

COMMERCIAL VEHICLES || STATE OF THE INDUSTRY

# NORTH AMERICA CLASSES 5-7 BUS MARKET

REPORT VERSION PUBLISHED NOVEMBER 2019

2019 LAWRENCE R. KLEIN BLUE CHIP AWARD WINNER

Contributor to Blue Chip Economic Indicators and WSJ Economic Forecast Panel



## SAMPLE REPORT OVERVIEW:

Thank you for your interest in ACT Research and our work. The objective of this sample report is to share an understanding of the market, economy, and insight to analysis at the time of publication. **We share this report from 2017 for market context, an assessment of our historical and current data recordings, and a look into the market indicators we gather from the OEMs.**

## State of the Industry: N.A. Classes 5-7 Bus Market

This monthly State Of The Industry report covers information relative to net orders, backlogs, cancellation rates, year-over-year changes, and other vital market information. The report also disaggregates the North American bus market indicator data based on various types of buses.

With this report you will receive:

- Monthly market indicators by country for Class 5 and Classes 6-7 chassis and Class 8 trucks and tractors: backlog, build, inventory, new orders, cancellations, net orders retail sales.
- Class 5 and Classes 6-7 segmented by Trucks, Buses, RVs, and Step Vans, Class 8 segmented by tractors with and without sleepers and trucks with and without sleepers.
- Published about two weeks after the end of the month.

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# Report Dashboard Overview:

With your subscription to the *State of the Industry: N.A. Classes 5-7 Bus Market*, you will gain access to our report dashboard. Below is a listing, as well as a screenshot, of this dashboard and the support material you will receive with your report.

1.PDF of Current Month Report

2.Tables including:

- A. Total North America
- B. Monthly Market Indicators. (Bus) U.S. Only
- C. Monthly Market Indicators. (Bus) Canada, Mexico, Export
- D. Build and Sales Days per Month

3.Graph pack complete with graphs covering the N.A. Classes 5-7 Bus Market

4.Glossary of Terms and Definitions



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## [SOI: North America Classes 5-7 Bus Market](#)

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### **DATA - Total North America**

1996 - Present (April 2020)

North American Monthly Market Indicators for Buses

Modified: 2020-05-18

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### **DATA - U.S.**

1996 - Present (April 2020)

U.S. Monthly Market Indicators for Buses

Modified: 2020-05-18

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### **DATA - Canada/Mexico/Export**

1996 - Present (April 2020)

Canada/Mexico/Export Monthly Market Indicators for Buses

Modified: 2020-05-18

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### **DATA - Build and Sales Days per Month**

Excel

Modified: 2020-04-17

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### **REPORT - May 2020 (April data)**

PDF - Next Report due mid-June

Modified: 2020-05-19

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### **GRAPHS - May 2020 (April data)**

Powerpoint

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### **GLOSSARY**

PDF

Modified: 2017-03-14

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The next webinar will be held June 16th, 2020 at 11:00 a.m. Eastern. The cost is \$165 per phone line. [Click Here](#) to Signup

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## **When is the report published?**

The *SOI: N.A. Classes 5-7 Bus Market* is published mid-month.

## **How many individuals in my company may access the report?**

ACT Research allows for a maximum distribution of 4 users per report. Additional access may be purchased at \$60 per person, per report.

## **Can the individuals with report access be changed?**

Yes, we understand that change in staff may occur. Simply call or email our team and we'll help you manage this process. There is no charge for changing users.

## **How do I become aware of the release of the latest publication?**

A notice, via email, will be sent to those users on your distribution list upon the publication and availability of the *SOI: N.A. Classes 5-7 Bus Market*. Users can then access the report via dashboard login.

## **Is support for ACT Research analyst available should questions arise?**

Yes, we highly encourage our subscribers to call or email our staff with questions or concerns. Our analysts take great pride in being accessible and are willing to answer questions as needed.

## **May I utilize aspects of the report within my organization?**

Yes, but we do request that all tables, graphs, charts, or analysis cite ACT Research as the source.

## **May I utilize aspects of the report for external presentations? (conferences, trade organizations, etc.)**

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"I would recommend ACT Research to anyone that's looking for in-depth insight into what's happening in the commercial vehicle markets. The expertise and knowledge that goes into the service they provide, there's not a better solution, in my opinion, for commercial vehicle data than ACT Research."

