



PARTS ALERT

QUEST FOR THE CUP

WINNERS ANNOUNCEMENT

PROGRAM PERIOD 2015

The Hino Quest for the Cup program honors our top performing Parts Dealers for their participation in our All-Makes & HinoStyle Accessories programs. We are pleased to announce the winners of the 2015 Quest for the Cup Parts Promotion which ended March 31, 2016!

Dealer Code	Dealer Name	April 1 2015 Districts	Ranking by Sales Volume	Current Hino DPM
82710	TEC Las Vegas	Northwest	1ST	D. Walker (Temp)
81235	JX Hino - Chicago	North Central	1ST	Crippen
82604	Hino Trucks of Omaha, Inc.	North Central	2ND	Wennerstrom
84270	Kyrish Truck Center	South Central	1ST	Rivera
80220	Hino of Baton Rouge	South Central	2ND	Rivera
82909	Bergey's Truck Center	East NY Metro	1ST	Romano
83802	Truck Solutions, LLC	East NY Metro	2ND	Fanti
84710	Hino Trucks of Williamstown	Central	1ST	Hoffman (Temp)
80102	Truckworx	Southeast	1ST	Weddle
83935	Carolina International Trucks, Inc.	Southeast	2ND	Weddle

Our 2015 Champions in the Total Sales Category will be awarded a Crystal Cup and their choice of a spectacular vacation valued at \$5,000. The 2nd place dealers will each receive a \$500 credit in loyalty reward points to spend as they wish. All award winners must meet the qualification parameters of exceeding 100%+ of their goal and purchasing more than \$300K in All-Makes and accessory parts.

1st Place: Total Sales Competition

1. **"Sunsational" Punta Cana!** Settle in to the beautiful beaches & warm crystal waters for four nights/five days at an all-inclusive beach resort as you savor the tropical Caribbean character & charm of the Dominican Republic.
2. **Decidedly DC!** Washington DC is at the center of it all! Experience four nights/five days exploring the fascinating museums, memorials & spectacular monuments!
3. **Golf Vegas Style!** Experience a fabulous Four Night/Five Day golf & gaming extravaganza in the city where the fun never stops.
4. **Ship Ahoy!** Pamper yourself in sun filled days & warm tropical nights welcome you to an extravagant seven night/eight day Caribbean Cruise.
5. **Universal Orlando Resort!** Four night/five day family travel award for four to the Universal theme parks in Orlando, Florida is one your family is sure to remember. Harry Potter, E.T., Shrek, Transformers, Spider-Man & much, much more!
6. **Hit the Slopes!** Gear up for some big mountain action with an awesome four night/five day family ski vacation for four to the Vail Valley area, the ultimate Colorado ski resort.
7. **Maui No Ka Oi. Maui is the best!** Say Aloha to paradise in the beautiful blue Pacific with an island escape to Maui. There's plenty of magic to be found on this unforgettable Hawaiian island.

2nd Place: Total Sales Competition

- \$500 in Hino Loyalty Reward Points

TO:

Dealer Principals
Parts Managers
General Managers

BULLETIN: PA-2016-040

DATE: 4-18-2016

EXP: NA

Hino Trucks reserves the right to make changes, including change in price, content, description, terms, time period, etc. at any time without notice.



Hino Trucks National PDC
Phone: (866) 372-4466 | Fax: (662) 342-5151
E-Mail: helpdesk@hino.com



PARTS ALERT

Our 2015 Champions in the **Performance to Plan Category** will each be awarded with a Crystal Cup and choice of a prize package option valued at \$1,500. The 2nd place winners will all receive a \$250 credit in loyalty reward points to spend as they wish. All award winners must meet the qualification parameters of exceeding 100%+ of their goal and purchasing more than \$50K in All-Makes and accessory parts combined.

