



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

Subject: **Hino Conventional Brake & Axle Parts – New Lower Price Effective 3/1/2008**

Date: February 21, 2008

Hino Trucks is pleased to announce **new value pricing** for selected brake and axle parts for its conventional trucks. These **everyday low prices**, which take effect March 1, 2008, give you and your customers an even better value on genuine Hino parts. With Genuine Hino quality, the best distribution network in the business, and everyday low prices, you have a winning combination!

Details are in the attachment at the end of this alert.

These new prices are included in the price file updates sent to your service bureaus, and they should be included in the latest pricing update.

If you have any questions, please contact Hino Parts Customer Service at 866-372-HINO (866-372-4466). Thank you for your support and your business.

Sincerely,

Your Hino Parts Team

Part Number	Description	Pricing Effective 3/1/2008				
		Current DNP	DNP	Mega-Fleet	Fleet	List
60450480	AY CALIPER/4X64	\$ 320.16	\$ 288.28	\$ 374.76	\$ 374.76	\$ 418.00
60450481	AY CALIPER/4X64	\$ 320.16	\$ 288.28	\$ 374.76	\$ 374.76	\$ 418.00
60450482	AY CALIPER/4X70	\$ 225.31	\$ 205.87	\$ 267.64	\$ 267.64	\$ 298.52
60450483	AY CALIPER/4X70	\$ 225.31	\$ 208.73	\$ 271.35	\$ 271.35	\$ 302.66
515976002	HUB NB/NC MODEL	\$ 131.32	\$ 120.36	\$ 156.46	\$ 156.46	\$ 174.52
515977002	HUB NA MODEL	\$ 162.02	\$ 148.87	\$ 193.53	\$ 193.53	\$ 215.86
5159641058	HUB ASSY	\$ 178.35	\$ 175.53	\$ 228.19	\$ 228.19	\$ 254.52
16157191000	HUB & ROTOR ASSY	\$ 288.32	\$ 285.49	\$ 371.14	\$ 371.14	\$ 413.96
16159741001	HUB & ROTOR ASSY LH	\$ 334.19	\$ 311.58	\$ 405.05	\$ 405.05	\$ 451.78
17159101004	HUB & ROTOR ASSY	\$ 270.44	\$ 265.03	\$ 344.54	\$ 344.54	\$ 384.30
17159641006	HUB & ROTOR ASSY	\$ 297.64	\$ 272.81	\$ 354.65	\$ 354.65	\$ 395.58
17159761001	HUB & ROTOR ASSY	\$ 400.30	\$ 366.90	\$ 476.97	\$ 476.97	\$ 532.01
17159771000	HUB & ROTOR ASSY RIGHT	\$ 280.50	\$ 262.78	\$ 341.62	\$ 341.62	\$ 381.04
17159771001	HUB & ROTOR ASSY LEFT	\$ 280.84	\$ 263.10	\$ 342.03	\$ 342.03	\$ 381.50
23123557004	ROTOR - COATED	\$ 86.25	\$ 83.13	\$ 108.07	\$ 108.07	\$ 120.54
23123617004	ROTOR - COATED REAR	\$ 80.68	\$ 73.71	\$ 95.82	\$ 95.82	\$ 106.87
23123618007	ROTOR COATED W/TONE RING	\$ 127.35	\$ 120.67	\$ 156.88	\$ 156.88	\$ 174.98
23123624007	ROTOR WITH TONE RING	\$ 144.24	\$ 135.26	\$ 175.84	\$ 175.84	\$ 196.13
23123625002	ROTOR-COATED FRONT	\$ 178.25	\$ 160.50	\$ 208.65	\$ 208.65	\$ 232.72
23123626002	ROTOR COATED	\$ 88.19	\$ 79.96	\$ 103.95	\$ 103.95	\$ 115.94
60450468005	BRAKE ASSY - DISC RIGHT	\$ 494.49	\$ 453.25	\$ 589.23	\$ 589.23	\$ 657.21
60450469005	BRAKE ASSY - DISC LEFT	\$ 494.49	\$ 453.25	\$ 589.23	\$ 589.23	\$ 657.21
60450473005	BRAKE ASSY - DISC RIGHT	\$ 494.49	\$ 453.25	\$ 589.23	\$ 589.23	\$ 657.21
60450474005	BRAKE ASSY - DISC LEFT	\$ 494.49	\$ 453.25	\$ 589.23	\$ 589.23	\$ 657.21
85123207002	DRUM	\$ 83.26	\$ 71.85	\$ 93.40	\$ 93.40	\$ 104.18
85123366002	DRUM	\$ 89.85	\$ 77.62	\$ 100.90	\$ 100.90	\$ 112.55
3100B8270	CENTER AXLE FIN	\$ 427.61	\$ 398.67	\$ 518.27	\$ 518.27	\$ 578.07
A1205C2161	SEAL ASSY-OIL INNER	\$ 30.22	\$ 28.18	\$ 36.63	\$ 36.63	\$ 40.86
A1205Q2695	SEAL ASSY-OIL INNER	\$ 2.42	\$ 2.33	\$ 3.03	\$ 3.03	\$ 3.38
A1205U2491	SEAL-OIL	\$ 28.84	\$ 28.79	\$ 37.43	\$ 37.43	\$ 41.74
A1205W1557	SEAL	\$ 21.81	\$ 21.21	\$ 27.58	\$ 27.58	\$ 30.76
A23102K4379	AY CROSS TUBE	\$ 213.29	\$ 204.99	\$ 266.49	\$ 266.49	\$ 297.23
A23102L4380	AY CROSS TUBE	\$ 212.60	\$ 206.37	\$ 268.28	\$ 268.28	\$ 299.23
A23102P4540	ROD ASSY - END & TIE	\$ 114.05	\$ 106.33	\$ 138.22	\$ 138.22	\$ 154.17
A23722G501	PARKING BRAKE SHOE	\$ 53.13	\$ 52.98	\$ 68.87	\$ 68.87	\$ 76.82
A3102L4380	TUBE & CLAMP	\$ 143.28	\$ 138.54	\$ 180.10	\$ 180.10	\$ 200.88
A3111B3512	STEER KNUCKLE	\$ 366.11	\$ 281.91	\$ 366.48	\$ 366.48	\$ 408.77
A3111K3859	KNUCKLE ASSY ST LH	\$ 267.89	\$ 259.47	\$ 337.31	\$ 337.31	\$ 376.23
A3111L3600S	KNUCKLY ASSY - STEERING	\$ 335.23	\$ 319.07	\$ 414.79	\$ 414.79	\$ 462.65
A3111L3860	KNUCKLE ASSY ST RH	\$ 261.51	\$ 242.03	\$ 314.64	\$ 314.64	\$ 350.95
A3111M3601S	KNUCKLE ASSY ST RH	\$ 333.69	\$ 312.12	\$ 405.75	\$ 405.75	\$ 452.57
A3111Y3301	KNUCKLE ASSY	\$ 578.31	\$ 565.57	\$ 735.24	\$ 735.24	\$ 820.07
A3111Z3302	KNUCKLE ASSY	\$ 578.31	\$ 570.37	\$ 741.49	\$ 741.49	\$ 827.04
A3260S1657	ES END YOKE	\$ 211.87	\$ 198.87	\$ 258.53	\$ 258.53	\$ 288.36
A3262C1381	CAP - HUB	\$ 28.89	\$ 27.02	\$ 35.12	\$ 35.12	\$ 39.17
A3262G215	HUB CAP ASSY	\$ 47.09	\$ 44.62	\$ 58.01	\$ 58.01	\$ 64.70
A33722D420	BRAKE SHOE	\$ 71.33	\$ 66.88	\$ 86.95	\$ 86.95	\$ 96.98
A3787N14	AY - STRUT	\$ 67.65	\$ 63.63	\$ 82.72	\$ 82.72	\$ 92.26
C313276D30	BRAKE CHAMBER	\$ 114.91	\$ 113.30	\$ 147.29	\$ 147.29	\$ 164.29
JM207049A	BRG CONE	\$ 25.63	\$ 25.51	\$ 33.16	\$ 33.16	\$ 36.99
KSMA2124702Q	MAJOR BRAKE OVERHAUL KIT	\$ 47.91	\$ 39.34	\$ 51.14	\$ 51.14	\$ 57.04

