

NEW VEHICLE SALES

45' + Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy
Semi/full monocoque, unibody chassis construction	Private	700	1,004	43.4%	1,161	15.6%	1,402	20.8%	1,373	-2.1%
	Public	340	258	-24.1%	264	2.3%	147	-44.3%	337	129.3%
Body on chassis , body on frame or ladder type construction	Private	0	0	-	0	-	0	-	0	-
	Public	0	0	-	0	-	0	-	0	-
By Sector	Private	700	1,004	43.4%	1,161	15.6%	1,402	20.8%	1,373	-2.1%
	Public	340	258	-24.1%	264	2.3%	147	-44.3%	337	129.3%
Total		1,040	1,262	21.3%	1,425	12.9%	1,549	8.7%	1,710	10.4%

40 - <45' Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy
Semi/full monocoque, unibody chassis construction	Private	13	15	15.4%	16	6.7%	10	-37.5%	20	100.0%
	Public	43	89	107.0%	84	-5.6%	60	-28.6%	18	-70.0%
Body on chassis , body on frame or ladder type construction	Private	0	0	-	0	-	0	-	0	-
	Public	0	0	-	0	-	0	-	0	-
By Sector	Private	13	15	15.4%	16	6.7%	10	-37.5%	20	100.0%
	Public	43	89	107.0%	84	-5.6%	60	-28.6%	18	-70.0%
Total		56	104	85.7%	100	-3.8%	70	-30.0%	38	-45.7%

35 - <40' Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy
Semi/full monocoque, unibody chassis construction	Private	13	7	-46.2%	5	-28.6%	3	-40.0%	3	0.0%
	Public	0	0	-	0	-	0	-	0	-
Body on chassis , body on frame or ladder type construction	Private	22	28	27.3%	27	-3.6%	4	-85.2%	0	-100.0%
	Public	0	2	-	0	-100.0%	0	-	0	-
By Sector	Private	35	35	0.0%	32	-8.6%	7	-78.1%	3	-57.1%
	Public	0	2	-	0	-100.0%	0	-	0	-
Total		35	37	5.7%	32	-13.5%	7	-78.1%	3	-57.1%

30 - <35' Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy
Semi/full monocoque, unibody chassis construction	Private	0	0	-	0	-	5	-	0	-100.0%
	Public	0	0	-	0	-	0	-	0	-
Body on chassis , body on frame or ladder type construction	Private	0	0	-	0	-	14	-	15	7.1%
	Public	0	0	-	0	-	1	-	0	-100.0%
By Sector	Private	0	0	-	0	-	19	-	15	-21.1%
	Public	0	0	-	0	-	1	-	0	-100.0%
Total		0	0	-	0	-	20	-	15	-25.0%

Total Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy
Semi/full monocoque, unibody chassis construction	Private	726	1,026	41.3%	1,182	15.2%	1,420	20.1%	1,396	-1.7%
	Public	383	347	-9.4%	348	0.3%	207	-40.5%	355	71.5%
Body on chassis , body on frame or ladder type construction	Private	22	28	27.3%	27	-3.6%	18	-33.3%	15	-16.7%
	Public	0	2	-	0	-100.0%	1	-	0	-100.0%
By Sector	Private	748	1,054	40.9%	1,209	14.7%	1,438	18.9%	1,411	-1.9%
	Public	383	349	-8.9%	348	-0.3%	208	-40.2%	355	70.7%
Total		1,131	1,403	24.0%	1,557	11.0%	1,646	5.7%	1,766	7.3%

Private Sector Sales *New Vehicles*

Length	Baggage storage	Semi/full monoqueue, unibody chassis construction, includes traditional style motorcoaches	Body on chassis , body on frame or ladder type construction (includes cutaway/minibus type vehicles)	Semi/full monoqueue, unibody chassis construction with low floor construction and no luggage capacity (transit style vehicle)	Total
45' +	Yes	438	0	0	438
40-<45'	Yes	2	0	0	2
35-<40	Yes	0	0	0	0
30 - <35	Yes	0	0	0	0
	Total	440	0	0	440

Public Sector Sales *New Vehicles*

Length	Baggage storage	Semi/full monoqueue, unibody chassis construction, includes traditional style motorcoaches	Body on chassis , body on frame or ladder type construction (includes cutaway/minibus type vehicles)	Semi/full monoqueue, unibody chassis construction with low floor construction and no luggage capacity (transit style vehicle)	Total
45' +	Yes	159	0	0	159
40-<45'	Yes	11	0	0	11
35-<40	Yes	0	0	0	0
30 - <35	Yes	0	0	0	0
	Total	170	0	0	170

Private Sector Sales *Pre-owned Vehicles*

Length	Baggage storage	Semi/full monoqueue, unibody chassis construction, includes traditional style motorcoaches	Body on chassis , body on frame or ladder type construction (includes cutaway/minibus type vehicles)	Semi/full monoqueue, unibody chassis construction with low floor construction and no luggage capacity (transit style vehicle)	Total
45' +	Yes	427	0	0	427
40-<45'	Yes	20	0	0	20
35-<40	Yes	5	0	0	5
30 - <35	Yes	7	1	0	8
	Total	459	1	0	460

