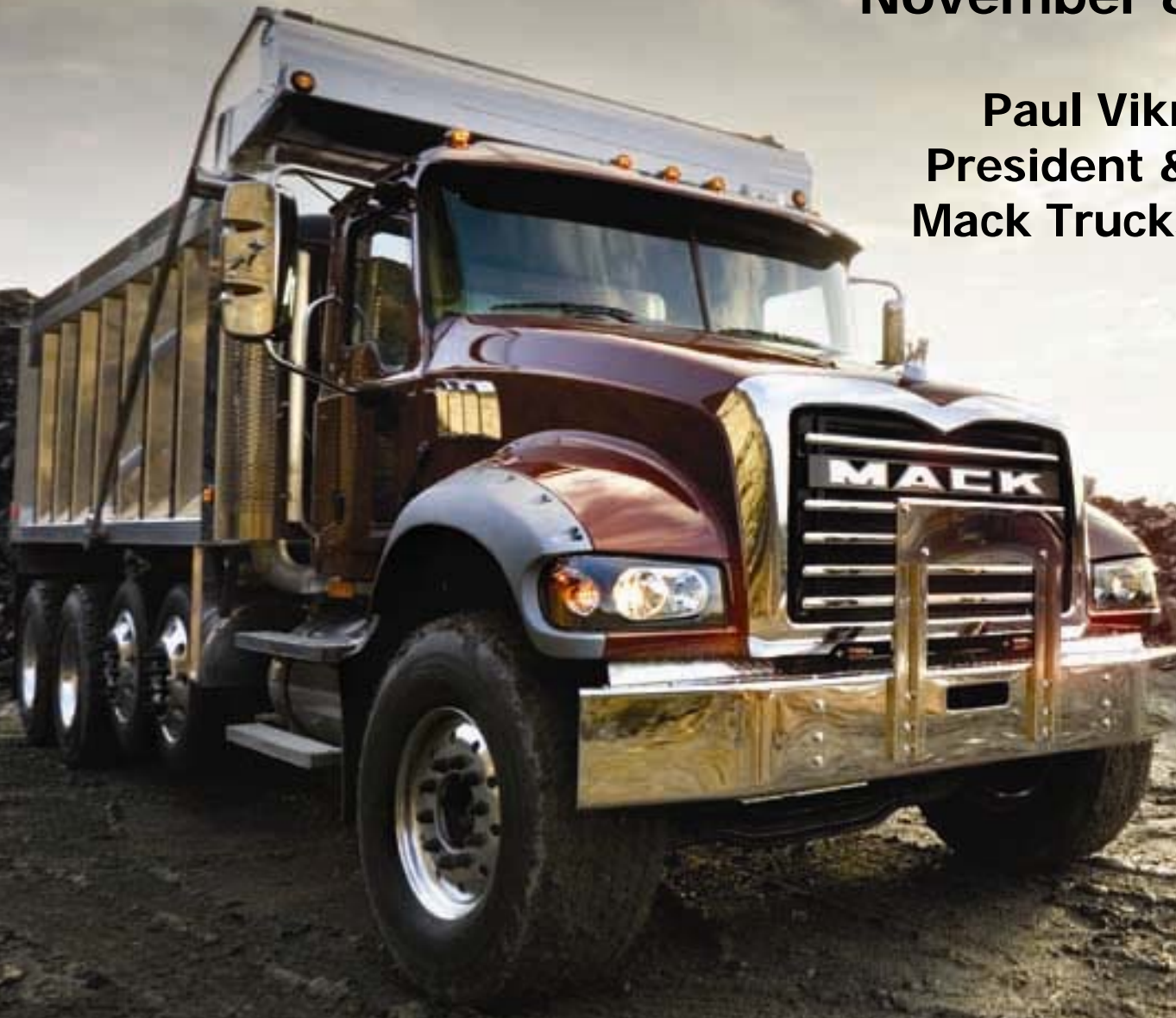


**New York
November 8, 2006**

**Paul Vikner
President & CEO
Mack Trucks, Inc.**





Agenda

**Trucking Environment –
Economic Indicators**

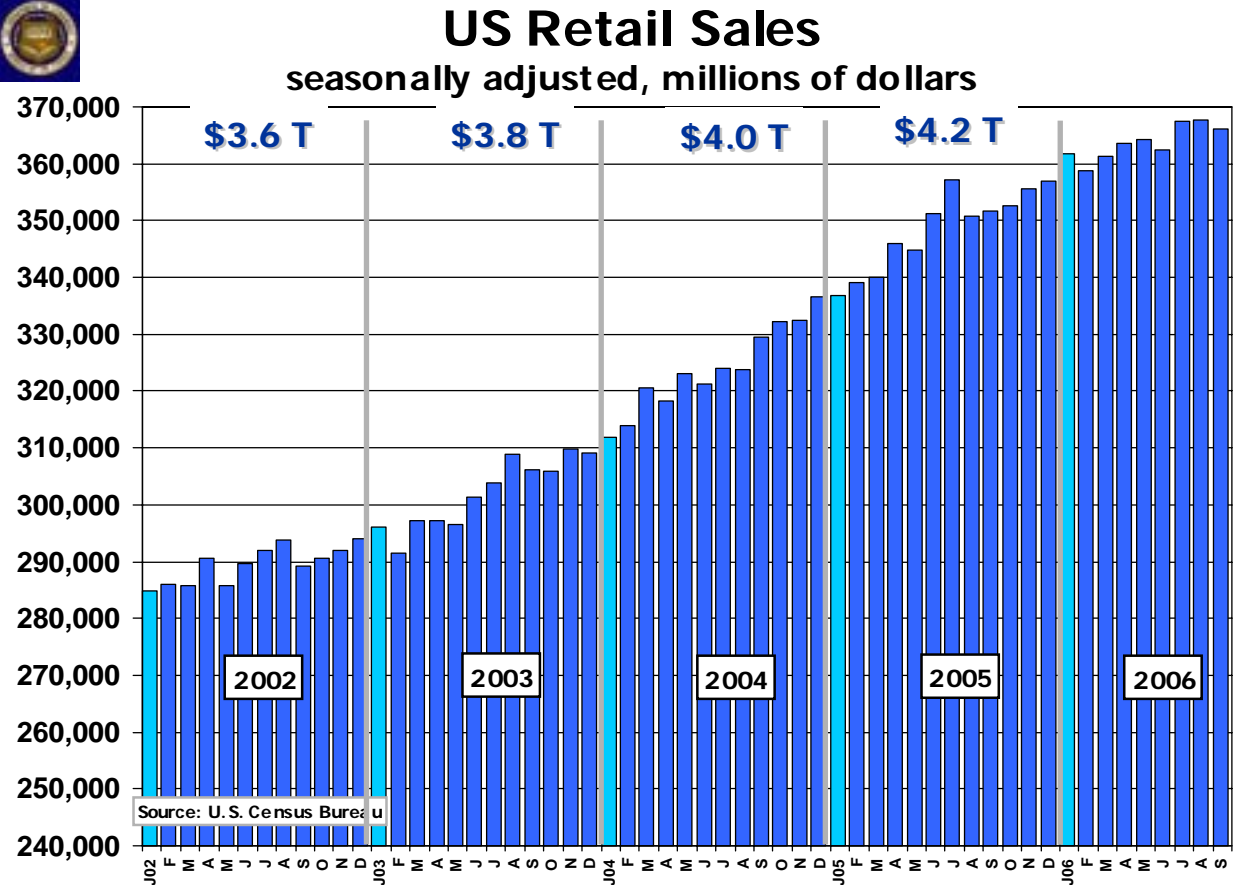
North American Vocational Market

US '07 Products Update

North American Trucking Environment – Fall '06

Highway Market

- **Strength holding in consumer spending/ economic activity**
 - ✓ Retail sales, manufacturing output, inventory-to-sales ratio: all off '06 highs, but still well above year-ago levels
- **Freight rate increases holding as hauling rises**
 - ✓ Supports gains in TL carrier profitability





PINNACLE

- Highway applications
- Small / midrise sleeper, daycab configurations for local / regional hauling
- Successor to Vision, CH Models

