

Con-way Drivers Choose ProStar, Company Orders 200 Units

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Given a chance, truck drivers are choosing the ProStar ISX 15. Based on feedback from its drivers, Con-way Truckload has awarded Navistar an order for 200 new ProStar ISX 15 units.

Navistar has already delivered the first 112 units and the remaining 88 units will be delivered by mid-December. The ProStars are being assembled at our Escobedo plant.

Con-way ordered the new tractors to replace older models within their fleet. In its evaluation of equipment options, the company engaged its driver workforce to provide input and feedback on different manufacturers and models. Manufacturers, including Navistar, staged trucks at the company's five terminals nationwide. Over 200 drivers participated in the product review and surveys.

The positive feedback Con-way drivers provided on cab comfort and the interior of the fleet's existing 2013 ProStar models led to the decision to purchase the units.

"Con-way puts their money where their mouth is when it comes to driver safety and comfort," said John Kelly, a professional driver with Con-way. "With this new equipment, I'll not only have a comfortable and reliable tractor, but I can also make my fellow truckers jealous when we see each other on the highway."

"Receiving such positive feedback from professional drivers is further proof that our ProStar with our ISX 15L SCR is a winning combination," said Sean Carmichael, vice president, Sales. "In the end, it's all about the customer, and their satisfaction will be key in recapturing our class 8 market share."

Con-way's existing fleet consisted of predominately ProStars and Kenworth T660s along with other International models and units from Freightliner, Peterbilt and Volvo. Con-Way's total truck order of 525 new tractors, including 200 ProStars, will allow for them to retire the same number of tractors as they approach 500,000 miles in service.

"We want to ensure our professional drivers are behind the wheel of the best equipment available," said Randy Cornell, vice president of maintenance and asset management for Con-way Truckload.

Con-way Truckload employs more than 3,000 drivers with a fleet of more than 2,700 tractors and 8,000 trailers operating throughout the United States as well as internationally in Mexico and Canada.