

3 (2019Q1 & Q2)  
4 (2019Q3 & Q4)

New 45' + Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy	2019	yoy
Semi/full monocoque, unibody chassis construction	Private	435	697	60.2%	790	13.3%	1,316	66.6%	1,326	0.8%	1,468	10.7%	1,553	5.8%	1,682	8.3%	1,702	1.2%	1,570	-7.8%
	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%
Body on chassis, body on frame or ladder type construction	Private	0	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-
	Public	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%
	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%
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%

New 40 - <45' Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy	2019	yoy
Semi/full monocoque, unibody chassis construction	Private	8	9	12.5%	9	0.0%	14	55.6%	18	28.6%	26	44.4%	21	-19.2%	19	-9.5%	10	-47.4%	3	-70.0%
	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%
Body on chassis, body on frame or ladder type construction	Private	15	0	-100.0%	0	-	0	-	3	-	11	266.7%	0	-100.0%	0	0.0%	0	0.0%	0	0.0%
	Public	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%
	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%
Total		23	9	-60.9%	9	0.0%	74	722.2%	39	-47.3%	66	69.2%	74	12.1%	49	-33.8%	30	-38.8%	29	-3.3%

New 30 - <40' Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy	2019	yoy
Semi/full monocoque, unibody chassis construction	Private	14	7	-50.0%	5	-28.6%	3	-40.0%	0	-100.0%	5	0.0%	143	2760.0%	123	-14.0%	118	-4.1%	183	55.1%
	Public	0	0	-	12	-	0	-100.0%	0	-	0	-	0	-	0	-	0	-	1	-
Body on chassis, body on frame or ladder type construction	Private	22	30	36.4%	27	-10.0%	24	-11.1%	32	33.3%	39	21.9%	7	-82.1%	0	-100.0%	0	0.0%	0	0.0%
	Public	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%
	Public	0	0	-	12	-	0	-100.0%	0	-	0	-	0	-	0	-	0	-	1	-
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%

New

## Total Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy	2019	yoy
Semi/full monocoque, unibody chassis construction	Private	457	713	56.0%	804	12.8%	1,333	65.8%	1,344	0.8%	1,499	11.5%	1,717	14.5%	1,824	6.2%	1,830	0.3%	1,756	-4.0%
	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%
Body on chassis, body on frame or ladder type construction	Private	37	30	-18.9%	27	-10.0%	24	-11.1%	35	45.8%	50	42.9%	7	-86.0%	0	-100.0%	0	0.0%	0	0.0%
	Public	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%
	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%
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%

Pre-owned

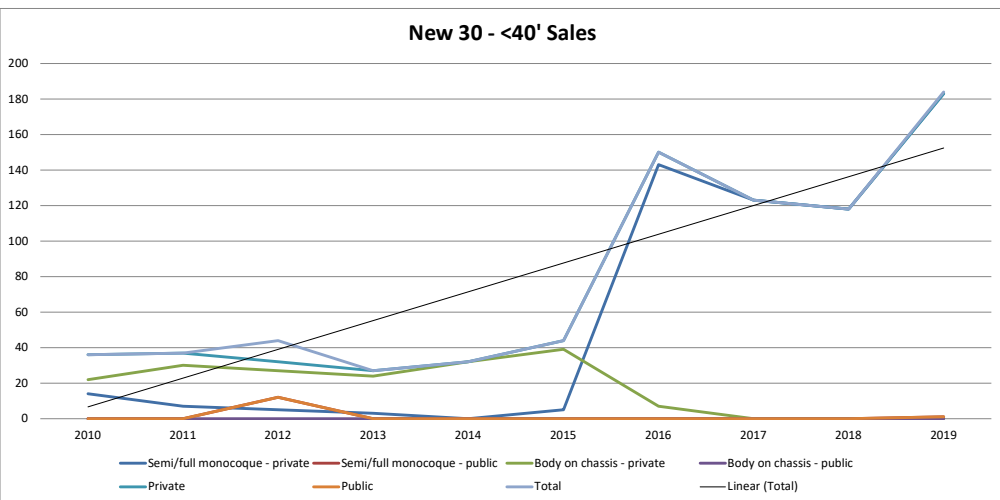
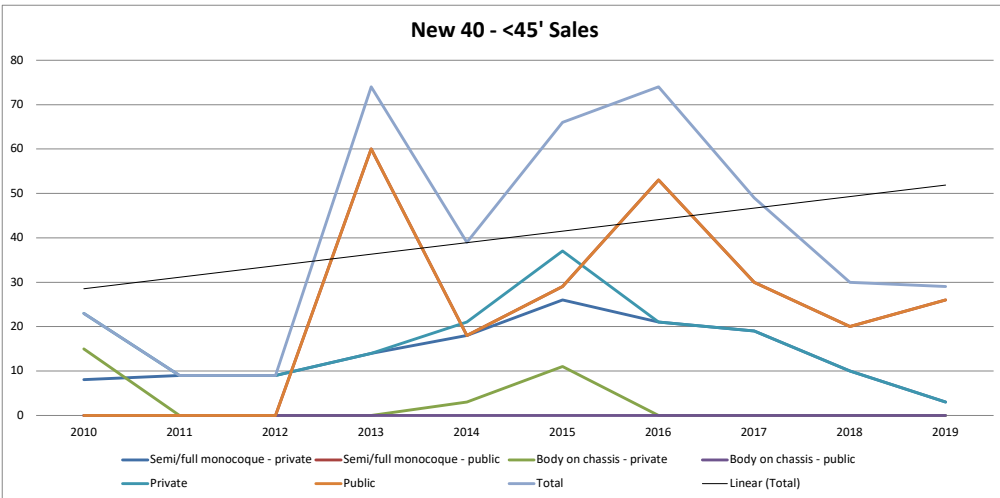
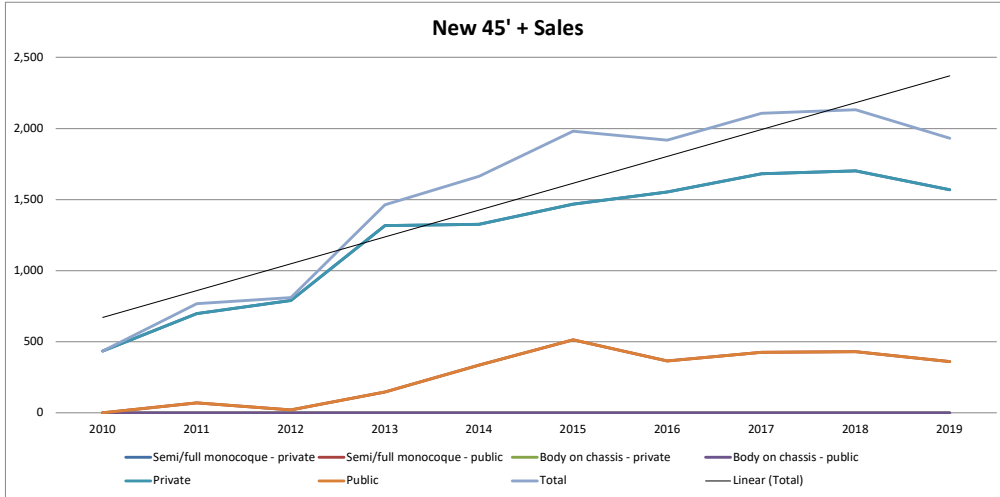
## Total Sales

