

COMPETITIVE COMPARISON

Hino 268/268A vs. GM C6500



VS.



The Hino Advantage

In comparing the Hino 268 vs. the GM C6500, you will find that Hino has you covered, plus some, in the key attributes that made the GM C6500 a mainstay in the medium duty truck market. Hino trucks are assembled in the United States, carry a best in class warranty and provide low cost of ownership. Overall, Hino has what you need most in a medium duty truck...the truck that provides low operating cost, high quality, exceptional durability and the reliability you need to get the job done.

We invite you to study the details of this Competitive Comparison and to learn for yourself why Hino is the fastest-growing medium duty truck nameplate in the United States!

Key Hino 268 advantages over GM C6500:

- Higher in customer satisfaction ranking
- Hino standard features, such as an suspension seat, exhaust brake, AM/FM CD stereo and air conditioning, are optional on GM C6500
- Significantly less planned maintenance cost
- Greater standard front suspension capacity (12,000-lb. vs. 8,000-lb.)
- Stronger frame yield strength
- Greater maneuverability
- Quieter cab
- GM has announced the end of its medium duty truck production



| Specifications | 2010 Hino 268/268A 4x2 Conventional Regular Cab | | 2009 GM C6500 4x2 Conventional Regular Cab | Hino Advantage |
|----------------------------------------------------------|-------------------------------------------------------|--------------|----------------------------------------------------|-------------------|
| | 268 | 268A | C6500 | |
| MODEL | | | | |
| GVWR (lb.) | 25,950 | | 25,950 | |
| BBC (in.) | 108 | | 105 | |
| Final assembly location | Williamstown, West Virginia, USA | | Flint, Michigan, USA Production ended July 2009 | ✓ |
| FRAME | | | | |
| Frame type | Straight C Channel | | Straight C Channel | ✓ |
| Yield Strength (PSI) | 80,000 | | 50,000 | ✓ |
| Resisting Bending Moment (RBM) (in.-lb.) | 1,031,900 | | 479,000 | |
| WB (in.)/CA (in.)/Turning Diameter curb-to-curb (ft.) | NA | | 128/60/40.7 | |
| | NA | | 140/72/43.5 | |
| | 152/84.6/41.9 | | 152/84/43.6 | |
| | NA | | 170/102/45.2 | |
| | 175/107.6/47.5 | | 176/108/46.6 | |
| | 187/119.6/50.4 | | 188/120/49.3 | |
| | NA | | 194/126/50.8 | |
| | 205/137.6/55.2 | | 206/138/53.5 | |
| | NA | | 212/144/54.9 | |
| | 217/149.6/57.7 | | NA | ✓ |
| | NA | | 224/156/57.6 | |
| | 235/167.6/62.0 | | 236/168/60.4 | |
| | NA | | 248/180/63.2 | |
| | 253/185.6/66.4 | | NA | ✓ |
| | NA | | 260/192/66.0 | |
| | 271/203.6/70.7 | | 272/204/68.8 | |
| | NA | | 284/216/71.5 | |
| NA | | 296/228/74.3 | | |
| ENGINE | | | | |
| Std. Engine | Hino J08E 7.7L Turbo Diesel In-line 6-cylinder | | Isuzu 6H 7.8L Turbo Diesel In-line 6-cylinder | |
| Fuel Injection Type | Direct Injection Radial plunger (HP-4) | | High-pressure common rail direct injection | |
| Max. Horsepower (SAE net @ rpm) | 220 @ 2500 | | 215 @ 2200 | ✓ |
| Max. Torque (lb.-ft. @ rpm) | 520 @ 1500 | | 560 @ 1450 | |
| Opt. Engine | - | | Isuzu 6H 7.8L Turbo Diesel In-line 6-cylinder | |
| Fuel Injection Type | - | | High-pressure common rail direct injection | |
| Max. Horsepower (SAE net @ rpm) | - | | 230-260 @ 2200 | |
| Max. Torque (lb.-ft. @ rpm) | - | | 660 @ 1450 | |
| Oil Capacity/Oil Change Interval | 16.2 quarts/15,000 miles | | 23.8 quarts/10,000 miles | ✓ |
| STEERING | | | | |
| Steering system | TRW hydraulic recirculating ball | | ZF hydraulic recirculating ball | |
| Steering wheel adjustability | Standard tilt and telescopic | | Standard stationary (tilt feature is an option) | ✓ |
| Wheel cut (degrees) | 55° | | Up to 53° | ✓ |