Public Sector Sales *Pre-owned Vehicles*

Length	Baggage storage	Semi/full monoqueue, unibody chassis construction, includes traditional style motorcoaches	Body on chassis , body on frame or ladder type construction (includes cutaway/minibus type vehicles)	Semi/full monoqueue, unibody chassis construction with low floor construction and no luggage capacity (transit style vehicle)	Total
45' +	Yes	0	0	0	0
40-<45'	Yes	0	0	0	0
35-<40	Yes	0	0	0	0
30 - <35	Yes	0	0	0	0
	Total	0	0	0	0

Shell Sales

Total Shell Sales

21

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

Engines (new vehicle sales)

Size	Detroit/Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
13 litres or greater	65	52	172	0	0	0	289
11 - < 13 litres	65	229	0	0	0	0	294
8-< 11 Litres	0	48	0	0	0	0	48
< 8 Litres	0	0	0	0	0	0	0
Total	130	329	172	0	0	0	631

Transmission (new vehicle sales)

	Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
Automatic	576	55	0	0	0	0	631
Automated manual/Manual	0	0	0	0	0	0	0
Total	576	55	0	0	0	0	631

new 45' + Sales new

		2013Q1	2014Q1	yoy	2013Q2	2014Q2	yoy	2013Q3	2014Q3	yoy	2013Q4	2014Q4	yoy
Semi/full monocoque, unibody chassis construction	Private	268	243	-9.3%	363	408	12.4%	286	284	-0.7%	485	438	-9.7%
	Public	43	21	-51.2%	45	67	48.9%	13	90	592.3%	46	159	245.7%
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	268	243	-9.3%	363	408	12.4%	286	284	-0.7%	485	438	-9.7%
	Public	43	21	-51.2%	45	67	48.9%	13	90	592.3%	46	159	245.7%
Total		311	264	-15.1%	408	475	16.4%	299	374	25.1%	531	597	12.4%

pre-owned 45' + Sales

		2013Q1	2014Q1	yoy	2013Q2	2014Q2	yoy	2013Q3	2014Q3	yoy	2013Q4	2014Q4	yoy
Semi/full monocoque, unibody chassis construction	Private	190	213	12.1%	326	257	-21.2%	208	258	24.0%	187	427	128.3%
	Public	4	0	-100.0%	2	0	-100.0%	0	0	-	0	0	-
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	190	213	12.1%	326	257	-21.2%	208	258	24.0%	187	427	128.3%
	Public	4	0	-100.0%	2	0	-100.0%	0	0	-	0	0	-
Total		194	213	9.8%	328	257	-21.6%	208	258	24.0%	187	427	128.3%

new 40 - <45' Sales

		2013Q1	2014Q1	yoy	2013Q2	2014Q2	yoy	2013Q3	2014Q3	yoy	2013Q4	2014Q4	yoy
Semi/full monocoque, unibody chassis construction	Private	2	5	150.0%	4	5	25.0%	1	8	700.0%	3	2	-33.3%
	Public	20	1	-95.0%	5	5	0.0%	13	1	-92.3%	22	11	-50.0%
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	2	5	150.0%	4	5	25.0%	1	8	700.0%	3	2	-33.3%
	Public	20	1	-95.0%	5	5	0.0%	13	1	-92.3%	22	11	-50.0%
Total		22	6	-72.7%	9	10	11.1%	14	9	-35.7%	25	13	-48.0%

pre-owned 40 - <45' Sales

		2013Q1	2014Q1	yoy	2013Q2	2014Q2	yoy	2013Q3	2014Q3	yoy	2013Q4	2014Q4	yoy
Semi/full monocoque, unibody chassis construction	Private	3	9	200.0%	8	4	-50.0%	13	7	-46.2%	1	20	1900.0%
	Public	0	0	-	0	0	-	0	0	-	0	0	-
Body on chassis, body on frame or ladder type construction	Private	0	0	-	1	0	-100.0%	0	0	-	0	0	-
	Public	0	0	-	0	0	-	0	0	-	0	0	-
By Sector	Private	3	9	200.0%	9	4	-55.6%	13	7	-46.2%	1	20	1900.0%
	Public	0	0	-	0	0	-	0	0	-	0	0	-
Total		3	9	200.0%	9	4	-55.6%	13	7	-46.2%	1	20	1900.0%

new 35 - <40' Sales

		2013Q1	2014Q1	yoy	2013Q2	2014Q2	yoy	2013Q3	2014Q3	yoy	2013Q4	2014Q4	yoy
Semi/full monocoque, unibody chassis construction	Private	2	3	50.0%	0	0	-	0	0	-	1	0	-100.0%
	Public	0	0	-	0	0	-	0	0	-	0	0	-
Body on chassis, body on frame or ladder type construction	Private	0	0	-	4	0	-100.0%	0	0	-	0	0	-
	Public	0	0	-	0	0	-	0	0	-	0	0	-
By Sector	Private	2	3	50.0%	4	0	-100.0%	0	0	-	1	0	-100.0%
	Public	0	0	-	0	0	-	0	0	-	0	0	-
Total		2	3	50.0%	4	0	-100.0%	0	0	-	1	0	-100.0%

