

*Dennis R. Slagle*  
*President and CEO*  
*North American Trucks*



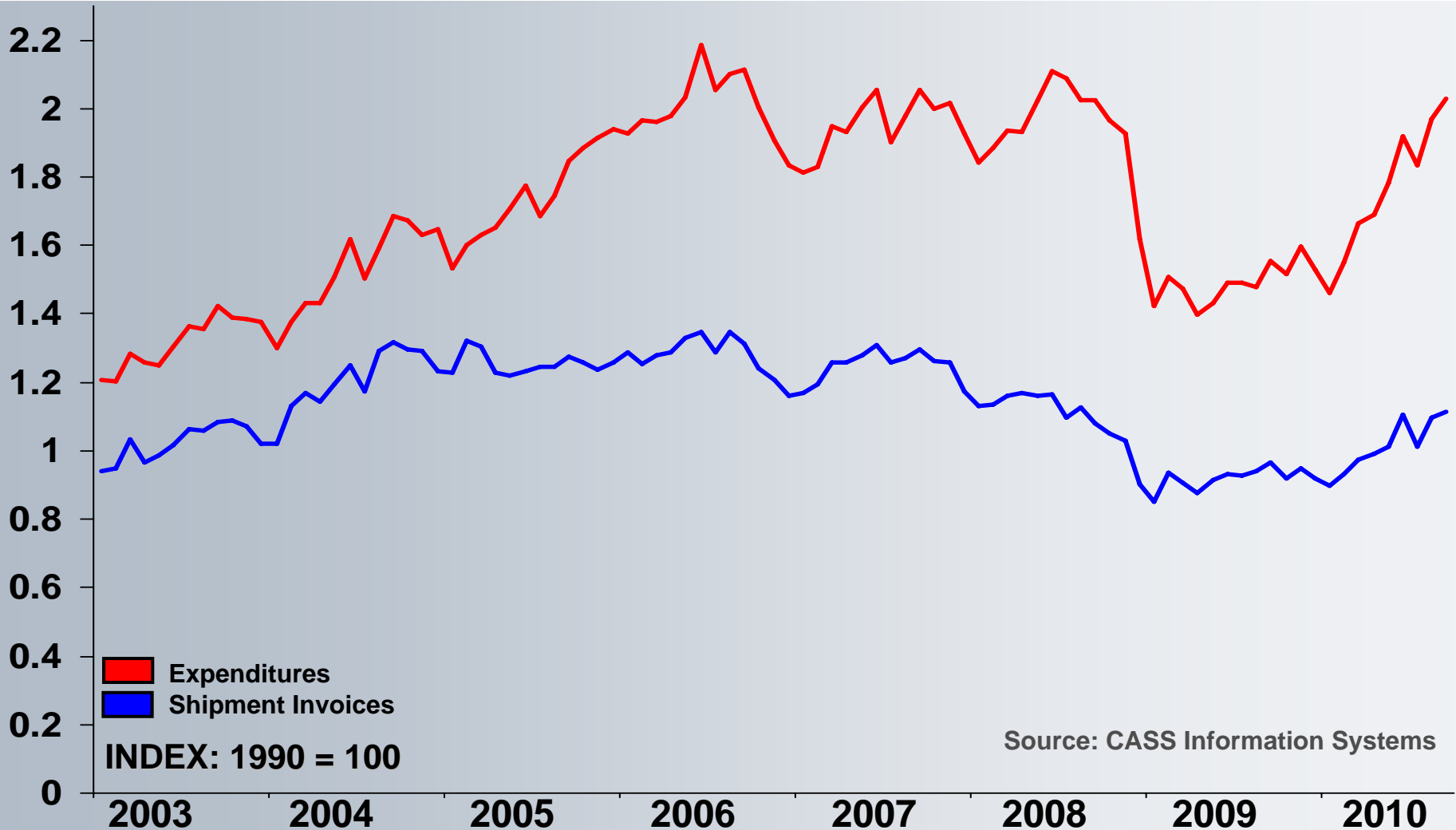
# 2010 North American Class 8 Market

- Up 20-30% (~140-150K trucks)
- Overall demand gradually rising off low levels
- Aging fleet (>8 years: oldest since deregulation)
- Strength in aftermarket and used trucks sales
- Competition pre-EPA2010 inventories appear depleted



