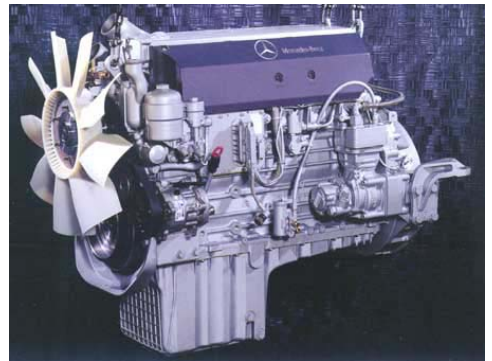


INTERNATIONAL® VT 365

vs. Mercedes-Benz® MBE 904/906



International VT 365



Mercedes-Benz® MBE 904/906

The International® VT 365 is designed and built to deliver outstanding performance.

Improved power train performance - performance you can feel. State of the art advanced turbocharger design delivers improved acceleration, driveability and aggressive low end torque.

Improved reliability performance for increased uptime, and lower operating costs. A rigid cast iron bedplate, rear geartrain design and an externally accessible glow plug design add to the International VT 365 reliability, durability, and serviceability.

Improved performance, and ease of maintenance and service are hallmarks. No valve lash adjustment is ever necessary with hydraulic roller followers. Cartridge style fuel and oil filters are both accessible from the top of the engine.

International VT 365 Bus Value Advantages

- Heater Performance
- Quiet Operation
- Fuel Economy
- Responsive Acceleration-Engine/ Intuitive Shift

INTERNATIONAL®

VT 365 Reliability

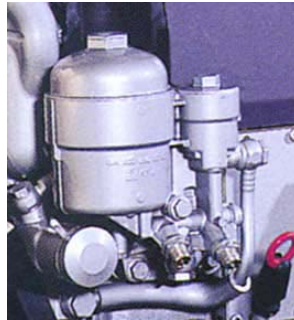
vs. Mercedes-Benz® MBE 904/906

Fuel Filter



International VT 365

High value International® fuel filter is top mounted for easy service and includes standard heater and water-in-fuel indicator for complete all weather operation.



Mercedes-Benz® MBE 904/906

Lower value non-heated filter with no water-in-fuel indicator.

Value

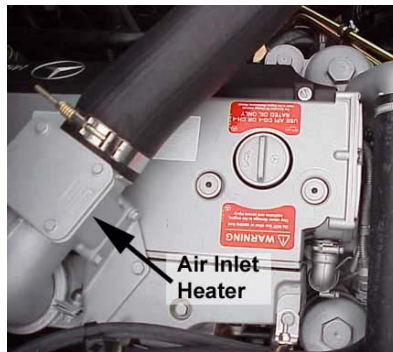
International's system reduces the risk of fuel gelling in cold weather, mitigates fuel quality issues (water in fuel) and offers easy service. A gelled fuel filter can stop a bus. Buses with less reliable engine performance in harsh weather may result in jeopardizing those critical school schedules and in unexpected costs.

Cold Starting



International VT 365

Proven electronically controlled glow plugs provide standard cold start capability to -20° F unaided. With block heater, starts in 5 seconds at -20° F. Glow plugs heat the air directly in the cylinder where it is most effective.



Mercedes-Benz® MBE 904/906

Mercedes literature claims "Starts quickly in temperatures down to -4° F" without starting aids. An optional \$41 intake air heater heats the air going into the engine but does not heat directly in the cylinder like the VT 365. Will cold starting be as effective as glow plugs?

