

New 45' + Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy	2019	yoy	2020	yoy	2021	yoy	2022	yoy	2023	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%	378	-75.9%	475	25.7%	657	38.3%	240	-63.5%
	Public	0	70	0.0%	20	-71.4%	147	635.0%	337	129.3%	513	52.2%	364	-29.0%	425	16.8%	429	0.9%	360	-16.1%	333	-7.5%	540	62.2%	400	-25.9%	103	-74.3%
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	-
	Public	0	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-
By Sector	Private	435	697	60.2%	790	13.3%	1,316	66.6%	1,326	0.8%	1,468	10.7%	1,553	5.8%	1,682	8.3%	1,702	1.2%	1,570	-7.8%	378	-75.9%	475	25.7%	657	38.3%	240	-63.5%
	Public	0	70	0.0%	20	-71.4%	147	635.0%	337	129.3%	513	52.2%	364	-29.0%	425	16.8%	429	0.9%	360	-16.1%	333	-7.5%	540	62.2%	400	-25.9%	103	-74.3%
Total		435	767	76.3%	810	5.6%	1,463	80.6%	1,663	13.7%	1,981	19.1%	1,917	-3.2%	2,107	9.9%	2,131	1.1%	1,930	-9.4%	711	-63.2%	1,015	42.8%	1,057	4.1%	343	-67.5%

New 40 - <45' Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy	2019	yoy	2020	yoy	2021	yoy	2022	yoy	2023	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%	75	2400.0%	0	-100.0%	0	#DIV/0!	0	#DIV/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%	35	34.6%	29	-17.1%	19	-34.5%	3	-84.2%
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%	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	-
By Sector	Private	23	9	-60.9%	9	0.0%	14	55.6%	21	50.0%	37	76.2%	21	-43.2%	19	-9.5%	10	-47.4%	3	-70.0%	75	2400.0%	0	-100.0%	0	#DIV/0!	0	#DIV/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%	35	34.6%	29	-17.1%	19	-34.5%	3	-84.2%
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%	110	279.3%	29	-73.6%	19	-34.5%	3	-84.2%

New 30 - <40' Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy	2019	yoy	2020	yoy	2021	yoy	2022	yoy	2023	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%	58	-68.3%	60	3.4%	113	88.3%	32	-71.7%
	Public	0	0	-	12	-	0	-100.0%	0	-	0	-	0	-	0	-	0	-	1	-	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%	0	0.0%	0	0.0%	15	0.0%	0	-100.0%	0	0.0%	0	0.0%
	Public	0	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-
By Sector	Private	36	37	2.8%	32	-13.5%	27	-15.6%	32	18.5%	44	37.5%	150	240.9%	123	-18.0%	118	-4.1%	183	55.1%	73	-60.1%	60	-17.8%	113	88.3%	32	-71.7%
	Public	0	0	-	12	-	0	-100.0%	0	-	0	-	0	-	0	-	0	-	1	-	0	-	0	-	0	-	0	-
Total		36	37	2.8%	44	18.9%	27	-38.6%	32	18.5%	44	37.5%	150	240.9%	123	-18.0%	118	-4.1%	184	55.9%	73	-60.3%	60	-17.8%	113	88.3%	32	-71.7%

New

Total Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy	2019	yoy	2020	yoy	2021	yoy	2022	yoy	2022	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%	511	-70.9%	535	4.7%	770	43.9%	272	-64.7%
	Public	0	70	0.0%	32	-54.3%	207	546.9%	355	71.5%	542	52.7%	417	-23.1%	455	9.1%	449	-1.3%	387	-13.8%	368	-4.9%	569	54.6%	419	-26.4%	106	-74.7%
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%	15	0.0%	0	-100.0%	0	0.0%	0	0.0%
	Public	0	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-
By Sector	Private	494	743	50.4%	831	11.8%	1,357	63.3%	1,379	1.6%	1,549	12.3%	1,724	11.3%	1,824	5.8%	1,830	0.3%	1,756	-4.0%	526	-70.0%	535	1.7%	770	43.9%	272	-64.7%
	Public	0	70	0.0%	32	-54.3%	207	546.9%	355	71.5%	542	52.7%	417	-23.1%	455	9.1%	449	-1.3%	387	-13.8%	368	-4.9%	569	54.6%	419	-26.4%	106	-74.7%
<b>Total</b>		494	813	64.6%	863	6.2%	1,564	81.2%	1,734	10.9%	2,091	20.6%	2,141	2.4%	2,279	6.4%	2,279	0.0%	2,143	-6.0%	894	-58.3%	1,104	23.5%	1,189	7.7%	378	-68.2%

