Coach Manufacturer Survey

Historical Trends

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   |
|---|---------|------|------|-------|------|--------|-------|--------|-------|--------|-------|-------|-------|--------|-------|-------|-------|------|-------|--------|------|--------|-------|-------|
|   | 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% |
| Semi/full monocoque, unibody<br>chassis construction          | 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% |
|   | Private | 0    | 0    |       | 0    | -      | 0     | -      | 0     | _      | 0     | _     | 0     | _      | 0     | -     | 0     | _    | 0     | _      | 0    | _      | 0     | -     |
| Body on chassis, body on frame or<br>ladder type construction | Public  | 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% |
| _, 5600   | 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% |
| 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% |

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     |
|--|---------|------|------|---------|------|------|------|--------|------|--------|------|--------|------|---------|------|--------|------|--------|------|--------|------|---------|------|---------|
|  | 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% |
| Semi/full monocoque, unibody<br>chassis construction         | 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%  |
|  | 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%    |
| Body on chassis, body on frame o<br>ladder type construction | Public  | 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% |
| by sector  | 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%  |
| 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%  |

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     |
|---|---------|------|------|--------|------|--------|------|---------|------|---------|------|-------|------|---------|------|---------|------|-------|------|-------|------|--------|------|---------|
|   | 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%    |
| Semi/full monocoque, unibody<br>chassis construction          | Public  | 0    | 0    |        | 12   |        | 0    | -100.0% | 0    |         | 0    |       | 0    |         | 0    |         | 0    | _     | 1    |       | 0    |        | 0    |         |
|   | 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% |
| Body on chassis, body on frame or<br>ladder type construction | Public  | 0    | 0    | -      | 0    | -      | 0    |         | 0    | -       | 0    | -     | 0    | -       | 0    | -       | 0    | -     | 0    | -     | 0    | -      | 0    |         |
|   | 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%  |
| By Sector   | Public  | 0    | 0    | -      | 12   |        | 0    | -100.0% | 0    | -       | 0    |       | 0    |         | 0    |         | 0    |       | 1    |       | 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%  |

## lew Total Sales

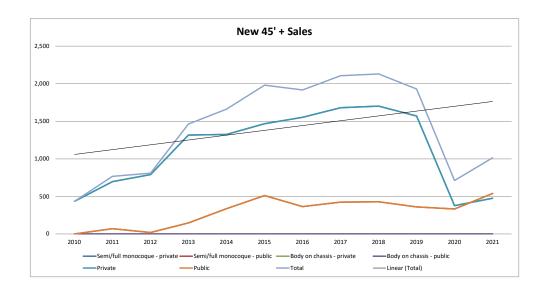
|   |         | 2010 | 2011 | yoy    | 2012 | yoy    | 2013  | yoy    | 2014  | yoy   | 2015  | yoy   | 2016  | yoy    | 2017  | yoy     | 2018  | yoy   | 2019  | yoy    | 2020 | yoy    | 2021  | yoy     |
|---|---------|------|------|--------|------|--------|-------|--------|-------|-------|-------|-------|-------|--------|-------|---------|-------|-------|-------|--------|------|--------|-------|---------|
|   | 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%    |
| Semi/full monocoque, unibody<br>chassis construction          | 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%   |
|   | 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% |
| Body on chassis, body on frame or<br>ladder type construction | Public  | 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%    |
| Sy Sector   | 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%   |
| 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%  | 894  | -58.3% | 1,104 | 23.5%   |

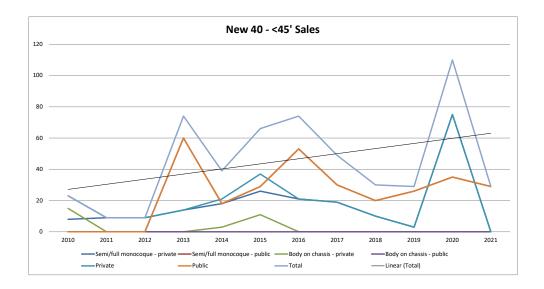
## Pre-owned Total Sales

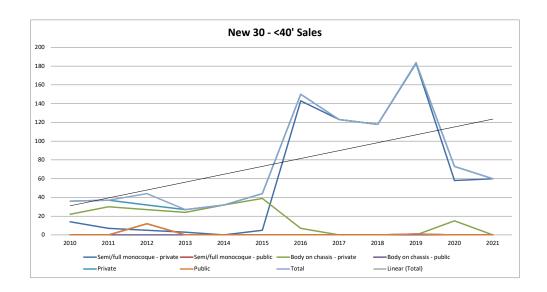
|                                   | 2010 | 2011 | yoy    | 2012 | yoy    | 2013 | yoy   | 2014  | yoy   | 2015  | yoy   | 2016  | yoy    | 2017  | yoy   | 2018  | yoy    | 2019  | yoy   | 2020 | yoy    | 2021 | yoy    |
|-----------------------------------|------|------|--------|------|--------|------|-------|-------|-------|-------|-------|-------|--------|-------|-------|-------|--------|-------|-------|------|--------|------|--------|
| 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%   |
| 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% |
|                                   |      |      |        |      |        |      |       |       |       |       |       |       |        |       |       |       |        |       |       |      |        |      |        |
| 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%  | 579  | -45.3% | 590  | 1.9%   |

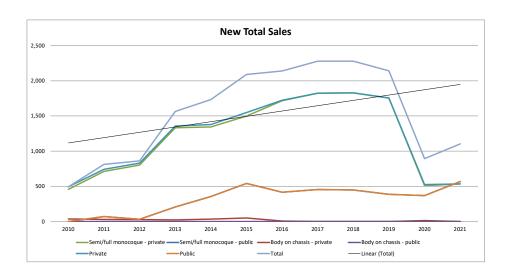
## New & Pre-owned Total Sales

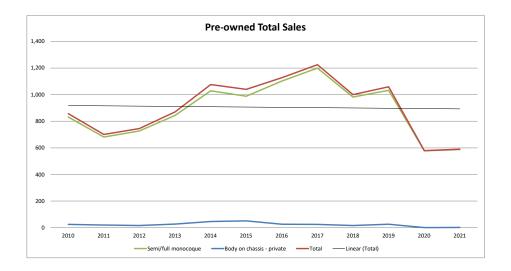
|                                   | 2010  | 2011  | yoy    | 2012  | yoy    | 2013  | yoy   | 2014  | yoy   | 2015  | yoy   | 2016  | yoy    | 2017  | yoy    | 2018  | yoy    | 2019  | yoy   | 2020  | yoy    | 2021  | yoy    |
|-----------------------------------|-------|-------|--------|-------|--------|-------|-------|-------|-------|-------|-------|-------|--------|-------|--------|-------|--------|-------|-------|-------|--------|-------|--------|
| 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%  |
| 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% |
|                                   |       |       |        |       |        |       |       |       |       |       |       |       |        |       |        |       |        |       |       |       |        |       |        |
| 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% | 1,473 | -54.0% | 1,694 | 15.0%  |

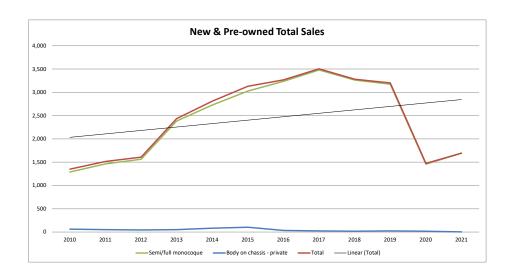












Coach Manufacturer Survey

45' + Sales

| New | 45'+ | - 291 |
|-----|------|-------|
|     |      |       |

|                                | 2019Q1 | 2020Q1 | gog    | 2019Q2 | 2020Q2 | gog    | 2019Q3 | 2020Q3 | qoq    | 2019Q4 | 2020Q4 | qoq    | 2020Q1 | 2021Q1 | qoq    | 2020Q2 | 2021Q2 | qoq    | 2020Q3 | 2021Q3 | qoq    | 2020Q4 | 2021Q4 | gog    | 2021Q1 | 2022Q1 | qoq    |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |
|                                | 275    | 187    | -32.0% | 401    | 29     | -92.8% | 402    | 61     | -84.8% | 492    | 101    | -79.5% | 187    | 20     | -89.3% | 29     | 128    | 341.4% | 61     | 122    | 100.0% | 101    | 205    | 103.0% | 20     | 73     | 265.0% |
| Semi/full monocoque, unibody   |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |
| chassis construction           | 85     | 57     | -32.9% | 75     | 26     | -65.3% | 93     | 132    | 41.9%  | 107    | 118    | 10.3%  | 57     | 133    | 133.3% | 26     | 179    | 588.5% | 132    | 83     | -37.1% | 118    | 145    | 22.9%  | 133    | 105    | -21.1% |
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |
|                                | 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    | 0      | 0      | -      | 0      | 0      | -      | 0      | 0      | -      | 0      | 0      | -      | 0      | 0      | -      | 0      | 0      | -      | 0      | 0      | -      | 0      | 0      | -      | 0      | 0      | -      |
| By Sector                      | 275    | 187    | -32.0% | 401    | 29     | -92.8% | 402    | 61     | -84.8% | 492    | 101    | -79.5% | 187    | 20     | -89.3% | 29     | 128    | 341.4% | 61     | 122    | 100.0% | 101    | 205    | 103.0% | 20     | 73     | 265.0% |
|                                | 85     | 57     | -32.9% | 75     | 26     | -65.3% | 93     | 132    | 41.9%  | 107    | 118    | 10.3%  | 57     | 133    | 133.3% | 26     | 179    | 588.5% | 132    | 83     | -37.1% | 118    | 145    | 22.9%  | 133    | 105    | -21.1% |
| Total                          | 360    | 244    | -32.2% | 476    | 55     | -88.4% | 495    | 193    | -61.0% | 599    | 219    | -63.4% | 244    | 153    | -37.3% | 55     | 307    | 458.2% | 193    | 205    | 6.2%   | 219    | 350    | 59.8%  | 153    | 178    | 16.3%  |

New 40 - <45' Sales

|                                | 2019Q1 | 2020Q1 | qoq     | 2019Q2 | 2020Q2 | qoq   | 2019Q3 | 2020Q3 | qoq   | 2019Q4 | 2020Q4 | qoq    | 2020Q1 | 2021Q1 | qoq     | 2020Q2 | 2021Q2 | qoq     | 2020Q3 | 2021Q3 | qoq     | 2020Q4 | 2021Q4 | gog     | 2021Q1 | 2022Q1 | qoq   |
|--------------------------------|--------|--------|---------|--------|--------|-------|--------|--------|-------|--------|--------|--------|--------|--------|---------|--------|--------|---------|--------|--------|---------|--------|--------|---------|--------|--------|-------|
|                                |        |        |         |        |        |       |        |        |       |        |        |        |        |        |         |        |        |         |        |        |         |        |        |         |        |        |       |
|                                | 3      | 60     | 0.0%    | 0      | 1      | 0.0%  | 0      | 2      | 0.0%  | 0      | 12     | 0.0%   | 60     | 0      | -100.0% | 1      | 0      | -100.0% | 2      | 0      | -100.0% | 12     | 0      | -100.0% | 0      | 0      | 0.0%  |
| Semi/full monocoque, unibody   |        |        |         |        |        |       |        |        |       |        |        |        |        |        |         |        |        |         |        |        |         |        |        |         |        |        |       |
| chassis construction           | 0      | 7      | 0.0%    | 4      | 6      | 50.0% | 14     | 14     | 0.0%  | 8      | 8      | 0.0%   | 7      | 3      | -57.1%  | 6      | 5      | -16.7%  | 14     | 19     | 35.7%   | 8      | 2      | -75.0%  | 3      | 5      | 66.7% |
|                                |        |        |         |        |        |       |        |        |       |        |        |        |        |        |         |        |        |         |        |        |         |        |        |         |        |        |       |
|                                | 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    | 0      | 0      | -       | 0      | 0      | -     | 0      | 0      | -     | 0      | 0      | -      | 0      | 0      | -       | 0      | 0      | -       | 0      | 0      | -       | 0      | 0      | -       | 0      | 0      | -     |
|                                |        |        |         |        |        |       |        |        |       |        |        |        |        |        |         |        |        |         |        |        |         |        |        |         |        |        |       |
| By Sector                      | 3      | 60     | 0.0%    | 0      | 1      | 0.0%  | 0      | 2      | 0.0%  | 0      | 12     | 0.0%   | 60     | 0      | -100.0% | 1      | 0      | -100.0% | 2      | 0      | -100.0% | 12     | 0      | -100.0% | 0      | 0      | 0.0%  |
|                                | 0      | 7      | 700.0%  | 4      | 6      | 50.0% | 14     | 14     | 0.0%  | 8      | 8      | 0.0%   | 7      | 3      | -57.1%  | 6      | 5      | -16.7%  | 14     | 19     | 35.7%   | 8      | 2      | -75.0%  | 3      | 5      | 66.7% |
|                                |        |        |         |        |        |       |        |        |       |        |        |        |        |        |         |        |        |         |        | Ì      |         |        |        |         |        |        |       |
| Total                          | 3      | 67     | 2133.3% | 4      | 7      | 75.0% | 14     | 16     | 14.3% | 8      | 20     | 150.0% | 67     | 3      | -95.5%  | 7      | 5      | -28.6%  | 16     | 19     | 18.8%   | 20     | 2      | -90.0%  | 3      | 5      | 66.7% |

New 30 - <40' Sales

|   | 2019Q1 | 2020Q1 | gog    | 2019Q2 | 2020Q2 | gog     | 2019Q3 | 2020Q3 | gog    | 2019Q4 | 2020Q4 | qoq    | 2020Q1 | 2021Q1 | qoq    | 2020Q2 | 2021Q2 | qoq  | 2020Q3 | 2021Q3 | qoq    | 2020Q4 | 2021Q4 | gog   | 2021Q1 | 2022Q1 | gog    |
|---|--------|--------|--------|--------|--------|---------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|------|--------|--------|--------|--------|--------|-------|--------|--------|--------|
|   | 46     | 25     | -45.7% | 21     | 0      | -100.0% | 52     | 2      | -96.2% | 64     | 31     | -51.6% | 25     | 9      | -64.0% | 0      | 3      | 0.0% | 2      | 11     | 450.0% | 31     | 37     | 19.4% | 9      | 8      | -11.1% |
| Semi/full monocoque, unibody<br>chassis construction          | 0      | 0      |        | 1      | 0      |         | 0      | 0      |        | 0      | 0      |        | 0      | 0      |        | 0      | 0      |      | 0      | 0      |        | 0      | 0      |       | 0      | 0      |        |
|   | 0      | 13     | -      | 0      | 0      |         | 0      | 0      |        | 0      | 2      | -      | 13     | 0      | -      | 0      | 0      | -    | 0      | 0      |        | 2      | 0      |       | 0      | 0      |        |
| Body on chassis, body on frame<br>or ladder type construction |        |        |        |        |        |         |        | 0      |        | ,      | _      |        |        | _      |        | 0      |        |      |        |        |        |        |        |       | 0      |        |        |
| By Sector   | 46     | 38     | -17.4% | 21     | 0      | -100.0% | 52     | 2      | -96.2% | 64     | 33     | -48.4% | 38     | 9      | -76.3% | 0      | 3      | 0.0% | 2      | 11     | 450.0% | 33     | 37     | 12.1% | 9      | 8      | -11.1% |
| by sector   | 0      | 0      | _      | 1      | 0      | _       | 0      | 0      | _      | 0      | 0      | _      | 0      | 0      | _      | 0      | 0      | _    | 0      | 0      | _      | 0      | 0      |       | 0      | 0      |        |
| Total   | 46     | 38     | -17.4% | 22     | 0      | -100.0% | 52     | 2      | -96.2% | 64     | 33     | -48.4% | 38     | 9      | -76.3% | 0      | 3      | 0.0% | 2      | 11     | 450.0% | 33     | 37     | 12.1% | 9      | 8      | -11.1% |

## New Total Sales

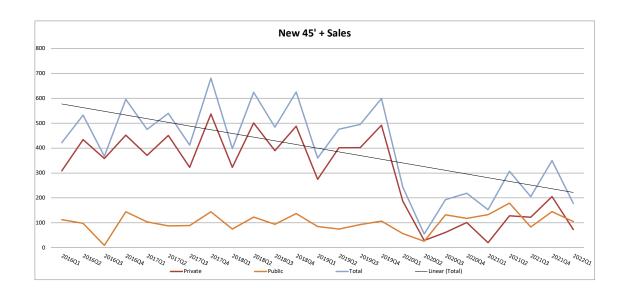
|                                | 2019Q1 | 2020Q1 | qoq    | 2019Q2 | 2020Q2 | qoq    | 2019Q3 | 2020Q3 | qoq    | 2019Q4 | 2020Q4 | qoq    | 2020Q1 | 2021Q1 | qoq    | 2020Q2 | 2021Q2 | qoq    | 2020Q3 | 2021Q3 | qoq    | 2020Q4 | 2021Q4 | qoq   | 2021Q1 | 2022Q1 | qoq    |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------|--------|--------|--------|
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |       |        |        |        |
|                                | 324    | 272    | -16.0% | 422    | 30     | -92.9% | 454    | 65     | -85.7% | 556    | 144    | -74.1% | 272    | 29     | -89.3% | 30     | 131    | 336.7% | 65     | 133    | 104.6% | 144    | 242    | 68.1% | 29     | 81     | 179.3% |
| Semi/full monocoque, unibody   |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |       |        |        |        |
| chassis 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    | 110    | -19.1% |
|                                |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |       |        |        |        |
|                                | 0      | 13     | -      | 0      | 0      | -      | 0      | 0      | -      | 0      | 2      | -      | 13     | 0      | -      | 0      | 0      | -      | 0      | 0      | -      | 2      | 0      | -     | 0      | 0      | -      |
| Body on chassis, body on frame |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |       |        |        |        |
| or ladder type construction    | 0      | 0      | -      | 0      | 0      | -      | 0      | 0      | -      | 0      | 0      | -      | 0      | 0      | -      | 0      | 0      | -      | 0      | 0      | -      | 0      | 0      | -     | 0      | 0      | -      |
| 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% |
|                                | 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    | 110    | -19.1% |
| Total                          | 409    |        | -14.7% | 502    | 62     | -87.6% |        |        | -62.4% | 671    |        | -59.5% |        | 165    |        |        |        | 408.1% |        | 235    | 11.4%  | 272    | 389    | 43.0% |        |        |        |
| Total                          | 409    | 349    | -14.7% | 502    | 62     | -87.6% | 561    | 211    | -62.4% | 6/1    | 272    | -59.5% | 349    | 165    | -52.7% | 62     | 315    | 408.1% | 211    | 235    | 11.4%  | 2/2    | 389    | 43.0% | 165    | 191    | 15.8%  |

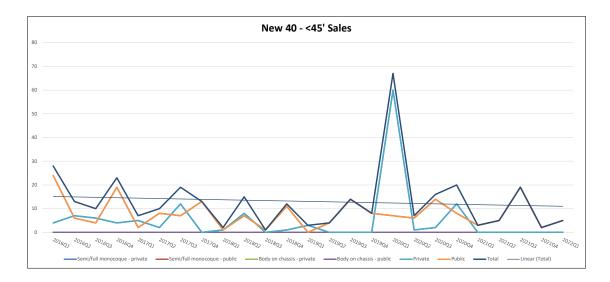
Pre-owned Total Sales

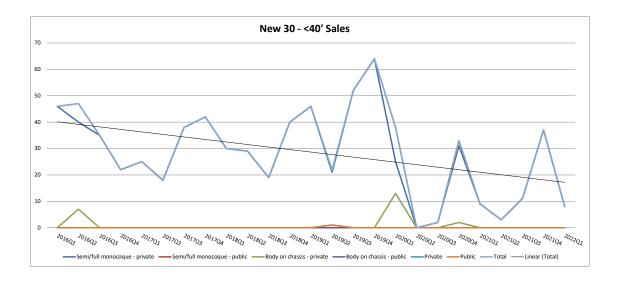
|                                | 2019Q1 | 2020Q1 | gog     | 2019Q2 | 2020Q2 | qoq    | 2019Q3 | 2020Q3 | qoq     | 2019Q4 | 2020Q4 | qoq     | 2020Q1 | 2021Q1 | qoq    | 2020Q2 | 2021Q2 | qoq    | 2020Q3 | 2021Q3 | qoq    | 2020Q4 | 2021Q4 | qoq    | 2021Q1 | 2022Q1 | qoq    |
|--------------------------------|--------|--------|---------|--------|--------|--------|--------|--------|---------|--------|--------|---------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| 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%   |
| 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      | 200.0% | 0      | 0      | 200.0% | 0      | 0      | 200.0% | 2      | 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%   |

