

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

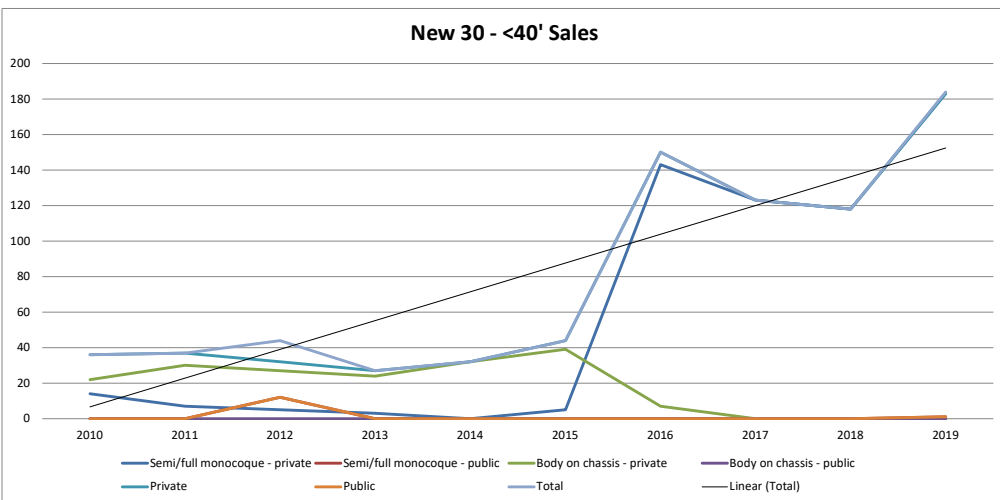
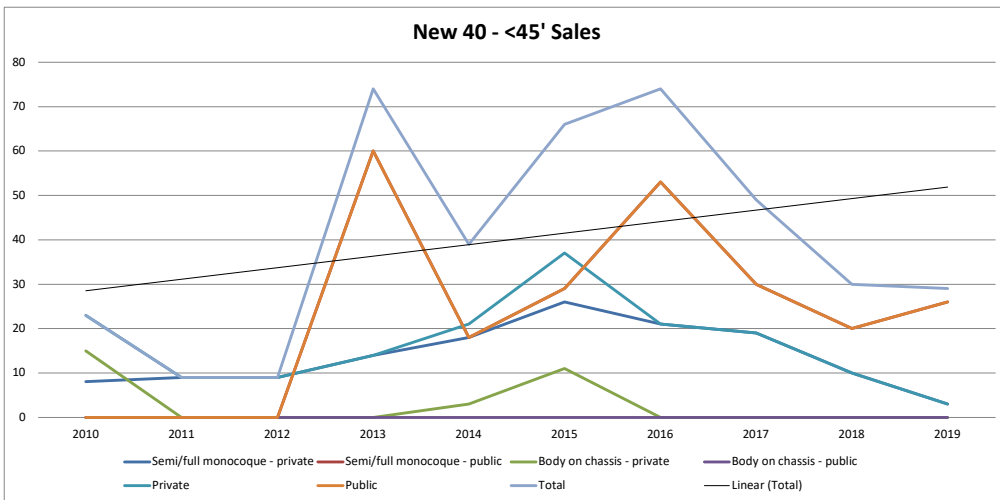
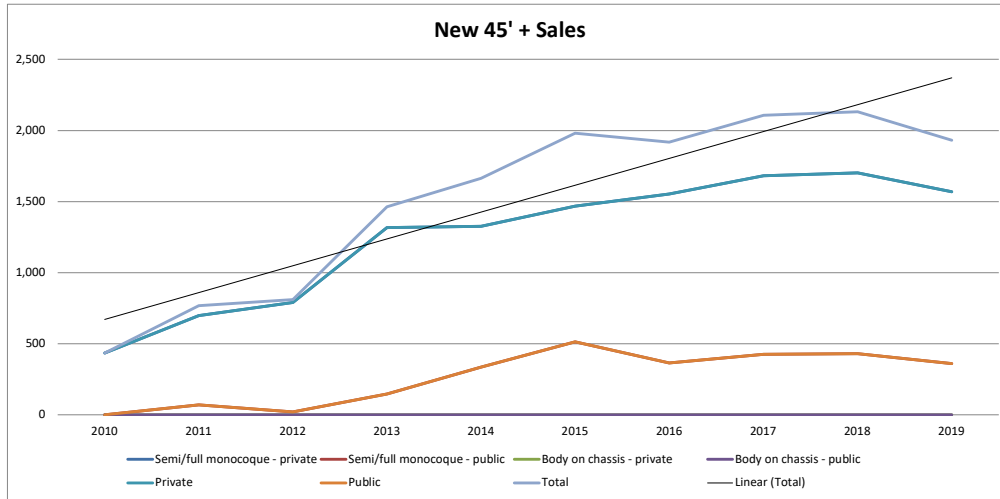
## Total Sales