Pre-owned

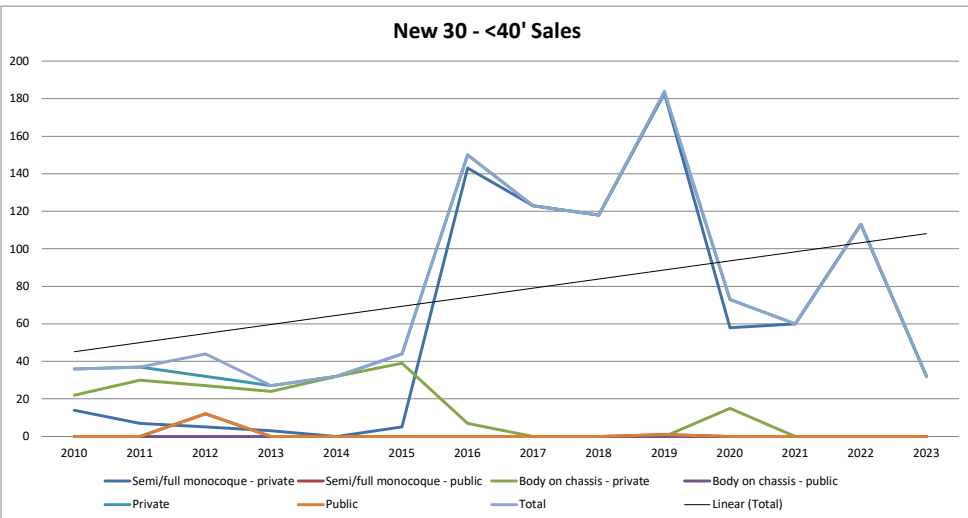
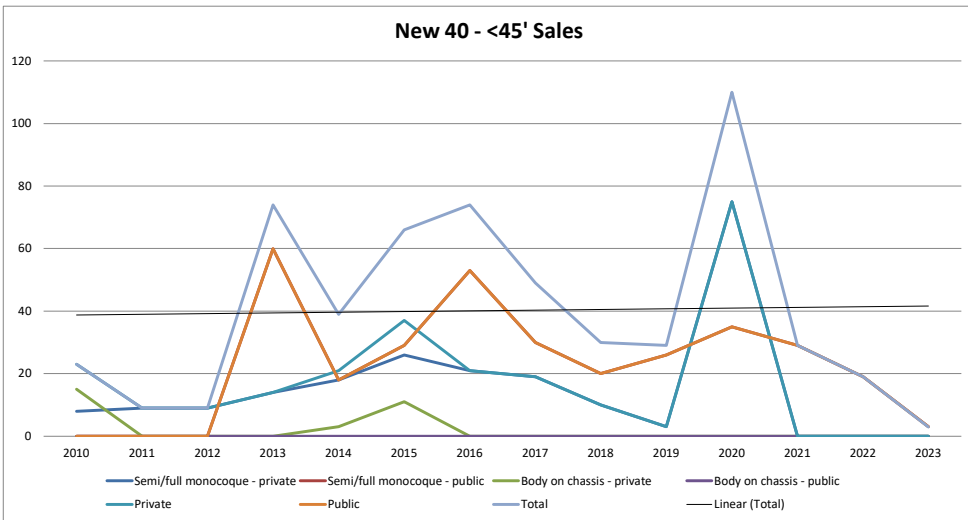
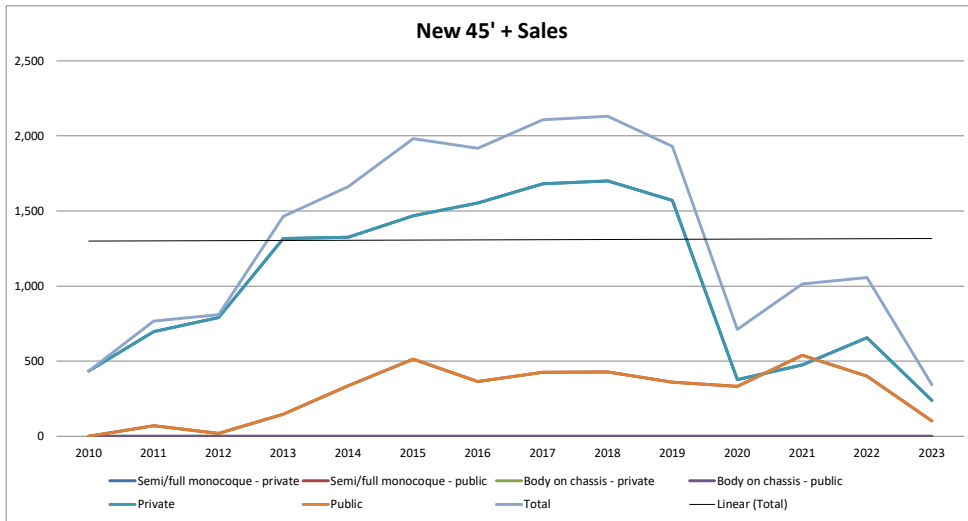
Total Sales

