

Report 1b - State of the Industry: N.A. Classes 5-7 Bus Market



June & YTD 2009 Data
Published July 16, 2009



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N.A. CLASSES 5-7 BUS MARKET REPORT

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BUILD LOCATION: The geography of a built unit reflects the market for which it is destined, NOT the country in which the actual production takes place. Current N.A. OEM build occurs in the United States, Canada, and Mexico.

BUS INDUSTRY MANAGEMENT STATISTICS*
NORTH AMERICA
June 2009

CURRENT MONTH STATISTICS

<u>VARIABLE</u>	<u>Cl. 5 SCHOOL BUS</u>	<u>Cl. 5 SHUTTLE/ COMM</u>	<u>Cl. 5 URBAN/ OTHER</u>	<u>Cl. 5 TOTAL</u>	<u>Cl. 6-7 SCHOOL BUS</u>	<u>Cl. 6-7 SHUTTLE/ COMM</u>	<u>Cl. 6-7 URBAN/ OTHER</u>	<u>Cl. 6-7 TOTAL</u>	<u>GRAND TOTAL</u>
. Backlog	15	29	41	85	5,909	61	443	6,413	6,498
. Build	32	5	37	74	2,366	69	85	2,520	2,594
. Inventory	17	5	146	168	1,601	248	1,384	3,233	3,401
. New Orders	4	4	33	41	1,632	41	90	1,763	1,804
. Orders Cancel	21	-	2	23	37	-	4	41	64
. Net Orders	(17)	4	31	18	1,595	41	86	1,722	1,740
. Retail Sales	23	7	53	83	2,274	41	209	2,524	2,607

MONTHLY PERFORMANCE:

June	21 Days								
. Net Orders: un/dy.	(1)	0	1	1	76	2	4	82	83
. Build: units/day	2	0	2	4	113	3	4	120	124
. Retail Sales: un/dy.	1	0	3	4	108	2	10	120	124
. Orders Cancel: %	525.0%	0.0%	6.1%	56.1%	2.3%	0.0%	4.4%	2.3%	3.5%
. Backlog/Build @ rate in months**	0.5	5.8	1.1	1.1	2.5	0.9	5.2	2.5	2.5
. Inventory/R.S. @ rate in months	0.7	0.7	2.8	2.0	0.7	6.0	6.6	1.3	1.3

*Excludes Transit/City/Intercity applications; Includes Class 8 School Buses

** Backlog to Build Ratio is calculated using fixed monthly build of 21 days.

NOTE: Data supplied for your internal use only. External distribution is not permitted without prior approval. Electronic or other re-release of Classes 5-8 vehicle statistics through electronic media is not authorized except in written summaries (no data tables) supporting the business of the subscribing SOI company.

ACT Research Co., LLC must be credited as the data source.

BUS INDUSTRY MANAGEMENT STATISTICS*
NORTH AMERICA
June 2009

YEAR-TO-DATE STATISTICS

<u>VARIABLE</u>	<u>Cl. 5 SCHOOL BUS</u>	<u>Cl. 5 SHUTTLE/ COMM</u>	<u>Cl. 5 URBAN/ OTHER</u>	<u>Cl. 5 TOTAL</u>	<u>Cl. 6-7 SCHOOL BUS</u>	<u>Cl. 6-7 SHUTTLE/ COMM</u>	<u>Cl. 6-7 URBAN/ OTHER</u>	<u>Cl. 6-7 TOTAL</u>	<u>GRAND TOTAL</u>
. Backlog	15	29	41	85	5,909	61	443	6,413	6,498
. Build	97	48	181	326	11,988	339	514	12,841	13,167
. Inventory	17	5	146	168	1,601	248	1,384	3,233	3,401
. New Orders	89	59	183	331	11,174	316	343	11,833	12,164
. Orders Cancel	21	-	17	38	540	61	23	624	662
. Net Orders	68	59	166	293	10,634	255	320	11,209	11,502
. Retail Sales	108	45	226	379	12,010	300	1,196	13,506	13,885

