

Capital Market Day

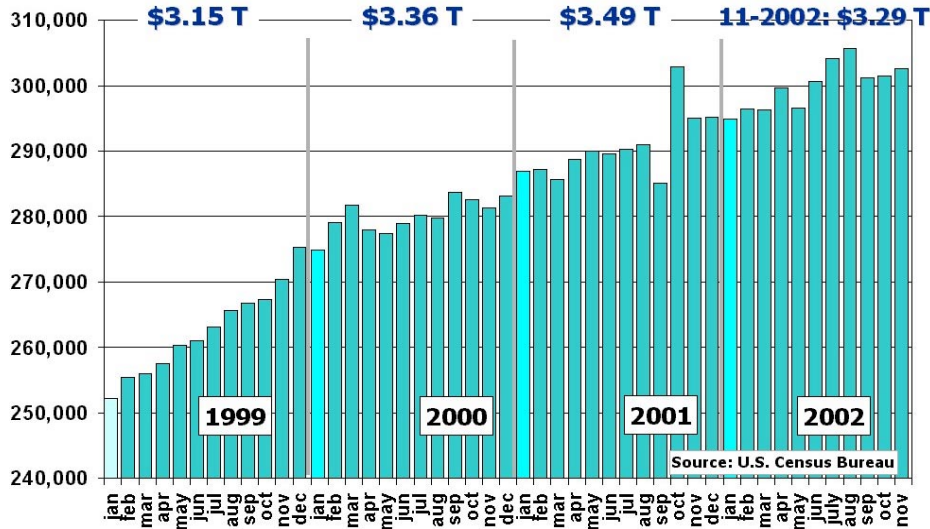
Paul Vikner
President & CEO
Mack Trucks, Inc



