

COMPETITIVE COMPARISON

Hino 268/268A vs. International DuraStar 4300



VS.



The Hino Advantage

In comparing the Hino 268 vs. the International DuraStar 4300 the advantages of the Hino start at the point of entry with the truck's simple straightforward cab design, wider door openings and large interior assist grab handles. Once in the cab of the Hino 268 the operator will appreciate its impressive visibility, and standard equipment that is optional or not available on the DuraStar such as exhaust brake, air conditioning, and driver information display. 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 advantages over International DuraStar 4300:

- Longer B50 expected engine life estimate
- Many Hino standard features are optional on International DuraStar 4300
- Higher in customer satisfaction ranking
- Stronger frame
- Superior wheel cut angle
- Standard HinoWatch 3-year unlimited mileage 24/7 365-day/year roadside assistance program
- Easy servicing with convenient access points and engine accessibility
- Standard Driver Information Display showing instant and trip fuel consumption, DPR monitor, maintenance schedule and vehicle diagnostic information
- Certified clean idle



Specifications	2010 Hino 268/268A 4x2 Conventional Regular Cab		2009 International DuraStar 4300 4x2 Conventional Regular Cab	Hino Advantage
MODEL	268	268A	4300	
GVWR (lb.)	25,950		25,999	
BBC (in.)	108		107	
Final assembly location	Williamstown, West Virginia, USA		Escobedo, Mexico/Springfield, Ohio	✓
FRAME				
Frame type	Straight C Channel		Straight C Channel	
Yield Strength	80,000 PSI		50,000 PSI	✓
Resisting Bending Moment (RBM) (in.-lb.)	1,031,900		665,500	✓
WB (in.)/CA (in.)/Turning Diameter curb-to-curb (ft.)	NA		128/61/38.5	
	NA		140/73/41.5	
	152/84.6/41.9		152/85/44.5	✓
	NA		169/102/48.9	
	175/107.6/47.5		175/108/50.3	✓
	187/119.6/50.4		187/120/53.3	✓
	205/137.6/55.2		205/138/57.9	✓
	217/149.6/57.7		217/150/58.2	✓
	235/167.6/62.0		236/169/62.7	✓
	253/185.6/66.4		254/187/67.0	✓
271/203.6/70.7		NA	✓	
ENGINE				
Std. Engine	Hino J08E 7.7L Turbo Diesel Inline 6-cylinder		International® MaxxForce™ DT 7.6L Turbo Diesel Inline 6-cylinder	
Fuel Injection Type	Direct Injection Radial plunger (HP-4)		Direct Injection Electro-hydraulic unit injectors	
Max. Horsepower (SAE net @ rpm)	220 @ 2500		210 @ 2600	✓
Max. Torque (lb.-ft. @ rpm)	520 @ 1500		560 @ 1400	
Opt. Engine	--		International® MaxxForce™ DT 7.6L Turbo Diesel Inline 6-cylinder	
Fuel Injection Type	--		Direct Injection Electro-hydraulic unit injectors	
Max. Horsepower (SAE net @ rpm)	--		210 - 300 @ 2600	
Max. Torque (lb.-ft. @ rpm)	--		560 - 860 @ 1400	
Oil Capacity/Oil Change Interval	16.2 quarts/15,000 miles		32 quarts/15,000 miles	✓
ELECTRICAL				
Alternator	100 Amp		110 Amp	
Batteries	2 @ 600 CCA		2 @ 650 CCA	
TRANSMISSION				
Standard Transmission	Eaton FS5406A		Fuller FS5406N	
	6-speed manual		6-speed manual	
Optional Transmission choices	Allison 6-speed auto	Allison 6-speed auto	5-speed auto manual	
			6-speed manual	
		Eaton 6-spd auto	6-speed auto manual	
			7-speed manual	
		10-speed manual		