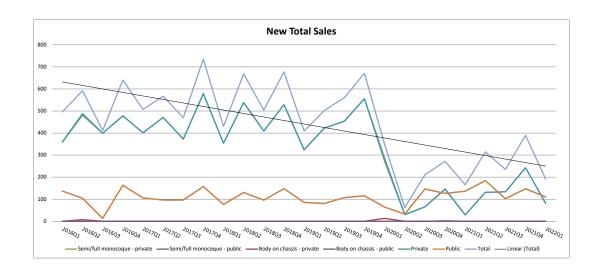
New & Pre-owned Total Sales

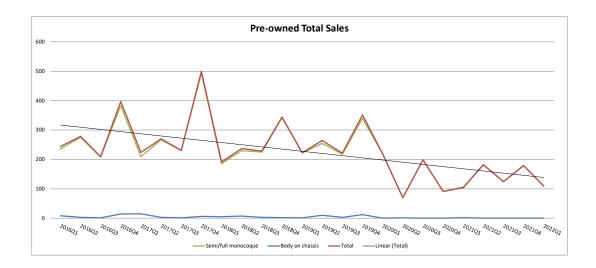
|   | 2019Q1 | 2020Q1 | qoq     | 2019Q2 | 2020Q2 | qoq    | 2019Q3 | 2020Q3 | qoq     | 2019Q4 | 2020Q4 | qoq    | 2020Q1 | 2021Q1 | qoq    | 2020Q2 | 2021Q2 | qoq     | 2020Q3 | 2021Q3 | qoq    | 2020Q4 | 2021Q4 | qoq     | 2021Q1 | 2022Q1 | qoq     |
|---|--------|--------|---------|--------|--------|--------|--------|--------|---------|--------|--------|--------|--------|--------|--------|--------|--------|---------|--------|--------|--------|--------|--------|---------|--------|--------|---------|
| Semi/full monocoque, unibody<br>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%   |
| Body on chassis, body on frame<br>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% |
| Total   | 632    | 568    | -10.1%  | 766    | 132    | -82.8% | 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%   |

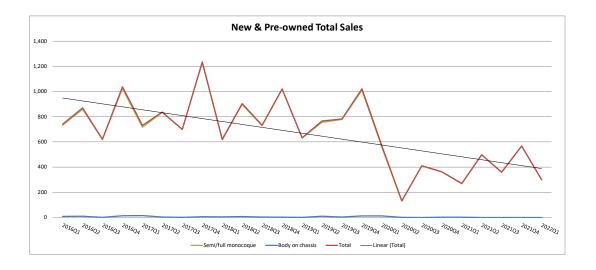












American Bus Association Foundation Coach Manufacturer Survey

Quarterly Survey

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

| Respondents | 3 (Historically Edited)   |                                      |                                  |                            |                    |                |         |         |       |
|-------------|---------------------------|--------------------------------------|----------------------------------|----------------------------|--------------------|----------------|---------|---------|-------|
|             | Private Sector Sales      | New Vehicles                         |                                  |                            |                    |                |         |         |       |
|             |                           | Semi/full monocoque, unibody         | Body on chassis, body on frame   |                            |                    |                |         |         |       |
| Length      | Baggage storage           | chassis construction                 | or ladder type construction      | Total                      |                    |                |         |         |       |
| 45' +       | Yes                       | 323                                  | 0                                | 323                        |                    |                |         |         |       |
| 40 - <45'   | Yes                       | 1                                    | 0                                | 1                          |                    |                |         |         |       |
| 30 - <40'   | Yes                       | 30                                   | 0                                | 30                         |                    |                |         |         |       |
| 50 110      | <u>Total</u>              | 354                                  | 0                                | 354                        |                    |                |         |         |       |
|             | Public Sector Sales       | New Vehicles                         |                                  |                            |                    |                |         |         |       |
|             |                           | Semi/full monocoque, unibody         | Body on chassis, body on frame   |                            |                    |                |         |         |       |
| Length      | Baggage storage           | chassis construction                 | or ladder type construction      | <u>Total</u>               |                    |                |         |         |       |
| 45' +       | Yes                       | 75                                   | 0                                | 75                         |                    |                |         |         |       |
| 40 - <45'   | Yes                       | 1                                    | 0                                | 1 1                        |                    |                |         |         |       |
|             |                           |                                      |                                  |                            |                    |                |         |         |       |
| 30 - <40'   | Yes                       | 0                                    | 0                                | <u>0</u>                   |                    |                |         |         |       |
|             | Total                     | 76                                   | 0                                | 76                         |                    |                |         |         |       |
|             | Pre-owned Vehicle Sales   | Pre-owned Vehicles                   |                                  |                            |                    |                |         |         |       |
|             |                           | Semi/full monocoque, unibody         | Dady on chassis, hady on frame   |                            |                    |                |         |         |       |
|             |                           |                                      | Body on chassis, body on frame   |                            |                    |                |         |         |       |
|             |                           | chassis construction                 | or ladder type construction      | <u>Total</u>               |                    |                |         |         |       |
|             |                           | 186                                  | 5                                | 191                        |                    |                |         |         |       |
|             | Chall Calaa               |                                      |                                  |                            |                    |                |         |         |       |
|             | Shell Sales               |                                      | _                                |                            |                    |                |         |         |       |
|             | Total Shell Sales         | 8 y chassis with integrated passenge | r deck ahove a luggage compartme | ent to a third-party coach | h huilder for comm | ercial leasing | 1       |         |       |
|             |                           |                                      |                                  |                            |                    |                | ,       |         |       |
|             | Engines (new vehicle sale | •                                    |                                  |                            |                    |                |         |         |       |
|             |                           | Detroit*                             | Mercedes                         | Cummins                    | Volvo              | Navistar       | Other 1 | Other 2 | Total |
|             |                           | 112                                  | 0                                | 199                        | 127                | 0              | 0       | 0       | 438   |
|             | Transmission (new vehic   | le sales)                            |                                  |                            |                    |                |         |         |       |
|             | ,                         | Allison                              | Volvo                            | ZF                         | Eaton              | Other 1        | Other 2 |         | Total |
|             |                           | 438                                  | 0                                | 0                          | 0                  | 0              | 0       |         | 438   |
|             | Sales By Market           |                                      |                                  |                            |                    |                |         |         |       |
|             | ·                         | New Mehides                          | Dec Ownerd Makidaa               | T-4-1                      |                    |                |         |         |       |
|             | Market                    | New Vehicles                         | Pre-Owned Vehicles               | <u>Total</u>               |                    |                |         |         |       |
|             | United States             | 409                                  | 183                              | 592                        |                    |                |         |         |       |
|             | Canada                    | 29                                   | 7                                | 36                         |                    |                |         |         |       |
|             | Other                     | 0                                    | 1                                | <u>1</u>                   |                    |                |         |         |       |
|             | <u>Total</u>              | 438                                  | 191                              | 629                        |                    |                |         |         |       |
|             | Source of Vehicles        |                                      |                                  |                            |                    |                |         |         |       |
|             | Source                    | New Vehicles                         | Pre-Owned Vehicles               | <u>Total</u>               |                    |                |         |         |       |
|             | United States & Canada    | 287                                  | 90                               | 377                        |                    |                |         |         |       |
|             | Other Countries           | 151                                  | 101                              | 252                        |                    |                |         |         |       |
|             |                           |                                      |                                  | -                          |                    |                |         |         |       |
|             | Total                     | 438                                  | 191                              | 629                        |                    |                |         |         |       |

American Bus Association Foundation Coach Manufacturer Survey

Quarterly Survey
Results For:
Respondents

Q2 - 2018
3 (Historically Edited)

|           | Private Sector Sales  | New Vehicles  |  |  |                              |                            |                   |         |              |
|-----------|---|---|--|--|------------------------------|----------------------------|-------------------|---------|--------------|
|           |   | Semi/full monocoque, unibody  | Body on chassis, body on frame   |  |                              |                            |                   |         |              |
| Length    | Baggage storage   | chassis construction  | or ladder type construction  | Total                                  |                              |                            |                   |         |              |
| 45' +     | Yes   | 501   | 0  | 501                                    |                              |                            |                   |         |              |
| 40 - <45' | Yes   | 8   | 0  | 8                                      |                              |                            |                   |         |              |
| 30 - <40' | Yes   | 29  | 0  | <u>29</u>                              |                              |                            |                   |         |              |
|           | <u>Total</u>  | 538   | 0  | 538                                    |                              |                            |                   |         |              |
|           | Public Sector Sales   | New Vehicles  |  |  |                              |                            |                   |         |              |
|           |   | Semi/full monocoque, unibody  | Body on chassis, body on frame   |  |                              |                            |                   |         |              |
| Length    | Baggage storage   | chassis construction  | or ladder type construction  | <u>Total</u>                           |                              |                            |                   |         |              |
| 45' +     | Yes   | 123   | 0  | 123                                    |                              |                            |                   |         |              |
| 40 - <45' | Yes   | 7   | 0  | 7                                      |                              |                            |                   |         |              |
| 30 - <40' | Yes   | 0   | 0  | <u>0</u>                               |                              |                            |                   |         |              |
|           | Total   | 130   | 0  | 130                                    |                              |                            |                   |         |              |
|           | Pre-owned Vehicle Sales   | Dra aumad Vahialas  |  |  |                              |                            |                   |         |              |
|           | rie-owiled vehicle sales  | rie-owneu venicies  |  |  |                              |                            |                   |         |              |
|           |   | Semi/full monocoque, unibody  | Body on chassis, body on frame   |  |                              |                            |                   |         |              |
|           |   | chassis construction  | or ladder type construction  | Total                                  |                              |                            |                   |         |              |
|           |   | 222   | 7  | 237                                    |                              |                            |                   |         |              |
|           | Shell Sales<br>Total Shell Sales  | 230   | ]  | _                                      |                              |                            |                   |         |              |
|           | Total Shell Sales<br>(sale of a monocoque or unibod   | 14<br>dy chassis with integrated passenge   | ]  | ent to a third-party coa               | ch builder for comm          | ercial leasing             | )                 |         |              |
|           | Total Shell Sales   | 14<br>dy chassis with integrated passenge   | ]  | ent to a third-party coad              | ch builder for comm<br>Volvo | ercial leasing<br>Navistar | )<br>Other 1      | Other 2 | Total        |
|           | Total Shell Sales<br>(sale of a monocoque or unibod   | 14<br>dy chassis with integrated passenger<br>es)   | r deck above a luggage compartm  |  |                              |                            |                   | Other 2 | Total 682    |
|           | Total Shell Sales<br>(sale of a monocoque or uniboo<br>Engines (new vehicle sal   | 14  ty chassis with integrated passenger  es)  Detroit*  113  | r deck above a luggage compartme   | Cummins                                | Volvo                        | Navistar                   | Other 1           |         |              |
|           | Total Shell Sales<br>(sale of a monocoque or unibod   | 14 dy chassis with integrated passenger es) Detroit* 113 cle sales)   | r deck above a luggage compartme  Mercedes  0  | Cummins                                | Volvo 233                    | Navistar<br>0              | Other 1           |         |              |
|           | Total Shell Sales<br>(sale of a monocoque or uniboo<br>Engines (new vehicle sal   | 14  ty chassis with integrated passenger  es)  Detroit*  113  | r deck above a luggage compartme   | Cummins 336                            | Volvo                        | Navistar                   | Other 1           |         | 682          |
|           | Total Shell Sales<br>(sale of a monocoque or uniboo<br>Engines (new vehicle sal   | 14  ty chassis with integrated passenger es) Detroit* 113  Cle sales) Allison                               | r deck above a luggage compartme  Mercedes  O  | Cummins 336                            | Volvo 233                    | Navistar 0                 | Other 1 0 Other 2 |         | 682<br>Total |
|           | Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sal  Transmission (new vehic   | 14  ty chassis with integrated passenger es) Detroit* 113  Cle sales) Allison                               | r deck above a luggage compartme  Mercedes  O  | Cummins 336                            | Volvo 233                    | Navistar 0                 | Other 1 0 Other 2 |         | 682<br>Total |
|           | Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sal  Transmission (new vehicle sal  Sales By Market  | ty chassis with integrated passenger es) Detroit* 113  Cle sales) Allison 682                               | r deck above a luggage compartme  Mercedes  0  Volvo  0  | Cummins 336  ZF 0                      | Volvo 233                    | Navistar 0                 | Other 1 0 Other 2 |         | 682<br>Total |
|           | Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale  Transmission (new vehicle  Sales By Market  Market   | ty chassis with integrated passenger es) Detroit* 113  Cle sales) Allison 682                               | r deck above a luggage compartme  Mercedes  0  Volvo  0  Pre-Owned Vehicles  | Cummins 336  ZF 0                      | Volvo 233                    | Navistar 0                 | Other 1 0 Other 2 |         | 682<br>Total |
|           | Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale  Transmission (new vehicle  Sales By Market  Market United States   | ty chassis with integrated passenger es) Detroit* 113  cle sales) Allison 682  New Vehicles 539             | Mercedes  O  Volvo  0  Pre-Owned Vehicles 220  | Cummins 336  ZF 0  Total 759           | Volvo 233                    | Navistar 0                 | Other 1 0 Other 2 |         | 682<br>Total |
|           | Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale  Transmission (new vehicle  Sales By Market  Market United States Canada  | ty chassis with integrated passenger es) Detroit* 113  Cle sales) Allison 682  New Vehicles 539 129         | r deck above a luggage compartme  Mercedes  0  Volvo  0  Pre-Owned Vehicles  220  17   | Cummins 336  ZF 0  Total 759 146       | Volvo 233                    | Navistar 0                 | Other 1 0 Other 2 |         | 682<br>Total |
|           | Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale  Transmission (new vehicle  Sales By Market  Market United States Canada Other                                  | Let sales) Allison  New Vehicles  539 129 0   | Mercedes  O  Volvo  0  Pre-Owned Vehicles  220  17  0  | Cummins 336  ZF 0  Total 759 146 0     | Volvo 233                    | Navistar 0                 | Other 1 0 Other 2 |         | 682<br>Total |
|           | Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale  Transmission (new vehicle  Sales By Market  Market United States Canada Other Total                            | Let sales) Allison  New Vehicles  539 129 0   | Mercedes  O  Volvo  0  Pre-Owned Vehicles  220  17  0  | Cummins 336  ZF 0  Total 759 146 0     | Volvo 233                    | Navistar 0                 | Other 1 0 Other 2 |         | 682<br>Total |
|           | Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale  Transmission (new vehicle  Sales By Market  Market United States Canada Other Total  Source of Vehicles        | ty chassis with integrated passenger es) Detroit* 113  Cle sales) Allison 682  New Vehicles 539 129 0 668   | r deck above a luggage compartme  Mercedes  0  Volvo  0  Pre-Owned Vehicles  220  17  0 237  | Cummins  2F  0  Total 759 146 0 905    | Volvo 233                    | Navistar 0                 | Other 1 0 Other 2 |         | 682<br>Total |
|           | Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale  Transmission (new vehicle  Sales By Market  Market United States Canada Other Total  Source of Vehicles Source | 14 dy chassis with integrated passenger es) Detroit* 113 cle sales) Allison 682  New Vehicles 539 129 0 668 | vertical desired of the second | Cummins 336  ZF 0  Total 759 146 0 905 | Volvo 233                    | Navistar 0                 | Other 1 0 Other 2 |         | 682<br>Total |

