

American Bus Association Foundation

Coach Manufacturer Survey

Historical Trends

Respondents: 3 (2019Q1 & Q2)
4 (2019Q3 - Present)

New 45' + Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy	2019	yoy	2020	yoy	2021	yoy
Semi/full monocoque, unibody chassis construction	Private	435	697	60.2%	790	13.3%	1,316	66.6%	1,326	0.8%	1,468	10.7%	1,553	5.8%	1,682	8.3%	1,702	1.2%	1,570	-7.8%	378	-75.9%	475	25.7%
	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%
Body on chassis, body on frame or ladder type construction	Private	0	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-
	Public	0	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-
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%
	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%

New 40' - <45' Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy	2019	yoy	2020	yoy	2021	yoy
Semi/full monocoque, unibody chassis construction	Private	8	9	12.5%	9	0.0%	14	55.6%	18	28.6%	26	44.4%	21	-19.2%	19	-9.5%	10	-47.4%	3	-70.0%	75	2400.0%	0	-100.0%
	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%
Body on chassis, body on frame or ladder type construction	Private	15	0	-100.0%	0	-	0	-	3	-	11	266.7%	0	-100.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
	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%
	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%

New 30' - <40' Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy	2019	yoy	2020	yoy	2021	yoy
Semi/full monocoque, unibody chassis construction	Private	14	7	-50.0%	5	-38.6%	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%
	Public	0	0	-	12	-	0	-100.0%	0	-	0	-	0	-	0	-	0	-	1	-	0	-	0	-
Body on chassis, body on frame or ladder type construction	Private	22	30	36.4%	27	-10.0%	24	-11.1%	32	33.3%	39	21.9%	7	-82.1%	0	-100.0%	0	0.0%	0	0.0%	15	0.0%	0	-100.0%
	Public	0	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-
By Sector	Private	36	37	2.8%	32	-13.5%	27	-15.6%	32	18.5%	44	37.5%	150	240.9%	123	-18.0%	118	-4.1%	183	55.1%	73	-60.1%	60	-17.8%
	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%

New

Total Sales

		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy	2019	yoy	2020	yoy	2021	yoy
Semi/full monocoque, unibody chassis construction	Private	457	713	56.0%	804	12.8%	1,333	65.8%	1,344	0.8%	1,499	11.5%	1,717	14.5%	1,824	6.2%	1,830	0.3%	1,756	-4.0%	511	-70.9%	535	4.7%
	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%
Body on chassis, body on frame or ladder type construction	Private	37	30	-18.9%	27	-10.0%	24	-11.1%	35	45.8%	50	42.9%	7	-86.0%	0	-100.0%	0	0.0%	0	0.0%	15	0.0%	0	-100.0%
	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%
	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

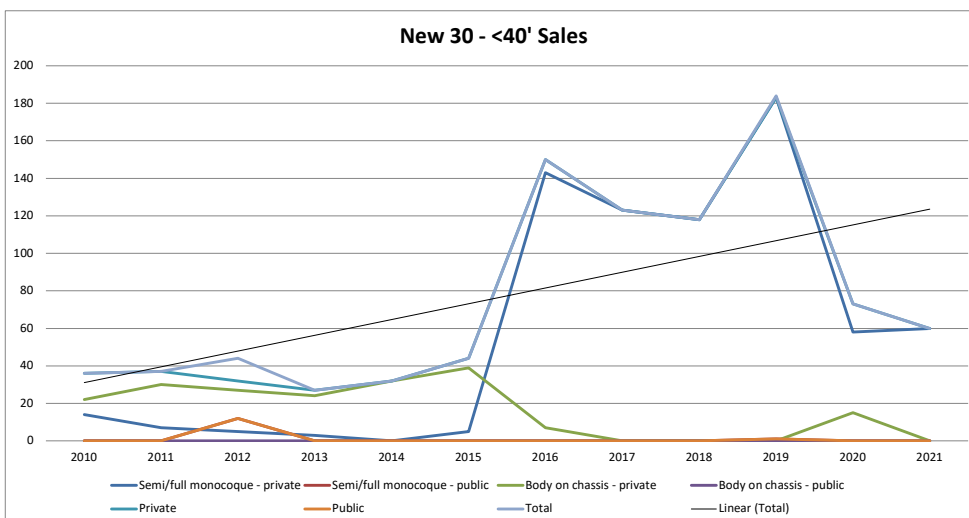
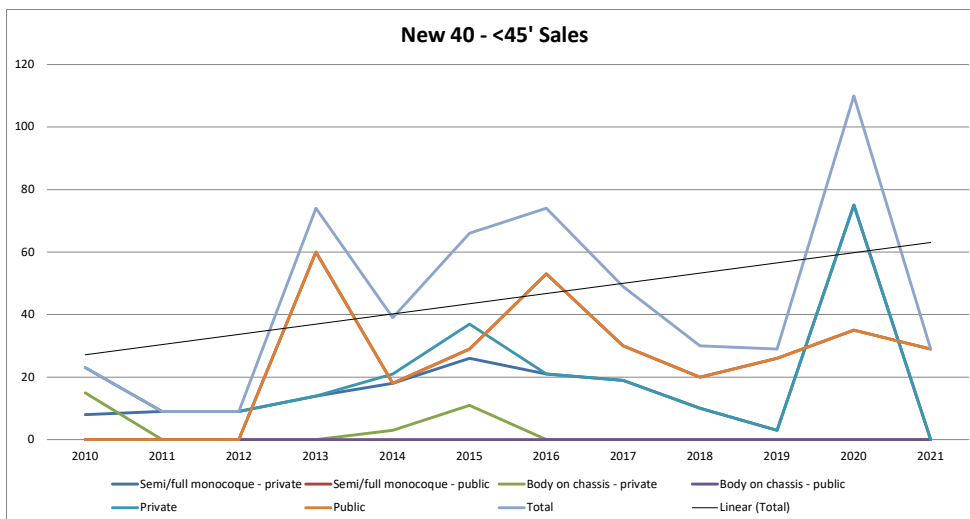
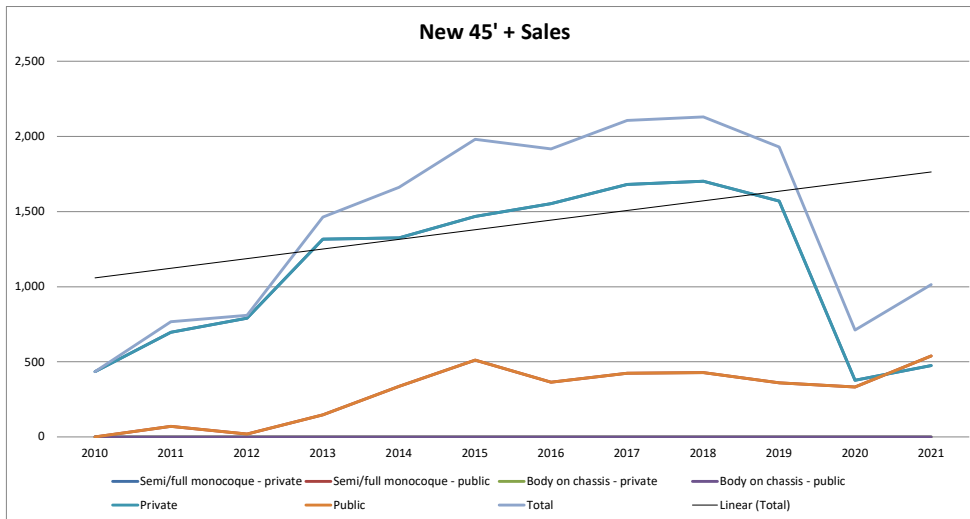
Total Sales

