

International Newsroom

Frost & Sullivan Recognizes International Truck and Engine Corporation for Industry Innovation & Advancement of the Year in Medium-Heavy Truck OE Market

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Frost & Sullivan recently recognized International Truck and Engine Corporation with the 2006 Medium- Heavy Truck Original Equipment Industry Innovation & Advancement of the Year Award for developing commercial vehicle telematics infrastructures aimed at maximizing the operating profits of trucks and buses.

The Award recognizes the company's excellent entrepreneurship in introducing the International® Aware™ Vehicle Intelligence solution.

"International is implementing telematics to transform its vehicles into dynamic real-time information transfer systems," said Frost & Sullivan industry analyst Sandeep Kar. "International Aware Vehicle Intelligence solution has taken the North American truck industry to the next level by introducing intelligent devices for trucks and buses that improve fleet management, enable monitoring of vehicles and drivers, and offer remote real- time monitoring of key vehicle systems."

International Aware Vehicle Intelligence integrates advanced technologies and concepts such as global positioning system (GPS), wireless communication, and remote vehicle monitoring to boost the productivity, uptime, and return on investment associated with the trucks and buses using the system.

International hopes to not only increase the performance attributes of its vehicles through improvements in key powertrain and chassis technologies, but also deliver superior productivity and reduce fleet operating costs. This strategy is introducing the industry to intelligent vehicles that are not just transportation solutions but also information transmission systems that deliver

greater operating uptime and superior fleet productivity.

The International Aware Vehicle Intelligence solution is built on a universal architecture that makes it compatible with all vehicle types, thereby ensuring its adaptability among various fleets of a range of manufacturers. The architecture also ensures effective networking and communication between key vehicle systems for efficient troubleshooting, determination of possible problems, and faster repairs.

The GPS-based vehicle positioning system locates the vehicle anywhere within the continental United States (within Verizon coverage area, but also has the ability to store data when out of coverage and then transmit all it has recorded once again when it is back in coverage), enabling fleet managers to follow the trail of the vehicle. This helps in planning logistics and monitoring driver performance.

The geo-fencing feature in the system alerts fleet managers if a vehicle enters or leaves an assigned region. The system also monitors key vehicle parameters such as fuel usage, battery voltage, distance traveled, odometer reading, engine hours, and security parameters. It also has the ability to monitor body equipment, such as reefer units for cargo temperature and other miscellaneous body equipment usage.

"The International Aware Vehicle Intelligence solution is a unique product that has opened the doors to greater convergence of electronic modules, wireless devices, and communication systems in heavy vehicles in North America," noted Kar. "This innovative product signifies the end-user-focused product planning of International and its focus on offering commercial systems that can result in significant improvements in the productivity and performance of vehicles. It also shows that International is not just a manufacturer of advanced trucks and engines but also a provider of innovative business

solutions."

Each year, Frost & Sullivan presents this Award to an industry leader that has successfully driven the state-of-the-industry through its pioneering technology, sound business strategy, value addition to its product line, and development and introduction of unique and innovative applications. The company's core competencies have extended to related adjacent markets, enabling it to deliver greater value to customers and raising the bar for competitors.

About International Truck and Engine Corporation

International Truck and Engine Corporation is the operating company of Navistar International Corporation (NYSE: NAV - News). The company produces International® brand commercial trucks, mid-range diesel engines and IC brand school buses, Workhorse brand chassis for motor homes and step vans, and is a private label designer and manufacturer of diesel engines for the pickup truck, van and SUV markets. A wholly owned subsidiary offers financing services.

About Frost & Sullivan

Frost & Sullivan, a global growth consulting company, has been partnering with clients to support the development of innovative strategies for more than 40 years. The company's industry expertise integrates growth consulting, growth partnership services, and corporate management training to identify and develop opportunities. Frost & Sullivan serves an extensive clientele that includes Global 1000 companies, emerging companies, and the investment community by providing comprehensive industry coverage that reflects a unique global perspective and combines ongoing analysis of markets, technologies, econometrics, and demographics.

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