



A NAVISTAR COMPANY

International Truck

4201 Winfield Road  
Warrenville, IL 60555 USA

P : 630-753-5000  
W : Navistar.com

Sales Program G-1151B  
May 29, 2008 – January 31, 2009

## Spec'd to Win

DuraStar® w/MaxxForce™ Engine Defined Specification Program

Navistar, Inc. is pleased to announce that the Spec'd to Win program has been extended through January 2009 and also been enhanced to include a defined specification option for MaxxForce DT at 25.5K and 33K GVW. With this update, you have the flexibility of spec'ing the International DuraStar with either the MaxxForce 7 or MaxxForce DT. Either way, it's a winning combination.

### Program Highlights:

- **Eligible Models:** International® DuraStar 4300M7 & 4300 Factory Orders Only (excludes 4x4 models)
- **Ordering Period:**
  - Program Duration: February 4, 2008 to January 31, 2009
- **Order Provisions:**
  - Orders may be placed as either Stock or Sold
  - Orders must be placed and built as Vendor Option
- **Price Pages:**
  - Stock orders: Price pages in effect at time of invoice
  - Sold orders: Price pages in effect at time of order
- **Floor Plan Terms:**
  - Stock orders: 90 days BMI
  - Sold orders: Standard terms apply
- **Specification Restrictions:**
  - **All orders are limited to the specs outlined on page 2. The only components allowed to change are as follows: Wheelbase, Gear Ratio and Color**
  - **Cold Weather Package also available**

### Program Incentives/Retail Price Structure:

- **SPA Level:**
  - 4300M7 (Equipped with MaxxForce 7): 9.4%
  - 4300 (Equipped with MaxxForce DT): 6.8%
- **Cold Weather Package Available:**
  - MaxxForce 7: \$429 List
  - MaxxForce DT 25.5K GVW: \$408 List      33K GVW: \$418 List
  - List prices above are as of January 2008 and subject to change in future price books.
- **Spec'd to Win Customer Incentive**  
**NFC Financing Offer: 4.9/5.9/6.9% for 36/48/60 months**
  - **Ready to Roll Financing Option available in lieu of NFC Financing Offer above thru July 30, 2008. See Sales Information Letter G-6138.**
  - Qualifying customers taking delivery under G-1151 and financing through NFC will be eligible for a special financing offer. Please submit proposals to NFC using the same Finance Bulletin 5332
- OR 2007 Customer Incentive Package**
  - 4 yr / 150,000 mile / 5400 hour limited extended warranty covering the engine, engine electronics, exhaust and injectors.
  - 2 quick lube inspections under the Performance PM Package
  - Towing coverage 4 yr / 150,000 miles / 5400 hours
  - Emergency Breakdown Service
- OR \$1,000 Invoice Credit**

### Program Procedure:

Orders submitted under this program must be spec'd with the options listed below. No additions, deletions, or substitutions are allowed. As mentioned above, the Gear Ratio, Wheelbase and Color may then be modified to meet your specific bid situation. **Orders that do not meet these guidelines will not qualify for program incentives and will revert back to incentives, terms and conditions as outlined in G-1141B, Deliver North America.**

## 4300M7 w/MaxxForce 7 Specifications

### To create a proposal:

- In the TOPS system, select File > Search > Strategic Prototypes.
- Put a check by the prototype titled “Spec’d to Win” or “Spec’d to Win – Cold Weather Package”
- Select File > Copy To > Proposal