pre-owned 35 - <40' Sales

		2013Q1	2014Q1	yoy	2013Q2	2014Q2	yoy	2013Q3	2014Q3	yoy	2013Q4	2014Q4	yoy
Semi/full monocoque, unibody chassis construction	Private	1	3	200.0%	1	0	-100.0%	5	0	-100.0%	1	5	400.0%
	Public	0	0	-	0	0	-	0	0	-	0	0	-
Body on chassis, body on frame or ladder type construction	Private	7	0	-100.0%	3	0	-100.0%	0	0	-	0	0	-
	Public	0	0	-	0	0	-	0	0	-	0	0	-
By Sector	Private	8	3	-62.5%	4	0	-100.0%	5	0	-100.0%	1	5	400.0%
	Public	0	0	-	0	0	-	0	0	-	0	0	-
Total		8	3	-62.5%	4	0	-100.0%	5	0	-100.0%	1	5	400.0%

new 30 - <35' Sales

		2013Q1	2014Q1	yoy	2013Q2	2014Q2	yoy	2013Q3	2014Q3	yoy	2013Q4	2014Q4	yoy
Semi/full monoque, unibody chassis construction	Private	0	0	-	0	0	-	5	0	-100.0%	0	0	-
	Public	0	0	-	0	0	-	0	0	-	0	0	-
Body on chassis, body on frame or ladder type construction	Private	8	8	0.0%	0	5	-	0	2	-	6	0	-100.0%
	Public	1	0	-100.0%	0	0	-	0	0	-	0	0	-
By Sector	Private	8	8	0.0%	0	5	-	5	2	-60.0%	6	0	-100.0%
	Public	1	0	-100.0%	0	0	-	0	0	-	0	0	-
Total		9	8	-11.1%	0	5	-	5	2	-60.0%	6	0	-100.0%

pre-owned 30 - <35' Sales

		2013Q1	2014Q1	yoy	2013Q2	2014Q2	yoy	2013Q3	2014Q3	yoy	2013Q4	2014Q4	yoy
Semi/full monoque, unibody chassis construction	Private	0	0	-	0	0	-	0	9	-	0	7	-
	Public	0	0	-	0	0	-	0	0	-	0	0	-
Body on chassis, body on frame or ladder type construction	Private	0	0	-	0	0	-	1	14	1300.0%	3	1	-66.7%
	Public	0	0	-	0	0	-	0	0	-	0	0	-
By Sector	Private	0	0	-	0	0	-	1	23	2200.0%	3	8	166.7%
	Public	0	0	-	0	0	-	0	0	-	0	0	-
Total		0	0	-	0	0	-	1	23	2200.0%	3	8	166.7%

new Total Sales

		2013Q1	2014Q1	yoy	2013Q2	2014Q2	yoy	2013Q3	2014Q3	yoy	2013Q4	2014Q4	yoy
Semi/full monoque, unibody chassis construction	Private	272	251	-7.7%	367	413	12.5%	292	292	0.0%	489	440	-10.0%
	Public	63	22	-65.1%	50	72	44.0%	26	91	250.0%	68	170	150.0%
Body on chassis, body on frame or ladder type construction	Private	8	8	0.0%	4	5	25.0%	0	2	-	6	0	-100.0%
	Public	1	0	-100.0%	0	0	-	0	0	-	0	0	-
By Sector	Private	280	259	-7.5%	371	418	12.7%	292	294	0.7%	495	440	-11.1%
	Public	64	22	-65.6%	50	72	44.0%	26	91	250.0%	68	170	150.0%
Total		344	281	-18.3%	421	490	16.4%	318	385	21.1%	563	610	8.3%

pre-owned Total Sales

		2013Q1	2014Q1	yoy	2013Q2	2014Q2	yoy	2013Q3	2014Q3	yoy	2013Q4	2014Q4	yoy
Semi/full monoque, unibody chassis construction	Private	194	225	16.0%	335	261	-22.1%	226	274	21.2%	189	459	142.9%
	Public	4	0	-100.0%	2	0	-100.0%	0	0	-	0	0	-
Body on chassis, body on frame or ladder type construction	Private	7	0	-100.0%	4	0	-100.0%	1	14	1300.0%	3	1	-66.7%
	Public	0	0	-	0	0	-	0	0	-	0	0	-
By Sector	Private	201	225	11.9%	339	261	-23.0%	227	288	26.9%	192	460	139.6%
	Public	4	0	-100.0%	2	0	-100.0%	0	0	-	0	0	-
Total		205	225	9.8%	341	261	-23.5%	227	288	26.9%	192	460	139.6%