

March 28, 2018

Dear DTNA Dealer and Distributor Network Partners,

DTNA is pleased to announce a change in the policy support for aftertreatment one boxes. The following provides you with a summary of the details of this support.

Effective April 9, 2018, DTNA will begin subsidizing policy one boxes in order to provide substantial savings to our mutual customers under specified policy / goodwill support. Consideration for policy/goodwill support will be extended to EPA10, GHG14 and GHG17 Freightliner and Western Star trucks up to 6 years / 700k miles for on-highway vehicles and 4 years / 300k miles for vocational vehicles. In addition, used trucks purchased from DTNA will also be considered for up to 1 year / 100k miles post purchase. Policy consideration will be based on a series of factors, including maintenance practices, extended coverage, etc.

Subsidized one boxes used for policy/goodwill purposes will have a unique part number identifier, and can be ordered from the DTNA Parts Distribution Centers. Initial stocking levels of the policy one boxes are limited to 2 per dealer location. One boxes designated with the policy part number must only be used for policy support purposes and are not to be used for retail or warranty transactions. The Dealer Net and Pinnacle price for these subsidized policy one boxes is set per the below pricing table at initiation of the program, and may change based on DTNA discretion.

All attempts will be made for policy/goodwill consideration to be applied consistently across the network. Please note that one box policy/goodwill support will still be addressed on a case-by-case basis through our District and Fleet Service Managers, who will review and authorize use of a reduced cost policy one box and determine amount of policy support. Depending on mileage and maintenance practices, replacement DPFs may be required with the new one box. If the DPFs require replacement, the repairing location will provide Detroit reman DPFs to the customer at Dealer Net plus 10 percent handling. All policy one box transactions must have a policy claim filed that includes a \$100 handling fee and record of the new one box serial number, which applies both when a policy one box is provided to the customer at no charge and when sold to the customer at a reduced customer price.

The above actions will provide substantial benefit in support of our mutual customers, and we look forward to your cooperation. Clarification questions should be directed to your respective District or Fleet Service Manager.

Lastly, DTNA reserves the right to terminate this program or revise prices upon 10 days notice.

Sincerely,

Paul Romanaggi
General Manager Central Service