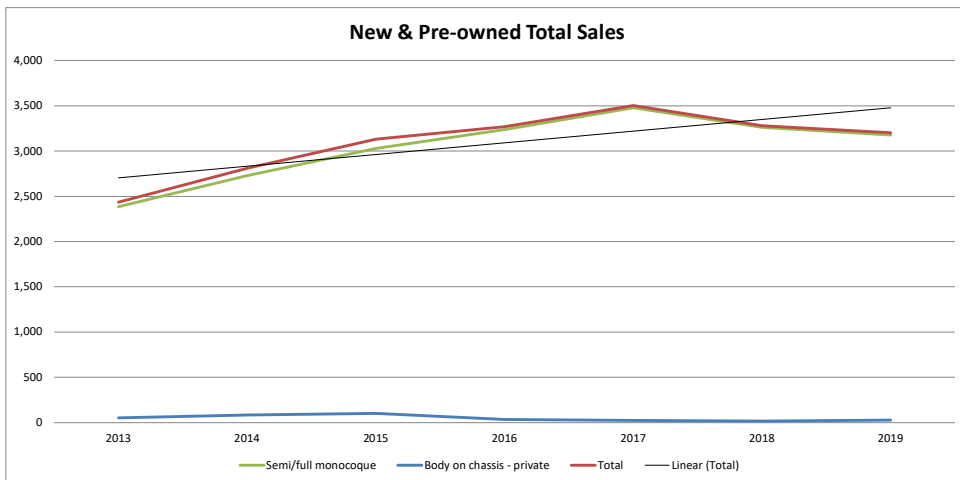
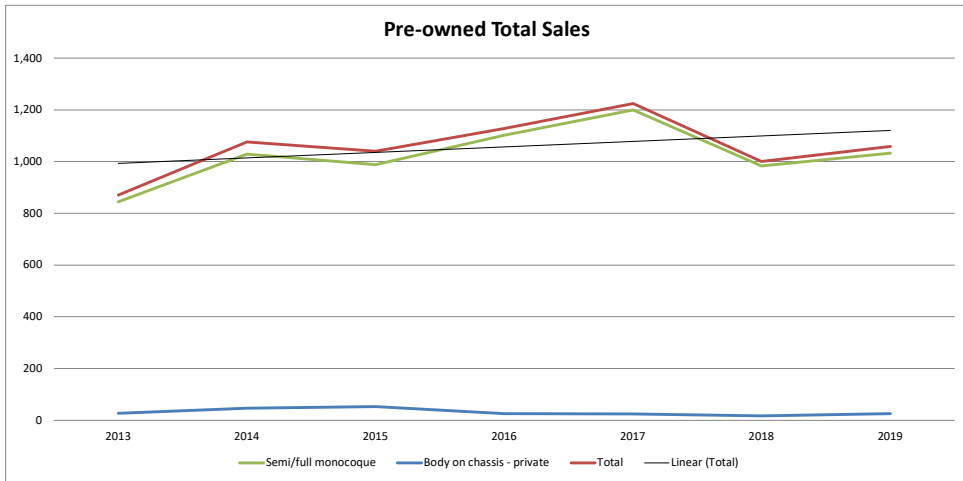
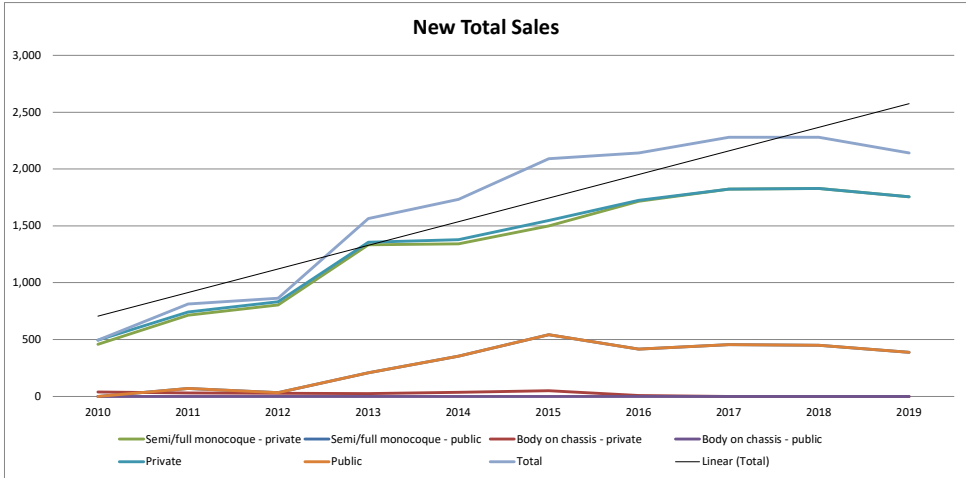
		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy	2019	yoy
Semi/full monocoque, unibody chassis construction		832	681	-18.1%	728	6.9%	844	15.9%	1,029	21.9%	988	-4.0%	1,102	11.5%	1,200	8.9%	983	-18.1%	1,033	5.1%
Body on chassis, body on frame or ladder type construction		25	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	2019Q2	2020Q2	qoq	2019Q3	2020Q3	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%	401	26	-93.5%	402	50	-87.6%
	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%	75	26	-65.3%	93	132	41.9%
<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	-	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%	401	26	-93.5%	402	50	-87.6%
	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%	75	26	-65.3%	93	132	41.9%
<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%	476	52	-89.1%	495	182	-63.2%