- Jeff Trent, Mahle

# State of the Industry: 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**  
**October 2019**

**CURRENT MONTH STATISTICS**

<u>VARIABLE</u>	<u>CI. 5 SCHOOL BUS</u>	<u>CI. 5 SHUTTLE/ COMM</u>	<u>CI. 5 URBAN/ OTHER</u>	<u>CI. 5 TOTAL</u>	<u>CI. 6-7 SCHOOL BUS</u>	<u>CI. 6-7 SHUTTLE/ COMM</u>	<u>CI. 6-7 URBAN/ OTHER</u>	<u>CI. 6-7 TOTAL</u>	<u>GRAND TOTAL</u>
. Backlog	-	-	60	<b>60</b>	7,108	108	315	<b>7,531</b>	<b>7,591</b>
. Build	-	-	30	<b>30</b>	2,003	60	268	<b>2,331</b>	<b>2,361</b>
. Inventory	6	-	92	<b>98</b>	4,110	178	526	<b>4,814</b>	<b>4,912</b>
. New Orders	-	-	32	<b>32</b>	1,199	47	271	<b>1,517</b>	<b>1,549</b>
. Orders Cancel	-	-	2	<b>2</b>	34	-	12	<b>46</b>	<b>48</b>
. Net Orders	-	-	30	<b>30</b>	1,165	47	259	<b>1,471</b>	<b>1,501</b>
. Retail Sales	8	-	30	<b>38</b>	2,501	102	374	<b>2,977</b>	<b>3,015</b>

**MONTHLY PERFORMANCE:**

**October**                   **23** Build Days  
                                  **23** Order/Sales Days

. Build: units/day	-	-	1	<b>1</b>	87	3	12	<b>101</b>	<b>103</b>
. Net Orders: un/dy.	-	-	1	<b>1</b>	51	2	11	<b>64</b>	<b>65</b>
. Retail Sales:un/dy.	0	-	1	<b>2</b>	109	4	16	<b>129</b>	<b>131</b>
. Orders Cancel: % BL	-	-	3.3%	<b>3.3%</b>	0.5%	0.0%	3.8%	<b>0.6%</b>	<b>0.6%</b>
. Backlog/Build @ rate in months**	-	-	2.2	<b>2.2</b>	3.9	2.0	1.3	<b>3.5</b>	<b>3.5</b>
. Inventory/R.S. @ rate in months**	0.8	-	3.4	<b>2.8</b>	1.8	1.9	1.5	<b>1.8</b>	<b>1.8</b>

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

\*\* Backlog to Build and Inventory to Retail Sales Ratios are normalized to 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.

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**BUS INDUSTRY MANAGEMENT STATISTICS\***  
**NORTH AMERICA**  
**October 2019**

**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	-	-	60	<b>60</b>	7,108	108	315	<b>7,531</b>	7,591
. Build	-	6	300	<b>306</b>	30,808	556	3,937	<b>35,301</b>	35,607
. Inventory	6	-	92	<b>98</b>	4,110	178	526	<b>4,814</b>	4,912
. New Orders	-	6	320	<b>326</b>	31,251	449	3,914	<b>35,614</b>	35,940
. Orders Cancel	-	-	20	<b>20</b>	694	4	180	<b>878</b>	898
. Net Orders	-	6	300	<b>306</b>	30,557	445	3,734	<b>34,736</b>	35,042
. Retail Sales	8	7	300	<b>315</b>	31,745	539	3,990	<b>36,274</b>	36,589

**YEAR-TO-DATE PERFORMANCE:**

**October**                    **209** Build Days  
                                  **215** Order/Sales Days

. Build: units/day	-	0	1	<b>1</b>	147	3	19	<b>169</b>	170
. Net Orders: un/dy.	-	0	1	<b>1</b>	142	2	17	<b>162</b>	163
. Retail Sales:un/dy.	0	0	1	<b>1</b>	148	3	19	<b>169</b>	170
. Orders Cancel: % BL	-	-	33.3%	<b>33.3%</b>	9.8%	3.7%	57.1%	<b>11.7%</b>	11.8%
. Backlog/Build @ rate in months**	-	-	2.0	<b>2.0</b>	2.3	1.9	0.8	<b>2.1</b>	2.1
. Inventory/R.S. @ rate in months**	7.7	-	3.1	<b>3.2</b>	1.3	3.4	1.3	<b>1.4</b>	1.4

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

\*\* Backlog to Build and Inventory to Retail Sales Ratios are normalized to 21 days.

