



**2016 HINO HONORS PROGRAM
NOW THROUGH DECEMBER 31, 2016
FOR FULL SALES, PARTS & SERVICE DEALERS**





2016 HINO HONORS RECOGNITION PROGRAM

RAISING THE BAR FOR OUR ELITE TEAM

Great companies are comprised of a great team to support their efforts. At Hino, we believe in a Total Support approach where each of our Parts, Sales and Service areas work together and are an integral part of the success of our company and the longevity of our product. As we continue to reach new heights in each of our 3S areas, we will also continue to raise the bar and challenge our team of Elite professionals that make up this esteemed group.

Please review this year's Elite criteria and make sure you understand the full qualifications. All 3S dealers will follow the program rules on the following pages, based on their area of responsibility. Each level of achievement has its own class of rewards. Check your status via HinoNet to make sure you are on track to qualify.

IMPORTANT FOR 2016: Please note the change in criteria for Parts Sales and Service Training by Market Sizes. The Parts Sales & Service Training Market sizes are based on Hino Units in Operation. Please reference the attached Market Size listing for your assigned market.

EXCLUSIVE "ELITE EVENT" QUALIFYING GROUPS

DEALER PRINCIPALS

Yokozuna, Platinum & Premier

PARTS, SALES & SERVICE MANAGERS

Platinum

SALES PROFESSIONALS

Based on sales achievement and training completion.

The 2017 Elite Event location will be decided in July by this year's Elite Team during their trip to Ireland, so stay tuned....



2016 HINO HONORS RECOGNITION PROGRAM

DEALER PRINCIPAL ACHIEVEMENT

YOKOZUNA (Trip Eligible)

Platinum level achieved for all three Sales, Parts and Service Managers

Repeat Winners Eligibility: If you qualified as Yokozuna in 2015 you need to meet 100% of your New Truck Sales Plan and Parts Sales Plan.

Meet or exceed National Average for overall Dealer Satisfaction calendar year-to date score and response rate for 12-month survey and 90 day survey (Minimum ten customer survey responses.)

Attend Hino National or Regional Conference (when applicable)

PLATINUM (Trip Eligible)

Platinum level achieved for one Parts, Sales or Service Manager, AND the other two Managers at Premier level

Repeat Winners Eligibility: If you qualified as Platinum in 2015 you need to meet 100% of your New Truck Sales Plan and Parts Sales Plan.

Meet 120% of New Truck Sales Plan and Parts Sales Plan

Minimum level of parts purchase from HMS:

A Market = \$1,000,000

B Market = \$ 650,000

C Market = \$ 450,000

Minimum of 24 New Truck Sales

Meet or exceed National Average for overall Dealer Satisfaction calendar year-to date score and response rate for 12-month survey and 90 day survey (Minimum ten customer survey responses.)

Attend Hino National or Regional Conference (when applicable)

PREMIER (Trip Eligible)

Premier level achieved for all three Sales, Parts and Service Managers

Meet 120% of New Truck Sales Plan and Parts Sales Plan

Minimum level of parts purchase from HMS:

A Market = \$1,000,000

B Market = \$ 650,000

C Market = \$ 450,000

Minimum of 24 New Truck Sales

Attend Hino National or Regional Conference (when applicable)



2016 HINO HONORS RECOGNITION PROGRAM

SALES MANAGER ACHIEVEMENT

Sales Managers can attain Premier or the even more prestigious Platinum status based on meeting the following criteria:

PLATINUM

(Trip Eligible)

Minimum of 24 New Truck Sales

Repeat Winners Eligibility - If you qualified as Platinum in 2015, you need to meet 100% of your New Truck Sales Plan

Meet 120% of your New Truck Sales Plan (non repeating dealers)

Attend any Regional Training Event and complete all Sales HinoTech training within 30 days of the course announcement and achieve a 90% or better score.

