



Navistar, Inc.  
4201 Winfield Road  
Warrenville, IL 60555 USA

**Mike Eppes**  
Director  
Global Product Management

**Debra Wilson**  
Director, Global Parts Purchasing

W : navistar.com

March 2, 2011

**TO:** Aftermarket Parts Suppliers

**RE:** Reorganization of Parts Purchasing and Product Teams

Navistar Parts is completing a reorganization of their Purchasing and Product Teams. The prior U.S. Product Team and Canadian Product Team have been combined into one North American Product Team. In addition, a number of changes in responsibility have taken place within the Purchasing Team.

Attached please find the following documents to provide details on these Navistar Parts employee and organizational changes:

- Parts Purchasing Organizational Changes Letter
- Parts Purchasing Team Summary
- Parts Product Team Reorganization Letter
- North American Product Team Summary

These documents should assist you in determining who to contact within Navistar's Parts Purchasing or Parts Product Teams. Please share this information with others within your company who have need to contact Navistar Parts Purchasing or Product Team members.

If you have questions regarding this change and its impact upon your company as one of our aftermarket parts suppliers, please contact either of us or the appropriate Purchasing or Product Team member, as detailed on the attachments. We appreciate your support as we implement these changes that will help us streamline all parts programs offered to our dealers.

Mike Eppes, Director  
Global Product Management

Debra Wilson, Director  
Global Parts Purchasing

March 2, 2011

I am pleased to announce several organizational changes within the Global Parts Purchasing Team. These changes will enable the team to develop and execute strategies that improve our ability to serve the growth and cost reduction initiatives as well as improve customer service associated with critical orders. The changes will also improve cross functional alignment and integration with Truck and Engine Purchasing.

**Jan Santelli**, who had led the Critical Order Team, will report directly to me in a newly created role. As Manager, Global Parts Purchasing, Jan will focus on improving performance associated with critical orders through changes to existing processes and by challenging the status quo with new ideas that will improve customer service for our dealers and customers.

- La Verne Coleman – La Verne will report to Jan, in a newly created role, Supply/Sourcing Specialist. La Verne will work with the Critical Order Team and Purchasing to help resolve part supply issues. La Verne will also be responsible to negotiate the part costs and process requisitions for “Order on Demand” Critical Orders.

**Chris Burger** will lead the following team members:

- David Strand – David will be focused on global growth with our internal team and external JV partners. David will act as a global integrator to ensure supplier capabilities meet program objectives along with driving global strategic sourcing, target costing, and supplier development with potential in market / global sources. David will be the Parts Purchasing liaison to Quality and Engineering for Global approvals.
- Christine Xu – Christine will be focused on global growth with our internal team and external JV partners. Christine will work on development of new supplier sources in global regions where Navistar and Navistar’s JV partners have or will be forming operations. Christine will also be responsible for developing global sourcing processes and procedures in order to drive efficiency throughout the global parts purchasing team. In addition, Christine will have global parts purchasing responsibility for mud flaps, trailer accessories and lighting.
- Janis Taliaferro – Janis will be leading the following Parts strategies: filtration, glass, wipers, mirrors, and fuel tanks. Janis will have parts purchasing responsibility for these commodities globally.
- Ismael Sanchez – Ismael will support the entire parts purchasing team, as well as the local Mexico & LATAM market by identifying, developing and implementing alternative / new sources for Navistar Parts within that region. Ismael will also be the Parts Purchasing representative supporting the Queretaro PDC. In addition, Ismael will have global parts purchasing responsibility for wheels and tires.
- Kevin Wen – Kevin will support the entire parts purchasing team by identifying, developing and implementing alternative / new sources for Navistar Parts in the Asia region. Kevin will be the Parts Purchasing representative in the Shanghai, China Purchasing office.
- Lou Jianqiang – Lou will join Navistar in early February 2011. Lou will focus on qualifying sources to meet Navistar’s conditions to do business. He will also be responsible for coordinating between Supplier Quality and the PDC’s to constantly improve supplier performance from Asian sources.

**Matt Warreiman** will lead the following team members:

- Deval Joshi – Deval will be taking over the brake and wheel end commodity from Blake Smith. Deval will be leading the following Parts strategies: brakes, air systems and wheel ends. Deval will have parts purchasing responsibility for these commodities globally.
- Blake Smith – Blake will be taking over the axle and suspension from Deval Joshi. Blake will be leading the following Parts strategies: axles, suspension, Mascot and reman steering. Blake will have parts purchasing responsibility for these commodities globally.
- John Veremis – John will join Navistar on 2/14/11 and will have global responsibility for chemicals, batteries, starters, and alternators. John comes to us from Whirlpool Corporation where he most recently served as Senior Buyer, Chemicals and Resins. John has over ten years experience in a number of strategic sourcing positions. John attended Michigan State University.
- Violet Matos – Violet will continue her role as a Sourcing Specialist for Parts Purchasing. Violet will be supporting chemical, filtration, cooling and exhaust supply managers. Violet's primary focus will be cost reduction and growth initiatives.