NP = Not Published NA = Not Available

Specifications	2010 Hino 268/268A 4x2 Conventional Regular Cab		2009 International DuraStar 4300 4x2 Conventional Regular Cab	Hino Advantage
STEERING				
Steering system	TRW hydraulic recirculating ball		TRW hydraulic recirculating ball	
Steering wheel adjustability	Standard tilt and telescopic		Standard stationary (tilt/telescoping feature is an option)	✓
Wheel cut (degrees)	55°		50°	✓
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 S16-130 single reduction	
Standard weight capacity (lb.)	19,000		15,500	✓
Rear Suspension	Hendrickson semi-elliptic main and auxiliary helper-leaf spring with shock absorber	Hendrickson semi-elliptic main and auxiliary helper-air spring	Single vari-rate RR spring with 4500-lb. auxiliary rubber spring	
Standard weight capacity (lb.)	19,000		15,500	✓
WHEELS				
Wheel type	22.5-inch 10-stud, Steel		22.5-inch 8-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.	✓
FUEL TANK				
Standard CAB	52 U.S. gal.		50 U.S. gal.	✓
Cab configurations/construction	Std. - regular/steel		Std. - regular/steel	
	Opt. - extended/steel and fiberglass		Opt. - extended/steel	
Door opening angle (degrees)	80°		60°	✓
SELECT FEATURES				
Std. driver seat/suspension type	Single/coil	Single/air	Part of 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		All radios are optional	✓
Oil-filled wheel hubs	Std.		Opt.	✓
Air ride suspension	Opt. - Hendrickson (Select wheelbases)		Opt. - International Single Air Suspension	
Power take-off	Opt.		Opt.	
Driver Information Display	Std.		NA	✓
WARRANTY				
Base warranty	24 months/unlimited mileage		24 months/unlimited mileage	
Engine warranty	36 months/unlimited mileage		36 months/unlimited mileage	

Hino 268 advantages over International DuraStar 4300:

- The Hino 268 features a standard 12,000-lb. front suspension while the International DuraStar 4300 has a standard 8,000-lb front suspension. Hino's 4,000 pound front suspension advantage provides durability and allows better balanced weight distribution without exceeding capacity without having to pay extra for a suspension upgrade



VS.



- The Hino 268 features a standard 19,000-lb. high capacity rear axle that contributes to Hino's overall durability and gives Hino a wider variety of loading and longer body length options. The International has a standard 157,500-lb. rear axle

- Hino 268 is available with a 271-inch wheelbase and the longest factory wheelbase offered on International DuraStar 4300 is 254 inches. Hino can handle a wider range of bodies and weight distributions to satisfy more customers



- The Hino 268 powder-coated frame includes extra laser-cut holes to aid body builders and to give Hino a wider variety of loading and body installation options. These mounting points are not included on the International DuraStar 4300 frame



- The wheels of the Hino 268 are powder coated and feature ten studs. The standard International DuraStar 4300 wheels have eight studs. Ten studs provide more clamping power than eight studs for added durability

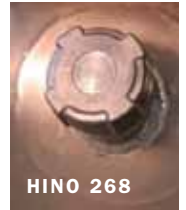


- Oil-filled hubs protect the wheel bearings and reduce maintenance costs and downtime. Oil-filled hubs are standard on Hino 268 and keep drivers on the road. This is another extra-cost option on International DuraStar 4300



- 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 International DuraStar 4300 is 50 degrees. The Hino can turn in a smaller diameter, meaning less need for slow back-and-forth turning on deliveries

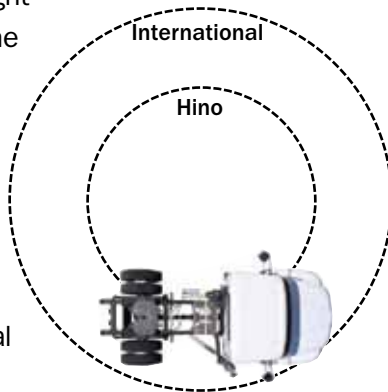
- In an independent SAE Type III fuel economy test conducted by DSW Fleet Management, the 2009 Hino 268A averaged 15% better fuel economy than a comparable 2008 International DuraStar 4300 and that means more miles between fill-ups, less time off the job and lower operating costs when you drive a Hino



- The Hino 268 fuel filter is easily accessible and transparent to aid in determining service intervals. The International DuraStar 4300 fuel filter is buried under the hood and is not transparent requiring labor time to visually inspect



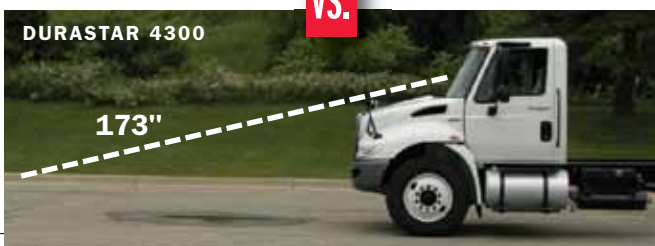
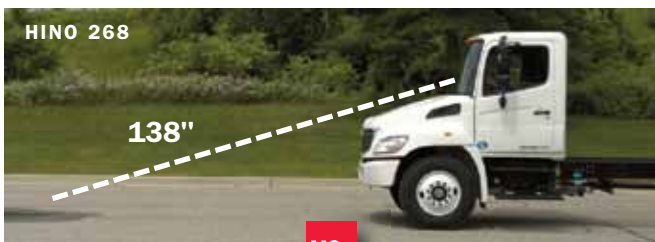
- With six of its eight frame lengths, the Hino 268 has a tighter curb-to-curb turning diameter for greater maneuverability than International



