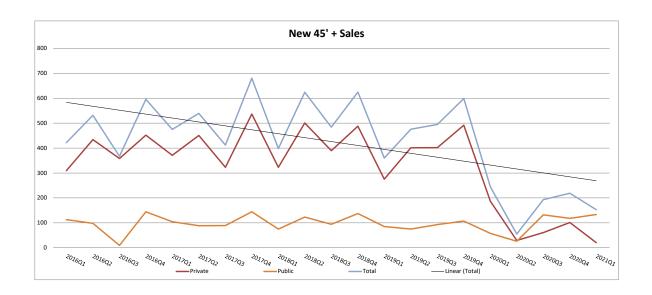
	2018Q1	2019Q1	qoq	2018Q2	2019Q2	qoq	2018Q3	2019Q3	qoq	2018Q4	2019Q4	qoq	2019Q1	2020Q1	qoq	2019Q2	2020Q2	qoq	2019Q3	2020Q3	qoq	2019Q4	2020Q4	qoq	2020Q1	2021Q1	qoq
	354	324	-8.5%	538	422	-21.6%	409	454	11.0%	529	556	5.1%	324	272	-16.0%	422	30	-92.9%	454	65	-85.7%	556	144	-74.1%	272	29	-89.3%
Semi/full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

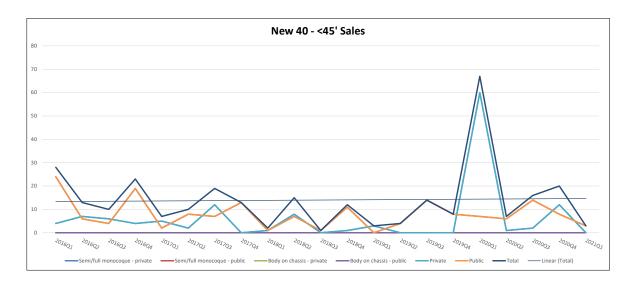
Pre-owned Total Sales

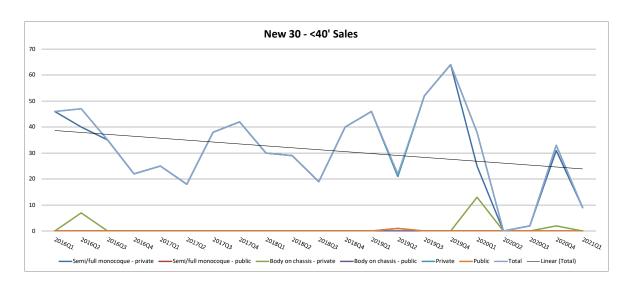
	2018Q1	2019Q1	gog	2018Q2	2019Q2	gog	2018Q3	2019Q3	gog	2018Q4	2019Q4	gog	2019Q1	2020Q1	gog	2019Q2	2020Q2	qoq	2019Q3	2020Q3	gog	2019Q4	2020Q4	gog	2020Q1	2021Q1	gog
Semi/full monocoque, unibody																											
chassis construction	186	222	19.4%	230	254	10.4%	225	218	-3.1%	342	339	-0.9%	222	219	-1.4%	254	69	-72.8%	218	199	-8.7%	339	91	-73.2%	219	103	-53.0%
Body on chassis, body on frame																											
or ladder type construction	5	1	-80.0%	7	10	42.9%	3	3	0.0%	2	12	500.0%	1	0	-100.0%	10	1	-90.0%	3	0	-100.0%	12	0	-100.0%	0	2	200.0%
Total	191	223	16.8%	237	264	11.4%	228	221	-3 196	344	351	2.0%	223	219	-1.8%	264	70	-73.5%	221	199	-10.0%	351	91	-74 1%	219	105	-52 196

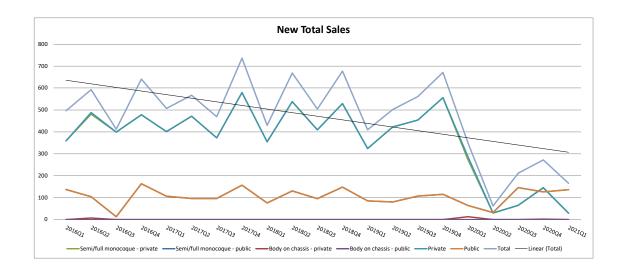
New & Pre-owned Total Sales

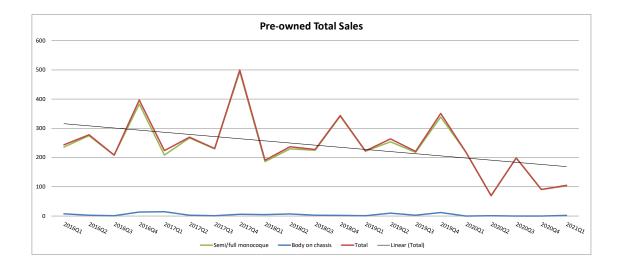
	2018Q1	2019Q1	qoq	2018Q2	2019Q2	qoq	2018Q3	2019Q3	qoq	2018Q4	2019Q4	qoq	2019Q1	2020Q1	qoq	2019Q2	2020Q2	qoq	2019Q3	2020Q3	qoq	2019Q4	2020Q4	qoq	2020Q1	2021Q1	qoq
Semi/full monocoque, unibody																											
chassis construction	616	631	2.4%	898	756	-15.8%	729	779	6.9%	1,019	1,010	-0.9%	631	555	-12.0%	756	131	-82.7%	779	410	-47.4%	1,010	361	-64.3%	555	268	-51.7%
Body on chassis, body on frame																											
or ladder type construction	5	1	-80.0%	7	10	42.9%	3	3	0.0%	2	12	500.0%	1	13	1200.0%	10	1	-90.0%	3	0	-100.0%	12	2	-83.3%	13	2	-84.6%
Total	621	632	1.8%	905	766	-15.4%	732	782	6.8%	1.021	1.022	0.1%	632	568	-10.1%	766	132	-82.8%	782	410	-47.6%	1.022	363	-64.5%	568	270	-52.5%

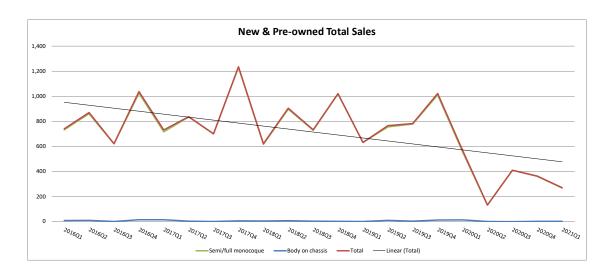












American Bus Association Foundation Coach Manufacturer Survey

Quarterly Survey

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

Respondents	3 (Historically Edited)								
	Private Sector Sales	New Vehicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame						
Length	Baggage storage	chassis construction	or ladder type construction	Total					
45' +	Yes	323	0	323					
40 - <45'	Yes	1	0	1					
30 - <40'	Yes	30	0	3 <u>0</u>					
30 140	Total	354	0	354					
	Public Sector Sales	New Vehicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame						
<u>Length</u>	Baggage storage	chassis construction	or ladder type construction	<u>Total</u>					
45' +	Yes	75	0	75					
40 - <45'	Yes	1	0	1					
30 - <40'	Yes	0	0	<u>0</u>					
	Total	76	0	76					
	Pre-owned Vehicle Sales	Pre-owned Vehicles							
	rre-owned vehicle sales	Pre-owned venicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame						
		chassis construction	or ladder type construction	<u>Total</u>					
		186	5	191					
	Shell Sales Total Shell Sales (sale of a monocoque or unibod)	8 y chassis with integrated passenge	] r deck above a luggage compartme	nt to a third-party coach	n builder for comme	ercial leasing	1)		
	Engines (new vehicle sale	es)							
		Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
		112	0	199	127	0	0	0	438
	Transmission (new vehic	le sales)							
	Transmission (men venio	Allison	Volvo	ZF	Eaton	Other 1	Other 2		Total
		438	0	0	0	0	0		438
		130		3					.50
	Sales By Market								
	Market	New Vehicles	Pre-Owned Vehicles	<u>Total</u>					
	United States	409	183	592					
	Canada	29	7	36					
	Other	0	1	<u>1</u>					
	Total	438	191	629					
	Source of Vehicles								
	Source	New Vehicles	Pre-Owned Vehicles	<u>Total</u>					
	United States & Canada	287	90	377					
	Other Countries	151	101	<u>252</u>					
	<u>Total</u>	438	191	629					

American Bus Association Foundation Coach Manufacturer Survey

Quarterly Survey
Results For:
Respondents

Q2 - 2018
3 (Historically Edited)

