

International Newsroom

Navistar Ships Approximately 17,000 Vehicles to U.S. and Canadian Customers in Fiscal Fourth Quarter

Company has Received More than 28,000 Orders for Its 2010 Vehicles

HUNTSVILLE, ALA. – (Nov. 3, 2010) – Today at a facility tour for media at the company's Huntsville Engine Plant in Huntsville, Ala., Navistar International Corporation (NYSE: NAV) announced its success in delivering approximately 17,000 vehicles to U.S. and Canadian customers in the past quarter.

“Like our other manufacturing facilities, our Huntsville engine plant is operating in full production mode and shipping several hundred engines each week to our truck and bus assembly locations,” said Daniel C. Ustian, chairman, president and chief executive officer at Navistar. “To date, we have built and shipped more than 15,000 EPA-compliant 2010 vehicles and we continue to build more than 100 EPA2010 MaxxForce® 13 engines every day.”

The company also announced it has received more than 28,000 orders for EPA2010 vehicle to date (not including long-term, multi-year contracts), including 10,000 orders for the MaxxForce 13. Among those orders, the company also has more than 1,000 orders for the all new Class 4/5 medium duty International® TerraStar®.

Navistar also advised that it has submitted certification to the EPA for its MaxxForce 15 and plans to submit for EPA certification of its MaxxForce 13 at 0.2g NOx in the next few months, far ahead of when high volume production of the 0.2g NOx-certified MaxxForce 13 would be required.

International ProStar+ Powered by MaxxForce 13: Lighter Weight, More Efficient

Navistar also showcased a new campaign focused on its winning combination

of its venerable International ProStar+ truck and MaxxForce 13 engine, launching this November.

“Today’s trucking industry poses major challenges for a fleet’s business,” said Michael Cerilli, vice president, North American Truck Marketing, Navistar. “Shippers are demanding more payload capacity at a lower operating cost. As a result, fleet owners need more flexibility in their fleet vehicles—ideally, a lightweight truck that helps maximize their payloads while operating more efficiently.”

When compared to similarly spec’d trucks, the ProStar+ with MaxxForce 13 is lighter by up to 1,000 lbs., giving customers substantially more capacity for increased payloads.

This significant weight advantage of ProStar+, along with its proven fluid economy advantage, provides a winning combination for Class 8 truck customers.

In June 2010, Navistar commissioned the Transportation Research Center to do a head-to-head fluid economy comparison. They conducted independent TMC Type IV testing of the three leading EPA 2010 compliant trucks. The results were clear. In a head-to-head fluid economy comparison, ProStar+ with MaxxForce 13 consistently outperformed the top two competitive trucks up to 1% to 2.5%.

International TerraStar Shipped to Dealerships Beginning Last Month

Navistar also announced today the all-new International TerraStar Class 4/5 medium-duty commercial truck began rolling off the assembly line in October at the company’s truck assembly plant in Garland, Texas. The first units are making their way to International dealers throughout the U.S. and Canada this month.

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.

The TerraStar features MaxxForce Advanced EGR emissions technology, the only no-hassle emissions technology in its class. With MaxxForce Advanced EGR, customers won't have the worry or inconvenience of finding or filling liquid urea. And, with no added SCR aftertreatment equipment, the TerraStar provides a clean and clear chassis for easy body and equipment mounting, not to mention less added weight.

The TerraStar is powered by the 6.4-liter MaxxForce which delivers 300-horsepower and 660 lb.-ft. torque, providing medium truck owners with outstanding fuel economy and low overall cost of ownership. The MaxxForce 7 features a 28,000-psi (1,900 bar) high-pressure common-rail fuel system, dual sequential turbocharger system and a high strength compacted graphite iron (CGI) block.

Built on a strong and durable commercial-duty platform, the TerraStar is easy to operate and features best-in-class visibility—38 percent more than the market leader. And, with an industry-best 107-inch BBC (bumper to back-of-cab) it offers outstanding maneuverability in even the tightest work environments.

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