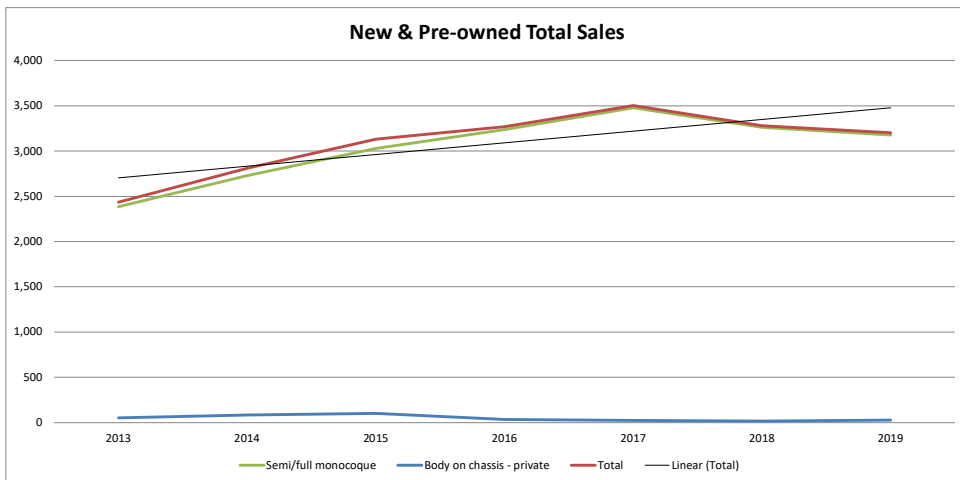
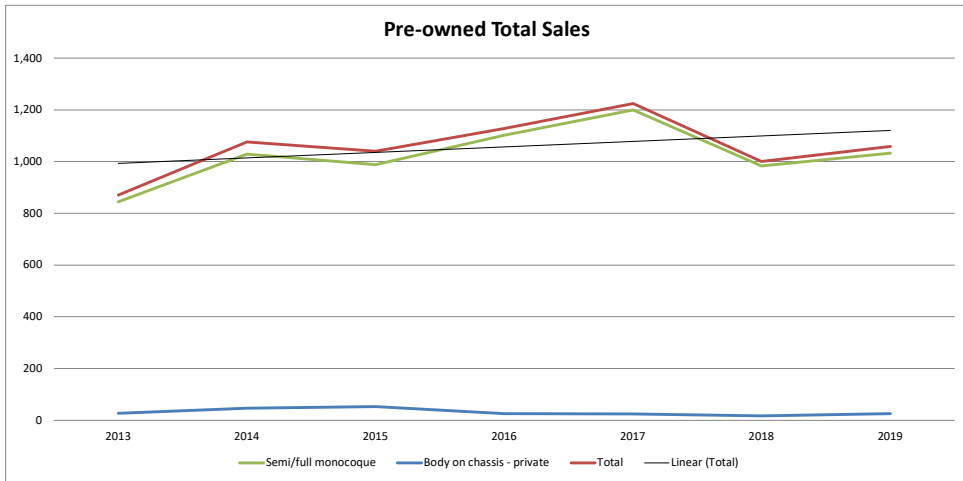
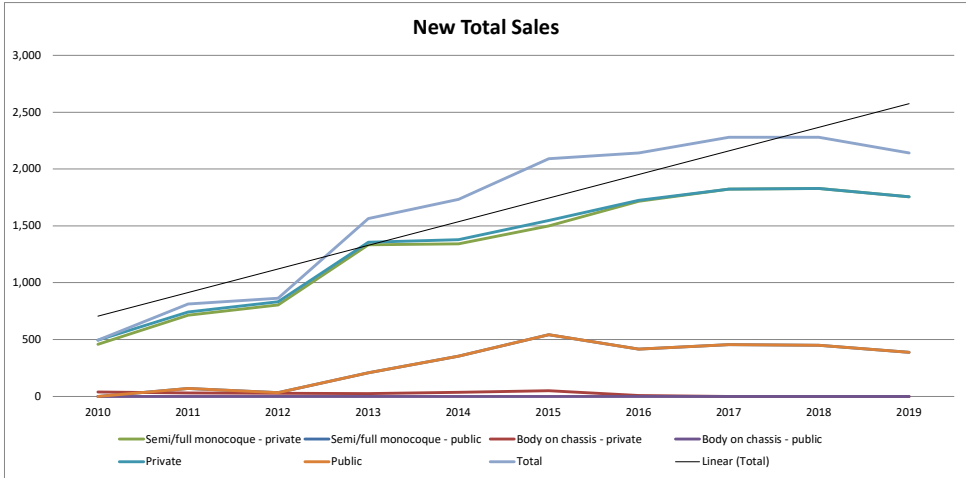
		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy	2019	yoy
Semi/full monocoque, unibody chassis construction		832	681	-18.1%	728	6.9%	844	15.9%	1,029	21.9%	988	-4.0%	1,102	11.5%	1,200	8.9%	983	-18.1%	1,033	5.1%
Body on chassis, body on frame or ladder type construction		25	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%
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%