- 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 International DuraStar 4300 has a forward line of site of 173 inches

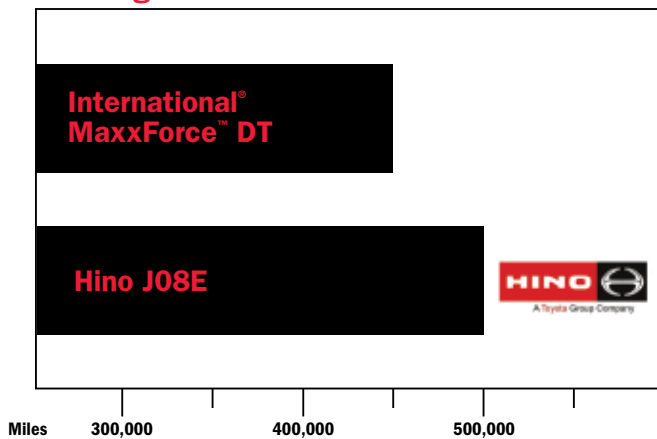


- To promote serviceability, the Hino 268 engine is easily accessed from under the hood. The International®MaxxForce™ DT engine is partially tucked under the cowl panel, which increases technician labor hours and costs

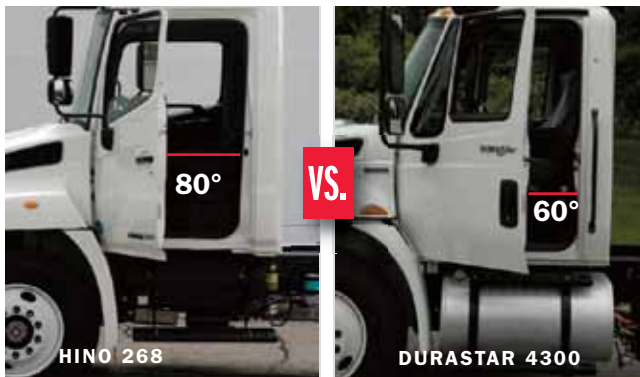


- The Hino engine requires 15.8 fewer quarts of oil than International's engine. Over 5 years of ownership that is 237 fewer quarts of oil than an International DuraStar (assumes 45,000 miles/year)
- B50 calculations estimate the expected engine life before a required overhaul. The Hino J08E engine has a B50 life of 500,000 miles, 50,000 miles longer than the International® MaxxForce™ DT engine's B50 life of 450,000 miles

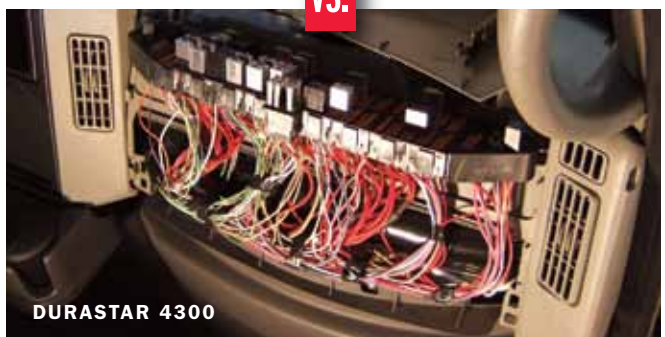
B50 Engine Life



- A damping strut helps with closing the Hino 268 hood. The International DuraStar 4300 hood makes due with only a torsion bar assist
- 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 internal grab handles for clean and easy cab entry/exit. The International DuraStar 4300 doors open only 60 degrees limiting access into and out of the cab



- Compare the Hino 268 fuse box to the International DuraStar 4300 fuse box. Exposed wires may lead to eventual electrical problems and expensive downtime



VS.

