

# NAVISTAR LAUNCHES CORE ADVANTAGE PROGRAM

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## **Creative Core Management Tools Help Fleet Owners Reduce Cost of Ownership, Extend Product Life Cycle**

**LISLE, Ill. - October 19, 2016** – Navistar today announced the launch of the Core Advantage Program, a creative new approach for core life cycle management. The Core Advantage Program helps fleet owners reduce their overall costs by helping them to manage their core and remanufacturing activity through new tools like the Navistar proprietary software Core Management System (CMS). Cores are used or failed parts that have been returned by the customer at the end of its product life.

“Core is a key part of the business and the Core Advantage Program demonstrates our commitment to provide the best tools in the industry for our fleet customers and help them reduce their operating costs,” said Joel Larsen, vice president, Parts Product Management, Navistar. “The program will increase our product and service offerings, including Navistar’s private label brand Fleetrite® parts and our OnCommand™ suite of value-added services. A good ‘core return’ program is key to a successful ‘reman’ program.”

Cores are employed to remanufacture a returned part and restore it to “like new” condition. Remanufactured parts carry the same features and functionality as new parts and come with the same warranty. “Remanufacturing is great for the environment and great for business,” said Chintan Sopariwala, general manager of Core and Remanufacturing Operations, Navistar. “Remanufactured parts offer a low cost alternative to new parts without sacrificing on product quality or warranty. Last year alone, Navistar recycled over 70 million pounds of used truck components and we have even more aggressive plans to increase this number.”

With the new Core Advantage Program, fleets can now have their own account number and location codes within CMS, which streamlines their ability to see and run reports on purchases, return history, core eligibility and core fallout rates across multiple locations. Fleet owners will be able to promptly find answers to questions like: Which locations have the most fall-out? Are you buying the correct part? Which core eligibility will expire soon?

Estes Parts Manager Jim Cliborne, who was part of the pilot program, added, “The new program from Navistar has worked well for us. It’s been instrumental in increasing recovery on end-of-life trucks and reducing our maintenance costs.”

Sopariwala added, “The Core Advantage Program was built and designed by Eddie Wessler and his team, who run Navistar’s core operations and have over 100 years of combined experience in remanufacturing and core. The whole idea is to reduce the burden of managing cores for our customers and the Core Advantage Program does just that.”

Under this new program, Navistar will also work with fleets and end customers to help manage end of life, wrecked trucks, buses and surplus components. To learn more about this program, fleets can contact Navistar Core Operations at 1-800-758-3771 or email [corecustomerservice@navistar.com](mailto:corecustomerservice@navistar.com).

### **About Navistar**

Navistar International Corporation (NYSE: NAV) is a holding company whose subsidiaries and affiliates produce International® brand commercial and military trucks, proprietary diesel engines, and IC Bus™ brand school and commercial buses. An affiliate also provides truck and diesel engine service parts. Another affiliate offers financing services. Additional information is available at [www.Navistar.com](http://www.Navistar.com).

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