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

**BUS INDUSTRY MANAGEMENT STATISTICS\***  
**UNITED STATES**  
**October 2019**

**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	-	-	-	-	6,574	107	-	6,681	6,681
. Build	-	-	-	-	1,809	60	-	1,869	1,869
. Inventory	6	-	-	6	3,978	178	-	4,156	4,162
. New Orders	-	-	-	-	900	47	-	947	947
. Orders Cancel	-	-	-	-	29	-	-	29	29
. Net Orders	-	-	-	-	871	47	-	918	918
. Retail Sales	8	-	-	8	2,283	101	-	2,384	2,392

**MONTHLY PERFORMANCE:**

**October**                    **23 Build Days**  
                                  **23 Order/Sales Days**

. Build: units/day	-	-	-	-	79	3	-	81	81
. Net Orders: un/dy.	-	-	-	-	38	2	-	40	40
. Retail Sales:un/dy.	0	-	-	0	99	4	-	104	104
. Orders Cancel: % BL	-	-	-	-	0.4%	0.0%	-	0.4%	0.4%
. Backlog/Build @ rate in months**	-	-	-	-	4.0	2.0	-	3.9	3.9
. Inventory/R.S. @ rate in months**	0.8	-	-	0.8	1.9	1.9	-	1.9	1.9

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

\*\* Backlog to Build and Inventory to Retail Sales Ratios are normalized to 21 days.

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**BUS INDUSTRY MANAGEMENT STATISTICS\***  
**UNITED STATES**  
**October 2019**

**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	-	-	-	-	6,574	107	-	6,681	6,681
. Build	-	6	-	6	28,989	553	-	29,542	29,548
. Inventory	6	-	-	6	3,978	178	-	4,156	4,162
. New Orders	-	6	-	6	28,840	448	-	29,288	29,294
. Orders Cancel	-	-	-	-	634	4	-	638	638
. Net Orders	-	6	-	6	28,206	444	-	28,650	28,656
. Retail Sales	8	7	-	15	28,842	535	-	29,377	29,392

**YEAR-TO-DATE PERFORMANCE:**

**October**            **209** Build Days  
                          **215** Order/Sales Days

. Build: units/day	-	0	-	0	139	3	-	141	141
. Net Orders: un/dy.	-	0	-	0	131	2	-	133	133
. Retail Sales:un/dy.	0	0	-	0	134	2	-	137	137
. Orders Cancel: % BL	-	-	-	-	9.6%	3.7%	-	9.5%	9.5%
. Backlog/Build @ rate in months**	-	-	-	-	2.3	1.9	-	2.3	2.3
. Inventory/R.S. @ rate in months**	7.7	-	-	4.1	1.4	3.4	-	1.4	1.4

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

\*\* Backlog to Build and Inventory to Retail Sales Ratios are normalized to 21 days.

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**BUS INDUSTRY MANAGEMENT STATISTICS\***  
**CANADA, MEXICO, EXPORT**  
**October 2019**

**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	-	-	60	<b>60</b>	534	1	315	<b>850</b>	<b>910</b>
. Build	-	-	30	<b>30</b>	194	-	268	<b>462</b>	<b>492</b>
. Inventory	-	-	92	<b>92</b>	132	-	526	<b>658</b>	<b>750</b>
. New Orders	-	-	32	<b>32</b>	299	-	271	<b>570</b>	<b>602</b>
. Orders Cancel	-	-	2	<b>2</b>	5	-	12	<b>17</b>	<b>19</b>
. Net Orders	-	-	30	<b>30</b>	294	-	259	<b>553</b>	<b>583</b>
. Retail Sales	-	-	30	<b>30</b>	218	1	374	<b>593</b>	<b>623</b>