	Private Sector Sales	New Vehicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame						
Length	Baggage storage	chassis construction	or ladder type construction	Total					
45' +	Yes	501	0	501					
40 - <45'	Yes	8	0	8					
30 - <40'	Yes	29	0	<u>29</u>					
	<u>Total</u>	538	0	538					
	Public Sector Sales	New Vehicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame						
Length	Baggage storage	chassis construction	or ladder type construction	<u>Total</u>					
45' +	Yes	123	0	123					
40 - <45'	Yes	7	0	7					
30 - <40'	Yes	0	0	<u>0</u>					
	Total	130	0	130					
	Pre-owned Vehicle Sales	Dra aumad Vahialas							
	rie-owiled vehicle sales	rie-owneu venicies							
		Semi/full monocoque, unibody	Body on chassis, body on frame						
		chassis construction	or ladder type construction	Total					
		222	7	237					
	Shell Sales Total Shell Sales	230	]	_					
	Total Shell Sales (sale of a monocoque or unibod	14 dy chassis with integrated passenge	]	ent to a third-party coa	ch builder for comm	ercial leasing	)		
	Total Shell Sales	14 dy chassis with integrated passenge	]	ent to a third-party coad	ch builder for comm Volvo	ercial leasing Navistar	) Other 1	Other 2	Total
	Total Shell Sales (sale of a monocoque or unibod	14 dy chassis with integrated passenger es)	r deck above a luggage compartm					Other 2	Total 682
	Total Shell Sales (sale of a monocoque or unibod Engines (new vehicle sal	14  ty chassis with integrated passenger  es)  Detroit*  113	r deck above a luggage compartme	Cummins	Volvo	Navistar	Other 1		
	Total Shell Sales (sale of a monocoque or unibod	14 dy chassis with integrated passenger es) Detroit* 113 cle sales)	r deck above a luggage compartme  Mercedes  0	Cummins	Volvo 233	Navistar 0	Other 1		
	Total Shell Sales (sale of a monocoque or uniboo Engines (new vehicle sal	14  ty chassis with integrated passenger  es)  Detroit*  113	r deck above a luggage compartme	Cummins 336	Volvo	Navistar	Other 1		682
	Total Shell Sales (sale of a monocoque or uniboo Engines (new vehicle sal	14  ty chassis with integrated passenger es) Detroit* 113  Cle sales) Allison	r deck above a luggage compartme  Mercedes  O	Cummins 336	Volvo 233	Navistar 0	Other 1 0 Other 2		682 Total
	Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sal  Transmission (new vehic	14  ty chassis with integrated passenger es) Detroit* 113  Cle sales) Allison	r deck above a luggage compartme  Mercedes  O	Cummins 336	Volvo 233	Navistar 0	Other 1 0 Other 2		682 Total
	Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sal  Transmission (new vehicle Sales By Market	ty chassis with integrated passenger es) Detroit* 113  Cle sales) Allison 682	r deck above a luggage compartme  Mercedes  0  Volvo  0	Cummins 336  ZF 0	Volvo 233	Navistar 0	Other 1 0 Other 2		682 Total
	Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale  Transmission (new vehicle  Sales By Market  Market	ty chassis with integrated passenger es) Detroit* 113  Cle sales) Allison 682	r deck above a luggage compartme  Mercedes  0  Volvo  0  Pre-Owned Vehicles	Cummins 336  ZF 0	Volvo 233	Navistar 0	Other 1 0 Other 2		682 Total
	Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale  Transmission (new vehicle  Sales By Market  Market United States	ty chassis with integrated passenger es) Detroit* 113  cle sales) Allison 682  New Vehicles 539	Mercedes  O  Volvo  0  Pre-Owned Vehicles 220	Cummins 336  ZF 0  Total 759	Volvo 233	Navistar 0	Other 1 0 Other 2		682 Total
	Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale  Transmission (new vehicle  Sales By Market  Market United States Canada	14 dy chassis with integrated passenger es) Detroit* 113 cle sales) Allison 682  New Vehicles 539 129	r deck above a luggage compartme  Mercedes  0  Volvo  0  Pre-Owned Vehicles  220  17	Cummins 336  ZF 0  Total 759 146	Volvo 233	Navistar 0	Other 1 0 Other 2		682 Total
	Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale  Transmission (new vehicle  Sales By Market  Market United States Canada Other	Let sales) Allison  New Vehicles  539 129 0	Mercedes  O  Volvo  0  Pre-Owned Vehicles  220  17  0	Cummins 336  ZF 0  Total 759 146 0	Volvo 233	Navistar 0	Other 1 0 Other 2		682 Total
	Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale  Transmission (new vehicle  Sales By Market  Market United States Canada Other Total	Let sales) Allison  New Vehicles  539 129 0	Mercedes  O  Volvo  0  Pre-Owned Vehicles  220  17  0	Cummins 336  ZF 0  Total 759 146 0	Volvo 233	Navistar 0	Other 1 0 Other 2		682 Total
	Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale  Transmission (new vehicle  Sales By Market  Market United States Canada Other Total  Source of Vehicles	ty chassis with integrated passenger es) Detroit* 113  Cle sales) Allison 682  New Vehicles 539 129 0 668	r deck above a luggage compartme  Mercedes  0  Volvo  0  Pre-Owned Vehicles  220  17  0 237	Cummins  2F  0  Total 759 146 0 905	Volvo 233	Navistar 0	Other 1 0 Other 2		682 Total
	Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale  Transmission (new vehicle  Sales By Market  Market United States Canada Other Total  Source of Vehicles Source	14 dy chassis with integrated passenger es) Detroit* 113 cle sales) Allison 682  New Vehicles 539 129 0 668	vertical desired of the second	Cummins 336  ZF 0  Total 759 146 0 905	Volvo 233	Navistar 0	Other 1 0 Other 2		682 Total

Coach Manufacturer Survey

Quarterly Survey Results For: Respondents

Q3 - 2018 3

	Private Sector Sales	New Vehicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame						
Length	Baggage storage	chassis construction	or ladder type construction	<u>Total</u>					
45' +	Yes	390	0	390					
40 - <45'	Yes	0	0	0					
30 - <40'	Yes	19	0	<u>19</u>					
	<u>Total</u>	409	0	409					
	Public Sector Sales	New Vehicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame						
ength.	Baggage storage	chassis construction	or ladder type construction	Total					
15' +	Yes	94	0	94					
10 - <45'	Yes	1	0	1					
30 - <40'	Yes	0	0	<u>0</u>					
	Total	95	0	95					
	Pre-owned Vehicle Sale	S Pre-owned Vehicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame						
		chassis construction	or ladder type construction	<u>Total</u>					
		225	3	228					
	Shell Sales Total Shell Sales (sale of a monocoque or unibo	10	] r deck above a luagage compartm	ent to a third-party cod	ach builder for comm	nercial leasing	)		
	Total Shell Sales (sale of a monocoque or unibo	10 dy chassis with integrated passenge	r deck above a luggage compartme	ent to a third-party cod	ach builder for comm	nercial leasing	)		
	Total Shell Sales	10 dy chassis with integrated passenge		ent to a third-party coo	ach builder for comm Volvo	nercial leasing Navistar	) Other 1	Other 2	Total
	Total Shell Sales (sale of a monocoque or unibo	10 dy chassis with integrated passenge	r deck above a luggage compartme  Mercedes  0					Other 2	Total 51
	Total Shell Sales (sale of a monocoque or uniboo Engines (new vehicle sal	10 dy chassis with integrated passenge les) Detroit* 118	Mercedes	Cummins	Volvo	Navistar	Other 1		
	Total Shell Sales (sale of a monocoque or unibo	10 dy chassis with integrated passenge les) Detroit* 118 cle sales)	Mercedes 0	Cummins 228	Volvo 168	Navistar 0	Other 1		514
	Total Shell Sales (sale of a monocoque or uniboo Engines (new vehicle sal	10 dy chassis with integrated passenge les) Detroit* 118	Mercedes	Cummins	Volvo	Navistar	Other 1		
	Total Shell Sales (sale of a monocoque or uniboo Engines (new vehicle sal	10 dy chassis with integrated passenge les) Detroit* 118  Cle sales) Allison	Mercedes 0	Cummins 228	Volvo 168	Navistar 0	Other 1 0 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibode Engines (new vehicle sale) Transmission (new vehicle)	10 dy chassis with integrated passenge les) Detroit* 118  Cle sales) Allison	Mercedes 0	Cummins 228	Volvo 168	Navistar 0	Other 1 0 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibode) Engines (new vehicle sale) Transmission (new vehicle Sales By Market	les) Detroit* 118  Cle sales) Allison 513	Mercedes 0 Volvo 1	Cummins 228  ZF 0	Volvo 168	Navistar 0	Other 1 0 Other 2		51 Total
	Total Shell Sales (sale of a monocoque or unibon Engines (new vehicle sal  Transmission (new vehicle Sales By Market Market United States	les) Detroit* 118  Cle sales) Allison 513  New Vehicles	Mercedes  0  Volvo  1  Pre-Owned Vehicles  211	228     2F   0	Volvo 168	Navistar 0	Other 1 0 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibod Engines (new vehicle sal  Transmission (new vehicle Sales By Market Market	10 dy chassis with integrated passenge les) Detroit* 118  cle sales) Allison 513  New Vehicles 472	Mercedes  0  Volvo  1  Pre-Owned Vehicles	ZF 0 Total 683 48	Volvo 168	Navistar 0	Other 1 0 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibor Engines (new vehicle sal  Transmission (new vehicl Sales By Market Market United States Canada	les) Detroit* 118  Lole sales) Allison 513  New Vehicles 472 32	Nercedes	228     2F   0	Volvo 168	Navistar 0	Other 1 0 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibos Engines (new vehicle sal  Transmission (new vehicle Sales By Market Market United States Canada Other	10 dy chassis with integrated passenge les) Detroit*  118  cle sales) Allison  513  New Vehicles  472  32  0	Nercedes	Cummins 228  ZF 0  Total 683 48 1	Volvo 168	Navistar 0	Other 1 0 Other 2		51 Total
	Total Shell Sales (sale of a monocoque or unibon Engines (new vehicle sal Transmission (new vehicle Sales By Market Market United States Canada Other Total Source of Vehicles	10 dy chassis with integrated passenge les) Detroit*  118  cle sales) Allison  513  New Vehicles  472  32  0	Nercedes	Cummins  228  ZF  0  Total 683 48 1 1 732	Volvo 168	Navistar 0	Other 1 0 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibon Engines (new vehicle sal Transmission (new vehicle Sales By Market Market United States Canada Other Total	les) Detroit* 118  Cle sales) Allison 513  New Vehicles 472 32 0 504	Mercedes	Cummins 228  ZF 0  Total 683 48 1	Volvo 168	Navistar 0	Other 1 0 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibon Engines (new vehicle sal Transmission (new vehicle Sales By Market Market United States Canada Other Total  Source of Vehicles Source	les) Detroit* 118  Cle sales) Allison 513  New Vehicles 472 32 0 504	Volvo  Volvo  1  Pre-Owned Vehicles  211  16  1  228  Pre-Owned Vehicles	Cummins   228	Volvo 168	Navistar 0	Other 1 0 Other 2		Total

