

5

4

New

45' + Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy
Semi/full mono-coque, unibody chassis construction	Private	694	1,008	45.2%	1,145	13.6%	1,402	22.4%	1,397	-0.4%	1,569	12.3%	1,676	6.8%	1,767	5.4%
	Public	333	258	-22.5%	260	0.8%	147	-43.5%	337	129.3%	513	52.2%	364	-29.0%	425	16.8%
Body on chassis, body on frame or ladder type construction	Private	0	0	-	0	-	0	-	0	-	0	-	0	-	0	-
	Public	0	0	-	0	-	0	-	0	-	0	-	0	-	0	-
By Sector	Private	694	1,008	45.2%	1,145	13.6%	1,402	22.4%	1,397	-0.4%	1,569	12.3%	1,676	6.8%	1,767	5.4%
	Public	333	258	-22.5%	260	0.8%	147	-43.5%	337	129.3%	513	52.2%	364	-29.0%	425	16.8%
<b>Total</b>		<b>1,027</b>	<b>1,266</b>	<b>23.3%</b>	<b>1,405</b>	<b>11.0%</b>	<b>1,549</b>	<b>10.2%</b>	<b>1,734</b>	<b>11.9%</b>	<b>2,082</b>	<b>20.1%</b>	<b>2,040</b>	<b>-2.0%</b>	<b>2,192</b>	<b>7.5%</b>

New

40 - <45' Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy
Semi/full mono-coque, unibody chassis construction	Private	13	15	15.4%	16	6.7%	14	-12.5%	18	28.6%	26	44.4%	21	-19.2%	19	-9.5%
	Public	43	89	107.0%	84	-5.6%	60	-28.6%	18	-70.0%	29	61.1%	53	82.8%	30	-43.4%
Body on chassis, body on frame or ladder type construction	Private	15	0	-100.0%	0	-	0	-	3	-	11	266.7%	0	-100.0%	0	0.0%
	Public	0	0	-	0	-	0	-	0	-	0	-	0	-	0	-
By Sector	Private	28	15	-46.4%	16	6.7%	14	-12.5%	21	50.0%	37	76.2%	21	-43.2%	19	-9.5%
	Public	43	89	107.0%	84	-5.6%	60	-28.6%	18	-70.0%	29	61.1%	53	82.8%	30	-43.4%
<b>Total</b>		<b>71</b>	<b>104</b>	<b>46.5%</b>	<b>100</b>	<b>-3.8%</b>	<b>74</b>	<b>-26.0%</b>	<b>39</b>	<b>-47.3%</b>	<b>66</b>	<b>69.2%</b>	<b>74</b>	<b>12.1%</b>	<b>49</b>	<b>-33.8%</b>

New

30 - <40' Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy
Semi/full mono-coque, unibody chassis construction	Private	36	43	19.4%	107	148.8%	162	51.4%	145	-10.5%	143	-1.4%	254	77.6%	182	-28.3%
	Public	0	0	-	12	-	0	-100.0%	0	-	0	-	0	-	0	-
Body on chassis, body on frame or ladder type construction	Private	22	30	36.4%	27	-10.0%	24	-11.1%	32	33.3%	39	21.9%	7	-82.1%	0	-100.0%
	Public	0	0	-	0	-	0	-	0	-	0	-	0	-	0	-
By Sector	Private	58	73	25.9%	134	83.6%	186	38.8%	177	-4.8%	182	2.8%	261	43.4%	182	-30.3%
	Public	0	0	-	12	-	0	-100.0%	0	-	0	-	0	-	0	-
<b>Total</b>		<b>58</b>	<b>73</b>	<b>25.9%</b>	<b>146</b>	<b>100.0%</b>	<b>186</b>	<b>27.4%</b>	<b>177</b>	<b>-4.8%</b>	<b>182</b>	<b>2.8%</b>	<b>261</b>	<b>43.4%</b>	<b>182</b>	<b>-30.3%</b>

\* These data represent results for 5 major motorcoach manufacturers as reported in a quarterly survey. During the 4th quarter of 2017, one of the manufacturers was not able to participate. The data for the first three quarters represent the results from the 5 companies, while those for the 4th quarter represent results from only 4. Therefore year over year and particularly 4th quarter to 4th quarter comparisons should be made with caution. If JDA is able to gather data from the 5th company a revised report will be produced.

New

Total Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy
Semi/full monocoque, unibody chassis construction	Private	743	1,066	43.5%	1,268	18.9%	1,578	24.4%	1,560	-1.1%	1,738	11.4%	1,951	12.3%	1,968	0.9%
	Public	376	347	-7.7%	356	2.6%	207	-41.9%	355	71.5%	542	52.7%	417	-23.1%	455	9.1%
Body on chassis, body on frame or ladder type construction	Private	37	30	-18.9%	27	-10.0%	24	-11.1%	35	45.8%	50	42.9%	7	-86.0%	0	-100.0%
	Public	0	0	-	0	-	0	-	0	-	0	-	0	-	0	-
By Sector	Private	780	1,096	40.5%	1,295	18.2%	1,602	23.7%	1,595	-0.4%	1,788	12.1%	1,958	9.5%	1,968	0.5%
	Public	376	347	-7.7%	356	2.6%	207	-41.9%	355	71.5%	542	52.7%	417	-23.1%	455	9.1%
Total		1,156	1,443	24.8%	1,651	14.4%	1,809	9.6%	1,950	7.8%	2,330	19.5%	2,375	1.9%	2,423	2.0%