Dealer Code	Dealer Name	April 1 2015 Districts	Ranking by % Over Goal	Current Hino DPM
80315	RWC International, Ltd.	Southwest	1ST	D. Walker (Temp)
80560	Carmenita Truck Center	Southwest	2ND	D. Walker (Temp)
81405	Sioux City Truck & Trailer, Inc.	North Central	1ST	Wennerstrom
84003	Sioux Falls Kenworth, Inc.	North Central	2ND	Wennerstrom
83503	Rush Truck Center, Oklahoma City	South Central	1ST	Wennerstrom
81920	Baltimore Truck Center, Inc.	Northeast	1ST	Everett
83121	Mid Hudson Mack	Northeast	2ND	Everett
82907	H.K. Truck Services, Inc.	East NY Metro	1ST	Romano
84401	Green Mountain Kenworth, Inc.	East NY Metro	2ND	Fanti
83413	R. & R., Inc.	Central	1ST	Hoffman (Temp)
84106	MHC Kenworth - Knoxville	Central	2ND	Wennerstrom
80109	Truckworx	Southeast	1ST	Weddle
81050	Rush Truck Center, Doraville	Southeast	2ND	Weddle

1st Place: Performance To Plan

1. **Five Days/Four Nights Deluxe Hyatt Hotels & Resorts hotel stay!** Let Hyatt be the centerpiece of your city or resort getaway. Drive-to vacation that allows you to choose from one of over 350 far-reaching destinations from sea to shining sea & indulge in a luxurious experience with select Hyatt Hotels & Resorts
2. **Royal Caribbean International 3-4 Night Bahamas Cruise Certificate!** Winner provides own transportation to either Port Canaveral or Miami, Florida for a terrific cruise getaway with non-stop entertainment, sightseeing opportunities & epic cuisine.
3. **1,500 Added Rewards Loyalty Points!** Shop from 1000's of exciting merchandise awards such as jewelry, luggage, watches, BBQ's, fitness equipment, house wares, electronics & more! Plus travel options, sports & event tickets as well as lifestyle certificates to further your skills & hobbies.

2nd Place: Performance to Plan

- \$250 in Hino Loyalty Reward Points

Congratulations to all of our 2015 winners! We truly appreciate the participation in Quest for the Cup and we hope our winners enjoy their prize packages. **** Imperial Marketing will be contacting each 1st place winning dealer to coordinate their award packages.** All 2nd place loyalty reward point winners will receive a deposit in their account in May. The 2016 Quest for the Cup is already under way, full program details will be released soon along with the April month end standings.

Thank you for your continued business and support! If you have any questions, contact your local Hino Trucks DPM.

Your Hino Parts Team



* PROGRAM OVERVIEW *

For 2015, Hino will continue our commitment to growing our All-Makes and Hino Style accessories platforms, pricing them competitively & ensuring that the rewards for your team are superior. The top performing dealership in the “Total Sales Competition” and in the “Performance to Plan Competition” per parts sales territory will earn their choice of a spectacular vacation trip or a merchandise award.

Every purchase of qualifying All-Makes & Accessories parts (non-Hino proprietary parts) made through Hino Trucks gets you one step closer to winning one of the extraordinary prize selections on the “Awards Selection” document.

There are two ways to win, each competition is detailed below:

TOTAL SALES COMPETITION

2015 includes a 1st place prize & a 2nd place prize per district! See the “Awards Selection” document

- * Dealers will receive 1 point per dollar in sales recorded by Hino Trucks. Dealer standings are calculated on the total dollar amount purchased through Hino Trucks
- * The competition is between the dealers within the same sales district displayed on the Hino Parts District map
- * Dealers must meet or exceed 100% of this Programs All-Makes & Accessories goal & have purchased \$300,000+ to win
- * Must be a Hino dealer on record as of April 1, 2015 to qualify for the competition

PERFORMANCE TO PLAN COMPETITION

2015 includes a 1st place prize & a 2nd place prize per district! See the “Awards Selection” document

