



A Toyota Group Company

# COMPETITIVE COMPARISON



2011 HINO 268/268A



2011 FREIGHTLINER M2 106

## HINO 268/268A vs. FREIGHTLINER M2 106

### THE HINO ADVANTAGE – KEEPS YOUR BUSINESS IN MOTION

In 2010, for the third straight year, the Hino 268 earned the J.D. Power & Associates' highest ranking in customer satisfaction for trucks with conventional medium duty engines and transmissions. And the momentum rolls on. The 2011 Hino 268 continues to deliver the best real world advantages in the industry to truck drivers and fleet owners. Hino understands that, in the real world, you need trucks that show up and tackle the job, day in and day out. Trucks that deliver superior performance and create competitive advantages. Trucks that deliver some of the lowest lifetime costs of ownership in the industry.

Trucks engineered – like the 2011 Hino 268 – to keep your business in motion.

### Key Hino 268 advantages over Freightliner:

- Many Hino standard features are optional on Freightliner M2-106 Business Class
- Stronger frame, more flexible mounting options
- Superior cab design
- Standard exhaust brake
- Higher in customer satisfaction rating
- More standard horsepower
- Higher residual value

Learn more at [WWW.HINO.COM](http://WWW.HINO.COM)

IN THE REAL WORLD

# YOU NEED ADVANTAGES

You live in the real world where trucks take a beating and need to perform at their best every single day. On the road, marketing speak doesn't mean anything. All that matters is whether or not your equipment lives up to its promises. Here are some real advantages the Hino 268 offers over the Freightliner M2 106.

## ■ HIGHER HORSEPOWER

The Hino 268 delivers 220 standard horsepower – 20 more than the Freightliner at no extra cost, which is important for acceleration performance and preventing excessive engine wear.



*When pulling a full load or making a pass on the highway, there is nothing like extra horsepower. With ample power to get the job done the Hino 268 doesn't need to strain. An overworked engine is more likely to fail and leave you stranded by the side of the road... ADVANTAGE HINO.*

## ■ GREATER MOUNTING VERSATILITY

The Hino 268 powder-coated frame includes extra laser-cut mounting holes to aid body builders and to give Hino a wider variety of installation and body length options. These mounting points are not included on the Freightliner M2 106 Business Class.



*Every application is unique and requires a different and sometimes very customized truck body. Extra laser-cut frame holes make it easier, faster and less expensive to put the body you need on your truck... ADVANTAGE HINO.*

## ■ LARGER FUEL TANK

The Hino 268 features a standard 52-gallon fuel tank compared to the 30-gallon standard fuel tank on the Freightliner M2 106 Business Class. That can mean up to 200 more miles between fill-ups and less time off the job when you drive a Hino.

*Plain and simple, a larger fuel tank keeps you and your truck on the road longer. When up-time is a critical component to your business's success, the Hino 268's larger fuel tank gives you an advantage. Being on the road longer means making more money... ADVANTAGE HINO.*



## ■ CAB ENTRY/EXIT – Access

Getting in and out of a Hino on a busy delivery schedule takes minimal effort. The Hino 268 doors open a full 80 degrees, giving you plenty of room and convenient interior grab handles for smooth and easy cab entry/exit. The Freightliner M2 106 Business Class doors only open 62 degrees, limiting access into and out of the cab.

*When you are exhausted from a long day at work, even simple tasks can feel difficult. Getting back into your Hino 268 won't be one of them. The wide, 80 degree door openings mean that getting into the truck is always easy... ADVANTAGE HINO.*

■ **CAB ENTRY/EXIT – Obstructions**

The door opening on the Freightliner M2 106 Business Class is shaped in such a way as to partially block cab access. The Hino 268 door frame opening is obstruction free.



FREIGHTLINER M2 106

*The last thing you need is a truck that's hard to get into. We know that you sometimes carry tools and equipment when you enter and exit the cab, so you need a clear path... ADVANTAGE HINO.*

■ **EASIER ENGINE MAINTENANCE**

The Hino J08E-VC engine is sleeved, which means an engine overhaul is as easy as removing and replacing the sleeves. The Freightliner's Cummins engine uses a parent bore, so sleeves can't be replaced.

*Less expensive engine overhauls boost the bottom line. A sleeved engine is one more way Hino keeps the total cost of ownership down... ADVANTAGE HINO.*

■ **DRIVER COMFORT & SAFETY – The Seat**

Driver comfort and reduced fatigue come standard with Hino. The Hino 268 features a standard suspension driver seat (coil on 268, air with 268A).



HINO 268

With the Freightliner M2 106 Business Class, all seating arrangements are an additional cost.