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	2019Q2	2020Q2	qoq	2019Q3	2020Q3	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%	0	1	0.0%	0	2	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!	4	6	50.0%	14	14	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	-	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%	0	1	0.0%	0	2	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!	4	6	50.0%	14	14	0.0%
<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%	4	7	75.0%	14	16	14.3%

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	2019Q2	2020Q2	qoq	2019Q3	2020Q3	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%	21	0	-100.0%	52	2	-96.2%
	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	1	-	0	0	-	0	0	-	0	0	-	1	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	-	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%	21	0	-100.0%	52	2	-96.2%
	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	1	-	0	0	-	0	0	-	0	0	-	1	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%	22	0	-100.0%	52	2	-96.2%

New Total Sales

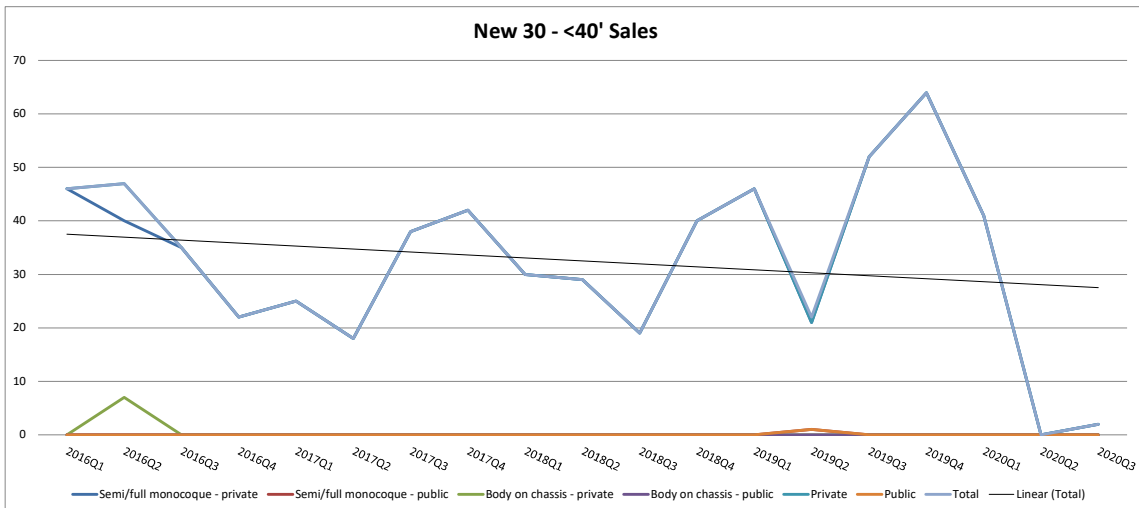
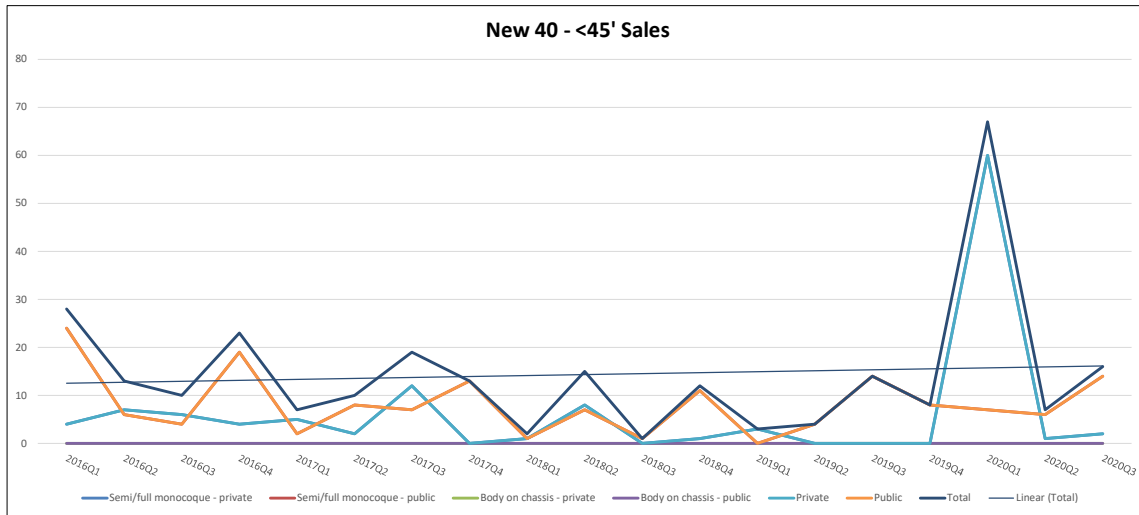
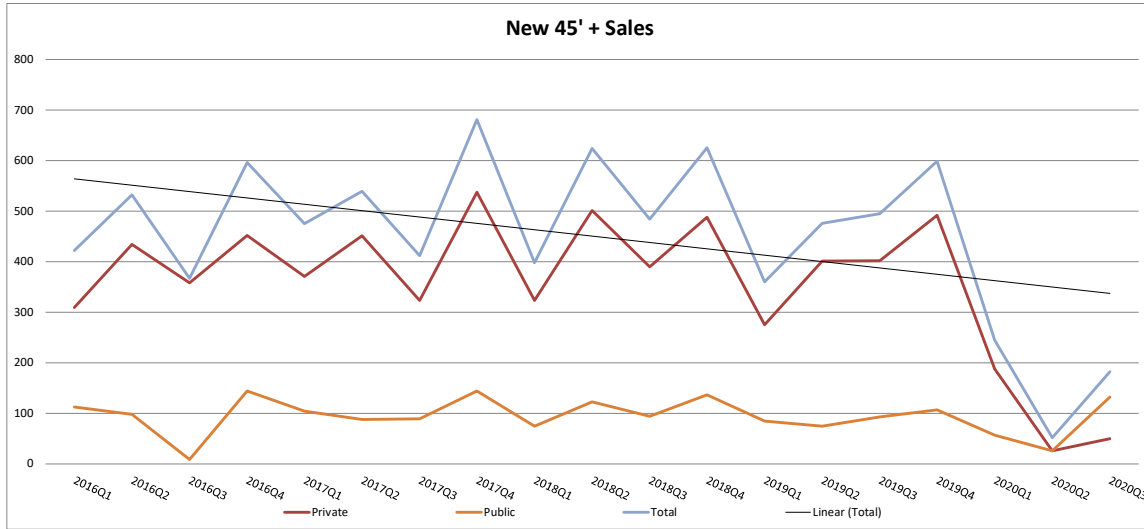
	2017Q1	2018Q1	qoq	2017Q2	2018Q2	qoq	2017Q3	2018Q3	qoq	2017Q4	2018Q4	qoq	2018Q1	2019Q1	qoq	2018Q2	2019Q2	qoq	2018Q3	2019Q3	qoq	2018Q4	2019Q4	qoq	2019Q1	2020Q1	qoq	2019Q2	2020Q2	qoq	2019Q3	2020Q3	qoq
<b>Semi/full monoqueue, unibody chassis construction</b>	401	354	-11.7%	471	538	14.2%	373	409	9.7%	579	529	-8.6%	354	324	-8.5%	538	422	-21.6%	409	454	11.0%	529	556	5.1%	324	289	-10.8%	422	27	-93.6%	454	54	-88.1%
	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%	80	32	-60.0%	107	146	36.4%
<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	-	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%	422	27	-93.6%	454	54	-88.1%
	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%	80	32	-60.0%	107	146	36.4%
<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%	502	59	-88.2%	561	200	-64.3%

