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International Truck and Engine Corporation Honored by United States-Mexico Chamber of Commerce

2004 Double Eagle Award Cites Leadership in Strengthening U.S. - Mexico Ties

CHICAGO, Jun 16, 2004 (BUSINESS WIRE) -- International Truck and Engine Corporation and four of its Mexican dealers were honored today by the United States-Mexico Chamber of Commerce, which presented them with its prestigious Double Eagle Award for 2004.

Mexican President Vicente Fox was the keynote speaker at the Chamber's annual Double Eagle Awards Dinner where the awards were presented.

The Double Eagle Award recognizes companies and other entities that demonstrate leadership and commitment in building alliances and strengthening business ties between the United States and Mexico.

"All of us at International are honored to receive the Double Eagle Award," said Daniel C. Ustian, the company's chairman, president and chief executive officer. "This prestigious award confirms that the Mexican market rewards those who share the vision of the opportunities in Mexico and are willing to invest the human and capital resources to bring that vision to fruition."

Ustian noted that as a result of International's aggressive business-building efforts in Mexico, the company is now Mexico's No. 1 truck maker, the leading seller of trucks and buses in Mexico and has the country's largest dealer network.

"We believe there's a bright future in Mexico," Ustian said, "and we are determined to help make it a reality by continuing to meet the needs of our Mexican customers."

The four International dealers who were honored were Agencias Mercantiles, Camionera Catosa, Camiones Especiales and The Anglo Mexican Motors, each of which is a leader in its local market:

- Agencias Mercantiles, based in Merida, Yucatan and a truck dealer since 1947, represents the third generation of dealers in the Yucatan peninsula. It has expanded its territories to the states of Tabasco, Chiapas, Campeche and Quintana Roo, with a better than 40 percent market share in each of its territories.
- Camionera Catosa, based in Torreon, Coahuila and a truck dealer since 1948, is a proven innovator -- the first-ever truck dealer in Mexico to offer trucks for daily rent in the country and the first to be certified under ISO-9000 quality standards. Its market share in its territory is consistently higher than 45 percent.
- Camiones Especiales, a truck dealer since 1956, enjoys an excellent reputation in its home base of Mexico City. It has been ISO-9000-certified since 2002, and is the first dealer to develop vocational support for the different truck segments it services. In addition, it has traditionally been the number-one dealer in retail deliveries.
- The Anglo Mexican Motor Co., based in Puebla, was founded in 1923 as the first truck dealer in Mexico. Representing the third generation of International dealers in the state of Puebla, it has consolidated its position and is now the number-one dealer in its territory, with one of the best reputations in the industry.

"Each of these dealers has been in the truck business for nearly 50 years," Ustian noted. "Their deep roots reflect our strong Mexican franchise and position our company well for continued growth as the Mexican economy continues to expand."

Contributing to International's strength in Mexico is its Escobedo Assembly Plant. Based in Escobedo, Nuevo Leon, Mexico, it is the largest, most modern truck assembly plant in Latin America. The Escobedo plant manufactures International 4000 Series medium trucks and select International heavy truck models, and is the site of the company's Blue Diamond joint venture with Ford Motor Company.

International Truck and Engine Corporation is the operating company of Navistar International Corporation (NYSE:NAV). The company produces International(R) brand commercial trucks, mid-range diesel engines and IC brand school buses and is a private label designer and manufacturer of diesel engines for the pickup truck, van and SUV markets. With the broadest distribution network in North America, the company also provides financing for customers and dealers. Additionally, through a joint venture with Ford Motor Company, the company builds medium commercial trucks and sells truck and diesel engine service parts. Additional information is available at www.internationaldelivers.com.

SOURCE: Navistar International Corporation

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