**MONTHLY PERFORMANCE:**

**October**                    **23** Build Days  
                                     **23** Order/Sales Days

. Build: units/day	-	-	1	<b>1</b>	8	-	12	<b>20</b>	<b>21</b>
. Net Orders: un/dy.	-	-	1	<b>1</b>	13	-	11	<b>24</b>	<b>25</b>
. Retail Sales:un/dy.	-	-	1	<b>1</b>	9	0	16	<b>26</b>	<b>27</b>
. Orders Cancel: % BL	-	-	3.3%	<b>3.3%</b>	0.9%	0.0%	3.8%	<b>2.0%</b>	<b>2.1%</b>
. Backlog/Build @ rate in months**	-	-	2.2	<b>2.2</b>	3.0	-	1.3	<b>2.0</b>	<b>2.0</b>
. Inventory/R.S. @ rate in months**	-	-	3.4	<b>3.4</b>	0.7	-	1.5	<b>1.2</b>	<b>1.3</b>

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

\*\* Backlog to Build and Inventory to Retail Sales Ratios are normalized to 21 days.

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**BUS INDUSTRY MANAGEMENT STATISTICS\***  
**CANADA, MEXICO, EXPORT**  
**October 2019**

**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	-	-	60	<b>60</b>	534	1	315	<b>850</b>	<b>910</b>
. Build	-	-	300	<b>300</b>	1,819	3	3,937	<b>5,759</b>	<b>6,059</b>
. Inventory	-	-	92	<b>92</b>	132	-	526	<b>658</b>	<b>750</b>
. New Orders	-	-	320	<b>320</b>	2,411	1	3,914	<b>6,326</b>	<b>6,646</b>
. Orders Cancel	-	-	20	<b>20</b>	60	-	180	<b>240</b>	<b>260</b>
. Net Orders	-	-	300	<b>300</b>	2,351	1	3,734	<b>6,086</b>	<b>6,386</b>
. Retail Sales	-	-	300	<b>300</b>	2,903	4	3,990	<b>6,897</b>	<b>7,197</b>

**YEAR-TO-DATE PERFORMANCE:**

**October**                    **209** Build Days  
                                     **215** Order/Sales Days

. Build: units/day	-	-	1	<b>1</b>	9	0	19	<b>28</b>	<b>29</b>
. Net Orders: un/dy.	-	-	1	<b>1</b>	11	0	17	<b>28</b>	<b>30</b>
. Retail Sales:un/dy.	-	-	1	<b>1</b>	14	0	19	<b>32</b>	<b>33</b>
. Orders Cancel: % BL	-	-	33.3%	<b>33.3%</b>	11.2%	0.0%	57.1%	<b>28.2%</b>	<b>28.6%</b>
. Backlog/Build @ rate in months**	-	-	2.0	<b>2.0</b>	2.9	3.3	0.8	<b>1.5</b>	<b>1.5</b>
. Inventory/R.S. @ rate in months**	-	-	3.1	<b>3.1</b>	0.5	-	1.3	<b>1.0</b>	<b>1.1</b>

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

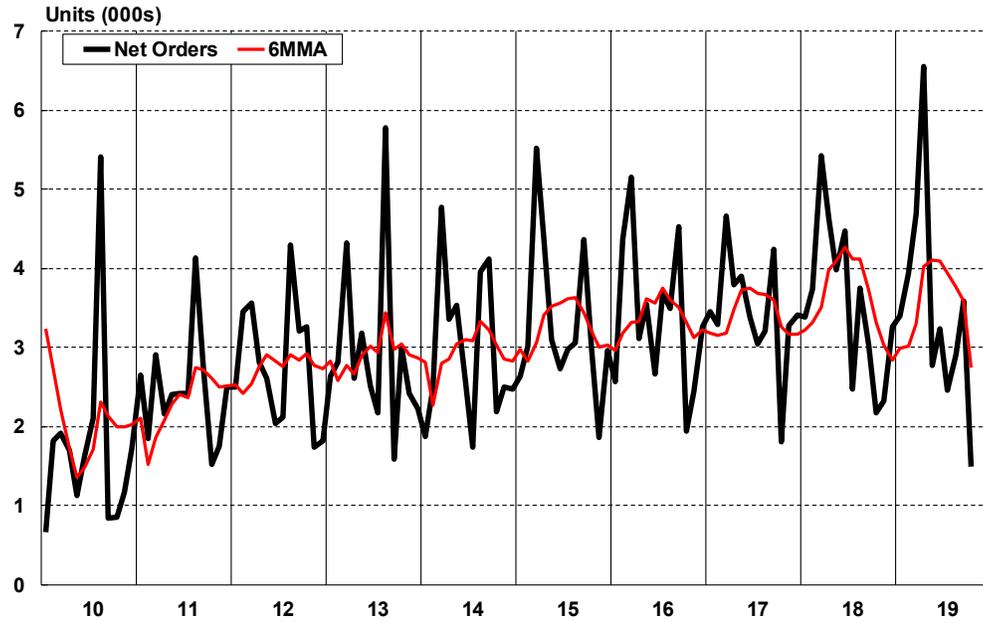
\*\* Backlog to Build and Inventory to Retail Sales Ratios are normalized to 21 days.

