

COMPETITIVE COMPARISON

Hino 268/268A vs. Freightliner M2-106 Business Class



2010 HINO 268

VS.



2009 FREIGHTLINER M2-106 BUSINESS CLASS

The Hino Advantage

Get behind the wheel of a Hino 268 and compare it to a Freightliner M2-106 Business Class and you will quickly notice that the Hino has the advantage of higher standard HP and offers more standard equipment such as an exhaust brake, air conditioning and a radio. Additionally, you can be confident your business is protected with Hino's superior standard engine warranty and HinoWatch roadside assistance program, but clearly the biggest advantage of the Hino 268 is the overall value it can provide for your business...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 Freightliner M2-106 Business Class:

- Many Hino standard features are optional on Freightliner M2-106 Business Class
- Higher in customer satisfaction ranking
- Superior engine warranty (unlimited miles vs. 150,000 miles)
- Stronger frame
- Standard exhaust brake
- More standard horsepower



Specifications	2010 Hino 268/268A 4x2 Conventional Regular Cab		2010 Freightliner M2-106 Business Class 4x2 Conventional Regular Cab	Hino Advantage
MODEL	268	268A	M2-106	
GVWR (lb.)	25,950		26,000	
BBC (in.)	108		106	
Final assembly location	Williamstown, West Virginia, USA		Santiago, Mexico/Mt. Holly, North Carolina	✓
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		500,000	✓
WB (in.)/CA (in.)/Turning Diameter curb-to-curb (ft.)	NA		138/72.0/38.5	
	152/84.6/41.9		150/84.0/41.1	
	NA		168/102.0/44.3	
	175/107.6/47.5		174/108.0/45.3	
	187/119.6/50.4		186/120.0/48.9	
	NA		192/126.0/49.0	
	205/137.6/55.2		204/138.0/51.3	
	217/149.6/57.7		216/150.0/54.0	
	NA		226/160.0/56.0	
	235/167.6/62.0		234/168.0/57.3	
	253/185.6/66.4		252/186.0/61.0	
	NA		260/192.0/67.3	
	271/203.6/70.7		272/206.0/65.0	
	NA		284/218.0/67.3	
	NA		296/230.0/70.0	
	NA		330/264.0/76.7	
ENGINE				
Std. Engine	Hino J08E 7.7L Turbo Diesel In-line 6-cylinder		Mercedes-Benz MBE 900 7.2L Turbo Diesel In-line 6-cylinder	
Fuel Injection Type	Direct Injection Radial plunger (HP-4)		Direct Injection high-pressure pump	
Max. Horsepower (SAE net @ rpm)	220 @ 2500		190 @ 2200	✓
Max. Torque (lb.-ft. @ rpm)	520 @ 1500		520 @ 1200	
Opt. Engine	-		Cummins® 6.7L ISB 6.7L Turbo Diesel In-line 6-cylinder	✓
Fuel Injection Type	-		Direct Injection high-pressure pump	
Max. Horsepower (SAE net @ rpm)	-		220 @ 2400	
Max. Torque (lb.-ft. @ rpm)	-		520 @ 1600	
Oil Capacity/Oil Change Interval	16.2 quarts/15,000 miles		30.6 quarts/15,000 miles	✓
STEERING				
Steering system	TRW hydraulic recirculating ball		TRW hydraulic recirculating ball	
Steering wheel adjustability	Standard tilt and telescopic		Standard tilt and telescopic	
Wheel cut (degrees)	55°		Up to 55°	

NA = Not Available

Specifications	2010 Hino 268/268A 4x2 Conventional Regular Cab		2010 Freightliner M2-106 Business Class 4x2 Conventional Regular Cab	Hino Advantage
TRANSMISSION				
Standard Transmission	Eaton FS5406A 6-speed manual		Mercedes-Benz 6-speed manual	
Optional Transmission choices	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	
AXLES/SUSPENSION				
Front Axle	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	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	
WHEELS				
Wheel type	22.5-inch 10-stud, steel		22.5-inch 10-stud, steel	
Tire size	11R22.5		11R22.5	
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		130 Amp	
Batteries	2 @ 600 CCA		2 @ 750 CCA	
FUEL TANK				
Standard	52 U.S. gal.		30 U.S. gal.	✓
CAB				
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°		65°	✓
WARRANTY				
Base warranty	24 months/unlimited mileage		24 months/unlimited mileage	
Engine warranty	36 months/unlimited mileage		36 months/150,000 miles	✓

