

**SPECIAL REPORT: A 75-YEAR PARTNERSHIP**



CUMMINS® AND NAVISTAR® PAIR UP ON  
**INTERNATIONAL® PROSTAR®+**



**T**he first SCR-based International ProStar+ will now be powered by the fuel-efficient Cummins ISX15 engine and accessorized by Cummins aftertreatment. The first product to come from a recently signed long-term supply agreement between Navistar and Cummins, this collaboration brings versatility and proven aftertreatment to International's lineup of highly respected heavy-duty trucks. But more important, it ushers in a new chapter in the 75-years (and counting) relationship between two powerhouses of the trucking industry.

Over the decades, Navistar and Cummins have done business as suppliers and customers and, at times, competed as rivals. But despite a brief hiatus between 2009 and 2012, both companies have been at their best when they've partnered to push the industry forward. And now, the two Midwest global organizations are doing it again. They're drawing upon their shared history to aggressively deliver game-changing new products to market, ever-focused on the quality that's defined both of their legendary reputations.

## THE ORIGINAL POWER COUPLE

The story began in 1938. While the lingering Depression still held most of the country in its grip, along the West Coast the logging industry was booming. And in California, International Harvester dealers were clamoring for more power. Their customers desperately needed trucks with enough engine capacity to drag double trailers loaded with heavy timber across rough, mountainous terrain.

International Harvester responded by installing Cummins Model HB-600 diesels in its heavy-duty DRD-70 trucks. In fact, the truckmaker was so confident in the Cummins product that designers extended the front end by 12 inches to accommodate the larger engine, giving the truck its signature "long nose" look. The truck-and-engine combination was a runaway hit with drivers, fleet managers and business owners who craved a powerful, reli-

able vehicle for industrial and heavy-haul loads. But the effects of this initial collaboration went far beyond that single truck design.

"When International Harvester first started using Cummins diesel engines in California, it brought them [International] into a whole new category," says Tom Clark, a Navistar historian. "They now had trucks for applications that needed the biggest, most powerful engine available."

It wouldn't be the last time the organizations would come together to meet the changing needs of the marketplace. And as both companies grew over the next several decades, they became increasingly vital to each other's business interests. By the 1970s, International Harvester was Cummins's largest customer, and engines such as the Cummins N-Series powered the original equipment manufacturer's (OEM's) most popular heavy-duty trucks.

As the fuel crisis took hold at the end of that decade, the partnership inspired an ambitious program designed to bring customers a best-in-class fuel economy solution. During a 2,791-mile test run from Los Angeles to New York City in 1982, an International S-Series long-haul truck paired with a Cummins L-10 engine averaged 8.26 mpg—a staggering 37% improvement over the average long-haul truck mileage at the time. After that unmitigated success, International Harvester and Cummins began marketing trucks and engines in tandem, touting their "matched component design" in products such as the LCO Model 2375, a truck available with a 350hp Big Cam III Formula 350 engine that delivered a "low cost of ownership" for customers.

Throughout much of their relationship, International Harvester and Cummins played the familiar roles of OEM and supplier, respectively. But those roles were redefined in the 1980s when Navistar supplied blocks and cylinder heads to help Cummins build engines for Dodge Turbo Diesel Power Ram pickups. "Theirs has always been a two-way relationship," says Clark. "For Navistar, Cummins is more than just a vendor; it's a true partner."

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—THOMAS SMITH, DIRECTOR OF CUSTOM ENGINEERING AND PRODUCT SUPPORT

**A GREAT HISTORY**  
Cummins diesel engines first  
partnered with International  
Harvester trucks in California  
in 1938.





**DRIVING FORCE**  
Navistar and Cummins are  
incorporating the engine into  
the ProStar+ in just 120 days.

## “IN THE CANADIAN MARKET, YOU NEED BIG-BLOCK POWER.”

—GEORGE KIRKHAM, OWNER, SOUTHLAND INTERNATIONAL IN ALBERTA, CANADA

### UNPRECEDENTED SPEED TO MARKET

According to Dave Majors, vice president of North America product development at Navistar, who is overseeing the current relationship between Navistar and Cummins, that long and storied history is the primary reason the two companies will be successful in bringing new products like the ProStar+ with the ISX15 to market faster than ever before while delivering on an unprecedented number of quality metrics. Typically, new product programs take years to execute. But Navistar and Cummins are incorporating the engine into ProStar+ in just 120 days. Pilot builds are happening in November 2012, with the first batch of new trucks reaching customers in December.