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## N.A. Classes 5-7 Bus: Net Orders

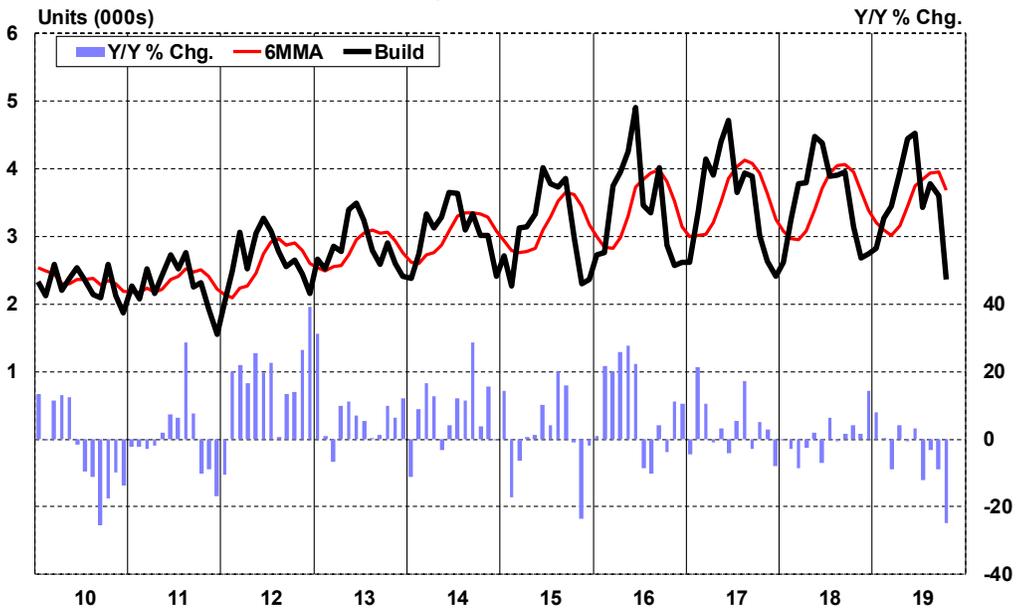
January '10 - October '19



Source: ACT Research Co., LLC: Copyright 2019

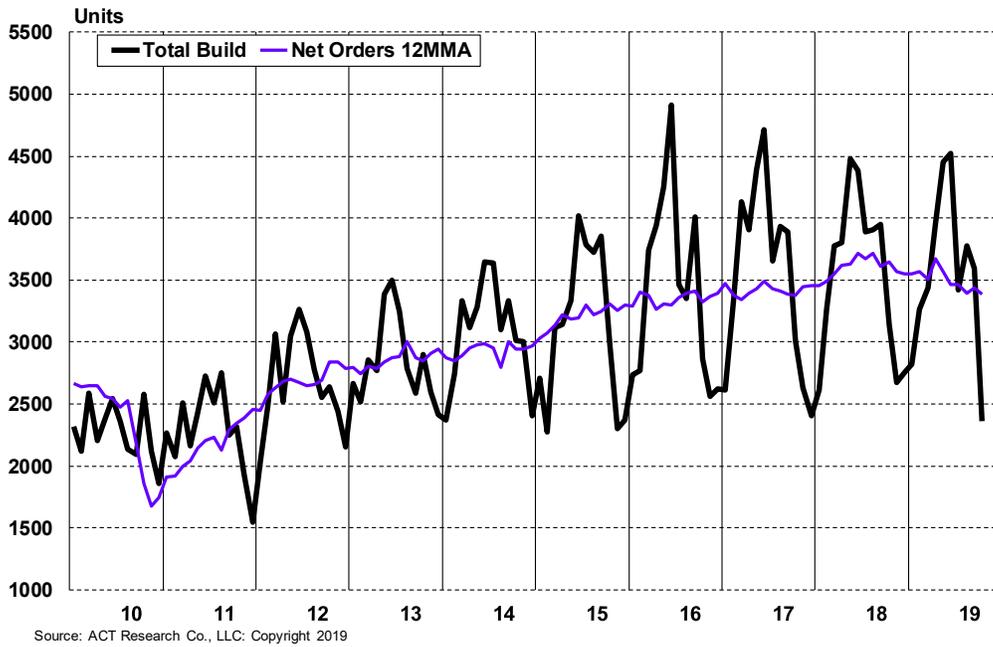