Coach Manufacturer Survey

Quarterly Survey
Results For:
Respondents

**Q4 - 2018** 3

	Private Sector Sales	New Vehicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame						
ngth	Baggage storage	chassis construction	or ladder type construction	Total					
' +	Yes	488	0	488					
- <45'	Yes	1	0	1					
) - <40'	Yes	40	0	40					
	<u>Total</u>	529	0	529					
	Public Sector Sales	New Vehicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame						
ngth_	Baggage storage	chassis construction	or ladder type construction	Total					
+	Yes	137	0	137					
- <45'	Yes	11	0	11					
- <40'	Yes	0	0	<u>o</u>					
	Total	148	0	148					
	Pre-owned Vehicle Sale	es Pre-owned Vehicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame						
		chassis construction	or ladder type construction	Total					
			1 2						
	Shell Sales	342	2	344					
	Total Shell Sales		]	344	ch builder for comm	ercial leasing	)		
	Total Shell Sales	342  22  ody chassis with integrated passenge	]	344	ch builder for comm	ercial leasing	)		
	Total Shell Sales (sale of a monocoque or unibo	342  22  ody chassis with integrated passenge	]	344	ch builder for comm Volvo	ercial leasing Navistar	) Other 1	Other 2	Total
	Total Shell Sales (sale of a monocoque or unibo	22 ody chassis with integrated passenge	r deck above a luggage compartm	344				Other 2	Total 69
	Total Shell Sales (sale of a monocoque or unibo	22 ody chassis with integrated passenge ales) Detroit*	r deck above a luggage compartme	344  ent to a third-party coac  Cummins	Volvo	Navistar	Other 1		
	Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa	22 ody chassis with integrated passenge ales) Detroit*	r deck above a luggage compartme	344  ent to a third-party coac  Cummins	Volvo	Navistar	Other 1		
	Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa	22 ody chassis with integrated passenge ales) Detroit* 137 icle sales)	r deck above a luggage compartme  Mercedes  0	ent to a third-party cook  Cummins  337	Volvo 225	Navistar 0	Other 1		Total
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh	22 ody chassis with integrated passenge ales) Detroit* 137 icle sales) Allison 699	r deck above a luggage compartme  Mercedes  0  Volvo  0	Cummins 337	Volvo 225 Eaton	Navistar 0	Other 1 0 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh	22 ody chassis with integrated passenge ales) Detroit*  137 icle sales) Allison 699	r deck above a luggage compartme  Mercedes  0  Volvo  0  Pre-Owned Vehicles	Cummins 337  ZF 0	Volvo 225 Eaton	Navistar 0	Other 1 0 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new veh  Sales By Market  Market United States	22 ody chassis with integrated passenge ales) Detroit*  137 icle sales) Allison 699	Mercedes  O  Volvo  0  Pre-Owned Vehicles 317	344	Volvo 225 Eaton	Navistar 0	Other 1 0 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market  Market United States Canada	22 ody chassis with integrated passenge ales) Detroit* 137 icle sales) Allison 699  New Vehicles 608 69	r deck above a luggage compartme  Mercedes  0  Volvo  0  Pre-Owned Vehicles  317 24	344	Volvo 225 Eaton	Navistar 0	Other 1 0 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market  Market United States Canada Other	22 ody chassis with integrated passenge ales) Detroit*  137 icle sales) Allison 699  New Vehicles 608 69 0	Mercedes  O  Volvo  0  Pre-Owned Vehicles  317  24  3	344	Volvo 225 Eaton	Navistar 0	Other 1 0 Other 2		69
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market  Market United States Canada	22 ody chassis with integrated passenge ales) Detroit* 137 icle sales) Allison 699  New Vehicles 608 69	r deck above a luggage compartme  Mercedes  0  Volvo  0  Pre-Owned Vehicles  317 24	344	Volvo 225 Eaton	Navistar 0	Other 1 0 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market  Market United States Canada Other	22 ody chassis with integrated passenge alles) Detroit*  137 icle sales) Allison  699  New Vehicles  608 69 0 677	r deck above a luggage compartme  Mercedes  0  Volvo  0  Pre-Owned Vehicles  317  24  3 3  344	344	Volvo 225 Eaton	Navistar 0	Other 1 0 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new veh  Sales By Market  Market United States Canada Other Total	22 ody chassis with integrated passenge ales) Detroit*  137 icle sales) Allison 699  New Vehicles 608 69 0	Mercedes  O  Volvo  0  Pre-Owned Vehicles  317  24  3	344	Volvo 225 Eaton	Navistar 0	Other 1 0 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new veh  Sales By Market Market United States Canada Other Total  Source of Vehicles	22 ody chassis with integrated passenge ales) Detroit*  137 icle sales) Allison 699  New Vehicles 608 69 0 677  New Vehicles 511	r deck above a luggage compartme  Mercedes  0  Volvo  0  Pre-Owned Vehicles  317  24  3 3  344	344	Volvo 225 Eaton	Navistar 0	Other 1 0 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market Market United States Canada Other Total  Source of Vehicles Source	22 ody chassis with integrated passenge ales) Detroit*  137 icle sales) Allison 699  New Vehicles 608 69 0 677  New Vehicles	volvo  Pre-Owned Vehicles  3 3 344  Pre-Owned Vehicles	344	Volvo 225 Eaton	Navistar 0	Other 1 0 Other 2		Total