Coach Manufacturer Survey

Quarterly Survey Results For: Respondents

Q3 - 2018 3

|           | Private Sector Sales   | New Vehicles  |  |   |                               |                             |                   |         |             |
|-----------|--|---|--|---|-------------------------------|-----------------------------|-------------------|---------|-------------|
|           |  | Semi/full monocoque, unibody  | Body on chassis, body on frame   |   |                               |                             |                   |         |             |
| Length    | Baggage storage  | chassis construction  | or ladder type construction  | <u>Total</u>                              |                               |                             |                   |         |             |
| 45' +     | Yes  | 390   | 0  | 390                                       |                               |                             |                   |         |             |
| 40 - <45' | Yes  | 0   | 0  | 0   |                               |                             |                   |         |             |
| 30 - <40' | Yes  | 19  | 0  | <u>19</u>                                 |                               |                             |                   |         |             |
|           | <u>Total</u>   | 409   | 0  | 409                                       |                               |                             |                   |         |             |
|           | Public Sector Sales  | New Vehicles  |  |   |                               |                             |                   |         |             |
|           |  | Semi/full monocoque, unibody  | Body on chassis, body on frame   |   |                               |                             |                   |         |             |
| ength.    | Baggage storage  | chassis construction  | or ladder type construction  | Total                                     |                               |                             |                   |         |             |
| 15' +     | Yes  | 94  | 0  | 94  |                               |                             |                   |         |             |
| 10 - <45' | Yes  | 1   | 0  | 1   |                               |                             |                   |         |             |
| 30 - <40' | Yes  | 0   | 0  | <u>0</u>                                  |                               |                             |                   |         |             |
|           | Total  | 95  | 0  | 95  |                               |                             |                   |         |             |
|           | Pre-owned Vehicle Sale   | S Pre-owned Vehicles  |  |   |                               |                             |                   |         |             |
|           |  |   |  |   |                               |                             |                   |         |             |
|           |  | Semi/full monocoque, unibody  | Body on chassis, body on frame   |   |                               |                             |                   |         |             |
|           |  | chassis construction  | or ladder type construction  | <u>Total</u>                              |                               |                             |                   |         |             |
|           |  | 225   | 3  | 228                                       |                               |                             |                   |         |             |
|           | Shell Sales Total Shell Sales (sale of a monocoque or unibo  | 10  | ]<br>r deck above a luagage compartm                                     | ent to a third-party cod                  | ach builder for comm          | nercial leasing             | )                 |         |             |
|           | Total Shell Sales<br>(sale of a monocoque or unibo   | 10<br>dy chassis with integrated passenge   | r deck above a luggage compartme   | ent to a third-party cod                  | ach builder for comm          | nercial leasing             | )                 |         |             |
|           | Total Shell Sales  | 10<br>dy chassis with integrated passenge   |  | ent to a third-party coo                  | ach builder for comm<br>Volvo | nercial leasing<br>Navistar | )<br>Other 1      | Other 2 | Total       |
|           | Total Shell Sales<br>(sale of a monocoque or unibo   | 10 dy chassis with integrated passenge  | r deck above a luggage compartme  Mercedes  0                            |   |                               |                             |                   | Other 2 | Total 51    |
|           | Total Shell Sales<br>(sale of a monocoque or uniboo<br>Engines (new vehicle sal  | 10 dy chassis with integrated passenge les) Detroit* 118  | Mercedes   | Cummins                                   | Volvo                         | Navistar                    | Other 1           |         |             |
|           | Total Shell Sales<br>(sale of a monocoque or unibo   | 10 dy chassis with integrated passenge les) Detroit* 118 cle sales)                               | Mercedes 0   | Cummins 228                               | Volvo<br>168                  | Navistar<br>0               | Other 1           |         | 514         |
|           | Total Shell Sales<br>(sale of a monocoque or uniboo<br>Engines (new vehicle sal  | 10 dy chassis with integrated passenge les) Detroit* 118  | Mercedes   | Cummins                                   | Volvo                         | Navistar                    | Other 1           |         |             |
|           | Total Shell Sales<br>(sale of a monocoque or uniboo<br>Engines (new vehicle sal  | 10 dy chassis with integrated passenge les) Detroit* 118  Cle sales) Allison                      | Mercedes 0   | Cummins 228                               | Volvo<br>168                  | Navistar 0                  | Other 1 0 Other 2 |         | Total       |
|           | Total Shell Sales (sale of a monocoque or unibode Engines (new vehicle sale) Transmission (new vehicle)  | 10 dy chassis with integrated passenge les) Detroit* 118  Cle sales) Allison                      | Mercedes 0   | Cummins 228                               | Volvo<br>168                  | Navistar 0                  | Other 1 0 Other 2 |         | Total       |
|           | Total Shell Sales (sale of a monocoque or unibode) Engines (new vehicle sale) Transmission (new vehicle Sales By Market  | les) Detroit* 118  Cle sales) Allison 513   | Mercedes 0 Volvo 1   | Cummins 228  ZF 0                         | Volvo<br>168                  | Navistar 0                  | Other 1 0 Other 2 |         | 51<br>Total |
|           | Total Shell Sales (sale of a monocoque or unibor Engines (new vehicle sal Transmission (new vehicle Sales By Market Market United States   | les) Detroit* 118  Cle sales) Allison 513  New Vehicles   | Mercedes  0  Volvo  1  Pre-Owned Vehicles  211                           | 228     2F   0                            | Volvo<br>168                  | Navistar 0                  | Other 1 0 Other 2 |         | Total       |
|           | Total Shell Sales (sale of a monocoque or unibod Engines (new vehicle sal  Transmission (new vehicle Sales By Market Market  | 10 dy chassis with integrated passenge les) Detroit* 118 cle sales) Allison 513  New Vehicles 472 | Mercedes  0  Volvo  1  Pre-Owned Vehicles                                | ZF 0 Total 683 48                         | Volvo<br>168                  | Navistar 0                  | Other 1 0 Other 2 |         | Total       |
|           | Total Shell Sales (sale of a monocoque or unibor Engines (new vehicle sal  Transmission (new vehicl Sales By Market Market United States Canada  | les) Detroit* 118  Lole sales) Allison 513  New Vehicles 472 32                                   | Nercedes   | 228     2F   0                            | Volvo<br>168                  | Navistar 0                  | Other 1 0 Other 2 |         | Total       |
|           | Total Shell Sales (sale of a monocoque or unibos Engines (new vehicle sal  Transmission (new vehicle Sales By Market Market United States Canada Other                                 | les) Detroit* 118  Local Calcal Sales) Allison 513  New Vehicles 472 32 0                         | Nercedes   | Cummins 228  ZF 0  Total 683 48 1         | Volvo<br>168                  | Navistar 0                  | Other 1 0 Other 2 |         | 51<br>Total |
|           | Total Shell Sales (sale of a monocoque or unibon Engines (new vehicle sal Transmission (new vehicle Sales By Market Market United States Canada Other Total Source of Vehicles         | les) Detroit* 118  Local Calcal Sales) Allison 513  New Vehicles 472 32 0                         | Nercedes   | Cummins  228  ZF  0  Total 683 48 1 1 732 | Volvo<br>168                  | Navistar 0                  | Other 1 0 Other 2 |         | Total       |
|           | Total Shell Sales (sale of a monocoque or unibon Engines (new vehicle sal Transmission (new vehicle Sales By Market Market United States Canada Other Total                            | les) Detroit* 118  Cle sales) Allison 513  New Vehicles 472 32 0 504                              | Mercedes   | Cummins 228  ZF 0  Total 683 48 1         | Volvo<br>168                  | Navistar 0                  | Other 1 0 Other 2 |         | Total       |
|           | Total Shell Sales (sale of a monocoque or unibon Engines (new vehicle sal Transmission (new vehicle Sales By Market Market United States Canada Other Total  Source of Vehicles Source | les) Detroit* 118  Cle sales) Allison 513  New Vehicles 472 32 0 504                              | Volvo  Volvo  1  Pre-Owned Vehicles  211  16  1  228  Pre-Owned Vehicles | Cummins   228                             | Volvo<br>168                  | Navistar 0                  | Other 1 0 Other 2 |         | Total       |

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|          | Private Sector Sales  | New Vehicles   |  |   |                              |                            |                   |         |          |
|----------|---|--|--|---|------------------------------|----------------------------|-------------------|---------|----------|
|          |   | Semi/full monocoque, unibody   | Body on chassis, body on frame   |   |                              |                            |                   |         |          |
| ngth     | Baggage storage   | chassis construction   | or ladder type construction  | Total                                   |                              |                            |                   |         |          |
| ' +      | Yes   | 488  | 0  | 488                                     |                              |                            |                   |         |          |
| - <45'   | Yes   | 1  | 0  | 1                                       |                              |                            |                   |         |          |
| ) - <40' | Yes   | 40   | 0  | 40                                      |                              |                            |                   |         |          |
|          | <u>Total</u>  | 529  | 0  | 529                                     |                              |                            |                   |         |          |
|          | Public Sector Sales   | New Vehicles   |  |   |                              |                            |                   |         |          |
|          |   | Semi/full monocoque, unibody   | Body on chassis, body on frame   |   |                              |                            |                   |         |          |
| ngth_    | Baggage storage   | chassis construction   | or ladder type construction  | Total                                   |                              |                            |                   |         |          |
| +        | Yes   | 137  | 0  | 137                                     |                              |                            |                   |         |          |
| - <45'   | Yes   | 11   | 0  | 11                                      |                              |                            |                   |         |          |
| - <40'   | Yes   | 0  | 0  | <u>o</u>                                |                              |                            |                   |         |          |
|          | Total   | 148  | 0  | 148                                     |                              |                            |                   |         |          |
|          | Pre-owned Vehicle Sale  | es Pre-owned Vehicles  |  |   |                              |                            |                   |         |          |
|          |   |  |  |   |                              |                            |                   |         |          |
|          |   | Semi/full monocoque, unibody   | Body on chassis, body on frame   |   |                              |                            |                   |         |          |
|          |   | chassis construction   | or ladder type construction  | Total                                   |                              |                            |                   |         |          |
|          |   |  | 1 2  |   |                              |                            |                   |         |          |
|          | Shell Sales   | 342  | 2  | 344                                     |                              |                            |                   |         |          |
|          | Total Shell Sales   |  | ]  | 344                                     | ch builder for comm          | ercial leasing             | )                 |         |          |
|          | Total Shell Sales   | 342  22  ody chassis with integrated passenge  | ]  | 344                                     | ch builder for comm          | ercial leasing             | )                 |         |          |
|          | Total Shell Sales<br>(sale of a monocoque or unibo  | 342  22  ody chassis with integrated passenge  | ]  | 344                                     | ch builder for comm<br>Volvo | ercial leasing<br>Navistar | )<br>Other 1      | Other 2 | Total    |
|          | Total Shell Sales<br>(sale of a monocoque or unibo  | 22 ody chassis with integrated passenge  | r deck above a luggage compartm  | 344                                     |                              |                            |                   | Other 2 | Total 69 |
|          | Total Shell Sales<br>(sale of a monocoque or unibo  | 22 ody chassis with integrated passenge ales) Detroit*   | r deck above a luggage compartme   | 344  ent to a third-party coac  Cummins | Volvo                        | Navistar                   | Other 1           |         |          |
|          | Total Shell Sales<br>(sale of a monocoque or unibe<br>Engines (new vehicle sa   | 22 ody chassis with integrated passenge ales) Detroit*   | r deck above a luggage compartme   | 344  ent to a third-party coac  Cummins | Volvo                        | Navistar                   | Other 1           |         |          |
|          | Total Shell Sales<br>(sale of a monocoque or unibe<br>Engines (new vehicle sa   | 22 ody chassis with integrated passenge ales) Detroit* 137 icle sales)   | r deck above a luggage compartme  Mercedes  0  | ent to a third-party cook  Cummins  337 | Volvo 225                    | Navistar<br>0              | Other 1           |         | Total    |
|          | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh   | 22 ody chassis with integrated passenge ales) Detroit* 137 icle sales) Allison 699   | r deck above a luggage compartme  Mercedes  0  Volvo  0  | Cummins 337                             | Volvo<br>225<br>Eaton        | Navistar 0                 | Other 1 0 Other 2 |         | Total    |
|          | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh   | 22 ody chassis with integrated passenge ales) Detroit*  137 icle sales) Allison 699  | r deck above a luggage compartme  Mercedes  0  Volvo  0  Pre-Owned Vehicles                    | Cummins 337  ZF 0                       | Volvo<br>225<br>Eaton        | Navistar 0                 | Other 1 0 Other 2 |         | Total    |
|          | Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new veh  Sales By Market  Market United States   | 22 ody chassis with integrated passenge ales) Detroit*  137 icle sales) Allison 699  | Mercedes  O  Volvo  0  Pre-Owned Vehicles 317  | 344                                     | Volvo<br>225<br>Eaton        | Navistar 0                 | Other 1 0 Other 2 |         | Total    |
|          | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market  Market United States Canada                                       | 22 ody chassis with integrated passenge ales) Detroit* 137 icle sales) Allison 699  New Vehicles 608 69                          | r deck above a luggage compartme  Mercedes  0  Volvo  0  Pre-Owned Vehicles  317 24            | 344                                     | Volvo<br>225<br>Eaton        | Navistar 0                 | Other 1 0 Other 2 |         | Total    |
|          | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market  Market United States Canada Other                                 | 22 ody chassis with integrated passenge ales) Detroit*  137 icle sales) Allison 699  New Vehicles 608 69 0                       | Mercedes  O  Volvo  0  Pre-Owned Vehicles  317  24  3  | 344                                     | Volvo<br>225<br>Eaton        | Navistar 0                 | Other 1 0 Other 2 |         | 69       |
|          | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market  Market United States Canada                                       | 22 ody chassis with integrated passenge ales) Detroit* 137 icle sales) Allison 699  New Vehicles 608 69                          | r deck above a luggage compartme  Mercedes  0  Volvo  0  Pre-Owned Vehicles  317 24            | 344                                     | Volvo<br>225<br>Eaton        | Navistar 0                 | Other 1 0 Other 2 |         | Total    |
|          | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market  Market United States Canada Other                                 | 22 ody chassis with integrated passenge alles) Detroit*  137 icle sales) Allison  699  New Vehicles  608 69 0 677                | r deck above a luggage compartme  Mercedes  0  Volvo  0  Pre-Owned Vehicles  317  24  3 3  344 | 344                                     | Volvo<br>225<br>Eaton        | Navistar 0                 | Other 1 0 Other 2 |         | Total    |
|          | Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new veh  Sales By Market  Market United States Canada Other Total                          | 22 ody chassis with integrated passenge ales) Detroit*  137 icle sales) Allison 699  New Vehicles 608 69 0                       | Mercedes  O  Volvo  0  Pre-Owned Vehicles  317  24  3  | 344                                     | Volvo<br>225<br>Eaton        | Navistar 0                 | Other 1 0 Other 2 |         | Total    |
|          | Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new veh  Sales By Market Market United States Canada Other Total  Source of Vehicles       | 22 ody chassis with integrated passenge ales) Detroit*  137 icle sales) Allison 699  New Vehicles 608 69 0 677  New Vehicles 511 | r deck above a luggage compartme  Mercedes  0  Volvo  0  Pre-Owned Vehicles  317  24  3 3  344 | 344                                     | Volvo<br>225<br>Eaton        | Navistar 0                 | Other 1 0 Other 2 |         | Total    |
|          | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market Market United States Canada Other Total  Source of Vehicles Source | 22 ody chassis with integrated passenge ales) Detroit*  137 icle sales) Allison 699  New Vehicles 608 69 0 677  New Vehicles     | volvo  Pre-Owned Vehicles  3 3 344  Pre-Owned Vehicles   | 344                                     | Volvo<br>225<br>Eaton        | Navistar 0                 | Other 1 0 Other 2 |         | Total    |

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|                        | Private Sector Sales   | New Vehicles  |  |  |                                     |                            |                   |         |              |
|------------------------|--|---|--|--|-------------------------------------|----------------------------|-------------------|---------|--------------|
|                        |  | 6 :/6 !!  |  |  |                                     |                            |                   |         |              |
| Lamadh                 | Degrees stevens  | Semi/full monocoque, unibody chassis construction   | Body on chassis, body on frame<br>or ladder type construction                  | Total  |                                     |                            |                   |         |              |
| <u>Length</u><br>45' + | Baggage storage<br>Yes   | 275   | 0  | 275  |                                     |                            |                   |         |              |
| 40 - <45'              | Yes  | 3   | 0  | 3  |                                     |                            |                   |         |              |
| 30 - <40'              | Yes  | 46  | 0  | 46   |                                     |                            |                   |         |              |
|                        | Total  | 324   | 0  | 324  |                                     |                            |                   |         |              |
|                        | Public Sector Sales  | New Vehicles  |  |  |                                     |                            |                   |         |              |
|                        |  | Semi/full monocoque, unibody  | Body on chassis, body on frame   |  |                                     |                            |                   |         |              |
| Length                 | Baggage storage  | chassis construction  | or ladder type construction  | Total  |                                     |                            |                   |         |              |
| 45' +                  | Yes  | 85  | 0  | 85   |                                     |                            |                   |         |              |
| 40 - <45'              | Yes  | 0   | 0  | 0  |                                     |                            |                   |         |              |
| 30 - <40'              | Yes  | 0   | 0  | <u>0</u>   |                                     |                            |                   |         |              |
|                        | Total  | 85  | 0  | 85   |                                     |                            |                   |         |              |
|                        | Pre-owned Vehicle Sales  | Pre-owned Vehicles  |  |  |                                     |                            |                   |         |              |
|                        | rie-owned venicle sales  | Tre-owned venicles  |  |  |                                     |                            |                   |         |              |
|                        |  | Semi/full monocoque, unibody  | Body on chassis, body on frame   |  |                                     |                            |                   |         |              |
|                        |  | chassis construction  | or ladder type construction  | <u>Total</u>                                     |                                     |                            |                   |         |              |
|                        |  |   |  |  |                                     |                            |                   |         |              |
|                        | Shell Sales<br>Total Shell Sales   | 9   | 1  |  |                                     |                            |                   |         |              |
|                        | Total Shell Sales<br>(sale of a monocoque or unibod  | 9<br>ly chassis with integrated passenge  |  |  | ch builder for comm                 | nercial leasing            | )                 |         |              |
|                        | Total Shell Sales  | 9<br>ly chassis with integrated passenge<br>es)   | r deck above a luggage compartm  | ent to a third-party coa                         |                                     |                            |                   | Other 2 | Total        |
|                        | Total Shell Sales<br>(sale of a monocoque or unibod  | 9<br>ly chassis with integrated passenge  |  |  | ch builder for comm<br>Volvo<br>126 | nercial leasing Navistar 0 | Other 1 0         | Other 2 | Total 418    |
|                        | Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale  | 9 ly chassis with integrated passenge es) Detroit* 78   | r deck above a luggage compartm  | ent to a third-party coad                        | Volvo                               | Navistar                   | Other 1           |         |              |
|                        | Total Shell Sales<br>(sale of a monocoque or unibod  | 9 (y chassis with integrated passenge es) Detroit* 78   | r deck above a luggage compartm  Mercedes  0                                   | ent to a third-party coad  Cummins  214          | Volvo<br>126                        | Navistar<br>0              | Other 1           |         | 418          |
|                        | Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale  | 9 ly chassis with integrated passenge es) Detroit* 78   | r deck above a luggage compartm  | ent to a third-party coad                        | Volvo                               | Navistar                   | Other 1           |         |              |
|                        | Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale  | g ly chassis with integrated passenge es) Detroit*  [18 sales) Allison                                      | r deck above a luggage compartm  Mercedes  O                                   | ent to a third-party coad  Cummins  214  ZF      | Volvo<br>126                        | Navistar 0                 | Other 1 0 Other 2 |         | 418<br>Total |
|                        | Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale  Transmission (new vehic   | g ly chassis with integrated passenge es) Detroit*  [18 sales) Allison                                      | r deck above a luggage compartm  Mercedes  O                                   | ent to a third-party coad  Cummins  214  ZF      | Volvo<br>126                        | Navistar 0                 | Other 1 0 Other 2 |         | 418<br>Total |
|                        | Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale  Transmission (new vehicle Sales By Market   | 9 ly chassis with integrated passenge es) Detroit* 78 lle sales) Allison 418  New Vehicles 386              | mercedes  Volvo  0   | Cummins 214                                      | Volvo<br>126                        | Navistar 0                 | Other 1 0 Other 2 |         | 418<br>Total |
|                        | Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale  Transmission (new vehicle  Sales By Market  Market United States Canada   | 9 ly chassis with integrated passenge es) Detroit* 78 lle sales) Allison 418  New Vehicles 386 23           | Mercedes  O  Volvo  0  Pre-Owned Vehicles  200  18                             | Cummins  | Volvo<br>126                        | Navistar 0                 | Other 1 0         |         | 418<br>Total |
|                        | Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale  Transmission (new vehicle  Sales By Market  Market United States  | 9 (y chassis with integrated passenge es) Detroit* 78  Cle sales) Allison 418  New Vehicles 386 23 0        | Mercedes  O  Volvo  0  Pre-Owned Vehicles  200  18 5                           | Cummins 214  ZF 0  Total 586 41 5                | Volvo<br>126                        | Navistar 0                 | Other 1 0         |         | 418<br>Total |
|                        | Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale  Transmission (new vehicle  Sales By Market  Market United States Canada   | 9 ly chassis with integrated passenge es) Detroit* 78 lle sales) Allison 418  New Vehicles 386 23           | Mercedes  O  Volvo  0  Pre-Owned Vehicles  200  18                             | Cummins  | Volvo<br>126                        | Navistar 0                 | Other 1 0         |         | 418<br>Total |
|                        | Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale  Transmission (new vehicle  Sales By Market  Market United States Canada Other Total  Source of Vehicles                               | 9 ly chassis with integrated passenge es) Detroit* 78 lete sales) Allison 418  New Vehicles 386 23 0 409    | Mercedes  O  Volvo  0  Pre-Owned Vehicles  18 5 223                            | Cummins   214     ZF   0                         | Volvo<br>126                        | Navistar 0                 | Other 1 0         |         | 418<br>Total |
|                        | Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale  Transmission (new vehicle  Sales By Market  Market United States Canada Other Total  Source of Vehicles Source                        | 9 ly chassis with integrated passenge es) Detroit* 78 le sales) Allison 418  New Vehicles 23 0 409          | Volvo  Pre-Owned Vehicles  200  18  5  223  Pre-Owned Vehicles                 | Cummins  | Volvo<br>126                        | Navistar 0                 | Other 1 0         |         | 418<br>Total |
|                        | Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale  Transmission (new vehicle  Sales By Market  Market United States Canada Other Total  Source of Vehicles Source United States & Canada | 9 ly chassis with integrated passenge es) Detroit* 78  Allison 418  New Vehicles 23 0 409  New Vehicles 243 | Mercedes  O  Volvo  O  Pre-Owned Vehicles  18  5  223  Pre-Owned Vehicles  132 | Cummins 214  ZF 0  Total 586 41 5 632  Total 375 | Volvo<br>126                        | Navistar 0                 | Other 1 0         |         | 418<br>Total |
|                        | Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sale  Transmission (new vehicle  Sales By Market  Market United States Canada Other Total  Source of Vehicles Source                        | 9 ly chassis with integrated passenge es) Detroit* 78 le sales) Allison 418  New Vehicles 23 0 409          | Volvo  Pre-Owned Vehicles  200  18  5  223  Pre-Owned Vehicles                 | Cummins  | Volvo<br>126                        | Navistar 0                 | Other 1 0         |         | 418<br>Total |