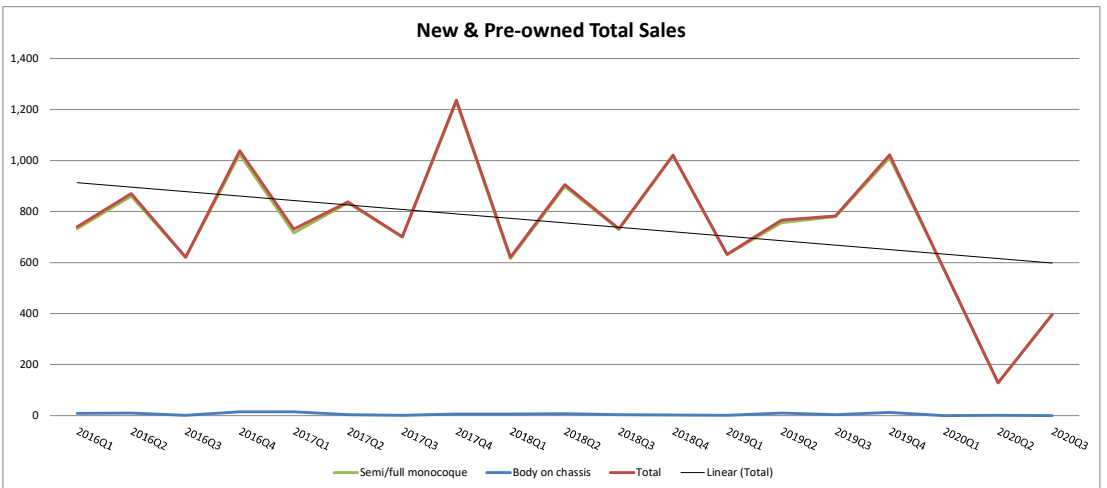
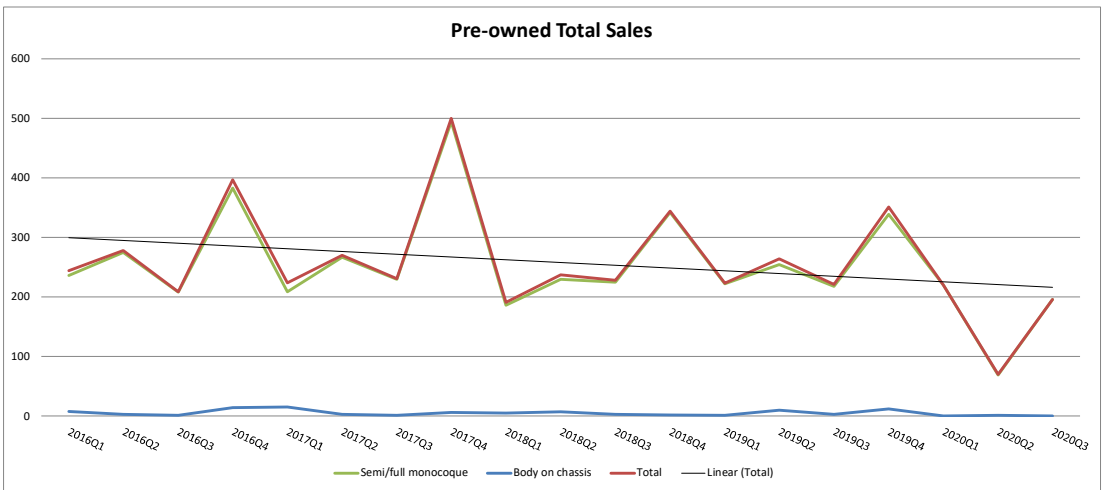
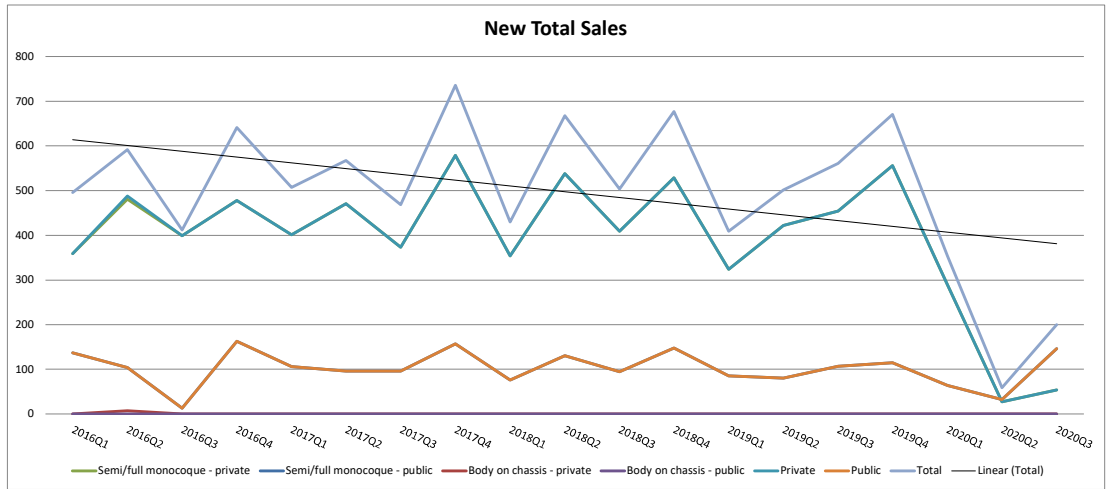
Pre-owned Total Sales