75% of Registered Hino Sales Professionals participate in all sales related training (webinars & training events) and pass HinoTech courses with a 90% or higher score

At least one Sales Professional has attended either the Sales Academy or completed Hino Trucks Sales Training Course

Meet or exceed National Average for Hino Premier Customer Care overall satisfaction with sales experience calendar year-to date score and response rate for 90-day survey. (Minimum ten customer survey responses)

PREMIER

Meet 100% of your New Truck Sales Plan

50% of Registered Hino Sales Professionals participate in all sales related training (webinars & training events) and pass HinoTech courses with an 90% or higher score

Meet or exceed National Average for Hino Premier Customer Care overall satisfaction with sales experience calendar year-to date score and response rate for 90-day survey. (Minimum three customer survey responses.)



2016 HINO HONORS RECOGNITION PROGRAM

SALES PROFESSIONALS ACHIEVEMENT

There are two ways in which to qualify as a Sales Professional for the Elite Event Trip:

WITH FLEET ACCOUNTS:

All retailed units during this program period will qualify with the exception of Hino Trucks National Account units. Dealer Owned Leasing units are eligible (units must stay within the Dealer Owned Leasing business for a minimum of 1 year).

With Fleet Retail Sales Targets by Market Size to Automatically Qualify:

- A Market – 175 Trucks
- B Market – 85 Trucks
- C Market – 50 Trucks

WITHOUT FLEET ACCOUNTS:

No more than 2 units to any customer during the program period. Up to 2 units to the Dealer Owned Leasing business are eligible (units must stay within the Dealer Owned Leasing business for a minimum of 1 year).

Without Fleet Retail Sales Targets by Market Size to Automatically Qualify:

- A Market – 50 Trucks
- B Market – 35 Trucks
- C Market – 25 Trucks

ADDITIONAL REQUIREMENTS & ELIGIBILITY FOR SALES PROFESSIONALS:

Must be a registered Hino Trucks Sales Professional, employed at a Hino Trucks dealership during the program period to qualify. Must meet one of the Sales Target Criteria as outlined above.

Complete all Sales HinoTech training within 30 days of the course announcement and achieve a 90% or better score.

Participate in all sales related training (webinars & training events)

Have completed Hino Trucks Sales Training Course OR attend the Sales Academy

NOTE: Trip is non-transferable. You may only win in one category (for example, as either a sales professional or sales manager).



2016 HINO HONORS RECOGNITION PROGRAM

PARTS MANAGER ACHIEVEMENT

PLATINUM (Trip Eligible)

Minimum level of parts purchase based on the following:

A Market = \$1,000,000

B Market = \$ 650,000

C Market = \$ 450,000

Repeat Winners Eligibility - If you qualified as a Platinum Winner in 2015, you need to meet 100% of your Parts Sales Plan

Meet 120% of Sales Plan (non repeat winners)

90% of Registered Parts Personnel complete and pass HinoTech Training Courses, One person attend & complete Hino Parts Professional Training, Course, One person attend Hino Parts Conference (if applicable)

Participate in HMI when the Dealer's Business System (DBS) provider is integrated with HMS or satisfy the requirements of the Quarterly Stock Review initiative if the DBS provider is not integrated with HMS

Meet or exceed National Average for Hino Premier Customer Care overall Parts Experience calendar year-to-date score and response rate for 12-month survey. (Minimum ten customer survey responses)

One participant in at least the first round of the Parts Skills Competition (online testing)

PREMIER

Meet 100% of Sales Plan

80% of Registered Parts Personnel complete and pass the HinoTech Training Courses

Participate in HMI when the Dealer's Business System (DBS) provider is integrated with HMS or satisfy the requirements of the Quarterly Stock Review initiative if the DBS provider is no integrated with HMS

Meet or exceed National Average for Hino Premier Customer Care overall satisfaction with Parts Experience calendar year-to-date score and response rate for 12-month survey (Minimum three customer survey responses)

One participant in at least the first round of the Parts Skills Competition (online testing)



2016 HINO HONORS RECOGNITION PROGRAM

SERVICE MANAGER ACHIEVEMENT

PLATINUM (Trip Eligible)

A Market = 4 fully trained Hino Service Technicians *and 2 Master Elite Technicians**
B Market = 4 fully trained Hino Service Technicians *and 2 Master Elite Technicians**
C Market = 3 fully trained Hino Service Technicians *and 2 Master Elite Technicians**

*Technicians must complete all four Hino classes and any new online training or webinars created and required in 2016.