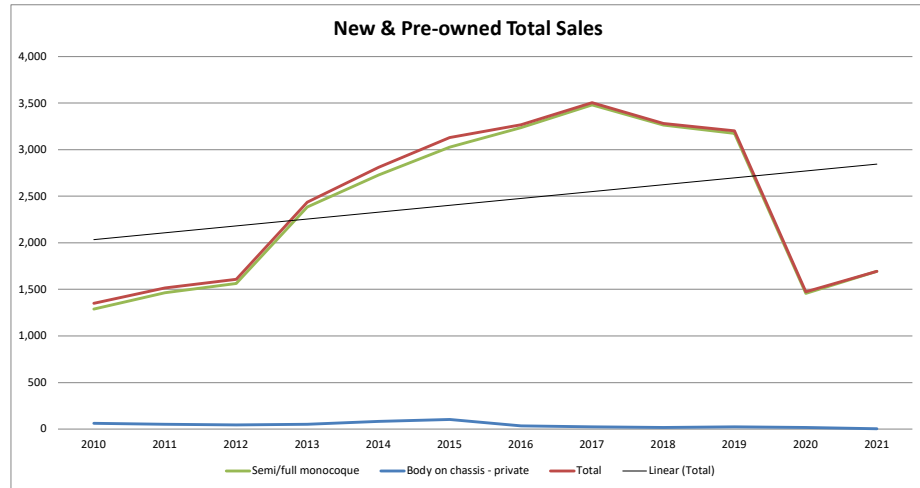
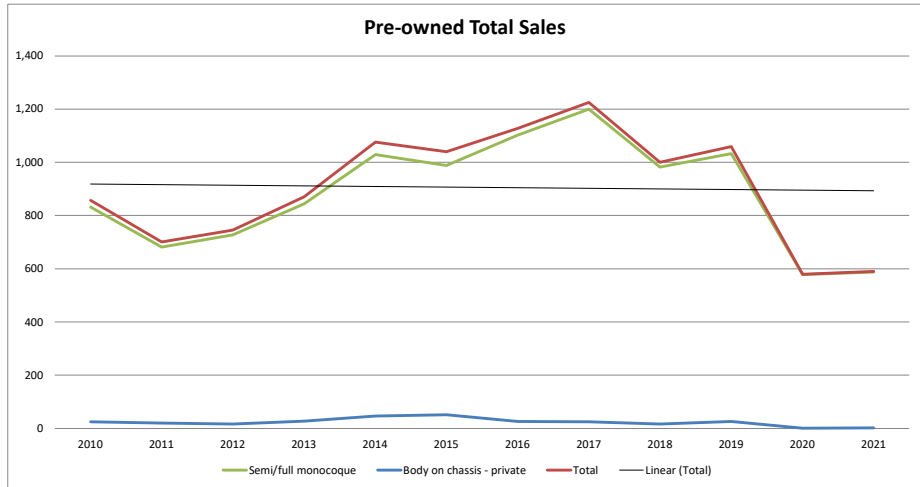
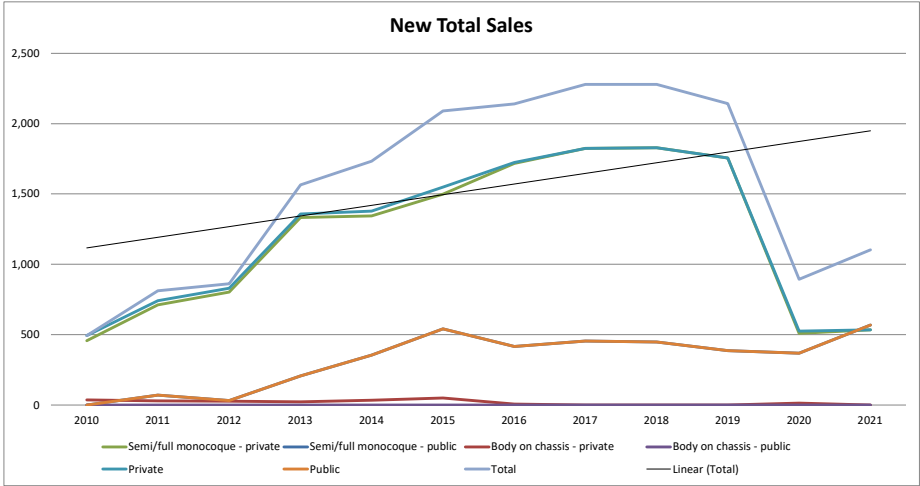
		2010	2011	yoy	2012	yoy	2013	yoy	2014	yoy	2015	yoy	2016	yoy	2017	yoy	2018	yoy	2019	yoy	2020	yoy	2021	yoy
Semi/full monocoque, unibody chassis construction		832	681	-18.1%	728	6.9%	844	15.9%	1,029	21.9%	988	-4.0%	1,102	11.5%	1,200	8.9%	983	-18.1%	1,033	5.1%	578	-44.0%	588	1.7%
Body on chassis, body on 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%