U.S. Highway Indicators

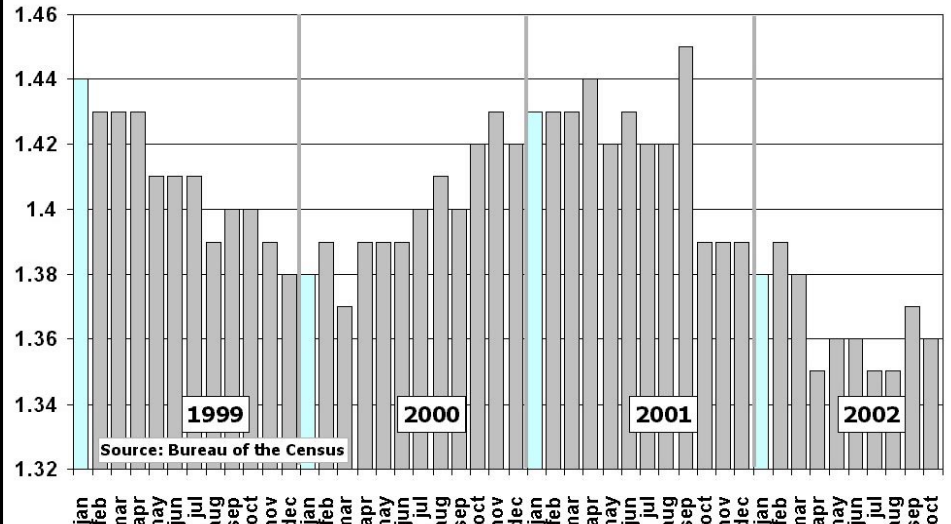
US Retail Sales

seasonally adjusted, millions of dollars



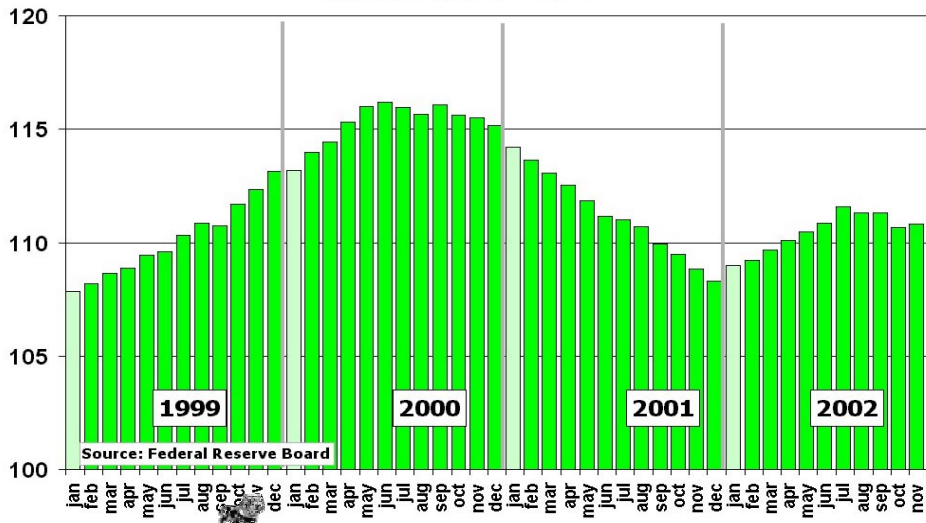
Inventory-to-Sales Ratio

current dollars



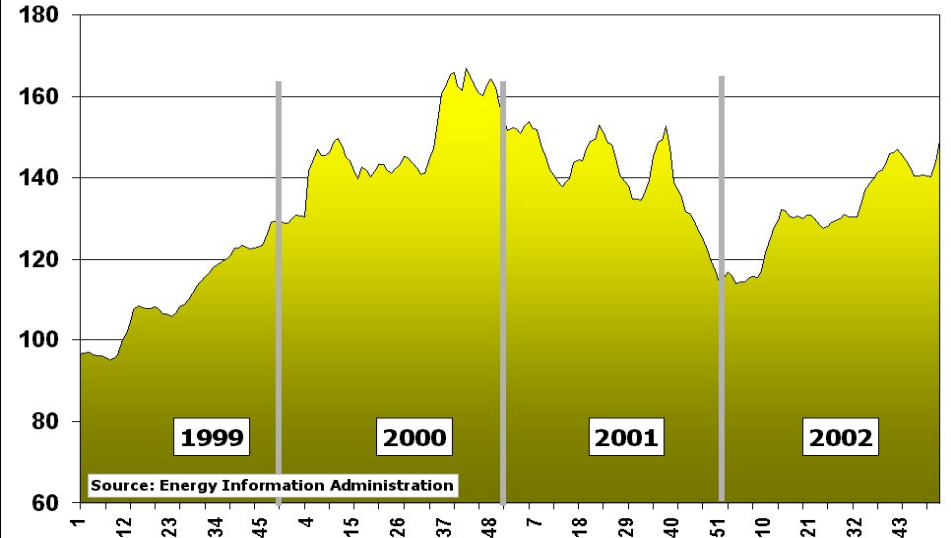
Industrial Production

Index 1997=100



Weekly Diesel Fuel Prices

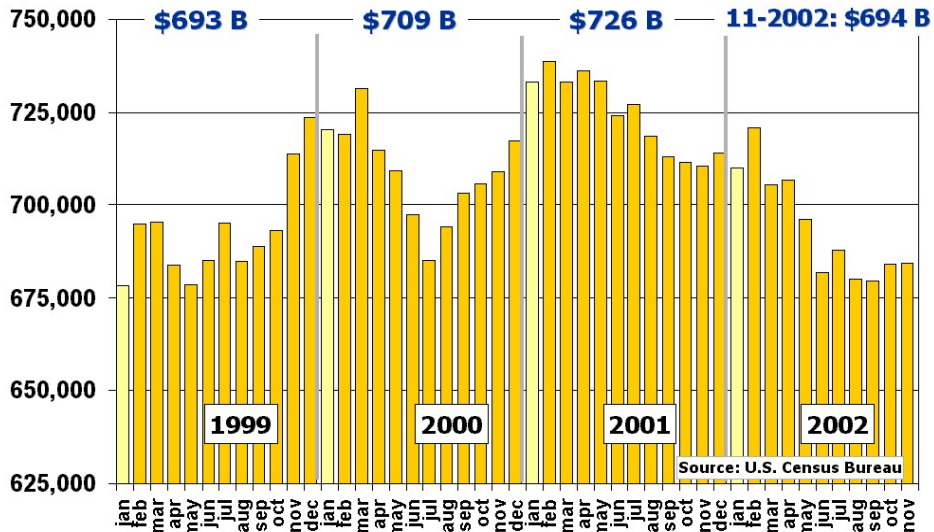