## N.A. Classes 5-7 Bus: Build

January '10 - October '19

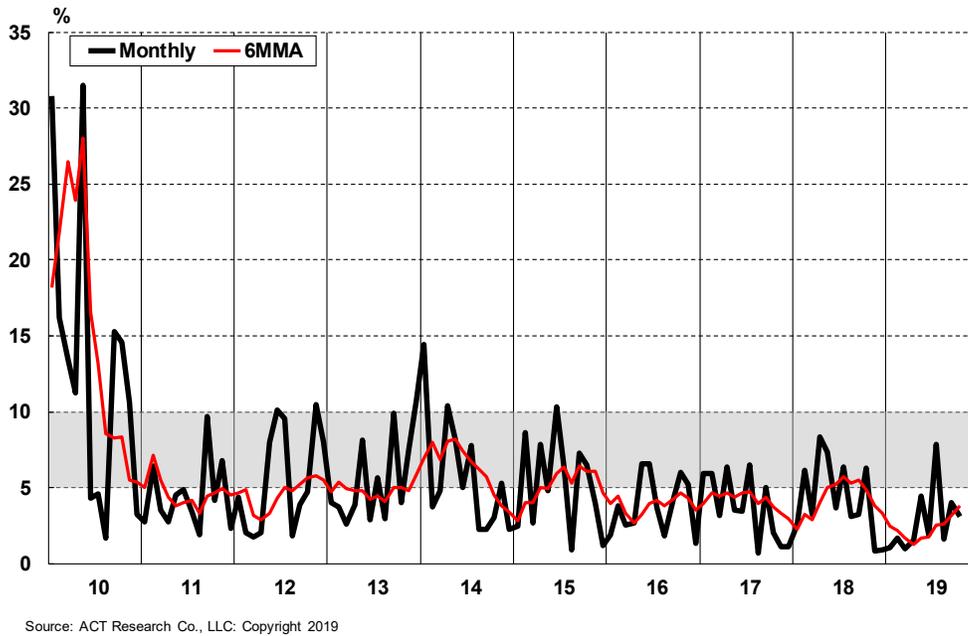


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## N.A. Classes 5-7 Bus: Net Orders 12 Mo. Avg. and Build January '10 - October '19

