

Nov. 16, 2017

Greetings to all NICARC Members,

First of all—good news! Our club will continue. We have filled the open board positions and will present a slate of officers for your vote at the December luncheon. Thanks to the five members who stepped up to join the board: Gene Wawrzyniakowski, Steve and Carol Story, John Stiso and Bob Johnson. We say goodbye to Paul Monell, Tom Peterson and Linda Dalaba with thanks for their past service on the Board.

I am happy to have served as the President of the NICARC for the last 4 years. John Sheahin has stepped up to the President position for 2018.

Second, don't forget to send in your reservation for our Holiday Luncheon on December 6. We must get your reservation by December 1. If you have misplaced your invitation, let me know and I will make sure you receive it again. A reminder: for those attending the luncheon, we are having a coat drive for Hesus House. They are in particular need for size 2X and 3X coats. Donations of socks, underwear, mittens and toiletries are also welcome.

Here are some recent news items about Navistar:

#### ***Axle Recall***

*October 9, 2017--A recent recall affecting certain Dana Spicer D- and E-Series steer axles has prompted Navistar and Paccar to recall nearly 19,000 combined trucks.*

#### ***Navistar OnCommand(R) Connection Marketplace Goes Live***

*ORLANDO, Fla., Oct. 22, 2017 /PRNewswire/ -- Building on the success of its OnCommand® Connection remote diagnostics solution for all makes and models, Navistar announced that the OnCommand Connection Marketplace will go live on Friday, October 27, 2017. The OnCommand Connection Marketplace is a new, open-architecture, cloud-based technology e-commerce platform for complete telematics services and a broad range of related driver support tools and will be open to customer-created and third-party apps.*

#### ***Navistar looks to bump up truck prices by 2%***

*ORLANDO. With commodity prices and supplier costs both on the rise, truck and engine maker Navistar will seek to increase sticker prices by 2% – an increase Michael Cancelliere, the company's president of truck and parts, also believes reflects the "higher value" of the OEM's product line.*

#### ***Joe Kory Promotion***

*Nov. 1, 2017--Joe Kory has been promoted to the position of Senior Vice President, Parts. Joe will become an SLT member in his new position. Joe will have responsibility in two critical areas of our business: revenue growth and product support, as defined by achieving our stated goal of repairing 80% of our vehicles within 48 hours to solidify our position within the industry as the Uptime leader.*

*A new Parts structure has been created where Joe will have responsibility for both the front end commercial dealer and customer facing side of the business, as well as the back end distribution and inventory processes. Previously these functions resided in two different organizations.*

### **NAVISTAR / VOLKSWAGEN ALLIANCE**

*Nov. 2, 2017--A little more than a year after agreeing to join together in an alliance to attack the global truck market, Navistar International Corp. and Volkswagen Truck & Bus are moving quickly to develop new engines, electric trucks and to deploy their combined purchasing might to trim expenses.*

*Navistar's stock has soared since the deal was announced, rising from \$19.79 a share after plans for the alliance were first announced in September 2016 to close at \$41.68 on Wednesday, a 111 percent gain.*

### **Class 8 orders surge in October**

*Nov. 3, 2017--Volume of orders defies expectations and "confirms confidence" in 2018 as a "strong rebound year" for North American heavy-duty truck production.*

### **Navistar And Its Vietnam Distributor Hoang Huy Sign MOU To Export Up To \$1.8 Billion In Vehicles And Parts To Vietnam Over Next 10 Years**

*HA'NOI, Vietnam, Nov. 12, 2017 /PRNewswire/ -- Navistar International Corporation (NYSE: NAV) and Hoang Huy (HOSE: TCH), its distributor in Vietnam, today announced the signing of a memorandum of understanding (MOU) paving the way for the export of up to \$1.8 billion in International® truck products into the Vietnamese market over the next ten years. The MOU represents the next phase of an already successful relationship between Navistar, Inc. and Hoang Huy to grow its business in Vietnam over the next decade through the sale of new trucks, used trucks, and service parts.*

Have a wonderful Thanksgiving with family and friends. We have much to be thankful for, don't we? Hope to see you all on Dec. 6 at Drury Lane.

Linda Waggoner

President, NICARC