# Freight Index – All Modes Rising

*Truck customers see rates strengthen*

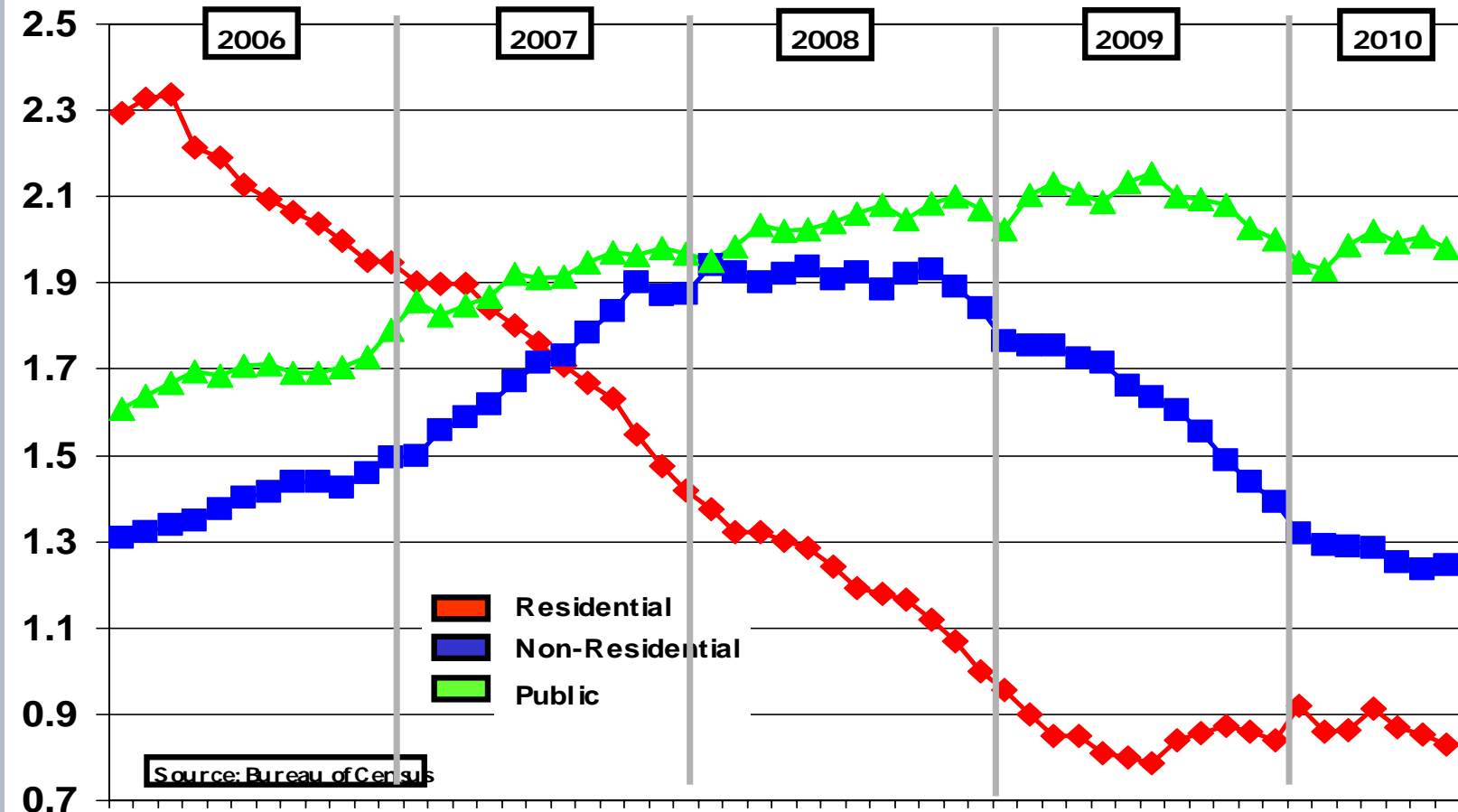


# Construction Flat at Low Levels

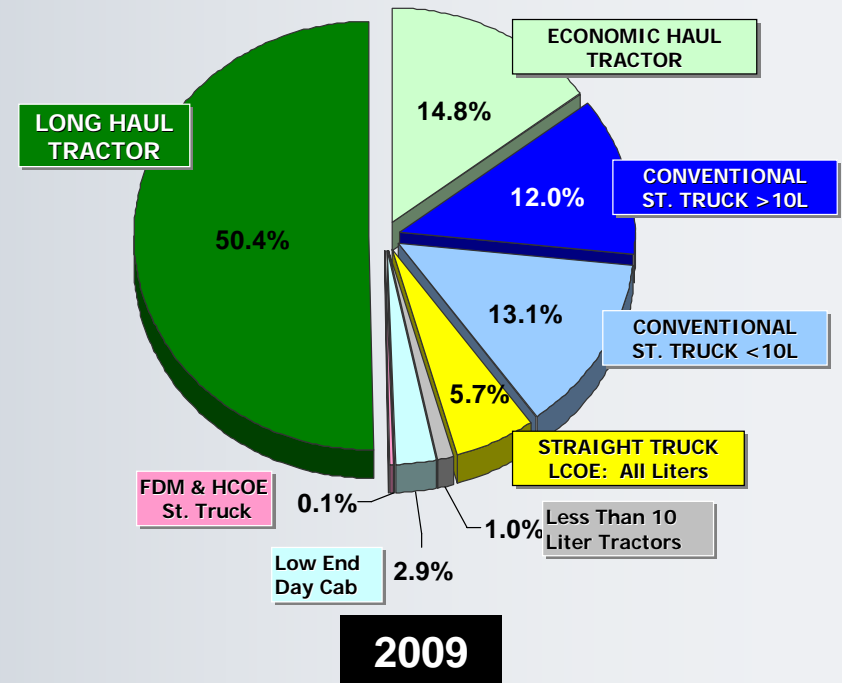
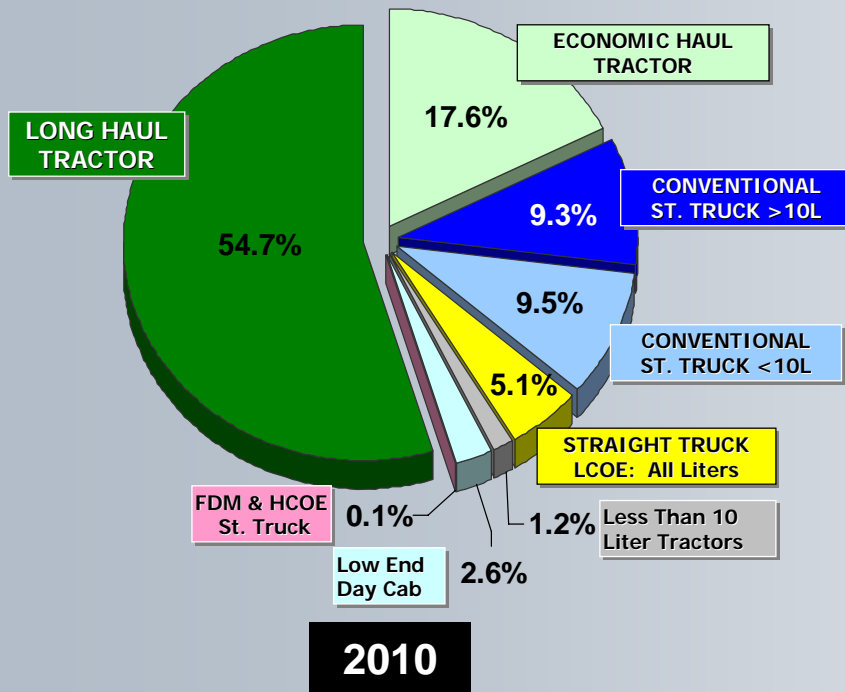


## Construction Spending

Index 1997 = 1.00



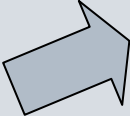
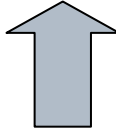
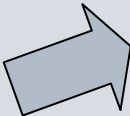
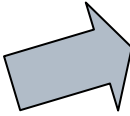
# U.S. Segments 08 Months 2010 vs. 2009