**Master Elite Techs must be a fully trained Service Technician plus achieve all 6 ASE truck certifications T2-T7

Meet or exceed National Average for recall completion – *Note: Calculation will be based on your last 5 calendar years of units DTU'd by your dealership. Please contact Warranty Department for more information. (248) 699-9390*

Meet or exceed National Average for Hino Premier Customer Care overall Service Experience calendar year-to date score and response rate for 12-month survey. (Minimum ten customer survey responses)

Have one fully trained warranty person

View all available TechCasts within 30 days

Properly close all non-current TechAssist cases

PREMIER

Have two fully trained Service Technicians (complete all four Hino classes and any new online training or webinars created and required in 2016)

Meet or exceed National Average for recall completion.

Note: Calculation will be based on your last 5 calendar years of units DTU'd by your dealership. Please contact Warranty Department for more information. (248) 699-9390

Meet or exceed National Average for Hino Premier Customer Care overall satisfaction with Service experience calendar year-to date score and response rate for 12-month survey. (Minimum three customer survey responses.)

Have one fully trained warranty person

View all available TechCasts within 30 days

Properly close all non-current TechAssist cases

**Online training includes all current online modules.*





SUMMARY OF NEW or UPDATED QUALIFICATIONS FOR 2016

REFERENCE INDIVIDUAL PAGES FOR COMPLETE QUALIFICATIONS

Dealer Principal Yokozuna Level

- Attend all Hino National or Regional Conferences
- Repeat Winners Eligibility: if you qualified as Yokozuna in 2015, you need to meet 100% of you New Truck Sales Plan and Parts Sales Plan

Dealer Principal Platinum Level

- Minimum level of parts purchase from Hino Trucks:
 - A Market = \$1,000,000
 - B Market = \$ 650,000
 - C Market = \$ 450,000
- Attend all Hino National or Regional Conferences
- Repeat Winners Eligibility: if you qualified as Platinum in 2015, you need to meet 100% of you New Truck Sales Plan and Parts Sales Plan

Dealer Principal Premier Level

- Meet 120% of Parts & Truck Sales Plan
- Minimum level of parts purchase from Hino Trucks:
 - A Market = \$1,000,000
 - B Market = \$ 650,000
 - C Market = \$ 450,000
- Minimum of 24 New Truck Sales
- Attend all Hino National or Regional Conferences

Sales Manager Platinum Level

- 75% of Registered Hino Sales professionals participate in all sales related training webinars and pass HinoTech courses with an 90% or higher score
- At least one Sales professional has attended either the Sales Academy or completed Hino Trucks Sales Training Course
- Meet or exceed National Average for Hino Premier Customer Care overall satisfaction with sales experience calendar year-to-date score and response rate for 90 day survey. (Minimum ten customer survey responses)

Sales Manager Premier Level

- 50% of Registered Hino Sales professionals participate in all sales related training webinars and pass HinoTech courses with an 90% or higher score
- Meet or exceed National Average for Hino Premier Customer Care overall satisfaction with sales experience calendar year –to-date score and response rate for 90-day survey. (Minimum three customer survey responses.)



SUMMARY OF NEW or UPDATED QUALIFICATIONS FOR 2016

REFERENCE INDIVIDUAL PAGES FOR COMPLETE QUALIFICATIONS

Sales Professional

- Attend and complete Hino Trucks Sales Training Course OR attend the Sales Academy

Parts Manager Platinum Level

- Minimum level of parts purchase from HMS:
 - A Market = \$1,000,000
 - B Market = \$ 650,000
 - C Market = \$ 450,000
- 90% of Required Parts Personnel complete and pass the HinoTech Training Courses, One person attend & complete Hino Parts Professional Training Course, One person attend Hino Parts Conference (if applicable)
- Meet or exceed National Average for Hino Premier Customer Care overall Parts Experience calendar year-to-date score and response rate for 12-month survey. (Minimum ten customer survey responses)
- One participant in at least the first round of the Parts Skills Competition (online testing)