MONTHLY PERFORMANCE:

June 122 Days

. Net Orders: un/dy.	1	0	1	2	87	2	3	92	94
. Build: units/day	1	0	1	3	98	3	4	105	108
. Retail Sales:un/dy.	1	0	2	3	98	2	10	111	114
. Orders Cancel: %	23.6%	0.0%	9.3%	11.5%	4.8%	19.3%	6.7%	5.3%	5.4%
. Backlog/Build @ rate in months**	0.9	3.5	1.3	1.5	2.9	1.0	5.0	2.9	2.9
. Inventory/R.S. @ rate in months	0.9	0.6	3.8	2.6	0.8	4.8	6.7	1.4	1.4

*Excludes Transit/City/Intercity applications; Includes Class 8 School Buses

** Backlog to Build Ratio is calculated using fixed monthly build of 21 days.

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BUS INDUSTRY MANAGEMENT STATISTICS*
UNITED STATES
June 2009

CURRENT MONTH STATISTICS

<u>VARIABLE</u>	<u>Cl. 5 SCHOOL BUS</u>	<u>Cl. 5 SHUTTLE/ COMM</u>	<u>Cl. 5 URBAN/ OTHER</u>	<u>Cl. 5 TOTAL</u>	<u>Cl. 6-7 SCHOOL BUS</u>	<u>Cl. 6-7 SHUTTLE/ COMM</u>	<u>Cl. 6-7 URBAN/ OTHER</u>	<u>Cl. 6-7 TOTAL</u>	<u>GRAND TOTAL</u>
. Backlog	15	29	-	44	5,586	60	-	5,646	5,690
. Build	24	5	-	29	2,272	58	-	2,330	2,359
. Inventory	3	5	-	8	1,055	238	-	1,293	1,301
. New Orders	4	4	-	8	1,550	40	-	1,590	1,598
. Orders Cancel	21	-	-	21	36	-	-	36	57
. Net Orders	(17)	4	-	(13)	1,514	40	-	1,554	1,541
. Retail Sales	23	7	-	30	2,220	39	-	2,259	2,289

MONTHLY PERFORMANCE:

June 21 Days

. Net Orders: un/dy.	(1)	0	-	(1)	72	2	-	74	73
. Build: units/day	1	0	-	1	108	3	-	111	112
. Retail Sales:un/dy.	1	0	-	1	106	2	-	108	109
. Orders Cancel: %	525.0%	0.0%	-	262.5%	2.3%	0.0%	-	2.3%	3.6%
. Backlog/Build @ rate in months**	0.6	5.8	-	1.5	2.5	1.0	-	2.4	2.4
. Inventory/R.S. @ rate in months	0.1	0.7	-	0.3	0.5	6.1	-	0.6	0.6

*Excludes Transit/City/Intercity applications; Includes Class 8 School Buses

** Backlog to Build Ratio is calculated using fixed monthly build of 21 days.

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BUS INDUSTRY MANAGEMENT STATISTICS*
UNITED STATES
June 2009

YEAR-TO-DATE STATISTICS

<u>VARIABLE</u>	<u>Cl. 5 SCHOOL BUS</u>	<u>Cl. 5 SHUTTLE/ COMM</u>	<u>Cl. 5 URBAN/ OTHER</u>	<u>Cl. 5 TOTAL</u>	<u>Cl. 6-7 SCHOOL BUS</u>	<u>Cl. 6-7 SHUTTLE/ COMM</u>	<u>Cl. 6-7 URBAN/ OTHER</u>	<u>Cl. 6-7 TOTAL</u>	<u>GRAND TOTAL</u>
. Backlog	15	29	-	44	5,586	60	-	5,646	5,690
. Build	89	48	-	137	11,558	315	-	11,873	12,010
. Inventory	3	5	-	8	1,055	238	-	1,293	1,301
. New Orders	81	59	-	140	10,730	313	-	11,043	11,183
. Orders Cancel	21	-	-	21	439	61	-	500	521
. Net Orders	60	59	-	119	10,291	252	-	10,543	10,662
. Retail Sales	88	45	-	133	11,518	289	-	11,807	11,940

