

International Newsroom

Navistar Showcases International Terrastar, Alternative Fuel Vehicles for Electric Utility Fleet Managers

Comprehensive Line of Purpose-Built Commercial Trucks, Leading Edge Technologies Demonstrate Commitment to Utility Market



WILLIAMSBURG, VA. (June 21, 2010) – At the 57th annual Electric Utility Fleet Managers Conference (EUFMC), Navistar, Inc. showcased its leadership and commitment to the electric utility industry with one of the largest and most comprehensive product portfolios in the industry.

On display at the event were several trucks, including the all-new International® TerraStar™ Class 4/5 medium-duty truck, the Class 2-3c all-electric eStar™ truck and an International DuraStar® medium-duty truck

equipped with a natural gas conversion powertrain.

“Electric utility fleet managers have diverse business needs and are looking for a wide range of truck features to help perform their jobs,” said Jim Hebe, senior vice president, North American sales operations, Navistar. “We’re proud to offer one of the broadest, most energy-efficient lines of trucks in the industry, helping deliver real-world savings to the bottom line.”

International TerraStar

The International TerraStar Class 4/5 commercial truck has a wide range of commercial-duty features. From its commercial-duty MaxxForce® 7 V-8 diesel engine to the largest, roomiest cab available, the International TerraStar sets a new standard in the Class 4/5 truck market.

Built on a strong and durable commercial-duty platform, the TerraStar is easy to operate and features best-in-class visibility—28 percent more than the market leader. And, with an industry-best 107-inch BBC (bumper to back-of-cab) length and a 44-foot curb-to-curb turning radius, it offers outstanding maneuverability in even the tightest work environments.

The TerraStar truck on display at EUFMC features an Altec aluminum body which is approximately 40 percent lighter than a typical steel body. As a result, the Altec aluminum body helps deliver significant fuel economy improvements, providing customers with an emerging competitive option when selecting a truck body.

“Our customers are making ‘greener’ decisions when purchasing trucks,” said Justin Chandler, sales manager, Altec. “We continually see an interest in the all-aluminum bodies on Altec trucks, which reduce fuel consumption and emissions, something Altec customers rank as a high priority.”

The International TerraStar features the International Diamond Logic® electrical system, one of the most advanced electrical multiplexing architectures available in commercial trucks. Diamond Logic maximizes ease of body integration and helps deliver a number of smart, customizable features for added convenience and safety—such as automated pre-trip inspections, headlights on with wipers, interlocks, programmable switches and more depending on the application.

“The International TerraStar is a product that has our customers in mind,” added Hebe. “The industry has changed significantly in the past few years and one constant is our customers asking us to provide a product to this market with a more commercial-duty design. We see this truck as a game changer as the TerraStar is one of the most capable, most versatile and most drivable trucks in its class.”

eStar All-Electric Truck

The latest in Navistar’s commercial truck line-up is the all-electric eStar truck, the first purpose-built medium-duty commercial vehicle to receive U.S. Environmental Protection Agency (EPA) certification as a clean fuel fleet vehicle as well as California Air Resources Board (CARB) certification as a zero emissions vehicle.

This Class 2c-3 eStar all-electric truck—the first in its category—has a range of 100 miles per charge, making it ideal for many urban applications. When it returns to its home base at the end of the day, it can be plugged in and fully recharged in approximately 6-8 hours.

Unlike other electric trucks that are reconfigured models of fossil-fuel trucks, the eStar truck has been purpose-built for electric power, allowing for a distinct competitive advantage with a low center of gravity (the battery is between the frame rails, not mounted on top) and a 36-foot turning circle. The eStar is

engineered with superior aerodynamics, a walk-through cab and a quick-change cassette-type battery that can be swapped out in 20 minutes, enabling around-the-clock operation. It is capable of carrying payloads up to two tons.

With zero tailpipe emissions, each eStar truck can reduce greenhouse gas emissions by as much as 10 tons annually. Drivers will be able to experience the ultimate in ergonomic design as the windshield provides nearly 180-degree visibility, the low-floor design provides easy loading/unloading and the noise level is near zero, which makes this nimble vehicle ideal for urban areas facing noise challenges.

“The all-electric eStar commercial truck is a groundbreaking product and Navistar is once again leading the way in bringing innovative, game-changing products to market,” Hebe added. “Along with the advancements we’ve made in aerodynamics and fuel efficiency for heavy trucks, our comprehensive line-up of hybrid trucks and school buses, and now with the addition of the eStar all-electric truck, Navistar has the largest portfolio of energy-efficient, environmentally friendly trucks in the industry.”

The eStar all-electric truck transitioned from concept to reality in August 2009, when President Barack Obama visited Navistar’s manufacturing plant in Indiana to announce \$39.2 million in American Recovery and Reinvestment Act funds from the Transportation Electrification Initiative administered by the U.S. Department of Energy. Less than one year later, Navistar has completed testing and validation, developed and delivered prototype vehicles, and received EPA and CARB certifications. The eStar meets all Federal Motor Vehicles Safety Standards (FMVSS) and Navistar is now taking orders and building these all-electric trucks.

Sales of the eStar all-electric vehicle are conducted through a wholly owned Navistar affiliate. The eStar truck is produced through the Navistar-Modec EV

Alliance, LLC, the joint venture between Navistar, Inc. and Modec Limited of the United Kingdom.

Natural Gas International DuraStar

During the EUFMC, Navistar demonstrated a natural gas powered International DuraStar vehicle. The DuraStar features a conversion kit developed by Emissions Solutions Incorporated (ESI) of McKinney, Texas. ESI offers conversions ranging from 175-300 horsepower with 460-860 lb.-ft. torque and are capable of supporting both liquefied and compressed natural gas. Navistar will soon be making available for customer ordering through the Navistar Garland, Texas Truck Specialty Center facility a WorkStar model with a DT 466 engine, ESI natural gas conversion kit, and either frame mounted or back-of-cab mounted natural gas tanks.

Like the other vehicles in Navistar's portfolio, the natural gas-powered DuraStar will be fully certified to meet 2010 emissions.

"The utility industry is very conscious about their public facing environmental image," Hebe added. "Recognizing the domestic raw material advantage the United States and Canada share with natural gas resources, we felt very compelled to invest in our products in such a way that enables our customers to expand their usage of very low emissions technologies through our engines. The use of natural gas certainly accomplishes this and we are proud to partner with ESI to install this advanced engine at our facilities," said Hebe.

For decades, Navistar has demonstrated a commitment to technologies that benefit the environment and its customers. In 1989, Navistar was the first original equipment manufacturer to release the smokeless diesel engine and, in 2001, Navistar was the first engine manufacturer to gain certification from the EPA for meeting particulate and hydrocarbon emissions standards – six years ahead of schedule. The company was also the first to enter line

production of hybrid commercial trucks and hybrid school buses.

About Altec

Altec, Inc. is the leading manufacturer of aerial lifts, digger derricks, truck-mounted cranes and specialty equipment for the electric utility, telecommunications, contractor and tree care industries. Altec has manufacturing, sales and service facilities located throughout North America and sells and services equipment in more than 100 countries.

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