Coach Manufacturer Survey

Quarterly Survey
Results For:
Respondents

**Q1 - 2019** 3

	Private Sector Sales	New Vehicles							
		Comi/full managague unibadu	Dadu an chassis hadu an frama						
onath	Baggago storago	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total					
<u>.ength</u> 15' +	Baggage storage Yes	275	0	275					
+5 · 10 - <45'	Yes	3	0	3					
30 - <40'	Yes	46	0	46					
	Total	324	0	324					
	Public Sector Sales	New Vehicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame						
Length	Baggage storage	chassis construction	or ladder type construction	<u>Total</u>					
45' +	Yes	85	0	85					
40 - <45'	Yes	0	0	0					
30 - <40'	Yes	0	0	<u>0</u>					
	Total	85	0	85					
	Pre-owned Vehicle Sales	Pre-owned Vehicles							
	. To our remote oures								
		Semi/full monocoque, unibody	Body on chassis, body on frame						
		chassis construction	or ladder type construction	<u>Total</u> 223					
		222	1						
		222	1						
	Shell Sales		1						
	Total Shell Sales	9	]						
	Total Shell Sales		]		ch builder for comm	nercial leasing	)		
	Total Shell Sales	9 ly chassis with integrated passenge	]		ch builder for comm	nercial leasing	)		
	Total Shell Sales (sale of a monocoque or unibod	9 ly chassis with integrated passenge	]		ch builder for comm Volvo	nercial leasing Navistar	) Other 1	Other 2	Total
	Total Shell Sales (sale of a monocoque or unibod	9 ly chassis with integrated passenge	r deck above a luggage compartm	ent to a third-party coad				Other 2	Total 418
	Total Shell Sales (sale of a monocoque or unibod	9 ly chassis with integrated passenge es) Detroit* 78	r deck above a luggage compartm	ent to a third-party coad	Volvo	Navistar	Other 1		
	Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale	9 ly chassis with integrated passenge es) Detroit* 78	r deck above a luggage compartm	ent to a third-party coad	Volvo	Navistar	Other 1		
	Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale	9 ly chassis with integrated passenge es) Detroit* 78	r deck above a luggage compartm  Mercedes  0	cummins 214	Volvo 126	Navistar 0	Other 1		418
	Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale	9 ly chassis with integrated passenge es) Detroit* 78  le sales) Allison	r deck above a luggage compartm  Mercedes  O	ent to a third-party coad  Cummins  214  ZF	Volvo 126	Navistar 0	Other 1 0 Other 2		418 Total
	Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale  Transmission (new vehic	9 ly chassis with integrated passenge es) Detroit* 78  le sales) Allison	r deck above a luggage compartm  Mercedes  O	ent to a third-party coad  Cummins  214  ZF	Volvo 126	Navistar 0	Other 1 0 Other 2		418 Total
	Total Shell Sales (sale of a monocoque or unibod)  Engines (new vehicle sale)  Transmission (new vehic)  Sales By Market	9 ly chassis with integrated passenge es) Detroit* 78 lee sales) Allison 418	r deck above a luggage compartm  Mercedes  0  Volvo  0	Cummins 214	Volvo 126	Navistar 0	Other 1 0 Other 2		418 Total
	Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale  Transmission (new vehic	9 ly chassis with integrated passenge es) Detroit* 78 cle sales) Allison 418  New Vehicles 386 23	r deck above a luggage compartm  Mercedes  0  Volvo  0  Pre-Owned Vehicles  200  18	Cummins 214  ZF 0	Volvo 126	Navistar 0	Other 1 0 Other 2		418 Total
	Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale  Transmission (new vehicle  Sales By Market  Market United States	g g ly chassis with integrated passenge es) Detroit* 78  Ele sales) Allison 418  New Vehicles 386 23 0	volvo  Pre-Owned Vehicles  200  18 5	Cummins 214  ZF 0  Total 586 41 5	Volvo 126	Navistar 0	Other 1 0 Other 2		418 Total
	Total Shell Sales (sale of a monocoque or unibod)  Engines (new vehicle sale  Transmission (new vehicle sale  Sales By Market  Market United States Canada	9 ly chassis with integrated passenge es) Detroit* 78 cle sales) Allison 418  New Vehicles 386 23	r deck above a luggage compartm  Mercedes  0  Volvo  0  Pre-Owned Vehicles  200  18	Cummins	Volvo 126	Navistar 0	Other 1 0 Other 2		418 Total
	Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale  Transmission (new vehic  Sales By Market  Market United States Canada Other	g y chassis with integrated passenge es) Detroit* 78  Cle sales) Allison 418  New Vehicles 386 23 0 409	Mercedes  O  Volvo  0  Pre-Owned Vehicles  18 5 223	Cummins 214  ZF 0  Total 586 41 5	Volvo 126	Navistar 0	Other 1 0 Other 2		418 Total
	Total Shell Sales (sale of a monocoque or unibod)  Engines (new vehicle sale  Transmission (new vehicle  Sales By Market  Market United States Canada Other Total	9 ly chassis with integrated passenge es) Detroit* 78 le sales) Allison 418  New Vehicles 386 23 0 409	volvo  Pre-Owned Vehicles  223  Pre-Owned Vehicles	Cummins	Volvo 126	Navistar 0	Other 1 0 Other 2		418 Total
	Total Shell Sales (sale of a monocoque or unibod)  Engines (new vehicle sale  Transmission (new vehicle  Sales By Market  Market United States Canada Other Total  Source of Vehicles	g g ly chassis with integrated passenge es) Detroit* 78  Cle sales) Allison 418  New Vehicles 386 23 0 409  New Vehicles 243	Mercedes  O  Volvo  0  Pre-Owned Vehicles  18 5 223	Cummins   214     ZF   0	Volvo 126	Navistar 0	Other 1 0 Other 2		418 Total
	Total Shell Sales (sale of a monocoque or unibod)  Engines (new vehicle sale  Transmission (new vehicle  Sales By Market  Market United States Canada Other Total  Source of Vehicles Source	9 ly chassis with integrated passenge es) Detroit* 78 le sales) Allison 418  New Vehicles 386 23 0 409	volvo  Pre-Owned Vehicles  223  Pre-Owned Vehicles	Cummins	Volvo 126	Navistar 0	Other 1 0 Other 2		418 Total

Coach Manufacturer Survey

Quarterly Survey
Results For:
Respondents

**Q2 - 2019** 3

	Private Sector Sales	New Vehicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame						
ength_	Baggage storage	chassis construction	or ladder type construction	Total					
5' +	Yes	401	0	401					
0 - <45'	Yes	0	0	0					
80 - <40'	Yes	21	0	21					
	Total	422	0	422					
	Public Sector Sales	New Vehicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame						
ength	Baggage storage	chassis construction	or ladder type construction	<u>Total</u>					
5' +	Yes	75	0	75					
0 - <45'	Yes	4	0	4					
80 - <40'	Yes	1	0	<u>1</u>					
	Total	80	0	80					
	Pre-owned Vehicle Sale:	S Pre-owned Vehicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame						
		chassis construction	or ladder type construction	Total					
			or lauder type construction	iotai					
		254	10	264					
	Shell Sales		10	264					
	Shell Sales Total Shell Sales		10	264					
	Total Shell Sales	254			ch builder for comm	nercial leasing	)		
	Total Shell Sales	254  13 dy chassis with integrated passenge		ent to a third-party coa					
	Total Shell Sales (sale of a monocoque or unibo	254  13 dy chassis with integrated passenge			ch builder for comm Volvo	ercial leasing Navistar	Other 1	Other 2	Total
	Total Shell Sales (sale of a monocoque or unibo	254  13 dy chassis with integrated passenge	r deck above a luggage compartm	ent to a third-party coa				Other 2	Total 51
	Total Shell Sales (sale of a monocoque or unibo	254  13 dy chassis with integrated passenge les) Detroit* 70  cle sales)	r deck above a luggage compartm  Mercedes  0	ent to a third-party coad  Cummins  237	Volvo 208	Navistar 0	Other 1		51
	Total Shell Sales (sale of a monocoque or uniboo Engines (new vehicle sal	13 dy chassis with integrated passenge les) Detroit* 70  Cle sales) Allison	rr deck above a luggage compartm  Mercedes  O	ent to a third-party coad  Cummins  237	Volvo 208	Navistar 0	Other 1  Other 2		51 Total
	Total Shell Sales (sale of a monocoque or uniboo Engines (new vehicle sal	254  13 dy chassis with integrated passenge les) Detroit* 70  cle sales)	r deck above a luggage compartm  Mercedes  0	ent to a third-party coad  Cummins  237	Volvo 208	Navistar 0	Other 1		51
	Total Shell Sales (sale of a monocoque or unibode) Engines (new vehicle sale) Transmission (new vehicle sales By Market	13 dy chassis with integrated passenge les) Detroit* 70  cle sales) Allison 515	Mercedes  O  Volvo	Cummins 237	Volvo 208	Navistar 0	Other 1  Other 2		Total
	Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sal  Transmission (new vehicle  Sales By Market  Market	13 dy chassis with integrated passenge les) Detroit* 70  Cle sales) Allison 515	Mercedes  O  Volvo  O  Pre-Owned Vehicles	Cummins 237  ZF 0	Volvo 208	Navistar 0	Other 1  Other 2		Total
	Total Shell Sales (sale of a monocoque or unibon Engines (new vehicle sal  Transmission (new vehicle Sales By Market Market United States	13 dy chassis with integrated passenge les) Detroit*  70  Cle sales) Allison  515  New Vehicles 407	Mercedes  O  Volvo  Pre-Owned Vehicles 233	Cummins  237  ZF  0  Total 640	Volvo 208	Navistar 0	Other 1  Other 2		Total
	Total Shell Sales (sale of a monocoque or unibor  Engines (new vehicle sal  Transmission (new vehicle sal  Sales By Market  Market United States Canada	13 dy chassis with integrated passenge lles) Detroit* 70  Cle sales) Allison 515  New Vehicles 407 95	Mercedes  O  Volvo  0  Pre-Owned Vehicles  233 31	Cummins 237  ZF 0  Total 640 126	Volvo 208	Navistar 0	Other 1  Other 2		Total
	Total Shell Sales (sale of a monocoque or unibon Engines (new vehicle sal  Transmission (new vehicle Sales By Market Market United States	13 dy chassis with integrated passenge les) Detroit* 70  cle sales) Allison 515  New Vehicles 407 95 0	Mercedes  O  Volvo  0  Pre-Owned Vehicles 233 31 0	Cummins 237  ZF 0  Total 640 126 0	Volvo 208	Navistar 0	Other 1  Other 2		51 Total
	Total Shell Sales (sale of a monocoque or unibor  Engines (new vehicle sal  Transmission (new vehicle sal  Sales By Market  Market United States Canada	13 dy chassis with integrated passenge lles) Detroit* 70  Cle sales) Allison 515  New Vehicles 407 95	Mercedes  O  Volvo  0  Pre-Owned Vehicles  233 31	Cummins 237  ZF 0  Total 640 126	Volvo 208	Navistar 0	Other 1  Other 2		51 Total
	Total Shell Sales (sale of a monocoque or unibode Engines (new vehicle sales) Transmission (new vehicle sales) Sales By Market Market United States Canada Other Total Source of Vehicles	13 dy chassis with integrated passenge les) Detroit*  70  Cle sales) Allison  515  New Vehicles  407 95 0 502	Mercedes  O  Volvo  0  Pre-Owned Vehicles  233  31  0 264	Cummins 237  ZF 0  Total 640 126 0 766	Volvo 208	Navistar 0	Other 1  Other 2		Total
	Total Shell Sales (sale of a monocoque or unibon Engines (new vehicle sal Transmission (new vehicle Sales By Market Market United States Canada Other Total Source of Vehicles Source	13 dy chassis with integrated passenge les) Detroit* 70  Cle sales) Allison 515  New Vehicles 407 95 0 502  New Vehicles	Mercedes  O  Volvo  O  Pre-Owned Vehicles  233  31  0 264  Pre-Owned Vehicles	Cummins 237  ZF 0  Total 640 126 0 766	Volvo 208	Navistar 0	Other 1  Other 2		Total
	Total Shell Sales (sale of a monocoque or unibor  Engines (new vehicle sal  Transmission (new vehicl  Sales By Market  Market United States Canada Other Total  Source of Vehicles Source United States & Canada	13 dy chassis with integrated passenge les) Detroit* 70  cle sales) Allison 515  New Vehicles 407 95 0 502  New Vehicles 396	Mercedes  O  Volvo  0  Pre-Owned Vehicles  233  31  0 264  Pre-Owned Vehicles	Cummins 237  ZF 0  Total 640 126 0 766	Volvo 208	Navistar 0	Other 1  Other 2		Total
	Total Shell Sales (sale of a monocoque or unibon Engines (new vehicle sal Transmission (new vehicle Sales By Market Market United States Canada Other Total Source of Vehicles Source	13 dy chassis with integrated passenge les) Detroit* 70  Cle sales) Allison 515  New Vehicles 407 95 0 502  New Vehicles	Mercedes  O  Volvo  O  Pre-Owned Vehicles  233  31  0 264  Pre-Owned Vehicles	Cummins 237  ZF 0  Total 640 126 0 766	Volvo 208	Navistar 0	Other 1  Other 2		Total