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|---------------------------------|--------------------------------------------------------------------------------------------|-------------------------------------------------------------------------|--------------------------------------------------|-------------------|
| TRANSMISSION | | | | |
| Standard Transmission | Eaton FS5406A 6-speed manual | | Allison 2300 HS/RDS 5-speed automatic | |
| Optional Transmission choices | Allison 6-speed auto | Allison 6-speed auto | 5-Speed automatic 6-speed automatic | |
| | - - | Eaton 6-speed auto manual | 5-speed manual 6-speed manual | ✓ |
| AXLES/SUSPENSION | | | | |
| Front Axle | MFS-10 series reversed Elliot, I beam (oil lubricated type) | | Dana Spicer D800-F I beam | ✓ |
| Standard weight capacity (lb.) | 10,000 | | 8,000 | ✓ |
| Front Suspension | Hendrickson Taper-leaf springs with shock absorbers | | Taper-leaf springs with shock absorbers | |
| Standard weight capacity (lb.) | 12,000 | | 8,000 | ✓ |
| Rear Axle | RS19-145 series full-floating, single reduction, single-speed by hypoid gearings | | Dana Spicer 19060S Single speed | |
| Standard weight capacity (lb.) | 19,000 | | 19,000 | |
| Rear Suspension | Hendrickson Semi-elliptic main and auxiliary helper spring with shock absorber | Hendrickson Semi-elliptic main and auxiliary helper-air spring | Rear multi-leaf with auxiliary springs | |
| Standard weight capacity (lb.) | 19,000 | | 19,000 | |
| WHEELS | | | | |
| Wheel type | 22.5-inch 10-stud, steel | | 22.5-inch, 10-stud, steel | |
| Tire size | 11R22.5 | | 245/75R22.5 | |
| BRAKES | | | | |
| Front Brakes | Hydraulic discs with ABS | Full air, with ABS and air dryer | Hydraulic discs with ABS | |
| Rear Brakes | Hydraulic discs with ABS | Full air, with ABS and air dryer | Hydraulic discs with ABS | |
| EXHAUST | | | | |
| Exhaust Brake | Std. | | Opt. | ✓ |
| ELECTRICAL | | | | |
| Alternator | 100 Amp | | 100 Amp | |
| Batteries | 2 @ 600 CCA | | 2 @ 750 CCA | |
| FUEL TANK | | | | |
| Standard | 52 U.S. gal. | | 50 U.S. gal. | ✓ |
| CAB | | | | |
| Cab configurations/construction | Std. - regular/steel Opt. - extended/steel and fiberglass | | Std. - regular/steel NA Opt. - crew/steel | ✓ |
| Door opening angle (degrees) | 80° | | 58° | ✓ |
| WARRANTY | | | | |
| Base warranty | 24 months/unlimited mileage | | 24 months/unlimited mileage | |
| Engine warranty | 36 months/unlimited mileage | | 24 months/unlimited mileage | ✓ |

NA = Not Available

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| SELECT FEATURES | | | | |
| Std. driver seat/suspension type | Single/coil | Single/air | Fixed-height bucket | ✓ |
| Std. passenger seat type | 2-person bench | | Fixed-height bucket | ✓ |
| Std. seating surfaces | Vinyl | | Vinyl | |
| Cruise Control | Std. | | Opt. | ✓ |
| Air Conditioning | Std. | | Opt. | ✓ |
| Heated exterior mirrors | Opt | | Opt. | |
| Standard radio | AM/FM with CD | | All radios are optional | ✓ |
| Oil-filled wheel hubs | Std. | | Opt. | ✓ |
| Air ride suspension | Opt. - Hendrickson (Select wheelbases) | | Opt. | |
| Power take-off | Opt. | | Opt. | |
| Driver Information Display | Std. | | NA | ✓ |