Cents Per Gallon



U.S. Construction Indicators

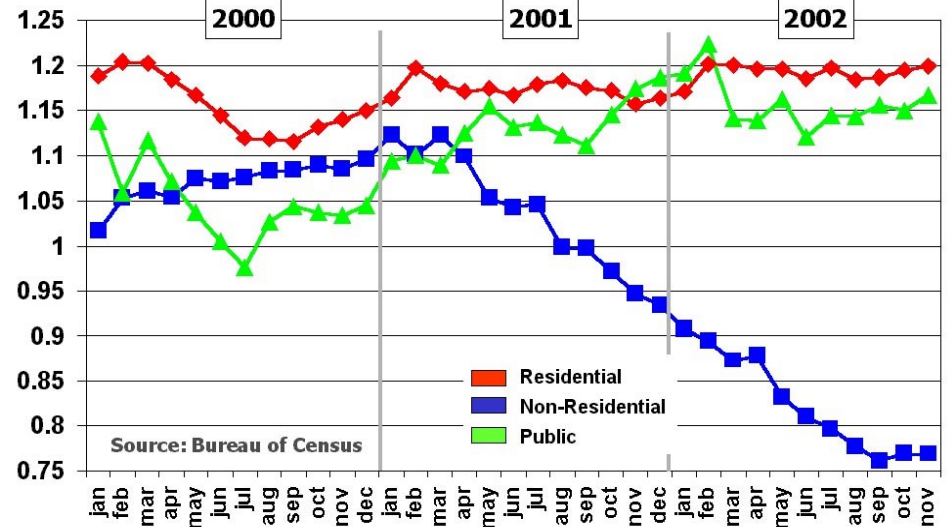
Construction Put-in-Place

seasonally adjusted annual rate
Millions 1996 Dollars



Construction Spending

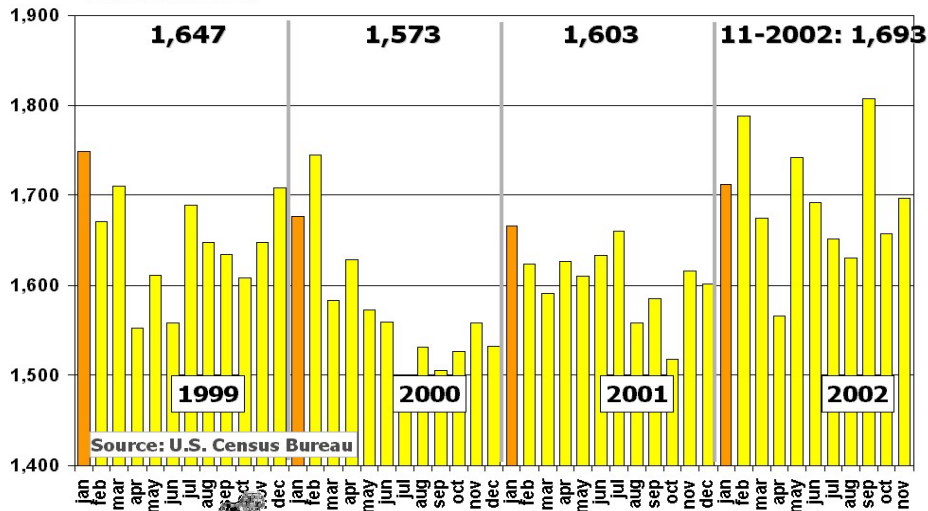
Index 1997=1.00



Housing Starts

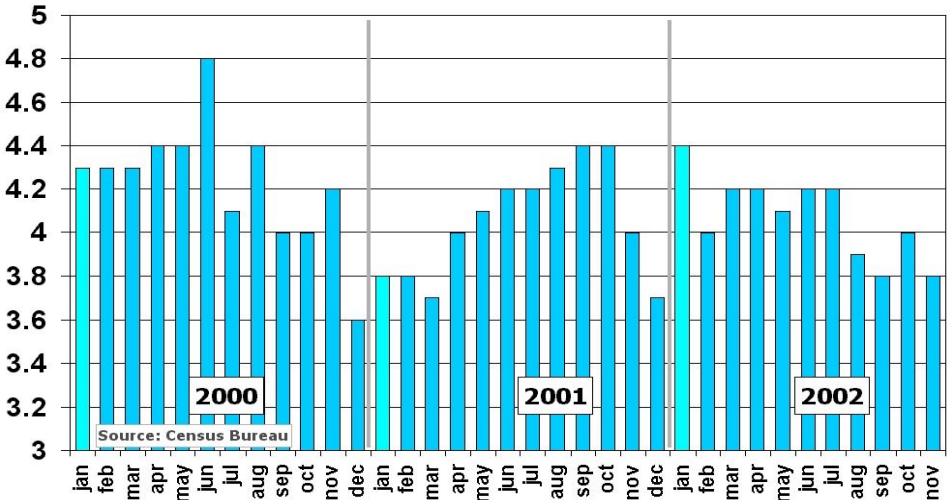
seasonally adjusted annual rate, (000)