- International uses a multiplexed electrical system, which can require dealer service for simple maintenance. Hino uses a conventional electrical system

- Both trucks have a removable service panel in the floor of their cabs. This service panel can be easily accessed through Hino's vinyl flooring via a Velcro access. The International DuraStar 4300 flooring

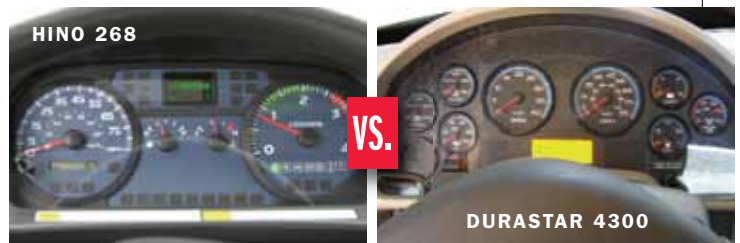


does not include such ease of accessibility. To gain the same access, an International service technician must first remove some plastic trim pieces before rolling back the vinyl flooring. These extra service steps increase service costs

- 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 International DuraStar 4300 is stored under hood



- 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 International DuraStar 4300 does not offer a driver information display



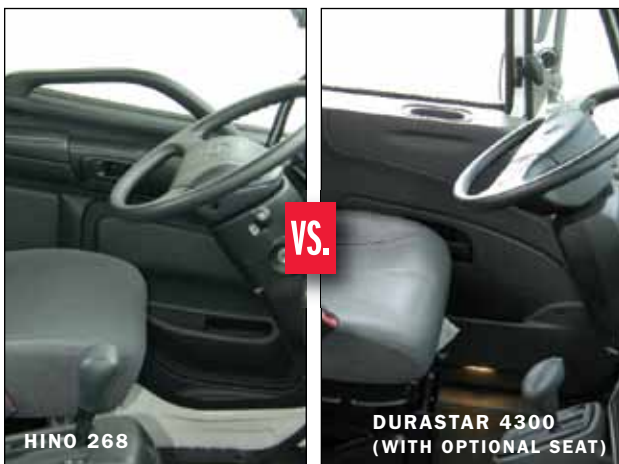
- Driver comfort and reduced fatigue after long hours on the road come standard with Hino. The Hino 268 features a standard suspension driver seat (coil on 268, air with 268A). The International DuraStar 4300 features a standard three-person bench seat with a suspension driver seat as an extra-cost option

- 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 International DuraStar 4300 and its switch is dashboard mounted and not ergonomically positioned for frequent use



- A tilt and telescoping steering wheel is standard on Hino 268 but is an extra-cost option on the International DuraStar 4300. These features give the Hino 268 superior belly room and easy entry for both large and small drivers

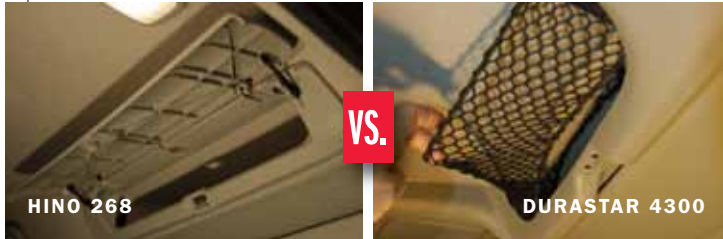
- To help manage driver fatigue, air conditioning is standard on Hino 268. It is an extra-cost option on International DuraStar 4300



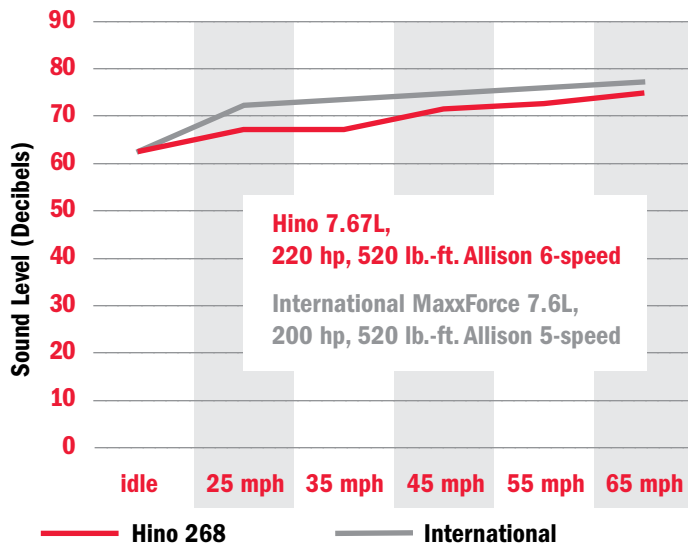
- Most drivers prefer listening to music, news and weather during the work day and the Hino 268 comes standard with an AM/FM CD stereo. All radios are optional on International DuraStar 4300



- The Hino 268 has two large enclosed overhead storage compartments to secure contents in the cab. The International DuraStar 4300 overhead storage uses a net that is attached only at the sides to secure contents



- Hino's cab is noticeably quieter than the International cab at every speed. A difference of up to 7 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 International DuraStar 4300. 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 Study.SM 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.