**Just pick your Wheelbase, Axle Ratio and Paint Color!!**

### ***Spec’d to Win Specification Guidelines*** **\*\* 215hp, Allison 2100RDS, Under CDL! \*\***

|            |  |            |   |        |   |
|------------|--|------------|---|--------|---|
| 001570     | Tow Hook, Front (2)                      | 001CAD     | Frame Rails                                 | 001LLD | Bumper, Front                             |
| 001SAL     | Crossmember, Rear                        | 001WED     | Wheelbase range 238”                        | 002AEM | Axle, 8K front non-driving                |
| 003ADA     | Suspension, Front, Spring                | 004085     | Brake System, Hydraulic                     | 004GAR | Brake, Parking                            |
| 004JNP     | Brakes, Front, Hydraulic Disc Quadralic  | 004NNL     | Brakes, Rear, Hydraulic Disc Quadralic      | 005708 | Steering Column                           |
| 005CAL     | Steering Wheel                           | 005PRG     | Steering Gear                               | 007BDA | Exhaust System                            |
| 008000     | Electrical System                        | 008518     | Cigar Lighter                               | 008GEJ | Alternator                                |
| 008HAB     | Body Builder Wiring                      | 008MED     | Battery System                              | 008RJU | Radio                                     |
| 008WGL     | Windshield Wiper SPD Control             | 008WPB     | Headlights; Halogen                         | 008WPZ | Test Exterior Lights                      |
| 008WRB     | Headlights On W/Wipers                   | 008WWJ     | Indicator, Low Coolant Level                | 008WXD | Alarm, Parking Brake                      |
| 008WYD     | Starting Motor                           | 008XAH     | Circuit Breakers                            | 009HAD | Grille; Chrome                            |
| 009WAY     | Front End; Tilting                       | 10060      | Paint Schematic                             | 10761  | Paint Type; Base Coat/Clear Coat 1-2 Tone |
| 011001     | Clutch; Omit Item                        | 012NTG     | Engine, Diesel; MaxxForce 7; 215hp/560lb-ft | 012TTB | Fan Drive                                 |
| 012UXV     | 2004 Federal Emissions Surcharge         | 012UYE     | Radiator                                    | 012VBC | Air Cleaner                               |
| 012VXT     | Throttle, Hand Control                   | 012VYY     | 2007 Federal Emissions Surcharge            | 012WZE | Emission Compliance                       |
| 013AHP     | Transmission, Automatic; Allison 2100RDS | 014AGE     | Axle, Rear, Single 17.5K                    | 014VAD | Suspension, RR, Spring, Single            |
| 015SCD     | Fuel Tank                                | 016030     | Cab; Conventional                           | 016HBA | Gauge Cluster                             |
| 016HGH     | Gauge, Oil Temp, Allison Tran            | 016HKT     | IP Cluster Display                          | 016JDY | Seat, Driver                              |
| 016PJK     | Seat, Two-Man Passenger                  | 016SDJ     | Mirrors (2)                                 | 016WJS | Instrument Panel                          |
| 016WKB     | Air Conditioner                          | 016WKY     | Fresh Air Filter                            | 016WRX | Cab Interior Trim                         |
| 027DMA     | Wheels, Front 22.5” Painted Steel        | 028DMA     | Wheels, Rear Dual Disc, 22.5” Painted Steel |        |   |
| 7372135801 | Tire, Front; Hankook 11R22.5 AH12        | 7372135805 | Tire, Rear; Hankook 11R22.5 Z35A            |        |   |

### Cold Weather Package Details

|       |                  |       |                             |       |              |
|-------|------------------|-------|-----------------------------|-------|--------------|
| 04JNG | Traction Control | 08MEZ | (2) Battery System 1,850cca | 12890 | Block Heater |
| 16SDL | Heated Mirrors   |       |                             |       |              |

## 4300 w/MaxxForce DT Specifications

### To create a proposal:

- In the TOPS system, select File > Search > Strategic Prototypes.
- Put a check by the prototype titled “Spec’d to Win” or “Spec’d to Win – Cold Weather Package”
- Select File > Copy To > Proposal