MONTHLY PERFORMANCE:

June 122 Days

. Net Orders: un/dy.	0	0	-	1	84	2	-	86	87
. Build: units/day	1	0	-	1	95	3	-	97	98
. Retail Sales:un/dy.	1	0	-	1	94	2	-	97	98
. Orders Cancel: %	25.9%	0.0%	-	15.0%	4.1%	19.5%	-	4.5%	4.7%
. Backlog/Build @ rate in months**	1.0	3.5	-	1.9	2.8	1.1	-	2.8	2.8
. Inventory/R.S. @ rate in months	0.2	0.6	-	0.3	0.5	4.8	-	0.6	0.6

*Excludes Transit/City/Intercity applications; Includes Class 8 School Buses

** Backlog to Build Ratio is calculated using fixed monthly build of 21 days.

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BUS INDUSTRY MANAGEMENT STATISTICS*
CANADA, MEXICO, EXPORT
June 2009

CURRENT MONTH STATISTICS

<u>VARIABLE</u>	<u>Cl. 5 SCHOOL BUS</u>	<u>Cl. 5 SHUTTLE/ COMM</u>	<u>Cl. 5 URBAN/ OTHER</u>	<u>Cl. 5 TOTAL</u>	<u>Cl. 6-7 SCHOOL BUS</u>	<u>Cl. 6-7 SHUTTLE/ COMM</u>	<u>Cl. 6-7 URBAN/ OTHER</u>	<u>Cl. 6-7 TOTAL</u>	<u>GRAND TOTAL</u>
. Backlog	-	-	41	41	323	1	443	767	808
. Build	8	-	37	45	94	11	85	190	235
. Inventory	14	-	146	160	546	10	1,384	1,940	2,100
. New Orders	-	-	33	33	82	1	90	173	206
. Orders Cancel	-	-	2	2	1	-	4	5	7
. Net Orders	-	-	31	31	81	1	86	168	199
. Retail Sales	-	-	53	53	54	2	209	265	318

MONTHLY PERFORMANCE:

June **21 Days**

. Net Orders: un/dy.	-	-	1	1	4	0	4	8	9
. Build: units/day	0	-	2	2	4	1	4	9	11
. Retail Sales:un/dy.	-	-	3	3	3	0	10	13	15
. Orders Cancel: %	-	-	6.1%	6.1%	1.2%	0.0%	4.4%	2.9%	3.4%
. Backlog/Build @ rate in months**	-	-	1.1	0.9	3.4	0.1	5.2	4.0	3.4
. Inventory/R.S. @ rate in months	-	-	2.8	3.0	10.1	5.0	6.6	7.3	6.6

*Excludes Transit/City/Intercity applications; Includes Class 8 School Buses

** Backlog to Build Ratio is calculated using fixed monthly build of 21 days.

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BUS INDUSTRY MANAGEMENT STATISTICS*
CANADA, MEXICO, EXPORT
June 2009

YEAR-TO-DATE STATISTICS

<u>VARIABLE</u>	<u>Cl. 5 SCHOOL BUS</u>	<u>Cl. 5 SHUTTLE/ COMM</u>	<u>Cl. 5 URBAN/ OTHER</u>	<u>Cl. 5 TOTAL</u>	<u>Cl. 6-7 SCHOOL BUS</u>	<u>Cl. 6-7 SHUTTLE/ COMM</u>	<u>Cl. 6-7 URBAN/ OTHER</u>	<u>Cl. 6-7 TOTAL</u>	<u>GRAND TOTAL</u>
. Backlog	-	-	41	41	323	1	443	767	808
. Build	8	-	181	189	430	24	514	968	1,157
. Inventory	14	-	146	160	546	10	1,384	1,940	2,100
. New Orders	8	-	183	191	444	3	343	790	981
. Orders Cancel	-	-	17	17	101	-	23	124	141
. Net Orders	8	-	166	174	343	3	320	666	840
. Retail Sales	20	-	226	246	492	11	1,196	1,699	1,945