thousands of units

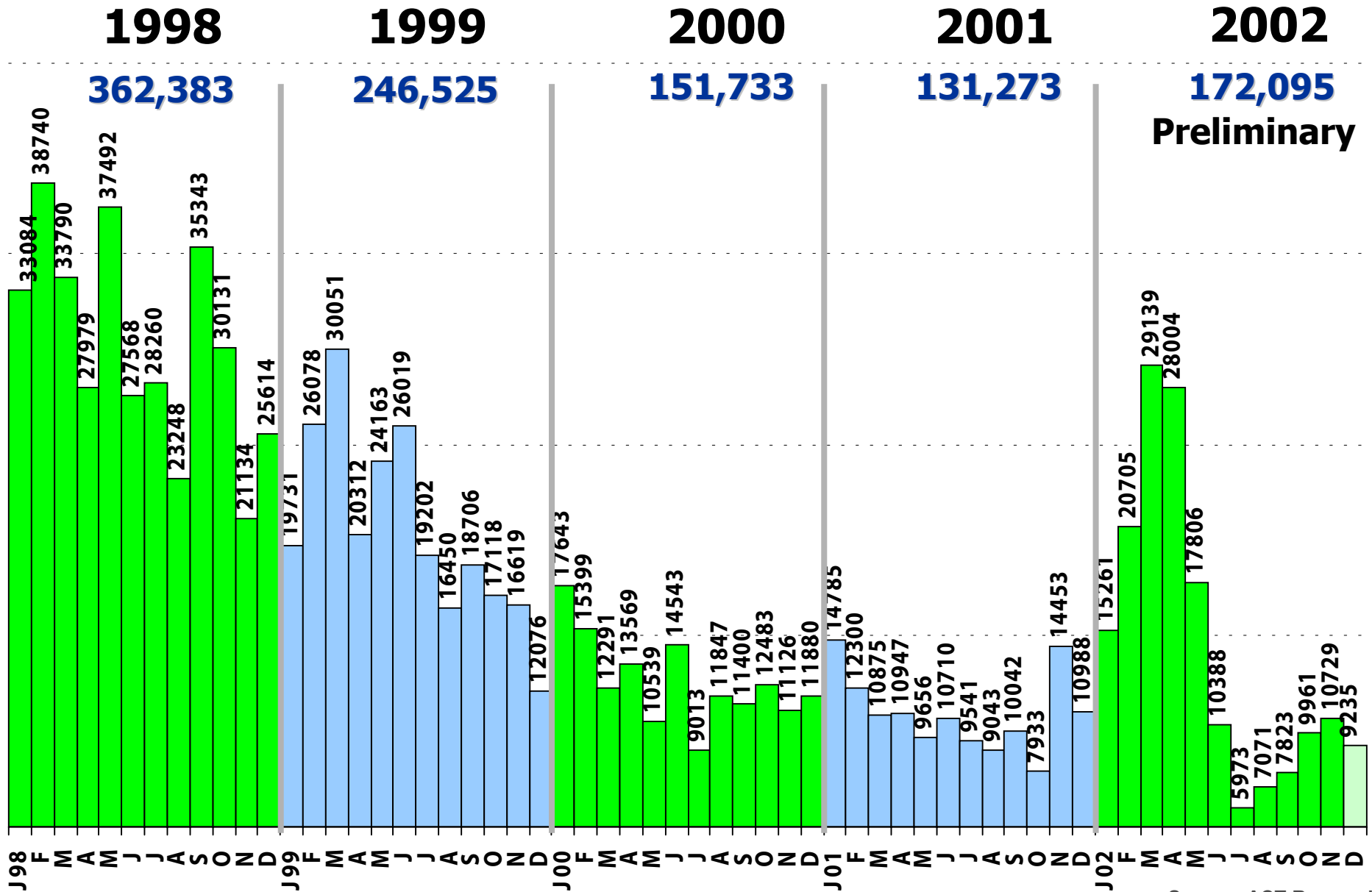


New Single Family Homes for Sales

Month's Supply



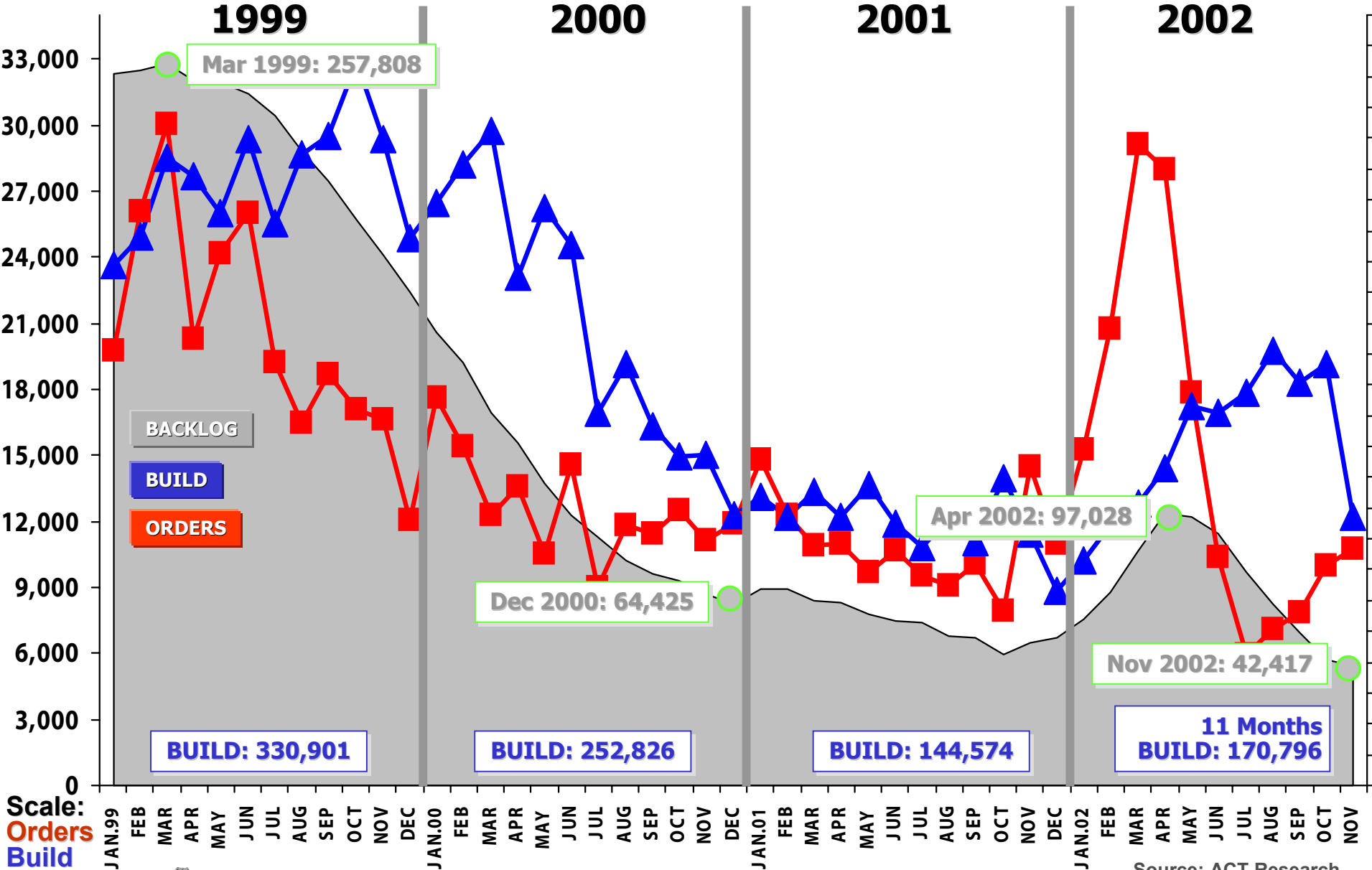
NORTH AMERICAN INDUSTRY NET ORDER INTAKE