Value

International's proven glow plug system reduces the risk of "no-start" in cold weather, and offers easy service. Buses with less reliable engine performance in cold weather may result in expensive downtime. Buses with less reliable engine performance may result in jeopardizing those critical school schedules and in unexpected costs. 2

INTERNATIONAL® VT 365 Increased Uptime (Maintainability / Serviceability)

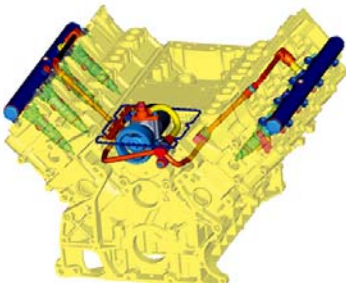
vs. Mercedes-Benz® MBE 904/906

Fuel System



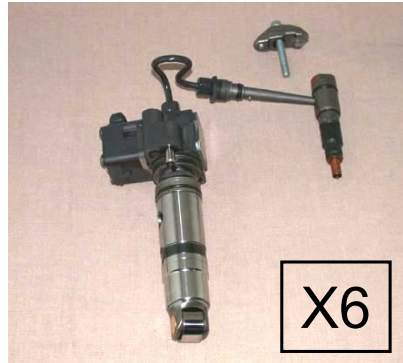
International VT 365

New G2 high pressure common rail injector generates high pressure fuel internally for injection. The International fuel system uses internal fuel passages and lube oil passages in the cylinder heads. The system is far less complex than Mercedes. (See below)
Replacement costs: \$472 /injector including an allocated portion of the system pressure pump.



International VT 365

International fuel system -- no external high pressure lines.



Mercedes-Benz® MBE 904/906

The MBE 904/906 uses external high pressure lines with many connections, which are potential leak points. The separate mechanical pump, line, transfer tube, and nozzle for each cylinder are key examples. (See below) Replacement costs: \$687/injector.



Mercedes-Benz® MBE 904/906

Mercedes-Benz® fuel system with external high pressure fuel lines.

Value

The International design eliminates the potential of external high pressure fuel leaks, with high pressure fuel occurring only at the point of injection. Replacing an International injector costs approximately \$215/injector less than Mercedes.

INTERNATIONAL® VT 365 Increased Uptime (Maintainability / Serviceability)

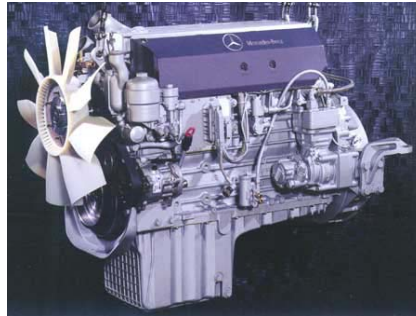
vs. Mercedes-Benz® MBE 904/906

Replacement Engine Cost



International VT 365

The most economical way to address a worn parent bore engine is with a remanufactured unit. International has established cost effective remanufacturing programs for all its engines. An International remanufactured VT 365 diesel can be installed for about \$7,800. (Approx. \$6,500 for the engine & \$1,300 to install @ \$80/hr. labor)



Mercedes-Benz® MBE 904/906

No Mercedes remanufactured units are currently available. The only alternative is a new replacement engine which costs \$14,660 plus \$1,300 labor to install, total cost is \$15,960. Will the low volume Mercedes-Benz engine support a remanufacturing program?

Value

Replacing an International VT 365 engine will cost at least \$8,160 less than a Mercedes-Benz engine.

Dealer Support



International VT 365

The Industry Leader In Support and Service. Nearly 1,000 dealer locations provide award winning service.



Mercedes-Benz® MBE 904/906

All engines must be serviced by Detroit Diesel's network of about 176 distributors and a small number of Freightliner dealers.

Value

Superior service availability could save you a day or more on downtime per year. This downtime could result in unexpected costs and prevent children from getting to school.

INTERNATIONAL®

VT 365 Resale Value

vs. Mercedes-Benz® MBE 904/906

Valve Tappets



International VT 365

Premium high value hydraulic roller followers provide lower rolling friction between follower and camshaft to minimize tappet face to camshaft wear. Tappet adjustment is never required because hydraulic tappets hold tappet clearance constant.



Mercedes-Benz® MBE 904/906

Lower value flat face followers have higher sliding friction and wear between the follower and camshaft. Valve lash inspection and adjustment is required at every 60,000 miles on MBE 904/906.