New &amp; Pre-owned

## Total Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy	2019	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%
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%
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%





New 45' + Sales

	2017Q1	2018Q1	qoq	2017Q2	2018Q2	qoq	2017Q3	2018Q3	qoq	2017Q4	2018Q4	qoq	2018Q1	2019Q1	qoq	2018Q2	2019Q2	qoq	2018Q3	2019Q3	qoq	2018Q4	2019Q4	qoq	2019Q1	2020Q1	qoq
<b>Semi/full mono-coque, unibody chassis construction</b>	371	323	-12.9%	451	501	11.1%	323	390	20.7%	537	488	-9.1%	323	275	-14.9%	501	401	-20.0%	390	402	3.1%	488	492	0.8%	275	188	-31.6%
	104	75	-27.9%	88	123	39.8%	89	94	5.6%	144	137	-4.9%	75	85	13.3%	123	75	-39.0%	94	93	-1.1%	137	107	-21.9%	85	57	-32.9%
<b>Body on chassis, body on frame or ladder type construction</b>	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-
	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-
<b>By Sector</b>	371	323	-12.9%	451	501	11.1%	323	390	20.7%	537	488	-9.1%	323	275	-14.9%	501	401	-20.0%	390	402	3.1%	488	492	0.8%	275	188	-31.6%
	104	75	-27.9%	88	123	39.8%	89	94	5.6%	144	137	-4.9%	75	85	13.3%	123	75	-39.0%	94	93	-1.1%	137	107	-21.9%	85	57	-32.9%
<b>Total</b>	475	398	-16.2%	539	624	15.8%	412	484	17.5%	681	625	-8.2%	398	360	-9.5%	624	476	-23.7%	484	495	2.3%	625	599	-4.2%	360	245	-31.9%

New 40 - <45' Sales

	2017Q1	2018Q1	qoq	2017Q2	2018Q2	qoq	2017Q3	2018Q3	qoq	2017Q4	2018Q4	qoq	2018Q1	2019Q1	qoq	2018Q2	2019Q2	qoq	2018Q3	2019Q3	qoq	2018Q4	2019Q4	qoq	2019Q1	2020Q1	qoq
<b>Semi/full mono-coque, unibody chassis construction</b>	5	1	-80.0%	2	8	300.0%	12	0	-100.0%	0	1	#DIV/0!	1	3	200.0%	8	0	-100.0%	0	0	0.0%	1	0	0.0%	3	60	0.0%
	2	1	-50.0%	8	7	-12.5%	7	1	-85.7%	13	11	-15.4%	1	0	-100.0%	7	4	-42.9%	1	14	1300.0%	11	8	-27.3%	0	7	#DIV/0!
<b>Body on chassis, body on frame or ladder type construction</b>	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-
	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-
<b>By Sector</b>	5	1	-80.0%	2	8	300.0%	12	0	-100.0%	0	1	#DIV/0!	1	3	200.0%	8	0	-100.0%	0	0	0.0%	1	0	0.0%	3	60	0.0%
	2	1	-50.0%	8	7	-12.5%	7	1	-85.7%	13	11	-15.4%	1	0	-100.0%	7	4	-42.9%	1	14	1300.0%	11	8	-27.3%	0	7	#DIV/0!
<b>Total</b>	7	2	-71.4%	10	15	50.0%	19	1	-94.7%	13	12	-7.7%	2	3	50.0%	15	4	-73.3%	1	14	1300.0%	12	8	-33.3%	3	67	2133.3%

