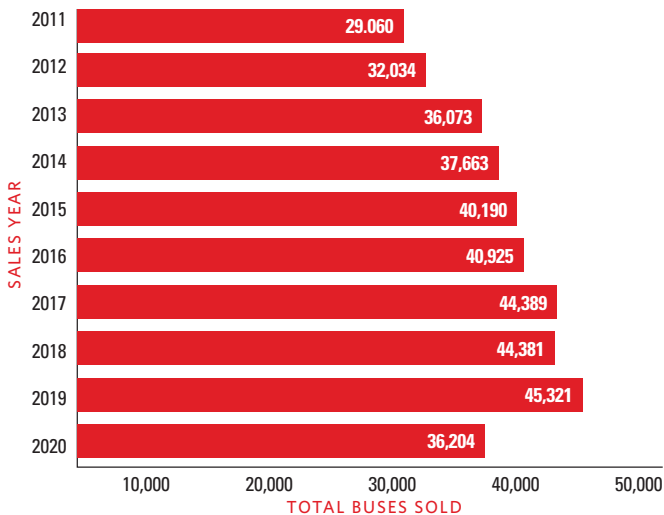


PUPIL TRANSPORTATION STATISTICS

SCHOOL BUS SALES REPORT — 2020

North American School Bus Sales (2011-2020)



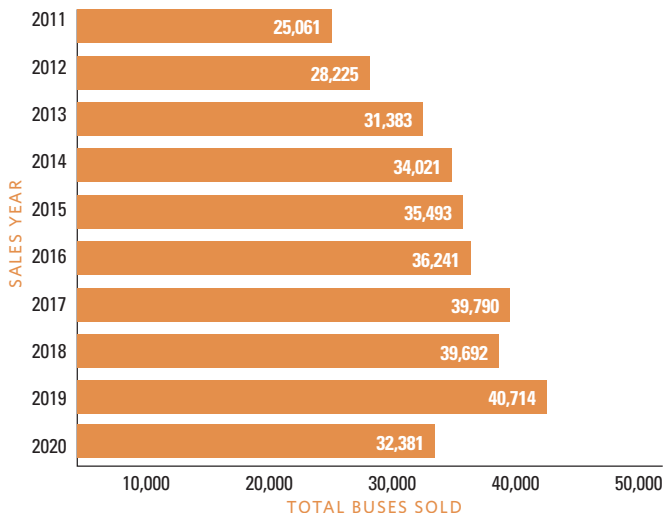
North American School Bus Sales (by Type)

Sales Year	Type A	Type C	Type D	Total
2011	6,407	20,146	2,507	29,060
2012	6,448	21,477	4,109	32,034
2013	6,791	25,218	4,064	36,073
2014	7,439	26,491	3,733	37,663
2015	7,506	28,340	4,344	40,190
2016	7,608	29,486	3,831	40,925
2017	7,997	32,141	4,251	44,389
2018	8,319	31,505	4,557	44,381
2019	9,718	31,876	3,727	45,321
2020	7,200	25,980	3,024	36,204
Change	-25.9%	-18.4%	-18.8%	-20.1%

2020 vs. 2019

North American school bus sales saw a significant dip due to the pandemic. In the 2020 sales year (Nov. 1, 2019, to Oct. 31, 2020), they were down just over 20% from 2019.

U.S. School Bus Sales (2011-2020)



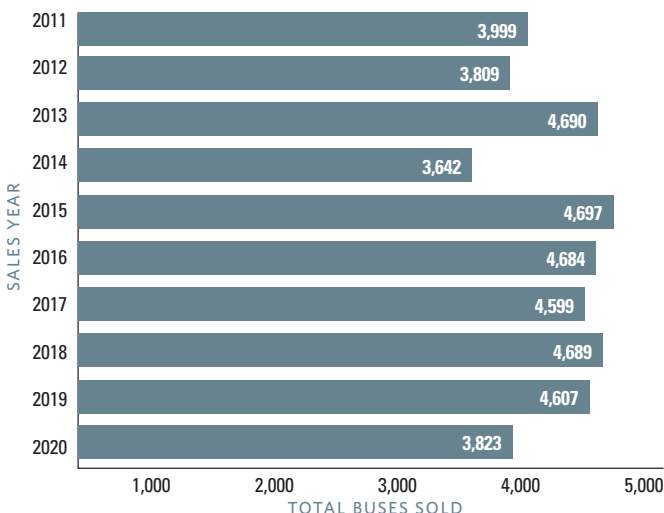
U.S. School Bus Sales (by Type)

Sales Year	Type A	Type C	Type D	Total
2011	5,740	16,908	2,413	25,061
2012	5,447	18,822	3,956	28,225
2013	5,692	21,841	3,850	31,383
2014	6,684	23,715	3,622	34,021
2015	6,560	24,830	4,103	35,493
2016	6,699	25,796	3,746	36,241
2017	6,966	28,667	4,157	39,790
2018	7,216	27,986	4,490	39,692
2019	8,242	28,787	3,685	40,714
2020	6,206	23,229	2,946	32,381
Change	-24.7%	-19.3%	-20%	-20.4%

2020 vs. 2019

Focusing solely on the U.S., school bus sales declined sharply. Overall, there were about 20% fewer school buses sold in 2020 compared to 2019. Type A bus sales saw a greater decrease, at nearly 25%.

Canadian School Bus Sales (2011-2020)



Canadian School Bus Sales (by Type)

Sales Year	Type A	Type C	Type D	Total
2011	667	3,238	94	3,999
2012	1,001	2,655	153	3,809
2013	1,099	3,377	214	4,690
2014	755	2,776	111	3,642
2015	946	3,510	241	4,697
2016	909	3,690	85	4,684
2017	1,031	3,474	94	4,599
2018	1,103	3,519	67	4,689
2019	1,476	3,089	42	4,607
2020	994	2,751	78	3,823
Change	-32.6%	-10.9%	+46%	-17%

2020 vs. 2019

In Canada, school bus sales were also down in the 2020 sales year, by 17% compared to 2019. However, Type D sales nearly doubled over 2019.