*Most professional truck drivers spend more time in their truck than they do in their own car. A comfortable seat keeps drivers more alert and focused on the road... ADVANTAGE HINO.*

■ **DRIVER COMFORT & SAFETY – Advanced Driver Information Display**

The Hino 268 features a standard Advanced Driver Information Display, showing instant and trip fuel consumption, DPR monitor, operation time (drive vs. idle time), percent/current acceleration and vehicle diagnostic information. This tool is very useful in optimizing truck performance for years of operation and helps with driver retention. The Freightliner M2 106 Business Class offers a less capable driver information display.



HINO 268

*When you know exactly how your truck is performing in real time you can get the most out of your equipment. An Advanced Driver Information Display means you won't be surprised by a maintenance issue – plus you can see how your driving affects fuel consumption and enables you to maximize performance... ADVANTAGE HINO.*

IN THE REAL WORLD

# YOU NEED A HINO

## ■ DRIVER COMFORT & SAFETY – The Brake Switch

A standard exhaust brake switch is conveniently located on the Hino 268 windshield wiper stalk and can be operated while keeping your hands on the wheel. An exhaust brake is optional on Freightliner M2 106 Business Class, and its switch is dashboard mounted – not ergonomically positioned for frequent use.

*Exhaust brakes can save wear and tear on your truck. That means lower maintenance costs. When you need your exhaust brake in a hurry, it needs to be literally close at hand. Taking your hands off the wheel could mean having less control of your truck when you need it most... ADVANTAGE HINO.*

## ■ CONFIDENCE-INDUCING ENGINE WARRANTY

Hino's standard engine warranty of 5 years / 250,000 miles is tough to beat. Freightliner only offers the same warranty at a sizeable additional cost: \$4,000.



*With the Hino 268, confidence comes standard... ADVANTAGE HINO.*

## ■ BETTER BATTERY ACCESS

In order to access the battery box on the Freightliner, you need tools to remove bolts. The battery box on the Hino 268 is easily accessible, without the need for any tools.

*Hidden costs of ownership can eat a fleet owner alive when a truck doesn't get the little things right. The Hino 268 has won four J.D. Power & Associates Customer Satisfaction awards precisely because we understand this. When it comes down to the smallest detail... ADVANTAGE HINO.*

## ■ DRIVER COMFORT & SAFETY – Air Conditioning

To help manage driver fatigue, air conditioning is standard on Hino 268. It is an extra-cost option on the Freightliner M2 106 Business Class.



*In August, air conditioning is not an option. Period. Air conditioning can help reduce fatigue and keep drivers alert. When you're uncomfortable in a sweltering cabin, your day drags on and it can be tough to concentrate. Hino makes sure that never happens in a 268... ADVANTAGE HINO.*

## ■ DRIVER COMFORT & SAFETY – AM/FM CD stereo

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. On the Freightliner M2 106 Business Class, all radios are optional.

*Being comfortable and informed about road conditions and weather keeps drivers safe and on time. That's why we offer a standard AM/FM CD stereo... ADVANTAGE HINO.*

## ■ ADDED FRAME RELIABILITY

The Hino 268 frame uses Huck Bolts for extra strength and reliability, unlike the Freightliner frame, which uses standard bolts. Huck Bolts provide uniform clamping force in situations where vibration can be an issue without the use of a torque wrench.

*This prevents failures due to vibration and uneven torque on bolts... ADVANTAGE HINO.*

### ■ FRAME STRENGTH

The Hino 268 has a stronger frame than Freightliner M2: with a greater Resisting Bending Moment – 1,031,900 in.-lb. vs. 500,000 in.-lb. Hino's frame is also more durable with 60% greater strength, meaning the truck is able to carry more weight with less strain on the frame, providing the reliability needed for heavy loads.



*Greater payload capacity translates into greater profit potential per load. And that translates into more money... ADVANTAGE HINO.*

### ■ ADDED FRAME DURABILITY

The Hino's frame is cooked, dried, and powder coated for maximum protection against corrosion. The only thing protecting the Freightliner frame from rust is paint.

*A powder-coated frame won't chip and peel easily and is less likely to rust... ADVANTAGE HINO.*