New45' + 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 chassis construction	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%
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	-
	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%

New40 - <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	qoq	2021Q1	2022Q1	qoq
Semi/full monocoque, unibody chassis construction	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	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%
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	-
	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%
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%

New30 - <40' 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 chassis construction	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%
	0	0	-	1	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	13	-	0	0	-	0	0	-	0	2	-	13	0	-	0	0	-	0	0	-	2	0	-	0	0	-
	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	0	-	0	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%
	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

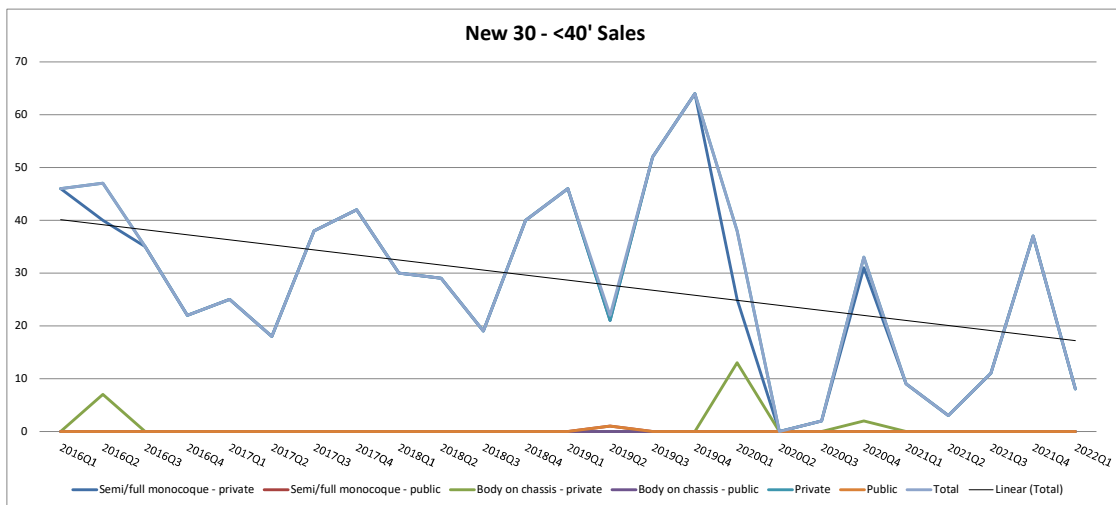
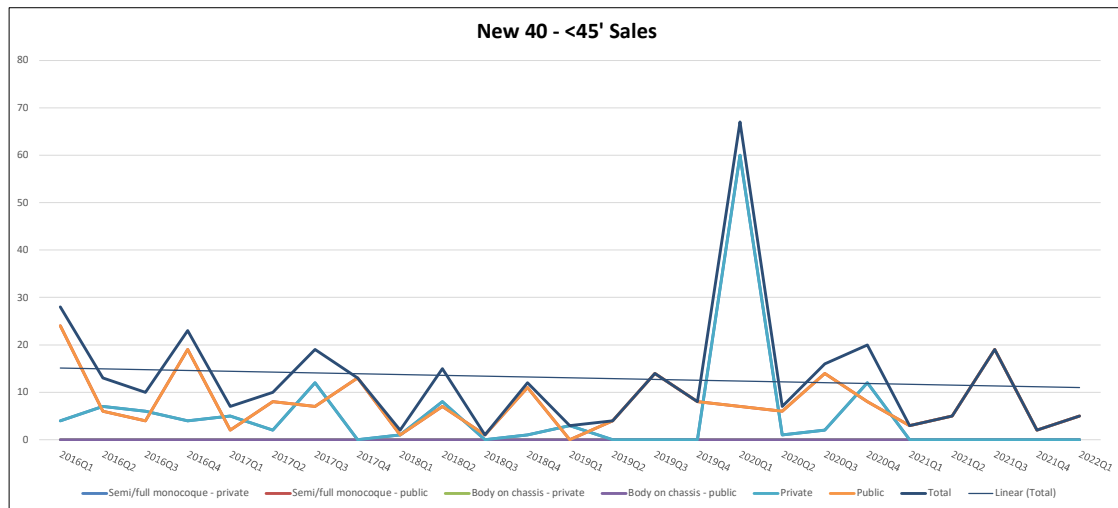
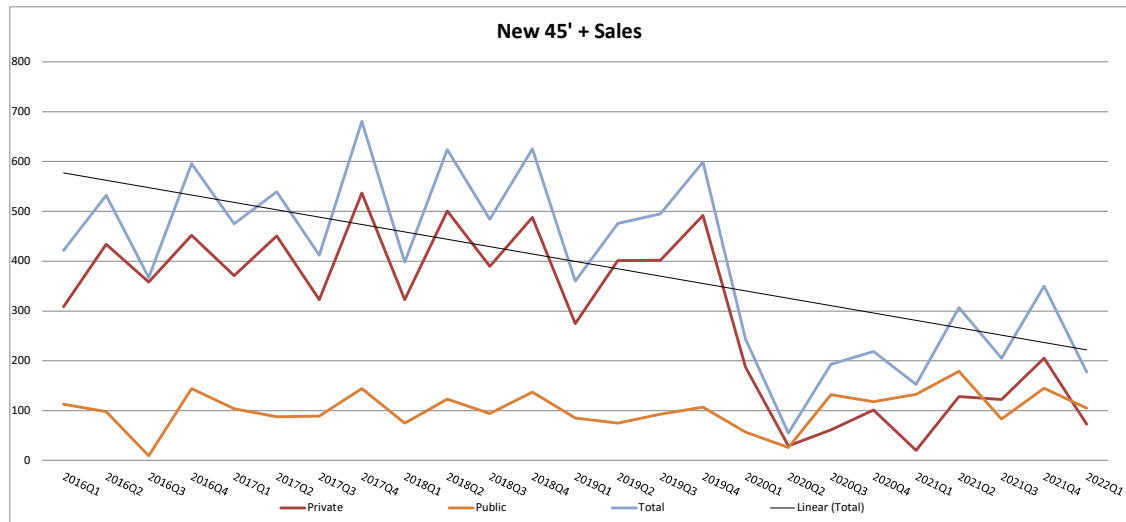
	2019Q1	2020Q1	qoq	2019Q2	2020Q2	qoq	2019Q3	2020Q3	qoq	2019Q4	2020Q4	qoq	2020Q1	2021Q1	qoq	2020Q2	2021Q2	qoq	2020Q3	2021Q3	qoq	2020Q4	2021Q4	qoq	2021Q1	2022Q1	qoq
Semi/full monocoque, unibody chassis construction	324	272	-16.0%	422	30	-92.9%	454	65	-85.7%	556	144	-74.1%	272	29	-89.3%	30	131	336.7%	65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