**Just pick your Wheelbase, Axle Ratio and Paint Color!!**

### ***Spec’d to Win Specification Guidelines*** **\*\* 225hp, 25.5K GVW, Allison 2100RDS \*\***

|            |  |            |  |        |   |
|------------|--|------------|--|--------|---|
| 001570     | Tow Hook, Front (2)                      | 001CAD     | Frame Rails                                  | 001LLD | Bumper, Front                               |
| 001SAL     | Crossmember, Rear                        | 001WEJ     | Wheelbase range 199”                         | 002AEM | Axle, 8K front non-driving                  |
| 003ADA     | Suspension, Front, Spring                | 004085     | Brake System, Hydraulic                      | 004GAR | Brake, Parking                              |
| 004JNP     | Brakes, Front, Hydraulic Disc. Quadralic | 004NNL     | Brakes, Rear, Hydraulic Disc, Quadralic      | 005708 | Steering Column                             |
| 005CAL     | Steering Wheel                           | 005PRG     | Steering Gear                                | 007BDA | Exhaust System                              |
| 008000     | Electrical System                        | 008518     | Cigar Lighter                                | 008GEJ | Alternator                                  |
| 008HAB     | Body Builder Wiring                      | 008MEP     | Battery System                               | 008RJU | Radio                                       |
| 008WGL     | Windshield Wiper SPD Control             | 008WPB     | Headlights; Halogen                          | 008WPZ | Test Exterior Lights                        |
| 008WRB     | Headlights On W/Wipers                   | 008WTK     | Starting Motor                               | 008WWJ | Indicator, Low Coolant Level                |
| 008WXD     | Alarm, Parking Brake                     | 008XAH     | Circuit Breakers                             | 009HAD | Grille; Chrome                              |
| 009WAY     | Front End; Tilting                       | 010060     | Paint Schematic                              | 010761 | Paint Type, Base Coat/Clear Coat, 1-2 Tone  |
| 011001     | Clutch; Omit Item                        | 012NSM     | Engine, Diesel; MaxxForce DT; 225hp/560lb-ft | 012TSY | Fan Drive                                   |
| 012UXV     | 2004 Federal Emissions Surcharge         | 012UYE     | Radiator                                     | 012VBC | Air Cleaner                                 |
| 012VXT     | Throttle, Hand Control                   | 012VYX     | 2007 Federal Emissions Surcharge             | 012WYS | Expanded Engine Temp Effects                |
| 012WZE     | Emission Compliance                      | 013AHP     | Transmission, Automatic; Allison 2100RDS     | 014AGE | Axle, Rear, Single 17.5K                    |
| 014VAD     | Suspension, RR, Spring, Single           | 015SCD     | Fuel Tank                                    | 016030 | Cab; Conventional                           |
| 016HBA     | Gauge Cluster                            | 016HGH     | Gauge, Oil Temp, Allison Tran                | 016HKT | IP Cluster Display                          |
| 016JDY     | Seat, Driver                             | 016PJK     | Seat, Two-Man Passenger                      | 016SDJ | Mirrors (2)                                 |
| 016WJS     | Instrument Panel                         | 016WKB     | Air Conditioner                              | 016WKY | Fresh Air Filter                            |
| 016WRX     | Cab Interior Trim                        | 027DMA     | Wheels, Front 22.5” Painted Steel            | 028DMA | Wheels, Rear Dual Disc, 22.5” Painted Steel |
| 7372135801 | Tire, Front; Hankook 11R22.5 AH12        | 7372135805 | Tire, Rear; Hankook 11R22.5 Z35A             |        |   |

### Cold Weather Package Details

|       |                  |       |                             |       |              |
|-------|------------------|-------|-----------------------------|-------|--------------|
| 04JNG | Traction Control | 08MEZ | (2) Battery System 1,850cca | 12890 | Block Heater |
| 16SDL | Heated Mirrors   |       |                             |       |              |

## 4300 w/MaxxForce DT Specifications

### To create a proposal:

- In the TOPS system, select File > Search > Strategic Prototypes.
- Put a check by the prototype titled “Spec’d to Win” or “Spec’d to Win – Cold Weather Package”
- Select File > Copy To > Proposal

