

# Navistar Continues to Strengthen Dealer Network by Adding New Dealers in Key Markets

## **Confident in Navistar's Product Strategy, After-Sales Support Capabilities, Commercial Truck Dealership Veterans Join International® Truck's Strong Dealer Network**

**WARRENVILLE, Ill. (May 6, 2010)** – Navistar, Inc. announced today five changes in its dealer network that will significantly strengthen its already industry-leading distribution and service channel.

"As conditions in the truck market continue to put more pressure on our customers, we are committed to providing them with North America's most complete and capable dealer network," said Jack Allen, president of Navistar's North American Truck Group. "Through the addition of these five new dealers, we are demonstrating our commitment to bring the best talent available into the International dealer channel. With a growth-oriented business plan, great products and the best after-sales support network, we've been able to attract and maintain the best dealers in the industry."

Through the combination of several dealerships in southern Georgia and West Virginia, the pending ownership change in Utah/Idaho and the addition this week of new dealers in Arizona and Indiana, Navistar is changing the game in its level of distribution and customer support in these markets.

### **Dealerships in Southern Georgia**

Following the purchase of two International Truck dealerships in southern Georgia by Yancey Bros. Co., Yancey Truck Centers was recently launched with four full-service sales, parts and service locations in Albany, Blackshear, Ga., Tifton, Ga., and Valdosta, Ga. Founded in 1914 and recognized as the nation's oldest Caterpillar® dealer, Yancey Bros. Co. is one of the largest providers of equipment, machines, parts and service in the eastern United States, with more than 25 locations across Georgia.

### **Dealerships in West Virginia**

Four International Truck dealership locations in West Virginia, today known as Heritage International, were purchased by Gary Kale, CEO of Heritage Equipment, Inc. Kale has years of experience serving the unique needs of the West Virginia market, especially customers in the coal industry.

### **Dealerships in Phoenix/Tucson, Indianapolis**

During the past week, Navistar completed sales of two company-owned dealerships to private investors. The International® Truck dealerships—one located in the Phoenix/Tucson, Ariz. market and the other in the Indianapolis, Ind. market—have been successfully transitioned to industry veterans Robert Cunningham and Shelby Howard, respectively.

Howard has operated successful commercial truck dealerships in Indiana since 1992 and has a proven track record of award-winning dealership performance, having won multiple Dealer of the Year awards.

Cunningham has worked in the transportation industry since 1973 and has held executive leadership roles, including CEO, with one of the nation's largest truckload carriers. In the late 1990s, Cunningham owned and operated one of the nation's most successful commercial truck dealerships in the Phoenix area.

### **Dealerships in Utah, Idaho, Oregon**

Rush Enterprises recently announced an agreement to purchase certain assets of Lake City International, which currently operates five locations in Utah, five locations in Idaho and one location in Oregon.

Founded in 1965, Rush Enterprises operates the largest network of commercial vehicle dealerships in North America with vehicle and equipment centers in 11 states throughout the Southern United States. The proposed acquisition will enable Rush to expand its geographic footprint further across the Western United States. The company also operates Rush International Truck Center in Charlotte, N.C.

"Solidifying our customer support capabilities in these important markets has been a priority for Navistar," said John Whitnell, Navistar vice president, distribution. "Despite the challenges of the current business environment, Navistar has continued to look for opportunities to improve the structure and capability of the already strong International dealer network. We will continue to focus on the strength of the International dealer organization as an important differentiator for our customers."

### **About Navistar**

Navistar International Corporation (NYSE: NAV) is a holding company whose subsidiaries and affiliates produce

International® brand commercial and military trucks, MaxxForce® brand diesel engines, IC Bus™ brand school and commercial buses, Monaco® RV brands of recreational vehicles, and Workhorse® brand chassis for motor homes and step vans. It also is a private-label designer and manufacturer of diesel engines for the pickup truck, van and SUV markets. The company also provides truck and diesel engine service parts. Another affiliate offers financing services. Additional information is available at [www.Navistar.com/newsroom](http://www.Navistar.com/newsroom).

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