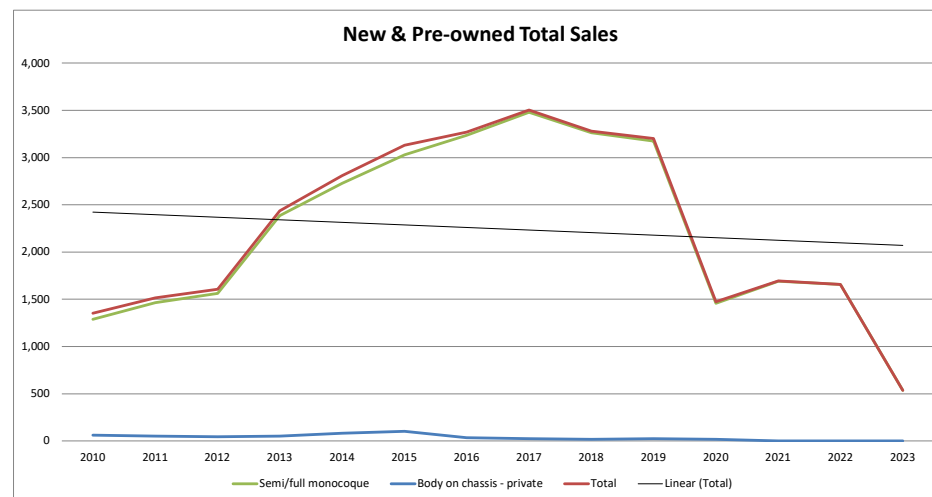
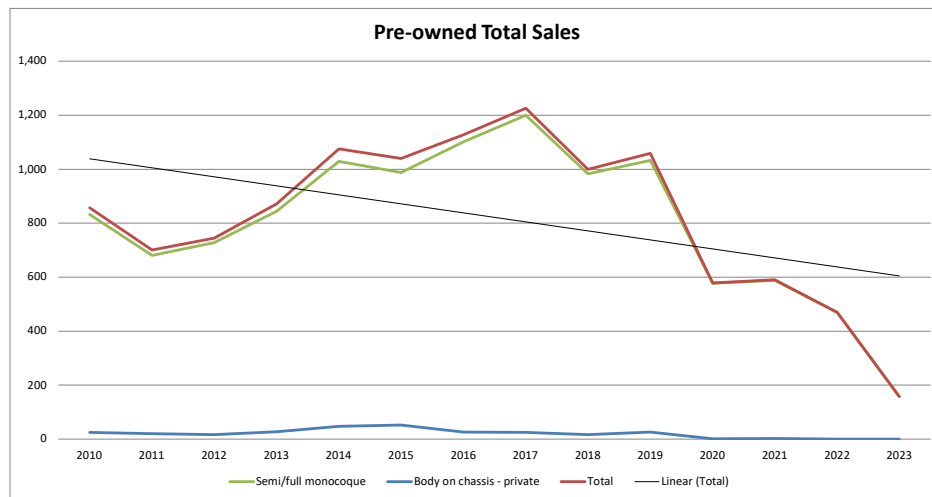
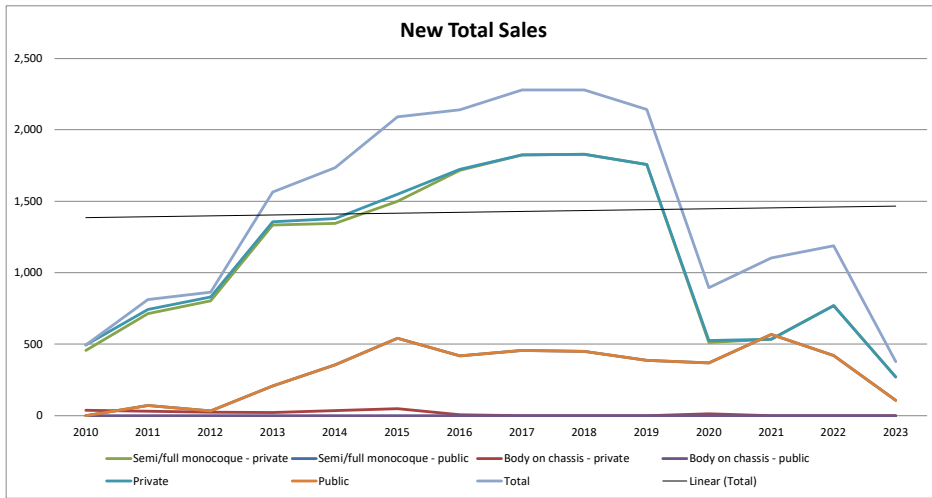
		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy	2019	yoy	2020	yoy	2021	yoy	2022	yoy	2022	yoy
Semi/full monocoque, unibody chassis construction		832	681	-18.1%	728	6.9%	844	15.9%	1,029	21.9%	988	-4.0%	1,102	11.5%	1,200	8.9%	983	-18.1%	1,033	5.1%	578	-44.0%	588	1.7%	469	-20.2%	157	-66.5%
Body on chassis, body on frame or ladder type construction		25	20	-20.0%	17	-15.0%	27	58.8%	47	74.1%	52	10.6%	26	-50.0%	25	-3.8%	17	-32.0%	26	52.9%	1	-96.2%	2	100.0%	0	-100.0%	0	#DIV/0!
<b>Total</b>		857	701	-18.2%	745	6.3%	871	16.9%	1,076	23.5%	1,040	-3.3%	1,128	8.5%	1,225	8.6%	1,000	-18.4%	1,059	5.9%	579	-45.3%	590	1.9%	469	-20.5%	157	-66.5%