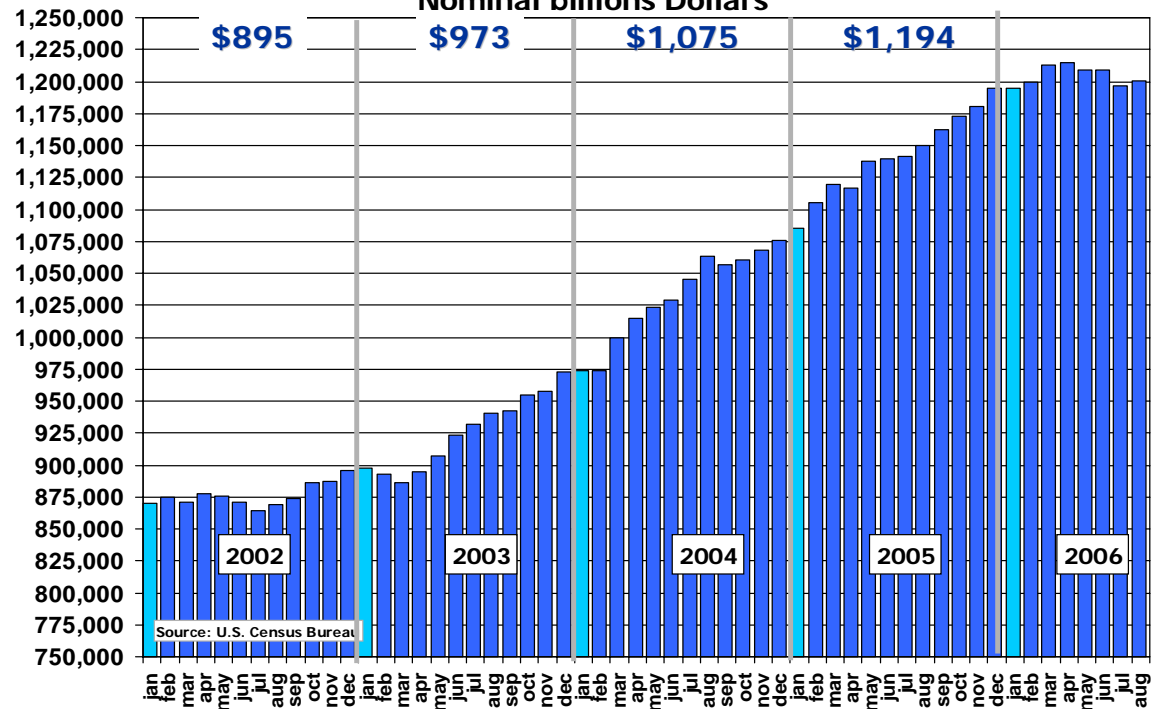
North American Trucking Environment – Fall '06

Construction Market

- Construction Put-In-Place results indicate cooling in market
- Concern over drop in residential construction spending, as housing starts fall sharply from Q1 highs
- Spending still rising in commercial, public construction sectors



Construction Put-in-Place
 seasonally adjusted annual rate
 Nominal billions Dollars