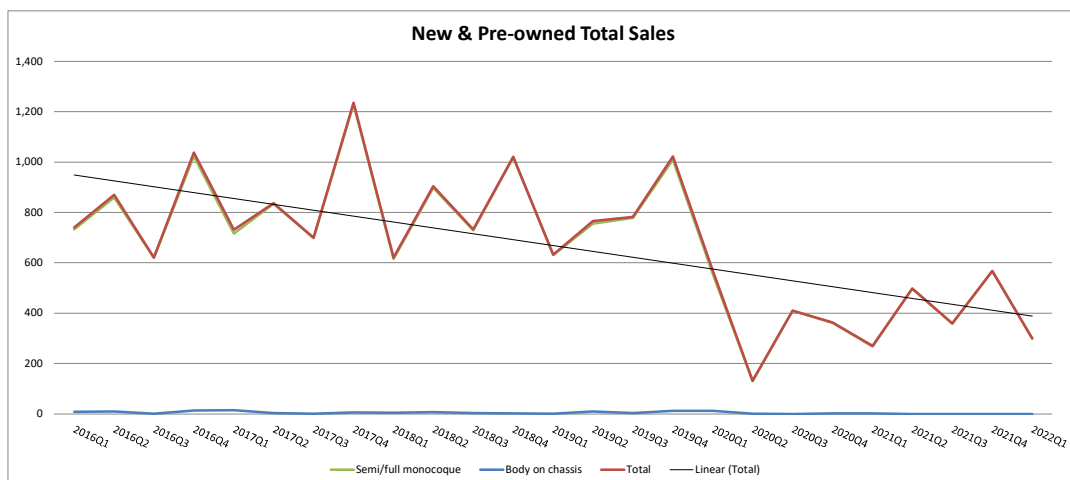
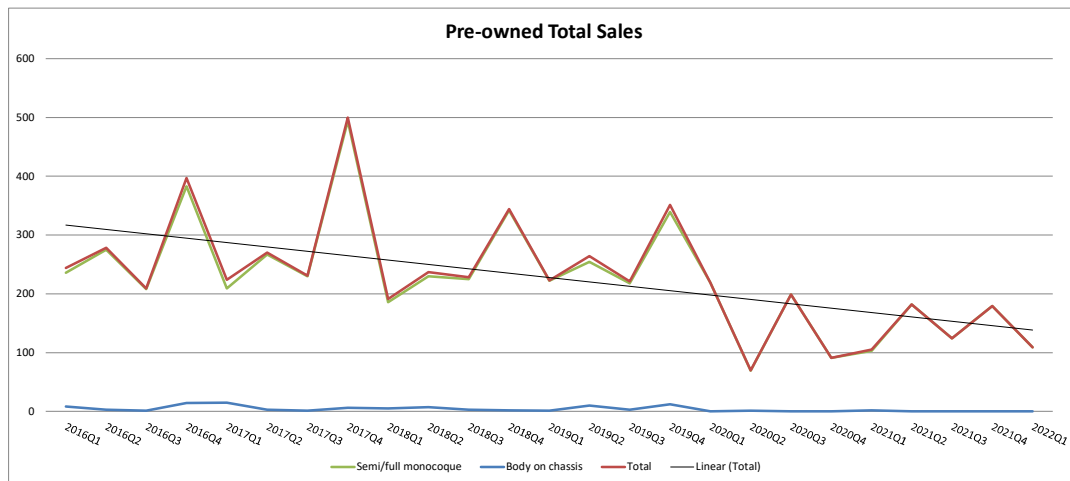
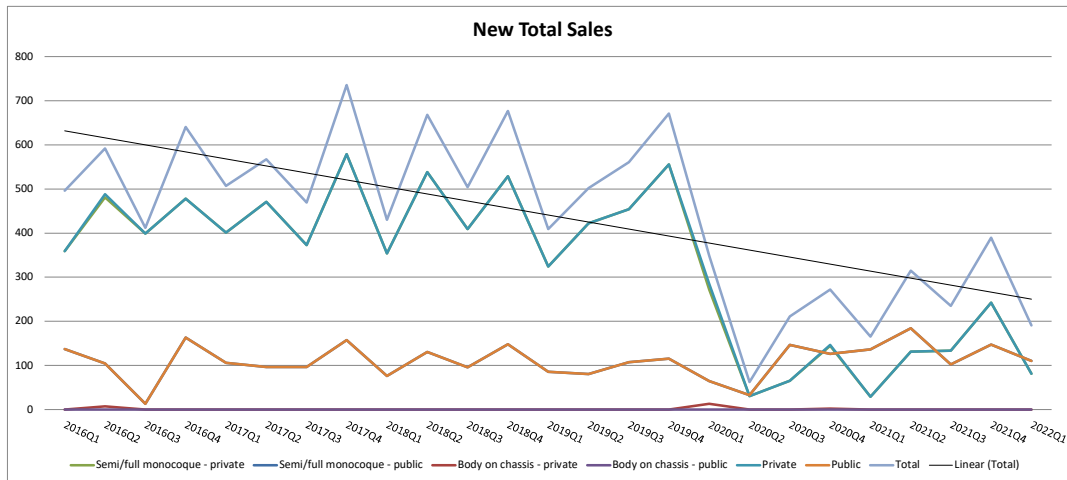
Pre-owned Total Sales