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|           | Private Sector Sales  | New Vehicles   |  |   |                              |                            |                  |         |             |
|-----------|---|--|--|---|------------------------------|----------------------------|------------------|---------|-------------|
|           |   | Semi/full monocoque, unibody   | Body on chassis, body on frame   |   |                              |                            |                  |         |             |
| ength_    | Baggage storage   | chassis construction   | or ladder type construction  | <u>Total</u>                            |                              |                            |                  |         |             |
| 5' +      | Yes   | 401  | 0  | 401                                     |                              |                            |                  |         |             |
| 0 - <45'  | Yes   | 0  | 0  | 0                                       |                              |                            |                  |         |             |
| 80 - <40' | Yes   | 21   | 0  | 21                                      |                              |                            |                  |         |             |
|           | Total   | 422  | 0  | 422                                     |                              |                            |                  |         |             |
|           | Public Sector Sales   | New Vehicles   |  |   |                              |                            |                  |         |             |
|           |   | Semi/full monocoque, unibody   | Body on chassis, body on frame   |   |                              |                            |                  |         |             |
| ength_    | Baggage storage   | chassis construction   | or ladder type construction  |   |                              |                            |                  |         |             |
| 5' +      | Yes   | 75   | 0  | 75                                      |                              |                            |                  |         |             |
| 0 - <45'  | Yes   | 4  | 0  | 4                                       |                              |                            |                  |         |             |
| 80 - <40' | Yes   | 1  | 0  | <u>1</u>                                |                              |                            |                  |         |             |
|           | Total   | 80   | 0  | 80                                      |                              |                            |                  |         |             |
|           | Pre-owned Vehicle Sale:   | S Pre-owned Vehicles   |  |   |                              |                            |                  |         |             |
|           |   | Semi/full monocoque, unibody   | Body on chassis, body on frame   |   |                              |                            |                  |         |             |
|           |   | chassis construction   | or ladder type construction  | Total                                   |                              |                            |                  |         |             |
|           |   |  |  | iotai                                   |                              |                            |                  |         |             |
|           |   | 254  | 10   | 264                                     |                              |                            |                  |         |             |
|           | Shell Sales   |  |  |   |                              |                            |                  |         |             |
|           | Shell Sales<br>Total Shell Sales  |  |  |   |                              |                            |                  |         |             |
|           | Total Shell Sales   | 254  | 10   | 264                                     | ch builder for comm          | nercial leasing            | )                |         |             |
|           | Total Shell Sales   | 254  13 dy chassis with integrated passenge  | 10   | 264                                     |                              | nercial leasing            | )                |         |             |
|           | Total Shell Sales<br>(sale of a monocoque or unibo  | 254  13 dy chassis with integrated passenge  | 10   | 264                                     | ch builder for comm<br>Volvo | ercial leasing<br>Navistar | Other 1          | Other 2 | Total       |
|           | Total Shell Sales<br>(sale of a monocoque or unibo  | 254  13 dy chassis with integrated passenge  | 10<br>r deck above a luggage compartm  | 264  ent to a third-party coad          |                              |                            |                  | Other 2 | Total 51    |
|           | Total Shell Sales<br>(sale of a monocoque or unibo  | 254  13 dy chassis with integrated passenge les) Detroit* 70  cle sales)   | r deck above a luggage compartm  Mercedes  0   | ent to a third-party cook  Cummins  237 | Volvo                        | Navistar<br>0              | Other 1          |         |             |
|           | Total Shell Sales<br>(sale of a monocoque or uniboo<br>Engines (new vehicle sal   | 13 dy chassis with integrated passenge les) Detroit* 70  Cle sales) Allison  | r deck above a luggage compartm  Mercedes  0   | ent to a third-party coad  Cummins  237 | Volvo<br>208                 | Navistar 0                 | Other 1          |         | 51<br>Total |
|           | Total Shell Sales<br>(sale of a monocoque or uniboo<br>Engines (new vehicle sal   | 254  13 dy chassis with integrated passenge les) Detroit* 70  cle sales)   | r deck above a luggage compartm  Mercedes  0   | ent to a third-party cook  Cummins  237 | Volvo<br>208                 | Navistar<br>0              | Other 1          |         | 51          |
|           | Total Shell Sales (sale of a monocoque or unibode) Engines (new vehicle sale) Transmission (new vehicle sales By Market   | 13 dy chassis with integrated passenge les) Detroit* 70  cle sales) Allison 515  | n deck above a luggage compartm  Mercedes  Volvo  0  | cummins 237                             | Volvo<br>208                 | Navistar 0                 | Other 1  Other 2 |         | Total       |
|           | Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sal  Transmission (new vehicle  Sales By Market  Market  | 13 dy chassis with integrated passenge les) Detroit* 70  Cle sales) Allison 515  | n deck above a luggage compartm  Mercedes  0  Volvo  0  Pre-Owned Vehicles   | Cummins 237  ZF 0                       | Volvo<br>208                 | Navistar 0                 | Other 1  Other 2 |         | Total       |
|           | Total Shell Sales (sale of a monocoque or unibon Engines (new vehicle sal  Transmission (new vehicle Sales By Market Market United States   | 13 dy chassis with integrated passenge les) Detroit*  70  Cle sales) Allison  515  New Vehicles 407                          | r deck above a luggage compartm  Mercedes  0  Volvo  0  Pre-Owned Vehicles 233   | Cummins 237  ZF 0  Total 640            | Volvo<br>208                 | Navistar 0                 | Other 1  Other 2 |         | Total       |
|           | Total Shell Sales (sale of a monocoque or unibor  Engines (new vehicle sal  Transmission (new vehicle sales By Market  Market United States Canada  | 13 dy chassis with integrated passenge les) Detroit* 70  Cle sales) Allison 515  New Vehicles 407 95                         | n deck above a luggage compartm  Mercedes  0  Volvo  0  Pre-Owned Vehicles  233 31   | 264                                     | Volvo<br>208                 | Navistar 0                 | Other 1  Other 2 |         | Total       |
|           | Total Shell Sales (sale of a monocoque or unibos  Engines (new vehicle sal  Transmission (new vehicle sal  Sales By Market  Market United States Canada Other   | 13 dy chassis with integrated passenge les) Detroit* 70  cle sales) Allison 515  New Vehicles 407 95 0                       | To the second se | 264                                     | Volvo<br>208                 | Navistar 0                 | Other 1  Other 2 |         | 51<br>Total |
|           | Total Shell Sales (sale of a monocoque or unibor  Engines (new vehicle sal  Transmission (new vehicle sales By Market  Market United States Canada  | 13 dy chassis with integrated passenge les) Detroit* 70  Cle sales) Allison 515  New Vehicles 407 95                         | n deck above a luggage compartm  Mercedes  0  Volvo  0  Pre-Owned Vehicles  233 31   | 264                                     | Volvo<br>208                 | Navistar 0                 | Other 1  Other 2 |         | 51<br>Total |
|           | Total Shell Sales (sale of a monocoque or unibode Engines (new vehicle sales) Transmission (new vehicle sales) Sales By Market Market United States Canada Other Total Source of Vehicles                     | 13 dy chassis with integrated passenge les) Detroit*  70  Cle sales) Allison  515  New Vehicles  407 95 0 502                | r deck above a luggage compartm  Mercedes  0  Volvo  0  Pre-Owned Vehicles  233  31  0 264   | 264                                     | Volvo<br>208                 | Navistar 0                 | Other 1  Other 2 |         | Total       |
|           | Total Shell Sales (sale of a monocoque or unibon Engines (new vehicle sal Transmission (new vehicle Sales By Market Market United States Canada Other Total Source of Vehicles Source                         | 13 dy chassis with integrated passenge les) Detroit* 70  Cle sales) Allison 515  New Vehicles 407 95 0 502  New Vehicles     | r deck above a luggage compartm  Mercedes  0  Volvo  0  Pre-Owned Vehicles  233  31  0 264  Pre-Owned Vehicles   | 264     264       264       267         | Volvo<br>208                 | Navistar 0                 | Other 1  Other 2 |         | Total       |
|           | Total Shell Sales (sale of a monocoque or unibor Engines (new vehicle sal  Transmission (new vehicl Sales By Market Market United States Canada Other Total  Source of Vehicles Source United States & Canada | 13 dy chassis with integrated passenge les) Detroit* 70  cle sales) Allison 515  New Vehicles 407 95 0 502  New Vehicles 396 | r deck above a luggage compartm  Mercedes  0  Volvo  0  Pre-Owned Vehicles  233 31 0 264  Pre-Owned Vehicles  145  | 264                                     | Volvo<br>208                 | Navistar 0                 | Other 1  Other 2 |         | Total       |
|           | Total Shell Sales (sale of a monocoque or unibon Engines (new vehicle sal Transmission (new vehicle Sales By Market Market United States Canada Other Total Source of Vehicles Source                         | 13 dy chassis with integrated passenge les) Detroit* 70  Cle sales) Allison 515  New Vehicles 407 95 0 502  New Vehicles     | r deck above a luggage compartm  Mercedes  0  Volvo  0  Pre-Owned Vehicles  233  31  0 264  Pre-Owned Vehicles   | 264     264       264       267         | Volvo<br>208                 | Navistar 0                 | Other 1  Other 2 |         | Total       |

Coach Manufacturer Survey

Quarterly Survey Results For: Respondents

Q3 - 2019 4

|           | Private Sector Sales   | New Vehicles   |  |   |                              |                            |                   |         |             |
|-----------|--|--|--|---|------------------------------|----------------------------|-------------------|---------|-------------|
|           |  | Semi/full monocoque, unibody   | Body on chassis, body on frame   |   |                              |                            |                   |         |             |
| Length    | Baggage storage  | chassis construction   | or ladder type construction  | Total                                   |                              |                            |                   |         |             |
| 45' +     | Yes  | 402  | 0  | 402                                     |                              |                            |                   |         |             |
| 40 - <45' | Yes  | 0  | 0  | 0                                       |                              |                            |                   |         |             |
| 30 - <40' | Yes  | 52   | 0  | 52                                      |                              |                            |                   |         |             |
|           | <u>Total</u>   | 454  | 0  | 454                                     |                              |                            |                   |         |             |
|           | Public Sector Sales  | New Vehicles   |  |   |                              |                            |                   |         |             |
|           |  | Semi/full monocoque, unibody   | Body on chassis, body on frame   |   |                              |                            |                   |         |             |
| ength.    | Baggage storage  | chassis construction   | or ladder type construction  |   |                              |                            |                   |         |             |
| 15' +     | Yes  | 93   | 0  | 93                                      |                              |                            |                   |         |             |
| 10 - <45' | Yes  | 14   | 0  | 14                                      |                              |                            |                   |         |             |
| 30 - <40' | Yes  | 0  | 0  | <u>0</u>                                |                              |                            |                   |         |             |
|           | Total  | 107  | 0  | 107                                     |                              |                            |                   |         |             |
|           | Pre-owned Vehicle Sale   | 25 Pre-owned Vehicles  |  |   |                              |                            |                   |         |             |
|           | The owned vernere sure   |  |  |   |                              |                            |                   |         |             |
|           |  | Semi/full monocoque, unibody   | Body on chassis, body on frame   |   |                              |                            |                   |         |             |
|           |  | chassis construction   | or ladder type construction  | <u>Total</u>                            |                              |                            |                   |         |             |
|           |  |  |  |   |                              |                            |                   |         |             |
|           |  | 218  | 3  | 221                                     |                              |                            |                   |         |             |
|           |  | 218  | 3  |   |                              |                            |                   |         |             |
|           | Shell Sales  | 218  | 3  |   |                              |                            |                   |         |             |
|           | Shell Sales<br>Total Shell Sales   | 218  |  |   |                              |                            |                   |         |             |
|           | Total Shell Sales  |  |  |   | ch builder for comm          | ercial leasing             | )                 |         |             |
|           | Total Shell Sales  | 17<br>Day chassis with integrated passenge   |  |   | ch builder for comm          | ercial leasing             | )                 |         |             |
|           | Total Shell Sales<br>(sale of a monocoque or unibo   | 17<br>Day chassis with integrated passenge   | r deck above a luggage compartm  |   | ch builder for comm<br>Volvo | ercial leasing<br>Navistar | )<br>Other 1      | Other 2 | Total       |
|           | Total Shell Sales<br>(sale of a monocoque or unibo   | 17  ody chassis with integrated passenge  sles)  |  | ent to a third-party coad               |                              |                            |                   | Other 2 | Total<br>53 |
|           | Total Shell Sales<br>(sale of a monocoque or unibo<br>Engines (new vehicle sa  | 17 ody chassis with integrated passenge ales) Detroit* 105   | r deck above a luggage compartm  | ent to a third-party coad               | Volvo                        | Navistar                   | Other 1           |         | _           |
|           | Total Shell Sales<br>(sale of a monocoque or unibo   | 17 ody chassis with integrated passenge sles) Detroit* 105 icle sales)   | r deck above a luggage compartm  Mercedes  0                                   | ent to a third-party coad               | Volvo<br>149                 | Navistar<br>0              | Other 1           |         | 53          |
|           | Total Shell Sales<br>(sale of a monocoque or unibo<br>Engines (new vehicle sa  | 17 ody chassis with integrated passenge ales) Detroit* 105   | r deck above a luggage compartm  | ent to a third-party coad  Cummins  277 | Volvo                        | Navistar                   | Other 1           |         | _           |
|           | Total Shell Sales<br>(sale of a monocoque or unibo<br>Engines (new vehicle sa  | 17  ales) Detroit* 105  icle sales) Allison  | r deck above a luggage compartm  Mercedes  O                                   | cummins 277                             | Volvo<br>149<br>Eaton        | Navistar 0                 | Other 1 2 Other 2 |         | Total       |
|           | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi   | 17  ales) Detroit* 105  icle sales) Allison  | r deck above a luggage compartm  Mercedes  O                                   | cummins 277                             | Volvo<br>149<br>Eaton        | Navistar 0                 | Other 1 2 Other 2 |         | Total       |
|           | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new vehicle Sales By Market  | 17 ody chassis with integrated passenge ales) Detroit* 105 icle sales) Allison 577   | Mercedes  O  Volvo   | Cummins 277  ZF 0                       | Volvo<br>149<br>Eaton        | Navistar 0                 | Other 1 2 Other 2 |         | Total       |
|           | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa  Transmission (new vehi Sales By Market Market   | 17 ody chassis with integrated passenge ales) Detroit*  105 icle sales) Allison  577  New Vehicles                               | r deck above a luggage compartm  Mercedes  0  Volvo  0  Pre-Owned Vehicles     | Cummins 277  ZF 0                       | Volvo<br>149<br>Eaton        | Navistar 0                 | Other 1 2 Other 2 |         | 53          |
|           | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa  Transmission (new vehi  Sales By Market  Market United States Canada  | 17 ody chassis with integrated passenge ales) Detroit*  105 icle sales) Allison  577  New Vehicles  509 52                       | Mercedes  Volvo  Pre-Owned Vehicles  201  20                                   | Cummins 277  ZF 0  Total 710 72         | Volvo<br>149<br>Eaton        | Navistar 0                 | Other 1 2 Other 2 |         | Total       |
|           | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market  Market United States  | 17 ody chassis with integrated passenge ales) Detroit* 105 icle sales) Allison 577  New Vehicles 509                             | Mercedes  Volvo  Pre-Owned Vehicles  201                                       | Cummins 277  ZF 0  Total 710            | Volvo<br>149<br>Eaton        | Navistar 0                 | Other 1 2 Other 2 |         | Total       |
|           | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new vehi  Sales By Market Market United States Canada Other  | 17  ody chassis with integrated passenge ales)  Detroit*  105  icle sales)  Allison  577  New Vehicles  509  52  0               | Mercedes  O  Volvo  0  Pre-Owned Vehicles  201 20 0                            | Cummins 277  ZF 0  Total 710 72 0       | Volvo<br>149<br>Eaton        | Navistar 0                 | Other 1 2 Other 2 |         | Total       |
|           | Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new vehi  Sales By Market Market United States Canada Other Total   | 17  ody chassis with integrated passenge ales)  Detroit*  105  icle sales)  Allison  577  New Vehicles  509  52  0               | Mercedes  O  Volvo  0  Pre-Owned Vehicles  201 20 0                            | Cummins 277  ZF 0  Total 710 72 0       | Volvo<br>149<br>Eaton        | Navistar 0                 | Other 1 2 Other 2 |         | Total       |
|           | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new vehi Sales By Market Market United States Canada Other Total Source of Vehicles                                  | 17 ody chassis with integrated passenge ales) Detroit*  105  icle sales) Allison  577  New Vehicles  509 52 0 561                | Mercedes  O  Volvo  0  Pre-Owned Vehicles  201 20 0 221                        | Cummins                                 | Volvo<br>149<br>Eaton        | Navistar 0                 | Other 1 2 Other 2 |         | Total       |
|           | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa  Transmission (new vehi  Sales By Market Market United States Canada Other Total  Source of Vehicles Source                        | 17 ody chassis with integrated passenge lales) Detroit*  105 icle sales) Allison  577  New Vehicles  509 52 0 561  New Vehicles  | Volvo  Pre-Owned Vehicles  20  21  Pre-Owned Vehicles                          | Cummins 277  ZF 0  Total 710 72 0 782   | Volvo<br>149<br>Eaton        | Navistar 0                 | Other 1 2 Other 2 |         | Total       |
|           | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa  Transmission (new vehi  Sales By Market Market United States Canada Other Total  Source of Vehicles Source United States & Canada | 17 ody chassis with integrated passenge ales) Detroit*  105 icle sales) Allison 577  New Vehicles 509 52 0 561  New Vehicles 367 | Mercedes  O  Volvo  0  Pre-Owned Vehicles  20  0  221  Pre-Owned Vehicles  102 | Cummins                                 | Volvo<br>149<br>Eaton        | Navistar 0                 | Other 1 2 Other 2 |         | Total       |