New 30 - <40' Sales

	2017Q1	2018Q1	qoq	2017Q2	2018Q2	qoq	2017Q3	2018Q3	qoq	2017Q4	2018Q4	qoq	2018Q1	2019Q1	qoq	2018Q2	2019Q2	qoq	2018Q3	2019Q3	qoq	2018Q4	2019Q4	qoq	2019Q1	2020Q1	qoq
<b>Semi/full mono-coque, unibody chassis construction</b>	25	30	20.0%	18	29	61.1%	38	19	-50.0%	42	40	-4.8%	30	46	53.3%	29	21	-27.6%	19	52	173.7%	40	64	60.0%	46	41	-10.9%
	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	1	-	0	0	-	0	0	-	0	0	-
<b>Body on chassis, body on frame or ladder type construction</b>	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-
	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-
<b>By Sector</b>	25	30	20.0%	18	29	61.1%	38	19	-50.0%	42	40	-4.8%	30	46	53.3%	29	21	-27.6%	19	52	173.7%	40	64	60.0%	46	41	-10.9%
	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	1	-	0	0	-	0	0	-	0	0	-
<b>Total</b>	25	30	20.0%	18	29	61.1%	38	19	-50.0%	42	40	-4.8%	30	46	53.3%	29	22	-24.1%	19	52	173.7%	40	64	60.0%	46	41	-10.9%