	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 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	134	-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 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 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%





Private Sector Sales		New Vehicles		
<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
45' +	Yes	323	0	323
40 - <45'	Yes	1	0	1
30 - <40'	Yes	30	0	30
	<u>Total</u>	354	0	354

Public Sector Sales		New Vehicles		
<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
45' +	Yes	75	0	75
40 - <45'	Yes	1	0	1
30 - <40'	Yes	0	0	0
	<u>Total</u>	76	0	76

Pre-owned Vehicle Sales		Pre-owned Vehicles		
		Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		186	5	191

Shell Sales

Total Shell Sales

8

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

Engines (new vehicle sales)							
Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
112	0	199	127	0	0	0	438

Transmission (new vehicle sales)						
Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
438	0	0	0	0	0	438

Sales By Market			
<u>Market</u>	<u>New Vehicles</u>	<u>Pre-Owned Vehicles</u>	<u>Total</u>
United States	409	183	592
Canada	29	7	36
Other	0	1	1
<u>Total</u>	438	191	629

Source of Vehicles			
<u>Source</u>	<u>New Vehicles</u>	<u>Pre-Owned Vehicles</u>	<u>Total</u>
United States & Canada	287	90	377
Other Countries	151	101	252
<u>Total</u>	438	191	629

Private Sector Sales		New Vehicles		
<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
45' +	Yes	501	0	501
40 - <45'	Yes	8	0	8
30 - <40'	Yes	29	0	29
	Total	538	0	538

Public Sector Sales		New Vehicles		
<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
45' +	Yes	123	0	123
40 - <45'	Yes	7	0	7
30 - <40'	Yes	0	0	0
	Total	130	0	130

Pre-owned Vehicle Sales		Pre-owned Vehicles		
		Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		230	7	237

Shell Sales

Total Shell Sales

14

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

Engines (new vehicle sales)							
	Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2
	113	0	336	233	0	0	0
							682

Transmission (new vehicle sales)						
	Allison	Volvo	ZF	Eaton	Other 1	Other 2
	682	0	0	0	0	0
						682

Sales By Market			
<u>Market</u>	<u>New Vehicles</u>	<u>Pre-Owned Vehicles</u>	<u>Total</u>
United States	539	220	759
Canada	129	17	146
Other	0	0	0
Total	668	237	905

Source of Vehicles			
<u>Source</u>	<u>New Vehicles</u>	<u>Pre-Owned Vehicles</u>	<u>Total</u>
United States & Canada	473	194	667
Other Countries	195	43	238
Total	668	237	905