Coach Manufacturer Survey

Quarterly Survey
Results For:
Respondents

**Q4 - 2019** 

|           | Private Sector Sales  | New Vehicles  |  |  |                               |                 |                   |         |             |
|-----------|---|---|--|--|-------------------------------|-----------------|-------------------|---------|-------------|
|           |   | Semi/full monocoque, unibody  | Body on chassis, body on frame   |  |                               |                 |                   |         |             |
| Length    | Baggage storage   | chassis construction  | or ladder type construction  | Total                                      |                               |                 |                   |         |             |
| 45' +     | Yes   | 492   | 0  | 492  |                               |                 |                   |         |             |
| 40 - <45' | Yes   | 0   | 0  | 0  |                               |                 |                   |         |             |
| 30 - <40' | Yes   | 64  | 0  | <u>64</u>                                  |                               |                 |                   |         |             |
|           | <u>Total</u>  | 556   | 0  | 556  |                               |                 |                   |         |             |
|           | Public Sector Sales   | New Vehicles  |  |  |                               |                 |                   |         |             |
|           |   | Semi/full monocoque, unibody  | Body on chassis, body on frame   |  |                               |                 |                   |         |             |
| ength     | Baggage storage   | chassis construction  | or ladder type construction  | <u>Total</u>                               |                               |                 |                   |         |             |
| 5' +      | Yes   | 107   | 0  | 107  |                               |                 |                   |         |             |
| 0 - <45'  | Yes   | 8   | 0  | 8  |                               |                 |                   |         |             |
| 30 - <40' | Yes   | 0   | 0  | <u>0</u>                                   |                               |                 |                   |         |             |
|           | Total   | 115   | 0  | 115  |                               |                 |                   |         |             |
|           | Pre-owned Vehicle Sales   | Pro-owned Vehicles  |  |  |                               |                 |                   |         |             |
|           | rie-owned venicle sales   | s Fre-owned venicles  |  |  |                               |                 |                   |         |             |
|           |   | Semi/full monocoque, unibody  | Body on chassis, body on frame   |  |                               |                 |                   |         |             |
|           |   | chassis construction  | or ladder type construction  | Total                                      |                               |                 |                   |         |             |
|           |   |   |  |  |                               |                 |                   |         |             |
|           | Shell Sales Total Shell Sales (sale of a monocoque or unibod  | 339  62  By chassis with integrated passenge  | 12   | 351  | ich builder for comm          | nercial leasing | )                 |         |             |
|           | Total Shell Sales<br>(sale of a monocoque or unibod   | 62<br>By chassis with integrated passenge   | ]  | _  | ich builder for comm          | nercial leasing | )                 |         |             |
|           | Total Shell Sales   | 62<br>By chassis with integrated passenge   | r deck above a luggage compartm  | _  | nch builder for comm<br>Volvo |                 |                   | Other 2 | Total       |
|           | Total Shell Sales<br>(sale of a monocoque or unibod   | 62<br>dy chassis with integrated passenge   | ]  | ent to a third-party cod                   |                               | Navistar        | ) Other 1 0       | Other 2 | Total 70:   |
|           | Total Shell Sales<br>(sale of a monocoque or uniboo<br>Engines (new vehicle sal   | 62<br>dy chassis with integrated passenge<br>es)<br>Detroit*  | r deck above a luggage compartm<br>Mercedes                                | ent to a third-party cod                   | Volvo                         | Navistar        | Other 1           |         |             |
|           | Total Shell Sales<br>(sale of a monocoque or unibod   | 62 dy chassis with integrated passenge es) Detroit* 59  Cle sales)  | r deck above a luggage compartm  Mercedes  0                               | ent to a third-party cod  Cummins  421     | Volvo 223                     | Navistar<br>0   | Other 1           |         | 70          |
|           | Total Shell Sales<br>(sale of a monocoque or uniboo<br>Engines (new vehicle sal   | 62<br>dy chassis with integrated passenge<br>es)<br>Detroit*  | r deck above a luggage compartm<br>Mercedes                                | ent to a third-party cod                   | Volvo                         | Navistar        | Other 1           |         |             |
|           | Total Shell Sales<br>(sale of a monocoque or uniboo<br>Engines (new vehicle sal   | 62  ly chassis with integrated passenge es) Detroit* 59  Cle sales) Allison                               | r deck above a luggage compartm  Mercedes  O                               | ent to a third-party cod  Cummins  421  ZF | Volvo 223                     | Navistar 0      | Other 1 0 Other 2 |         | 70          |
|           | Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sal  Transmission (new vehic   | 62  ly chassis with integrated passenge es) Detroit* 59  Cle sales) Allison                               | r deck above a luggage compartm  Mercedes  O                               | ent to a third-party cod  Cummins  421  ZF | Volvo 223                     | Navistar 0      | Other 1 0 Other 2 |         | 70<br>Total |
|           | Total Shell Sales (sale of a monocoque or unibod) Engines (new vehicle sal Transmission (new vehicle) Sales By Market   | 62 dy chassis with integrated passenge es) Detroit* 59 Cle sales) Allison 708                             | r deck above a luggage compartm  Mercedes  0  Volvo  0  Pre-Owned Vehicles | Cummins 421  ZF 0                          | Volvo 223                     | Navistar 0      | Other 1 0 Other 2 |         | 70<br>Total |
|           | Total Shell Sales (sale of a monocoque or unibod Engines (new vehicle sal  Transmission (new vehicle Sales By Market Market   | 62 dy chassis with integrated passenge es) Detroit* 59 cle sales) Allison 708                             | Mercedes  O  Volvo  0  | Cummins 421  ZF 0                          | Volvo 223                     | Navistar 0      | Other 1 0 Other 2 |         | 70<br>Total |
|           | Total Shell Sales (sale of a monocoque or unibod Engines (new vehicle sal  Transmission (new vehicle Sales By Market Market United States Canada  | es) Detroit* 59 Sle sales) Allison 708  New Vehicles 650 21   | Mercedes  Volvo  Pre-Owned Vehicles  324 25                                | Cummins 421  ZF 0  Total 974 46            | Volvo 223                     | Navistar 0      | Other 1 0 Other 2 |         | 70          |
|           | Total Shell Sales (sale of a monocoque or unibod Engines (new vehicle sal  Transmission (new vehicle Sales By Market Market United States   | 62 dy chassis with integrated passenge es) Detroit* 59 cle sales) Allison 708  New Vehicles 650           | Mercedes  O  Volvo  Pre-Owned Vehicles 324                                 | Cummins 421  ZF 0  Total 974               | Volvo 223                     | Navistar 0      | Other 1 0 Other 2 |         | 70          |
|           | Total Shell Sales (sale of a monocoque or unibod Engines (new vehicle sal  Transmission (new vehicle Sales By Market Market United States Canada Other                                  | 62 dy chassis with integrated passenge es) Detroit* 59 Cle sales) Allison 708  New Vehicles 650 21 0      | Mercedes  O  Volvo  O  Pre-Owned Vehicles  324  25  2                      | Cummins 421  ZF 0  Total 974 46 2          | Volvo 223                     | Navistar 0      | Other 1 0 Other 2 |         | 70<br>Total |
|           | Total Shell Sales (sale of a monocoque or unibod Engines (new vehicle sal  Transmission (new vehicle Sales By Market Market United States Canada Other Total                            | 62 dy chassis with integrated passenge es) Detroit* 59 Cle sales) Allison 708  New Vehicles 650 21 0      | Mercedes  O  Volvo  O  Pre-Owned Vehicles  324  25  2                      | Cummins 421  ZF 0  Total 974 46 2          | Volvo 223                     | Navistar 0      | Other 1 0 Other 2 |         | Total       |
|           | Total Shell Sales (sale of a monocoque or unibod Engines (new vehicle sal  Transmission (new vehicle Sales By Market Market United States Canada Other Total  Source of Vehicles        | 62 dy chassis with integrated passenge es) Detroit* 59  Cle sales) Allison 708  New Vehicles 650 21 0 671 | Mercedes  O  Volvo  O  Pre-Owned Vehicles  25  2  351                      | Cummins 421  ZF 0  Total 974 46 2 1,022    | Volvo 223                     | Navistar 0      | Other 1 0 Other 2 |         | Total       |
|           | Total Shell Sales (sale of a monocoque or unibod Engines (new vehicle sal  Transmission (new vehicle Sales By Market Market United States Canada Other Total  Source of Vehicles Source | 62 dy chassis with integrated passenge es) Detroit* 59 Sle sales) Allison 708  New Vehicles 650 21 0 671  | Volvo  Pre-Owned Vehicles  25 2 2 351  Pre-Owned Vehicles                  | Cummins 421  ZF 0  Total 974 46 2 1,022    | Volvo 223                     | Navistar 0      | Other 1 0 Other 2 |         | Total       |

Coach Manufacturer Survey

Quarterly Survey Results For: Respondents

Q1 - 2020 4

|           | Private Sector Sales  | New Vehicles   |   |   |                       |                |                   |         |             |
|-----------|---|--|---|---|-----------------------|----------------|-------------------|---------|-------------|
|           |   | Semi/full monocoque, unibody   | Body on chassis, body on frame  |   |                       |                |                   |         |             |
| Length    | Baggage storage   | chassis construction   | or ladder type construction   | Total                                   |                       |                |                   |         |             |
| 45' +     | Yes   | 187  | 0   | 187                                     |                       |                |                   |         |             |
| 40 - <45' | Yes   | 60   | 0   | 60                                      |                       |                |                   |         |             |
| 30 - <40' | Yes   | 25   | 13  | 38                                      |                       |                |                   |         |             |
|           | <u>Total</u>  | 272  | 13  | 285                                     |                       |                |                   |         |             |
|           | Public Sector Sales   | New Vehicles   |   |   |                       |                |                   |         |             |
|           |   | Semi/full monocoque, unibody   | Body on chassis, body on frame  |   |                       |                |                   |         |             |
| Length    | Baggage storage   | chassis construction   | or ladder type construction   |   |                       |                |                   |         |             |
| 45' +     | Yes   | 57   | 0   | 57                                      |                       |                |                   |         |             |
| 40 - <45' | Yes   | 7  | 0   | 7                                       |                       |                |                   |         |             |
| 30 - <40' | Yes   | 0  | 0   | <u>0</u>                                |                       |                |                   |         |             |
|           | Total   | 64   | 0   | 64                                      |                       |                |                   |         |             |
|           | Pre-owned Vehicle Sale  | as Pre-owned Vehicles  |   |   |                       |                |                   |         |             |
|           | The owned vehicle suit  |  |   |   |                       |                |                   |         |             |
|           |   | Semi/full monocoque, unibody   | Body on chassis, body on frame  |   |                       |                |                   |         |             |
|           |   | chassis construction   | or ladder type construction   |   |                       |                |                   |         |             |
|           |   |  |   | 219                                     |                       |                |                   |         |             |
|           |   | 219  | 0   |   |                       |                |                   |         |             |
|           |   | 219  | U   |   |                       |                |                   |         |             |
|           | Shell Sales   | 219  | 0   |   |                       |                |                   |         |             |
|           | Shell Sales<br>Total Shell Sales  | 219  |   |   |                       |                |                   |         |             |
|           | Total Shell Sales   |  |   |   | ch builder for comm   | ercial leasing | )                 |         |             |
|           | Total Shell Sales<br>(sale of a monocoque or unibo  | 8  ndy chassis with integrated passenge  |   |   | ch builder for comm   | ercial leasing | )                 |         |             |
|           | Total Shell Sales   | 8  andy chassis with integrated passenge  sles)  | r deck above a luggage compartm                                       | ent to a third-party coad               |                       |                |                   | Other 2 | Total       |
|           | Total Shell Sales<br>(sale of a monocoque or unibo  | 8 ody chassis with integrated passenge ales) Detroit*  | r deck above a luggage compartme                                      | ent to a third-party coad               | Volvo                 | Navistar       | Other 1           | Other 2 | Total       |
|           | Total Shell Sales<br>(sale of a monocoque or unibo  | 8  andy chassis with integrated passenge  sles)  | r deck above a luggage compartm                                       | ent to a third-party coad               |                       |                |                   | Other 2 |             |
|           | Total Shell Sales<br>(sale of a monocoque or unibo  | 8 ody chassis with integrated passenge sles) Detroit* 33 icle sales)   | r deck above a luggage compartme  Mercedes  0                         | cummins 212                             | Volvo<br>112          | Navistar<br>0  | Other 1           |         | 35          |
|           | Total Shell Sales<br>(sale of a monocoque or unibe<br>Engines (new vehicle sa   | 8 ales) Detroit* 33 icle sales) Allison  | r deck above a luggage compartme  Mercedes  0                         | cummins 212                             | Volvo<br>112<br>Eaton | Navistar 0     | Other 1 0 Other 2 |         | 35<br>Total |
|           | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh   | 8 ody chassis with integrated passenge sles) Detroit* 33 icle sales)   | r deck above a luggage compartme  Mercedes  0                         | cummins 212                             | Volvo<br>112          | Navistar<br>0  | Other 1           |         | 35          |
|           | Total Shell Sales (sale of a monocoque or unibot  Engines (new vehicle sa  Transmission (new veh  | Below the sales) Detroit* 33  icle sales) Allison 348  | Mercedes  Volvo   | Cummins 212                             | Volvo<br>112<br>Eaton | Navistar 0     | Other 1 0 Other 2 |         | Total       |
|           | Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new veh  Sales By Market  Market   | 8 ody chassis with integrated passenge ales) Detroit* 33 icle sales) Allison 348   | Mercedes  O  Volvo  Pre-Owned Vehicles                                | Cummins 212  ZF 0                       | Volvo<br>112<br>Eaton | Navistar 0     | Other 1 0 Other 2 |         | Total       |
|           | Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new veh  Sales By Market  Market United States   | 8 ody chassis with integrated passenge sles) Detroit* 33 icle sales) Allison 348  New Vehicles 327                       | Mercedes  Volvo  Pre-Owned Vehicles                                   | Cummins 212  ZF 0  Total 541            | Volvo<br>112<br>Eaton | Navistar 0     | Other 1 0 Other 2 |         | Total       |
|           | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market  Market United States Canada                                       | 8 ody chassis with integrated passenge ales) Detroit*  33 icle sales) Allison  348  New Vehicles  327 22                 | Mercedes  O  Volvo  0  Pre-Owned Vehicles 214 5                       | Cummins 212  ZF 0  Total 541 27         | Volvo<br>112<br>Eaton | Navistar 0     | Other 1 0 Other 2 |         | Total       |
|           | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market  Market United States Canada Other                                 | 8 ales) Detroit* 33 sicle sales) Allison 348  New Vehicles 327 22 0  | Mercedes  O  Volvo  0  Pre-Owned Vehicles  214  5 0                   | Cummins   212                           | Volvo<br>112<br>Eaton | Navistar 0     | Other 1 0 Other 2 |         | 35<br>Total |
|           | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market  Market United States Canada                                       | 8 ody chassis with integrated passenge ales) Detroit*  33 icle sales) Allison  348  New Vehicles  327 22                 | Mercedes  O  Volvo  0  Pre-Owned Vehicles 214 5                       | Cummins 212  ZF 0  Total 541 27         | Volvo<br>112<br>Eaton | Navistar 0     | Other 1 0 Other 2 |         | 35<br>Total |
|           | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market  Market United States Canada Other                                 | Bedy chassis with integrated passenge ales) Detroit*  33  icle sales) Allison  New Vehicles  22 0 349                    | Mercedes  O  Volvo  0  Pre-Owned Vehicles  214  5  0  219             | Cummins   212                           | Volvo<br>112<br>Eaton | Navistar 0     | Other 1 0 Other 2 |         | Total       |
|           | Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new veh  Sales By Market  Market United States Canada Other Total                          | 8 ales) Detroit* 33 sicle sales) Allison 348  New Vehicles 327 22 0  | Mercedes  O  Volvo  0  Pre-Owned Vehicles  214  5 0                   | Cummins   212                           | Volvo<br>112<br>Eaton | Navistar 0     | Other 1 0 Other 2 |         | Total       |
|           | Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new veh  Sales By Market Market United States Canada Other Total  Source of Vehicles       | Bedy chassis with integrated passenge ales) Detroit*  33  icle sales) Allison  New Vehicles  22 0 349                    | Mercedes  O  Volvo  0  Pre-Owned Vehicles  214  5  0  219             | Cummins 212  ZF 0  Total 541 27 0 568   | Volvo<br>112<br>Eaton | Navistar 0     | Other 1 0 Other 2 |         | Total       |
|           | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market Market United States Canada Other Total  Source of Vehicles Source | 8 ody chassis with integrated passenge ales) Detroit*  33 icle sales) Allison  348  New Vehicles  22 0 349  New Vehicles | Volvo  Pre-Owned Vehicles  5 0  Pre-Owned Vehicles Pre-Owned Vehicles | Cummins  212  ZF  0  Total 541 27 0 568 | Volvo<br>112<br>Eaton | Navistar 0     | Other 1 0 Other 2 |         | Total       |

Coach Manufacturer Survey

Quarterly Survey Results For: Respondents

**Q2 - 2020**4

|           | Private Sector Sales                                     | New Vehicles                         |                                 |                           |                     |                         |         |         |       |
|-----------|--|--------------------------------------|---------------------------------|---------------------------|---------------------|-------------------------|---------|---------|-------|
|           |  |                                      |                                 |                           |                     |                         |         |         |       |
|           |  | Semi/full monocoque, unibody         | Body on chassis, body on frame  |                           |                     |                         |         |         |       |
| Length    | Baggage storage  | chassis construction                 | or ladder type construction     | <u>Total</u>              |                     |                         |         |         |       |
| 45' +     | Yes  | 29                                   | 0                               | 29                        |                     |                         |         |         |       |
| 40 - <45' | Yes  | 1                                    | 0                               | 1                         |                     |                         |         |         |       |
| 30 - <40' | Yes  | 0<br><b>30</b>                       | 0                               | <u>0</u>                  |                     |                         |         |         |       |
|           | <u>Total</u>   | 30                                   | U                               | 30                        |                     |                         |         |         |       |
|           | Public Sector Sales                                      | New Vehicles                         |                                 |                           |                     |                         |         |         |       |
|           |  | Semi/full monocoque, unibody         | Body on chassis, body on frame  | 2                         |                     |                         |         |         |       |
| Length    | Baggage storage  | chassis construction                 | or ladder type construction     | Total                     |                     |                         |         |         |       |
| 45' +     | Yes  | 26                                   | 0                               | 26                        |                     |                         |         |         |       |
| 40 - <45' | Yes  | 6                                    | 0                               | 6                         |                     |                         |         |         |       |
| 30 - <40' | Yes  | 0                                    | 0                               | <u>o</u>                  |                     |                         |         |         |       |
|           | Total  | 32                                   | 0                               | 32                        |                     |                         |         |         |       |
|           |  |                                      |                                 |                           |                     |                         |         |         |       |
|           | Pre-owned Vehicle Sale                                   | es Pre-owned Vehicles                |                                 |                           |                     |                         |         |         |       |
|           |  | Semi/full monocoque, unibody         | Body on chassis, body on frame  | <u>.</u>                  |                     |                         |         |         |       |
|           |  | chassis construction                 | or ladder type construction     | Total                     |                     |                         |         |         |       |
|           |  | 69                                   | 1                               | 70                        |                     |                         |         |         |       |
|           |  | 05                                   | 1                               |                           |                     |                         |         |         |       |
|           | Chall Calas  |                                      |                                 |                           |                     |                         |         |         |       |
|           | Shell Sales  |                                      | _                               |                           |                     |                         |         |         |       |
|           | Total Shell Sales  | 2                                    | <b>.</b>                        |                           |                     |                         |         |         |       |
|           | (sale of a monocoque or unibo                            | ody chassis with integrated passenge | r deck above a luggage compartr | ment to a third-party coa | ch builder for comn | nercial leasin <u>c</u> | 7)      |         |       |
|           | Engines (new vehicle sa                                  | ales)                                |                                 |                           |                     |                         |         |         |       |
|           |  | Detroit*                             | Mercedes                        | Cummins                   | Volvo               | Navistar                | Other 1 | Other 2 | Total |
|           |  | 1                                    | 0                               | 53                        | 10                  | 0                       | 0       | 0       | 64    |
|           | Transmission (new veh                                    | icle sales)                          |                                 |                           |                     |                         |         |         |       |
|           | rialisillission (new ven                                 | Allison                              | Volvo                           | ZF                        | Eaton               | Other 1                 | Other 2 |         | Total |
|           |  | 64                                   | 0                               | 0                         | 0                   | 0                       | 0       |         | 64    |
|           | Sales By Market  |                                      |                                 |                           |                     |                         |         |         |       |
|           | Market   | New Vehicles                         | Pre-Owned Vehicles              | <u>Total</u>              |                     |                         |         |         |       |
|           |  |                                      | -                               |                           |                     |                         |         |         |       |
|           | United States  | 52                                   | 64                              | 116                       |                     |                         |         |         |       |
|           | Canada   | 10                                   | 6                               | 16                        |                     |                         |         |         |       |
|           |  | 0                                    | 7 <b>0</b>                      | <u>0</u><br>132           |                     |                         |         |         |       |
|           | Other<br>Total   | 62                                   |                                 | 132                       |                     |                         |         |         |       |
|           | <u>Total</u>   | 62                                   |                                 |                           |                     |                         |         |         |       |
|           |  | 62                                   |                                 |                           |                     |                         |         |         |       |
|           | Total Source of Vehicles Source                          | New Vehicles                         | Pre-Owned Vehicles              | <u>Total</u>              |                     |                         |         |         |       |
|           | Source of Vehicles                                       |                                      |                                 | <u>Total</u><br>107       |                     |                         |         |         |       |
|           | Total Source of Vehicles Source                          | New Vehicles                         | Pre-Owned Vehicles              |                           |                     |                         |         |         |       |
|           | Total  Source of Vehicles  Source United States & Canada | New Vehicles 58                      | Pre-Owned Vehicles 49           | 107                       |                     |                         |         |         |       |