MONTHLY PERFORMANCE:

June **122 Days**

. Net Orders: un/dy.	0	-	1	1	3	0	3	5	7
. Build: units/day	0	-	1	2	4	0	4	8	9
. Retail Sales:un/dy.	0	-	2	2	4	0	10	14	16
. Orders Cancel: %	0.0%	-	9.3%	8.9%	22.7%	0.0%	6.7%	15.7%	14.4%
. Backlog/Build @ rate in months**	-	-	1.3	1.3	4.4	0.2	5.0	4.6	4.1
. Inventory/R.S. @ rate in months	4.1	-	3.8	3.8	6.4	5.3	6.7	6.6	6.3

*Excludes Transit/City/Intercity applications; Includes Class 8 School Buses

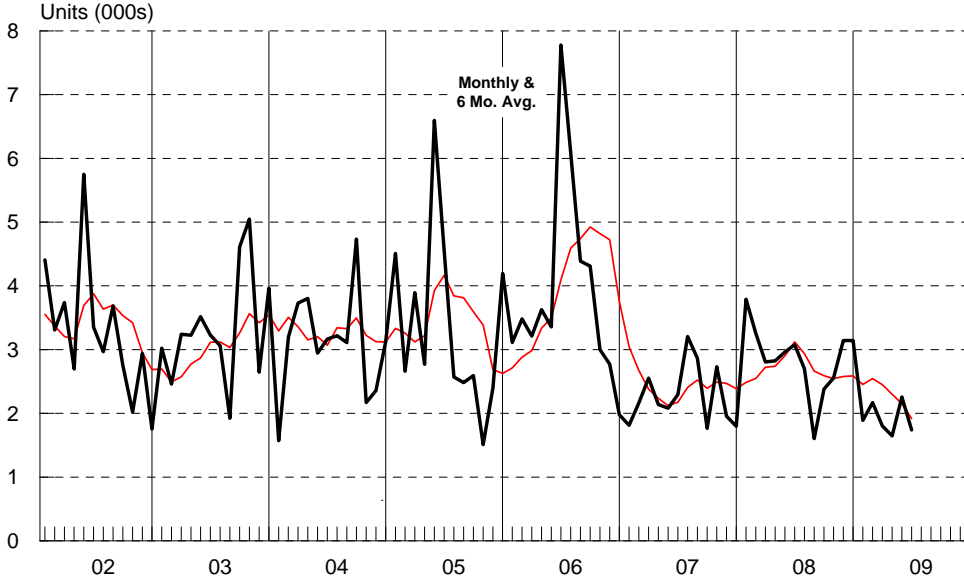
** Backlog to Build Ratio is calculated using fixed monthly build of 21 days.

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N.A. CLASSES 5-7 BUS: NET ORDERS

