



# Navistar Defense – Overview and Industry Challenges

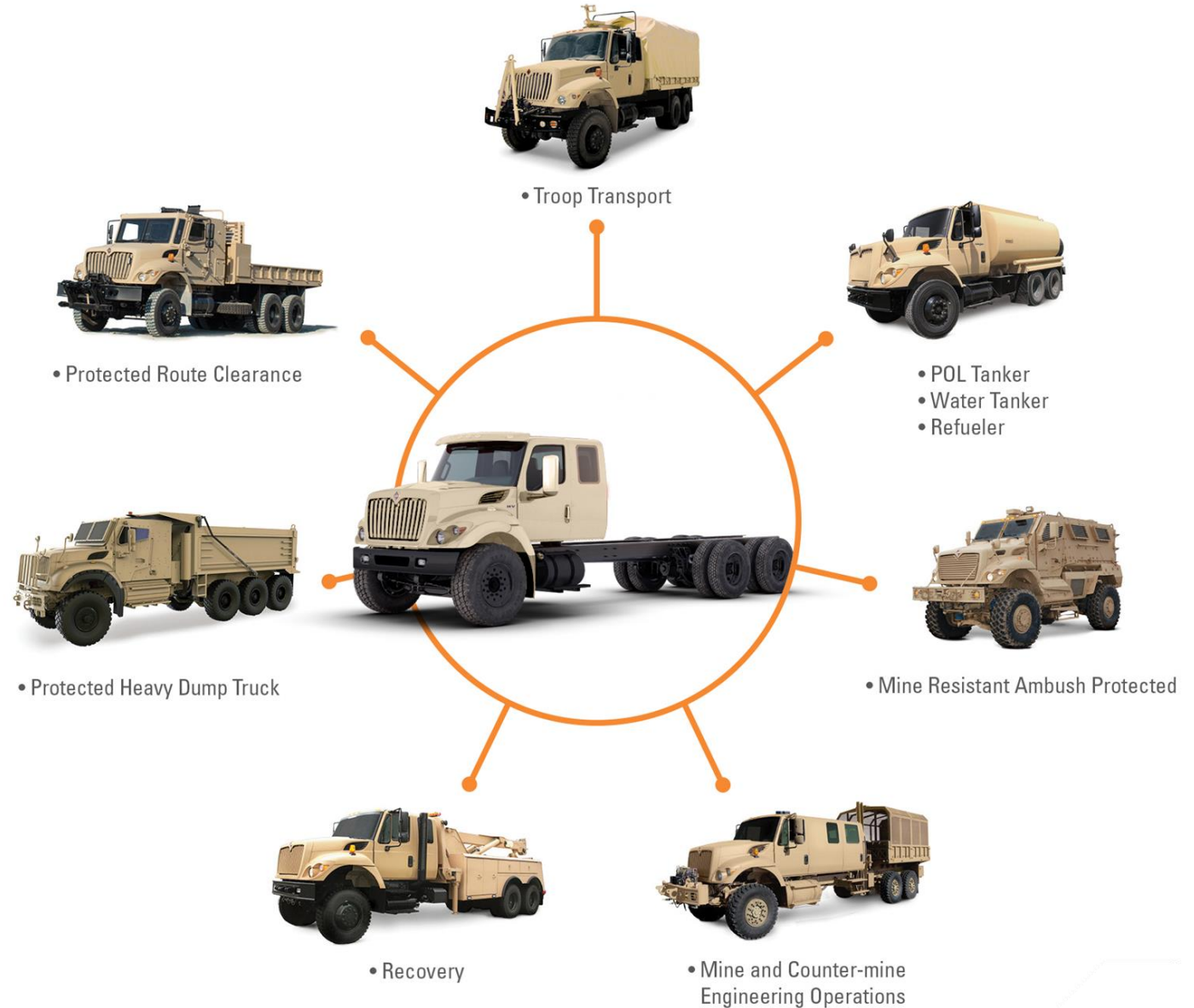
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# Navistar Defense - Leverages Commercial Capability & Savings

- Nearly 50,000 trucks currently fielded that utilize the commercial International® base chassis
- More than 25 truck variants with better than 80% common commercial parts & sub-systems
- Taps scale and buying-power of 115,000 vehicles/year on commercial assembly line
- Fast and scalable to all militarized content including MRAP-level troop protection with proven armored cab swap



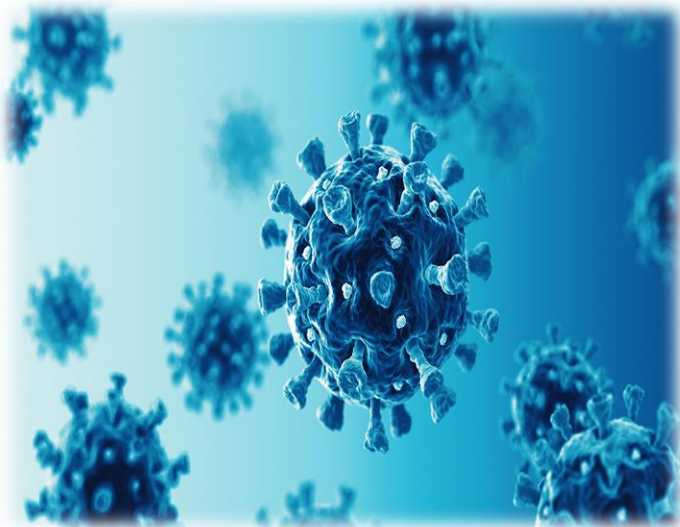
# Navistar Defense - Robust Product Line



# Challenges Today



- **Budget**
  - Continuing resolutions are the norm
  - Delayed President's Budget submissions
  - Reduced US TWV spending



- **COVID**
  - Workplace disruptions
  - Labor shortage
  - Price of labor
  - Vaccine mandates



- **Economic**
  - Inflation impact
  - Material shortages
  - Material price increases
  - Supply chain disruptions

# Recommendations to Promote a Healthy TWV Industrial Base

- **Contracts**

- Economic Price Adjustments
- Requests for Equitable Adjustment
- Reopener Clauses

- **Depots v OEM**

- Vehicle resets are NOT Core
- 50/50 rule should not apply

## **Foreign Military Sales**

- Streamline Bureaucracy
  - SAMD
  - USASAC
  - DSCA
- Collaborate with **“industry partners”**