Parts Manager Premier Level

- Meet or exceed National Average for Hino Premier Customer Care overall satisfaction with Parts Experience calendar year-to-date score and response rate for 12-month survey (Minimum three customer survey responses)
- One participant in at least the first round of the Parts Skills Competition (online testing)

Service Manager Platinum Level

- A Market = 4 fully trained Hino Service Technicians *and 2 Master Elite Technicians**
- B Market = 4 fully trained Hino Service Technicians *and 2 Master Elite Technicians**
- C Market = 3 fully trained Hino Service Technicians *and 2 Master Elite Technicians**

*Technicians must complete all four Hino classes and any new online training or webinars created and required in 2016.

**Master Elite Techs must be a fully training Service Technician plus achieve all 6 ASE truck certifications T2-T7

- Meet or exceed National Average for Hino Premier Customer Care overall Service Experience calendar year-to-date score and response rate for 12-month survey. (Minimum ten customer survey responses)

Service Manager Premier Level

- Meet or exceed National Average for Hino Premier Customer Care overall satisfaction with Service experience calendar year-to date score and response rate for 12-month survey. (Minimum three customer survey responses.)



2016 HINO HONORS RECOGNITION PROGRAM

TRACKING SCREENS

Hino Honors "Recognition" tracking screens also allow dealers to view your specific grading criteria and progress online in HinoNet.

- Choose your area of interest – Dealership or Individual Sales, Parts or Service Manager – and review status of component achievement.
- View your specific grading criteria and progress online.
- Track and monitor your path to success and exciting recognition rewards.
- If you are not yet qualified and need to review the requirements, check out Program Information.

► FOR QUESTIONS OF A GENERAL NATURE REGARDING HINO HONORS

RECOGNITION including rules, report timing and awards distribution, please contact Hino Honors Customer Service:

Email Customer Service at hino@imperialm.com

Call our Customer Service Center at 1-800-436-9701

Monday thru Friday 8:30 a.m. – 5:00 p.m. EST

► **IF YOU HAVE A QUESTION ABOUT THE ACCURACY OF THE INFORMATION SHOWN ON THE TRACKING SCREEN**, please check the "as of" date on the tracking screen as the update you seek may occur in the next cycle. If you still feel the information is inaccurate and would like to contact the Hino Honors business owner responsible for the source data, please contact:

Dealer Principals/Sales Managers
Sheree Greenhalge
greenhalge@hino.com
248-699-9394

Service Managers
Denise Franz-Wulbrecht
Franz-Wulbrecht@hino.com
249-699-9354

Parts Managers
Dan Sponberg
sponberg@hino.com
248-699-6368

TAX IMPLICATION FOR ELITE EVENT

A 1099 tax form will be issued for the non-business portion of the event. The liability for any applicable taxes is the responsibility of the recipient and not Hino Motors Sales or its affiliates