Results For: **Q3 - 2018**
Respondents: **3**

Private Sector Sales		New Vehicles		
Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
45' +	Yes	390	0	390
40 - <45'	Yes	0	0	0
30 - <40'	Yes	19	0	19
	Total	409	0	409

Public Sector Sales		New Vehicles		
Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
45' +	Yes	94	0	94
40 - <45'	Yes	1	0	1
30 - <40'	Yes	0	0	0
	Total	95	0	95

Pre-owned Vehicle Sales		Pre-owned Vehicles		
		Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		225	3	228

Shell Sales

Total Shell Sales

10

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

Engines (new vehicle sales)							
Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
118	0	228	168	0	0	0	514

Transmission (new vehicle sales)						
Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
513	1	0	0	0	0	514

Sales By Market			
Market	New Vehicles	Pre-Owned Vehicles	Total
United States	472	211	683
Canada	32	16	48
Other	0	1	1
Total	504	228	732

Source of Vehicles			
Source	New Vehicles	Pre-Owned Vehicles	Total
United States & Canada	345	148	493
Other Countries	159	80	239
Total	504	228	732

American Bus Association Foundation
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Results For: **Q4 - 2018**
Respondents **3**

Private Sector Sales		New Vehicles		
<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
45' +	Yes	488	0	488
40 - <45'	Yes	1	0	1
30 - <40'	Yes	40	0	40
	Total	529	0	529

Public Sector Sales		New Vehicles		
<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
45' +	Yes	137	0	137
40 - <45'	Yes	11	0	11
30 - <40'	Yes	0	0	0
	Total	148	0	148

Pre-owned Vehicle Sales		Pre-owned Vehicles		
		Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		342	2	344

Shell Sales		
Total Shell Sales		22
<i>(sale of a monocoque or unibody chassis with integrated passenger deck above a luggage compartment to a third-party coach builder for commercial leasing)</i>		

Engines (new vehicle sales)							
Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
137	0	337	225	0	0	0	699

Transmission (new vehicle sales)					
Allison	Volvo	ZF	Eaton	Other 1	Other 2
699	0	0	0	0	0
					Total
					699

Sales By Market			
<u>Market</u>	<u>New Vehicles</u>	<u>Pre-Owned Vehicles</u>	<u>Total</u>
United States	608	317	925
Canada	69	24	93
Other	0	3	3
Total	677	344	1,021

Source of Vehicles			
<u>Source</u>	<u>New Vehicles</u>	<u>Pre-Owned Vehicles</u>	<u>Total</u>
United States & Canada	511	114	625
Other Countries	166	230	396
Total	677	344	1,021

Results For: **Q1 - 2019**
Respondents: **3**

Private Sector Sales		New Vehicles		
Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
45' +	Yes	275	0	275
40 - <45'	Yes	3	0	3
30 - <40'	Yes	46	0	46
	Total	324	0	324

Public Sector Sales		New Vehicles		
Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
45' +	Yes	85	0	85
40 - <45'	Yes	0	0	0
30 - <40'	Yes	0	0	0
	Total	85	0	85

Pre-owned Vehicle Sales		Pre-owned Vehicles		
		Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		222	1	223

Shell Sales

Total Shell Sales

9

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

Engines (new vehicle sales)							
Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
78	0	214	126	0	0	0	418

Transmission (new vehicle sales)						
Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
418	0	0	0	0	0	418

Sales By Market			
Market	New Vehicles	Pre-Owned Vehicles	Total
United States	386	200	586
Canada	23	18	41
Other	0	5	5
Total	409	223	632

Source of Vehicles			
Source	New Vehicles	Pre-Owned Vehicles	Total
United States & Canada	243	132	375
Other Countries	166	91	257
Total	409	223	632

American Bus Association Foundation
 Coach Manufacturer Survey
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 Results For: **Q2 - 2019**
 Respondents **3**

Private Sector Sales		New Vehicles		
<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
45' +	Yes	401	0	401
40 - <45'	Yes	0	0	0
30 - <40'	Yes	21	0	21
	Total	422	0	422

Public Sector Sales		New Vehicles		
<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
45' +	Yes	75	0	75
40 - <45'	Yes	4	0	4
30 - <40'	Yes	1	0	1
	Total	80	0	80

Pre-owned Vehicle Sales		Pre-owned Vehicles		
		Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		254	10	264

Shell Sales

Total Shell Sales

13

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

Engines (new vehicle sales)							
Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
70	0	237	208	0	0	0	515

Transmission (new vehicle sales)						
Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
515	0	0	0	0	0	515

Sales By Market			
<u>Market</u>	<u>New Vehicles</u>	<u>Pre-Owned Vehicles</u>	<u>Total</u>
United States	407	233	640
Canada	95	31	126
Other	0	0	0
Total	502	264	766

Source of Vehicles			
<u>Source</u>	<u>New Vehicles</u>	<u>Pre-Owned Vehicles</u>	<u>Total</u>
United States & Canada	396	145	541
Other Countries	106	119	225
Total	502	264	766

Private Sector Sales		New Vehicles		
Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
45' +	Yes	402	0	402
40 - <45'	Yes	0	0	0
30 - <40'	Yes	52	0	52
	Total	454	0	454

Public Sector Sales		New Vehicles		
Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
45' +	Yes	93	0	93
40 - <45'	Yes	14	0	14
30 - <40'	Yes	0	0	0
	Total	107	0	107