**Just pick your Wheelbase, Axle Ratio and Paint Color!!**

### *Spec’d to Win Specification Guidelines*

**\*\* 225hp, 33K GVW, Allison 2500RDS \*\***

|            |                                      |            |  |        |   |
|------------|--------------------------------------|------------|--|--------|---|
| 001570     | Tow Hook, Front (2)                  | 001CAG     | Frame Rails                                  | 001LLD | Bumper, Front                               |
| 001SAL     | Crossmember, Rear                    | 001WEJ     | Wheelbase range 199”                         | 002ADD | Axle, Front Driving 12K                     |
| 003ADC     | Suspension, Front, Spring            | 004091     | Brake System, Air                            | 004722 | Drain Valve, Automatic                      |
| 004AZA     | Air Brake ABS                        | 004EBS     | Air Dryer                                    | 004JBG | Brakes, Front, Air Cam                      |
| 004NCE     | Brakes, Rear, Air Cam                | 004SBC     | Air Compressor                               | 005708 | Steering Column                             |
| 005CAL     | Steering Wheel                       | 005PSA     | Steering Gear                                | 007BDA | Exhaust System                              |
| 008000     | Electrical System                    | 008518     | Cigar Lighter                                | 008GEJ | Alternator                                  |
| 008HAB     | Body Builder Wiring                  | 008MEP     | Battery System                               | 008RJU | Radio                                       |
| 008WGL     | Windshield Wiper SPD Control         | 008WPB     | Headlights; Halogen                          | 008WPZ | Test Exterior Lights                        |
| 008WRB     | Headlights On W/Wipers               | 008WTK     | Starting Motor                               | 008WWJ | Indicator, Low Coolant Level                |
| 008WXD     | Alarm, Parking Brake                 | 008XAH     | Circuit Breakers                             | 009HAD | Grille; Chrome                              |
| 009WAY     | Front End; Tilting                   | 010060     | Paint Schematic                              | 010761 | Paint Type, Base Coat/Clear Coat, 1-2 Tone  |
| 011001     | Clutch; Omit Item                    | 012NSM     | Engine, Diesel; MaxxForce DT; 225hp/560lb-ft | 012TSY | Fan Drive                                   |
| 012UXV     | 2004 Federal Emissions Surcharge     | 012UYE     | Radiator                                     | 012VBC | Air Cleaner                                 |
| 012VXT     | Throttle, Hand Control               | 012VYX     | 2007 Federal Emissions Surcharge             | 012WYS | Expanded Engine Temp Effects                |
| 012WZE     | Emission Compliance                  | 013ALX     | Transmission, Automatic; Allison 2500RDS     | 014AGG | Axle, Rear, Single 21K                      |
| 014VAH     | Suspension, RR, Spring, Single 23.5K | 015SCD     | Fuel Tank                                    | 016030 | Cab; Conventional                           |
| 016HBA     | Gauge Cluster                        | 016HGH     | Gauge, Oil Temp, Allison Tran                | 016HKT | IP Cluster Display                          |
| 016JNT     | Seat, Driver                         | 016PJK     | Seat, Two-Man Passenger                      | 016SDJ | Mirrors (2)                                 |
| 016WJS     | Instrument Panel                     | 016WKB     | Air Conditioner                              | 016WKY | Fresh Air Filter                            |
| 016WRX     | Cab Interior Trim                    | 027DMA     | Wheels, Front 22.5” Painted Steel            | 028DMA | Wheels, Rear Dual Disc, 22.5” Painted Steel |
| 7372135801 | Tire, Front; Hankook 11R22.5 AH12    | 7372135805 | Tire, Rear; Hankook 11R22.5 Z35A             |        |   |

### Cold Weather Package Details

|        |                             |        |                             |       |              |
|--------|-----------------------------|--------|-----------------------------|-------|--------------|
| 004AZJ | ABS / Auto Traction Control | 008MEZ | (2) Battery System 1,850cca | 12959 | Block Heater |
| 16SDL  | Heated Mirrors              |        |                             |       |              |

## FAQ's

### **1. Are orders received under Spec'd to Win limited to the specifications outlined above?**

*Yes. Units ordered under this program are limited to those specifications outlined above with the following exceptions: Gear Ratio, Wheelbase and Color. Those are the only 3 order changes allowed under this program.*

### **2. What if my customer insists on a different spec that is not part of the pre-defined set of specifications?**

*If your customer insists on altering the specs that are outlined under this program you may still use Deliver North America 2008 for those orders.*

*As a reminder, Cold Weather Package specs can be added to the Spec'd to Win program at a total cost of \$429 List as outlined above.*

### **3. How do I order an International DuraStar with a MaxxForce 7 under this program?**

*Sales Tools has been updated to include a "Spec'd to Win" strategic prototype which has these features available to order. For assistance ordering these units, please contact Dealer Support.*