NA = Not Available

Specifications	2010 Hino 268/268A 4x2 Conventional Regular Cab		2010 Freightliner M2-106 Business Class 4x2 Conventional Regular Cab	Hino Advantage
SELECT FEATURES				
Std. driver seat/suspension type	Single/coil	Single/air	3-person bench	✓
Std. passenger seat type	2-person bench		Part of 3-person bench	✓
Std. seating surfaces	Vinyl		Vinyl	
Cruise Control	Std.		Std.	
Air Conditioning	Std.		Opt.	✓
Heated exterior mirrors	Opt		Opt	
Standard radio	AM/FM with CD		AM/FM	✓
Oil-filled wheel hubs	Std.		Opt.	✓
Air ride suspension	Opt.- Hendrickson (Select wheelbases)		Opt.	
Power take-off	Opt.		Opt.	
Driver Information Display	Std.		Less sophisticated dash message center	✓

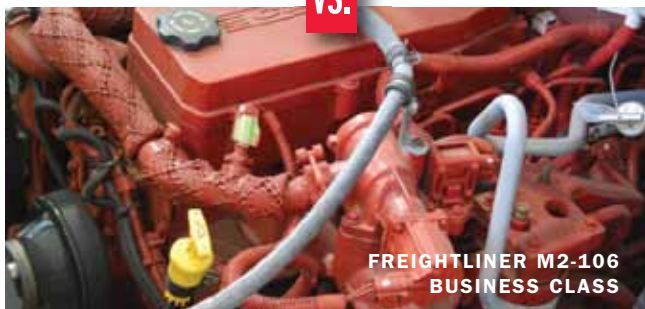
NA = Not Available

Hino advantages over Freightliner M2-106 Business Class:

- Nothing reveals a company's confidence in their product better than a lengthy warranty. The Hino 268 engine is warranted for three years/unlimited miles. The Freightliner M2-106 Business Class engine is warranted for three years but limits mileage to 150,000. A longer warranty is a key buyer motivation to fleet managers who are under constant pressure to contain operating costs

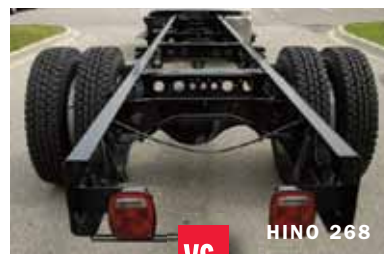


VS.



- Hino 268 has 30 more standard horsepower than Freightliner at no extra cost which is important for acceleration performance and preventing excessive engine wear

- The Hino 268 has a stronger frame than the Freightliner M2-106 Business Class



VS.

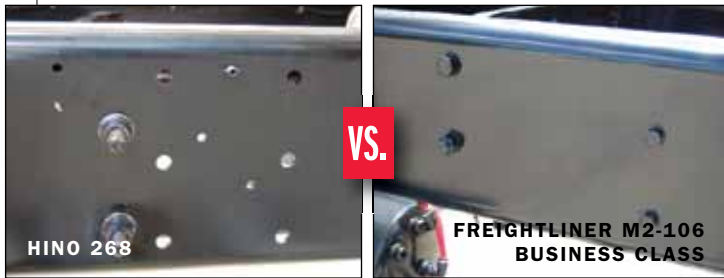


- (80,000 vs. 50,000 PSI) meaning Hino's frame is more durable with 38% greater strength. Hino's are able to carry more weight with less strain on the truck's frame providing the reliability needed for heavy loads



SHOWN WITH OPTIONAL EQUIPMENT

- Oil filled hubs protect the wheel bearings and reduce maintenance costs and down time. Oil-filled hubs are a standard feature on Hino 268 and keep drivers on the road. This is an extra-cost option on the Freightliner M2-106 Business Class