**Dan Lewis** will lead the following team members and commodities:

- Arun David – Arun will assume responsibility for transmission and clutch along with reman engines/ components, clutch and new/ reman transmissions. Arun will have parts purchasing responsibility for these commodities globally. Arun will also be taking a supervisory role over Sourcing Specialist, Eric Alexander.
- Eric Alexander – Eric will continue his role as a Sourcing Specialist for parts purchasing reporting to Arun David. Eric will be supporting reman engine/ transmission and axle/suspension supply managers. Eric's primary focus will be cost reduction and growth initiatives.
- Open Position -: Engine components, muffler/ exhaust tubes, audio, seals and bearings.
- Rich Emanuel – Rich joined Navistar in late November. Richard has a number of years of experience in strategic sourcing. He most recently served as a Purchasing Manager at Delphi Corporation. Prior to that, he was with General Motors as an Industrial Engineering Manager. Rich will have global parts purchasing responsibility for all Cooling & HVAC.
- Marie Asbury – Marie has been assigned to be Parts Purchasing Process Manager. Marie's main focus will be on systems implementation of our PIM and PRO's programs, along with identifying and implementing process improvement initiatives.

**Brian Burzynski** will report directly to me and will have responsibility for managing the Parts Purchasing cost reduction metrics. Brian will continue to be the liason between Parts Purchasing and Finance. In addition, Brian will manage a JV relationship in New Stream focused on obtaining cost reductions through FY11.

Thank you,





## GLOBAL PARTS PURCHASING ORGANIZATIONAL CHANGES

**GLOBAL PARTS PURCHASING**  
Debra Wilson, Director, Global Parts Purchasing

(O): (630) 753-2826  
Email: [Debra.Wilson@Navistar.com](mailto:Debra.Wilson@Navistar.com)

**GLOBAL PARTS PURCHASING**  
Jan Santelli, Manager, Global Parts Purchasing

(O): (630) 753-3691  
Email: [Jan.Santelli@Navistar.com](mailto:Jan.Santelli@Navistar.com)

**Supply Issues – Critical Order Team**

La Verne Coleman  
Supply/Sourcing Specialist  
(O): (630) 753-6821  
Email: [LaVerne.Coleman@Navistar.com](mailto:LaVerne.Coleman@Navistar.com)

**GLOBAL PARTS PURCHASING**  
Brian Burzynski, Supply Manager

(O): (630) 753-3155  
Email: [Brian.Burzynski@Navistar.com](mailto:Brian.Burzynski@Navistar.com)

**Cost Reduction Metrics**

**PURCHASING – GLOBAL SOURCING**  
**Chris Burger, Manager, Purchasing-Global Sourcing**

(O): (630) 753-6282  
 Email: [Chris.Burger@Navistar.com](mailto:Chris.Burger@Navistar.com)

**Global Integration/Strategic Sourcing**

David Strand  
 Supply/Sourcing Manager  
 (O): (630) 753-3246  
 Email: [David.Strand@Navistar.com](mailto:David.Strand@Navistar.com)

**Mud Flaps/Trailer Accessories/Lighting**

Christine Xu  
 Global Supply Manager  
 (O): (630) 753-3613  
 Email: [Christine.Xu@Navistar.com](mailto:Christine.Xu@Navistar.com)

**Filtration/Glass/Wipers/Mirrors/Fuel Tanks**

Janis Taliaferro  
 Supply/Sourcing Manager  
 (O): (630) 753-6375  
 Email: [Janis.Taliaferro@Navistar.com](mailto:Janis.Taliaferro@Navistar.com)

**Mexico & Latin America/Wheels & Tires**

Ismael Sanchez  
 Purchasing Manager  
 (O): (442) 229-4100  
 Email: [Ismael.Sanchez@Navistar.com](mailto:Ismael.Sanchez@Navistar.com)

**Alternative Sourcing - Asia**

Kevin Wen  
 Supply Manager  
 Email: [Kevin.Wen@Navistar.com](mailto:Kevin.Wen@Navistar.com)

**Supplier Quality & Performance - Asia**

Lou Jianqiang  
 Email: [Lou.Jianqiang@Navistar.com](mailto:Lou.Jianqiang@Navistar.com)

**PURCHASING – GLOBAL SOURCING**  
**Matt Warrelman, Manager, Purchasing-Global Sourcing**

(O): (630) 753-  
 Email: [Matt.Warrelman@Navistar.com](mailto:Matt.Warrelman@Navistar.com)

**Brakes & Wheel Ends**

Deval Joshi  
 Supply Manager  
 (O): (630) 753-3241  
 Email: [Deval.Joshi@Navistar.com](mailto:Deval.Joshi@Navistar.com)