Source: R.L. Polk

# U.S. Class 8 New Truck Registrations

*Class 8 Manufacturing Groups YTD 8 Months – 2010*

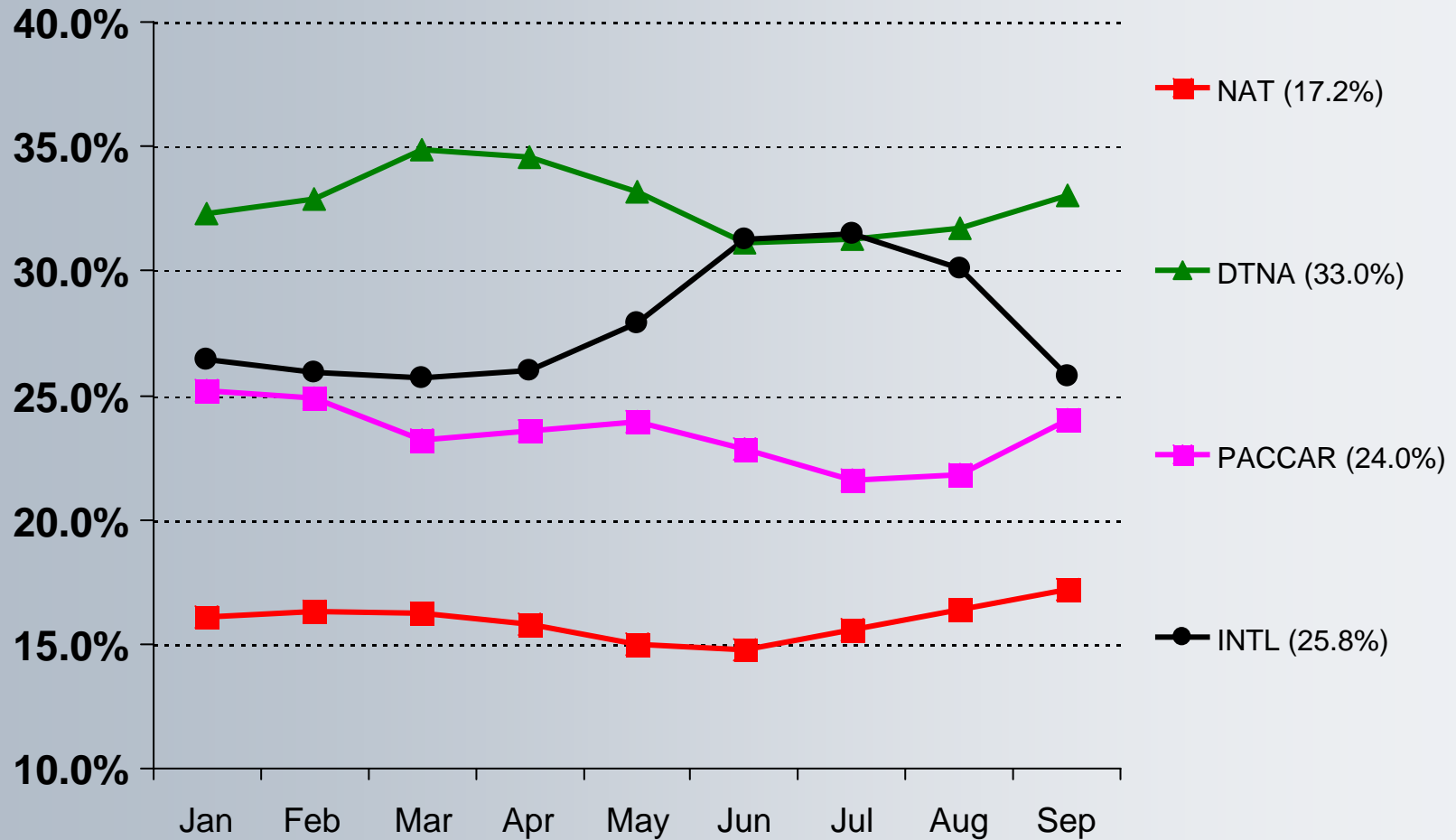
Segment	NAT Share	Trend	NAT Position
Conventional Straight Truck	25.3		#2
Straight Truck Low Cabover	51.6		#1
Economic Haul Tractor	26.2		#2
Long Haul Tractor	11.6		#3