Pre-owned Vehicle Sales		Pre-owned Vehicles		
		Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		218	3	221

Shell Sales		
Total Shell Sales		17
(sale of a monocoque or unibody chassis with integrated passenger deck above a luggage compartment to a third-party coach builder for commercial leasing)		

Engines (new vehicle sales)							
Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
105	0	277	149	0	2	0	533

Transmission (new vehicle sales)						
Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
577	0	0	1	0	0	578

Sales By Market			
Market	New Vehicles	Pre-Owned Vehicles	Total
United States	509	201	710
Canada	52	20	72
Other	0	0	0
Total	561	221	782

Source of Vehicles			
Source	New Vehicles	Pre-Owned Vehicles	Total
United States & Canada	367	102	469
Other Countries	149	109	258
Total	516	211	727

American Bus Association Foundation
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 Results For: **Q4 - 2019**
 Respondents **4**

Private Sector Sales		New Vehicles		
<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
45' +	Yes	492	0	492
40 - <45'	Yes	0	0	0
30 - <40'	Yes	64	0	64
	Total	556	0	556

Public Sector Sales		New Vehicles		
<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
45' +	Yes	107	0	107
40 - <45'	Yes	8	0	8
30 - <40'	Yes	0	0	0
	Total	115	0	115

Pre-owned Vehicle Sales		Pre-owned Vehicles		
		Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		339	12	351

Shell Sales

Total Shell Sales

62

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

Engines (new vehicle sales)							
Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
59	0	421	223	0	0	0	703

Transmission (new vehicle sales)						
Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
708	0	0	5	0	0	713

Sales By Market			
<u>Market</u>	<u>New Vehicles</u>	<u>Pre-Owned Vehicles</u>	<u>Total</u>
United States	650	324	974
Canada	21	25	46
Other	0	2	2
Total	671	351	1,022

Source of Vehicles			
<u>Source</u>	<u>New Vehicles</u>	<u>Pre-Owned Vehicles</u>	<u>Total</u>
United States & Canada	513	241	754
Other Countries	158	110	268
Total	671	351	1,022

Private Sector Sales		New Vehicles		
<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
45' +	Yes	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		
<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
45' +	Yes	57	0	57
40 - <45'	Yes	7	0	7
30 - <40'	Yes	0	0	0
	<u>Total</u>	64	0	64

Pre-owned Vehicle Sales		Pre-owned Vehicles		
		Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		219	0	219

Shell Sales

Total Shell Sales

8

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

Engines (new vehicle sales)							
Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
33	0	212	112	0	0	0	357

Transmission (new vehicle sales)						
Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
348	0	0	9	0	0	357

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

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

Private Sector Sales		New Vehicles		
Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
45' +	Yes	29	0	29
40 - <45'	Yes	1	0	1
30 - <40'	Yes	0	0	0
	Total	30	0	30

Public Sector Sales		New Vehicles		
Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
45' +	Yes	26	0	26
40 - <45'	Yes	6	0	6
30 - <40'	Yes	0	0	0
	Total	32	0	32

Pre-owned Vehicle Sales		Pre-owned Vehicles		
		Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		69	1	70

Shell Sales

Total Shell Sales

2

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

Engines (new vehicle sales)							
Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
1	0	53	10	0	0	0	64

Transmission (new vehicle sales)						
Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
64	0	0	0	0	0	64

Sales By Market			
Market	New Vehicles	Pre-Owned Vehicles	Total
United States	52	64	116
Canada	10	6	16
Other	0	0	0
Total	62	70	132

Source of Vehicles			
Source	New Vehicles	Pre-Owned Vehicles	Total
United States & Canada	58	49	107
Other Countries	4	21	25
Total	62	70	132

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 Respondents **4**

Private Sector Sales		New Vehicles		
<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
45' +	Yes	61	0	61
40 - <45'	Yes	2	0	2
30 - <40'	Yes	2	0	2
Total		65	0	65

Public Sector Sales		New Vehicles		
<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
45' +	Yes	132	0	132
40 - <45'	Yes	14	0	14
30 - <40'	Yes	0	0	0
Total		146	0	146

Pre-owned Vehicle Sales		Pre-owned Vehicles		
		Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		199	0	199

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

Engines (new vehicle sales)							
Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
1	0	183	32	0	0	0	216

Transmission (new vehicle sales)						
Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
216	0	0	0	0	0	216

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

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

Results For: **Q4-2020**
Respondents: **4**

Private Sector Sales		New Vehicles		
Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
45' +	Yes	101	0	101
40 - <45'	Yes	12	0	12
30 - <40'	Yes	31	2	33
	Total	144	2	146

Public Sector Sales		New Vehicles		
Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
45' +	Yes	118	0	118
40 - <45'	Yes	8	0	8
30 - <40'	Yes	0	0	0
	Total	126	0	126

Pre-owned Vehicle Sales		Pre-owned Vehicles		
		Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		91	0	91

Shell Sales

Total Shell Sales

11

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

Engines (new vehicle sales)							
Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
8	0	211	64	0	0	0	283

Transmission (new vehicle sales)						
Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
279	0	0	0	4	0	283

Sales By Market			
Market	New Vehicles	Pre-Owned Vehicles	Total
United States	265	80	345
Canada	7	11	18
Other	0	0	0
Total	272	91	363

Source of Vehicles			
Source	New Vehicles	Pre-Owned Vehicles	Total
United States & Canada	246	57	303
Other Countries	26	34	60
Total	272	91	363

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 Results For: **Q1-2021**
 Respondents **4**