New Total Sales

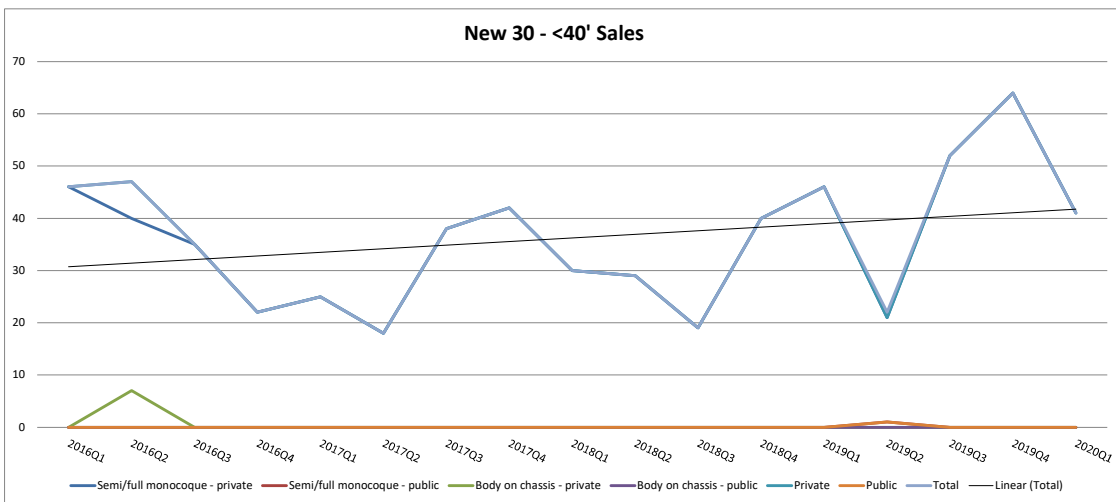
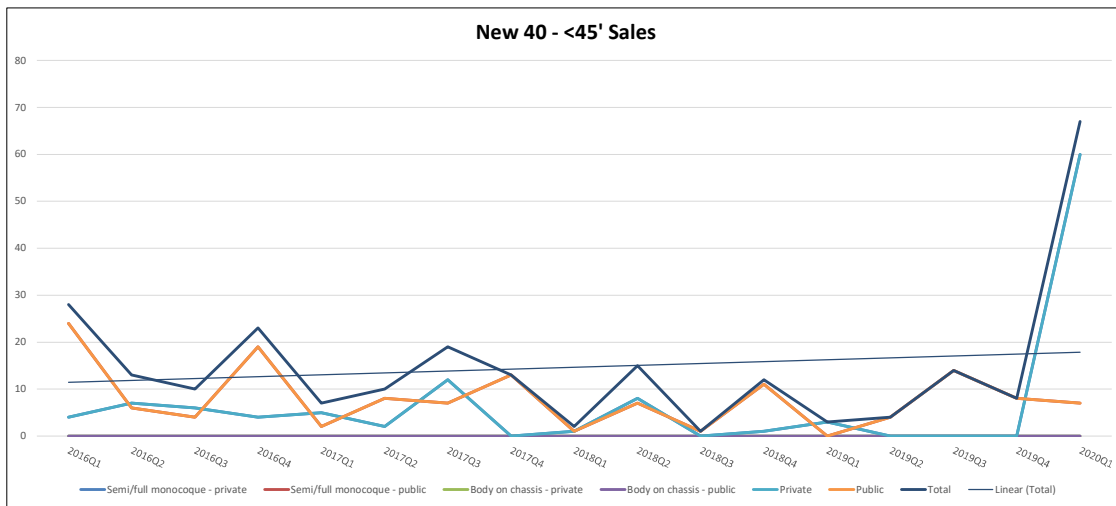
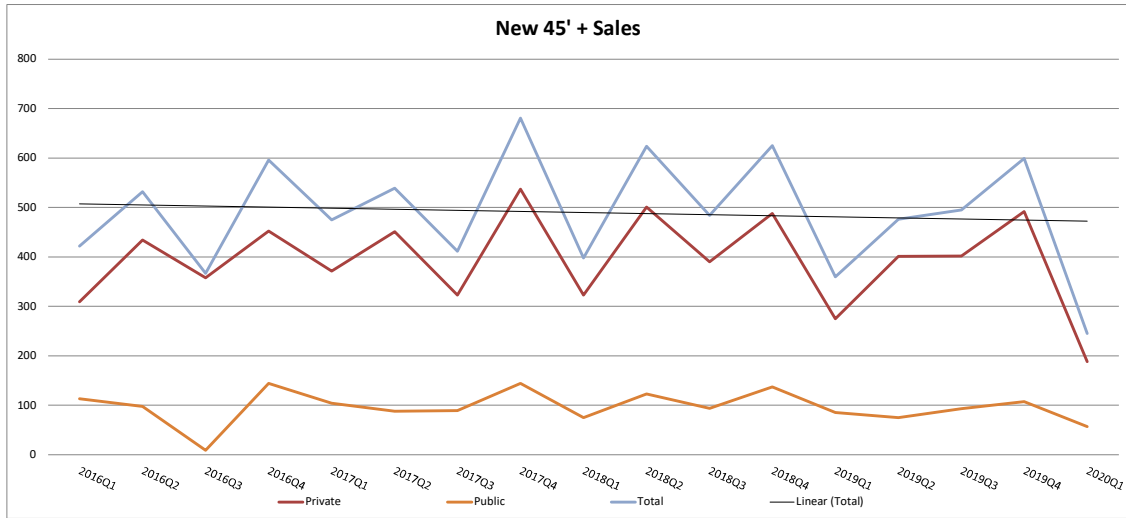
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<b>Semi/full monoqueue, unibody chassis construction</b>	401	354	-11.7%	471	538	14.2%	373	409	9.7%	579	529	-8.6%	354	324	-8.5%	538	422	-21.6%	409	454	11.0%	529	556	5.1%	324	289	-10.8%
	106	76	-28.3%	96	130	35.4%	96	95	-1.0%	157	148	-5.7%	76	85	11.8%	130	80	-38.5%	95	107	12.6%	148	115	-22.3%	85	64	-24.7%
<b>Body on chassis, body on frame or ladder type construction</b>	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-
	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-
<b>By Sector</b>	401	354	-11.7%	471	538	14.2%	373	409	9.7%	579	529	-8.6%	354	324	-8.5%	538	422	-21.6%	409	454	11.0%	529	556	5.1%	324	289	-10.8%
	106	76	-28.3%	96	130	35.4%	96	95	-1.0%	157	148	-5.7%	76	85	11.8%	130	80	-38.5%	95	107	12.6%	148	115	-22.3%	85	64	-24.7%
<b>Total</b>	507	430	-15.2%	567	668	17.8%	469	504	7.5%	736	677	-8.0%	430	409	-4.9%	668	502	-24.9%	504	561	11.3%	677	671	-0.9%	409	353	-13.7%

