

NAVISTAR'S FLEETRITE® PARTS EXPANDS RETAIL FOOTPRINT DURING MILESTONE 50-YEAR ANNIVERSARY



LISLE, Ill. (September 3, 2019) – Navistar International Corporation’s (NYSE:NAV) all-makes and models aftermarket truck and bus parts brand, [Fleetrite® Parts](#), celebrated 50 years in business yesterday, September 2, 2019. In conjunction with this milestone anniversary, the brand announces the opening of six new retail locations – five in North America and Latin America’s first.

Fleetrite offers over 80 different lines and more than 15,000 parts at 700 locations nationwide, including International® and IC Bus® dealerships. As part of Navistar’s Aftersales Vision 2025 strategy to become the premier solutions provider and OEM of choice for trucking customers across North

America, several International dealers have embarked on opening more Fleetrite parts-only stores to better serve customers. The six parts-only store locations opened in the following cities:

- San Pedro Sula, Honduras;
- Henderson, Nevada;
- Clearwater, Florida;
- Brooksville, Florida;
- Alamogordo, New Mexico;
- and Hobbs, New Mexico.

“We are committed to steadily increasing our market footprint by building standalone Fleetrite retail locations to allow dealers to address underserved markets, reach new customers and enhance relationships with existing customers,” said Mark Reiter, vice president, Global Product Support.

Navistar has been supporting this expansion by working with dealers to determine the most ideal locations for new stores. Using heatmaps, data is collected in market areas that are overlooked in parts sales and new stores are utilized to better serve these areas. There are plans to open 5-10 additional parts only locations in the coming months.

Josef Kory, senior vice president, Parts adds, “With a keen interest in being easier to do business with, we’ll continue to open more parts-only locations to fill parts shortage gaps around the country in an effort to increase customer efficiency and productivity.”

Over the past 50 years, Fleetrite has grown from one product line to more than 80, establishing a solid reputation throughout the industry as a provider of strong, quality aftermarket all-makes truck and bus parts at competitive prices. The brand has experienced six consecutive years of double digit revenue growth.

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