NA = Not Available

Hino advantages over GM C6500:



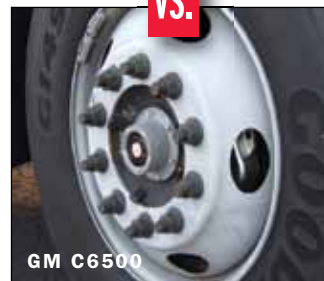
- The Hino 268 features a standard 12,000-lb. front suspension while the GM C6500 has a standard 8,000-lb front suspension. Hino's 4,000 pound front suspension advantage provides the durability needed for front-heavy equipment without having to pay over \$500 for a suspension upgrade



- The Hino 268 has a stronger frame than the GM C6500 frame (80,000 PSI vs. 50,000 PSI) meaning Hino's frame is more durable

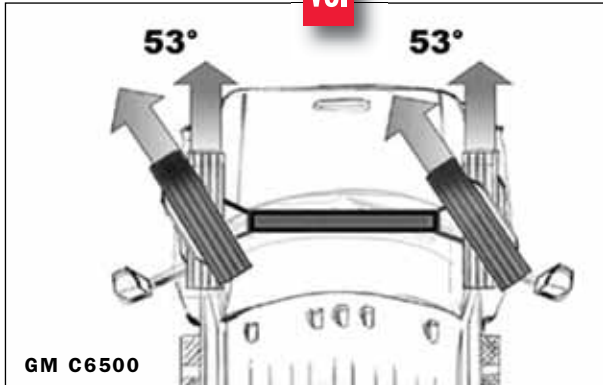
with 38% greater strength. Hino's are able to carry more weight with less strain on the truck's frame providing the reliability needed for heavy loads

- Oil-filled hubs protect the wheel bearings and reduce maintenance costs and down-time. Oil-filled hubs are standard on Hino 268 and keep drivers on the road. This is another extra-cost option on the GM C6500





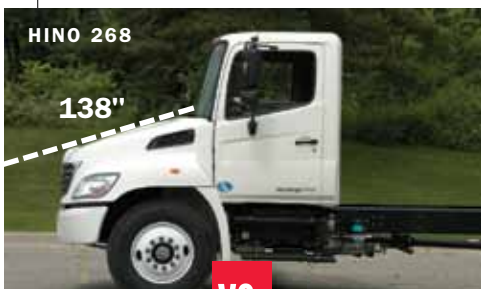
VS.



- A greater wheel cut improves maneuverability and gives Hino the advantage getting into and out of tight locations. The maximum wheel cut on Hino 268 is 55 degrees. The maximum on GM C6500 is 53 degrees. On most comparable CA trucks, the Hino can turn in about a 2-foot smaller diameter, meaning less need for slow back-and-forth turning on deliveries



- The Hino engine can be serviced by the growing network of Hino dealers (currently 176) around the country. The Isuzu 6-cylinder engine is no longer installed in any currently produced trucks, and GM has abandoned the medium duty business
- The Hino engine calls for 7.6 fewer quarts of oil than GM's Isuzu engine and requires less downtime over the life of the vehicle with the ability to travel 5,000 miles further between oil changes. That means roughly \$1,170 more in engine oil alone is required for a GM C6500 over a 5 year period*



VS.



- With its large windshield and sloping front hood, the Hino 268 has an impressive forward line of sight of 138 inches that pays off in superior visibility and driving safety. The GM C6500 has a forward line of sight of 171 inches



VS.



- Getting in and out of a Hino on a busy delivery schedule takes minimal effort. The Hino 268 doors open a full 80 degrees with plenty of room and convenient interior grab handles for clean and easy cab entry/exit. GM C6500 doors open only 58 degrees limiting access into and out of the cab

*Assumes 40,000 miles annually and \$4.50/qt. of oil



- The Hino 268 windshield washer fluid is stored under the passenger seat, where it is protected from outside weather, visible for fluid level checks and easily filled without having to access the engine compartment. The washer fluid on GM C6500 is stored under the hood



- Driver comfort and reduced fatigue after long hours on the road come standard with Hino. The Hino 268 features a standard suspension driver seat (coil on 268, air with 268A). The GM C6500 features a standard fixed-height bucket seat with a suspension driver seat as a \$225 extra-cost option