Value

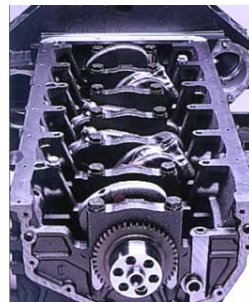
The International reputation, support network, and the premium features of the VT 365 like hydraulic roller followers and modern bed-plate design contribute to the value of International buses.

Main Bearings



International VT 365

Extremely rigid ductile iron bed-plate design captures all 5 main bearing caps into one casting that's a hefty 40+ lbs. This keeps all 4-bolt main bearing caps in perfect alignment and provides added strength to the crankcase. Added stiffness also improves sound quality.



Mercedes-Benz® MBE 904/906

Mercedes MBE I-6 structure uses conventional individual main bearing cap design.

Value

Modern design provides increased durability and noise reduction (NVH).

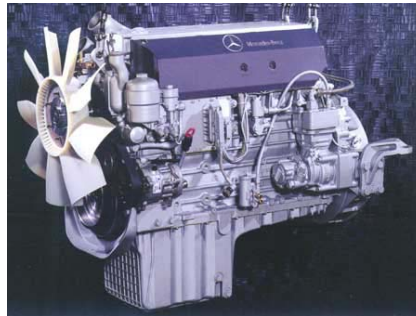
INTERNATIONAL® VT 365 Uptime (Reliability / Durability)

vs. Mercedes-Benz® MBE 904/906



International VT 365

B10 life for the VT 365 is 250,000 miles (90% of engines still running) with B50 life at 350,000 miles (50% of engines still running) under normal operating conditions. International has a long successful history with diesel engines in medium trucks.



Mercedes-Benz® MBE 904/906

While Mercedes-Benz claims, “engine designed to run 500,000 miles before overhaul”, they apparently do not publish B10/B50 life and this engine has very little North American operating experience. We see no reason it will measure up to the international VT 365.

International VT 365 Bus Value Advantages

- Heater Performance
- Quiet Operation
- Fuel Economy
- Responsive Acceleration-Engine/ Intuitive Shift

INTERNATIONAL® VT 365 Performance

vs. Mercedes-Benz® MBE 904/906



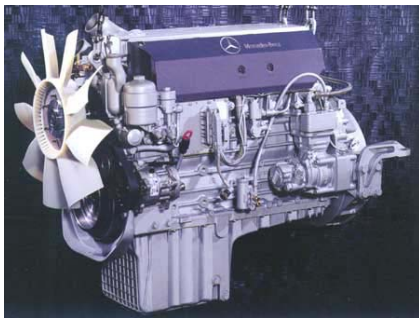
International VT 365

International VT 365

Rated HP @ RPM
 175 HP @ 2600 RPM
 200 HP @ 2600 RPM
 215 HP @ 2600 RPM

Rated Peak Torque @ RPM
 460 lb-ft @ 1400 RPM
 520 lb-ft @ 1400 RPM
 540 lb-ft @ 1400 RPM

Models
 CE
 CE, RE
 CE, RE



Mercedes-Benz® MBE 904/906

Mercedes-Benz® MBE 904/906

Rated HP @ RPM
 150 HP @ 2300 RPM
 170 HP @ 2300 RPM
 190 HP @ 2300 RPM
 190 HP @ 2300 RPM
 210 HP @ 2300 RPM
 210 HP @ 2300 RPM
 230 HP @ 2300 RPM
 250 HP @ 2300 RPM
 260 HP @ 2300 RPM
 280 HP @ 2300 RPM
 300* HP @ 2300 RPM

Rated Peak Torque @ RPM
 380 lb-ft @ 1400 RPM
 420 lb-ft @ 1200 RPM
 520 lb-ft @ 1200 RPM
 520 lb-ft @ 1200 RPM
 520 lb-ft @ 1200 RPM
 605 lb-ft @ 1200 RPM
 660 lb-ft @ 1200 RPM
 660 lb-ft @ 1200 RPM
 700 lb-ft @ 1200 RPM
 800 lb-ft @ 1250 RPM
 860 lb-ft @ 1400 RPM

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