Pre-owned

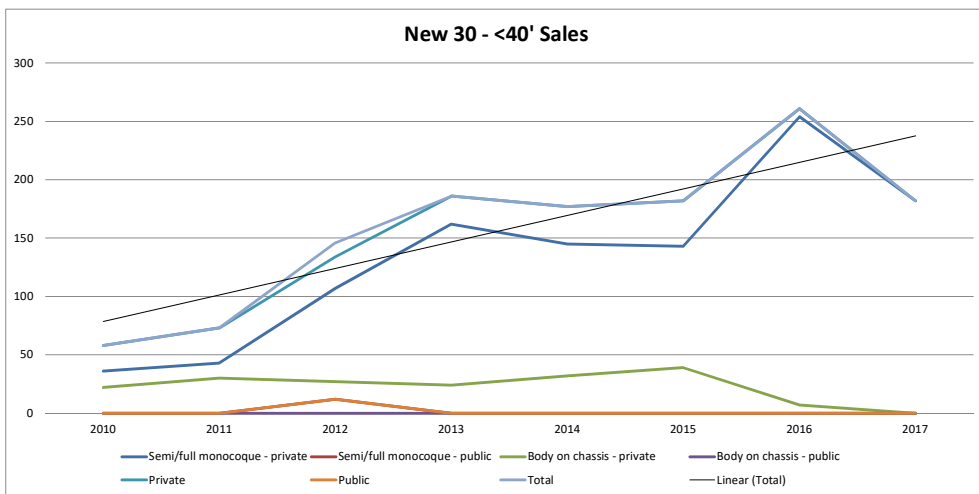
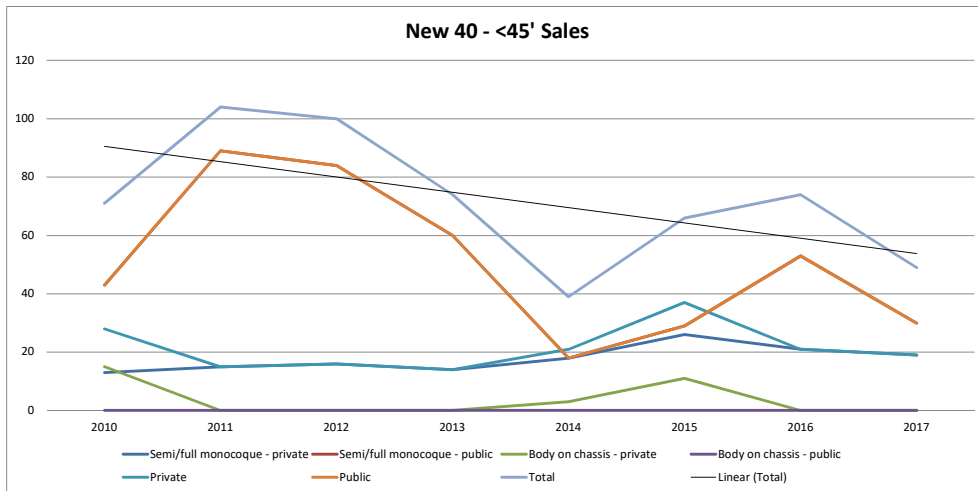
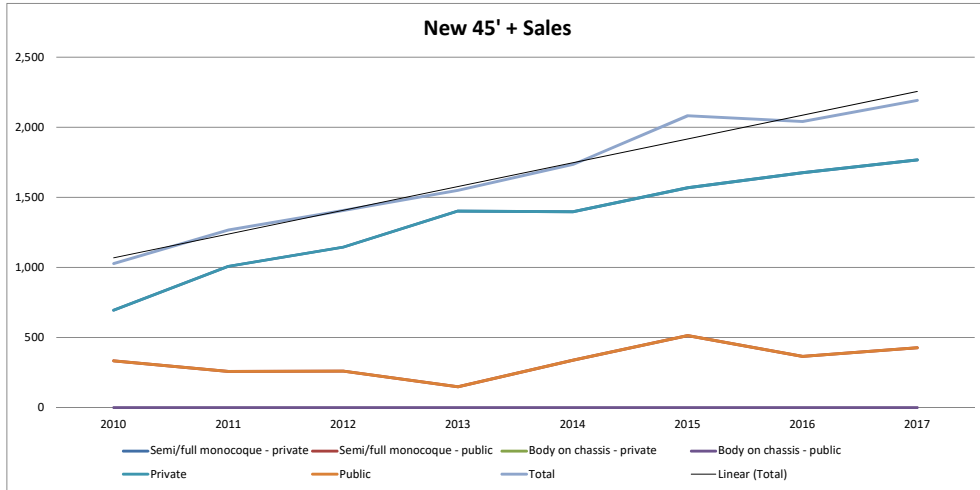
Total Sales