**Axles & Suspensions**

Blake Smith  
 Supply/Sourcing Manager  
 (O): (630) 753-3259  
 Email: [Blake.Smith@Navistar.com](mailto:Blake.Smith@Navistar.com)

**Chemicals/Batteries/Starters & Alternators**

John Veremis  
 Supply/Sourcing Manager  
 (O): (630) 753-3641  
 Email: [John.Veremis@Navistar.com](mailto:John.Veremis@Navistar.com)

**Chemicals/Filtration/Cooling & Exhaust**

Violet Matos  
 Supply/Sourcing Specialist  
 (O): (630) 753-6907  
 Email: [Violet.Matos@Navistar.com](mailto:Violet.Matos@Navistar.com)

**PURCHASING – GLOBAL SOURCING**  
**Dan Lewis, Manager, Purchasing-Global Sourcing**  
(O): (630) 753-3676  
Email: [Dan.Lewis@Navistar.com](mailto:Dan.Lewis@Navistar.com)

**Transmissions/Clutches & Reman Engines**

Arun David  
Supply/Sourcing Manager  
(O): (630) 753-4109  
Email: [Arun.David@Navistar.com](mailto:Arun.David@Navistar.com)

Eric Alexander  
Sourcing Specialist  
(O): (630) 753-3559  
Email: [Eric.Alexander@Navistar.com](mailto:Eric.Alexander@Navistar.com)

**Engine Components/Mufflers/Audio/Seals**

[TBD]  
Supply/Sourcing Manager

**Cooling & HVAC**

Rich Emanuel  
Supply/Sourcing Manager  
(O): (630) 753-2685  
Email: [Richard.Emanuel@Navistar.com](mailto:Richard.Emanuel@Navistar.com)

**PIM/PRO Programs/Process Improvements**

Marie Asbury  
Process Manager, Parts Purchasing  
(O): (630) 753-6182  
Email: [Marie.Asbury@Navistar.com](mailto:Marie.Asbury@Navistar.com)



Navistar, Inc.  
4201 Winfield Road  
Warrenville, IL 60555 USA

**Mike Eppes**  
Director  
Global Product Management

**P** : 630-753-3174  
**W** : navistar.com

March 2, 2011

**TO:** Aftermarket Parts Suppliers

**RE:** Reorganization of North American Product Team

Navistar Parts is completing a reorganization of their Product Teams. The prior U.S. Product Team and Canadian Product Team have been combined into one North American Product Team. As a result of this change, a number of product line reassignments have taken place within the Product Team.

Product Team members will now have responsibility for product lines in both the United States and in Canada. Moving forward, new product lines or product promotions will be released simultaneously for dealers in the U.S. and Canada. As a result, if your company has different sales representatives for the U.S. and Canada, those individuals will need to work together with the appropriate Product Team member on calls, meetings, and program development. All programs should be applicable to both countries, unless specifically noted in advance of release.

The attached Product Line Responsibilities summary provides a team-by-team listing of Product Team members and their new areas of responsibility. Team members have been requested to forward this letter to each of their current suppliers. Note that currently, we have a few position openings, but other Product Team members have been designated to cover those areas until all positions are filled.

If you have questions regarding this change and its impact upon your company as one of our aftermarket parts suppliers, please contact me or the appropriate Product Team member, as detailed on the attached summary. We appreciate your support as we implement this change that will help us streamline all parts programs offered to our dealers.

Mike Eppes, Director  
Global Product Management

Attached: Navistar Parts Product Line Responsibilities



## NORTH AMERICAN PRODUCT TEAM PRODUCT LINE RESPONSIBILITIES

### NORTH AMERICAN PRODUCT TEAM

Mike Eppes, Director, Global Product Management

(O): (630) 753-3174

(C): (717) 372-5953

Email: [Mike.Eppes@Navistar.com](mailto:Mike.Eppes@Navistar.com)

Teams:        **Product Segmentation**  
                 **Product Management – Power Products Group**  
                 **Product Management - Aftermarket Products Group**

### PRODUCT SEGMENTATION

Mike Harris, Director, Product Segmentation

(O): (630) 753-2125

Email: [Mike.Harris@Navistar.com](mailto:Mike.Harris@Navistar.com)

#### Product Training & Technical Programs

Mike Collins  
Training Manager  
(O): (630) 753-6765  
(C): (630) 605-3453  
Email: [Mike.Collins@Navistar.com](mailto:Mike.Collins@Navistar.com)

#### Product Segmentation – Bus & Waste

Heather Judd  
Segment Manager  
(O): (630) 753-2277  
(C): (312) 351-3687  
Email: [Heather.Judd@Navistar.com](mailto:Heather.Judd@Navistar.com)

