

WIN A 5 DAY CARIBBEAN VACATION!



QUEST FOR THE CUP PROGRAM OVERVIEW AND AWARDS

PROGRAM PERIOD 2016



A Toyota Group Company

DISTRIBUTION: Dealer Principals, Part Managers, General Managers

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PROGRAM START & END DATES: April 01, 2016 to March 31, 2017

SUBJECT: Quest for the Cup & Added Rewards | PA-2015-035

2016 PROGRAM OVERVIEW



For 2016, Hino will continue the 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 prizes on the “Awards Selection” page.

COMPETITION STARTS APRIL 1, 2016 & ENDS MARCH 31, 2017

TWO WAYS TO WIN!

SALES

TOTAL SALES COMPETITION

2016 includes a 1st place prize and 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, 2016 to qualify for the competition

PERFORMANCE

PERFORMANCE TO PLAN COMPETITION

2016 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 2016 All-Makes & Accessories goals
- 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 1, 2016 to qualify

ENTERING IS EASY

- Simply purchase All-Makes parts & HinoStyle Accessories from Hino Trucks
- Check your standings now at www.HinoNet.net > Parts tab > Promotions tab > Quest for the Cup
- View the “Awards Selection” document for additional program details.

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, 2017 and travel completed by March 31, 2018. Quest for the Cup contest is open to all U.S. Hino Trucks dealerships as of April 1, 2016. Winning dealers must be in good financial standing with Hino Trucks. Enrollments automatic with qualifying purchases of All-Makes parts, & HinoStyle accessories through March 2017. Dealer awards will be based on the total qualifying invoiced dollars/points tallied from April 1, 2016 through March 31, 2017. 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.



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2016 PROGRAM OVERVIEW



AWARDS SELECTION

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

1ST PLACE TOTAL SALES COMPETITION

- ❑ **Majestic Riviera Maya!** Enjoy the sugar sand beaches, swaying palms and sparkling turquoise waters for four nights/five days as you relish the Caribbean flavors and tropical tranquility of the beautiful Mexican Riviera Maya at an all-inclusive beach resort.
- ❑ **Sensational San Diego!** Thriving San Diego offers many exciting options for activities, dining and cultural attractions. Experience four nights/five days exploring this fascinating city known for its famously beautiful weather.
- ❑ **Palm Springs Getaway!** Swing into action with a fabulous four night/five day golf holiday in this colorful, sun drenched desert oasis vacation destination nestled at the base of the majestic San Jacinto Mountains.
- ❑ **Alaskan Adventure Awaits!** Cruise the spectacular Alaskan coast and marvel in awe and wonder at the incredible scenery and wildlife on a magnificent seven night/eight day Alaskan Cruise.
- ❑ **Magic Memories!** Four night/five day family travel award for four to the Walt Disney World Resort in Orlando is one your family is sure to treasure. Classic Magic Kingdom, Epcot, Disney's Hollywood Studios, Animal Kingdom plus Avatar and the all-new Star Wars: A Galactic Spectacular and more!
- ❑ **Park City Powder!** Great Utah mountain fun with a terrific four night/five day family ski vacation for four to the Park City area, America's largest winter sports center.
- ❑ **Hawaiian Memories!** Oahu means the gathering place and dynamic Honolulu is at its exciting heart. Savor the tropical splendors of Waikiki, Diamond Head and memorable Pearl Harbor in enchanting Honolulu.

**2ND PLACE
TOTAL SALES COMPETITION**
\$500 in Hino Loyalty Reward Points

1ST PLACE PERFORMANCE TO PLAN COMPETITION

- ❑ **Five Days/Four Nights Deluxe Hyatt Hotels & Resorts!** 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 and indulge in a luxurious experience with select Hyatt Hotels & Resorts
- ❑ **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 and epic cuisine.
- ❑ **1,500 Added Rewards Loyalty Points.** Shop from 1000's of exciting merchandise awards such as TV's, jewelry, luggage, watches, BBQ's, fitness equipment, house wares, electronics, golf, hunting & fishing equipment and much more! Plus travel options, sports and event tickets as well as lifestyle certificates to further your skills and hobbies.

**2ND PLACE
PERFORMANCE TO PLAN COMPETITION**
\$250 in Hino Loyalty Reward Points



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CLAIM YOUR REWARD



ADDED REWARDS



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2016 PROGRAM GUIDELINES





ADDED REWARDS 2016

Added Rewards continues to go bigger and better in 2016!

Providing incentives to the dealership parts sales team can help them sell more parts! Incentivizing sales people to obtain product knowledge to help enhance dealership parts sales overall. "The more you sell the more you earn!"

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 & much more!
- ✓ See HinoNet.net, "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

* Only one person at each Hino dealer code may redeem points for the dealership.

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.



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 2016 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	2.0%	2.0%	2.0%	2.0%
Auto Tex	2.5%	2.5%	2.5%	2.5%
Av-Tekk	1.0%	1.0%	1.0%	1.0%
BP Castrol	3.0%	3.0%	3.0%	3.0%
Buck Knives		2.5%	2.5%	TBA
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%
Clarion	2.0%	2.0%	2.0%	2.0%
ConMet				2.0%
Dana Spicer				2.0%
Delco Remy	1.5%	1.5%	1.5%	1.5%
Denso	1.0%	1.0%	1.0%	1.0%
Diesel USA	1.0%	1.0%	1.0%	1.0%
Donaldson	2.0%	2.0%	2.0%	2.0%
DuraFit CDTi		3.0%	3.0%	3.0%
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, Diff's, Steering Gears)	2.0%	2.0%	2.0%	2.0%
Maxion Wheels		1.0%	1.0%	1.0%
Meritor / Meritor WABCO	1.5%	1.5%	2.0%	2.0%
Metchro	10.0%	10.0%	10.0%	10.0%
Mitsubishi Electric Diamond Gard	-	-	-	1.0%
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 PN: 115375, 115375-B720, 115375-B1760	1.0%	1.0%	1.0%	1.0%
Sears Seats	3.0%	3.0%	3.0%	3.0%
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%	2%	2%	2%
Webb Wheel - Vortex Drums	Excludes Value Line 5% on Vortex Drums	Excludes Value Line 5% on Vortex Drums	Excludes Value Line 5% on Vortex Drums	Excludes Value Line 5% on Vortex Drums

2016 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!

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