

Navistar Continues Global Growth with Presence in South Africa

New Distribution Venture Featured at Johannesburg International Motor Show



JOHANNESBURG, SOUTH AFRICA, (October 30, 2008) – Marketplace growth in Southern Africa for Navistar International Corporation (NYSE: NAV) will be showcased to customers, industry experts and consumers at the Johannesburg International Motor Show (JIMS) this week.

Executives from Navistar International Trucks of Southern Africa, Navistar's recently announced distribution venture, will be on hand to discuss expanding assembly and distribution strategies, new products and more.

“As Navistar continues to grow its business globally to reach new markets for selling trucks, engines, parts and service, our presence at JIMS is a great opportunity to showcase our products in the southern Africa marketplace,”

said Tim Quinlan, regional vice president for Navistar in South Africa.

JIMS will also provide a great outlet to connect with the southern African marketplace about the company's new distribution strategy. The Navistar distribution venture will import and assemble International® branded trucks in South Africa and provide comprehensive aftersales technical service and parts support for the International brand.

"The expansion of our business into global markets represents significant near-term growth opportunities for Navistar," said David Johanneson, Navistar's group vice president, global sales, marketing and distribution. "Our Southern Africa distribution strategy is one example of how we're executing our global growth strategy at Navistar."

The new venture is already assembling trucks at the Apex, Benoni Assembly Facility where International brand commercial trucks are assembled in strict adherence with the company's global manufacturing standards.

"We've made great progress establishing a comprehensive dealer network, appointing 14 dealers in major strategic centers, with more dealer announcements anticipated in the near future," added Tim Quinlan, regional vice president for Navistar International in South Africa. "Our vehicles enjoy a strong acceptance in South Africa and we intend to grow our position in this market by expanding our service and support capabilities in the future."

Imperial Commercials, the previous distributor remains an important part of the new distribution network with full-fledged dealerships based in Wadeville, Polokwane, Middelburg and Bloemfontein as well as parts and service dealerships in Cape Town, Durban, Port Elizabeth and Harrismith. Navistar has also named six additional independent International® dealerships in South Africa as well as a new full-fledged dealership in Namibia.

To support these dealerships and their customers, Navistar will open its own Parts Distribution Centre (PDC) based in Midrand, South Africa, which will be responsible for importing, stocking, marketing and distributing aftermarket service parts for its customers in the southern African region. Planning is complete for a newly constructed 4200-square-meter warehouse, which will serve Navistar's distribution network locally in South Africa as well as the Sub-Saharan region of Africa.

"The mission of our new PDC will be to focus on customers and their parts needs," said Joe Kory, vice president, Global Distribution Operations, Navistar Parts Group. "Our team is focused on delivering the right part at the right place at the right time to maximize vehicle uptime for our customers."

A new Regional Training Centre offering comprehensive service parts and product training opened in Jet Park, Gauteng. In addition, a nationwide, 24-hour emergency breakdown service for operators of International trucks will be rolled out in the months ahead.

"Our goal is to form long-lasting, mutually beneficial partnerships with all International customers and to grow considerably our share of the commercial truck market in South Africa," said Quinlan. "Our philosophy going forward will be to build excellent relationships with our customers and provide an unparalleled level of service and support that consistently exceeds expectations."

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