	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	2019Q2	2020Q2	qoq	2019Q3	2020Q3	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%	254	69	-72.8%	218	196	-10.1%
<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%	10	1	-90.0%	3	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%	264	70	-73.5%	221	196	-11.3%

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	2019Q2	2020Q2	qoq	2019Q3	2020Q3	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%	756	128	-83.1%	779	396	-49.2%
<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%	10	1	-90.0%	3	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%	766	129	-83.2%	782	396	-49.4%







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>

**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
<u>Total</u>		529	0	529

**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
<u>Total</u>		148	0	148

**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
<u>Total</u>	677	344	1,021

**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
<u>Total</u>	677	344	1,021

**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
<u>Total</u>		<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
<u>Total</u>		<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
<u>Total</u>	<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
<u>Total</u>	<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
<u>Total</u>		454	0	454

**Public Sector Sales**

*New Vehicles*

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

**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
<u>Total</u>	561	221	782

**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
<u>Total</u>	516	211	727

**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 mono-coque, 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 mono-coque, 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 mono-coque, 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 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
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>

**Private Sector Sales**

*New Vehicles*

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' +	Yes	
40 - <45'	Yes	1	0	1
30 - <40'	Yes	0	0	0
<u>Total</u>		27	0	27

**Public Sector Sales**

*New Vehicles*

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		45' +	Yes	
40 - <45'	Yes	6	0	6
30 - <40'	Yes	0	0	0
<u>Total</u>		32	0	32

**Pre-owned Vehicle Sales**

*Pre-owned Vehicles*

Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
69	1	70

**Shell Sales**

Total Shell Sales

2
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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
1	0	50	10	0	0	0	61

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
61	0	0	0	0	0	61

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	49	64	113
Canada	10	6	16
Other	0	0	0
<u>Total</u>	59	70	129

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	58	50	108
Other Countries	1	20	21
<u>Total</u>	59	70	129

**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	50	0	50
40 - <45'	Yes	2	0	2
30 - <40'	Yes	2	0	2
<b>Total</b>		<b>54</b>	<b>0</b>	<b>54</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	132	0	132
40 - <45'	Yes	14	0	14
30 - <40'	Yes	0	0	0
<b>Total</b>		<b>146</b>	<b>0</b>	<b>146</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>
196	0	196

**Shell Sales**

Total Shell Sales

5
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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
1	0	172	32	0	0	0	205

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
205	0	0	0	0	0	205

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	172	173	345
Canada	28	23	51
Other	0	0	0
<b>Total</b>	<b>200</b>	<b>196</b>	<b>396</b>

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	195	128	323
Other Countries	5	68	73
<b>Total</b>	<b>200</b>	<b>196</b>	<b>396</b>