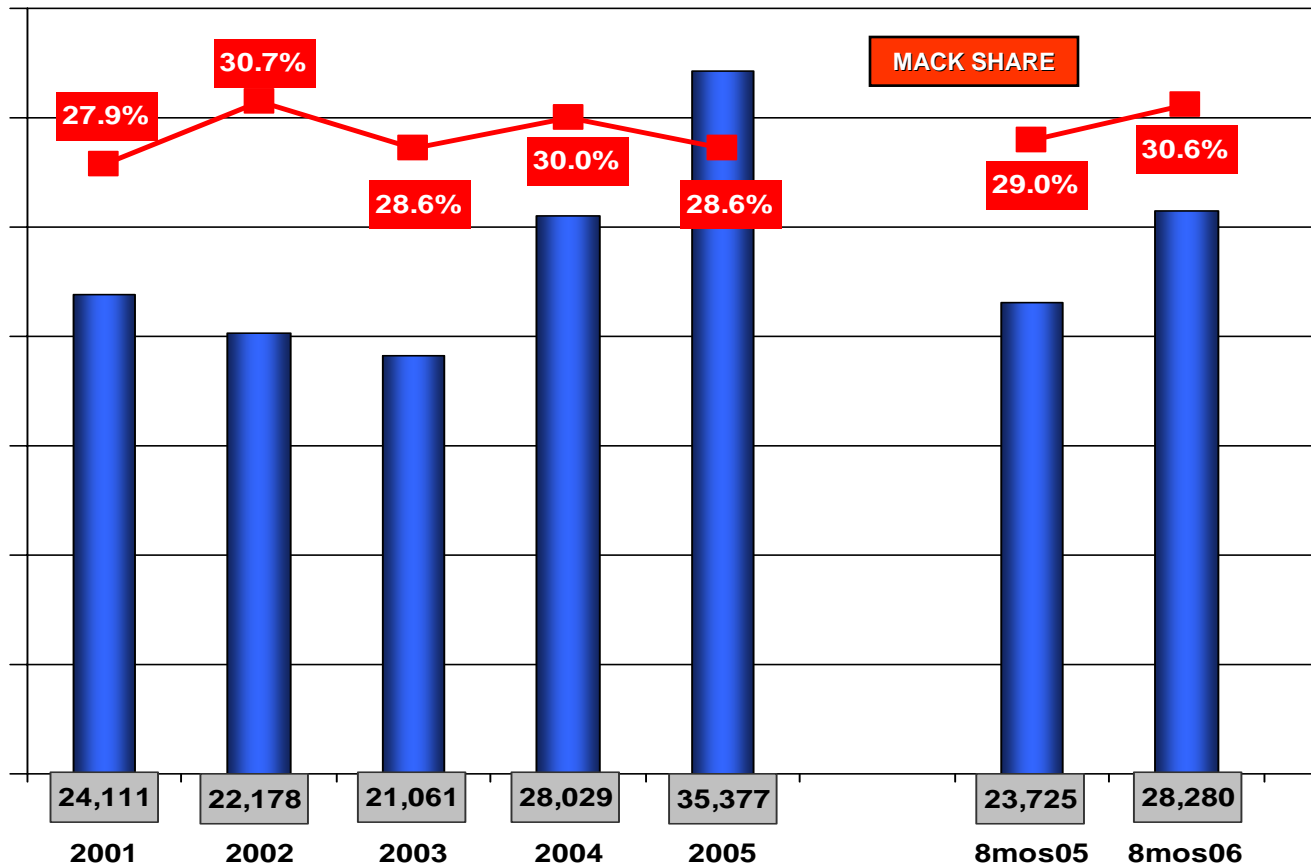


- Successor to #1 selling conventional straight truck in U.S.
- Axle Forward and Axle Back configurations
- Dump, mixer, rolloff applications in construction, refuse industries

