

International Newsroom

Navistar Reports Strong September Orders

Company Receives More Than 2,100 Orders for Medium-Duty Trucks with Cummins ISB

LISLE, Ill., Oct. 8, 2013 /[PRNewswire](#)/ -- Navistar, Inc. today announced it secured nearly 5,900 Class 6-8 truck orders in September, making it the company's highest order receipt month since December 2011. The company's orders for the month include more than 2,100 medium-duty trucks with the Cummins ISB 6.7 liter engine.

(Logo: <http://photos.prnewswire.com/prnh/20120127/MM32830LOGO-a>)

On September 3, Navistar announced it would add the proven Cummins ISB to its offerings to allow the company to get to market faster with medium-duty SCR vehicles. Navistar built the first saleable International® DuraStar trucks and IC™ Bus CE Series school buses with Cummins ISB engines in September. The company is on track to begin customer deliveries of DuraStar units in December 2013 and CE Series school buses in late-January 2014.

"September orders marked Navistar's highest monthly order intake for Class 6/7 vehicles in almost two years, which strengthens our belief that the ISB will be the catalyst for improving our medium-duty business," said Bill Kozek, Navistar president, North America Truck and Parts. "Many of our customers asked us to add the ISB to our lineup, and we listened. With more than 2,100 orders in the first 30 days, we're optimistic this will be a winning combination in the marketplace."

Navistar Class 6/7 order share is estimated at 31.7 percent for September, up from 18.8 percent in August.

"We are also pleased with our Class 8 order performance in September," Kozek added. "For the last five months, we have seen a positive trend in

orders, driven by our new product launches and quality improvements."

For Class 8, order share is an estimated 17.4 percent for September, up from 16.6 percent in August. The company has received more than 11,500 orders for Cummins ISX engines since December 1, 2012, and more than 6,000 orders for MaxxForce 13 engines with SCR since March 1, 2013.

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