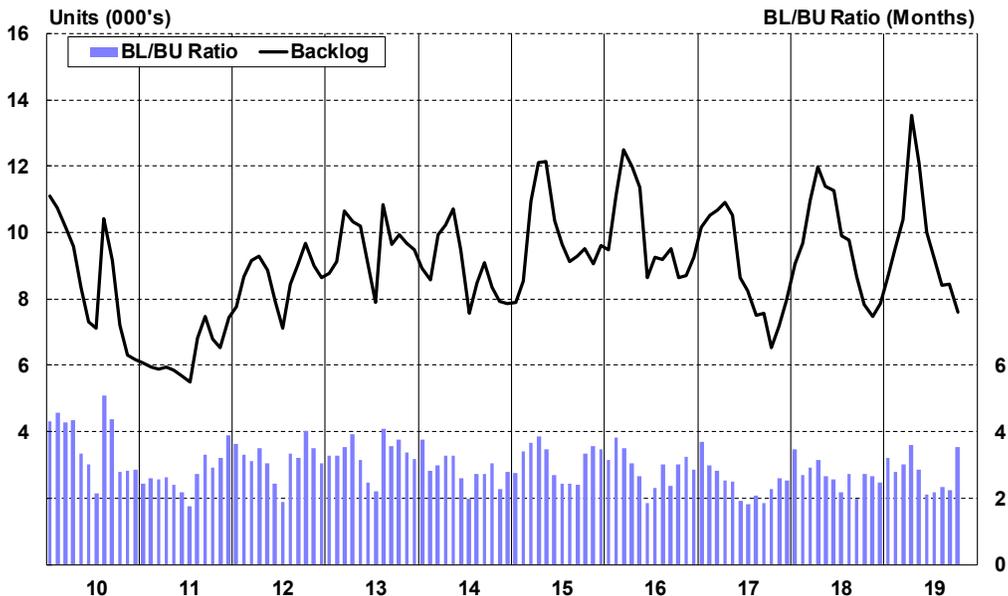


## N.A. Classes 5-7 Bus: Cancellation Rate January '10 - October '19



## N.A. Classes 5-7 Bus: Backlog and BL/BU

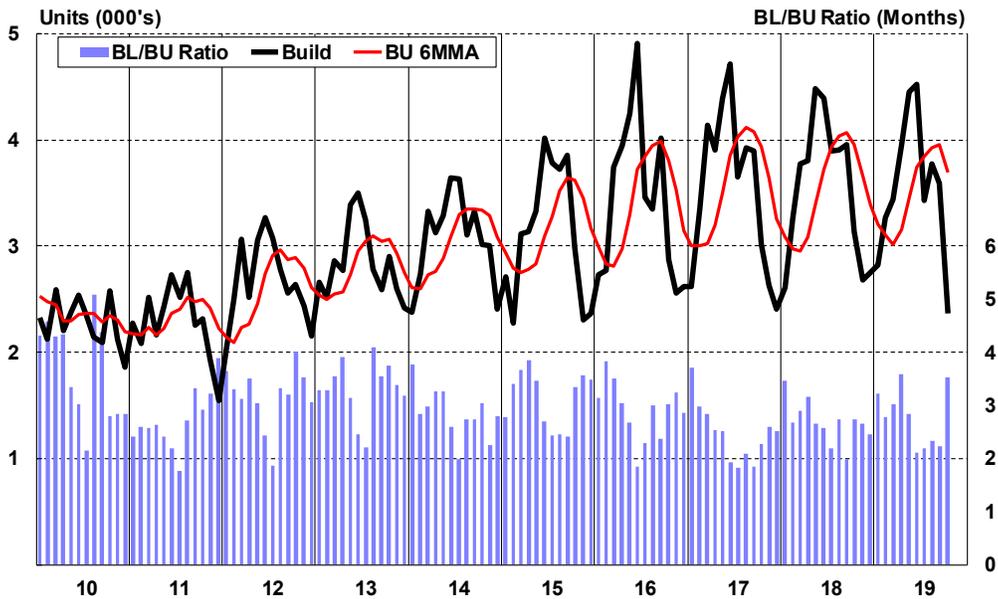
January '10 - October '19



Source: ACT Research Co., LLC: Copyright 2019

## N.A. Classes 5-7 Bus: Build and BL/BU

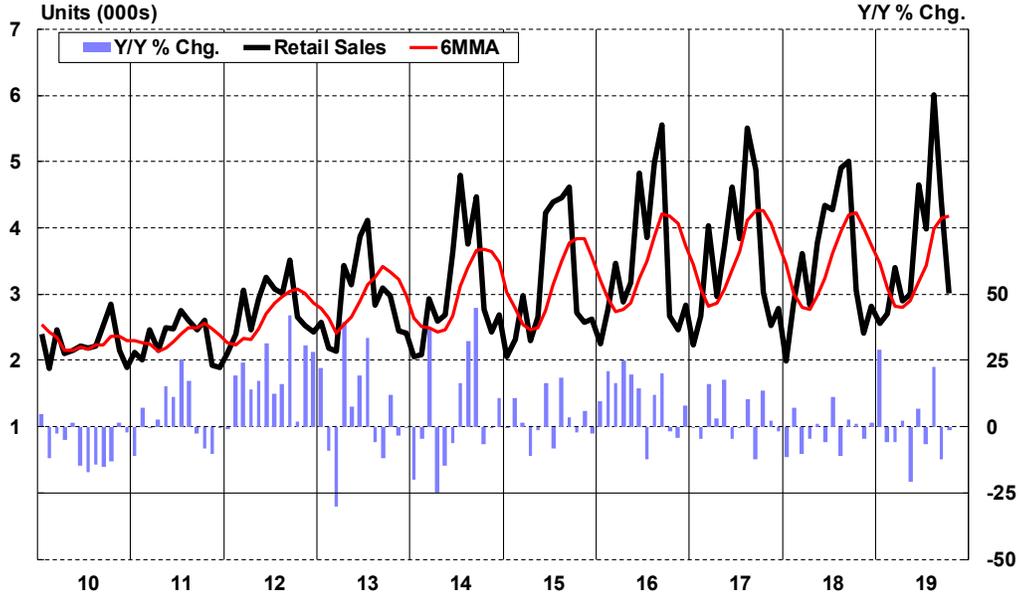
January '10 - October '19



Source: ACT Research Co., LLC: Copyright 2019