A Toyota Group Company

2016 Hino Honors Market Size

Dealer Code	Dealer	DBA/HinoNet Name	2016CY Market Size	
			Sales (Based on Registrations)	Parts & Service (Based on Hino Units in Operation)
80102	Kenworth of Birmingham, Inc.	Kenworth of Birmingham	A	A
80105	Dixie Trucks, Inc.	Dixie Trucks	B	B
80201	Parish Truck Sales, Inc.	Parish - New Orleans	B	B
80210	Shipley Motor Equipment Company	Shipley Motor	C	C
80220	Kenworth of South Louisiana	Hino of Baton Rouge	B	C
80230	Parish Truck Sales, Inc.	Parish - Lafayette	B	C
80240	Eagle Truck Center, LLC	Eagle Hino Trucks	C	C
80302	Rush Truck Centers of Arizona, Inc.	Rush - Tucson	C	C
80303	Rush Truck Centers of Arizona, Inc.	Rush - Phoenix	A	C
80315	RWC International, Ltd.	RWC - Phoenix	A	A
80403	Arkansas Kenworth, Inc.	MHC - Little Rock	B	C
80503	Los Angeles Truck Centers, LLC	South Bay Truck Center	A	A
80519	Fred M. Boerner Motor Co.	Boerner - Huntington Park	A	A
80526	Rush Truck Centers of California, Inc.	Rush - San Diego	A	A
80528	C&M Motors, LLC	C&M Motors	A	A
80529	Suburban Motors, Inc.	Future Ford of Sacramento	A	A
80531	Fred M. Boerner Motor Co.	Boerner - Pacoima	A	A
80534	Monarch Leasing, Inc.	Monarch Truck Center - Union City	A	A
80536	RY-DEN Diesel, Inc.	RY-DEN	B	B
80538	Tom's Truck Center, Inc.	Tom's - Santa Ana	A	A
80539	Rush Truck Centers of California, Inc.	Rush - Fontana	A	A
80540	Donahue Truck Sales, LLC - Ventura	Donahue - Ventura	B	A
80542	Donahue Truck Sales, LLC - Santa Rosa	Donahue - Santa Rosa	B	C
80545	Monarch Leasing, Inc.	Monarch Truck Center - San Jose	A	A
80549	Donahue Truck Sales, LLC - Bakersfield	Donahue - Bakersfield	B	C
80550	Donahue Truck Sales, LLC - Santa Maria	Donahue - Santa Maria	C	C
80560	Tom's Truck Center North County, Inc.	Tom's North - Carmenita	A	A
80570	Western Truck Parts & Equipment, LLC	Western Truck Center	B	B
80575	TEC of California, Inc.	TEC San Francisco	A	A
80603	Colorado Kenworth, Inc.	MHC - Denver	A	A
80704	Hine Brothers, Inc.	Hine Brothers	B	B
80707	Jukonski Truck Sales & Service, Ltd.	Jukonski Truck	B	B
80708	Gabrielli Truck Sales of Milford	Gabrielli - Milford CT	B	B
80725	Tasca Automotive Group CT Hartford Inc.	Tasca Hino	B	A
80801	Bentley Truck Services, Inc.	Bentley - Wilmington	B	B
80903	Kenworth of Central Florida, Inc.	Kenworth of Central Florida - Orlando	A	A
80913	Kenworth of Central Florida, Inc.	Kenworth of Central Florida - Tampa	A	A
80920	Truckmax Hino of Miami, Inc.	Truckmax Hino of Miami	A	A
80921	Capital Truck, Inc.	Capital Truck	C	C
80922	Rush Truck Centers of Florida, Inc.	Rush - Jacksonville	B	B
80930	Wallace International Trucks, Inc.	Wallace International Trucks	B	B
80935	MJM Bachrodt, LLC	MJ Truck Nation	B	B
80950	BCSS, Inc.	BCSS Tri County - Pompano Beach	A	A
80965	TP Investment Group, LLC	Hino of Ft. Pierce	B	C
81008	Rush Truck Centers of Georgia, Inc.	Rush - Smyrna	A	A
81010	Fleetcare Commercial Trucks	Fleetcare Commercial Trucks	C	C
81030	Rush Truck Centers of Georgia, Inc.	Rush - Atlanta	A	A
81040	Gilbert Truck Center	Gilbert Truck Center	C	C
81050	Rush Truck Centers of Georgia, Inc.	Rush - Doraville	A	A