- A tilt and telescoping steering wheel is standard on Hino 268. A tilt-only wheel is optional on GM C6500. Both large and small drivers have fast, easy entry, exit and a safe driving position on the Hino 268



- The Hino 268 features a standard Driver Information Display showing instant and trip fuel consumption, DPR monitor, customizable engine and vehicle maintenance schedules and vehicle diagnostic information. This tool is very useful in optimizing truck performance for years of operation. The GM C6500 does not offer a driver information display



- A standard exhaust brake switch is conveniently located on the Hino 268 windshield wiper stalk that can be operated while keeping your hands on the wheel. An exhaust brake is optional on GM C6500 (\$200) and its switch is dashboard mounted and not ergonomically positioned for frequent use

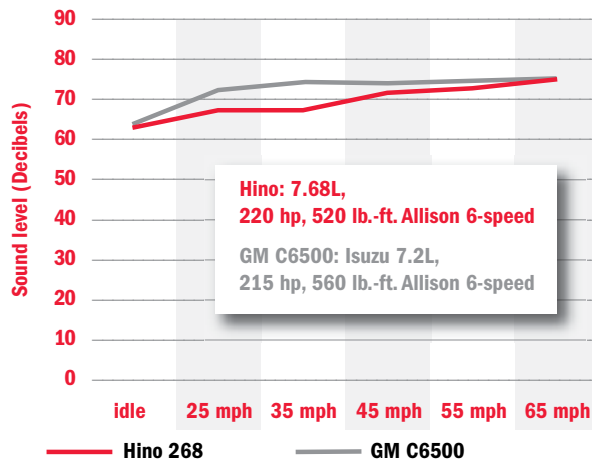


- To help manage driver fatigue, air conditioning is standard on Hino 268. It can be purchased on the GM C6500 as a \$939 extra-cost option



- Most drivers prefer listening to music, news and weather during the work day and the Hino 268 comes standard with an AM/FM CD stereo. All radios are optional on GM C6500 and a CD player is \$385 extra

- The Hino 268 has two large enclosed overhead storage compartments to secure contents in the cab. The GM C6500 cab has only a small overhead storage cubby that lacks a door, so the contents are not secured in place



- Hino's cab is noticeably quieter than the GM cab, particularly at low speeds where medium duty trucks are used. A difference of up to 5 db(A) makes the Hino more desirable and functional for communicating while in route

Additional reasons to choose Hino:

- Hino 268 buyers are protected by HinoWatch, a three-year unlimited mileage 24/7 365-day/year roadside assistance program
- Hino is ranked highest in Customer Satisfaction. Hino Trucks ranked highest in the 2008 J.D. Power and Associates Overall Customer Satisfaction StudySM among conventional medium-duty trucks*
- Hino Trucks are ranked highest in truck engine and transmission customer satisfaction among conventional medium-duty trucks in a 2008 J.D. Power and Associates Study
- Hino is the fastest-growing medium duty truck nameplate in United States



THE BOTTOM LINE:

The Hino 268 is a premium quality truck that is assembled in America at Hino's Williamstown, WV plant. It has many features standard that small and large fleets demand in the medium duty segment, which are optional or just not available on the GM C6500. An 80,000 PSI frame, 10,000 lb. front axle, 12,000 lb front suspension, and oil filled hubs are just a few of the standard features that make the Hino a durable long-lasting truck

*Hino received the highest numerical score among conventional medium duty trucks in the proprietary J.D. Power and Associates 2008 Medium Duty Truck Customer Satisfaction StudySM. Study based on responses from 1,525 total responses measuring 9 manufacturers. Survey was of principle maintainers and owner operators and measures opinions of primary maintainers of two-year-old (by model year) Medium Duty (Class 5, 6, and 7) trucks. Proprietary study results are based on experiences and perceptions of consumers surveyed in July and August of 2008. Your experiences may vary. Visit jdpower.com
 Note: Comparison information accuracy verified by Hino Trucks and Sandy Corporation as of July 2009.
 Note: Retail prices listed are accurate as of July 2009.