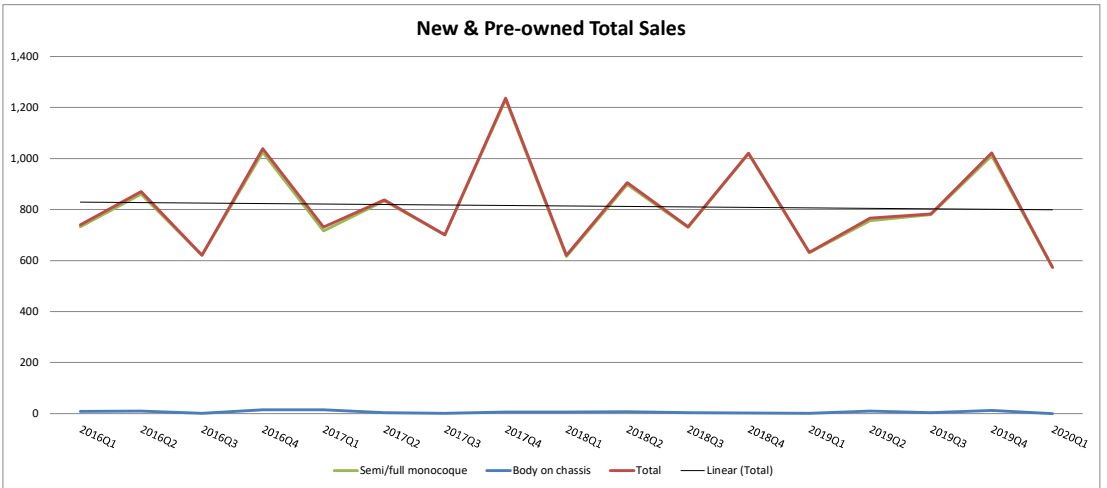
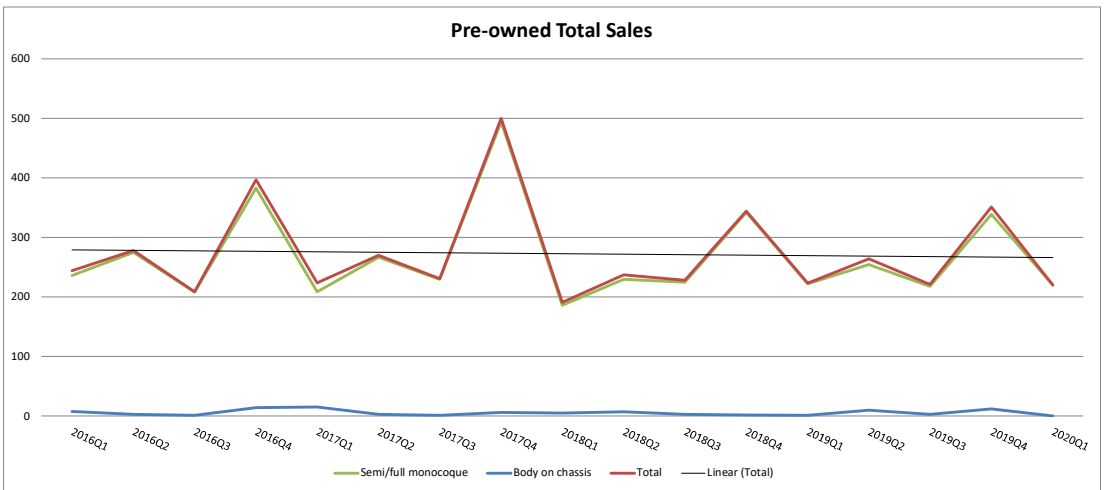
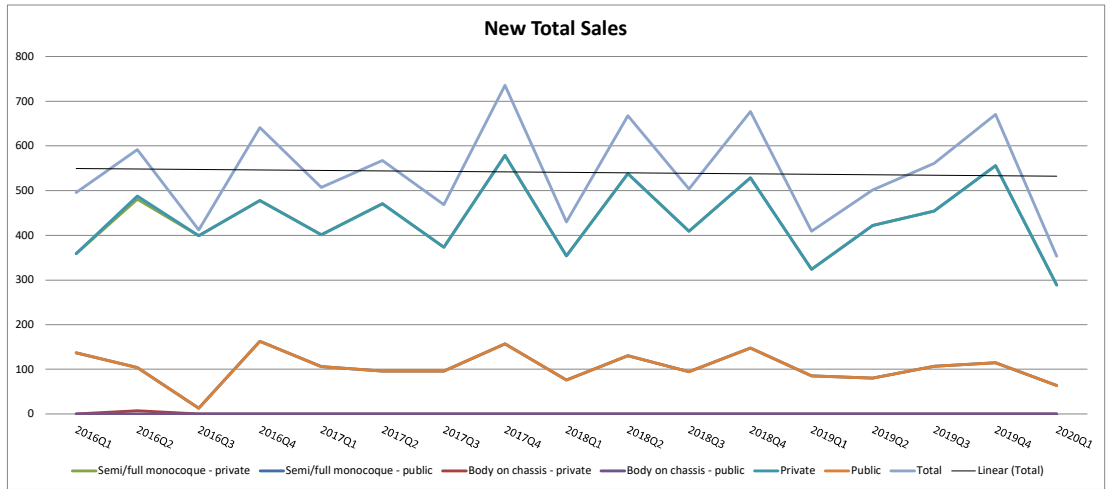
Pre-owned Total Sales

	2017Q1	2018Q1	qoq	2017Q2	2018Q2	qoq	2017Q3	2018Q3	qoq	2017Q4	2018Q4	qoq	2018Q1	2019Q1	qoq	2018Q2	2019Q2	qoq	2018Q3	2019Q3	qoq	2018Q4	2019Q4	qoq	2019Q1	2020Q1	qoq
<b>Semi/full monoqueue, unibody chassis construction</b>	209	186	-11.0%	267	230	-13.9%	230	225	-2.2%	494	342	-30.8%	186	222	19.4%	230	254	10.4%	225	218	-3.1%	342	339	-0.9%	222	220	-0.9%
<b>Body on chassis, body on frame or ladder type construction</b>	15	5	-66.7%	3	7	133.3%	1	3	200.0%	6	2	-66.7%	5	1	-80.0%	7	10	42.9%	3	3	0.0%	2	12	500.0%	1	0	-100.0%
<b>Total</b>	224	191	-14.7%	270	237	-12.2%	231	228	-1.3%	500	344	-31.2%	191	223	16.8%	237	264	11.4%	228	221	-3.1%	344	351	2.0%	223	220	-1.3%