Source: R.L. Polk Company

# Retail Market Share U.S. and Canada 2010

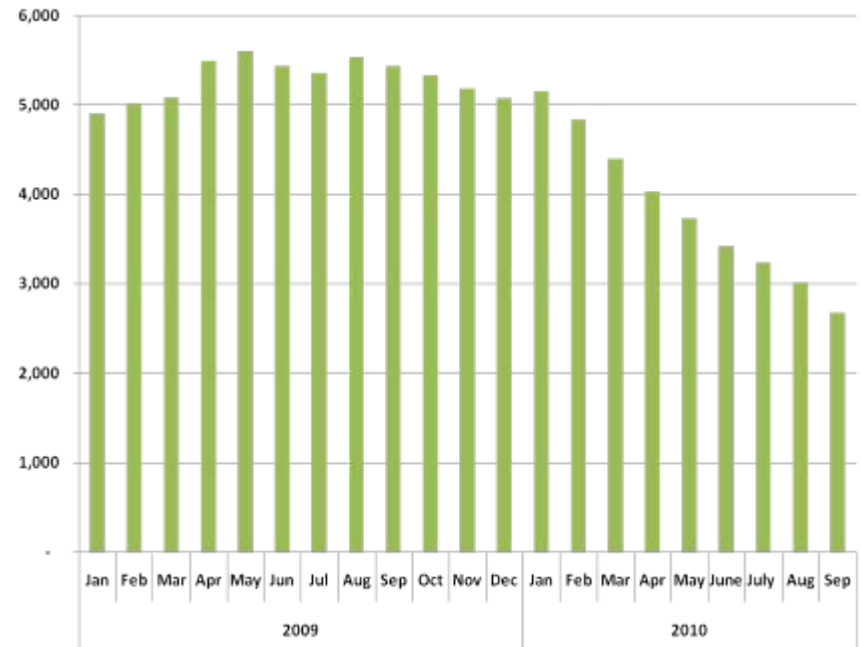
## *Rolling Three Month Average*



# Used Trucks

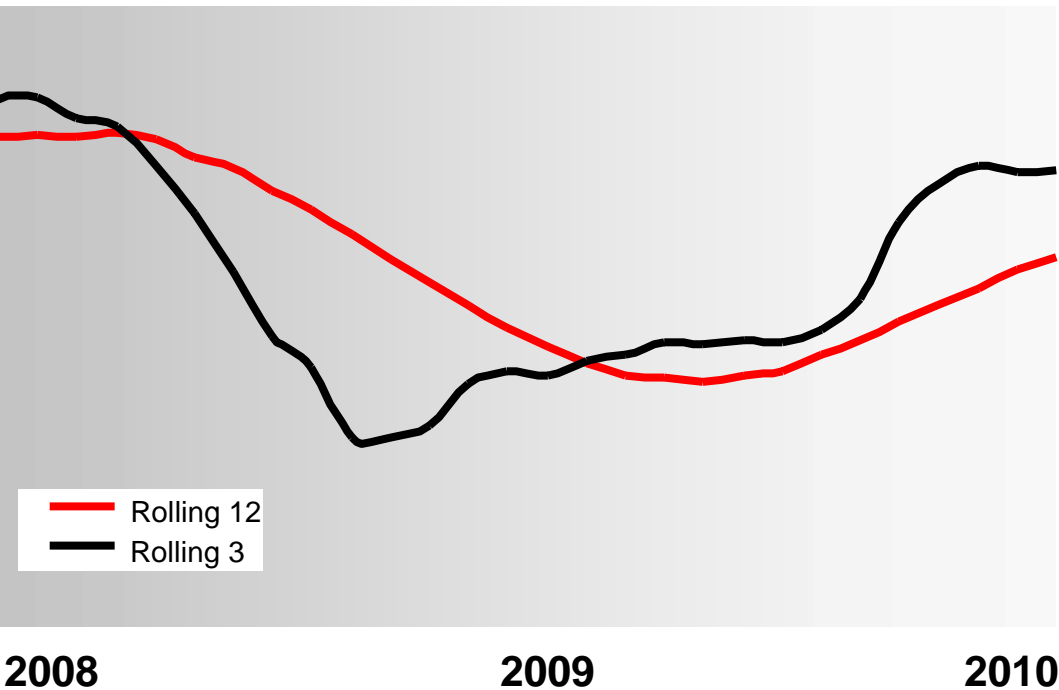
- Inventory down 47% from Dec 2009 level
- Year to date sales up 49% year over year
- Price environment improving

Used Truck Inventory Units  
Arrow & NAT Combined





# NAT Parts



- NAT 2009 Sales per unit Best in Class
- Strong 2010 parts sales growth
- Customer friendly Parts, Service and Sales systems rolled out
  - MVASIST™
  - MVSelect™
  - MVPREFERRED™

# Market Share Growth: Volvo Trucks North America

## Driving Success

Driver Productivity, Safety,  
Fuel Efficiency

- Showcase NRV
- EPA 2010 Performance
- Distribution Development
- Used/Residual Values
- Volvo Power and I-Shift
- Targeted Marketing and Price Realization



# Market Share Growth: Mack Trucks, Inc.



**Built Like a Mack Truck**  
Durability, Reliability,  
Application Excellence

- Re-energize Brand
- Expand Highway Business – *mDRIVE* Launch
- EPA 2010 Performance
- Protecting Vocational Leadership
- Alt Fuel and Hybrid Development

# Positioned To Seize Upturn

- Well accepted EPA 2010 solution
- Vertical Integration
- Leaner, more agile organization
- Strong product portfolio
- Showcase facilities
- Improving price environment
- Unique market opportunities