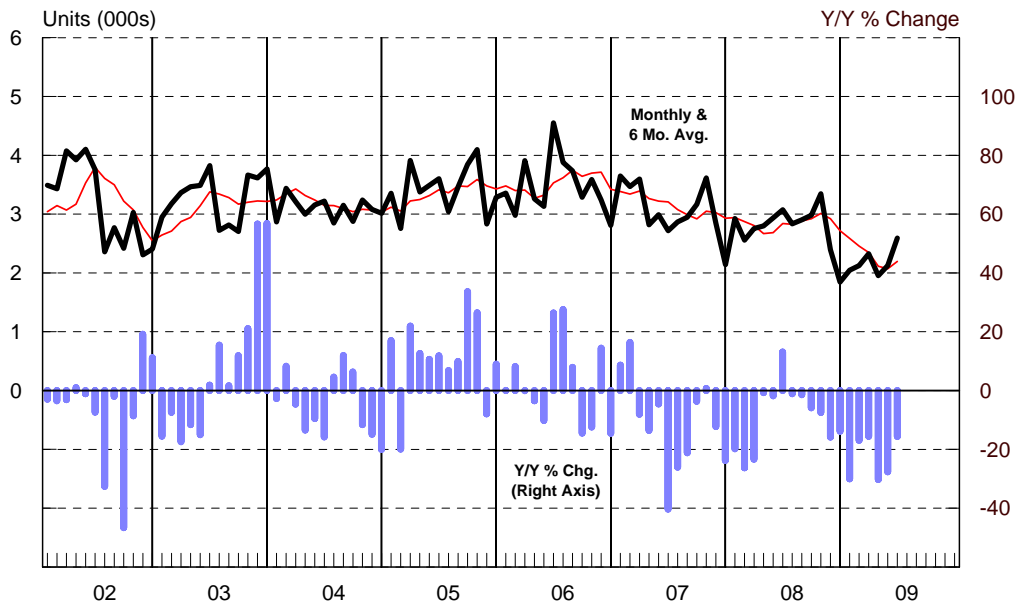
January '02 - June '09 (Not Seasonally Adjusted)



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N.A. CLASSES 5-7 BUS: BUILD

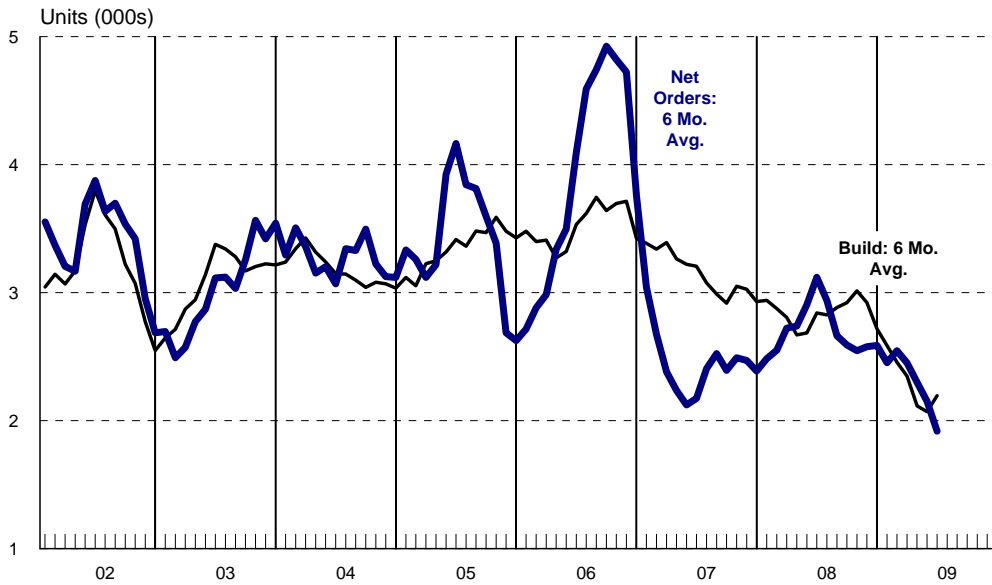
January '02 - June '09 (Not Seasonally Adjusted)



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N.A. CLASSES 5-7 BUS: NET ORDERS & BUILD - 6 MO. AVG.