New & Pre-owned

Total Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy	2019	yoy	2020	yoy	2021	yoy	2022	yoy	2022	yoy
Semi/full monocoque, unibody chassis construction		1,289	1,464	13.6%	1,564	6.8%	2,384	52.4%	2,728	14.4%	3,029	11.0%	3,236	6.8%	3,479	7.5%	3,262	-6.2%	3,176	-2.6%	1,457	-54.1%	1,692	16.1%	1,658	-2.0%	535	-67.7%
Body on chassis, body on frame or ladder type construction		62	50	-19.4%	44	-12.0%	51	15.9%	82	60.8%	102	24.4%	33	-67.6%	25	-24.2%	17	-32.0%	26	52.9%	16	-38.5%	2	-87.5%	0	-100.0%	0	#DIV/0!
<b>Total</b>		1,351	1,514	12.1%	1,608	6.2%	2,435	51.4%	2,810	15.4%	3,131	11.4%	3,269	4.4%	3,504	7.2%	3,279	-6.4%	3,202	-2.3%	1,473	-54.0%	1,694	15.0%	1,658	-2.1%	535	-67.7%







New Total Sales

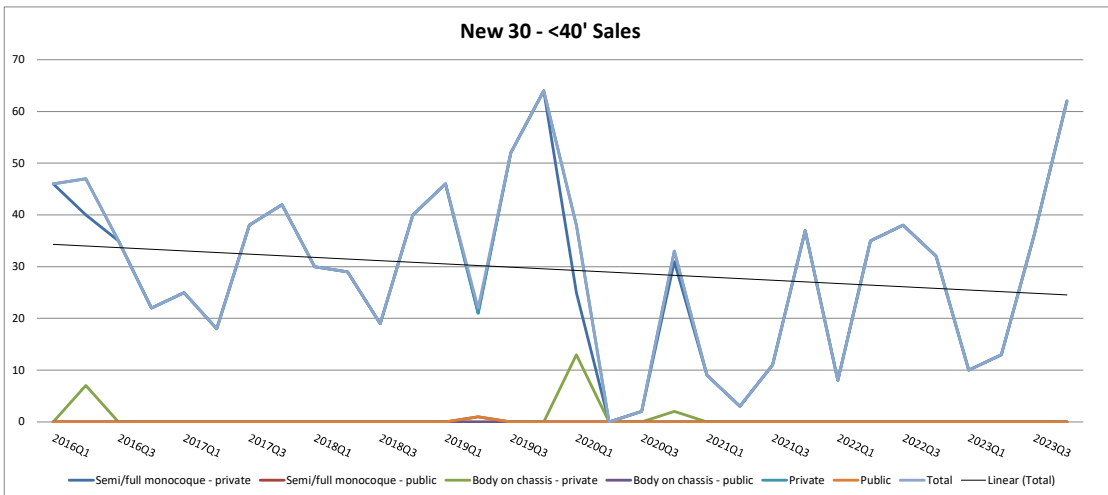
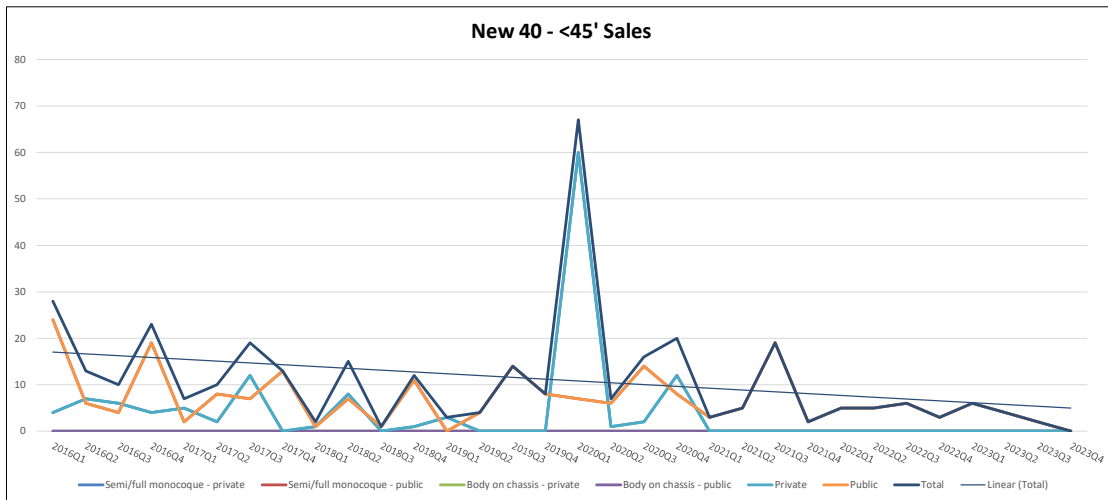
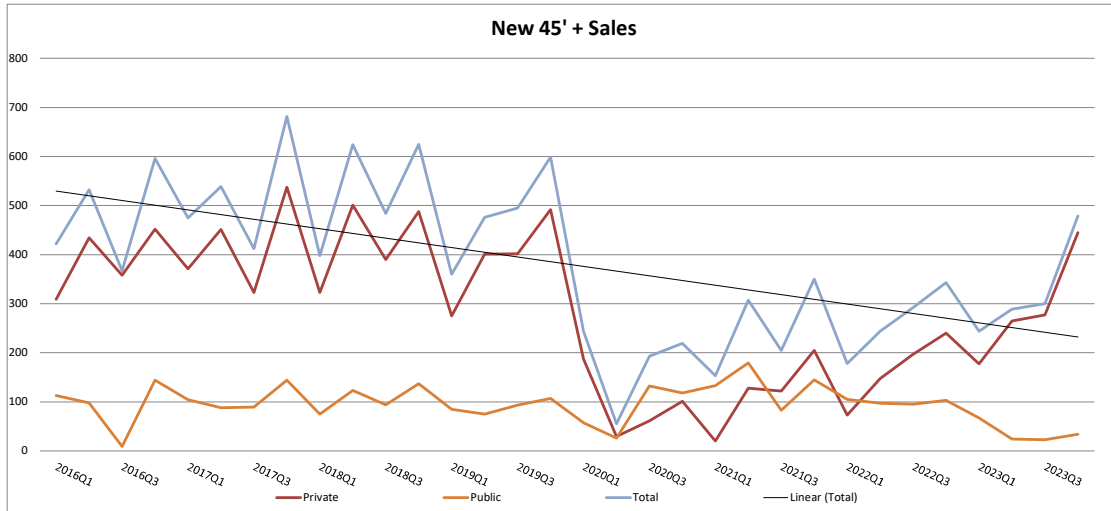
	2019Q1	2020Q1	qoq	2019Q3	2020Q2	qoq	2019Q3	2020Q3	qoq	2019Q4	2020Q4	qoq	2020Q1	2021Q1	qoq	2020Q2	2021Q2	qoq	2020Q3	2021Q3	qoq	2020Q4	2021Q4	qoq	2021Q1	2023Q1	qoq	2022Q2	2023Q2	qoq	2022Q3	2023Q3	qoq	2022Q4	2023Q4	qoq															