Dealer Code	Dealer	DBA/HinoNet Name	2016CY Market Size	
			Sales (Based on Registrations)	Parts & Service (Based on Hino Units in Operation)
81110	Rush Truck Centers of Idaho, Inc.	Rush - Boise	C	C
81206	Hino of Chicago, Inc.	Hino of Chicago	A	A
81208	Illinois Truck Centre, Inc.	Illinois Truck Centre	A	A
81225	M & K Quality Truck Sales of Alsip, LLC	M & K - Alsip	A	A
81230	M & K Quality Truck Sales of Summit, LLC	M & K - Summit	A	A
81235	Peterbilt Illinois - Joliet, Inc.	JX Hino - Chicago	A	A
81250	Rush Truck Centers of Illinois Inc.	Rush - Bloomington	C	C
81304	Kentuckiana Mack Sales & Service, Inc.	Kentuckiana Mack	B	B
81311	Vomac Truck Sales & Service, Inc.	Vomac	B	B
81315	McCormick Motors, Inc.	McCormick Motors	B	C
81320	Uebelhor and Sons Chevrolet, Oldsmobile, Cadillac	Uebelhor and Sons Hino	B	C
81350	M & K Quality Truck Sales of Indianapolis, LLC	M & K - Indianapolis	A	B
81401	Grask Truck Group	Quad City Hino	C	C
81405	Sioux City Truck & Trailer, Inc.	Sioux City Truck & Trailer	C	C
81415	GATR of Cedar Rapids, Inc.	GATR of Cedar Rapids	C	C
81440	GATR of Des Moines, Inc.	GATR of Des Moines	B	B
81520	Hino of Wichita, LLC	Hino of Wichita	C	C
81525	Rush Truck Centers of Kansas, Inc.	Rush - Kansas City	A	C
81600	Worldwide Equipment Enterprises, Inc.	Worldwide - Lexington	B	C
81802	Bangor Truck & Trailer Sales, Inc.	Bangor Truck	C	C
81809	Hutchin's Motors Inc.	O'Connor Motor Company - Portland	B	B
81810	Hutchin's Motors Inc.	O'Connor Motor Company - Augusta	C	C
81905	Delmarva Hino, LLC	Delmarva Hino (Elliott Equip)	C	C
81907	K. Neal International Trucks, Inc.	K. Neal - Hyattsville	A	A
81909	Baltimore Truck Center, Inc.	Baltimore Trucks - Baltimore	A	A
82001	General Truck Center, Inc.	General Truck Center	B	A
82002	Chapdelaine Truck Center, Inc.	Chapdelaine	C	B
82005	Fredrickson Bros. Inc.	Fredrickson Bros	C	C
82006	Robertson's GMC Trucks, Inc.	Robertsons	C	B
82007	Mirak Truck Center, LLC	Mirak Truck Center	B	A
82009	Ballard Mack Sales and Service, Inc.	Ballard Mack	C	B
82010	Bayside Trucks, Inc.	Bayside Trucks	B	A
82011	Dario Diesel Service, Inc.	Dario Diesel	C	C
82104	Wiegand Mack Sales & Service, Inc.	Wiegand Mack	A	B
82105	Interstate Truck Source, Inc.	Interstate Truck Source	A	A
82106	M & K Quality Truck Sales of Grand Rapids, LLC	M & K - Grand Rapids	A	B
82206	GATR of Sauk Rapids, Inc.	GATR of Sauk Rapids	C	C
82210	Allstate Sales & Leasing Corporation	Allstate - St. Paul	A	A
82404	Degel Fender Works, Inc.	Degel Truck Center	A	B
82405	Ozark Kenworth, Inc.	MHC - Springfield	C	C
82407	Ozark Kenworth, Inc.	MHC - Kansas City	A	B
82604	Omaha Truck & Trailer, Inc.	Hino Trucks of Omaha	B	B
82650	Old River Companies, Inc.	Old River Truck Sales	B	C
82705	TEC Equipment, Inc.	TEC Reno	C	C
82710	TEC Equipment, Inc.	TEC Las Vegas	B	B
82802	Rochester Truck, Inc.	Rochester Truck	B	A
82901	Maurice Schwartz & Sons	Schwartz	B	B
82905	Frank's Truck Center, Inc.	Frank's Truck Center	A	A
82906	Just Four Wheels, Inc.	Just Four Wheels	B	A
82907	H.K. Truck Services, Inc.	H.K. Truck Services	A	A
82908	Bentley Truck Services, Inc.	Bentley - Logan	C	B