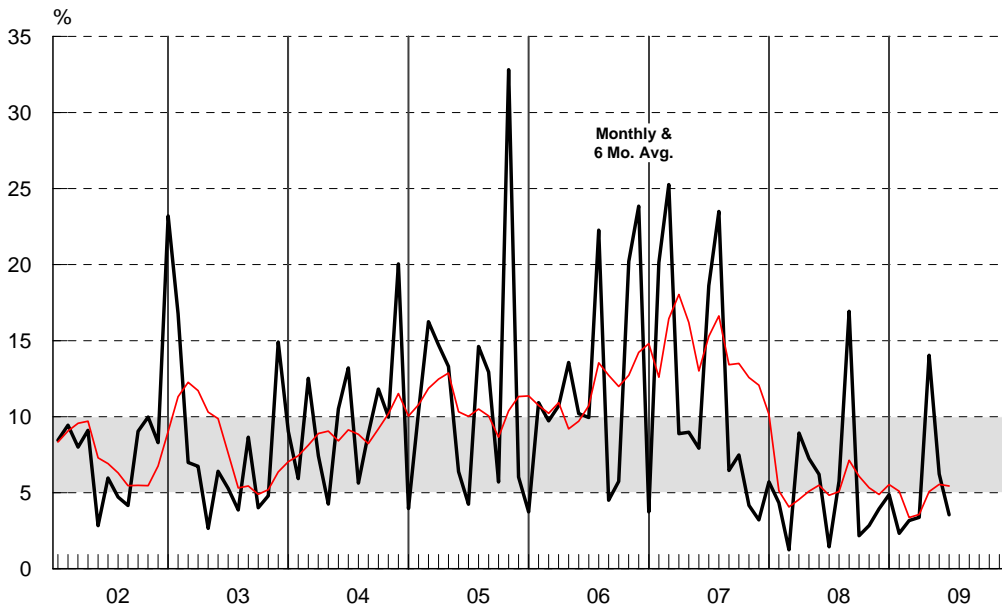
January '02 - June '09 (Not Seasonally Adjusted)



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N.A. CLASSES 5-7 BUS: CANCELLATION RATE

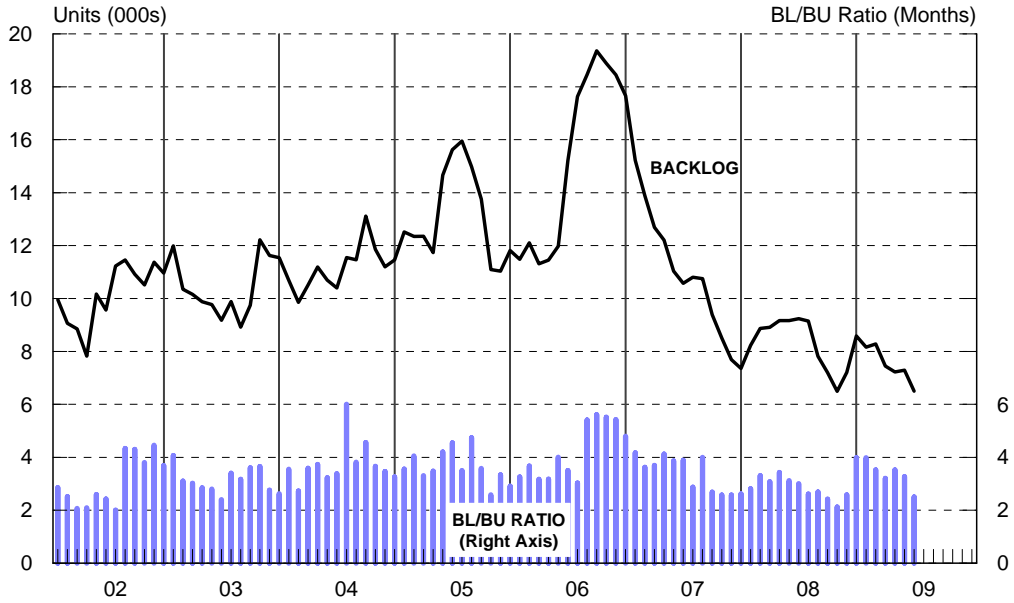
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N.A. CLASSES 5-7 BUS: BACKLOG & BL/BU RATIO