Coach Manufacturer Survey

Quarterly Survey Results For: Respondents

Q3 - 2019 4

	Private Sector Sales	New Vehicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame						
Length	Baggage storage	chassis construction	or ladder type construction	Total					
45' +	Yes	402	0	402					
40 - <45'	Yes	0	0	0					
30 - <40'	Yes	52	0	52					
	<u>Total</u>	454	0	454					
	Public Sector Sales	New Vehicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame						
ength.	Baggage storage	chassis construction	or ladder type construction						
15' +	Yes	93	0	93					
10 - <45'	Yes	14	0	14					
30 - <40'	Yes	0	0	<u>0</u>					
	Total	107	0	107					
	Pre-owned Vehicle Sale	25 Pre-owned Vehicles							
	The owned vernere sure								
		Semi/full monocoque, unibody	Body on chassis, body on frame						
		chassis construction	or ladder type construction	<u>Total</u>					
		218	3	221					
		218	3						
	Shell Sales	218	3						
	Shell Sales Total Shell Sales	218							
	Total Shell Sales				ch builder for comm	ercial leasing	)		
	Total Shell Sales	17 Day chassis with integrated passenge			ch builder for comm	ercial leasing	)		
	Total Shell Sales (sale of a monocoque or unibo	17 Day chassis with integrated passenge	r deck above a luggage compartm		ch builder for comm Volvo	ercial leasing Navistar	) Other 1	Other 2	Total
	Total Shell Sales (sale of a monocoque or unibo	17  ody chassis with integrated passenge  sles)		ent to a third-party coad				Other 2	Total 53
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa	17 ody chassis with integrated passenge ales) Detroit* 105	r deck above a luggage compartm	ent to a third-party coad	Volvo	Navistar	Other 1		_
	Total Shell Sales (sale of a monocoque or unibo	17 ody chassis with integrated passenge sles) Detroit* 105 icle sales)	r deck above a luggage compartm  Mercedes  0	ent to a third-party coad	Volvo 149	Navistar 0	Other 1		53
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa	17 ody chassis with integrated passenge ales) Detroit* 105	r deck above a luggage compartm	ent to a third-party coad  Cummins  277	Volvo	Navistar	Other 1		_
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa	17  ales) Detroit* 105  icle sales) Allison	r deck above a luggage compartm  Mercedes  O	cummins 277	Volvo 149 Eaton	Navistar 0	Other 1 2 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi	17  ales) Detroit* 105  icle sales) Allison	r deck above a luggage compartm  Mercedes  O	cummins 277	Volvo 149 Eaton	Navistar 0	Other 1 2 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new vehicle Sales By Market	17 ody chassis with integrated passenge ales) Detroit* 105 icle sales) Allison 577	Mercedes  O  Volvo	Cummins 277	Volvo 149 Eaton	Navistar 0	Other 1 2 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa  Transmission (new vehi Sales By Market Market	17 ody chassis with integrated passenge ales) Detroit*  105 icle sales) Allison  577  New Vehicles	r deck above a luggage compartm  Mercedes  0  Volvo  0  Pre-Owned Vehicles	Cummins 277  ZF 0	Volvo 149 Eaton	Navistar 0	Other 1 2 Other 2		53
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa  Transmission (new vehi  Sales By Market  Market United States Canada	17 ody chassis with integrated passenge ales) Detroit*  105 icle sales) Allison  577  New Vehicles  509 52	Mercedes  Volvo  Pre-Owned Vehicles  201  20	Cummins 277  ZF 0  Total 710 72	Volvo 149 Eaton	Navistar 0	Other 1 2 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa  Transmission (new vehi  Sales By Market Market United States	17 ody chassis with integrated passenge ales) Detroit* 105 icle sales) Allison 577  New Vehicles 509	Mercedes  Volvo  Pre-Owned Vehicles  201	Cummins 277  ZF 0  Total 710	Volvo 149 Eaton	Navistar 0	Other 1 2 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new vehi  Sales By Market Market United States Canada Other	17  ody chassis with integrated passenge ales)  Detroit*  105  icle sales)  Allison  577  New Vehicles  509  52  0	Mercedes  O  Volvo  0  Pre-Owned Vehicles  201 20 0	Cummins 277  ZF 0  Total 710 72 0	Volvo 149 Eaton	Navistar 0	Other 1 2 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new vehi  Sales By Market Market United States Canada Other Total	17  ody chassis with integrated passenge ales)  Detroit*  105  icle sales)  Allison  577  New Vehicles  509  52  0	Mercedes  O  Volvo  0  Pre-Owned Vehicles  201 20 0	Cummins 277  ZF 0  Total 710 72 0	Volvo 149 Eaton	Navistar 0	Other 1 2 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new vehi Sales By Market Market United States Canada Other Total Source of Vehicles	17 ody chassis with integrated passenge ales) Detroit*  105  icle sales) Allison  577  New Vehicles  509 52 0 561	Mercedes  O  Volvo  0  Pre-Owned Vehicles  201 20 0 221	Cummins	Volvo 149 Eaton	Navistar 0	Other 1 2 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa  Transmission (new vehi  Sales By Market Market United States Canada Other Total  Source of Vehicles Source	17 ody chassis with integrated passenge lales) Detroit*  105 icle sales) Allison  577  New Vehicles  509 52 0 561  New Vehicles	Volvo  Pre-Owned Vehicles  20  21  Pre-Owned Vehicles	Cummins 277  ZF 0  Total 710 72 0 782	Volvo 149 Eaton	Navistar 0	Other 1 2 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa  Transmission (new vehi  Sales By Market Market United States Canada Other Total  Source of Vehicles Source United States & Canada	17 ody chassis with integrated passenge ales) Detroit*  105 icle sales) Allison 577  New Vehicles 509 52 0 561  New Vehicles 367	Mercedes  O  Volvo  0  Pre-Owned Vehicles  20  0  221  Pre-Owned Vehicles  102	Cummins	Volvo 149 Eaton	Navistar 0	Other 1 2 Other 2		Total