- * Dealers standings are calculated by the percentage of achievement of their 2015 All-Makes & Accessories goal
- * The competition is between the dealers within the same sales district displayed on the Hino Parts District map
- * Excludes winners of the “Total Sales Competition”, a dealer can only win or place in one competition
- * Dealers must meet or exceed 100% of this Programs All-Makes & Accessories goal & have purchased \$50,000+ to win
- * Must be a Hino dealer by as of April 14, 2015 to qualify

ENTERING IS EASY

- **Simply purchase All-Makes parts & HinoStyle Accessories from April 1, 2015 to March 31, 2016**
- Check your standings monthly at www.HinoNet.net > Parts tab > Promotions tab > Quest for the Cup 2015
- View the “Awards Selection” document for additional program details.

Competition Starts April 1, 2015 & Ends March 31, 2016

Rules & Regulations: Travel award for two persons unless otherwise indicated. Minimum five days/maximum eight days duration. Holiday travel excluded. Seasonality, mode of transport, airline departure gateway, & other restrictions may apply. No cash value. Includes round-trip transportation to destination, hotel accommodations & other inclusions as indicated. Destination selection and booking must be finalized by August 31, 2016 and travel completed by March 31, 2017. Quest for the Cup contest is open to all U.S. Hino Trucks dealerships as of April 1, 2015. Winning dealers must be in good financial standing with Hino Trucks. Enrollment is automatic with qualifying purchases of All-Makes parts, & HinoStyle accessories through March 2016. Dealer awards will be based on the total qualifying invoiced dollars/points tallied from April 1, 2015 through March 31, 2016. Ranking of Hino Trucks dealerships for award levels are based on a \$1 spent = 1 point basis. All Hino Trucks points-based competition winners will receive travel rewards or merchandise indicated, no cash substitute is allowed. Hino Trucks dealer personnel winning prizes totaling \$600 or more must file with contest officials the information necessary to complete a W-9 form for tax purposes. Prize recipients are responsible for paying all applicable taxes. Hino Motors Sales USA Inc., & their agents are not responsible for any claims arising from the awarding of travel & merchandise with this promotion. Program parameters are subject to change without notice at any time. View HinoNet.net, parts tab for monthly update details.



* AWARDS SELECTION *

The top point earner in each category per district will choose from these valuable prizes.

1st Place: Total Sales Competition

1. **"Sunsational" Punta Cana!** Settle in to the beautiful beaches & warm crystal waters for four nights/five days at an all-inclusive beach resort as you savor the tropical Caribbean character & charm of the Dominican Republic.
2. **Decidedly DC!** Washington DC is at the center of it all! Experience four nights/five days exploring the fascinating museums, memorials & spectacular monuments!
3. **Golf Vegas Style!** Experience a fabulous Four Night/Five Day golf & gaming extravaganza in the city where the fun never stops.
4. **Ship Ahoy!** Pamper yourself in sun filled days & warm tropical nights welcome you to an extravagant seven night/eight day Caribbean Cruise.
5. **Universal Orlando Resort!** Four night/five day family travel award for four to the Universal theme parks in Orlando, Florida is one your family is sure to remember. Harry Potter, E.T., Shrek, Transformers, Spider-Man & much, much more!
6. **Hit the Slopes!** Gear up for some big mountain action with an awesome four night/five day family ski vacation for four to the Vail Valley area, the ultimate Colorado ski resort.
7. **Maui No Ka Oi. Maui is the best!** Say Aloha to paradise in the beautiful blue Pacific with an island escape to Maui. There's plenty of magic to be found on this unforgettable Hawaiian island.