#### Product Segmentation – LTL/TL & Specialty

[TBD]  
Segment Manager

#### Product Segmentation

[TBD]  
Segment Manager



**PRODUCT MANAGEMENT – POWER PRODUCTS GROUP**  
**Andy Zielinski, Director, Product Management**

(O): (630) 753-6575  
(C): (630) 881-7998  
Email: [Andrew.Zielinski@Navistar.com](mailto:Andrew.Zielinski@Navistar.com)

**Engine External Components & Air/Fuel Mgmt.**

Matt Full  
Product Manager  
(O): (630) 753-6918  
(C): (815) 503-5251  
Email: [Matt.Full@Navistar.com](mailto:Matt.Full@Navistar.com)

Jenny Slavick  
Product Specialist  
(O): (630) 753-6033  
(C): (630) 740-0482  
Email: [Jennifer.Slavick@Navistar.com](mailto:Jennifer.Slavick@Navistar.com)

**Exhaust & Aftertreatment**

[TBD] - Tom Hoffmeister  
Product Manager (*Interim*)  
(O): (630) 753-6393  
(C): (630) 885-5846  
Email: [Tom.Hoffmeister@Navistar.com](mailto:Tom.Hoffmeister@Navistar.com)

**Engines & Internal Components**

Steve Sawyer  
Product Manager  
(O): (630) 753-6879  
(C): (630) 391-1468  
Email: [Steve.Sawyer@Navistar.com](mailto:Steve.Sawyer@Navistar.com)

Grady Behrens  
Product Specialist  
(O): (630) 753-6024  
(C): (630) 219-8436  
Email: [Grady.Behrens@Navistar.com](mailto:Grady.Behrens@Navistar.com)

**Cooling & HVAC**

Tom Hoffmeister  
Product Manager  
(O): (630) 753-6393  
(C): (630) 885-5846  
Email: [Tom.Hoffmeister@Navistar.com](mailto:Tom.Hoffmeister@Navistar.com)

Nicole Warren  
Product Specialist  
(O): (630) 753-6827  
(C): (630) 596-3091  
Email: [Nicole.Warren@Navistar.com](mailto:Nicole.Warren@Navistar.com)

**Drivetrain, Suspension, & Axle**

John Pens  
Product Manager  
(O): (630) 753-6949  
Email: [John.Pens@Navistar.com](mailto:John.Pens@Navistar.com)

[TBD] Product Specialist

**PRODUCT MANAGEMENT – AFTERMARKET PRODUCTS GROUP**  
**[TBD] Mike Eppes - Director, Product Management [Interim]**

(O): (630) 753-3174  
(C): (717) 372-5953  
Email: [Mike.Eppes@Navistar.com](mailto:Mike.Eppes@Navistar.com)

**Cab & Undercarriage**

Gary Adam  
Product Manager  
(O): (630) 753-6970  
(C): (630) 596-3727  
Email: [Gary.Adam@Navistar.com](mailto:Gary.Adam@Navistar.com)

**Filtration & Lubricants**

Matt Cooney  
Product Manager  
(O): (630) 753-6098  
(C): (630) 779-9571  
Email: [Matt.Cooney@Navistar.com](mailto:Matt.Cooney@Navistar.com)

Adam Kramski  
Product Specialist  
(O): (630) 753-6048  
(C): (708) 369-6371  
Email: [Adam.Kramski@Navistar.com](mailto:Adam.Kramski@Navistar.com)

**Brakes & Wheel Ends, Air & Hydraulic**

Pete Ferreira  
Product Manager  
(O): (630) 753-6350  
(C): (815) 355-1441  
Email: [Peter.Ferreira@Navistar.com](mailto:Peter.Ferreira@Navistar.com)

Chris White  
Product Specialist  
(O): (630) 753-2446  
(C): (630) 699-4920  
Email: [Chris.White@Navistar.com](mailto:Chris.White@Navistar.com)

**Electrical & Lighting**

Steve Giglio  
Product Manager  
(O): (630) 753-6105  
(C): (630) 649-4635  
Email: [Steve.Giglio@Navistar.com](mailto:Steve.Giglio@Navistar.com)

**Accessories, Rebates & SPAs**

Dennis Kleckner  
Product Manager  
(O): (630) 753-3161  
Email: [Dennis.Kleckner@Navistar.com](mailto:Dennis.Kleckner@Navistar.com)

**PRODUCT MANAGEMENT, CANADA**  
**Kirsten Rodway, Director, Product Management**

Office: (630) 753-5697  
Cell: (630) 877-4561  
Email: [Kirsten.Rodway@Navistar.com](mailto:Kirsten.Rodway@Navistar.com)

**Canada**

Andrea Faux  
Product Manager  
(O): (905) 333-2164  
(C): (905) 870-1244  
Email: [Andrea.Faux@Navistar.com](mailto:Andrea.Faux@Navistar.com)