Semi/full monocoque, unibody chassis construction	324	272	-16.0%	422	30	-92.9%	454	65	85.7%	656	144	-74.1%	272	29	-89.3%	30	131	336.7%	65	133	104.6%	144	242	68.1%	29	81	179.3%	131	182	38.9%	133	235	76.7%	242	272	12.4%	81	187	130.9%	182	278	52.7%	235	313	33.2%	272	507	86.4%			
Body on chassis, body on frame or ladder type construction	85	64	-24.7%	80	32	-60.0%	107	146	36.4%	115	126	9.6%	64	136	112.5%	32	184	475.0%	146	102	-30.1%	126	147	16.7%	136	147	7.3%	184	180	-2.2%	184	102	-44.6%	102	101	-1.0%	147	106	-27.9%	110	73	-33.6%	102	28	-72.5%	101	25	-75.2%	106	34	-67.9%
By Sector	324	285	-12.0%	422	30	-92.9%	454	65	85.7%	556	146	-73.7%	285	29	-89.8%	30	131	336.7%	65	133	104.6%	146	242	65.8%	29	81	179.3%	131	182	38.9%	133	235	76.7%	242	272	12.4%	81	187	130.9%	182	278	52.7%	235	313	33.2%	272	507	86.4%			
Total	409	349	-14.7%	502	62	-87.6%	561	211	82.4%	871	272	-69.5%	349	165	-52.7%	62	315	408.1%	211	235	11.4%	272	389	43.0%	165	191	15.8%	315	284	-9.8%	235	336	43.0%	389	378	-2.8%	191	260	36.1%	284	306	7.7%	336	338	0.6%	378	541	43.1%			