Coach Manufacturer Survey

Quarterly Survey
Results For:
Respondents

**Q4 - 2019** 

	Private Sector Sales	New Vehicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame						
Length	Baggage storage	chassis construction	or ladder type construction	Total					
45' +	Yes	492	0	492					
40 - <45'	Yes	0	0	0					
30 - <40'	Yes	64	0	<u>64</u>					
	<u>Total</u>	556	0	556					
	Public Sector Sales	New Vehicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame						
ength	Baggage storage	chassis construction	or ladder type construction	<u>Total</u>					
5' +	Yes	107	0	107					
0 - <45'	Yes	8	0	8					
30 - <40'	Yes	0	0	<u>o</u>					
	Total	115	0	115					
	Pre-owned Vehicle Sales	Pro-owned Vehicles							
	rie-owned venicle sales	s Fre-owned venicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame						
		chassis construction	or ladder type construction	Total					
	Shell Sales Total Shell Sales (sale of a monocoque or unibod	339  62  By chassis with integrated passenge	12	351	ich builder for comm	nercial leasing	)		
	Total Shell Sales (sale of a monocoque or unibod	62 By chassis with integrated passenge	]	_	ich builder for comm	nercial leasing	)		
	Total Shell Sales	62 By chassis with integrated passenge	r deck above a luggage compartm	_	nch builder for comm Volvo			Other 2	Total
	Total Shell Sales (sale of a monocoque or unibod	62 dy chassis with integrated passenge	]	ent to a third-party cod		Navistar	) Other 1 0	Other 2	Total 70:
	Total Shell Sales (sale of a monocoque or uniboo Engines (new vehicle sal	62 dy chassis with integrated passenge es) Detroit*	r deck above a luggage compartm Mercedes	ent to a third-party cod	Volvo	Navistar	Other 1		
	Total Shell Sales (sale of a monocoque or unibod	62 dy chassis with integrated passenge es) Detroit* 59  Cle sales)	r deck above a luggage compartm  Mercedes  0	ent to a third-party cod  Cummins  421	Volvo 223	Navistar 0	Other 1		70
	Total Shell Sales (sale of a monocoque or uniboo Engines (new vehicle sal	62 dy chassis with integrated passenge es) Detroit*	r deck above a luggage compartm Mercedes	ent to a third-party cod	Volvo	Navistar	Other 1		
	Total Shell Sales (sale of a monocoque or uniboo Engines (new vehicle sal	62  ly chassis with integrated passenge es) Detroit* 59  Cle sales) Allison	r deck above a luggage compartm  Mercedes  O	ent to a third-party cod  Cummins  421  ZF	Volvo 223	Navistar 0	Other 1 0 Other 2		70
	Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sal  Transmission (new vehic	62  ly chassis with integrated passenge es) Detroit* 59  Cle sales) Allison	r deck above a luggage compartm  Mercedes  O	ent to a third-party cod  Cummins  421  ZF	Volvo 223	Navistar 0	Other 1 0 Other 2		70 Total
	Total Shell Sales (sale of a monocoque or unibod) Engines (new vehicle sal Transmission (new vehicle) Sales By Market	62 dy chassis with integrated passenge es) Detroit* 59 Cle sales) Allison 708	r deck above a luggage compartm  Mercedes  0  Volvo  0  Pre-Owned Vehicles	Cummins 421  ZF 0	Volvo 223	Navistar 0	Other 1 0 Other 2		70 Total
	Total Shell Sales (sale of a monocoque or unibod Engines (new vehicle sal  Transmission (new vehicle Sales By Market Market	62 dy chassis with integrated passenge es) Detroit* 59 cle sales) Allison 708	Mercedes  O  Volvo  0	Cummins 421  ZF 0	Volvo 223	Navistar 0	Other 1 0 Other 2		70 Total
	Total Shell Sales (sale of a monocoque or unibod Engines (new vehicle sal  Transmission (new vehicle Sales By Market Market United States Canada	es) Detroit* 59 Sle sales) Allison 708  New Vehicles 650 21	Mercedes  Volvo  Pre-Owned Vehicles  324 25	Cummins 421  ZF 0  Total 974 46	Volvo 223	Navistar 0	Other 1 0 Other 2		70
	Total Shell Sales (sale of a monocoque or unibod Engines (new vehicle sal  Transmission (new vehicle Sales By Market Market United States	62 dy chassis with integrated passenge es) Detroit* 59 cle sales) Allison 708  New Vehicles 650	Mercedes  O  Volvo  Pre-Owned Vehicles 324	Cummins 421  ZF 0  Total 974	Volvo 223	Navistar 0	Other 1 0 Other 2		70
	Total Shell Sales (sale of a monocoque or unibod Engines (new vehicle sal  Transmission (new vehicle Sales By Market Market United States Canada Other	62 dy chassis with integrated passenge es) Detroit* 59 Cle sales) Allison 708  New Vehicles 650 21 0	Mercedes  O  Volvo  0  Pre-Owned Vehicles  324  25  2	Cummins 421  ZF 0  Total 974 46 2	Volvo 223	Navistar 0	Other 1 0 Other 2		70 Total
	Total Shell Sales (sale of a monocoque or unibod Engines (new vehicle sal  Transmission (new vehicle Sales By Market Market United States Canada Other Total	62 dy chassis with integrated passenge es) Detroit* 59 Cle sales) Allison 708  New Vehicles 650 21 0	Mercedes  O  Volvo  0  Pre-Owned Vehicles  324  25  2	Cummins 421  ZF 0  Total 974 46 2	Volvo 223	Navistar 0	Other 1 0 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibod Engines (new vehicle sal  Transmission (new vehicle Sales By Market Market United States Canada Other Total  Source of Vehicles	62 dy chassis with integrated passenge es) Detroit* 59  Cle sales) Allison 708  New Vehicles 650 21 0 671	Mercedes  O  Volvo  O  Pre-Owned Vehicles  25  2  351	Cummins 421  ZF 0  Total 974 46 2 1,022	Volvo 223	Navistar 0	Other 1 0 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibod Engines (new vehicle sal  Transmission (new vehicle Sales By Market Market United States Canada Other Total  Source of Vehicles Source	62 dy chassis with integrated passenge es) Detroit* 59 Sle sales) Allison 708  New Vehicles 650 21 0 671	Volvo  Pre-Owned Vehicles  25 2 2 351  Pre-Owned Vehicles	Cummins 421  ZF 0  Total 974 46 2 1,022	Volvo 223	Navistar 0	Other 1 0 Other 2		Total

Coach Manufacturer Survey

Quarterly Survey Results For: Respondents

Q1 - 2020 4

	Private Sector Sales	New Vehicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame						
Length	Baggage storage	chassis construction	or ladder type construction	Total					
45' +	Yes	187	0	187					
40 - <45'	Yes	60	0	60					
30 - <40'	Yes	25	13	38					
	<u>Total</u>	272	13	285					
	Public Sector Sales	New Vehicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame						
Length	Baggage storage	chassis construction	or ladder type construction						
45' +	Yes	57	0	57					
40 - <45'	Yes	7	0	7					
30 - <40'	Yes	0	0	<u>0</u>					
	Total	64	0	64					
	Pre-owned Vehicle Sale	as Pre-owned Vehicles							
	The owned vehicle suit								
		Semi/full monocoque, unibody	Body on chassis, body on frame						
		chassis construction	or ladder type construction						
				219					
		219	0						
		219	U						
	Shell Sales	219	0						
	Shell Sales Total Shell Sales	219							
	Total Shell Sales				ch builder for comm	ercial leasing	)		
	Total Shell Sales (sale of a monocoque or unibo	8  ndy chassis with integrated passenge			ch builder for comm	ercial leasing	)		
	Total Shell Sales	8  andy chassis with integrated passenge  sles)	r deck above a luggage compartm	ent to a third-party coad				Other 2	Total
	Total Shell Sales (sale of a monocoque or unibo	8 ody chassis with integrated passenge ales) Detroit*	r deck above a luggage compartme	ent to a third-party coad	Volvo	Navistar	Other 1	Other 2	Total
	Total Shell Sales (sale of a monocoque or unibo	8  andy chassis with integrated passenge  sles)	r deck above a luggage compartm	ent to a third-party coad				Other 2	
	Total Shell Sales (sale of a monocoque or unibo	8 ody chassis with integrated passenge sles) Detroit* 33 icle sales)	r deck above a luggage compartme  Mercedes  0	cummins 212	Volvo 112	Navistar 0	Other 1		35
	Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa	8 ales) Detroit* 33 icle sales) Allison	r deck above a luggage compartme  Mercedes  0	cummins 212	Volvo 112 Eaton	Navistar 0	Other 1 0 Other 2		35 Total
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh	8 ody chassis with integrated passenge sles) Detroit* 33 icle sales)	r deck above a luggage compartme  Mercedes  0	cummins 212	Volvo 112	Navistar 0	Other 1		35
	Total Shell Sales (sale of a monocoque or unibot  Engines (new vehicle sa  Transmission (new veh	Below the sales) Detroit* 33  icle sales) Allison 348	Mercedes  Volvo	Cummins 212	Volvo 112 Eaton	Navistar 0	Other 1 0 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new veh  Sales By Market  Market	8 ody chassis with integrated passenge ales) Detroit* 33 icle sales) Allison 348	Mercedes  O  Volvo  Pre-Owned Vehicles	Cummins 212  ZF 0	Volvo 112 Eaton	Navistar 0	Other 1 0 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new veh  Sales By Market  Market United States	B 8 ody chassis with integrated passenge ales) Detroit* 33 icle sales) Allison 348  New Vehicles 327	Mercedes  Volvo  Pre-Owned Vehicles	Cummins 212  ZF 0  Total 541	Volvo 112 Eaton	Navistar 0	Other 1 0 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market  Market United States Canada	8 ody chassis with integrated passenge ales) Detroit*  33 icle sales) Allison  348  New Vehicles  327 22	Mercedes  O  Volvo  0  Pre-Owned Vehicles 214 5	Cummins 212  ZF 0  Total 541 27	Volvo 112 Eaton	Navistar 0	Other 1 0 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market  Market United States Canada Other	Between the second seco	Mercedes  O  Volvo  0  Pre-Owned Vehicles  214  5 0	Cummins   212	Volvo 112 Eaton	Navistar 0	Other 1 0 Other 2		35 Total
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market  Market United States Canada	8 ody chassis with integrated passenge ales) Detroit*  33 icle sales) Allison  348  New Vehicles  327 22	Mercedes  O  Volvo  0  Pre-Owned Vehicles 214 5	Cummins 212  ZF 0  Total 541 27	Volvo 112 Eaton	Navistar 0	Other 1 0 Other 2		35 Total
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market  Market United States Canada Other	Bedy chassis with integrated passenge ales) Detroit*  33  icle sales) Allison  New Vehicles  22 0 349	Mercedes  O  Volvo  0  Pre-Owned Vehicles  214  5  0  219	Cummins   212	Volvo 112 Eaton	Navistar 0	Other 1 0 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new veh  Sales By Market  Market United States Canada Other Total	Between the second seco	Mercedes  O  Volvo  0  Pre-Owned Vehicles  214  5 0	Cummins   212	Volvo 112 Eaton	Navistar 0	Other 1 0 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new veh  Sales By Market Market United States Canada Other Total  Source of Vehicles	Bedy chassis with integrated passenge ales) Detroit*  33  icle sales) Allison  New Vehicles  22 0 349	Mercedes  O  Volvo  0  Pre-Owned Vehicles  214  5  0  219	Cummins 212  ZF 0  Total 541 27 0 568	Volvo 112 Eaton	Navistar 0	Other 1 0 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market Market United States Canada Other Total  Source of Vehicles Source	8 ody chassis with integrated passenge ales) Detroit*  33 icle sales) Allison  348  New Vehicles  22 0 349  New Vehicles	Volvo  Pre-Owned Vehicles  5 0  Pre-Owned Vehicles Pre-Owned Vehicles	Cummins  212  ZF  0  Total 541 27 0 568	Volvo 112 Eaton	Navistar 0	Other 1 0 Other 2		Total