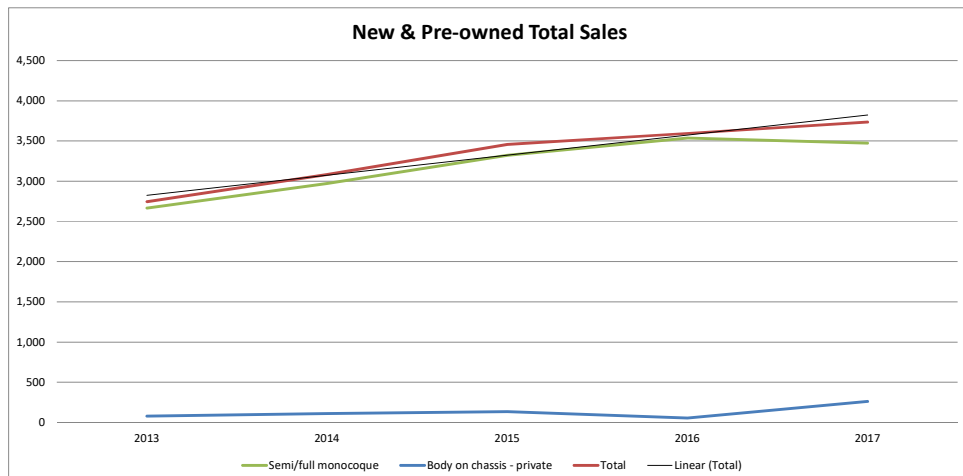
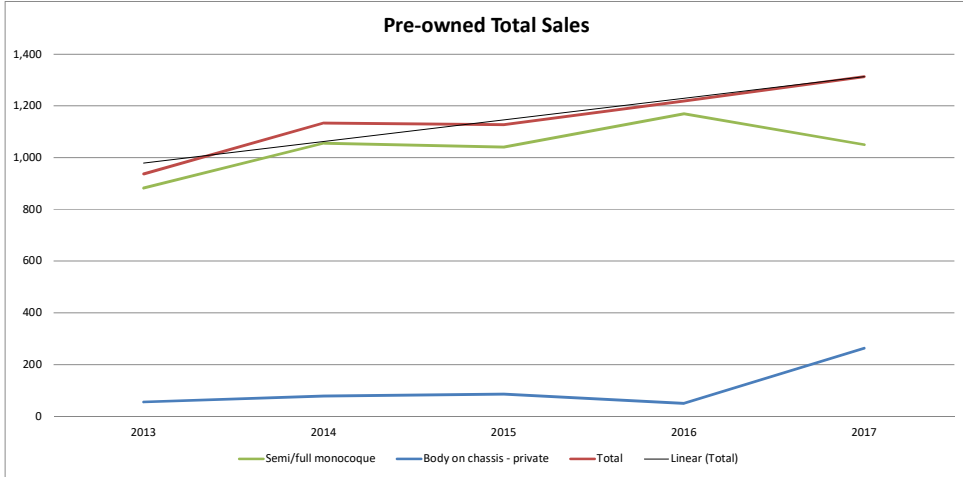
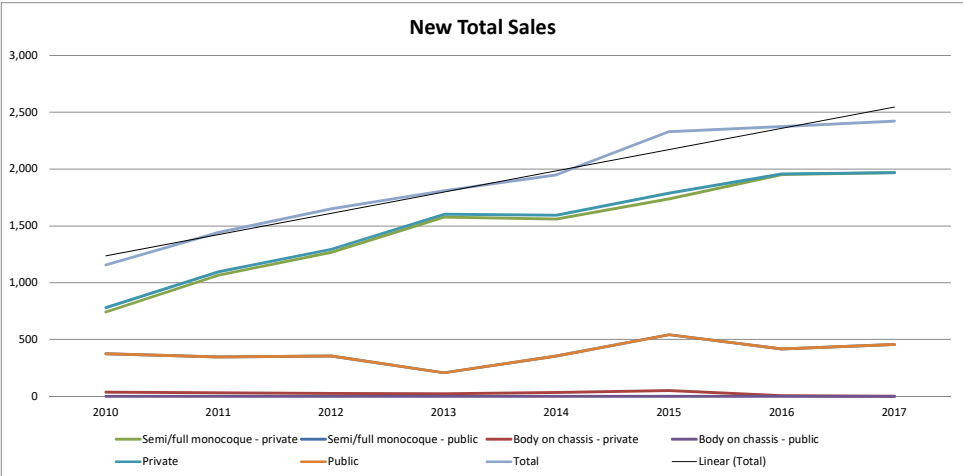
		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy
Semi/full monocoque, unibody chassis construction		832	681	-18.1%	743	9.1%	882	18.7%	1,056	19.7%	1,041	-1.4%	1,169	12.3%	1,050	-10.2%
Body on chassis, body on frame or ladder type construction		25	20	-20.0%	20	0.0%	55	175.0%	78	41.8%	86	10.3%	50	-41.9%	263	426.0%
Total		857	701	-18.2%	763	8.8%	937	22.8%	1,134	21.0%	1,127	-0.6%	1,219	8.2%	1,313	7.7%

New & Pre-owned

Total Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy
Semi/full monocoque, unibody chassis construction		1,951	2,094	7.3%	2,367	13.0%	2,667	12.7%	2,971	11.4%	3,321	11.8%	3,537	6.5%	3,473	-1.8%
Body on chassis, body on frame or ladder type construction		62	50	-19.4%	47	-6.0%	79	68.1%	113	43.0%	136	20.4%	57	-58.1%	263	361.4%
Total		2,013	2,144	6.5%	2,414	12.6%	2,746	13.8%	3,084	12.3%	3,457	12.1%	3,594	4.0%	3,736	4.0%





Respondents: 5  
 2017 Q4 Respondent: 4

New 45' + Sales

		2013Q1	2014Q1	qoq	2013Q2	2014Q2	qoq	2013Q3	2014Q3	qoq	2013Q4	2014Q4	qoq	2014Q1	2015Q1	qoq	2014Q2	2015Q2	qoq	2014Q3	2015Q3	qoq	2014Q4	2015Q4	qoq	2015Q1	2016Q1	qoq	2015Q2	2016Q2	qoq	2015Q3	2016Q3	qoq	2015Q4	2016Q4	qoq	2016Q1	2017Q1	qoq	2016Q2	2017Q2	qoq	2016Q3	2017Q3	qoq	2016Q4	2017Q4	qoq
Semi/full mono-coque, unibody chassis construction	Private	264	241	-8.7%	367	408	11.2%	288	287	-0.3%	483	461	-4.6%	241	303	25.7%	408	466	14.2%	287	343	19.5%	461	457	-0.9%	303	329	8.6%	466	465	-0.2%	343	392	14.3%	457	490	7.2%	329	390	18.5%	465	486	4.5%	392	352	-10.2%	490	539	10.0%
	Public	43	21	-51.2%	45	67	48.9%	13	90	592.3%	46	159	245.7%	21	107	409.5%	67	137	104.5%	90	120	33.3%	159	149	-6.3%	107	113	5.6%	137	98	-28.5%	120	9	-92.5%	149	144	-3.4%	113	104	-8.0%	98	88	-10.2%	9	89	888.9%	144	144	0.0%
Body on chassis, body on frame or ladder type construction	Private	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	-
	Public	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	-
By Sector	Private	264	241	-8.7%	367	408	11.2%	288	287	-0.3%	483	461	-4.6%	241	303	25.7%	408	466	14.2%	287	343	19.5%	461	457	-0.9%	303	329	8.6%	466	465	-0.2%	343	392	14.3%	457	490	7.2%	329	390	18.5%	465	486	4.5%	392	352	-10.2%	490	539	10.0%
	Public	43	21	-51.2%	45	67	48.9%	13	90	592.3%	46	159	245.7%	21	107	409.5%	67	137	104.5%	90	120	33.3%	159	149	-6.3%	107	113	5.6%	137	98	-28.5%	120	9	-92.5%	149	144	-3.4%	113	104	-8.0%	98	88	-10.2%	9	89	888.9%	144	144	0.0%
Total		307	262	-14.7%	412	476	15.3%	301	377	25.2%	529	620	17.2%	262	410	56.5%	476	603	26.9%	377	463	22.8%	620	606	-2.3%	410	442	7.8%	603	563	-6.6%	463	401	-13.4%	606	634	4.6%	442	494	11.8%	563	574	2.0%	401	441	10.0%	634	683	7.7%