Coach Manufacturer Survey

Quarterly Survey
Results For:
Respondents

**Q3-2020** 4

|          | Private Sector Sales  | New Vehicles  |  |  |                              |                             |                   |         |          |
|----------|---|---|--|--|------------------------------|-----------------------------|-------------------|---------|----------|
|          |   | Semi/full monocoque, unibody  | Body on chassis, body on frame   |  |                              |                             |                   |         |          |
| ength_   | Baggage storage   | chassis construction  | or ladder type construction  | Total                                      |                              |                             |                   |         |          |
| 5' +     | Yes   | 61  | 0  | 61   |                              |                             |                   |         |          |
| 0 - <45' | Yes   | 2   | 0  | 2  |                              |                             |                   |         |          |
| 0 - <40' | Yes   | 2   | 0  | 2  |                              |                             |                   |         |          |
|          | <u>Total</u>  | 65  | 0  | 65   |                              |                             |                   |         |          |
|          | Public Sector Sales   | New Vehicles  |  |  |                              |                             |                   |         |          |
|          |   | Semi/full monocoque, unibody  | Body on chassis, body on frame   |  |                              |                             |                   |         |          |
| ngth     | Baggage storage   | chassis construction  | or ladder type construction  | Total                                      |                              |                             |                   |         |          |
| i' +     | Yes   | 132   | 0  | 132  |                              |                             |                   |         |          |
| ) - <45' | Yes   | 14  | 0  | 14   |                              |                             |                   |         |          |
| 0 - <40' | Yes   | 0   | 0  | <u>0</u>                                   |                              |                             |                   |         |          |
|          | Total   | 146   | 0  | 146  |                              |                             |                   |         |          |
|          | Pre-owned Vehicle Sale  | S Pre-owned Vehicles  |  |  |                              |                             |                   |         |          |
|          |   |   |  |  |                              |                             |                   |         |          |
|          |   | Semi/full monocoque, unibody  | Body on chassis, body on frame   |  |                              |                             |                   |         |          |
|          |   | chassis construction  | or ladder type construction  | <u>Total</u>                               |                              |                             |                   |         |          |
|          |   |   |  |  |                              |                             |                   |         |          |
|          |   | 199   | 0  | 199  |                              |                             |                   |         |          |
|          | Shell Sales   |   | 0  |  |                              |                             |                   |         |          |
|          | Total Shell Sales   | 199  5 dy chassis with integrated passenge                                | ]  |  | ch builder for comn          | nercial leasing             | )                 |         |          |
|          | Total Shell Sales<br>(sale of a monocoque or unibo  | 5<br>dy chassis with integrated passenge                                  | ]  |  | ch builder for comn          | nercial leasing             | )                 |         |          |
|          | Total Shell Sales   | 5<br>dy chassis with integrated passenge                                  | r deck above a luggage compartm  |  | ch builder for comn<br>Volvo | nercial leasing<br>Navistar | )<br>Other 1      | Other 2 | Total    |
|          | Total Shell Sales<br>(sale of a monocoque or unibo  | 5<br>dy chassis with integrated passenge                                  | ]  | ent to a third-party coa                   |                              |                             |                   | Other 2 |          |
|          | Total Shell Sales<br>(sale of a monocoque or unibo<br>Engines (new vehicle sa   | 5 dy chassis with integrated passenge les) Detroit*                       | r deck above a luggage compartm  | ent to a third-party coad                  | Volvo                        | Navistar                    | Other 1           |         |          |
|          | Total Shell Sales<br>(sale of a monocoque or unibo  | 5 dy chassis with integrated passenge les) Detroit*                       | r deck above a luggage compartm  | ent to a third-party coad                  | Volvo                        | Navistar<br>0               | Other 1           |         | Total 2: |
|          | Total Shell Sales<br>(sale of a monocoque or unibo<br>Engines (new vehicle sa   | 5 dy chassis with integrated passenge les) Detroit* 1 cle sales)          | r deck above a luggage compartm  Mercedes  0                               | ent to a third-party coad  Cummins  183    | Volvo<br>32                  | Navistar                    | Other 1           |         | 2        |
|          | Total Shell Sales<br>(sale of a monocoque or unibo<br>Engines (new vehicle sa   | 5 dy chassis with integrated passenge les) Detroit*  1 cle sales) Allison | r deck above a luggage compartm  Mercedes  Volvo                           | ent to a third-party coad  Cummins 183  ZF | Volvo<br>32<br>Eaton         | Navistar 0                  | Other 1 0 Other 2 |         | Total    |
|          | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  | 5 dy chassis with integrated passenge les) Detroit*  1 cle sales) Allison | r deck above a luggage compartm  Mercedes  Volvo                           | ent to a third-party coad  Cummins 183  ZF | Volvo<br>32<br>Eaton         | Navistar 0                  | Other 1 0 Other 2 |         | Total    |
|          | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market   | 5   dy chassis with integrated passenge     les   Detroit*                | Mercedes  O  Volvo   | Cummins 183                                | Volvo<br>32<br>Eaton         | Navistar 0                  | Other 1 0 Other 2 |         | Total    |
|          | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market  Market   | 5   dy chassis with integrated passenge    les  Detroit*                  | r deck above a luggage compartm  Mercedes  0  Volvo  0  Pre-Owned Vehicles | Cummins 183  ZF 0                          | Volvo<br>32<br>Eaton         | Navistar 0                  | Other 1 0 Other 2 |         | Total    |
|          | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market  Market United States   | 5   dy chassis with integrated passenge    les  Detroit*                  | Mercedes  O  Volvo  Pre-Owned Vehicles  176                                | Cummins  183  ZF  0  Total 359             | Volvo<br>32<br>Eaton         | Navistar 0                  | Other 1 0 Other 2 |         | Total    |
|          | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market  Market United States Canada  | 5   dy chassis with integrated passenge     les   Detroit*                | Mercedes  Volvo  Pre-Owned Vehicles  176 23                                | Cummins 183  ZF 0  Total 359 51            | Volvo<br>32<br>Eaton         | Navistar 0                  | Other 1 0 Other 2 |         | 7 Total  |
|          | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market  Market United States Canada Other                                  | S   S   S   S   S   S   S   S   S   S                                     | Mercedes  O  Volvo  0  Pre-Owned Vehicles  176 23 0                        | Cummins 183  ZF 0  Total 359 51 0          | Volvo<br>32<br>Eaton         | Navistar 0                  | Other 1 0 Other 2 |         | Total    |
|          | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market  Market United States Canada Other Total                            | S   S   S   S   S   S   S   S   S   S                                     | Mercedes  O  Volvo  0  Pre-Owned Vehicles  176 23 0                        | Cummins 183  ZF 0  Total 359 51 0          | Volvo<br>32<br>Eaton         | Navistar 0                  | Other 1 0 Other 2 |         | Total    |
|          | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market Market United States Canada Other Total  Source of Vehicles         | 5   dy chassis with integrated passenge   les   Detroit*                  | Mercedes  O  Volvo  0  Pre-Owned Vehicles  176  23  0  199                 | Cummins 183  ZF 0  Total 359 51 0 410      | Volvo<br>32<br>Eaton         | Navistar 0                  | Other 1 0 Other 2 |         | Total    |
|          | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market  Market United States Canada Other Total  Source of Vehicles Source | S   S   S   S   S   S   S   S   S   S                                     | Volvo  Pre-Owned Vehicles  176 23 0 199  Pre-Owned Vehicles                | Cummins  183  ZF  0  Total 359 51 0 410    | Volvo<br>32<br>Eaton         | Navistar 0                  | Other 1 0 Other 2 |         | Tota     |

Coach Manufacturer Survey

Quarterly Survey Results For: Respondents

**Q4-2020** 4

|           | Private Sector Sales   | New Vehicles   |  |   |                              |                            |                   |         |           |
|-----------|--|--|--|---|------------------------------|----------------------------|-------------------|---------|-----------|
|           |  | Semi/full monocoque, unibody   | Body on chassis, body on frame   |   |                              |                            |                   |         |           |
| Length    | Baggage storage  | chassis construction   | or ladder type construction  | Total                                   |                              |                            |                   |         |           |
| 45' +     | Yes  | 101  | 0  | 101                                     |                              |                            |                   |         |           |
| 10 - <45' | Yes  | 12   | 0  | 12                                      |                              |                            |                   |         |           |
| 30 - <40' | Yes  | 31   | 2  | 33                                      |                              |                            |                   |         |           |
|           | <u>Total</u>   | 144  | 2  | 146                                     |                              |                            |                   |         |           |
|           | Public Sector Sales  | New Vehicles   |  |   |                              |                            |                   |         |           |
|           |  | Semi/full monocoque, unibody   | Body on chassis, body on frame   |   |                              |                            |                   |         |           |
| ength     | Baggage storage  | chassis construction   | or ladder type construction  | <u>Total</u>                            |                              |                            |                   |         |           |
| 15' +     | Yes  | 118  | 0  | 118                                     |                              |                            |                   |         |           |
| 0 - <45'  | Yes  | 8  | 0  | 8                                       |                              |                            |                   |         |           |
| 30 - <40' | Yes  | 0  | 0  | <u>o</u>                                |                              |                            |                   |         |           |
|           | Total  | 126  | 0  | 126                                     |                              |                            |                   |         |           |
|           | Pre-owned Vehicle Sale   | as Pre-owned Vehicles  |  |   |                              |                            |                   |         |           |
|           | The owned vehicle suit   |  |  |   |                              |                            |                   |         |           |
|           |  | Semi/full monocoque, unibody   | Body on chassis, body on frame   |   |                              |                            |                   |         |           |
|           |  | chassis construction   | or ladder type construction  |   |                              |                            |                   |         |           |
|           |  |  | 0  | 91                                      |                              |                            |                   |         |           |
|           |  | 91   | 0  |   |                              |                            |                   |         |           |
|           |  | 91   | 0  |   |                              |                            |                   |         |           |
|           | Shell Sales  | 91   | U  |   |                              |                            |                   |         |           |
|           | Shell Sales<br>Total Shell Sales   | 91   |  |   |                              |                            |                   |         |           |
|           | Total Shell Sales  |  |  |   | ch builder for comm          | ercial leasing             | )                 |         |           |
|           | Total Shell Sales  | 11  ndy chassis with integrated passenge   |  |   | ch builder for comm          | ercial leasing             | )                 |         |           |
|           | Total Shell Sales<br>(sale of a monocoque or unibo   | 11  ndy chassis with integrated passenge   | r deck above a luggage compartm  |   | ch builder for comm<br>Volvo | ercial leasing<br>Navistar | )<br>Other 1      | Other 2 | Total     |
|           | Total Shell Sales<br>(sale of a monocoque or unibo   | 11  ody chassis with integrated passenge  sles)  |  | ent to a third-party coad               |                              |                            |                   | Other 2 |           |
|           | Total Shell Sales<br>(sale of a monocoque or unibe<br>Engines (new vehicle sa  | 11 ody chassis with integrated passenge ales) Detroit*   | r deck above a luggage compartme   | ent to a third-party coad               | Volvo                        | Navistar                   | Other 1           |         |           |
|           | Total Shell Sales<br>(sale of a monocoque or unibo   | 11 ody chassis with integrated passenge ales) Detroit*   | r deck above a luggage compartme   | ent to a third-party coad               | Volvo                        | Navistar                   | Other 1           |         | Total 28: |
|           | Total Shell Sales<br>(sale of a monocoque or unibe<br>Engines (new vehicle sa  | 11 ody chassis with integrated passenge sles) Detroit*  8 icle sales)  | r deck above a luggage compartme  Mercedes  0  | cummins 211                             | Volvo<br>64                  | Navistar<br>0              | Other 1           |         | 28        |
|           | Total Shell Sales<br>(sale of a monocoque or unibe<br>Engines (new vehicle sa  | 11  ody chassis with integrated passenge  ales)  Detroit*  8  icle sales)  Allison   | r deck above a luggage compartme  Mercedes  0  | cummins 211                             | Volvo<br>64<br>Eaton         | Navistar 0                 | Other 1 0 Other 2 |         |           |
|           | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new veh  | 11  ody chassis with integrated passenge  ales)  Detroit*  8  icle sales)  Allison   | r deck above a luggage compartme  Mercedes  0  | cummins 211                             | Volvo<br>64<br>Eaton         | Navistar 0                 | Other 1 0 Other 2 |         |           |
|           | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  | 11  ody chassis with integrated passenge ales)  Detroit*  8  icle sales)  Allison  279   | Mercedes  Volvo  | Cummins 211  ZF 0                       | Volvo<br>64<br>Eaton         | Navistar 0                 | Other 1 0 Other 2 |         |           |
|           | Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new veh  Sales By Market  Market  | 11 ody chassis with integrated passenge ales) Detroit*  8 icle sales) Allison  279   | r deck above a luggage compartme  Mercedes  0  Volvo  0  Pre-Owned Vehicles                | Cummins 211  ZF 0                       | Volvo<br>64<br>Eaton         | Navistar 0                 | Other 1 0 Other 2 |         |           |
|           | Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new veh  Sales By Market  Market United States  | 11  ody chassis with integrated passenge ales) Detroit*  8  icle sales) Allison 279  New Vehicles 265                              | Mercedes  Volvo  Pre-Owned Vehicles  | Cummins 211  ZF 0  Total 345            | Volvo<br>64<br>Eaton         | Navistar 0                 | Other 1 0 Other 2 |         |           |
|           | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market  Market United States Canada  | 11 ody chassis with integrated passenge ales) Detroit*  8 icle sales) Allison 279  New Vehicles 265 7                              | Mercedes  O  Volvo  0  Pre-Owned Vehicles  80  11  | Cummins  211  ZF  0  Total 345 18       | Volvo<br>64<br>Eaton         | Navistar 0                 | Other 1 0 Other 2 |         |           |
|           | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market  Market United States Canada Other  | 11  ody chassis with integrated passenge ales)  Detroit*  8  sicle sales)  Allison  279  New Vehicles  265  7  0                   | Mercedes  O  Volvo  0  Pre-Owned Vehicles  80  11  0                                       | Cummins 211  ZF 0  Total 345 18 0       | Volvo<br>64<br>Eaton         | Navistar 0                 | Other 1 0 Other 2 |         | Z8        |
|           | Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new veh  Sales By Market Market United States Canada Other Total  | 11  ody chassis with integrated passenge ales)  Detroit*  8  sicle sales)  Allison  279  New Vehicles  265  7  0                   | Mercedes  O  Volvo  0  Pre-Owned Vehicles  80  11  0                                       | Cummins 211  ZF 0  Total 345 18 0       | Volvo<br>64<br>Eaton         | Navistar 0                 | Other 1 0 Other 2 |         |           |
|           | Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new veh  Sales By Market Market United States Canada Other Total  Source of Vehicles                              | 11 ody chassis with integrated passenge ales) Detroit*  8 icle sales) Allison  279  New Vehicles  265 7 0 272                      | r deck above a luggage compartme  Mercedes  0  Volvo  0  Pre-Owned Vehicles  80  11  0  91 | Cummins 211  ZF 0  Total 345 18 0 363   | Volvo<br>64<br>Eaton         | Navistar 0                 | Other 1 0 Other 2 |         |           |
|           | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market Market United States Canada Other Total  Source of Vehicles Source                        | 11 ody chassis with integrated passenge ales) Detroit*  8 icle sales) Allison  279  New Vehicles  265 7 0 272  New Vehicles        | Volvo  Pre-Owned Vehicles  11  0  Pre-Owned Vehicles                                       | Cummins  211  ZF  0  Total 345 18 0 363 | Volvo<br>64<br>Eaton         | Navistar 0                 | Other 1 0 Other 2 |         | Z8        |
|           | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market Market United States Canada Other Total  Source of Vehicles Source United States & Canada | 11  ody chassis with integrated passenge ales)  Detroit*  8  icle sales)  Allison  279  New Vehicles  265  7  0  272  New Vehicles | Mercedes  O  Volvo  0  Pre-Owned Vehicles  0  91  Pre-Owned Vehicles  57                   | Cummins  211  ZF  0  Total 345 18 0 363 | Volvo<br>64<br>Eaton         | Navistar 0                 | Other 1 0 Other 2 |         |           |