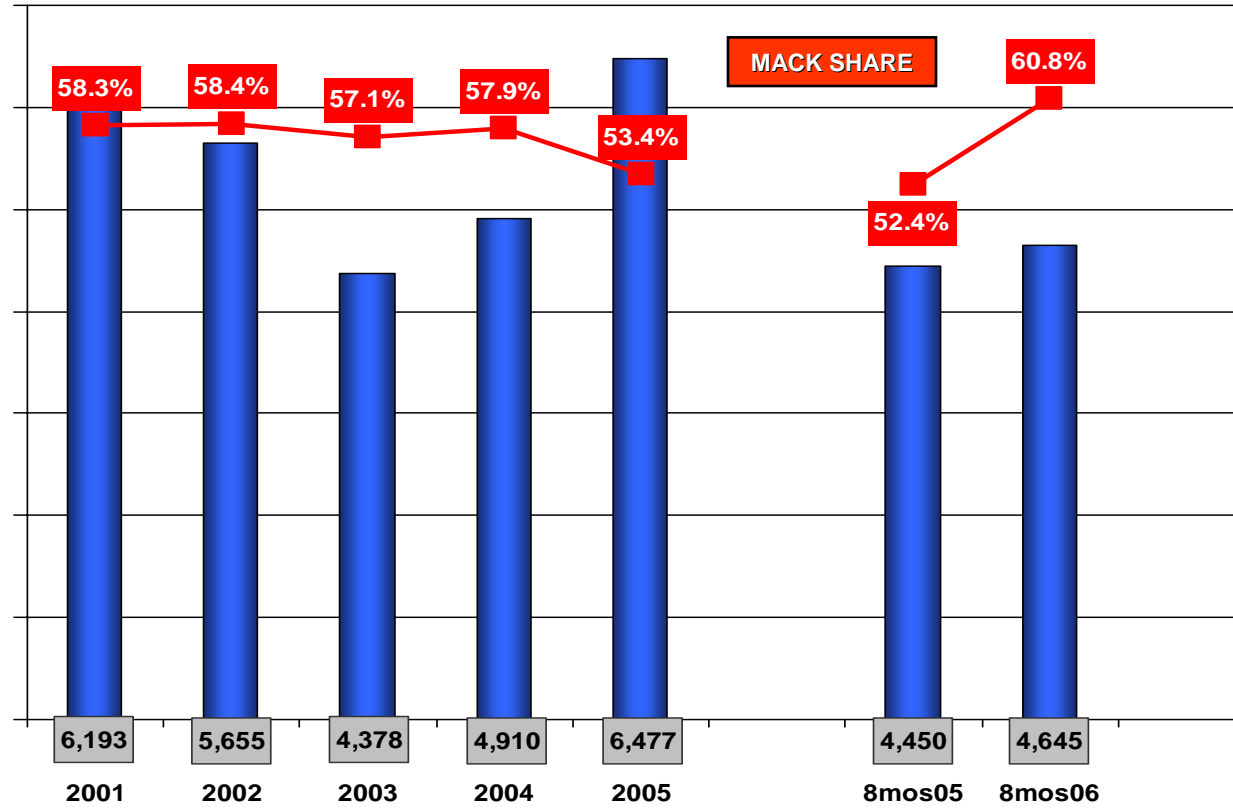


GRANITE

Conventional Straight Truck Segment Heavy Duty



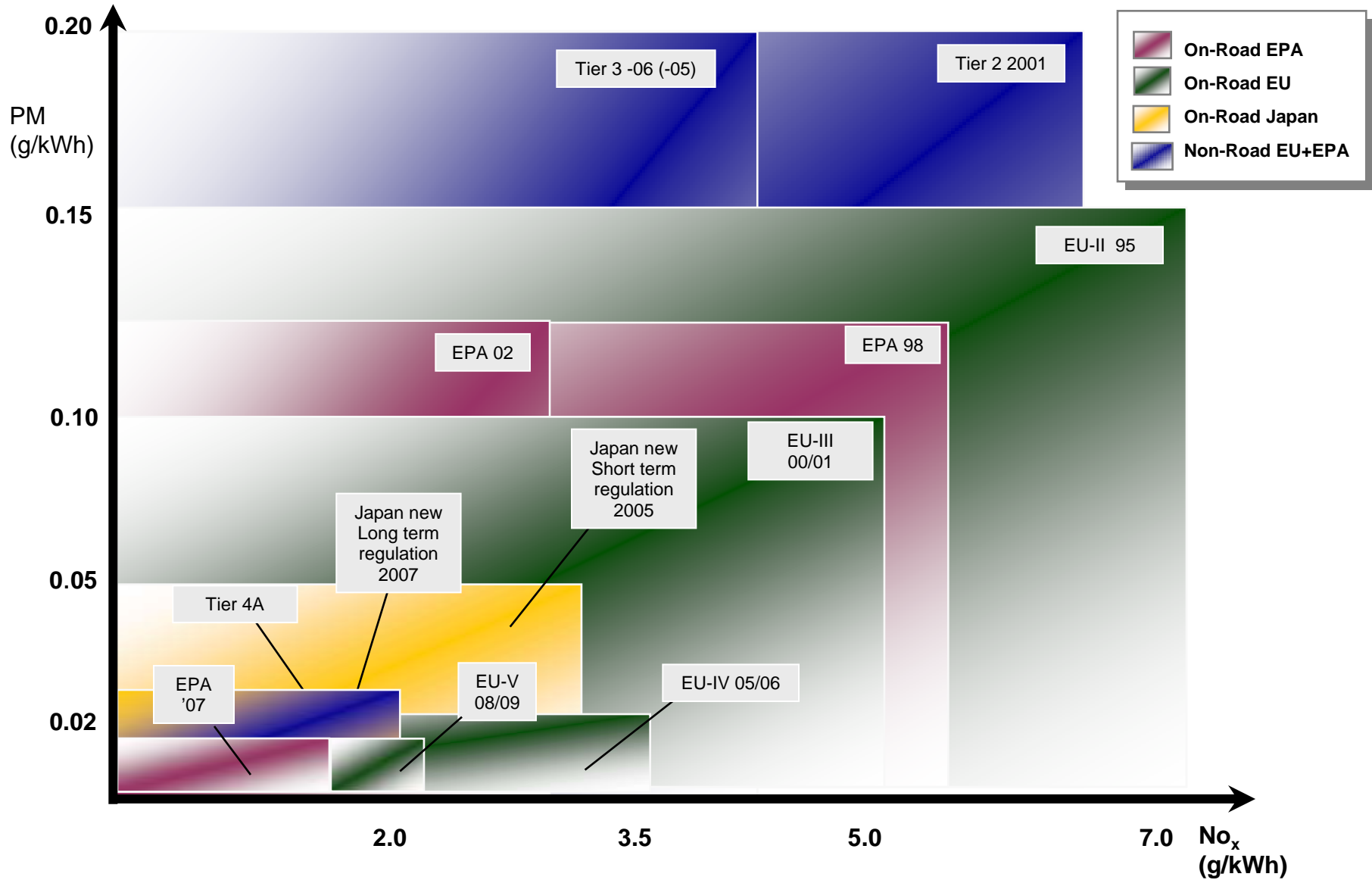
Straight Truck LCOE Segment All Liters*



* Mack heavy-duty (>10 liters)
LCOE segment share 85%



Global Diesel Emission Standards 1995-2007



US '07 vs. US '02/'04 Emissions Reductions

	<u>Each truck/1 yr*</u>	<u>Each truck/5 yrs.</u>	<u>1000 trucks/ 5 yrs.</u>
NOx	1,200 lbs.	6,000 lbs.	6 million lbs.
Soot	90 lbs.	450 lbs.	450,000 lbs.

* Based on normal operations of heavy duty diesel engine in class 8 truck:

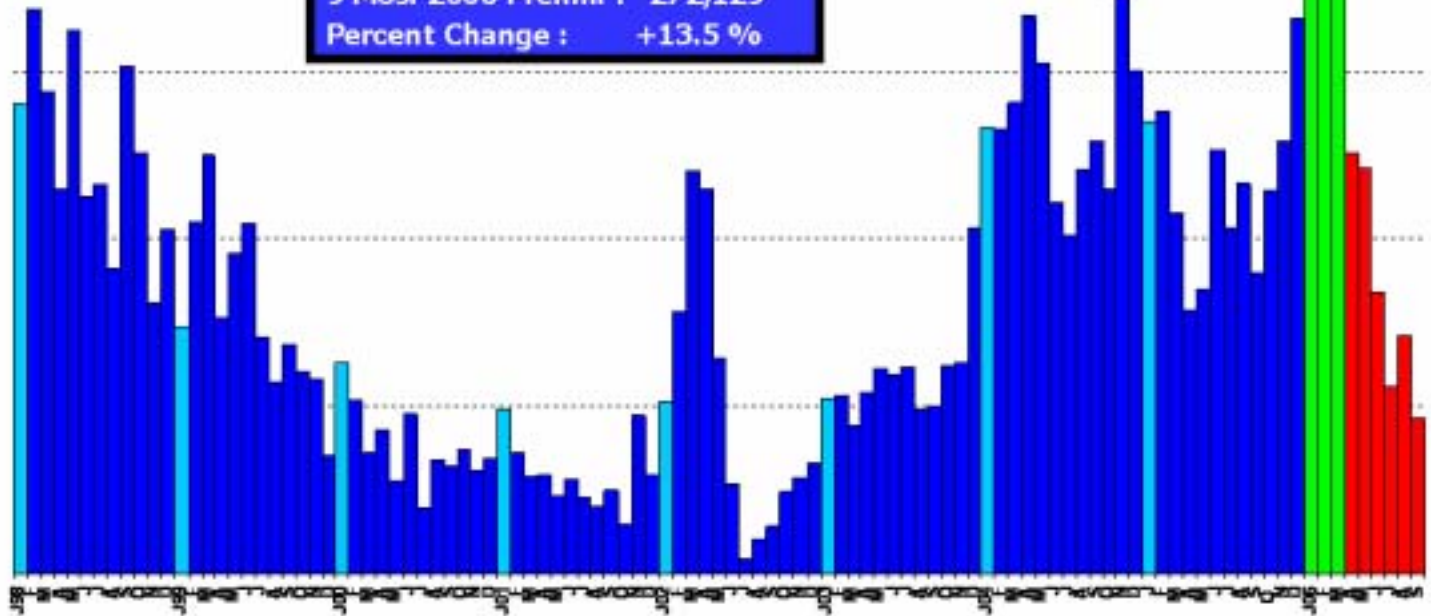
- 120,000 miles/year
- average speed 60 MPH
- average fuel consumption 6 MPG

Impact of US'07 "Pre-Buy"

North American Truck Industry Net Order Intake

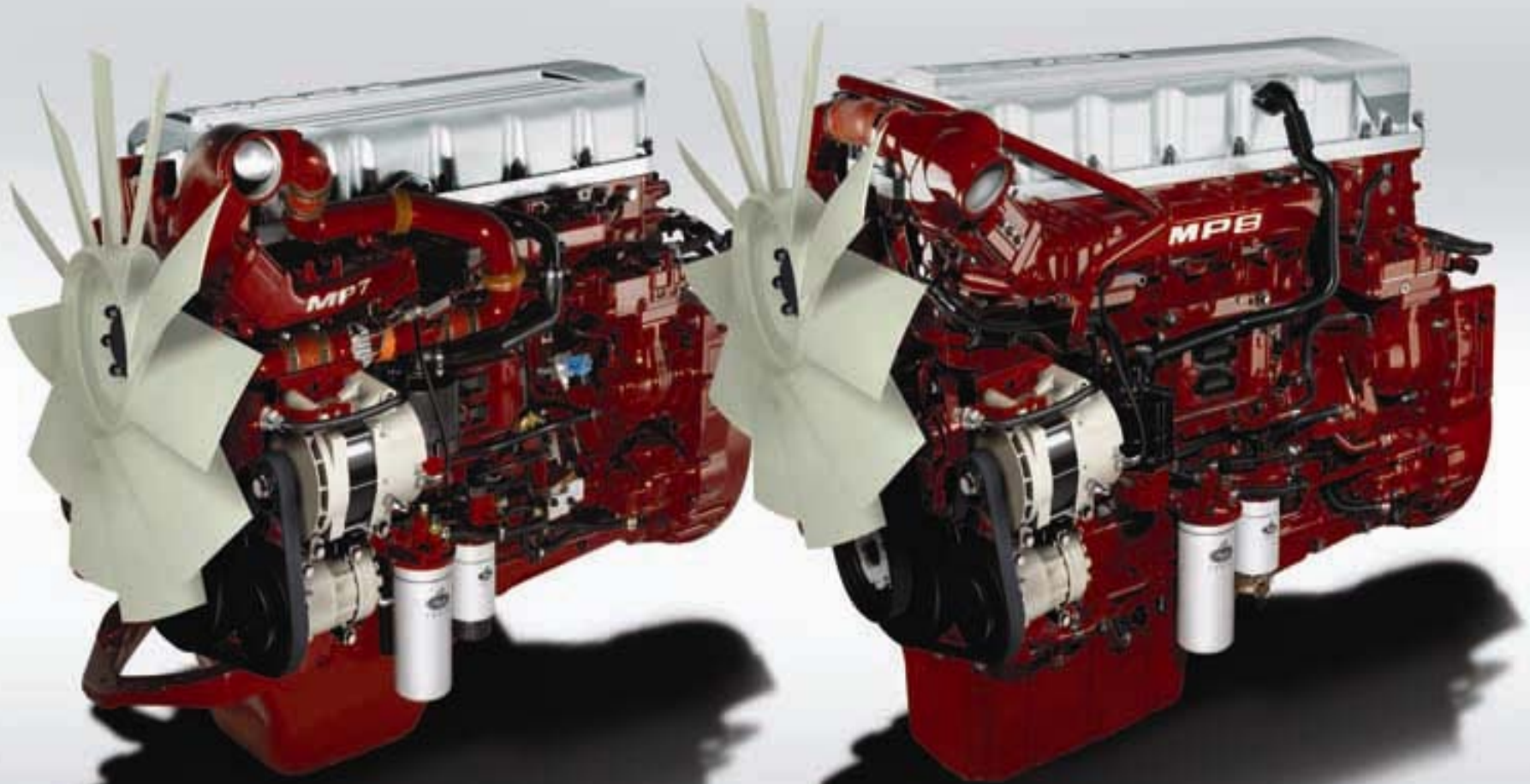
1998	1999	2000	2001	2002	2003	2004	2005	2006
362,383	246,525	151,733	131,273	174,444	203,125	385,662	334,953	