New 40 - <45' Sales

		2013Q1	2014Q1	qoq	2013Q2	2014Q2	qoq	2013Q3	2014Q3	qoq	2013Q4	2014Q4	qoq	2014Q1	2015Q1	qoq	2014Q2	2015Q2	qoq	2014Q3	2015Q3	qoq	2014Q4	2015Q4	qoq	2015Q1	2016Q1	qoq	2015Q2	2016Q2	qoq	2015Q3	2016Q3	qoq	2015Q4	2016Q4	qoq	2016Q1	2017Q1	qoq	2016Q2	2017Q2	qoq	2016Q3	2017Q3	qoq	2016Q4	2017Q4	qoq
Semi/full mono-coque, unibody chassis construction	Private	2	2	0.0%	8	5	-37.5%	1	9	800.0%	3	2	-33.3%	2	2	0.0%	5	10	100.0%	9	12	33.3%	2	2	0.0%	2	4	100.0%	10	7	-30.0%	12	6	-50.0%	2	4	100.0%	4	5	25.0%	7	2	-71.4%	6	12	100.0%	4	0	-100.0%
	Public	20	1	-95.0%	5	5	0.0%	13	1	-92.3%	22	11	-50.0%	2	0	-100.0%	5	19	280.0%	1	7	600.0%	11	3	-72.7%	0	24	-	19	6	-68.4%	7	4	-42.9%	3	19	533.3%	24	2	-91.7%	6	8	33.3%	4	7	75.0%	19	13	-31.6%
Body on chassis, body on frame or ladder type construction	Private	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	1	-	3	7	233.3%	3	0	-100.0%	0	0	-	1	0	-100.0%	7	0	-100.0%	0	0	-	0	0	-	0	0	-	0	0	-
	Public	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	-
By Sector	Private	2	2	0.0%	8	5	-37.5%	1	9	800.0%	3	2	-33.3%	2	2	0.0%	5	10	100.0%	9	13	44.4%	5	9	80.0%	5	4	-20.0%	10	7	-30.0%	13	6	-53.8%	9	4	-55.6%	4	5	25.0%	7	2	-71.4%	6	12	100.0%	4	0	-100.0%
	Public	20	1	-95.0%	5	5	0.0%	13	1	-92.3%	22	11	-50.0%	2	0	-100.0%	5	19	280.0%	1	7	600.0%	11	3	-72.7%	0	24	-	19	6	-68.4%	7	4	-42.9%	3	19	533.3%	24	2	-91.7%	6	8	33.3%	4	7	75.0%	19	13	-31.6%
Total		22	3	-86.4%	13	10	-23.1%	14	10	-28.6%	25	16	-36.0%	3	5	66.7%	10	29	190.0%	10	20	100.0%	16	12	-25.0%	5	28	460.0%	29	13	-55.2%	20	10	-50.0%	12	23	91.7%	28	7	-75.0%	13	10	-23.1%	10	19	90.0%	23	13	-43.5%

New 30 - <40' Sales

		2013Q1	2014Q1	qoq	2013Q2	2014Q2	qoq	2013Q3	2014Q3	qoq	2013Q4	2014Q4	qoq	2014Q1	2015Q1	qoq	2014Q2	2015Q2	qoq	2014Q3	2015Q3	qoq	2014Q4	2015Q4	qoq	2015Q1	2016Q1	qoq	2015Q2	2016Q2	qoq	2015Q3	2016Q3	qoq	2015Q4	2016Q4	qoq	2016Q1	2017Q1	qoq	2016Q2	2017Q2	qoq	2016Q3	2017Q3	qoq	2016Q4	2017Q4	qoq
Semi/full mono-coque, unibody chassis construction	Private	42	48	14.3%	52	42	-19.2%	28	27	-3.6%	40	38	-30.0%	48	47	-2.1%	42	29	-31.0%	27	28	3.7%	28	39	39.3%	47	77	63.8%	29	68	134.5%	28	48	71.4%	39	61	56.4%	77	46	-40.3%	68	40	-41.2%	48	54	12.5%	61	42	-31.2%
	Public	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	-
Body on chassis, body on frame or ladder type construction	Private	9	11	22.2%	4	11	175.0%	5	4	-20.0%	6	6	0.0%	11	9	-18.2%	11	9	-18.2%	4	6	50.0%	6	15	150.0%	9	0	-100.0%	9	7	-22.2%	6	0	-100.0%	15	0	-100.0%	0	0	-	7	0	-	0	0	-	0	0	-
	Public	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	-
By Sector	Private	51	59	15.7%	56	53	-5.4%	33	31	-6.1%	46	34	-26.2%	59	56	-5.1%	53	38	-28.3%	31	34	9.7%	34	54	58.8%	56	77	37.5%	38	75	97.4%	34	48	41.2%	54	61	11.0%	77	46	-40.3%	75	40	-46.7%	48	54	12.5%	61	42	-31.2%
	Public	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	-
Total		51	59	15.7%	56	53	-5.4%	33	31	-6.1%	46	34	-26.2%	59	56	-5.1%	53	38	-28.3%	31	34	9.7%	34	54	58.8%	56	77	37.5%	38	75	97.4%	34	48	41.2%	54	61	11.0%	77	46	-40.3%	75	40	-46.7%	48	54	12.5%	61	42	-31.2%