### ■ GREATER RESALE VALUE

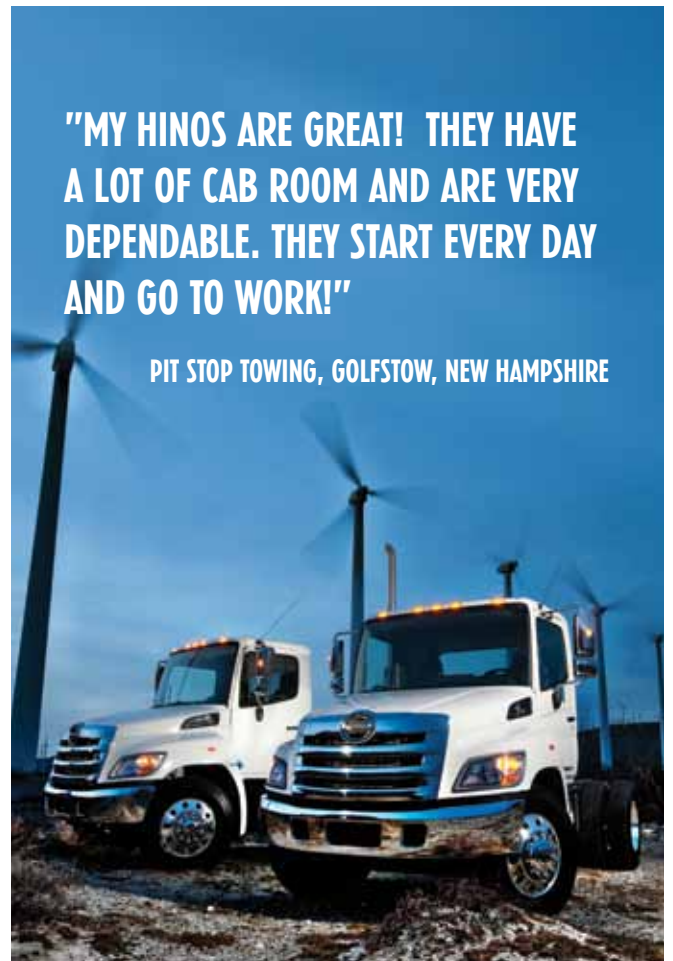
On average the HINO 268 commands a resale value of up to \$2,000 more than the Freightliner M2 106\*. Resale value is an important indicator of a truck's overall value and quality.

*A higher resale value means you have a quality truck that provides more long-term value to your business... ADVANTAGE HINO.*

\*Based on Black Book analysis compiled Jan. 2011

**"MY HINOS ARE GREAT! THEY HAVE A LOT OF CAB ROOM AND ARE VERY DEPENDABLE. THEY START EVERY DAY AND GO TO WORK!"**

**PIT STOP TOWING, GOLFSTOW, NEW HAMPSHIRE**





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Specifications	2011 Hino 268/268A 4x2 Conventional Regular Cab		2010 Freightliner M2 106 Business Class 4x2 Conventional Regular Cab	Hino Advantage
<b>Model</b>	<b>268</b>	<b>268A</b>	<b>M2-106</b>	
GVWR (lb.)	25,950		starting at 6,000	
BBC (in.)	108		106	
Final assembly location	Williamstown, West Virginia, USA		Santiago, Mexico/Mt. Holly, North Carolina	✓
<b>FRAME</b>				
Frame type	Straight C Channel		Straight C Channel	
Yield Strength (PSI)	80,000		50,000	✓
Frame Coating	Powder Coat		Paint	✓
Resisting Bending Moment (RBM) (in.-lb.)	1,031,900		500,000	✓
<b>ENGINE</b>				
Engine	Hino J08E-VC 8L Turbo Diesel Inline 6-cylinder		Cummins 6.7L ISB Turbo Diesel Inline 6-cylinder	✓
Fuel Injection Type	Common Rail (HP- 4)		Direct Injection high-pressure common rail	
Max. Horsepower (SAE net @ rpm)	220		200	✓
Max. Torque (lb.-ft. @ rpm)	520		520	
Oil Change Interval	16.2 quarts / 15,000 miles		16 quarts / 10,000 miles / 350 hours / 1,000 gallons of fuel	✓
<b>ELECTRICAL</b>				
Alternator	12V, 130 Amp		160 Amp	
Batteries	2 @ 600 CCA		2 @ 750 CCA	
<b>STEERING</b>				
Steering wheel adjustability	Standard tilt and telescopic		Standard tilt and telescopic	
Wheel cut (degrees)	55°		Up to 55°	
<b>BRAKES</b>				
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	
<b>TRANSMISSION</b>				
Standard Transmission	Eaton FS5406A		Mercedes-Benz	
Optional Transmission choices	6-speed manual		6-speed manual	
	Allison 6-speed auto	Allison 6-speed auto	Eaton-Fuller manual 5-, 6-, 9-, 10-, 11- or 13-speed	
	-	Eaton 6-speed auto manual	Eaton Fuller AutoShift & UltraShift 10-speed	
			Allison 1000, 2000, 3000 and 4000 series	
<b>WHEELS</b>				
Wheel type	22.5-inch 10-stud, steel		22.5-inch 10-stud, steel	
Tire size	11R22.5		11R22.5	



