



To: **Dealer Principals**
 Parts Managers
 Service Managers
 Warranty Managers

Subject: **Hino Genuine Oil - Minimum Freight and Price Changes**

Date: **July 31, 2008**

Due to the dramatic increase in freight costs and the steady increase in the price of crude oil, effective August 1, 2008, the following changes will be applied to the Hino Genuine Oil program.

Part Number	Description	Old DN Price	New DN Price	Freight Free Minimum Order Qty
15000-0001	55 Gallon Drums	\$551.54	690.67	4 Drums
15000-0003	1 Gallon (Skid loads)	\$11.74	14.14	180 Gallons
15000-0004	1 Gallon Oil (Cases)	N/A	20.82	4 Gallons

Program Details:

- All part numbers will ship direct from Baltimore, MD Freight Free
- Part number 15000-0004 has been created for those wishing to order less than skid load quantities. Note: The higher price reflects handling and shipping fee's associated with lower volume orders.
- These changes reflect an average price increase of 26% from our supplier.
- It is anticipated the volatile market conditions will continue into the foreseeable future.

If you have any questions, please contact Hino Customer Service at 1-866-372-HINO (1-866-372-4466). Thank you for your support and business.

Sincerely,

Your Hino Parts Team