New & Pre-owned Total Sales

	2017Q1	2018Q1	qoq	2017Q2	2018Q2	qoq	2017Q3	2018Q3	qoq	2017Q4	2018Q4	qoq	2018Q1	2019Q1	qoq	2018Q2	2019Q2	qoq	2018Q3	2019Q3	qoq	2018Q4	2019Q4	qoq	2019Q1	2020Q1	qoq
<b>Semi/full monoqueue, unibody chassis construction</b>	716	616	-14.0%	834	898	7.7%	699	729	4.3%	1,230	1,019	-17.2%	616	631	2.4%	898	756	-15.8%	729	779	6.9%	1,019	1,010	-0.9%	631	573	-9.2%
<b>Body on chassis, body on frame or ladder type construction</b>	15	5	-66.7%	3	7	133.3%	1	3	200.0%	6	2	-66.7%	5	1	-80.0%	7	10	42.9%	3	3	0.0%	2	12	500.0%	1	0	-100.0%
<b>Total</b>	731	621	-15.0%	837	905	8.1%	700	732	4.6%	1,236	1,021	-17.4%	621	632	1.8%	905	766	-15.4%	732	782	6.8%	1,021	1,022	0.1%	632	573	-9.3%







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

**Private Sector Sales**

*New Vehicles*

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

**Public Sector Sales**

*New Vehicles*

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

**Pre-owned Vehicle Sales**

*Pre-owned Vehicles*

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

**Shell Sales**

Total Shell Sales

8
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*(sale of a monocoque or unibody chassis with integrated passenger deck above a luggage compartment to a third-party coach builder for commercial leasing)*

**Engines (new vehicle sales)**

Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
112	0	199	127	0	0	0	<b>438</b>

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
438	0	0	0	0	0	<b>438</b>

**Sales By Market**

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

**Source of Vehicles**

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

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

**Private Sector Sales**

*New Vehicles*

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

**Public Sector Sales**

*New Vehicles*

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

**Pre-owned Vehicle Sales**

*Pre-owned Vehicles*

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

**Shell Sales**

Total Shell Sales

14
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*(sale of a monocoque or unibody chassis with integrated passenger deck above a luggage compartment to a third-party coach builder for commercial leasing)*

**Engines (new vehicle sales)**

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

**Transmission (new vehicle sales)**

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

**Sales By Market**

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

**Source of Vehicles**

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

**Private Sector Sales**

*New Vehicles*

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

**Public Sector Sales**

*New Vehicles*

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

**Pre-owned Vehicle Sales**

*Pre-owned Vehicles*

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

**Shell Sales**

Total Shell Sales

10
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(sale of a monocoque or unibody chassis with integrated passenger deck above a luggage compartment to a third-party coach builder for commercial leasing)

**Engines (new vehicle sales)**

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

**Transmission (new vehicle sales)**

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

**Sales By Market**

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

**Source of Vehicles**

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

American Bus Association Foundation  
 Coach Manufacturer Survey  
 Quarterly Survey  
 Results For: **Q4 - 2018**  
 Respondents: **3**

**Private Sector Sales**

*New Vehicles*

<u>Length</u>	<u>Baggage storage</u>	Semi/full mono-coque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' +	Yes	
40 - <45'	Yes	1	0	1
30 - <40'	Yes	40	0	40
	<b>Total</b>	<b>529</b>	<b>0</b>	<b>529</b>

**Public Sector Sales**

*New Vehicles*

<u>Length</u>	<u>Baggage storage</u>	Semi/full mono-coque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' +	Yes	
40 - <45'	Yes	11	0	11
30 - <40'	Yes	0	0	0
	<b>Total</b>	<b>148</b>	<b>0</b>	<b>148</b>

**Pre-owned Vehicle Sales**

*Pre-owned Vehicles*

Semi/full mono-coque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
342	2	344

**Shell Sales**

Total Shell Sales

22
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*(sale of a mono-coque or unibody chassis with integrated passenger deck above a luggage compartment to a third-party coach builder for commercial leasing)*

**Engines (new vehicle sales)**

Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
137	0	337	225	0	0	0	699

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
699	0	0	0	0	0	699

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	608	317	925
Canada	69	24	93
Other	0	3	3
<b>Total</b>	<b>677</b>	<b>344</b>	<b>1,021</b>

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	511	114	625
Other Countries	166	230	396
<b>Total</b>	<b>677</b>	<b>344</b>	<b>1,021</b>

**Private Sector Sales**

*New Vehicles*

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' +	Yes	
40 - <45'	Yes	3	0	3
30 - <40'	Yes	46	0	46
	<b>Total</b>	<b>324</b>	<b>0</b>	<b>324</b>

**Public Sector Sales**

*New Vehicles*

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' +	Yes	
40 - <45'	Yes	0	0	0
30 - <40'	Yes	0	0	0
	<b>Total</b>	<b>85</b>	<b>0</b>	<b>85</b>

**Pre-owned Vehicle Sales**

*Pre-owned Vehicles*

Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
222	1	223

**Shell Sales**

Total Shell Sales

9
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*(sale of a monocoque or unibody chassis with integrated passenger deck above a luggage compartment to a third-party coach builder for commercial leasing)*