Source: ACT Research



NORTH AMERICAN CLASS 8



Source: ACT Research

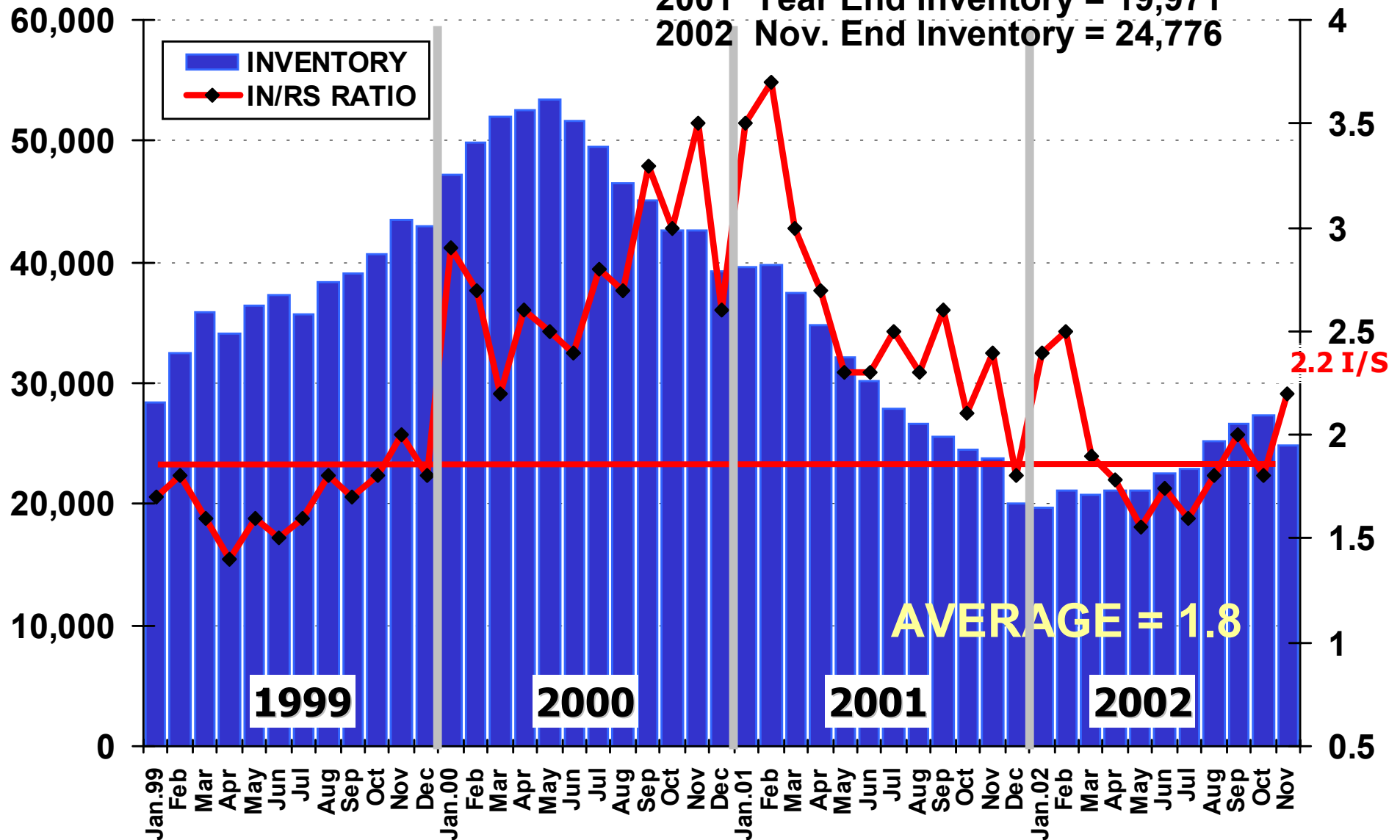


U.S CLASS 8 INDUSTRY INVENTORY

Jan. 1999 – Nov. 2002

2001 Year End Inventory = 19,971

2002 Nov. End Inventory = 24,776

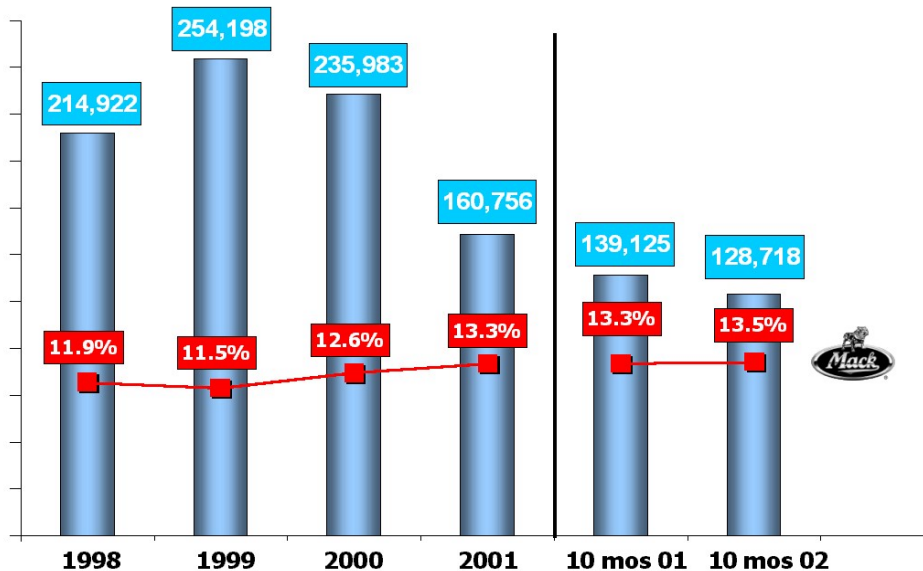


Source: ACT Research

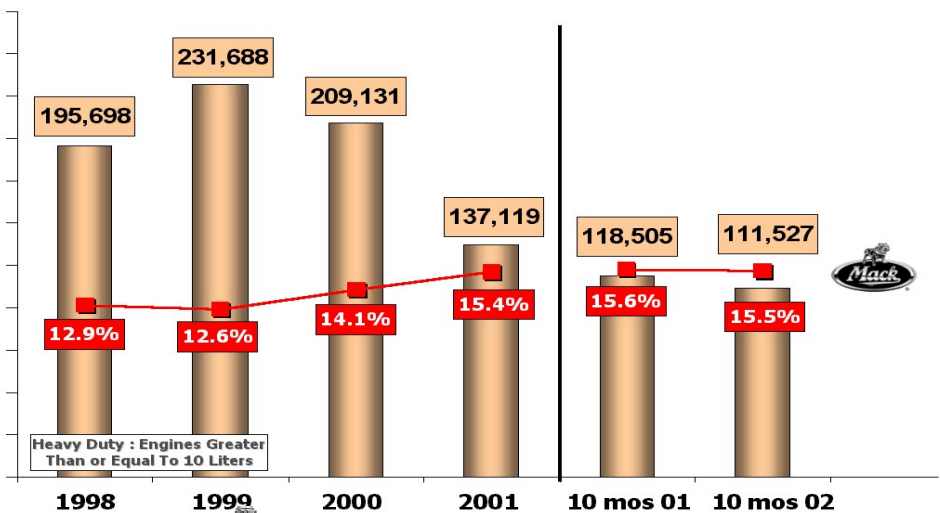