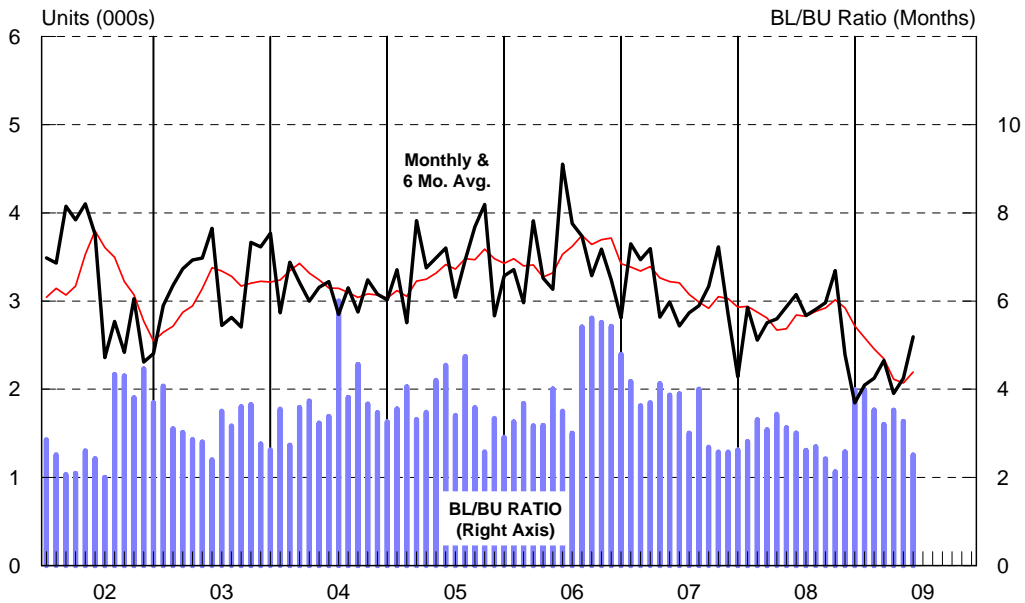
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N.A. CLASSES 5-7 BUS: BUILD & BL/BU RATIO

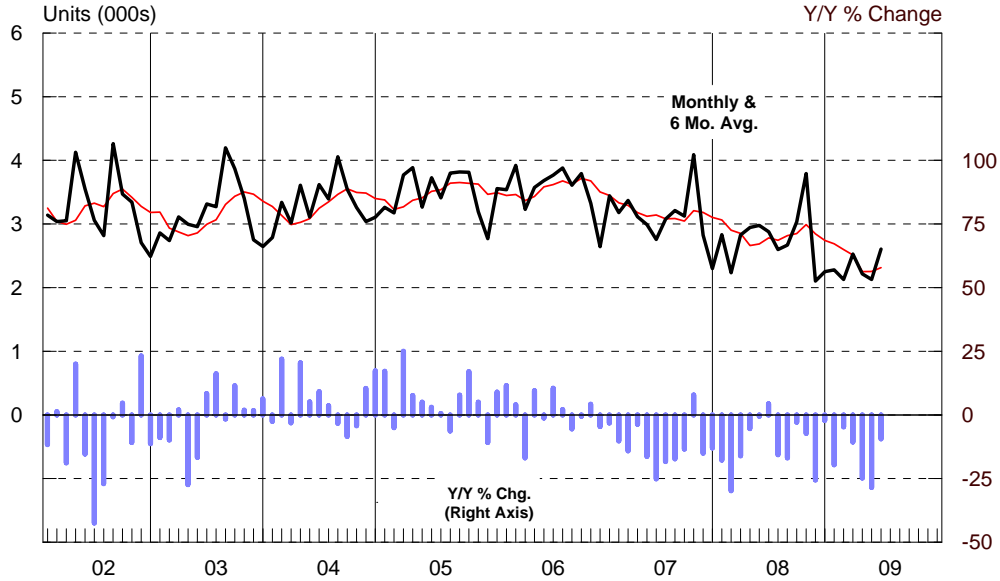
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N.A. CLASSES 5-7 BUS: RETAIL SALES