Private Sector Sales		New Vehicles		
<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
45' +	Yes	20	0	20
40 - <45'	Yes	0	0	0
30 - <40'	Yes	9	0	9
	Total	29	0	29

Public Sector Sales		New Vehicles		
<u>Length</u>	<u>Baggage storage</u>	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
45' +	Yes	133	0	133
40 - <45'	Yes	3	0	3
30 - <40'	Yes	0	0	0
	Total	136	0	136

Pre-owned Vehicle Sales		Pre-owned Vehicles		
		Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	<u>Total</u>
		103	2	105

Shell Sales

Total Shell Sales

1

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

Engines (new vehicle sales)							
Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
9	0	126	31	0	0	0	166

Transmission (new vehicle sales)						
Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
166	0	0	0	0	0	166

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

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

Results For: **Q2-2021**
Respondents: **4**

Private Sector Sales		New Vehicles		
Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
45' +	Yes	128	0	128
40 - <45'	Yes	0	0	0
30 - <40'	Yes	3	0	3
	Total	131	0	131

Public Sector Sales		New Vehicles		
Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
45' +	Yes	179	0	179
40 - <45'	Yes	5	0	5
30 - <40'	Yes	0	0	0
	Total	184	0	184

Pre-owned Vehicle Sales		Pre-owned Vehicles		
		Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		182	0	182

Shell Sales

Total Shell Sales

9

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

Engines (new vehicle sales)							
Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
35	0	189	100	0	0	0	324

Transmission (new vehicle sales)						
Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
321	0	0	3	0	0	324

Sales By Market			
Market	New Vehicles	Pre-Owned Vehicles	Total
United States	303	170	473
Canada	12	12	24
Other	0	0	0
Total	315	182	497

Source of Vehicles			
Source	New Vehicles	Pre-Owned Vehicles	Total
United States & Canada	268	102	370
Other Countries	47	80	127
Total	315	182	497

Results For: **Q3-2021**
Respondents: **4**

Private Sector Sales		New Vehicles		
Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
45' +	Yes	122	0	122
40 - <45'	Yes	0	0	0
30 - <40'	Yes	11	0	11
	Total	133	0	133

Public Sector Sales		New Vehicles		
Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
45' +	Yes	83	0	83
40 - <45'	Yes	19	0	19
30 - <40'	Yes	0	0	0
	Total	102	0	102

Pre-owned Vehicle Sales		Pre-owned Vehicles		
		Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		124	0	124

Shell Sales

Total Shell Sales

17

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

Engines (new vehicle sales)							
Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
9	0	139	104	0	0	0	252

Transmission (new vehicle sales)						
Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
250	0	0	2	0	0	252

Sales By Market			
Market	New Vehicles	Pre-Owned Vehicles	Total
United States	230	118	348
Canada	5	6	11
Other	0	0	0
Total	235	124	359

Source of Vehicles			
Source	New Vehicles	Pre-Owned Vehicles	Total
United States & Canada	211	63	274
Other Countries	24	61	85
Total	235	124	359

Results For: **Q4-2021**
Respondents: **4**

Private Sector Sales		New Vehicles		
Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
45' +	Yes	205	0	205
40 - <45'	Yes	0	0	0
30 - <40'	Yes	37	0	37
	Total	242	0	242

Public Sector Sales		New Vehicles		
Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
45' +	Yes	145	0	145
40 - <45'	Yes	2	0	2
30 - <40'	Yes	0	0	0
	Total	147	0	147

Pre-owned Vehicle Sales		Pre-owned Vehicles		
		Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		179	0	179

Shell Sales

Total Shell Sales

24

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

Engines (new vehicle sales)							
Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
33	0	226	149	0	5	0	413

Transmission (new vehicle sales)						
Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
404	0	0	8	1	0	413

Sales By Market			
Market	New Vehicles	Pre-Owned Vehicles	Total
United States	372	165	537
Canada	17	14	31
Other	0	0	0
Total	389	179	568

Source of Vehicles			
Source	New Vehicles	Pre-Owned Vehicles	Total
United States & Canada	290	87	377
Other Countries	99	92	191
Total	389	179	568

Results For: **Q1-2022**
Respondents: **4**

Private Sector Sales		New Vehicles		
Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
45' +	Yes	73	0	73
40 - <45'	Yes	0	0	0
30 - <40'	Yes	8	0	8
	Total	81	0	81

Public Sector Sales		New Vehicles		
Length	Baggage storage	Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
45' +	Yes	105	0	105
40 - <45'	Yes	5	0	5
30 - <40'	Yes	0	0	0
	Total	110	0	110

Pre-owned Vehicle Sales		Pre-owned Vehicles		
		Semi/full monocoque, unibody chassis construction	Body on chassis, body on frame or ladder type construction	Total
		109	0	109

Shell Sales

Total Shell Sales

9

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

Engines (new vehicle sales)							
Detroit*	Mercedes	Cummins	Volvo	Navistar	Other 1	Other 2	Total
14	0	91	89	0	6	0	200

Transmission (new vehicle sales)						
Allison	Volvo	ZF	Eaton	Other 1	Other 2	Total
189	0	0	5	6	0	200

Sales By Market			
Market	New Vehicles	Pre-Owned Vehicles	Total
United States	185	82	267
Canada	6	27	33
Other	0	0	0
Total	191	109	300

Source of Vehicles			
Source	New Vehicles	Pre-Owned Vehicles	Total
United States & Canada	136	68	204
Other Countries	55	41	96
Total	191	109	300