Coach Manufacturer Survey

Quarterly Survey Results For: Respondents

**Q1-2021** 4

|           | Private Sector Sales   | New Vehicles  |  |   |                              |                            |                  |         |       |
|-----------|--|---|--|---|------------------------------|----------------------------|------------------|---------|-------|
|           |  | Semi/full monocoque, unibody  | Body on chassis, body on frame   |   |                              |                            |                  |         |       |
| Length    | Baggage storage  | chassis construction  | or ladder type construction  | Total                                       |                              |                            |                  |         |       |
| 45' +     | Yes  | 20  | 0  | 20  |                              |                            |                  |         |       |
| 40 - <45' | Yes  | 0   | 0  | 0   |                              |                            |                  |         |       |
| 30 - <40' | Yes  | 9   | 0  | <u>9</u>                                    |                              |                            |                  |         |       |
|           | <u>Total</u>   | 29  | 0  | 29  |                              |                            |                  |         |       |
|           | Public Sector Sales  | New Vehicles  |  |   |                              |                            |                  |         |       |
|           |  | Semi/full monocoque, unibody  | Body on chassis, body on frame   |   |                              |                            |                  |         |       |
| Length    | Baggage storage  | chassis construction  | or ladder type construction  | <u>Total</u>                                |                              |                            |                  |         |       |
| 45' +     | Yes  | 133   | 0  | 133   |                              |                            |                  |         |       |
| 40 - <45' | Yes  | 3   | 0  | 3   |                              |                            |                  |         |       |
| 30 - <40' | Yes  | 0   | 0  | <u>0</u>                                    |                              |                            |                  |         |       |
|           | Total  | 136   | 0  | 136   |                              |                            |                  |         |       |
|           | Pre-owned Vehicle Sale   | as Pre-owned Vehicles   |  |   |                              |                            |                  |         |       |
|           | rie-owned venicle sale   |   |  |   |                              |                            |                  |         |       |
|           |  | Semi/full monocoque, unibody  | Body on chassis, body on frame   |   |                              |                            |                  |         |       |
|           |  | chassis construction  | or ladder type construction  | <u>Total</u>                                |                              |                            |                  |         |       |
|           |  |   |  |   |                              |                            |                  |         |       |
|           |  | 103   | 2  | 105   |                              |                            |                  |         |       |
|           |  | 103   | 2  | 105   |                              |                            |                  |         |       |
|           | Shell Sales  | 103   | 2  |   |                              |                            |                  |         |       |
|           | Shell Sales<br>Total Shell Sales   | 103   |  | 105   |                              |                            |                  |         |       |
|           | Total Shell Sales  |   |  |   | ch builder for comm          | ercial leasing             | )                |         |       |
|           | Total Shell Sales  | 1<br>ndy chassis with integrated passenge   |  |   | ch builder for comm          | ercial leasing             | )                |         |       |
|           | Total Shell Sales<br>(sale of a monocoque or unibo   | 1<br>ndy chassis with integrated passenge   |  |   | ch builder for comm<br>Volvo | ercial leasing<br>Navistar | )<br>Other 1     | Other 2 | Total |
|           | Total Shell Sales<br>(sale of a monocoque or unibo   | 1  dy chassis with integrated passenge  | r deck above a luggage compartm  | ent to a third-party coad                   |                              |                            |                  | Other 2 |       |
|           | Total Shell Sales<br>(sale of a monocoque or unibo   | 1 ody chassis with integrated passenge ales) Detroit* 9   | r deck above a luggage compartm  | ent to a third-party coad                   | Volvo                        | Navistar                   | Other 1          |         |       |
|           | Total Shell Sales<br>(sale of a monocoque or unibe<br>Engines (new vehicle sa  | 1 ody chassis with integrated passenge sles) Detroit* 9 icle sales)   | r deck above a luggage compartm  Mercedes  0                                 | ent to a third-party coad                   | Volvo<br>31                  | Navistar<br>0              | Other 1          |         | 166   |
|           | Total Shell Sales<br>(sale of a monocoque or unibe<br>Engines (new vehicle sa  | 1 ody chassis with integrated passenge ales) Detroit* 9   | r deck above a luggage compartm  | ent to a third-party coad  Cummins  126     | Volvo                        | Navistar                   | Other 1          |         |       |
|           | Total Shell Sales<br>(sale of a monocoque or unibe<br>Engines (new vehicle sa  | 1 ales) Detroit* 9 icle sales) Allison  | r deck above a luggage compartm  Mercedes  O                                 | ent to a third-party coad  Cummins  126  ZF | Volvo<br>31<br>Eaton         | Navistar 0                 | Other 1  Other 2 |         | Total |
|           | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new veh  | 1 ales) Detroit* 9 icle sales) Allison  | r deck above a luggage compartm  Mercedes  O                                 | ent to a third-party coad  Cummins  126  ZF | Volvo<br>31<br>Eaton         | Navistar 0                 | Other 1  Other 2 |         | Total |
|           | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  | ales) Detroit*  glicle sales) Allison  166  | Mercedes  O  Volvo   | Cummins 126                                 | Volvo<br>31<br>Eaton         | Navistar 0                 | Other 1  Other 2 |         | Total |
|           | Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new veh  Sales By Market  Market  | ales) Detroit* 9 icle sales) Allison 166  | r deck above a luggage compartm  Mercedes  0  Volvo  0  Pre-Owned Vehicles   | cummins 126  ZF 0                           | Volvo<br>31<br>Eaton         | Navistar 0                 | Other 1  Other 2 |         | Total |
|           | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market  Market United States Canada  | 1 ody chassis with integrated passenge ales) Detroit* 9 cicle sales) Allison 166  New Vehicles 161 4                          | Mercedes  O  Volvo  O  Pre-Owned Vehicles  94  11                            | Cummins                                     | Volvo<br>31<br>Eaton         | Navistar 0                 | Other 1  Other 2 |         | Total |
|           | Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new veh  Sales By Market  Market United States  | 1 pdy chassis with integrated passenger sles) Detroit* 9 icle sales) Allison 166  New Vehicles 161                            | Mercedes  Volvo  Pre-Owned Vehicles  | Cummins 126  ZF 0  Total 255                | Volvo<br>31<br>Eaton         | Navistar 0                 | Other 1  Other 2 |         | Total |
|           | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market  Market United States Canada Other  | 1  ody chassis with integrated passenge ales)  Detroit*  9  sicle sales)  Allison  166  New Vehicles  161  4  0               | Mercedes  Volvo  Pre-Owned Vehicles  94  11 0                                | Cummins   126                               | Volvo<br>31<br>Eaton         | Navistar 0                 | Other 1  Other 2 |         | Total |
|           | Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new veh  Sales By Market Market United States Canada Other Total  | 1  ody chassis with integrated passenge ales)  Detroit*  9  sicle sales)  Allison  166  New Vehicles  161  4  0               | Mercedes  Volvo  Pre-Owned Vehicles  94  11 0                                | Cummins   126                               | Volvo<br>31<br>Eaton         | Navistar 0                 | Other 1  Other 2 |         | Total |
|           | Total Shell Sales (sale of a monocoque or unibe Engines (new vehicle sa  Transmission (new veh  Sales By Market Market United States Canada Other Total  Source of Vehicles                              | ales) Detroit* 9  icle sales) Allison 166  New Vehicles 161 4 0 165   | Mercedes  O  Volvo  0  Pre-Owned Vehicles  94  11  0  105                    | Cummins   126                               | Volvo<br>31<br>Eaton         | Navistar 0                 | Other 1  Other 2 |         | Total |
|           | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market Market United States Canada Other Total  Source of Vehicles Source                        | 1 ody chassis with integrated passenge ales) Detroit* 9 icle sales) Allison 166  New Vehicles 161 4 0 165                     | Mercedes  O  Volvo  O  Pre-Owned Vehicles  11  0  105  Pre-Owned Vehicles    | Cummins   126                               | Volvo<br>31<br>Eaton         | Navistar 0                 | Other 1  Other 2 |         | Total |
|           | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new veh  Sales By Market Market United States Canada Other Total  Source of Vehicles Source United States & Canada | 1 ody chassis with integrated passenge  ales) Detroit* 9 cicle sales) Allison 166  New Vehicles 161 4 0 165  New Vehicles 165 | Mercedes  O  Volvo  0  Pre-Owned Vehicles  11  0 105  Pre-Owned Vehicles  63 | Cummins   126                               | Volvo<br>31<br>Eaton         | Navistar 0                 | Other 1  Other 2 |         | Total |

Coach Manufacturer Survey

Quarterly Survey
Results For:
Respondents

**Q2-2021** 

|           | Private Sector Sales  | New Vehicles   |   |  |                     |                 |                  |         |              |
|-----------|---|--|---|--|---------------------|-----------------|------------------|---------|--------------|
|           | r iivate sector sales   | New vernicles  |   |  |                     |                 |                  |         |              |
|           |   | Semi/full monocoque, unibody   | Body on chassis, body on frame  |  |                     |                 |                  |         |              |
| Length    | Baggage storage   | chassis construction   | or ladder type construction   | <u>Total</u>                               |                     |                 |                  |         |              |
| 45' +     | Yes   | 128  | 0   | 128  |                     |                 |                  |         |              |
| 40 - <45' | Yes   | 0  | 0   | 0  |                     |                 |                  |         |              |
| 30 - <40' | Yes   | 3  | 0   | <u>3</u>                                   |                     |                 |                  |         |              |
|           | <u>Total</u>  | 131  | 0   | 131  |                     |                 |                  |         |              |
|           | Public Sector Sales   | New Vehicles   |   |  |                     |                 |                  |         |              |
|           |   | Semi/full monocoque, unibody   | Body on chassis, body on frame  |  |                     |                 |                  |         |              |
| Length    | Baggage storage   | chassis construction   | or ladder type construction   | Total                                      |                     |                 |                  |         |              |
| 45' +     | Yes   | 179  | 0   | 179  |                     |                 |                  |         |              |
| 40 - <45' | Yes   | 5  | 0   | 5  |                     |                 |                  |         |              |
| 30 - <40' | Yes   | 0  | 0   | <u>o</u>                                   |                     |                 |                  |         |              |
|           | Total   | 184  | 0   | 184  |                     |                 |                  |         |              |
|           | D 1971:1-61   |  |   |  |                     |                 |                  |         |              |
|           | Pre-owned Vehicle Sale  | S Pre-owned Vehicles   |   |  |                     |                 |                  |         |              |
|           |   | Semi/full monocoque, unibody   | Body on chassis, body on frame  |  |                     |                 |                  |         |              |
|           |   | chassis construction   | or ladder type construction   | Total                                      |                     |                 |                  |         |              |
|           |   |  |   | _  |                     |                 |                  |         |              |
|           |   | 182  | 0   | 182  |                     |                 |                  |         |              |
|           |   | 182  | 0   | 182  |                     |                 |                  |         |              |
|           | Shell Sales   | 182  | 0   | 182  |                     |                 |                  |         |              |
|           | Shell Sales   |  | 0   | 182  |                     |                 |                  |         |              |
|           | Total Shell Sales   | 182  9 dy chassis with integrated passenge   |   |  | ch builder for comm | nercial leasing | 1)               |         |              |
|           | Total Shell Sales<br>(sale of a monocoque or unibo  | 9<br>dy chassis with integrated passenge   |   |  | ch builder for comm | nercial leasing | 1)               |         |              |
|           | Total Shell Sales   | 9 dy chassis with integrated passenge  | r deck above a luggage compartm   | ent to a third-party coa                   |                     |                 |                  |         |              |
|           | Total Shell Sales<br>(sale of a monocoque or unibo  | 9 dy chassis with integrated passenge les) Detroit*  | or deck above a luggage compartme   | ent to a third-party coal                  | Volvo               | Navistar        | Other 1          | Other 2 | Total        |
|           | Total Shell Sales<br>(sale of a monocoque or unibo  | 9 dy chassis with integrated passenge  | r deck above a luggage compartm   | ent to a third-party coa                   |                     |                 |                  | Other 2 |              |
|           | Total Shell Sales<br>(sale of a monocoque or unibo  | 9 dy chassis with integrated passenge les) Detroit* 35 Cle sales)  | or deck above a luggage compartme   | ent to a third-party coal  Cummins  189    | Volvo               | Navistar        | Other 1          |         |              |
|           | Total Shell Sales<br>(sale of a monocoque or unibo<br>Engines (new vehicle sa   | 9 dy chassis with integrated passenge les) Detroit*  | or deck above a luggage compartme   | ent to a third-party coal                  | Volvo               | Navistar        | Other 1          |         |              |
|           | Total Shell Sales<br>(sale of a monocoque or unibo<br>Engines (new vehicle sa   | 9 dy chassis with integrated passenge les) Detroit* 35 Cle sales)  | r deck above a luggage compartme  Mercedes  0                             | ent to a third-party coal  Cummins  189    | Volvo<br>100        | Navistar<br>0   | Other 1          |         | 324<br>Total |
|           | Total Shell Sales<br>(sale of a monocoque or unibo<br>Engines (new vehicle sa   | 9 dy chassis with integrated passenge les) Detroit* 35  Cle sales) Allison                                   | r deck above a luggage compartme  Mercedes  0                             | ent to a third-party coad  Cummins 189  ZF | Volvo<br>100        | Navistar 0      | Other 1  Other 2 |         | 324<br>Total |
|           | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  | 9 dy chassis with integrated passenge les) Detroit* 35  Cle sales) Allison                                   | r deck above a luggage compartme  Mercedes  0                             | ent to a third-party coad  Cummins 189  ZF | Volvo<br>100        | Navistar 0      | Other 1  Other 2 |         | 324<br>Total |
|           | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market   | 9 dy chassis with integrated passenge les) Detroit* 35  Cle sales) Allison 321                               | Mercedes  Volvo  0  | Cummins 189                                | Volvo<br>100        | Navistar 0      | Other 1  Other 2 |         | 324<br>Total |
|           | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market  Market   | 9 dy chassis with integrated passenge les) Detroit*  35  cle sales) Allison  321  New Vehicles               | Mercedes  Volvo  Pre-Owned Vehicles                                       | Cummins 189  ZF 0                          | Volvo<br>100        | Navistar 0      | Other 1  Other 2 |         | 324<br>Total |
|           | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market  Market United States   | 9 dy chassis with integrated passenge les) Detroit* 35  Cle sales) Allison 321  New Vehicles 303             | Mercedes  Volvo  Pre-Owned Vehicles                                       | Cummins 189  ZF 0  Total 473               | Volvo<br>100        | Navistar 0      | Other 1  Other 2 |         | 324<br>Total |
|           | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market  Market United States Canada  | g dy chassis with integrated passenge les) Detroit* 35  Cle sales) Allison 321  New Vehicles 303 12          | Mercedes  O  Volvo  0  Pre-Owned Vehicles 170 12                          | Cummins 189  ZF 0  Total 473 24            | Volvo<br>100        | Navistar 0      | Other 1  Other 2 |         | 324<br>Total |
|           | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market  Market United States Canada Other                                  | 9 dy chassis with integrated passenge les) Detroit* 35  Cle sales) Allison 321  New Vehicles 303 12 0        | Mercedes  Volvo  0  Pre-Owned Vehicles 170 12 0                           | Cummins   189                              | Volvo<br>100        | Navistar 0      | Other 1  Other 2 |         | 324<br>Total |
|           | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market  Market United States Canada Other Total                            | 9 dy chassis with integrated passenge les) Detroit* 35  Cle sales) Allison 321  New Vehicles 303 12 0        | Mercedes  Volvo  0  Pre-Owned Vehicles 170 12 0                           | Cummins   189                              | Volvo<br>100        | Navistar 0      | Other 1  Other 2 |         | 324<br>Total |
|           | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market Market United States Canada Other Total  Source of Vehicles         | 9 dy chassis with integrated passenge les) Detroit*  35  cle sales) Allison  321  New Vehicles  303 12 0 315 | Mercedes  O  Volvo  0  Pre-Owned Vehicles  170  12  0  182                | Cummins 189  ZF 0  Total 473 24 0 497      | Volvo<br>100        | Navistar 0      | Other 1  Other 2 |         | 324<br>Total |
|           | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market  Market United States Canada Other Total  Source of Vehicles Source | g dy chassis with integrated passenge les) Detroit*  35  Cle sales) Allison  321  New Vehicles  12 0 315     | Mercedes  O  Volvo  O  Pre-Owned Vehicles  12  0  182  Pre-Owned Vehicles | Cummins 189  ZF 0  Total 473 24 0 497      | Volvo<br>100        | Navistar 0      | Other 1  Other 2 |         | 324          |

Coach Manufacturer Survey

Quarterly Survey
Results For:
Respondents

**Q3-2021** 

|               | Private Sector Sales  | New Vehicles  |  |   |                       |                         |                  |         |       |
|---------------|---|---|--|---|-----------------------|-------------------------|------------------|---------|-------|
|               | Titale Sector Sales   | new vernoles  |  |   |                       |                         |                  |         |       |
|               |   | Semi/full monocoque, unibody  | Body on chassis, body on frame                       |   |                       |                         |                  |         |       |
| <u>Length</u> | Baggage storage   | chassis construction  | or ladder type construction                          | <u>Total</u>                            |                       |                         |                  |         |       |
| 45' +         | Yes   | 122   | 0  | 122                                     |                       |                         |                  |         |       |
| 40 - <45'     | Yes   | 0   | 0  | 0                                       |                       |                         |                  |         |       |
| 30 - <40'     | Yes   | 11  | 0  | <u>11</u>                               |                       |                         |                  |         |       |
|               | <u>Total</u>  | 133   | 0  | 133                                     |                       |                         |                  |         |       |
|               | Public Sector Sales   | New Vehicles  |  |   |                       |                         |                  |         |       |
|               |   | Semi/full monocoque, unibody  | Body on chassis, body on frame                       |   |                       |                         |                  |         |       |
| Length        | Baggage storage   | chassis construction  | or ladder type construction                          | Total                                   |                       |                         |                  |         |       |
| 45' +         | Yes   | 83  | 0  | 83                                      |                       |                         |                  |         |       |
| 40 - <45'     | Yes   | 19  | 0  | 19                                      |                       |                         |                  |         |       |
| 30 - <40'     | Yes   | 0   | 0  | <u>o</u>                                |                       |                         |                  |         |       |
|               | Total   | 102   | 0  | 102                                     |                       |                         |                  |         |       |
|               |   |   |  |   |                       |                         |                  |         |       |
|               | Pre-owned Vehicle Sales   | S Pre-owned Venicies  |  |   |                       |                         |                  |         |       |
|               |   | Semi/full monocoque, unibody  | Body on chassis, body on frame                       |   |                       |                         |                  |         |       |
|               |   | chassis construction  | or ladder type construction                          | Total                                   |                       |                         |                  |         |       |
|               |   | 124   | 0  | 124                                     |                       |                         |                  |         |       |
|               |   |   |  |   |                       |                         |                  |         |       |
|               |   |   |  |   |                       |                         |                  |         |       |
|               | Shell Sales   |   |  |   |                       |                         |                  |         |       |
|               | Shell Sales   | 17  | ٦  |   |                       |                         |                  |         |       |
|               | Total Shell Sales   | 17<br>dy chassis with integrated passenge   | r deck above a luggage compartme                     | ent to a third-party coac               | ch builder for comm   | nercial leasin <u>g</u> | ı)               |         |       |
|               | Total Shell Sales<br>(sale of a monocoque or unibod   | dy chassis with integrated passenge   | <br>rr deck above a luggage compartme                | ent to a third-party coad               | h builder for comn    | nercial leasing         | )                |         |       |
|               | Total Shell Sales   | dy chassis with integrated passenge   |  |   |                       |                         |                  | Othor 2 | Total |
|               | Total Shell Sales<br>(sale of a monocoque or unibod   | dy chassis with integrated passenge<br>les)<br>Detroit*   | Mercedes   | Cummins                                 | Volvo                 | Navistar                | Other 1          | Other 2 | Total |
|               | Total Shell Sales<br>(sale of a monocoque or unibod   | dy chassis with integrated passenge   |  |   |                       |                         |                  | Other 2 |       |
|               | Total Shell Sales<br>(sale of a monocoque or unibod   | dy chassis with integrated passenge les)  Detroit*  9  cle sales)                                     | Mercedes 0   | Cummins 139                             | Volvo<br>104          | Navistar<br>0           | Other 1          |         | 252   |
|               | Total Shell Sales<br>(sale of a monocoque or uniboo<br>Engines (new vehicle sal   | dy chassis with integrated passenge les)  Detroit*  9  Cle sales)  Allison                            | Mercedes 0   | Cummins 139                             | Volvo<br>104<br>Eaton | Navistar 0              | Other 1  Other 2 |         | Z52   |
|               | Total Shell Sales<br>(sale of a monocoque or uniboo<br>Engines (new vehicle sal   | dy chassis with integrated passenge les)  Detroit*  9  cle sales)                                     | Mercedes 0   | Cummins 139                             | Volvo<br>104          | Navistar<br>0           | Other 1          |         | 252   |
|               | Total Shell Sales<br>(sale of a monocoque or uniboo<br>Engines (new vehicle sal   | dy chassis with integrated passenge les)  Detroit*  9  Cle sales)  Allison                            | Mercedes 0   | Cummins 139                             | Volvo<br>104<br>Eaton | Navistar 0              | Other 1  Other 2 |         | Z52   |
|               | Total Shell Sales (sale of a monocoque or unibod  Engines (new vehicle sal  Transmission (new vehic   | dy chassis with integrated passenge les)  Detroit*  9  Cle sales)  Allison                            | Mercedes 0   | Cummins 139                             | Volvo<br>104<br>Eaton | Navistar 0              | Other 1  Other 2 |         | Z52   |
|               | Total Shell Sales (sale of a monocoque or unibod) Engines (new vehicle sal  Transmission (new vehicle Sales By Market   | dy chassis with integrated passenge les) Detroit* 9  cle sales) Allison 250                           | Mercedes 0 Volvo 0                                   | Cummins 139  ZF 0                       | Volvo<br>104<br>Eaton | Navistar 0              | Other 1  Other 2 |         | Z52   |
|               | Total Shell Sales (sale of a monocoque or unibod Engines (new vehicle sal  Transmission (new vehicle Sales By Market Market   | dy chassis with integrated passenge les) Detroit* 9  cle sales) Allison 250  New Vehicles             | Mercedes  0  Volvo  0  Pre-Owned Vehicles            | Cummins 139  ZF 0  Total                | Volvo<br>104<br>Eaton | Navistar 0              | Other 1  Other 2 |         | Z52   |
|               | Total Shell Sales (sale of a monocoque or unibod Engines (new vehicle sal  Transmission (new vehicle Sales By Market Market United States   | dy chassis with integrated passenge les) Detroit* 9 Cle sales) Allison 250  New Vehicles 230          | Volvo  O  Pre-Owned Vehicles  118                    | 139                                     | Volvo<br>104<br>Eaton | Navistar 0              | Other 1  Other 2 |         | Z52   |
|               | Total Shell Sales (sale of a monocoque or unibod Engines (new vehicle sal  Transmission (new vehicl Sales By Market Market United States Canada   | dy chassis with integrated passenge les)  Detroit*  9  Cle sales)  Allison  250  New Vehicles  230  5 | Nercedes   | Cummins 139  ZF 0  Total 348 11         | Volvo<br>104<br>Eaton | Navistar 0              | Other 1  Other 2 |         | Z52   |
|               | Total Shell Sales (sale of a monocoque or unibod Engines (new vehicle sal  Transmission (new vehicl Sales By Market Market United States Canada Other                                   | les) Detroit* 9  Cle sales) Allison 250  New Vehicles 230 5 0   | O   Volvo   O   Pre-Owned Vehicles   118   6   O   O | Cummins 139  ZF 0  Total 348 11 0       | Volvo<br>104<br>Eaton | Navistar 0              | Other 1  Other 2 |         | Z52   |
|               | Total Shell Sales (sale of a monocoque or unibod Engines (new vehicle sal  Transmission (new vehicle Sales By Market Market United States Canada Other Total  Source of Vehicles        | les) Detroit* 9  Cle sales) Allison 250  New Vehicles 230 5 0   | O   Volvo   O   Pre-Owned Vehicles   118   6   O   O | Cummins  139  ZF  0  Total 348 11 0 359 | Volvo<br>104<br>Eaton | Navistar 0              | Other 1  Other 2 |         | Z52   |
|               | Total Shell Sales (sale of a monocoque or unibod Engines (new vehicle sal  Transmission (new vehicle Sales By Market Market United States Canada Other Total                            | les) Detroit* 9 Cle sales) Allison 250  New Vehicles 5 0 235  | O   O   O   O   O   O   O   O   O   O                | Cummins 139  ZF 0  Total 348 11 0       | Volvo<br>104<br>Eaton | Navistar 0              | Other 1  Other 2 |         | Z52   |
|               | Total Shell Sales (sale of a monocoque or unibod Engines (new vehicle sal  Transmission (new vehicle Sales By Market Market United States Canada Other Total  Source of Vehicles Source | les) Detroit* 9 Cle sales) Allison 250  New Vehicles 230 5 0 235                                      | Nercedes   | Cummins 139  ZF 0  Total 348 11 0 359   | Volvo<br>104<br>Eaton | Navistar 0              | Other 1  Other 2 |         | Z52   |