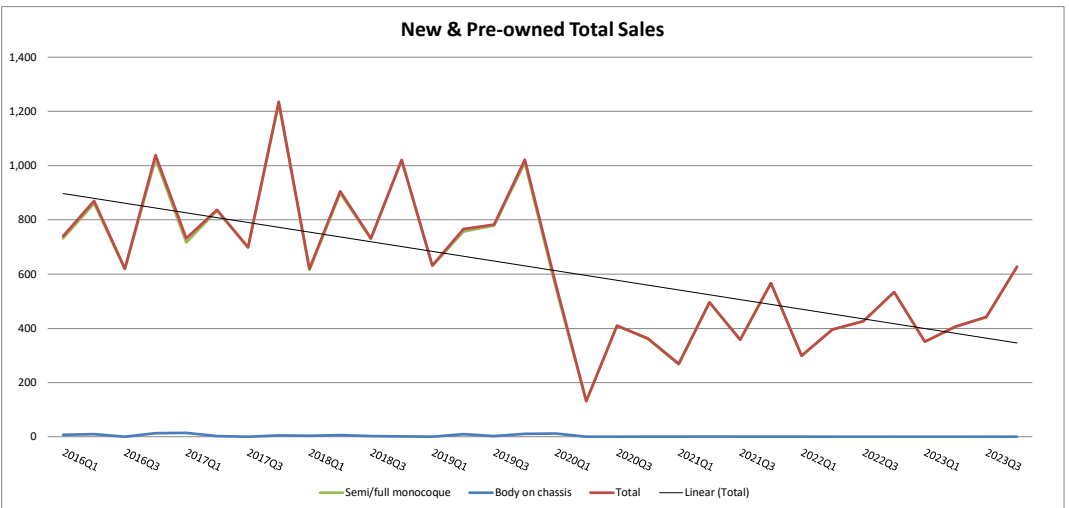
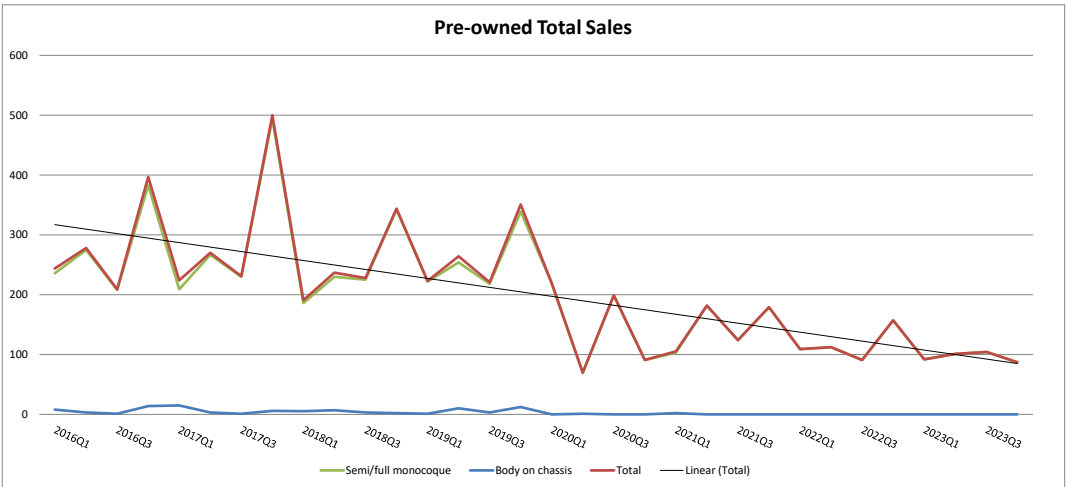
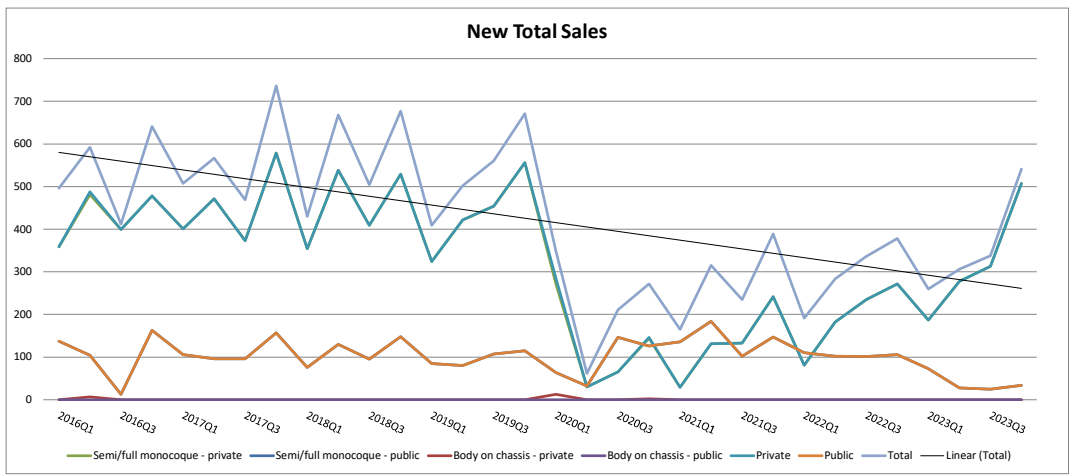
Pre-owned Total Sales

