

■ To The Trucking Industry,

With more than a decade to prepare to meet 2010 emissions standards, all but one heavy-duty trucking manufacturer invested the necessary time, money and brainpower to develop the best technology possible to meet stringent new requirements. All but one manufacturer, Navistar, came to the same solution that would best serve you, our trucking industry customers of North America. Navistar chose instead to spend more time blowing smoke across the industry than developing the technology to clear the air.

Enough is enough. Though we're all competitors, the rest of us understood the importance of the larger cause. We worked together to overcome the challenges of adapting to stricter emissions requirements to do our part to improve air quality for the safety and enjoyment of future generations. We watched patiently as Navistar muddied the waters and intentionally confused customers with fear-mongering, deception and distraction. From our standpoint, it begs a question...how can this competitor claim it's concerned about the environment while their proposed 2010 product spews two and a half times the 2010 NOx standard into the air we breathe every day? We expected more from a legitimate competitor - like an attempt to improve our industry's performance in the eyes of you, our trucking industry customers.

Instead, Navistar has chosen to do the exact opposite. They've painted a picture of our industry, our customers and their operators as a group that will intentionally break the law and circumvent the EPA's emission control regulations. We know this couldn't be further from the truth and feel this is an insult to the hardworking people in the transportation industry who have put in long hours and a lot of work to help put this economy back on track.

Manufacturers, suppliers, government agencies and associations across the trucking industry invested time and resources to develop ideas and innovations to achieve the emissions goal in spite of economic challenges and rising operating costs because we all understand that it is the right thing to do.

Navistar has responded by selling thousands of pre-2010 engines, while the rest of the industry has been actively selling EPA 2010-certified products. They apparently have no EPA-compliant emissions technology for 2010 and beyond, at least nothing that does not use credits to achieve compliance. Without a long-term solution once they run out of emissions credits, they'll probably resort to some other stall tactic. What will it be then?

Today, the only way Navistar can make its point is by hiring a third party to break the law while allegedly operating an SCR-equipped truck. Running an SCR-equipped truck out of EPA compliance on public highways is **against the law**. Period. Professional truckers are trained to, and want to, obey the law. Navistar should comply with the law, too - even when filming a misleading promotional video.

We should demand that Navistar quit wasting everybody's time with their worthless claims and scare tactics. If they're so convinced they have the right product, why can't anyone get their hands on a true EPA 2010-compliant non-prototype truck to verify their claims? It seems as if real desperation is building in their camp.

Don't trucking industry customers of North America deserve better?

We, for one, believe you do. We put our money where our mouth is. And as an industry which prides itself on professionalism, integrity and honesty, we have every reason to demand the same of Navistar.

Respectfully,

Daimler Trucks North America LLC