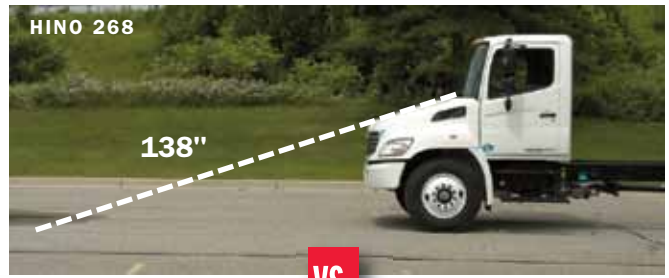


- The Hino 268 powder-coated frame includes extra laser-cut mounting holes to aid body builders and to give Hino a wider variety of installation and body length options. These mounting points are not included on the Freightliner M2-106 Business Class

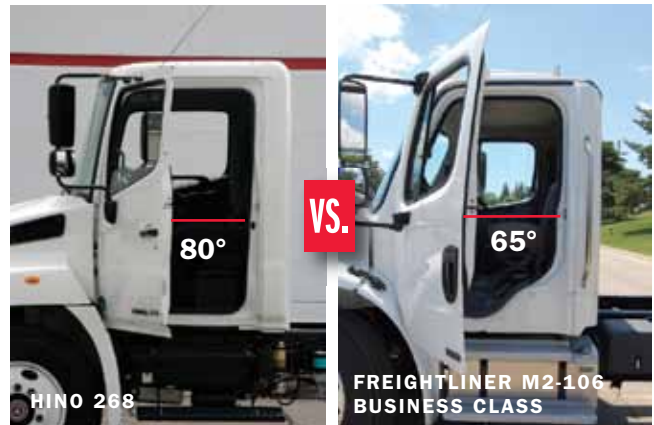
- Hino 268 features a standard 52 gallon fuel tank compared to the 30 gallon standard fuel tank on the Freightliner M2-106 Business



- That can mean up to 200 more miles between fill-ups and less time off the job when you drive a Hino
- The Hino engine requires 14.4 fewer quarts of oil than Freightliner's engine. Over 5 years of ownership that is 216 fewer quarts of oil than a Freightliner M2-1-106 (assumes 45,000 miles/year)



- Both the Hino 268 and the Freightliner M2-106 Business Class have excellent - visibility with large windshields and sloping front hoods. Both vehicles feature excellent line of sight distances (138-inches Hino, 130-inches for the Freightliner). However the Hino 268 has a greater side window viewing area that pays off in superior visibility and driving safety



- 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. The Freightliner M2-106 Business Class doors only open 65 degrees limiting access into and out of the cab

- 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



- The Hino 268 features a standard Driver Information Display showing instant and trip fuel consumption, DPR monitor, customizable maintenance schedules and vehicle diagnostic information. This tool is very useful in optimizing truck performance for years of operation. The Freightliner M2-106 Business Class does not offer a driver information display

- The Hino 268 windshield washer fluid is stored inside the cab under the passenger seat where it is protected from outside weather, visible for fluid checks and easily filled without having to access the engine compartment. The washer fluid on the Freightliner M2-106 Business Class is stored under the cab



- 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 Freightliner M2-106 Business Class features a standard non-suspension, three-person bench seat



- 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 Freightliner M2-106 Business Class and its switch is dashboard mounted and not ergonomically positioned for frequent use



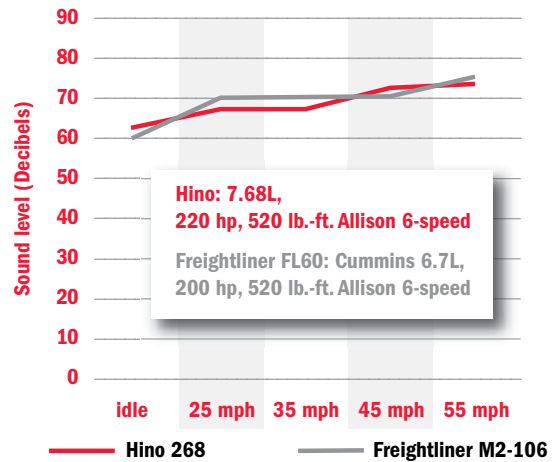
- To help manage driver fatigue, air conditioning is standard on Hino 268. It is an extra-cost option on the Freightliner M2-106 Business Class



- 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 the Freightliner M2-106 Business Class

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



- Hino's cab is noticeably quieter than the Freightliner cab at low speeds and at 55 mph a typical highway speed where medium duty trucks are frequently used. A difference of up to 3 db(A) makes the Hino more desirable and functional for communicating while in route

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 Freightliner M2-106 Business Class. 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.