	2019Q1	2020Q1	qoq	2019Q3	2020Q2	qoq	2019Q3	2020Q3	qoq	2019Q4	2020Q4	qoq	2020Q1	2021Q1	qoq	2020Q2	2021Q2	qoq	2020Q3	2021Q3	qoq	2020Q4	2021Q4	qoq	2021Q1	2023Q1	qoq	2022Q2	2023Q2	qoq	2022Q3	2023Q3	qoq	2022Q4	2023Q4	qoq												
Semi/full monocoque, unibody chassis construction	222	219	-1.4%	254	69	-72.8%	218	199	-8.7%	339	91	-73.2%	219	103	-53.0%	69	182	163.8%	199	124	-37.7%	91	179	96.7%	103	109	5.8%	182	112	-38.5%	124	91	-26.6%	179	157	-12.3%	109	92	-15.6%	112	101	-9.8%	91	104	14.3%	157	87	-44.6%
Body on chassis, body on frame or ladder type construction	1	0	-100.0%	10	1	-90.0%	3	0	-100.0%	12	0	-100.0%	0	2	200.0%	1	0	-100.0%	0	0	200.0%	0	0	200.0%	2	0	-100.0%	2	0	-100.0%	0	0	200.0%	0	0	200.0%	0	0	200.0%	0	0	200.0%	0	0	200.0%	0	0	200.0%
Total	223	219	-1.8%	264	70	-73.5%	221	199	-10.0%	351	91	-74.1%	219	105	-52.1%	70	182	160.0%	199	124	-37.7%	91	179	96.7%	105	109	3.8%	182	112	-38.5%	124	91	-26.6%	179	157	-12.3%	109	92	-15.6%	112	101	-9.8%	91	104	14.3%	157	87	-44.6%

New & Pre-owned Total Sales

	2019Q1	2020Q1	qoq	2019Q3	2020Q2	qoq	2019Q3	2020Q3	qoq	2019Q4	2020Q4	qoq	2020Q1	2021Q1	qoq	2020Q2	2021Q2	qoq	2020Q3	2021Q3	qoq	2020Q4	2021Q4	qoq	2021Q1	2023Q1	qoq	2022Q2	2023Q2	qoq	2022Q3	2023Q3	qoq	2022Q4	2023Q4	qoq												
Semi/full monocoque, unibody chassis construction	631	555	-12.0%	756	131	-82.7%	779	410	-47.4%	1,010	361	-64.3%	555	268	-51.7%	131	497	279.4%	410	359	-12.4%	361	568	57.3%	268	300	11.9%	497	396	-20.3%	359	427	18.9%	568	535	-5.8%	300	352	17.3%	396	407	2.8%	427	442	3.5%	535	628	17.4%
Body on chassis, body on frame or ladder type construction	1	13	1200.0%	10	1	-90.0%	3	0	-100.0%	12	2	-83.3%	13	2	-84.6%	1	0	-100.0%	0	0	0.0%	2	0	-100.0%	2	0	-100.0%	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	632	568	-10.1%	766	132	-82.6%	782	410	-47.6%	1,022	363	-64.5%	568	270	-52.5%	132	497	276.5%	410	359	-12.4%	363	568	56.5%	270	300	11.1%	497	396	-20.3%	359	427	18.9%	568	535	-5.8%	300	352	17.3%	396	407	2.8%	427	442	3.5%	535	628	17.4%







**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	25	13	38
	<b>Total</b>	<b>272</b>	<b>13</b>	<b>285</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>
219	0	219

**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	212	112	0	0	0	357

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
348	0	0	9	0	0	357

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	327	214	541
Canada	22	5	27
Other	0	0	0
<b>Total</b>	<b>349</b>	<b>219</b>	<b>568</b>

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	264	145	409
Other Countries	85	74	159
<b>Total</b>	<b>349</b>	<b>219</b>	<b>568</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>	30	0	30

**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	53	10	0	0	0	64

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
64	0	0	0	0	0	64

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	52	64	116
Canada	10	6	16
Other	0	0	0
<u>Total</u>	62	70	132

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	58	49	107
Other Countries	4	21	25
<u>Total</u>	62	70	132

**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	2	0	2
<u>Total</u>		65	0	65

**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>		146	0	146

**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>
199	0	199

**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	183	32	0	0	0	216

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
216	0	0	0	0	0	216

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	183	176	359
Canada	28	23	51
Other	0	0	0
<u>Total</u>	211	199	410

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	195	126	321
Other Countries	16	73	89
<u>Total</u>	211	199	410

**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	31	2	33
	<b>Total</b>	<b>144</b>	<b>2</b>	<b>146</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>126</b>	<b>0</b>	<b>126</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>
91	0	91

**Shell Sales**

Total Shell Sales

11
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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
8	0	211	64	0	0	0	283

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
279	0	0	0	4	0	283

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	265	80	345
Canada	7	11	18
Other	0	0	0
<b>Total</b>	<b>272</b>	<b>91</b>	<b>363</b>

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	246	57	303
Other Countries	26	34	60
<b>Total</b>	<b>272</b>	<b>91</b>	<b>363</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	9	0	9
<u>Total</u>		29	0	29

**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	3	0	3
30 - <40'	Yes	0	0	0
<u>Total</u>		136	0	136

**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>
103	2	105

**Shell Sales**

Total Shell Sales

1
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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
9	0	126	31	0	0	0	166

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
166	0	0	0	0	0	166

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	161	94	255
Canada	4	11	15
Other	0	0	0
<u>Total</u>	165	105	270

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	149	63	212
Other Countries	16	42	58
<u>Total</u>	165	105	270

**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	0	0	0
30 - <40'	Yes	3	0	3
	<b>Total</b>	<b>131</b>	<b>0</b>	<b>131</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	5	0	5
30 - <40'	Yes	0	0	0
	<b>Total</b>	<b>184</b>	<b>0</b>	<b>184</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>
182	0	182