Dealer Code	Dealer	DBA/HinoNet Name	2016CY Market Size	
			Sales (Based on Registrations)	Parts & Service (Based on Hino Units in Operation)
82909	Bergey's Trucks, Inc.	Bergey's - Trenton	A	A
82925	Hawthorne Auto Sales Company	Hawthorne	A	A
82930	Metropolitan Truck Sales, Inc.	Metropolitan Truck Sales	B	A
83050	Bruckner's Truck Sales, Inc.	Bruckner's Truck Sales	B	B
83104	Milea Truck Sales Corp.	Milea Truck Sales - Bronx	A	A
83107	Van Buren Truck Sales Corp.	Van Buren Truck Sales - Garden City	A	A
83111	Utica-Mack, Inc.	Utica-Mack	C	C
83121	Mid Hudson Mack	Mid Hudson Mack	B	B
83123	Gabrielli Truck Sales, Ltd.	Gabrielli - Bronx	A	A
83127	Gabrielli Truck Sales, Ltd.	Gabrielli - Jamaica	A	A
83131	Albany Truck Sales, LLC	Albany Truck Sales - Albany	B	B
83132	Metzger Gear, Inc.	Metzger Gear	B	A
83133	Milea Truck Sales of Queens, Inc.	Milea Truck Sales - Queens	A	A
83134	Gabrielli Truck Sales, Ltd.	Gabrielli - Medford	A	A
83136	Buffalo Truck Center, Inc.	Buffalo Truck Center	B	B
83137	Burr Truck and Trailer Sales, Inc.	Burr Truck and Trailer	C	C
83140	Milea Truck Sales of Brooklyn Corporation	Milea Truck Sales - Brooklyn	A	A
83150	Robert Green Auto & Truck, Inc.	Robert Green	C	C
83190	Beam Mack Sales & Service, Inc.	Beam Mack - Syracuse	B	C
83195	Beam Mack Sales & Service, Inc.	Beam Mack - Elmira	C	C
83203	TranSource, Inc.	TranSource - Greensboro/Colfax	B	B
83204	TranSource, Inc.	TranSource - Raleigh	A	B
83210	Rush Truck Centers of North Carolina, Inc.	Rush - Charlotte	A	A
83211	Young's Truck Center, Inc.	Advantage Truck Center - Conover	B	C
83300	Peterbilt of Fargo, Inc.	Peterbilt of Fargo	C	C
83407	The Sharron Group, Inc.	Buckeye Western Star	A	B
83410	Mike Bass Ford, Inc.	Mike Bass Ford	C	C
83411	Worldwide Equipment of Ohio	Worldwide - Dayton	B	C
83413	R. & R., Inc.	R & R	C	B
83415	Bulldawg Holdings, LLC	Flag City	C	C
83418	General Truck Sales of Toledo, LLC	General Truck Sales of Toledo	B	B
83420	Columbus Truck & Equipment Center, LLC	Columbus Truck & Equipment	A	A
83425	Valley Ford Truck, Inc.	Hino of Cleveland	B	A
83450	Valley Hino Truck, Inc.	Valley Hino Truck	B	B
83503	Rush Truck Centers of Oklahoma, Inc.	Rush - Oklahoma City	B	B
83504	Rush Truck Centers of Oklahoma, Inc.	Rush - Tulsa	B	A
83601	Fleet Maintenance, Inc.	FMI - Portland	B	A
83604	Fleet Maintenance, Inc.	FMI - Clackamas	B	B
83711	Nicholas Wyoming Valley Truck Sales, Inc.	Nicholas Wyoming Valley	C	B
83713	Bentley Truck Services, Inc.	Bentley - Philadelphia	A	A
83716	Triple Cities Acquisition, LLC	Triple Cities Mack	C	C
83717	Leshner Mack Sales & Service, Inc.	Leshner Mack	A	A
83719	Allentown Mack Sales & Service, Inc.	TransEdge - Pittsburgh	A	B
83720	Allentown Mack Sales & Service, Inc.	TransEdge - Allentown	A	A
83770	Bergey's GMC, Inc.	Bergey's - Souderton	A	B
83802	Truck Solutions, LLC	Truck Solutions	B	B
83935	Carolina International Trucks, Inc.	Carolina International	B	B
83950	Love Chevrolet Company	Hino of Columbia	B	C
84003	Sioux Falls Kenworth, Inc.	Sioux Falls Kenworth	C	C
84105	Tennessee Kenworth, Inc.	MHC - Chattanooga	C	B
85101	Autos Vega, Inc.	Autos Vega	B	B