9 Mos. 2005 :	239,659
9 Mos. 2006 Prelim. :	272,129
Percent Change :	+13.5 %



- Q1 order surge consumed available 2006 production
- Q1 orders 52% of YTD '06 total
- Since then, dramatic falloff in order intake ahead of US'07 rules

Mack Power (MP) Engine Family 2006-2007



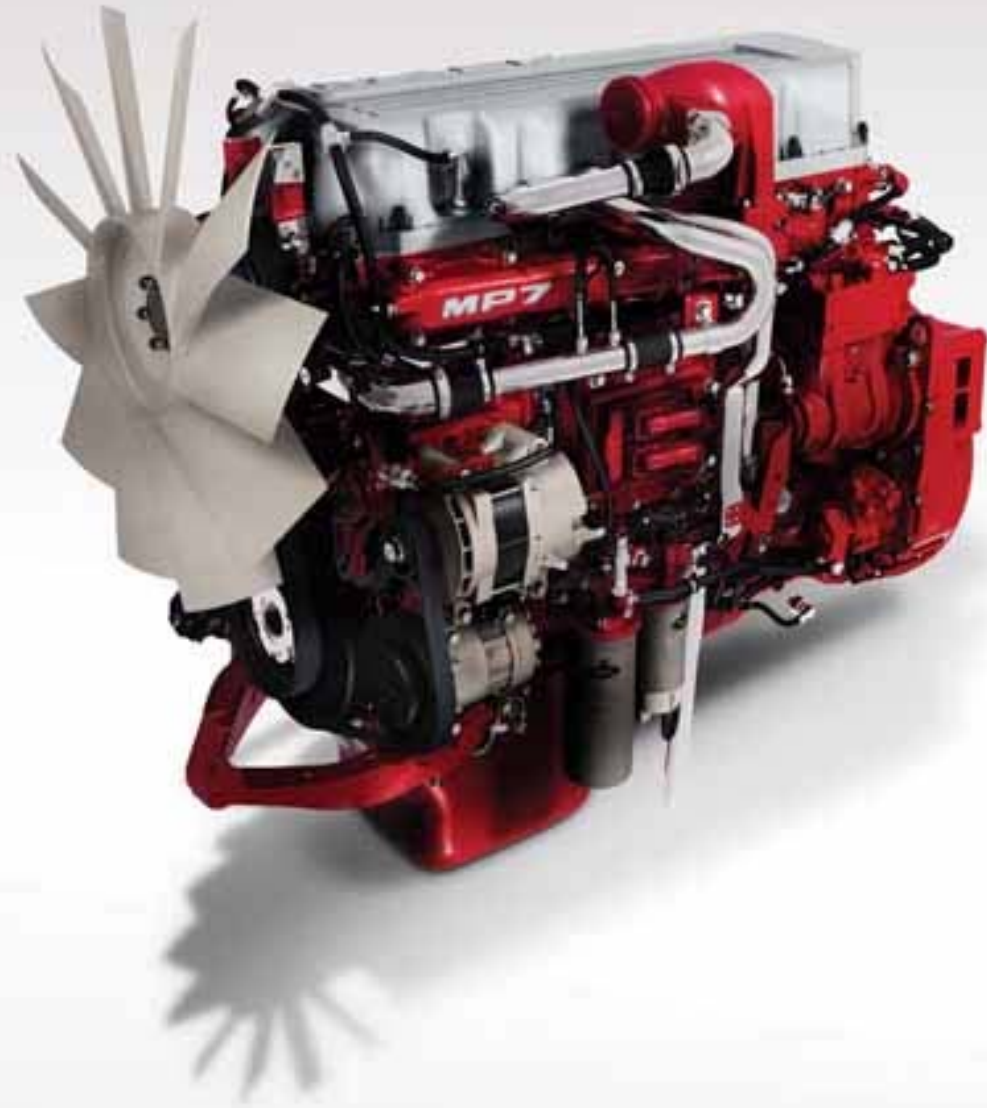
MP 7

11-Liter HD Diesel Engine
325 – 405 hp
Introduced 2006

MP 8

13-Liter HD Diesel Engine
415 - 485 hp
Introduction in 2007

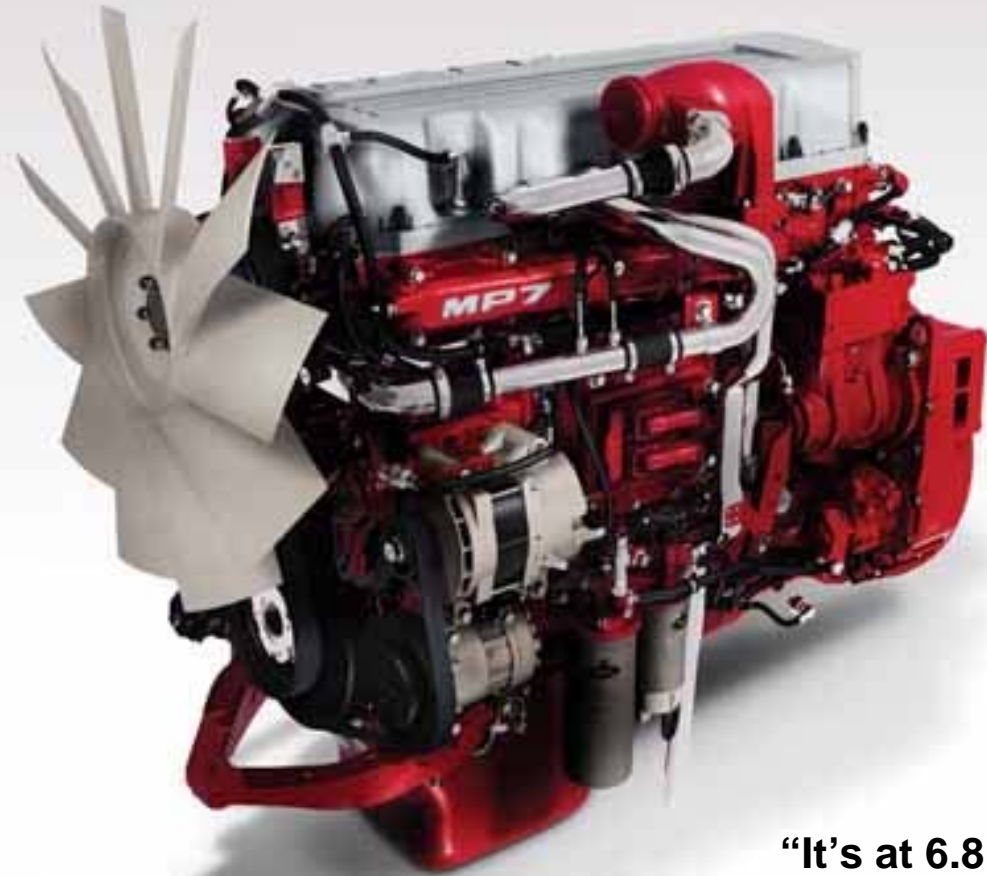
MP 7 – Reviews from Trucking Press



“(The driver we rode with) loves the MP7, noting that it pulls better than the 427-hp Mack ASET AC engine he used to drive. He says it’s quieter, easier to shift, and burns five gallons less fuel on the same run ... Mack has delivered an engine that Mack fans will feel right at home with.” *(highwaySTAR)*

“Certainly Mack should be proud of (this engine). It performs very well ... rewarding the driver with good throttle response, substantial low end torque and a nice quiet environment in the cab ... If all the '07s are going to be this good, then American truckers are going to have little to worry about.” *(Heavy Duty Trucking)*

MP 7 – Customer Comments



“Any time you get a new model, you’re a bit apprehensive. This was our first experience with a Mack MP engine. And we were very anxious to see how the DPF (Diesel Particulate Filter) would perform. So we went ahead and put the truck right into our normal operations running sand about 400 total miles daily on a combination of highway and local roads. And we have had absolutely no issues ...

... I would not hesitate to buy more of these trucks.”

“It’s at 6.8 MPG (fuel consumption) now and I believe it will go above 7 MPG.”

“This engine is your future – and it’s OUR future, too.”