**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
35	0	189	100	0	0	0	324

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
321	0	0	3	0	0	324

**Sales By Market**

<b>Market</b>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<b>Total</b>
United States	303	170	473
Canada	12	12	24
Other	0	0	0
<b>Total</b>	<b>315</b>	<b>182</b>	<b>497</b>

**Source of Vehicles**

<b>Source</b>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<b>Total</b>
United States & Canada	268	102	370
Other Countries	47	80	127
<b>Total</b>	<b>315</b>	<b>182</b>	<b>497</b>

**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	122	
40 - <45' Yes	0	0	<b>0</b>	
30 - <40' Yes	11	0	<b>11</b>	
<b>Total</b>	<b>133</b>	<b>0</b>	<b>133</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	83	
40 - <45' Yes	19	0	<b>19</b>	
30 - <40' Yes	0	0	<b>0</b>	
<b>Total</b>	<b>102</b>	<b>0</b>	<b>102</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>
124	0	<b>124</b>

**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
9	0	139	104	0	0	0	252

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
250	0	0	2	0	0	252

**Sales By Market**

<b>Market</b>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<b>Total</b>
	United States	230	
Canada	5	6	<b>11</b>
Other	0	0	<b>0</b>
<b>Total</b>	<b>235</b>	<b>124</b>	<b>359</b>

**Source of Vehicles**

<b>Source</b>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<b>Total</b>
	United States & Canada	211	
Other Countries	24	61	<b>85</b>
<b>Total</b>	<b>235</b>	<b>124</b>	<b>359</b>

American Bus Association Foundation  
 Coach Manufacturer Survey  
 Quarterly Survey  
 Results For: **Q2-2023**  
 Respondents: **4**

**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	13	0	13
	<b>Total</b>	<b>278</b>	<b>0</b>	<b>278</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	0	0	0
	<b>Total</b>	<b>28</b>	<b>0</b>	<b>28</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>
101	0	101

**Shell Sales**

Total Shell Sales

19

*(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
18	0	168	117	0	3	0	306

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
303	0	0	0	3	0	306

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	231	97	328
Canada	75	4	79
Other	0	0	0
<b>Total</b>	<b>306</b>	<b>101</b>	<b>407</b>

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	215	40	255
Other Countries	91	61	152
<b>Total</b>	<b>306</b>	<b>101</b>	<b>407</b>



**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	0	0	0
30 - <40'	Yes	36	0	36
	<b>Total</b>	<b>313</b>	<b>0</b>	<b>313</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	2	0	2
30 - <40'	Yes	0	0	0
	<b>Total</b>	<b>25</b>	<b>0</b>	<b>25</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>
104	0	104

**Shell Sales**

Total Shell Sales

38
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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
0	0	238	98	0	2	0	338

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
336	0	0	0	2	0	338

**Sales By Market**

<b>Market</b>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<b>Total</b>
	United States	300	
Canada	38	2	40
Other	0	0	0
<b>Total</b>	<b>338</b>	<b>104</b>	<b>442</b>

**Source of Vehicles**

<b>Source</b>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<b>Total</b>
	United States & Canada	224	
Other Countries	114	78	192
<b>Total</b>	<b>338</b>	<b>104</b>	<b>442</b>

American Bus Association Foundation  
 Coach Manufacturer Survey  
 Quarterly Survey  
 Results For: **Q4-2023**  
 Respondents: **4**

**Private Sector Sales**

*New Vehicles*

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody	Body on chassis, body on frame	<u>Total</u>
		chassis construction	or ladder type construction	
45' +	Yes	445	0	445
40 - <45'	Yes	0	0	0
30 - <40'	Yes	62	0	62
<b>Total</b>		<b>507</b>	<b>0</b>	<b>507</b>

**Public Sector Sales**

*New Vehicles*

<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody	Body on chassis, body on frame	<u>Total</u>
		chassis construction	or ladder type construction	
45' +	Yes	34	0	34
40 - <45'	Yes	0	0	0
30 - <40'	Yes	0	0	0
<b>Total</b>		<b>34</b>	<b>0</b>	<b>34</b>

**Pre-owned Vehicle Sales** *Pre-owned Vehicles*

Semi/full monocoque, unibody	Body on chassis, body on frame	<u>Total</u>
chassis construction	or ladder type construction	
87	0	87

**Shell Sales**

Total Shell Sales

0
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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
0	0	327	180	0	0	0	507

**Transmission (new vehicle sales)**

Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
507	0	0	0	0	0	507

**Sales By Market**

<u>Market</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States	436	85	521
Canada	71	2	73
Other	0	0	0
<b>Total</b>	<b>507</b>	<b>87</b>	<b>594</b>

**Source of Vehicles**

<u>Source</u>	<i>New Vehicles</i>	<i>Pre-Owned Vehicles</i>	<u>Total</u>
United States & Canada	295	39	334
Other Countries	212	48	260
<b>Total</b>	<b>507</b>	<b>87</b>	<b>594</b>