Total Sales

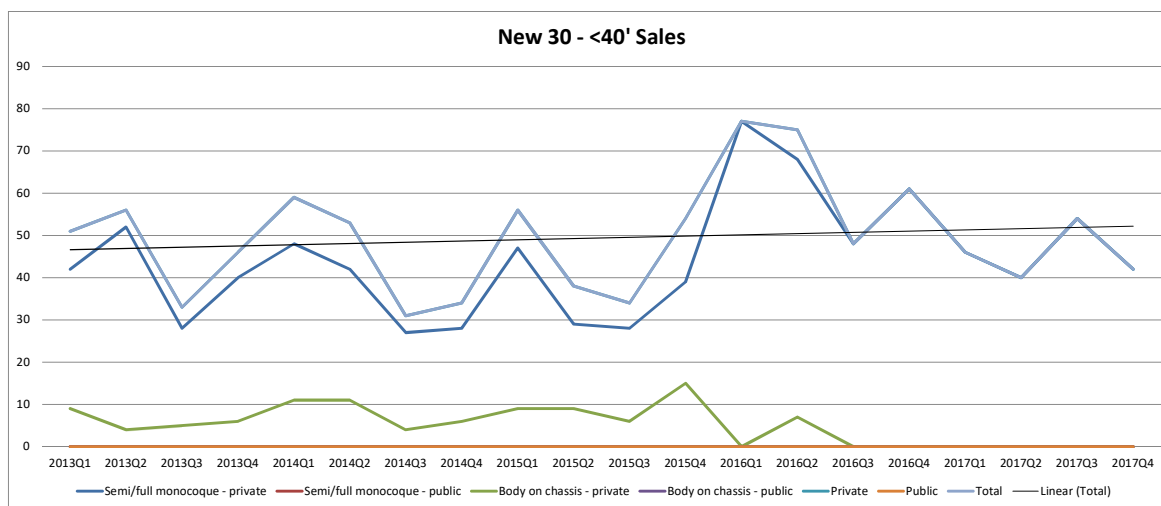
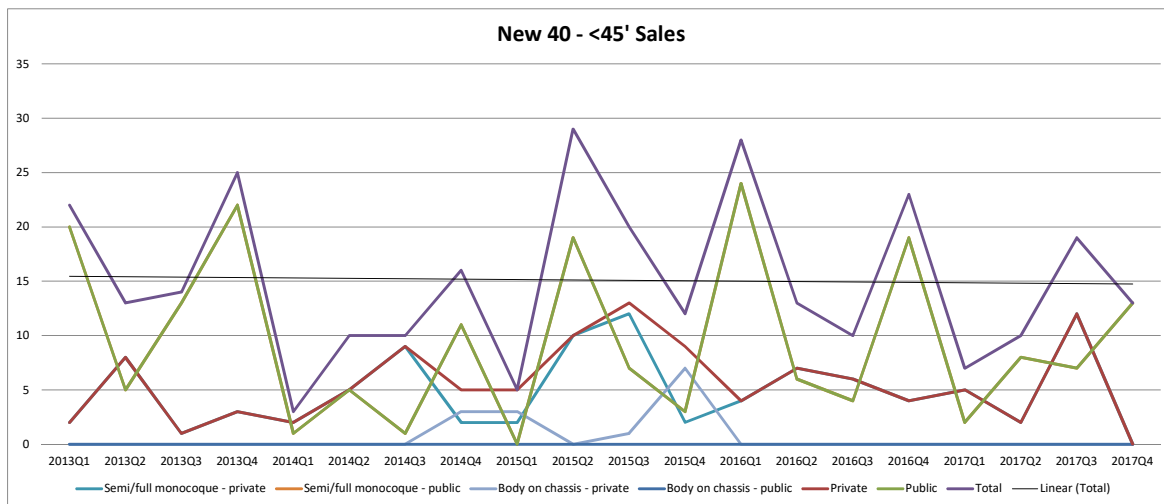
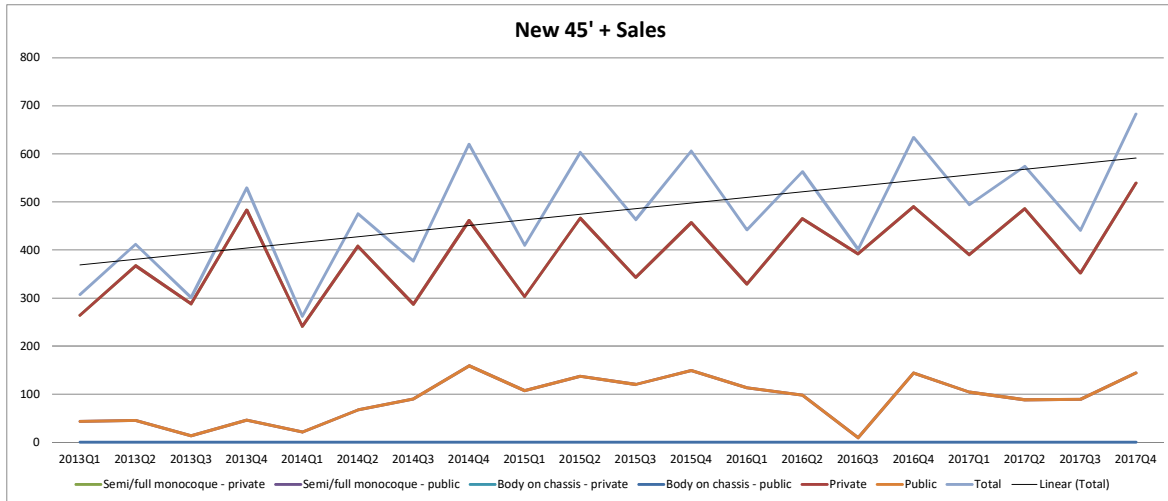
	2013Q1	2014Q1	qoq	2013Q2	2014Q2	qoq	2013Q3	2014Q3	qoq	2013Q4	2014Q4	qoq	2014Q1	2015Q1	qoq	2014Q2	2015Q2	qoq	2014Q3	2015Q3	qoq	2014Q4	2015Q4	qoq	2015Q1	2016Q1	qoq	2015Q2	2016Q2	qoq	2015Q3	2016Q3	qoq	2015Q4	2016Q4	qoq	2016Q1	2017Q1	qoq	2016Q2	2017Q2	qoq	2016Q3	2017Q3	qoq	2016Q4	2017Q4	qoq				
Semi/full mono-coque, unibody chassis construction	Private	308	291	-5.5%	427	455	6.6%	317	323	1.9%	526	491	-6.7%	291	352	21.0%	455	505	11.0%	323	383	18.6%	491	498	1.4%	352	410	16.5%	505	540	6.9%	383	446	16.4%	498	555	11.4%	410	441	7.6%	540	528	-2.2%	446	418	-6.3%	555	581	4.7%			
	Public	63	22	-65.2%	50	72	44.0%	26	91	250.0%	68	170	150.0%	22	107	386.4%	72	156	116.7%	91	127	39.6%	170	152	-10.6%	107	137	28.0%	156	104	-33.3%	127	13	-89.8%	152	163	7.2%	137	106	-22.6%	104	96	-7.7%	13	96	638.5%	163	157	-3.7%			
Body on chassis, body on frame or ladder type construction	Private	9	11	22.2%	4	11	175.0%	5	4	-20.0%	6	9	50.0%	11	12	9.1%	11	9	-18.2%	4	7	75.0%	9	22	144.4%	12	0	-100.0%	9	7	-22.2%	7	0	-100.0%	22	0	-100.0%	0	0	-	7	0	-	0	0	-	0	0	-	0	0	-
	Public	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	-			
By Sector	Private	317	302	-4.7%	431	466	8.1%	322	327	1.6%	532	500	-6.0%	302	364	20.5%	466	514	10.3%	327	390	19.3%	500	520	4.0%	364	410	11.6%	514	547	6.4%	390	446	14.4%	520	555	6.7%	410	441	7.6%	547	528	-3.5%	446	418	-6.3%	555	581	4.7%			
	Public	63	22	-65.2%	50	72	44.0%	26	91	250.0%	68	170	150.0%	22	107	386.4%	72	156	116.7%	91	127	39.6%	170	152	-10.6%	107	137	28.0%	156	104	-33.3%	127	13	-89.8%	152	163	7.2%	137	106	-22.6%	104	96	-7.7%	13	96	638.5%	163	157	-3.7%			
<b>Total</b>		380	324	-14.7%	481	538	11.9%	348	418	20.1%	600	670	11.7%	324	471	45.4%	538	670	24.5%	418	517	23.7%	670	672	0.3%	471	547	16.1%	670	651	-2.8%	517	459	-11.2%	672	718	6.8%	547	547	0.0%	651	624	-4.1%	459	514	12.0%	718	738	2.8%			