Dealer Code	Dealer	DBA Name	2016CY Market Size	
			Sales (Based on Registrations)	Parts & Service (Based on Hino Units in Operation)
84106	Tennessee Kenworth, Inc.	MHC - Knoxville	B	B
84107	Tennessee Kenworth, Inc.	MHC - Nashville	A	A
84108	Southland Truck Center, Inc.	MHC - Memphis	B	B
84219	Industrial Power, LLC	Industrial Power - Ft. Worth	A	A
84220	Rush Truck Centers of Texas L.P.	Rush - Houston	A	A
84221	Rush Truck Centers of Texas L.P.	Rush - San Antonio	A	B
84222	Rush Truck Centers of Texas L.P.	Rush - Pharr	C	B
84223	Rush Truck Centers of Texas L.P.	Rush - Austin	A	B
84224	Rush Truck Centers of Texas L.P.	Rush - Dallas	A	A
84225	Rush Truck Centers of Texas L.P.	Rush - Texarkana	C	C
84226	Rush Truck Centers of Texas L.P.	Rush - Waco	C	C
84227	Rush Truck Centers of Texas L.P.	Rush - El Paso	C	C
84228	Tyler Motor Company, Inc.	Hall Volvo GMC	C	C
84230	Kansas City Freightliner Sales, Inc.	Hino of Joplin	C	C
84235	Texas Kenworth Co.	MHC - Odessa	B	C
84240	Rush Truck Centers of Texas L.P.	Rush - Corpus Christi	B	C
84255	Industrial Power, LLC	Industrial Power - McKinney	B	C
84270	Longhorn International, Ltd.	Kyrish Truck Center	C	C
84275	Longhorn International Trucks, Ltd.	Longhorn - Temple	C	C
84280	Longhorn International Trucks, Ltd.	Longhorn - Round Rock	A	B
84290	Gateway Industrial Power, Inc.	Gateway - City Trucks	A	A
84295	Smart's Truck & Trailer Equipment, Inc.	Smart's Truck & Trailer Equipment	C	C
84303	Cutrubus Motors, Inc.,	Cutrubus	C	C
84304	Salt Lake City Mack Sales and Service, Inc.	Mountain West	A	B
84401	Green Mountain Kenworth, Inc.	Green Mountain Kenworth	C	C
84509	Abbott Truck Sales, Inc.	Abbott Truck Sales	A	B
84510	Truck & Equipment Corporation	Truck & Equipment	C	C
84515	Tidewater Mack, Inc.	TMI Truck & Equipment, Inc.	B	B
84520	Potomac Truck Center, Inc.	Potomac Truck Center	B	B
84545	Rush Truck Centers of Virginia, Inc.	Rush - Chester	A	B
84603	Sea-Tac Ford Truck Sales, Inc.	Horizon Ford	A	B
84615	Don Small & Sons Oil Distributor Co.	The Truck Shop North	A	B
84710	Matheny Motor Truck Company	Matheny - Williamstown	C	C
84715	Matheny Motor Truck Company	Matheny - Nitro	C	C
84806	Milwaukee Mack Sales, Inc.	Milwaukee Mack - Milwaukee	A	A
84807	Madison Truck Sales, LLC	Milwaukee Mack - Madison	B	B
84808	Green Bay Truck Sales, LLC	Milwaukee Mack - Green Bay	B	C
84850	John Lynch Chevrolet-Pontiac Sales, Inc.	Lynch Truck Center	B	C