2nd Place: Total Sales Competition

- **\$500 in Hino Loyalty Reward Points**

1st Place: Performance To Plan

1. **Five Days/Four Nights Deluxe Hyatt Hotels & Resorts hotel stay!** Let Hyatt be the centerpiece of your city or resort getaway. Drive-to vacation that allows you to choose from one of over 350 far-reaching destinations from sea to shining sea & indulge in a luxurious experience with select Hyatt Hotels & Resorts
2. **Royal Caribbean International 3-4 Night Bahamas Cruise Certificate!** Winner provides own transportation to either Port Canaveral or Miami, Florida for a terrific cruise getaway with non-stop entertainment, sightseeing opportunities & epic cuisine.
3. **1,500 Added Rewards Loyalty Points!** Shop from 1000's of exciting merchandise awards such as jewelry, luggage, watches, BBQ's, fitness equipment, house wares, electronics & more! Plus travel options, sports & event tickets as well as lifestyle certificates to further your skills & hobbies.

2nd Place: Performance to Plan

- **\$250 in Hino Loyalty Reward Points**

Rules & Regulations: Travel award for two persons unless otherwise indicated. Minimum five days/maximum eight days duration. Holiday travel excluded. Seasonality, mode of transport, airline departure gateway, & other restrictions may apply. No cash value. Includes round-trip transportation to destination, hotel accommodations & other inclusions as indicated. Destination selection and booking must be finalized by August 31, 2016 and travel completed by March 31, 2017. Quest for the Cup contest is open to all U.S. Hino Trucks dealerships as of April 1, 2015. Winning dealers must be in good financial standing with Hino Trucks. Enrollment is automatic with qualifying purchases of All-Makes parts, & HinoStyle accessories through March 2016. Dealer awards will be based on the total qualifying invoiced dollars/points tallied from April 1, 2015 through March 31, 2016. Ranking of Hino Trucks dealerships for award levels are based on a \$1 spent = 1 point basis. All Hino Trucks points-based competition winners will receive travel rewards or merchandise indicated, no cash substitute is allowed. Hino Trucks dealer personnel winning prizes totaling \$600 or more must file with contest officials the information necessary to complete a W-9 form for tax purposes. Prize recipients are responsible for paying all applicable taxes. Hino Motors Sales USA Inc., & their agents are not responsible for any claims arising from the awarding of travel & merchandise with this promotion. Program parameters are subject to change without notice at any time. View HinoNet.net, parts tab for monthly update details.



* Added Rewards 2015 *

“Added Rewards” continues to go bigger and better in 2015! This program is meant to provide incentive to the dealer sales team to obtain product knowledge of each suppliers products to enhance dealership sales overall.

What are Added Rewards “[Loyalty Rewards Points](#)”?

[Loyalty Rewards Points](#) can be used to purchase a wide variety of products (such as stereos, cameras, washers & dryers, TV’s, boats, gift cards, travel packages to 100’s of destinations, etc.) through HinoNet.net’s “Parts”, “Promotions”, “Loyalty Reward Center”. [Loyalty Rewards Points](#) will be credited to Hino Dealers account quarterly, based on All-Makes and Accessories purchases made in the prior quarter. Dealers are eligible to receive a percentage rate of return for purchases made within each quarter. See the following dealer sign-up form for a listing of participating suppliers & their percentage back.

Dealer Qualification Parameters

A dealer must be at 100%+ of their year-to-date Quest for the Cup objective at each quarter end to obtain that quarters [Loyalty Reward Points](#). A dealer who does not reach 100%+ of their All-Makes & Accessories goal will not qualify to bank their [Loyalty Rewards Points](#). All-Makes goals are set for each dealer based on various factors such as:

- Dealer performance in the prior fiscal year
- Market potential
- Market growth
- Product line potential
- Expected product line growth

Supplier Additions to the Program

New suppliers may add to this program monthly. Be sure to review the website often so you are aware of the participating suppliers. Consider giving these suppliers your business for their participation in this program. This program is a suppliers way of saying **thank you** for being a Loyal Customer!

* Visit the “Loyalty Rewards Center” tab to use your accumulated points.