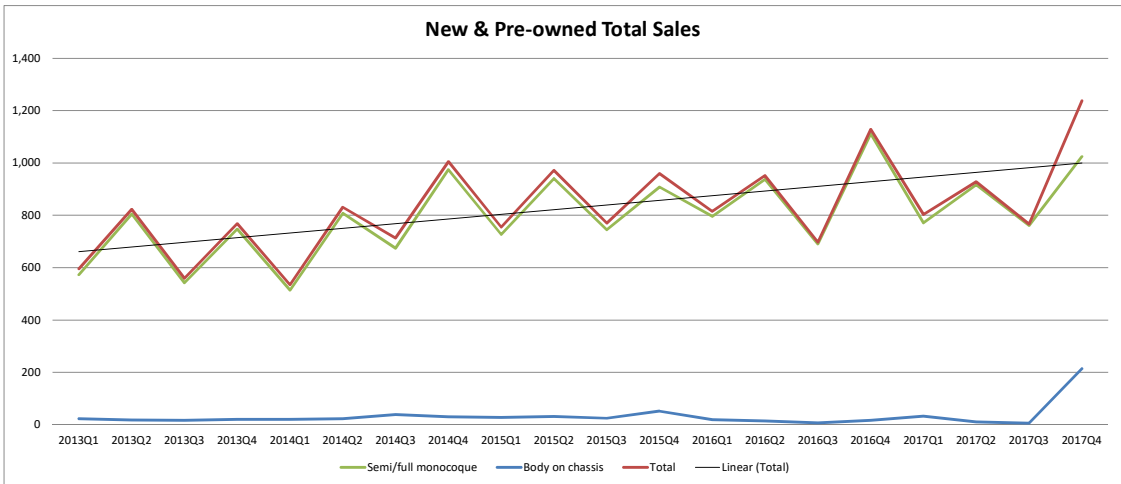
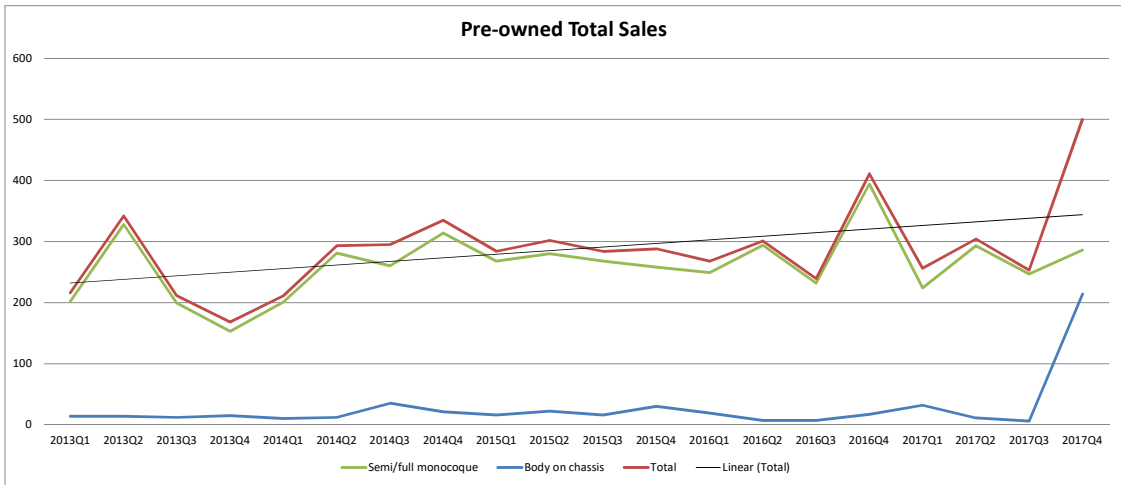
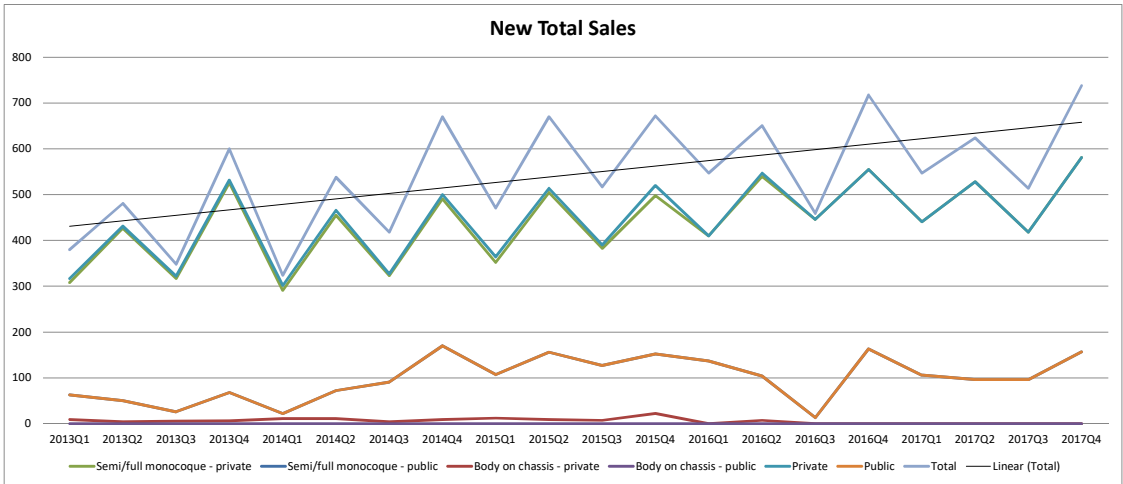
Total Sales