Coach Manufacturer Survey

Quarterly Survey Results For: Respondents

**Q2 - 2020**4

	Private Sector Sales	New Vehicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame						
Length	Baggage storage	chassis construction	or ladder type construction	<u>Total</u>					
45' +	Yes	29	0	29					
40 - <45'	Yes	1	0	1					
30 - <40'	Yes	0 <b>30</b>	0	<u>0</u>					
	<u>Total</u>	30	U	30					
	Public Sector Sales	New Vehicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame	2					
Length	Baggage storage	chassis construction	or ladder type construction	Total					
45' +	Yes	26	0	26					
40 - <45'	Yes	6	0	6					
30 - <40'	Yes	0	0	<u>o</u>					
	Total	32	0	32					
	Pre-owned Vehicle Sale	es Pre-owned Vehicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame	<u>.</u>					
		chassis construction	or ladder type construction	Total					
		69	1	70					
		05	1						
	Chall Calas								
	Shell Sales		_						
	Total Shell Sales	2	<b>.</b>						
	(sale of a monocoque or unibo	ody chassis with integrated passenge	r deck above a luggage compartr	ment to a third-party coa	ch builder for comn	nercial leasin <u>c</u>	7)		
	Engines (new vehicle sa	ales)							
		Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
		1	0	53	10	0	0	0	64
	Transmission (new veh	icle sales)							
	rialisillission (new ven	Allison	Volvo	ZF	Eaton	Other 1	Other 2		Total
		64	0	0	0	0	0		64
	Sales By Market								
	Market	New Vehicles	Pre-Owned Vehicles	<u>Total</u>					
			-						
	United States	52	64	116					
	Canada	10	6	16					
		0	7 <b>0</b>	<u>0</u> 132					
	Other Total	62		132					
	<u>Total</u>	62							
		62							
	Total Source of Vehicles Source	New Vehicles	Pre-Owned Vehicles	<u>Total</u>					
	Source of Vehicles			<u>Total</u> 107					
	Total Source of Vehicles Source	New Vehicles	Pre-Owned Vehicles						
	Total  Source of Vehicles  Source United States & Canada	New Vehicles 58	Pre-Owned Vehicles 49	107					

Coach Manufacturer Survey

Quarterly Survey
Results For:
Respondents

**Q3-2020** 4

	Private Sector Sales	New Vehicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame						
ength_	Baggage storage	chassis construction	or ladder type construction	Total					
5' +	Yes	61	0	61					
0 - <45'	Yes	2	0	2					
0 - <40'	Yes	2	0	2					
	<u>Total</u>	65	0	65					
	Public Sector Sales	New Vehicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame						
ngth	Baggage storage	chassis construction	or ladder type construction	Total					
i' +	Yes	132	0	132					
) - <45'	Yes	14	0	14					
0 - <40'	Yes	0	0	<u>0</u>					
	Total	146	0	146					
	Pre-owned Vehicle Sale	S Pre-owned Vehicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame						
		chassis construction	or ladder type construction	<u>Total</u>					
		199	0	199					
	Shell Sales		0						
	Total Shell Sales	199  5 dy chassis with integrated passenge	]		ch builder for comn	nercial leasing	)		
	Total Shell Sales (sale of a monocoque or unibo	5 dy chassis with integrated passenge	]		ch builder for comn	nercial leasing	)		
	Total Shell Sales	5 dy chassis with integrated passenge	r deck above a luggage compartm		ch builder for comn Volvo	nercial leasing Navistar	) Other 1	Other 2	Total
	Total Shell Sales (sale of a monocoque or unibo	5 dy chassis with integrated passenge	]	ent to a third-party coa				Other 2	
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa	5 dy chassis with integrated passenge les) Detroit*	r deck above a luggage compartm	ent to a third-party coad	Volvo	Navistar	Other 1		
	Total Shell Sales (sale of a monocoque or unibo	5 dy chassis with integrated passenge les) Detroit*	r deck above a luggage compartm	ent to a third-party coad	Volvo	Navistar 0	Other 1		Total 2:
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa	5 dy chassis with integrated passenge les) Detroit* 1 cle sales)	r deck above a luggage compartm  Mercedes  0	ent to a third-party coad  Cummins  183	Volvo 32	Navistar	Other 1		2
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa	5 dy chassis with integrated passenge les) Detroit*  1 cle sales) Allison	r deck above a luggage compartm  Mercedes  Volvo	ent to a third-party coad  Cummins 183  ZF	Volvo 32 Eaton	Navistar 0	Other 1 0 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi	5 dy chassis with integrated passenge les) Detroit*  1 cle sales) Allison	r deck above a luggage compartm  Mercedes  Volvo	ent to a third-party coad  Cummins 183  ZF	Volvo 32 Eaton	Navistar 0	Other 1 0 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market	5   dy chassis with integrated passenge    les  Detroit*	Mercedes  O  Volvo	Cummins 183	Volvo 32 Eaton	Navistar 0	Other 1 0 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market  Market	5   dy chassis with integrated passenge    les  Detroit*	r deck above a luggage compartm  Mercedes  0  Volvo  0  Pre-Owned Vehicles	Cummins 183  ZF 0	Volvo 32 Eaton	Navistar 0	Other 1 0 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market  Market United States	5   dy chassis with integrated passenge    les  Detroit*	Mercedes  O  Volvo  Pre-Owned Vehicles  176	Cummins  183  ZF  0  Total 359	Volvo 32 Eaton	Navistar 0	Other 1 0 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market  Market United States Canada	5   dy chassis with integrated passenge     les   Detroit*	Mercedes  Volvo  Pre-Owned Vehicles  176 23	Cummins 183  ZF 0  Total 359 51	Volvo 32 Eaton	Navistar 0	Other 1 0 Other 2		7 Total
	Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market  Market United States Canada Other	S   S   S   S   S   S   S   S   S   S	Mercedes  O  Volvo  0  Pre-Owned Vehicles  176 23 0	Cummins 183  ZF 0  Total 359 51 0	Volvo 32 Eaton	Navistar 0	Other 1 0 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market  Market United States Canada Other Total	S   S   S   S   S   S   S   S   S   S	Mercedes  O  Volvo  0  Pre-Owned Vehicles  176 23 0	Cummins 183  ZF 0  Total 359 51 0	Volvo 32 Eaton	Navistar 0	Other 1 0 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market  Market United States Canada Other Total  Source of Vehicles	5   dy chassis with integrated passenge   les   Detroit*	Mercedes  O  Volvo  0  Pre-Owned Vehicles  176  23  0 199	Cummins 183  ZF 0  Total 359 51 0 410	Volvo 32 Eaton	Navistar 0	Other 1 0 Other 2		Total
	Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market  Market United States Canada Other Total  Source of Vehicles Source	S   S   S   S   S   S   S   S   S   S	Volvo  Pre-Owned Vehicles  176 23 0 199  Pre-Owned Vehicles	Cummins  183  ZF  0  Total 359 51 0 410	Volvo 32 Eaton	Navistar 0	Other 1 0 Other 2		Tota