Added Rewards

2015

Dealership Loyalty Reward Point Redemption Authorization Form

Dealership Full Name:	Hino Dealer Code:
Your Full Name:	
Your Email Address:	
Phone Number:	

Please specify who at your dealership should have authorization to redeem quarterly earned points.

Full Name:	HinoNet User ID:
Your Signature:	

To sign up or to change who is able to redeem points, simply fill in this form & return it to parts@hino.com.
If you have signed up in a prior year, there is **no need** to re-sign up. Only one person per dealership is able to redeem points.

Participating All-Makes Suppliers!	Hino Dealer 2015 Earning Rates			
	Jan. 1 - Mar. 31	Apr. 1 - June 30	July 1 - Sep. 30	Oct. 1 - Dec. 31
Accuride Wheel	1.0%	1.0%	1.0%	1.0%
Alcoa Wheels			3.0%	3.0%
BP Castrol	3.0%	3.0%	3.0%	3.0%
Buck Knives		2.5%	2.5%	
CVG - Bostrom Seating - Moto Mirror - Serta Mattresses - Sprague Wiper Motors & SlideBar	2.5%	2.5%	2.5%	2.5%
CVG - National Seating	2.5%	2.5%	2.5%	2.5%
Delco Remy	1.5%	1.5%	1.5%	1.5%
Denso	1.0%	1.0%	1.0%	1.0%
Donaldson	2.0%	2.0%	2.0%	2.0%
Gunite Branded Products	1.0%	1.0%	1.0%	1.0%
Hendrickson Truck Suspension	3.0%	3.0%	3.0%	3.0%
Hino Trucks Accessories	2.5%	2.5%	2.5%	2.5%
Mascot Reman (Transmissions, Diffs, Steering Gears)	1.0%	1.0%	1.0%	1.0%
Meritor / Meritor WABCO	0.5%	1.0%	1.5%	2.0%
Neo-Brake	3.0%	3.0%	3.0%	3.0%
NTN Bower	1.5%	1.5%	1.5%	1.5%
Pana-Pacific	2.0%	2.0%	2.0%	2.0%
Phoenix USA Inc.	1.0%	1.0%	1.0%	1.0%
Quality Fleet Products (QFP)	1.0%	1.0%	1.0%	1.0%
DEF 2.5 Gal. Jugs	1.0%	1.0%	1.0%	1.0%
Sears Seats	2.0%	2.0%	2.0%	2.0%
Shell Oil	2.5%	2.5%	2.5%	2.5%
SKF (Chicago Rawhide)	1.0%	1.0%	1.0%	1.0%
Velvac	1.0%	1.0%	1.0%	1.0%
Webb Wheel - Excluding (66864B, 66864B20, H1VD, H1VB, 66864F, 66864F20, H1VF, 66864F20, H1VD-B420)	2% Excludes Value Line	2% Excludes Value Line	2% Excludes Value Line	2% Excludes Value Line
Webb Wheel - Vortex Drums	5% Back on Vortex Drums	5% Back on Vortex Drums	5% Back on Vortex Drums	5% Back on Vortex Drums
WEXCO - AUTOTEX Wipers / Wiper Motors	2.5%	2.5%	2.5%	2.5%

2015 Added Rewards Points are earned for purchases in the following suppliers All-Makes & Accessory programs at the rates shown above. Funds will be added to dealer accounts quarterly only for those dealers who reach their quarterly All-Makes & Accessories goal (combined). Review the Quest for the Cup & Added Rewards Website for full program details.
Sign into HinoNet.net, click Parts, Promotions, then Quest for the Cup or Added Rewards.

Suppliers may sign up at any time to participate in this unique program.
This document may be refreshed weekly with newly added suppliers & updated information. Check the website often!

This promotion is subject to change at any time without notice.
Hino Trucks, 41180 Bridge St., Novi, MI 48375 / (248) 699-9300 / Parts@hino.com / www.hino.com