	2013Q1	2014Q1	qoq	2013Q2	2014Q2	qoq	2013Q3	2014Q3	qoq	2013Q4	2014Q4	qoq	2014Q1	2015Q1	qoq	2014Q2	2015Q2	qoq	2014Q3	2015Q3	qoq	2014Q4	2015Q4	qoq	2015Q1	2016Q1	qoq	2015Q2	2016Q2	qoq	2015Q3	2016Q3	qoq	2015Q4	2016Q4	qoq	2016Q1	2017Q1	qoq	2016Q2	2017Q2	qoq	2016Q3	2017Q3	qoq	2016Q4	2017Q4	qoq	
Semi/full mono-coque, unibody chassis construction		202	201	-0.5%	328	281	-14.3%	199	260	30.7%	153	314	105.2%	201	268	33.3%	281	280	-0.4%	260	235	-9.6%	314	258	-17.8%	268	249	-7.1%	280	294	5.0%	235	232	-1.3%	258	394	52.7%	249	224	-10.0%	294	293	-0.3%	232	247	6.5%	394	286	-27.4%
Body on chassis, body on frame or ladder type construction		14	10	-28.6%	14	12	-14.3%	12	35	191.7%	15	21	40.0%	10	16	-	12	22	83.3%	35	18	-48.6%	21	30	42.9%	16	19	18.8%	22	7	-68.2%	18	7	-61.1%	30	17	-43.3%	19	32	68.4%	7	11	57.1%	7	6	-14.3%	17	214	1158.8%
<b>Total</b>		216	211	-2.3%	342	293	-14.3%	211	295	39.8%	168	335	99.4%	211	284	34.6%	293	302	3.1%	295	253	-14.2%	335	288	-14.0%	284	268	-5.6%	302	301	-0.3%	253	239	-5.5%	288	411	42.7%	268	256	-4.5%	301	304	1.0%	239	253	5.9%	411	500	21.7%

Total Sales

	2013Q1	2014Q1	qoq	2013Q2	2014Q2	qoq	2013Q3	2014Q3	qoq	2013Q4	2014Q4	qoq	2014Q1	2015Q1	qoq	2014Q2	2015Q2	qoq	2014Q3	2015Q3	qoq	2014Q4	2015Q4	qoq	2015Q1	2016Q1	qoq	2015Q2	2016Q2	qoq	2015Q3	2016Q3	qoq	2015Q4	2016Q4	qoq	2016Q1	2017Q1	qoq	2016Q2	2017Q2	qoq	2016Q3	2017Q3	qoq	2016Q4	2017Q4	qoq	
Semi/full mono-coque, unibody chassis construction		573	514	-10.3%	805	808	0.4%	542	674	24.4%	747	975	30.5%	514	727	41.4%	808	941	16.5%	674	745	10.5%	975	908	-6.9%	727	796	9.5%	941	938	-0.3%	745	691	-7.2%	908	1,112	22.5%	796	771	-3.1%	938	917	-2.2%	691	761	10.1%	1,112	1,024	-7.9%
Body on chassis, body on frame or ladder type construction		23	21	-8.7%	18	23	27.8%	17	39	129.4%	21	30	42.9%	21	28	33.3%	23	31	34.8%	39	25	-35.9%	30	52	73.3%	28	19	-32.1%	31	14	-54.8%	25	7	-72.0%	52	17	-67.3%	19	32	68.4%	14	11	-21.4%	7	6	-14.3%	17	214	1158.8%
<b>Total</b>		596	535	-10.2%	823	831	1.0%	559	713	27.5%	768	1,005	30.9%	535	755	41.1%	831	972	17.0%	713	770	8.0%	1,005	960	-4.5%	755	815	7.9%	972	952	-2.1%	770	698	-9.4%	960	1,129	17.6%	815	803	-1.5%	952	928	-2.5%	698	767	9.9%	1,129	1,228	9.7%







Results For: **Q1 - 2016**  
 Respondents: **5**

Private Sector Sales *New Vehicles*

Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		45' +	Yes	
40 - <45'	Yes	4	0	4
30 - <40'	Yes	77	0	77
	<b>Total</b>	<b>410</b>	<b>0</b>	<b>410</b>

Public Sector Sales *New Vehicles*

Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		45' +	Yes	
40 - <45'	Yes	24	0	24
30 - <40'	Yes	0	0	0
	<b>Total</b>	<b>137</b>	<b>0</b>	<b>137</b>

Pre-owned Vehicle Sales *Pre-owned Vehicles*

Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
249	19	268

Shell Sales

Total Shell Sales: **5**  
*(sale of a monocoque or unibody chassis with integrated passenger deck above a luggage compartment to a third-party coach builder for commercial leasing)*

Engines (new vehicle sales)

Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
94	7	272	179	0	0	0	552

Transmission (new vehicle sales)