Coach Manufacturer Survey

Quarterly Survey Results For: Respondents

**Q4-2020** 4

	Private Sector Sales	New Vehicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame						
Length	Baggage storage	chassis construction	or ladder type construction	Total					
45' +	Yes	101	0	101					
40 - <45'	Yes	12	0	12					
30 - <40'	Yes	31	2	33					
	<u>Total</u>	144	2	146					
	Public Sector Sales	New Vehicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame						
ength.	Baggage storage	chassis construction	or ladder type construction	<u>Total</u>					
15' +	Yes	118	0	118					
10 - <45'	Yes	8	0	8					
30 - <40'	Yes	0	0	<u>0</u>					
	Total	126	0	126					
	Pre-owned Vehicle Sale	as Pre-owned Vehicles							
	rie-owned venicle sale	53 Fre-owned Vehicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame						
		chassis construction	or ladder type construction	Total					
		91	0	91					
		91							
		91							
	Shell Sales	91							
	Shell Sales Total Shell Sales	11							
	Total Shell Sales				ch builder for comm	ercial leasing	)		
	Total Shell Sales	11  ndy chassis with integrated passenge			ch builder for comm	ercial leasing	)		
	Total Shell Sales (sale of a monocoque or unibo	11  ndy chassis with integrated passenge			ch builder for comm Volvo	ercial leasing Navistar	) Other 1	Other 2	Total
	Total Shell Sales (sale of a monocoque or unibo	11  ody chassis with integrated passenge  sles)	r deck above a luggage compartm	ent to a third-party coad				Other 2	Total 28:
	Total Shell Sales (sale of a monocoque or unibo	11 ody chassis with integrated passenge ales) Detroit*	r deck above a luggage compartme	ent to a third-party coad	Volvo	Navistar	Other 1		
	Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa	11 ody chassis with integrated passenge ales) Detroit*	r deck above a luggage compartme	ent to a third-party coad	Volvo	Navistar	Other 1		
	Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa	11 ody chassis with integrated passenge sles) Detroit*  8 icle sales)	r deck above a luggage compartme  Mercedes  0	cent to a third-party coad  Cummins  211	Volvo 64	Navistar 0	Other 1		28
	Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa	11  ody chassis with integrated passenge  ales)  Detroit*  8  icle sales)  Allison	r deck above a luggage compartme  Mercedes  0	Cummins 211	Volvo 64 Eaton	Navistar 0	Other 1 0 Other 2		
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh	11  ody chassis with integrated passenge  ales)  Detroit*  8  icle sales)  Allison	r deck above a luggage compartme  Mercedes  0	Cummins 211	Volvo 64 Eaton	Navistar 0	Other 1 0 Other 2		Z8
	Total Shell Sales (sale of a monocoque or unibot  Engines (new vehicle sa  Transmission (new veh	11  ody chassis with integrated passenge ales)  Detroit*  8  icle sales)  Allison  279	Mercedes  Volvo	Cummins 211  ZF 0	Volvo 64 Eaton	Navistar 0	Other 1 0 Other 2		
	Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new veh  Sales By Market  Market	11 ody chassis with integrated passenge ales) Detroit*  8 icle sales) Allison  279	r deck above a luggage compartme  Mercedes  0  Volvo  0  Pre-Owned Vehicles	Cummins 211  ZF 0	Volvo 64 Eaton	Navistar 0	Other 1 0 Other 2		
	Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new veh  Sales By Market  Market United States	11  ody chassis with integrated passenge ales) Detroit*  8  icle sales) Allison 279  New Vehicles 265	Mercedes  Volvo  Pre-Owned Vehicles	Cummins 211  ZF 0  Total 345	Volvo 64 Eaton	Navistar 0	Other 1 0 Other 2		
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market  Market United States Canada	11 ody chassis with integrated passenge ales) Detroit*  8 icle sales) Allison 279  New Vehicles 265 7	Mercedes  O  Volvo  0  Pre-Owned Vehicles  80  11	Cummins  211  ZF  0  Total 345 18	Volvo 64 Eaton	Navistar 0	Other 1 0 Other 2		
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market  Market United States Canada Other	11  ody chassis with integrated passenge ales)  Detroit*  8  sicle sales)  Allison  279  New Vehicles  265  7  0	Mercedes  O  Volvo  0  Pre-Owned Vehicles  80  11  0	Cummins 211  ZF 0  Total 345 18 0	Volvo 64 Eaton	Navistar 0	Other 1 0 Other 2		
	Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new veh  Sales By Market  Market United States Canada Other Total	11  ody chassis with integrated passenge ales)  Detroit*  8  sicle sales)  Allison  279  New Vehicles  265  7  0	Mercedes  O  Volvo  0  Pre-Owned Vehicles  80  11  0	Cummins 211  ZF 0  Total 345 18 0	Volvo 64 Eaton	Navistar 0	Other 1 0 Other 2		Z8
	Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new veh  Sales By Market Market United States Canada Other Total  Source of Vehicles	11 ody chassis with integrated passenge ales) Detroit*  8 icle sales) Allison  279  New Vehicles  265 7 0 272	r deck above a luggage compartme  Mercedes  0  Volvo  0  Pre-Owned Vehicles  80  11  0  91	Cummins 211  ZF 0  Total 345 18 0 363	Volvo 64 Eaton	Navistar 0	Other 1 0 Other 2		Z8
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market Market United States Canada Other Total  Source of Vehicles Source	11 ody chassis with integrated passenge ales) Detroit*  8 icle sales) Allison  279  New Vehicles  265 7 0 272  New Vehicles	Volvo  Pre-Owned Vehicles  11  0  Pre-Owned Vehicles	Cummins  211  ZF  0  Total 345 18 0 363	Volvo 64 Eaton	Navistar 0	Other 1 0 Other 2		Z8

American Bus Association Foundation Coach Manufacturer Survey

Quarterly Survey Results For:

Results For: Respondents **Q1-2021** 4

	Private Sector Sales	New Vehicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame						
Length	Baggage storage	chassis construction	or ladder type construction	Total					
45' +	Yes	20	0	20					
40 - <45'	Yes	0	0	0					
30 - <40'	Yes	9	0	<u>9</u>					
	<u>Total</u>	29	0	29					
	Public Sector Sales	New Vehicles							
		Semi/full monocoque, unibody	Body on chassis, body on frame						
Length	Baggage storage	chassis construction	or ladder type construction	<u>Total</u>					
45' +	Yes	133	0	133					
40 - <45'	Yes	3	0	3					
30 - <40'	Yes	0	0	<u>0</u>					
	Total	136	0	136					
	Pre-owned Vehicle Sale	as Pre-owned Vehicles							
	rie-owned venicle sale								
		Semi/full monocoque, unibody	Body on chassis, body on frame						
		chassis construction	or ladder type construction	<u>Total</u>					
		103	2	105					
		103	2	105					
	Shell Sales	103	2						
	Shell Sales Total Shell Sales	103		105					
	Total Shell Sales				ch builder for comm	ercial leasing	)		
	Total Shell Sales	1 ndy chassis with integrated passenge			ch builder for comm	ercial leasing	)		
	Total Shell Sales (sale of a monocoque or unibo	1 ndy chassis with integrated passenge			ch builder for comm Volvo	ercial leasing Navistar	) Other 1	Other 2	Total
	Total Shell Sales (sale of a monocoque or unibo	1  dy chassis with integrated passenge	r deck above a luggage compartm	ent to a third-party coad				Other 2	
	Total Shell Sales (sale of a monocoque or unibo	1 ody chassis with integrated passenge ales) Detroit* 9	r deck above a luggage compartm	ent to a third-party coad	Volvo	Navistar	Other 1		
	Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa	1 ody chassis with integrated passenge sles) Detroit* 9 icle sales)	r deck above a luggage compartm  Mercedes  0	ent to a third-party coad	Volvo 31	Navistar 0	Other 1		166
	Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa	1 ody chassis with integrated passenge ales) Detroit* 9	r deck above a luggage compartm	ent to a third-party coad  Cummins  126	Volvo	Navistar	Other 1		
	Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa	1 ales) Detroit* 9 icle sales) Allison	r deck above a luggage compartm  Mercedes  O	ent to a third-party coad  Cummins  126  ZF	Volvo 31 Eaton	Navistar 0	Other 1  Other 2		Total
	Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new veh	1 ales) Detroit* 9 icle sales) Allison	r deck above a luggage compartm  Mercedes  O	ent to a third-party coad  Cummins  126  ZF	Volvo 31 Eaton	Navistar 0	Other 1  Other 2		Total
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh	ales) Detroit*  glicle sales) Allison	Mercedes  O  Volvo	Cummins 126	Volvo 31 Eaton	Navistar 0	Other 1  Other 2		Total
	Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new veh  Sales By Market  Market	ales) Detroit* 9 icle sales) Allison 166	r deck above a luggage compartm  Mercedes  0  Volvo  0	cummins 126  ZF 0	Volvo 31 Eaton	Navistar 0	Other 1  Other 2		Total
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market  Market United States Canada	1 ody chassis with integrated passenge ales) Detroit* 9 cicle sales) Allison 166  New Vehicles 161 4	Mercedes  O  Volvo  O  Pre-Owned Vehicles  94  11	Cummins	Volvo 31 Eaton	Navistar 0	Other 1  Other 2		Total
	Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new veh  Sales By Market  Market United States	1 pdy chassis with integrated passenger sles) Detroit* 9 icle sales) Allison 166  New Vehicles 161	Mercedes  Volvo  Pre-Owned Vehicles	Cummins  126  ZF  0  Total 255	Volvo 31 Eaton	Navistar 0	Other 1  Other 2		Total
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market  Market United States Canada Other	1  ody chassis with integrated passenge ales)  Detroit*  9  sicle sales)  Allison  166  New Vehicles  161  4  0	Mercedes  Volvo  Pre-Owned Vehicles  94  11 0	Cummins   126	Volvo 31 Eaton	Navistar 0	Other 1  Other 2		Total
	Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new veh  Sales By Market Market United States Canada Other Total	1  ody chassis with integrated passenge ales)  Detroit*  9  sicle sales)  Allison  166  New Vehicles  161  4  0	Mercedes  Volvo  Pre-Owned Vehicles  94  11 0	Cummins   126	Volvo 31 Eaton	Navistar 0	Other 1  Other 2		Total
	Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new veh  Sales By Market Market United States Canada Other Total  Source of Vehicles	ales) Detroit* 9  icle sales) Allison 166  New Vehicles 161 4 0 165	Mercedes  O  Volvo  0  Pre-Owned Vehicles  94  11  0  105	Cummins   126	Volvo 31 Eaton	Navistar 0	Other 1  Other 2		Total
	Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market Market United States Canada Other Total  Source of Vehicles Source	1 ody chassis with integrated passenge ales) Detroit* 9 icle sales) Allison 166  New Vehicles 161 4 0 165	Mercedes  O  Volvo  O  Pre-Owned Vehicles  11  0  105  Pre-Owned Vehicles	Cummins   126	Volvo 31 Eaton	Navistar 0	Other 1  Other 2		Total
	Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new veh  Sales By Market Market United States Canada Other Total  Source of Vehicles Source United States & Canada	1 ody chassis with integrated passenge  ales) Detroit* 9 cicle sales) Allison 166  New Vehicles 161 4 0 165  New Vehicles 165	Mercedes  O  Volvo  0  Pre-Owned Vehicles  11  0 105  Pre-Owned Vehicles  63	Cummins   126	Volvo 31 Eaton	Navistar 0	Other 1  Other 2		Total