U.S. Market Analysis

U.S. Class 8 Registrations Total Market

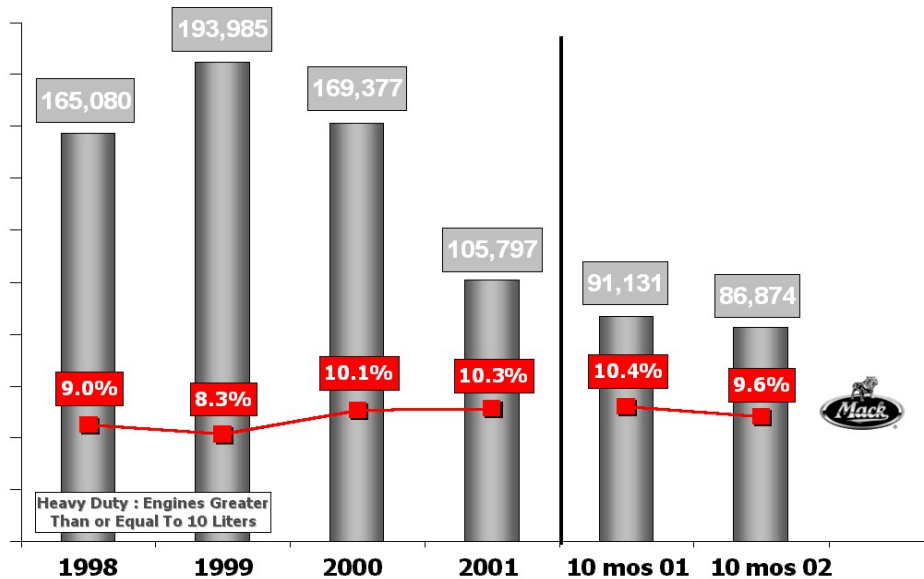


U.S. Class 8 Registrations Heavy Duty

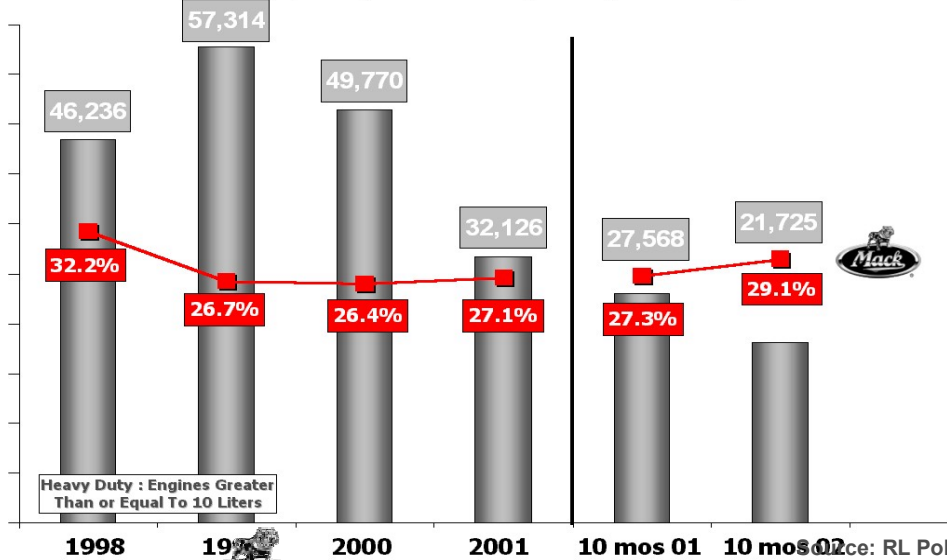


U.S. Market Analysis

U.S. Class 8 Registrations Heavy Duty Tractor

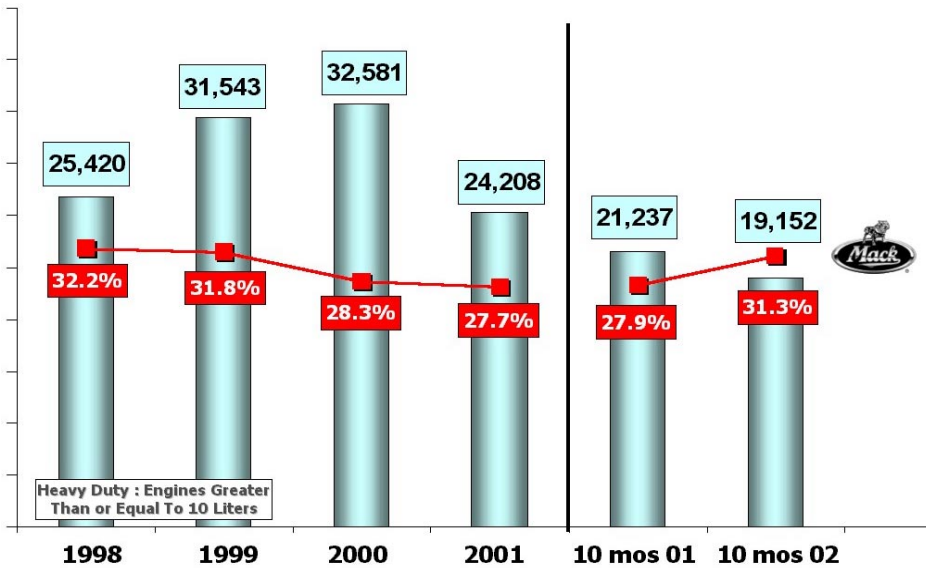


U.S. Class 8 Registrations Heavy Duty Tractor Day Cab (Estimate)