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Specifications	2011 Hino 268/268A 4x2 Conventional Regular Cab		2010 Freightliner M2 106 Business Class 4x2 Conventional Regular Cab	Hino Advantage
<b>Model</b>	<b>268</b>	<b>268A</b>	<b>M2-106</b>	
<b>FUEL TANK</b>				
Standard	52 U.S. gal.		30 U.S. gal.	✓
<b>AXLES/SUSPENSION</b>				
Front Axle	Meritor MFS-10 series reversed Elliot I beam (oil lubricated type)		Meritor I beam	
Standard weight capacity (lb.)	10,000		10,000	
Front Suspension	Hendrickson Taper-leaf springs with shock absorbers		Taper-leaf springs with shock absorbers	
Standard weight capacity (lb.)	12,000		12,000	
Rear Axle	Meritor RS19-145 series full-floating single reduction, single-speed by hypoid gearings		Meritor, 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	Multi-leaf	
Standard weight capacity (lb.)	19,000		19,000	
<b>CAB</b>				
Cab configurations/construction	Std. - regular/steel Opt. - extended/steel and fiberglass		Std. - regular/steel Std. - regular/aluminum Opt. - extended/aluminum Opt. - crew cab/aluminum	
Door opening angle (degrees)	80°		62°	✓
<b>SELECT FEATURES</b>				
Cruise Control	Std.		Std.	
Std. driver seat/suspension type	Single/coil	Single/air	3-person bench	✓
Heated exterior mirrors	Opt.		Opt.	
Standard radio	AM/FM with CD		All radios are optional	✓
Oil-filled wheel hubs	Std.		Opt.	✓
Power take-off	Opt.		Opt.	
Advanced Driver Information Display	Std.		Less sophisticated dash message center	✓
<b>WARRANTY</b>				
Base Warranty	24 months/unlimited mileage		24 months/unlimited mileage	
Engine Warranty	60 months/250,000 miles		36 months/150,000 miles	✓

# CHOOSE CONFIDENCE

Hino is the fastest growing medium duty truck nameplate in the U.S. Drivers, business owners and industry organizations continue to recognize Hino as a leader in medium duty trucking.



## COMMERCIAL TRUCK OF THE YEAR

In April, the Hino Trucks 268 won the 2010 American Truck Dealers Commercial Truck of the Year award, beating out the Kenworth T370 Diesel-Electric Hybrid, Freightliner Business Class M2 112 Natural Gas, & Peterbilt Model 337.

## HINOWATCH

24/7/365 assistance with our HinoWatch program gives you peace of mind. We'll help you get back on the road, whether it's simply a dead battery or a more serious problem. HinoWatch comes free-of-charge. Three-year unlimited mileage roadside assistance includes lockout, out of fuel, battery jump-start, information and warranty towing.

## WARRANTY/ROADSIDE ASSISTANCE

Hino Trucks are backed by a two-year bumper-to-bumper unlimited mileage warranty. Hino engines are backed by an incredible 5 year / 250,000 mile industry leading warranty. Hino also has you covered with our pledge of 24/7 roadside assistance. With nearly 200 dealers nationwide, you're never out of our coverage area.

## CUSTOMER SATISFACTION

Hino Trucks ranks "Highest in Customer Satisfaction with Conventional Medium Duty Engine, Three Years in a Row." AND "Highest in Customer Satisfaction with Conventional Medium Duty Trucks."

Visit our website to find your local Hino dealer and learn more about the award winning 2011 Hino 268.

# WWW.HINO.COM



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1. Hino received the highest numerical score among conventional medium duty engines and transmissions in the proprietary J.D. Power and Associates 2008-2010 Medium Duty Truck Engine and Transmission Customer Satisfaction Study<sup>SM</sup>. Study based on responses from 1,255 responses measuring 5 manufacturers. Survey was of primary 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 consumer surveyed in June-August 2010. Your experiences may vary. Visit [jdpower.com](http://jdpower.com).

2. Hino received the highest numerical score among conventional medium duty trucks in the proprietary J.D. Power and Associates 2010 Medium Duty Truck Engine and Transmission Customer Satisfaction Study<sup>SM</sup>. Study based on responses from 1,258 responses measuring 8 manufacturers. Survey was of primary maintainers and owner operators and measures opinions of primary maintainers of their new Medium Duty (Class 5, 6, and 7) trucks (2009 model year). Proprietary study results are based on experiences and perceptions of consumer surveyed in June-August 2010. Your experiences may vary. Visit [jdpower.com](http://jdpower.com).

Note: Specifications, descriptions and illustrative material in this comparison are as accurate as known at the time of publication, but are subject to change without notice. All specifications of the Hino products are with normal manufacturing allowances and tolerances. Hino Motors Sales U.S.A., Inc. reserves the right to alter specifications at any time without previous notice. Some optional items of equipment may require extra time due to the need for their adaption on the product line.