**Engines (new vehicle sales)**

Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
78	0	214	126	0	0	0	418

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
418	0	0	0	0	0	418

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	386	200	586
Canada	23	18	41
Other	0	5	5
<b>Total</b>	<b>409</b>	<b>223</b>	<b>632</b>

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	243	132	375
Other Countries	166	91	257
<b>Total</b>	<b>409</b>	<b>223</b>	<b>632</b>

**Private Sector Sales**

*New Vehicles*

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' +	Yes	
40 - <45'	Yes	0	0	0
30 - <40'	Yes	21	0	21
	<b>Total</b>	<b>422</b>	<b>0</b>	<b>422</b>

**Public Sector Sales**

*New Vehicles*

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' +	Yes	
40 - <45'	Yes	4	0	4
30 - <40'	Yes	1	0	1
	<b>Total</b>	<b>80</b>	<b>0</b>	<b>80</b>

**Pre-owned Vehicle Sales**

*Pre-owned Vehicles*

Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
254	10	264

**Shell Sales**

Total Shell Sales

13
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(sale of a monocoque or unibody chassis with integrated passenger deck above a luggage compartment to a third-party coach builder for commercial leasing)

**Engines (new vehicle sales)**

Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
70	0	237	208	0	0	0	515

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
515	0	0	0	0	0	515

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	407	233	640
Canada	95	31	126
Other	0	0	0
<b>Total</b>	<b>502</b>	<b>264</b>	<b>766</b>

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	396	145	541
Other Countries	106	119	225
<b>Total</b>	<b>502</b>	<b>264</b>	<b>766</b>

**Private Sector Sales**

*New Vehicles*

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' +	Yes	
40 - <45'	Yes	0	0	0
30 - <40'	Yes	52	0	52
	<b>Total</b>	<b>454</b>	<b>0</b>	<b>454</b>

**Public Sector Sales**

*New Vehicles*

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' +	Yes	
40 - <45'	Yes	14	0	14
30 - <40'	Yes	0	0	0
	<b>Total</b>	<b>107</b>	<b>0</b>	<b>107</b>

**Pre-owned Vehicle Sales**

*Pre-owned Vehicles*

Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
218	3	221

**Shell Sales**

Total Shell Sales

17
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(sale of a monocoque or unibody chassis with integrated passenger deck above a luggage compartment to a third-party coach builder for commercial leasing)

**Engines (new vehicle sales)**

Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
105	0	277	149	0	2	0	533

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
577	0	0	1	0	0	578

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	509	201	710
Canada	52	20	72
Other	0	0	0
<b>Total</b>	<b>561</b>	<b>221</b>	<b>782</b>

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	367	102	469
Other Countries	149	109	258
<b>Total</b>	<b>516</b>	<b>211</b>	<b>727</b>

**Private Sector Sales**

*New Vehicles*

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' +	Yes	
40 - <45'	Yes	0	0	0
30 - <40'	Yes	64	0	64
	<b>Total</b>	<b>556</b>	<b>0</b>	<b>556</b>

**Public Sector Sales**

*New Vehicles*

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' +	Yes	
40 - <45'	Yes	8	0	8
30 - <40'	Yes	0	0	0
	<b>Total</b>	<b>115</b>	<b>0</b>	<b>115</b>

**Pre-owned Vehicle Sales**

*Pre-owned Vehicles*

Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
339	12	351

**Shell Sales**

Total Shell Sales

62
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*(sale of a monocoque or unibody chassis with integrated passenger deck above a luggage compartment to a third-party coach builder for commercial leasing)*

**Engines (new vehicle sales)**

Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
59	0	421	223	0	0	0	703

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
708	0	0	5	0	0	713

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	650	324	974
Canada	21	25	46
Other	0	2	2
<b>Total</b>	<b>671</b>	<b>351</b>	<b>1,022</b>

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	513	241	754
Other Countries	158	110	268
<b>Total</b>	<b>671</b>	<b>351</b>	<b>1,022</b>



**Private Sector Sales**

*New Vehicles*

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' +	Yes	
40 - <45'	Yes	60	0	60
30 - <40'	Yes	41	0	41
<b>Total</b>		<b>289</b>	<b>0</b>	<b>289</b>

**Public Sector Sales**

*New Vehicles*

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' +	Yes	
40 - <45'	Yes	7	0	7
30 - <40'	Yes	0	0	0
<b>Total</b>		<b>64</b>	<b>0</b>	<b>64</b>

**Pre-owned Vehicle Sales**

*Pre-owned Vehicles*

Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
220	0	220

**Shell Sales**

Total Shell Sales

8
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*(sale of a monocoque or unibody chassis with integrated passenger deck above a luggage compartment to a third-party coach builder for commercial leasing)*

**Engines (new vehicle sales)**

Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
33	0	211	112	0	0	0	356

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
355	0	0	6	0	0	361

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	331	215	546
Canada	22	5	27
Other	0	0	0
<b>Total</b>	<b>353</b>	<b>220</b>	<b>573</b>

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	264	149	413
Other Countries	89	71	160
<b>Total</b>	<b>353</b>	<b>220</b>	<b>573</b>