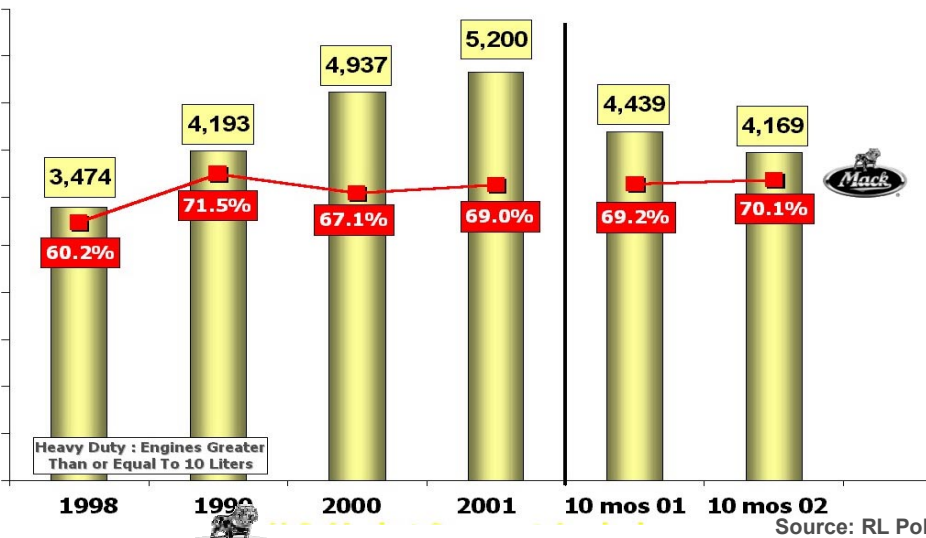


U.S. Market Analysis

**U.S. Class 8 Registrations
Heavy Duty Conventional Straight Truck**



**U.S. Class 8 Registrations
Heavy Duty Straight Truck LCOE**

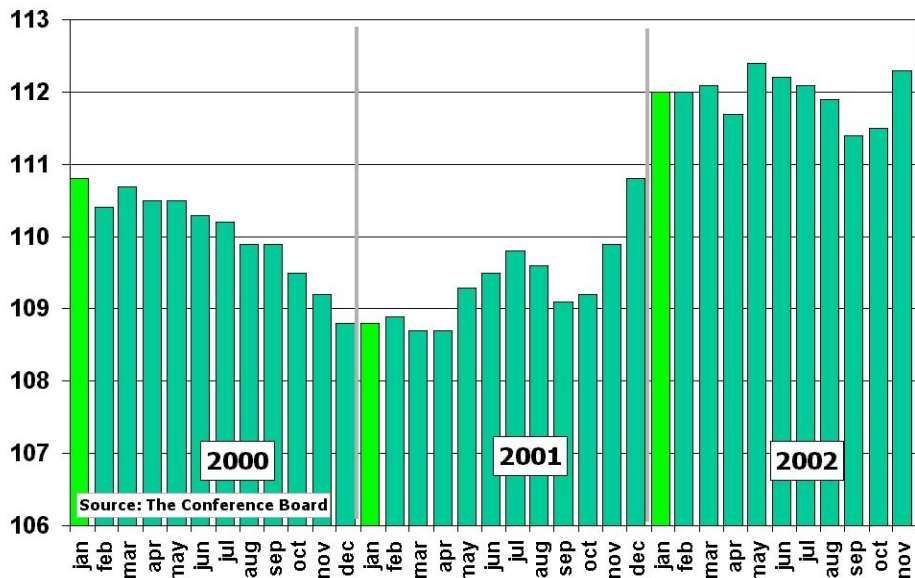


Source: RL Polk

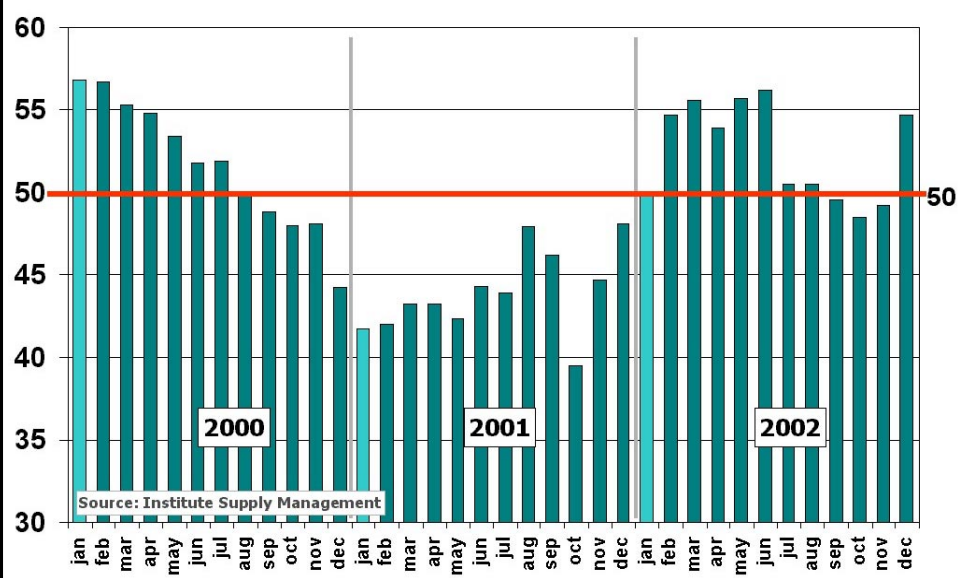


U.S. Economic Indicators

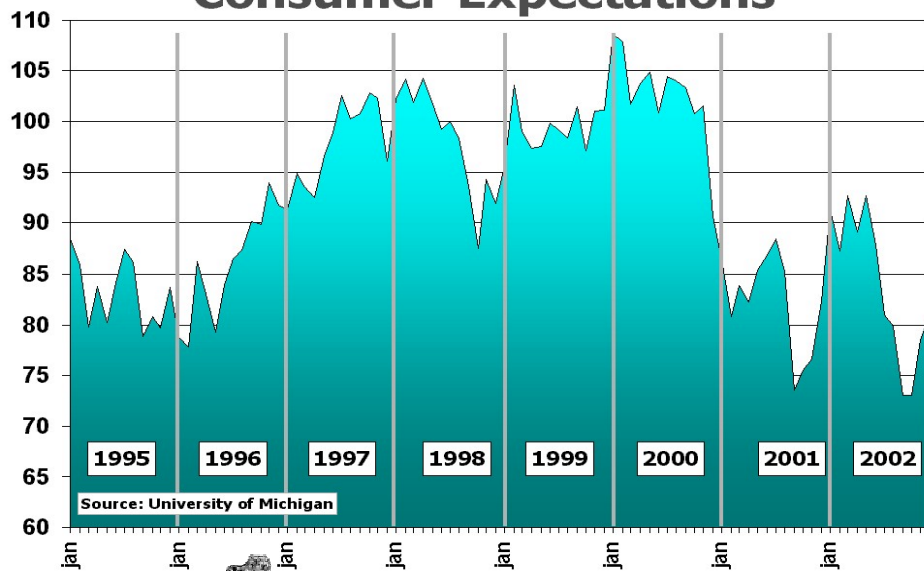
Leading Economic Indicators



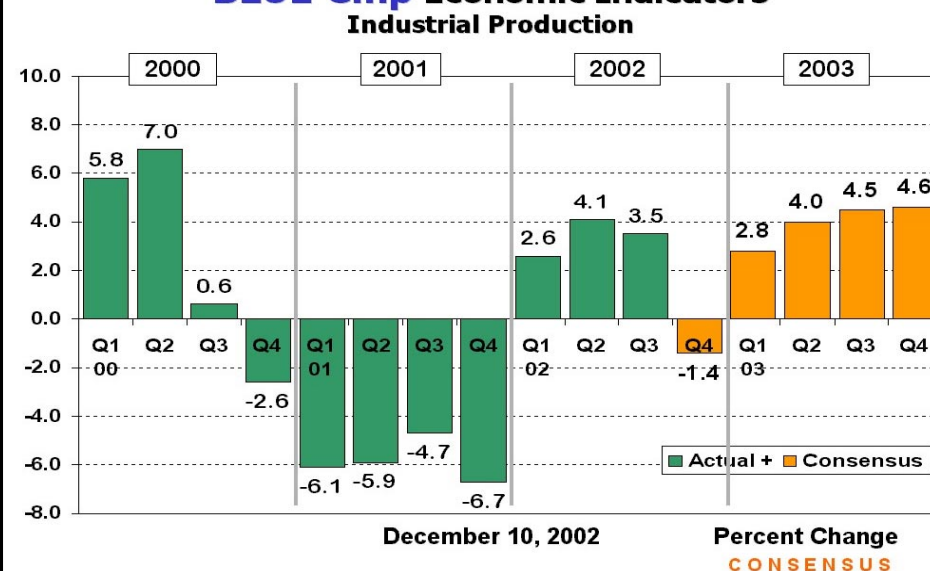
Purchasing Managers' Index



Consumer Expectations



BLUE Chip Economic Indicators



Ramp-up of MACK production in New River Valley



Winnsboro plant closed November 15



First pilot truck assembled at NRV plant December 2



Production ramp-up started December 9



50 trucks delivered from NRV plant before December 31



Ramp-up will be finished by mid-January



**First "Green OK" MACK truck at NRV
December 16, 2002**