



To: Dealer Principals
Dealer Parts Managers
Dealer Service Managers
Dealer Sales Managers

Subject: **Remanufactured Alternators and Starters for Conventional Trucks (UPDATED)**

Date: December 19, 2006

Hino Trucks is pleased to announce the release of Hino Remanufactured Alternators and Starters for Hino 2005 – 2007 conventional trucks. Details are as follows:

Product:

<u>Part Number</u>	<u>Description</u>
270402550R	Light Duty Remanufactured Alternator (for 2005 and later Hino 145/165/185 standard trucks)
270402560R	Medium Duty Remanufactured Alternator (for 2005 and later Hino 238/268/308/338 standard trucks)
281002910R	Light Duty Remanufactured Starter (for 2005 and later Hino 145/165/185 standard trucks)
281002920R	Medium Duty Remanufactured Alternator (for 2005 and later Hino 238/268/308/338 standard trucks)

Benefits:

Hino Remanufactured Alternators and Starters provide superior performance and value to your customers. Among the benefits are:

- **Quality:** Hino remanufactured alternators and starters are built by Denso to the same specifications as new alternators—giving you the reliability and durability you have come to expect.
- **Economy:** Your customers can save hundreds of dollars by using Hino remanufactured alternators and starters—significantly reducing maintenance and ownership costs.
- **Availability:** Our 365-day core terms allow you to stock Hino Remanufactured Alternators and Starters at virtually no risk to you.

Warranty:

Hino Remanufactured Alternators and Starters are covered by a 1-year/unlimited mile warranty and are supported by the Hino dealer network—the best in the business.



Pricing (Note Updated Prices in Red):

<u>Part Number</u>	<u>DNP</u>	<u>Fleet</u>	<u>List</u>	<u>Core Charge</u>
270402550R (LDT Alternator)	\$382.33	\$497.03	\$554.10	\$40.00
270402560R (MDT Alternator)	\$378.01	\$491.41	\$547.84	\$40.00
281002910R (LDT Starter)	\$228.11	\$296.54	\$330.59	\$40.00
281002920R (MDT Starter)	\$291.99	\$379.58	\$423.17	\$40.00

Ordering & Delivery:

Hino Remanufactured Starters are available for immediate delivery at the Memphis Parts Distribution Center (PDC). You may place pre-orders now for Hino Remanufactured Alternators. We expect to have them in stock by the end of January.

Orders for Hino Remanufactured Alternators and Starters may be placed on-line through the Dealer Connect System.

We are very excited about this new addition to the Hino product line. If you have any questions, please let me know. Thanks for your ongoing business and support.

Sincerely,

Mark J. Luttmann

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