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
538	5	9	0	0	0	552

Sales By Market

Market	New Vehicles	Pre-Owned Vehicles	Total
United States	517	261	778
Canada	30	7	37
Other	0	0	0
<b>Total</b>	<b>547</b>	<b>268</b>	<b>815</b>

Source of Vehicles

Source	New Vehicles	Pre-Owned Vehicles	Total
United States & Canada	318	101	419
Other Countries	229	167	396
<b>Total</b>	<b>547</b>	<b>268</b>	<b>815</b>

Results For: **Q2 - 2016**  
 Respondents: **5**

Private Sector Sales *New Vehicles*

Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		45' +	Yes	
40 - <45'	Yes	7	0	7
30 - <40'	Yes	68	7	75
<b>Total</b>		<b>540</b>	<b>7</b>	<b>547</b>

Public Sector Sales *New Vehicles*

Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		45' +	Yes	
40 - <45'	Yes	6	0	6
30 - <40'	Yes	0	0	0
<b>Total</b>		<b>104</b>	<b>0</b>	<b>104</b>

Pre-owned Vehicle Sales *Pre-owned Vehicles*

Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
294	7	301

Shell Sales

Total Shell Sales: **12**  
*(sale of a monocoque or unibody chassis with integrated passenger deck above a luggage compartment to a third-party coach builder for commercial leasing)*

Engines (new vehicle sales)

Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
135	12	310	206	0	0	0	663

Transmission (new vehicle sales)

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
662	1	0	0	0	0	663

Sales By Market

Market	New Vehicles	Pre-Owned Vehicles	Total
United States	556	292	848
Canada	95	9	104
Other	0	0	0
<b>Total</b>	<b>651</b>	<b>301</b>	<b>952</b>

Source of Vehicles

Source	New Vehicles	Pre-Owned Vehicles	Total
United States & Canada	416	122	538
Other Countries	235	179	414
<b>Total</b>	<b>651</b>	<b>301</b>	<b>952</b>

American Bus Association Foundation  
 Coach Manufacturer Survey  
 Quarterly Survey  
 Results For: **Q3 - 2016**  
 Respondents: **5**

**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	6	0	6
30 - <40'	Yes	48	0	48
<b>Total</b>		<b>446</b>	<b>0</b>	<b>446</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	4	0	4
30 - <40'	Yes	0	0	0
<b>Total</b>		<b>13</b>	<b>0</b>	<b>13</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>
232	7	239

**Shell Sales**

Total Shell Sales: **18**

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

**Engines (new vehicle sales)**

Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
109	19	208	141	0	0	0	477

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
474	3	0	0	0	0	477

**Sales By Market**

<b>Market</b>	<i>New Vehicles</i>
United States	402
Canada	57
Other	0
<b>Total</b>	<b>459</b>

**Source of Vehicles**

<b>Source</b>	<i>New Vehicles</i>
Domestic (US/Canada)	239
Imports	220
<b>Total</b>	<b>459</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	4	0	4
30 - <40'	Yes	61	0	61
	<b>Total</b>	<b>555</b>	<b>0</b>	<b>555</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	19	0	19
30 - <40'	Yes	0	0	0
	<b>Total</b>	<b>163</b>	<b>0</b>	<b>163</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>
394	17	411

**Shell Sales**

Total Shell Sales

22
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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
106	17	404	213	0	0	0	740

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
729	2	9	0	0	0	740

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	645	397	1042
Canada	73	14	87
Other	0	0	0
<b>Total</b>	<b>718</b>	<b>411</b>	<b>1,129</b>

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	483	139	622
Other Countries	235	272	507
<b>Total</b>	<b>718</b>	<b>411</b>	<b>1,129</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	5	0	5
30 - <40'	Yes	46	0	46
<b>Total</b>		<b>441</b>	<b>0</b>	<b>441</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	2	0	2
30 - <40'	Yes	0	0	0
<b>Total</b>		<b>106</b>	<b>0</b>	<b>106</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>
224	32	256

**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
112	3	306	140	0	0	0	561

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
561	0	0	0	0	0	561

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	475	247	722
Canada	72	9	81
Other	0	0	0
<b>Total</b>	<b>547</b>	<b>256</b>	<b>803</b>

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	362	100	462
Other Countries	185	156	341
<b>Total</b>	<b>547</b>	<b>256</b>	<b>803</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	2	0	2
30 - <40'	Yes	40	0	40
	<b>Total</b>	<b>528</b>	<b>0</b>	<b>528</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>96</b>	<b>0</b>	<b>96</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>
293	11	304

**Shell Sales**

Total Shell Sales

20
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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
160	7	286	191	0	0	0	644

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
616	3	25	0	0	0	644

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	503	273	776
Canada	121	31	152
Other	0	0	0
<b>Total</b>	<b>624</b>	<b>304</b>	<b>928</b>

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	525	145	670
Other Countries	99	159	258
<b>Total</b>	<b>624</b>	<b>304</b>	<b>928</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	12	0	12
30 - <40'	Yes	54	0	54
	<b>Total</b>	<b>418</b>	<b>0</b>	<b>418</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>96</b>	<b>0</b>	<b>96</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>
247	6	253

**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
112	9	261	145	0	0	0	527

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
525	2	0	0	0	0	527

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	485	239	724
Canada	29	14	43
Other	0	0	0
<b>Total</b>	<b>514</b>	<b>253</b>	<b>767</b>

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	339	136	475
Other Countries	175	117	292
<b>Total</b>	<b>514</b>	<b>253</b>	<b>767</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	42	0	42
	<b>Total</b>	<b>581</b>	<b>0</b>	<b>581</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	13	0	13
30 - <40'	Yes	0	0	0
	<b>Total</b>	<b>157</b>	<b>0</b>	<b>157</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>
286	214	500

**Shell Sales**

Total Shell Sales

20
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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
114	2	393	249	0	0	0	758

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
757	1	0	0	0	0	758

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	712	477	1189
Canada	26	23	49
Other	0	0	0
<b>Total</b>	<b>738</b>	<b>500</b>	<b>1,238</b>

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	537	224	761
Other Countries	201	276	477
<b>Total</b>	<b>738</b>	<b>500</b>	<b>1,238</b>