## N.A. Classes 5-7 Bus: Retail Sales

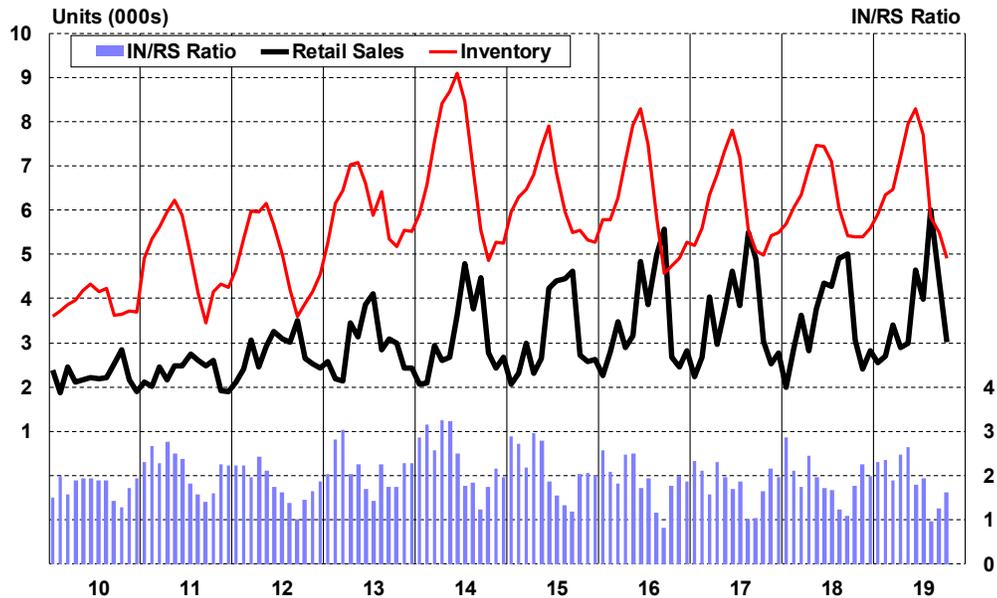
January '10 - October '19



Source: ACT Research Co., LLC: Copyright 2019

## N.A. Classes 5-7 Bus: IN/RS Ratio

January '10 - October '19



Source: ACT Research Co., LLC: Copyright 2019



## **NORTH AMERICA CLASSES 5-7 BUS MARKET**

SAMPLE

2019 LAWRENCE R. KLEIN BLUE CHIP AWARD WINNER

Contributor to Blue Chip Economic Indicators and WSJ Economic Forecast Panel

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