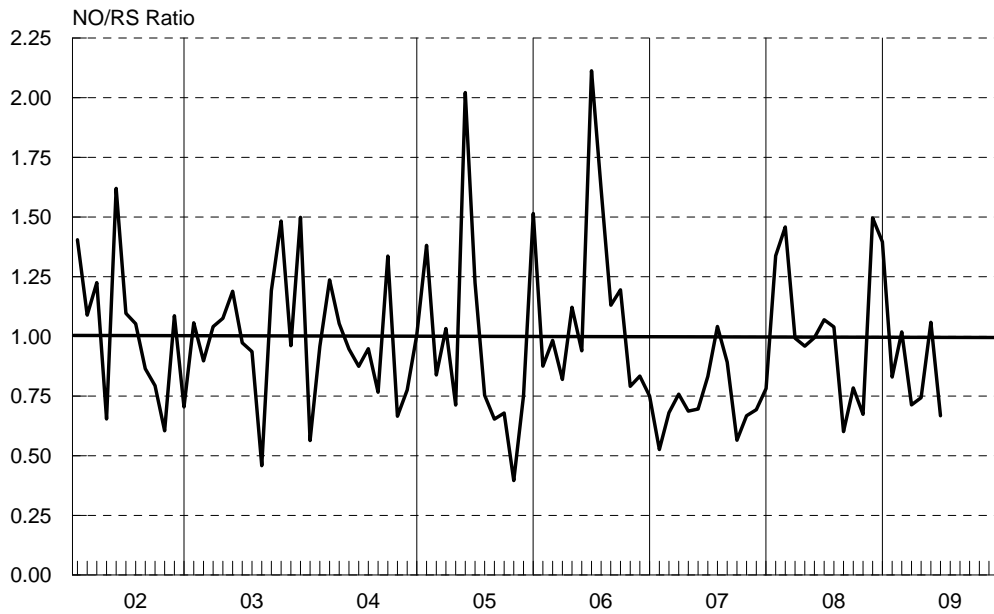
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N.A. CLASSES 5-7 BUS: NO/RS RATIO

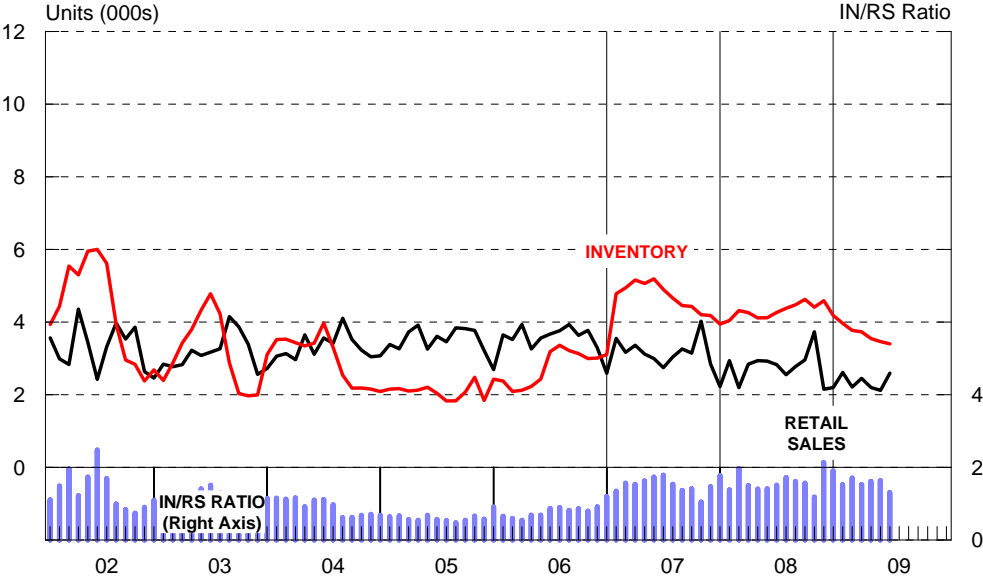
January '02 - June '09 (Not Seasonally Adjusted)



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N.A. CLASSES 5-7 BUS: INV/RS RATIO

January '02 - June '09 (Not Seasonally Adjusted)



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**STATE OF THE INDUSTRY SERIES
NORTH AMERICA BUS MARKET REPORT**