Part Number	Description	Pricing Effective 3/1/2008				
		Current DNP	DNP	Mega-Fleet	Fleet	List
LRG714	SERVICE CALIPER LHF	\$ 239.95	\$ 216.30	\$ 281.19	\$ 281.19	\$ 313.64
LRG715	SERVICE CALIPER RHF	\$ 239.95	\$ 216.30	\$ 281.19	\$ 281.19	\$ 313.64
LRG716	SERVICE CALIPER RHR	\$ 239.95	\$ 216.22	\$ 281.09	\$ 281.09	\$ 313.52
LRG717	SERVICE CALIPER LHR	\$ 239.95	\$ 216.22	\$ 281.09	\$ 281.09	\$ 313.52
MDP5113	PAD KIT PER AXLE	\$ 110.01	\$ 100.20	\$ 130.26	\$ 130.26	\$ 145.30
R201470	KING PIN KIT	\$ 274.16	\$ 260.40	\$ 338.52	\$ 338.52	\$ 377.58
R201474	KING PIN KIT	\$ 266.45	\$ 257.04	\$ 334.15	\$ 334.15	\$ 372.71
R201478	KING PIN KIT	\$ 152.72	\$ 145.58	\$ 189.25	\$ 189.25	\$ 211.09
R201480	WHEEL END NUT/WASHER	\$ 13.16	\$ 12.80	\$ 16.63	\$ 16.63	\$ 18.55
RR20145411	REMAN CARRIER ASSY 4.11	\$ 1,312.25	\$ 1,296.01	\$ 1,684.81	\$ 1,684.81	\$ 1,879.21
S4784070580	WET HYDRAULIC MODULE	\$ 1,185.95	\$ 1,055.48	\$ 1,372.13	\$ 1,372.13	\$ 1,530.45
SMA2124702QP	BRAKE SHOE AND LINING	\$ 19.39	\$ 16.34	\$ 21.24	\$ 21.24	\$ 23.69
SMA2124707QP	BRAKE SHOE AND LINING	\$ 25.46	\$ 21.42	\$ 27.84	\$ 27.84	\$ 31.05
SMA2124710QP	BRAKE SHOE AND LINING	\$ 25.46	\$ 21.65	\$ 28.14	\$ 28.14	\$ 31.39
XSMA2124702QP	REMAN SHOE AND LINING	\$ 16.47	\$ 12.95	\$ 16.83	\$ 16.83	\$ 18.77
XSMA2124707QP	REMAN SHOE AND LINING	\$ 19.31	\$ 16.56	\$ 21.53	\$ 21.53	\$ 24.02