“Working with Cummins through the years adds so much value to this program,” says Majors. “We have relationships that go way back, so we can quickly get to a common understanding on technical requirements without a lot of back-and-forth.”

That familiarity has fostered unprecedented levels of collaboration, with Cummins employees working on-site at Navistar’s Lisle, Ill. campus, collaborating directly with their Navistar counterparts to find ways to incorporate the Cummins engine into the ProStar+ chassis in a way that hits all quality metrics.

“The integration between us and Cummins is definitely different than that of a typical OEM and supplier,” says Thomas Smith, director of custom engineering and product support. “Usually those relationships are more formal and distant. But we have regular face-to-face meetings. And our teams have 24/7 access to each other.” Mark TKTKTK from Cummins agrees, adding, “It’s a great relationship, one that’s built on trust and has developed over many years of collaboration.”

While Cummins engines have continued to power Navistar’s global vehicles over the decades, the most recent example of this enduring partnership in the North American market is the release of the original International ProStar in 2006. Paired with the Cummins ISX15 engine, that industry-changing truck was by far the best-selling model/engine combination when in market.

That recent experience brings more advantages in the pursuit of incredibly aggressive launch timetables.

“The overall architecture and iron is the same [as the 2006 ProStar]. The cooling and the electrical is very familiar to us,” explains Navistar engineer Tony Sutton. “So there’s not a lot of inventing going on. Just a lot of blocking and tackling on things we already know how to do. That’s the reason we’re so confident that we can accomplish this in such a tight time frame.”

### A SUPERIOR PRODUCT

All of the hard work going into the new version of the ProStar+ powered by the Cummins ISX15 is aimed at delivering a superior product to customers. It will be at the intersection of ultimate performance and comfort.

“I think customers are going to be delighted with the fuel efficiency,” says Smith. “We’ve matched one of the best trucks in the industry from an aerodynamic perspective with one of the most fuel-efficient powertrains. Marrying the two will create one of the best trucks on the road.”

And much like in 1938, dealers across the country are thrilled to be receiving a truck that’s ready to meet all of their customers’ power needs. Nowhere is that more evident than in the Great White North, where Canadian haulers and owner-operators not only want additional power, but also are required by the government to follow certain horsepower-to-weight ratios.

“In our market you need big-block power,” says George Kirkham, owner of Southland International in Alberta, Canada. “In the U.S. you top out at 80,000 pounds. Here it’s two trailers at 140,000 pounds. We have hills that hit 7–8% grades. You need lots of horsepower going up them and braking power coming down. This product delivers that for us.”

But most of all, Kirkham is elated that Cummins and Navistar are partnering again to build a best-in-class truck. “They’re kind of like old friends,” he says. “You haven’t seen the guy for a while, but you welcome each other with open arms. Now it’s like, ‘Let’s go.’”

## TIMELINE

### 1938-2012

International Harvester dealers in California replaced company-made gasoline engines with Cummins diesel engines.



1938

The Cummins NH Series was the first engine to introduce the "Jake Brake." Many of Navistar's engines today have the MaxxForce Engine Brake by Jacobs.



1961

A test truck traveled 2,791 miles from Los Angeles to New York City, averaging 8.26 mpg—a dramatic 37% improvement over the average.



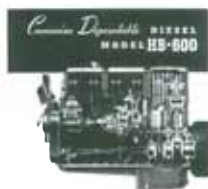
1982

A joint venture between Navistar and Cummins designed and built three Class 8 tractors as a way to test engines in extreme operating conditions.



1994-1996

1946-1950



After WWII the Cummins HB-600 was still the engine of choice for the larger International Harvester trucks.

1974-1980



During this time the Cummins N-Series engines were the most popular engine choices in one of International Harvester's most popular cab-over-engine trucks ever.

1989-1995



International started supplying Cummins with engine blocks and cylinder heads for the ISB 5.9-liter engine. These parts could be found in Dodge pickups.

2012



Cummins and Navistar reunite to continue the drive to deliver great results for customers.