### **4. What benefits does using the program offer?**

*It makes it easier for dealers to spec out a vehicle powered by the MaxxForce 7 or DT, use an aggressive SPA level and offer the customer a choice of incentives. In addition, this program addresses the needs of some customers who are more cost conscious but are looking to drive an industry leading International DuraStar.*

### **5. What marketing material is available to promote this new offering?**

*There is a variety of marketing material available for the dealer to use to promote the MaxxForce 7 and International DuraStar. In addition, we are finalizing an I-Create template and a postcard that you can mail to your targeted customers. Listed below you find some of marketing materials that are currently available:*

| <b>Marketing Material</b>        | <b>Location</b>   |
|----------------------------------|---|
| DuraStar Hero Card               | MRC/Market Your Dealership/Brochures/Medium/DuraStar        |
| Pick Up and Delivery Brochure    |   |
| DuraStar Sell Sheet              |   |
| Top 10 reasons to buy a DuraStar |   |
| DuraStar Presentation            | MRC/Product Information/Presentations/DuraStar Presentation |
| MaxxForce Brochures              | MRC/Market Dealership//Brochures/MaxxForce                  |
| MaxxForce Presentations          | MRC/Product Information/MaxxForce Presentations             |

## General Provisions

1. Units ordered under this program and retailed with an inventory SPA (CT-222) will have all incentives received under this program reversed and the terms of the new SPA applied. Invoice Credits are considered SPA and will be included in the SPA calculation when providing additional allowance to equal the SPA levels as defined under the CT-222 or subsequent sales program. This program, or any of the incentives associated with it, cannot be combined with other programs.
2. Orders must be electronically received no later than January 31, 2009. Orders must be placed and built as Vendor Option.
3. Current orders in the system cannot be cancelled and reordered under this program.
4. BMI terms include transit time.

5. All Stock program units are subject to raw material, fuel and freight surcharges in effect at the time of invoicing. All Sold program units are subject to raw material, fuel and freight surcharges in effect at the time of order.
6. Orders must include program number G-1151.
7. The upfront SPA and terms will be applied at time of invoice. All units ordered under this program are non-cancelable.
8. International reserves the right to audit orders placed under this program to ensure that specifications meet the program requirements. Those orders found to be not in compliance per the requirements of the program will have program incentives reversed and will receive the terms and conditions as outlined in G-1141B, Deliver North America 2008.
9. Navistar, Inc. reserves the right to cancel or modify this program at any time. All units ordered prior to program cancellation or modification will be honored under the original program provisions. Units ordered under this program cannot be cancelled or substituted with another order. Units currently on order cannot be cancelled and reordered under this program. Incentives cannot be combined with any other program or promotion unless specifically offered by that program. No modification to program incentives or substitution for program incentives will be allowed.

**2007 Customer Incentive Package/NFC Financing Incentive Provisions/\$1,000 Invoice Credit**

10. Units delivered under G-1151 will be eligible to receive the 2007 Customer Incentive Package, the NFC Financing Incentive or \$1,000 Invoice Credit. **Sales professional will need to declare which incentive, either the 2007 Customer Incentive Package, the NFC Financing Incentive or \$1,000 Invoice Credit they are applying for online at the time of DTU at: <https://evaluate.internationaldelivers.com/sales/STW.asp>.**
11. Navistar Financial Corporation financing offer will only be honored on FSP's which include FB-5332 at the time of submission. Only customers with approved credit will be eligible for finance rates as outlined in FB-5332.
12. International reserves the right to audit Navistar Financial Corporation's FSPs for compliance with program provisions. The value of the incentive choice may be charged back to dealers for FSPs that the dealer submits in conjunction with this program, which do not qualify for the terms of G-1151.
13. For additional details pertaining to this offer, please see NFC Finance Bulletin FB-5332.
14. International will honor the service contracts (209679, 209680 and 349683) as originally written for G-1141B.
15. \$1,000 Invoice Credit will be paid upon DTU under G-1151 and upon \$1,000 Invoice Credit option being selected at time of DTU as noted in Provision #10.