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|           | Private Sector Sales   | New Vehicles  |   |   |                       |                         |                   |         |           |
|-----------|--|---|---|---|-----------------------|-------------------------|-------------------|---------|-----------|
|           | i mate sector saies  |   |   |   |                       |                         |                   |         |           |
|           |  | Semi/full monocoque, unibody  | Body on chassis, body on frame                            |   |                       |                         |                   |         |           |
| Length    | Baggage storage  | chassis construction  | or ladder type construction                               | <u>Total</u>  |                       |                         |                   |         |           |
| 45' +     | Yes  | 205   | 0   | 205   |                       |                         |                   |         |           |
| 40 - <45' | Yes  | 0   | 0   | 0   |                       |                         |                   |         |           |
| 30 - <40' | Yes  | 37  | 0   | 3 <u>7</u><br>242   |                       |                         |                   |         |           |
|           | <u>Total</u>   | 242   | U   | 242   |                       |                         |                   |         |           |
|           | Public Sector Sales  | New Vehicles  |   |   |                       |                         |                   |         |           |
|           |  | Semi/full monocoque, unibody  | Body on chassis, body on frame                            |   |                       |                         |                   |         |           |
| Length    | Baggage storage  | chassis construction  | or ladder type construction                               | Total   |                       |                         |                   |         |           |
| 45' +     | Yes  | 145   | 0   | 145   |                       |                         |                   |         |           |
| 40 - <45' | Yes  | 2   | 0   | 2   |                       |                         |                   |         |           |
| 30 - <40' | Yes  | 0   | 0   | <u>0</u>  |                       |                         |                   |         |           |
|           | Total  | 147   | 0   | 147   |                       |                         |                   |         |           |
|           |  |   |   |   |                       |                         |                   |         |           |
|           | Pre-owned Vehicle Sale   | S Pre-owned Vehicles  |   |   |                       |                         |                   |         |           |
|           |  | Semi/full monocoque, unibody  | Body on chassis, body on frame                            |   |                       |                         |                   |         |           |
|           |  | chassis construction  | or ladder type construction                               | Total   |                       |                         |                   |         |           |
|           |  |   |   | 179   |                       |                         |                   |         |           |
|           |  | 179   | 0   | 1/3   |                       |                         |                   |         |           |
|           |  | 179   | 0   |   |                       |                         |                   |         |           |
|           | Shell Sales  | 179   | 0   |   |                       |                         |                   |         |           |
|           | Shell Sales<br>Total Shell Sales   | 24  |   |   |                       |                         |                   |         |           |
|           | Total Shell Sales  |   |   |   | ch builder for comm   | nercial leasin <u>c</u> | 1)                |         |           |
|           | Total Shell Sales<br>(sale of a monocoque or unibo   | 24<br>dy chassis with integrated passenge   |   |   | ch builder for comm   | nercial leasin <u>o</u> | 1)                |         |           |
|           | Total Shell Sales  | 24 dy chassis with integrated passenge  | r deck above a luggage compartm                           | ent to a third-party coad   |                       |                         |                   | Other 2 | Total     |
|           | Total Shell Sales<br>(sale of a monocoque or unibo   | 24 dy chassis with integrated passenge les) Detroit*  | r deck above a luggage compartm                           | ent to a third-party coad   | Volvo                 | Navistar                | Other 1           | Other 2 | Total 413 |
|           | Total Shell Sales<br>(sale of a monocoque or unibo   | 24 dy chassis with integrated passenge  | r deck above a luggage compartm                           | ent to a third-party coad   |                       |                         |                   | Other 2 |           |
|           | Total Shell Sales<br>(sale of a monocoque or unibo   | 24 dy chassis with integrated passenge les) Detroit* 33 cle sales)  | r deck above a luggage compartm<br>Mercedes               | ent to a third-party coad  Cummins  226   | Volvo<br>149          | Navistar<br>0           | Other 1           |         | 413       |
|           | Total Shell Sales<br>(sale of a monocoque or unibo<br>Engines (new vehicle sa  | 24 dy chassis with integrated passenge les) Detroit* 33  Cle sales) Allison   | r deck above a luggage compartm<br>Mercedes<br>0          | ent to a third-party coad  Cummins  226  ZF   | Volvo<br>149<br>Eaton | Navistar 0              | Other 1 5 Other 2 |         | 413       |
|           | Total Shell Sales<br>(sale of a monocoque or unibo<br>Engines (new vehicle sa  | 24 dy chassis with integrated passenge les) Detroit* 33 cle sales)  | r deck above a luggage compartm<br>Mercedes               | ent to a third-party coad  Cummins  226   | Volvo<br>149          | Navistar<br>0           | Other 1           |         | 413       |
|           | Total Shell Sales<br>(sale of a monocoque or unibo<br>Engines (new vehicle sa  | 24 dy chassis with integrated passenge les) Detroit* 33  Cle sales) Allison 404   | r deck above a luggage compartme  Mercedes  0  Volvo  0   | ent to a third-party coad  Cummins  226  ZF   | Volvo<br>149<br>Eaton | Navistar 0              | Other 1 5 Other 2 |         | 413       |
|           | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new vehi   | 24 dy chassis with integrated passenge les) Detroit* 33  Cle sales) Allison   | Mercedes  O  Volvo  Pre-Owned Vehicles                    | ent to a third-party coad  Cummins  226  ZF   | Volvo<br>149<br>Eaton | Navistar 0              | Other 1 5 Other 2 |         | 413       |
|           | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market  Market United States  | 24 dy chassis with integrated passenge les) Detroit* 33  cle sales) Allison 404  New Vehicles 372                           | Mercedes  O  Volvo  Pre-Owned Vehicles  165               | Cummins 226  ZF 0  Total 537  | Volvo<br>149<br>Eaton | Navistar 0              | Other 1 5 Other 2 |         | 413       |
|           | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new vehi Sales By Market Market United States Canada                                       | 24 dy chassis with integrated passenge les) Detroit* 33 cle sales) Allison 404  New Vehicles 372 17                         | Mercedes  Volvo  Pre-Owned Vehicles  165  14              | Cummins  226  ZF  0  Total 537 31   | Volvo<br>149<br>Eaton | Navistar 0              | Other 1 5 Other 2 |         | 413       |
|           | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa  Transmission (new vehi  Sales By Market  Market United States Canada Other                              | 24 dy chassis with integrated passenge les) Detroit*  33  Cle sales) Allison  404  New Vehicles  372  17  0                 | Mercedes  O  Volvo  0  Pre-Owned Vehicles  165  14  0     | Cummins           226           ZF         0           Total         537           31         0 | Volvo<br>149<br>Eaton | Navistar 0              | Other 1 5 Other 2 |         | 413       |
|           | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new vehi Sales By Market Market United States Canada                                       | 24 dy chassis with integrated passenge les) Detroit* 33 cle sales) Allison 404  New Vehicles 372 17                         | Mercedes  Volvo  Pre-Owned Vehicles  165  14              | Cummins  226  ZF  0  Total 537 31   | Volvo<br>149<br>Eaton | Navistar 0              | Other 1 5 Other 2 |         | 413       |
|           | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa  Transmission (new vehi  Sales By Market  Market United States Canada Other                              | 24 dy chassis with integrated passenge les) Detroit*  33  Cle sales) Allison  404  New Vehicles  372  17  0                 | Mercedes  O  Volvo  0  Pre-Owned Vehicles  165  14  0     | Cummins           226           ZF         0           Total         537           31         0 | Volvo<br>149<br>Eaton | Navistar 0              | Other 1 5 Other 2 |         | 413       |
|           | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new vehi Sales By Market Market United States Canada Other Total                           | 24 dy chassis with integrated passenge les) Detroit*  33  Cle sales) Allison  404  New Vehicles  372  17  0                 | Mercedes  O  Volvo  0  Pre-Owned Vehicles  165  14  0     | Cummins           226           ZF         0           Total         537           31         0 | Volvo<br>149<br>Eaton | Navistar 0              | Other 1 5 Other 2 |         | 413       |
|           | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new vehi Sales By Market Market United States Canada Other Total Source of Vehicles        | 24 dy chassis with integrated passenge les) Detroit*  33  cle sales) Allison  404  New Vehicles  372 17 0 389               | Mercedes  | Cummins   | Volvo<br>149<br>Eaton | Navistar 0              | Other 1 5 Other 2 |         | 413       |
|           | Total Shell Sales (sale of a monocoque or unibo Engines (new vehicle sa Transmission (new vehi Sales By Market Market United States Canada Other Total Source of Vehicles Source | 24 dy chassis with integrated passenge les) Detroit*  33  cle sales) Allison  404  New Vehicles  372 17 0 389  New Vehicles | volvo  Pre-Owned Vehicles  14  0  179  Pre-Owned Vehicles | Cummins   | Volvo<br>149<br>Eaton | Navistar 0              | Other 1 5 Other 2 |         | 413       |

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|           | Private Sector Sales   | New Vehicles  |   |  |                      |                         |                   |         |           |
|-----------|--|---|---|--|----------------------|-------------------------|-------------------|---------|-----------|
|           |  | Semi/full monocoque, unibody  | Body on chassis, body on frame  |  |                      |                         |                   |         |           |
| Length    | Baggage storage  | chassis construction  | or ladder type construction   | Total                                  |                      |                         |                   |         |           |
| 45' +     | Yes  | 73  | 0   | 73                                     |                      |                         |                   |         |           |
| 40 - <45' | Yes  | 0   | 0   | 73                                     |                      |                         |                   |         |           |
| 30 - <40' | Yes  | 8   | 0   | 8                                      |                      |                         |                   |         |           |
| 30 110    | Total  | 81  | 0   | <br>81                                 |                      |                         |                   |         |           |
|           | Public Sector Sales  | New Vehicles  |   |  |                      |                         |                   |         |           |
|           |  | Semi/full monocoque, unibody  | Body on chassis, body on frame  |  |                      |                         |                   |         |           |
| Length    | Baggage storage  | chassis construction  | or ladder type construction   | Total                                  |                      |                         |                   |         |           |
| 45' +     | Yes  | 105   | 0   | 105                                    |                      |                         |                   |         |           |
| 40 - <45' | Yes  | 5   | 0   | 5                                      |                      |                         |                   |         |           |
| 30 - <40' | Yes  | 0   | 0   | <u>0</u>                               |                      |                         |                   |         |           |
| 30 140    | Total  | 110   | 0   | <u> </u>                               |                      |                         |                   |         |           |
|           | Pre-owned Vehicle Sale   | S Pre-owned Vehicles  |   |  |                      |                         |                   |         |           |
|           |  |   |   |  |                      |                         |                   |         |           |
|           |  | Semi/full monocoque, unibody  | Body on chassis, body on frame  |  |                      |                         |                   |         |           |
|           |  | chassis construction  | or ladder type construction   | <u>Total</u>                           |                      |                         |                   |         |           |
|           |  |   |   |  |                      |                         |                   |         |           |
|           |  | 109   | 0   | 109                                    |                      |                         |                   |         |           |
|           |  | 109   | 0   | 109                                    |                      |                         |                   |         |           |
|           | Shell Sales  | 109   | 0   | 109                                    |                      |                         |                   |         |           |
|           | Shell Sales<br>Total Shell Sales   | 9   | 0   |  |                      |                         |                   |         |           |
|           | Total Shell Sales  |   | ]   |  | ch builder for comm  | nercial leasin <u>c</u> | 1)                |         |           |
|           | Total Shell Sales<br>(sale of a monocoque or unibo   | 9<br>dy chassis with integrated passenge  | ]   |  | ch builder for comm  | nercial leasin <u>c</u> | 1)                |         |           |
|           | Total Shell Sales  | 9<br>dy chassis with integrated passenge<br>les)  | r deck above a luggage compartme  | ent to a third-party coad              |                      |                         |                   | Other 2 | Total     |
|           | Total Shell Sales<br>(sale of a monocoque or unibo   | 9 dy chassis with integrated passenge les) Detroit*   | or deck above a luggage compartme   | ent to a third-party coad              | Volvo                | Navistar                | Other 1           | Other 2 | Total 200 |
|           | Total Shell Sales<br>(sale of a monocoque or unibo   | 9<br>dy chassis with integrated passenge<br>les)  | r deck above a luggage compartme  | ent to a third-party coad              |                      |                         |                   | Other 2 | _         |
|           | Total Shell Sales<br>(sale of a monocoque or unibo   | 9 dy chassis with integrated passenge les) Detroit* 14 cle sales)   | r deck above a luggage compartme  Mercedes  0                                     | ent to a third-party coad  Cummins  91 | Volvo<br>89          | Navistar<br>0           | Other 1           |         | 200       |
|           | Total Shell Sales<br>(sale of a monocoque or unibo<br>Engines (new vehicle sa  | g dy chassis with integrated passenge les) Detroit*  14  cle sales) Allison   | r deck above a luggage compartme  Mercedes  0                                     | Cummins 91                             | Volvo<br>89<br>Eaton | Navistar 0              | Other 1 6 Other 2 |         | Z00       |
|           | Total Shell Sales<br>(sale of a monocoque or unibo<br>Engines (new vehicle sa  | 9 dy chassis with integrated passenge les) Detroit* 14 cle sales)   | r deck above a luggage compartme  Mercedes  0                                     | ent to a third-party coad  Cummins  91 | Volvo<br>89          | Navistar<br>0           | Other 1           |         | Z00       |
|           | Total Shell Sales<br>(sale of a monocoque or unibo<br>Engines (new vehicle sa  | g dy chassis with integrated passenge les) Detroit*  14  cle sales) Allison   | r deck above a luggage compartme  Mercedes  0                                     | Cummins 91                             | Volvo<br>89<br>Eaton | Navistar 0              | Other 1 6 Other 2 |         | Z00       |
|           | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi   | g dy chassis with integrated passenge les) Detroit*  14  cle sales) Allison   | r deck above a luggage compartme  Mercedes  0                                     | Cummins 91                             | Volvo<br>89<br>Eaton | Navistar 0              | Other 1 6 Other 2 |         | Z00       |
|           | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market  | 9 dy chassis with integrated passenge les) Detroit*  14  cle sales) Allison 189   | Mercedes  Volvo  0  | Cummins 91  ZF 0                       | Volvo<br>89<br>Eaton | Navistar 0              | Other 1 6 Other 2 |         | Z00       |
|           | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market  Market  | 9 dy chassis with integrated passenge les) Detroit*  14  cle sales) Allison 189  New Vehicles                                     | Mercedes  Volvo  Pre-Owned Vehicles   | Cummins 91  ZF 0                       | Volvo<br>89<br>Eaton | Navistar 0              | Other 1 6 Other 2 |         | Z00       |
|           | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market  Market United States  | 9 dy chassis with integrated passenge les) Detroit* 14  cle sales) Allison 189  | Mercedes  Volvo  Pre-Owned Vehicles   | Cummins 91  ZF 0  Total 267 33         | Volvo<br>89<br>Eaton | Navistar 0              | Other 1 6 Other 2 |         | Z00       |
|           | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market  Market United States Canada   | g dy chassis with integrated passenge les) Detroit*  14  cle sales) Allison 189  New Vehicles 185 6                               | Mercedes  O  Volvo  0  Pre-Owned Vehicles 82 27                                   | Cummins 91  ZF 0  Total 267            | Volvo<br>89<br>Eaton | Navistar 0              | Other 1 6 Other 2 |         | Z00       |
|           | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market  Market United States Canada Other Total   | 9 dy chassis with integrated passenge les) Detroit*  14  cle sales) Allison  189  New Vehicles  185 6 0                           | Mercedes  O  Volvo  0  Pre-Owned Vehicles 82 27 0                                 | Cummins   91                           | Volvo<br>89<br>Eaton | Navistar 0              | Other 1 6 Other 2 |         | Z00       |
|           | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market Market United States Canada Other Total  Source of Vehicles                                | 9 dy chassis with integrated passenge les) Detroit*  14  Cle sales) Allison  189  New Vehicles  185 6 0 191                       | Mercedes  O  Volvo  0  Pre-Owned Vehicles  82  27  0  109                         | Cummins 91  ZF 0  Total 267 33 0 300   | Volvo<br>89<br>Eaton | Navistar 0              | Other 1 6 Other 2 |         | Z00       |
|           | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market  Market United States Canada Other Total  Source of Vehicles Source                        | 9 dy chassis with integrated passenge les) Detroit*  14  Cle sales) Allison 189  New Vehicles 6 0 191                             | Mercedes  O  Volvo  O  Pre-Owned Vehicles  27  0  109  Pre-Owned Vehicles         | Cummins  91  ZF  0  Total 267 33 0 300 | Volvo<br>89<br>Eaton | Navistar 0              | Other 1 6 Other 2 |         | Z00       |
|           | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market  Market United States Canada Other Total  Source of Vehicles Source United States & Canada | 9 dy chassis with integrated passenge les) Detroit*  14  cle sales) Allison 189  New Vehicles  185 6 0 191  New Vehicles  185 136 | Mercedes  O  Volvo  0  Pre-Owned Vehicles  82  27  0  109  Pre-Owned Vehicles  68 | Cummins 91  ZF 0  Total 267            | Volvo<br>89<br>Eaton | Navistar 0              | Other 1 6 Other 2 |         | Z00       |
|           | Total Shell Sales (sale of a monocoque or unibo  Engines (new vehicle sa  Transmission (new vehi  Sales By Market  Market United States Canada Other Total  Source of Vehicles Source                        | 9 dy chassis with integrated passenge les) Detroit*  14  Cle sales) Allison 189  New Vehicles 6 0 191                             | Mercedes  O  Volvo  O  Pre-Owned Vehicles  27  0  109  Pre-Owned Vehicles         | Cummins  91  ZF  0  Total 267 33 0 300 | Volvo<br>89<br>Eaton | Navistar 0              | Other 1 6 Other 2 |         | 200       |