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Title: How to Request a Horsepower Quote

Applies To: All International and Cummins Electronic engines

CHANGE LOG

Please refer to the change log text box below for recent changes to this article:

5/20/2025 Added Demo horsepower info
5/29/24 - Fixed link to change request form
5/8/24 - Added T14 Transmission information
1/31/24 - Updated with current shipping process & created links for CT-400.
09/07/23 - Added Cummins info to horsepower exclusions, changed HP exclusions formatting

DESCRIPTION

This document will guide the user through troubleshooting steps to submitting a case file for a horsepower request

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HORSEPOWER QUOTE STEPS

Exclusions:

1. International does not support horsepower quotes for

- CV
- loose engines custom power products
- 3Box (1994-1997 engines)
- Cummins engine in pre-2004 International chassis
- changes between standard and high torque engines

2. International DOES NOT allow waivers to be signed instead of replacing parts.

3. International DOES NOT support parts information for horsepower quotes on vehicles over 10 years old.

Demo Horsepower Quote/Change

International wants to partner with our dealers to help fulfill customer requests. In order to do that we want to make it as affordable as possible to accommodate customer requests to test different engine ratings before buying new vehicles. In order to accomplish this, we are offering to waive the Programming Fees (Label Fees still apply) for this type of temporary horsepower change. By formalizing this process to support requests for Demo Horsepower Changes we hope to offer transparency of the process to our dealers and customers.

FAQ:

- Eligible Vehicles: Demo horsepower changes are only for NEW VEHICLES that are OWNED BY THE DEALERSHIP.
 - Used trucks do not qualify.
 - Customer owned vehicles do not qualify.
- Dealer needs to provide a "Due Date" - the date by which the dealer agrees to submit a follow up case file to request that the programming be changed back to the original rating.
 - Due Date is determined by dealer
 - Due Date can be a maximum of 3 weeks after the demo horsepower rating was provided
- Fees:
 - Programming Fees:
 - Programming fees will be provided in the initial horsepower quote
 - Programming fees will be permanently waived AS LONG AS THE DEALER SUBMITS A FOLLOW UP CASE FILE ON OR BEFORE THE DUE DATE REQUESTING THE ORIGINAL HORSEPOWER RATING.
 - If dealer submits the request to revert to original programming after the due date, or does not submit that request at all, the dealer will be charged both programming fees: the fee for the demo horsepower rating, and the fee to revert back to the original horsepower rating - as well as the label fees.
 - Label Fees:
 - The engine label has to be changed to reflect the demo horsepower rating.
 - The engine label has to be changed again to reflect the original horsepower rating.
 - Because we will be shipping out physical labels to support these changes, the label fees cannot be waived.

DEMO HORSEPOWER PROCESS:

		Dealer Actions	International Actions
1st case	1	Dealer fills out Demo Horsepower Change Request Form	
	2	Dealer fills out "Change Request Form - PDF" linked at the bottom of JK2600255	
	3	Dealer creates a case file (see JK3000111) with the Vehicle Programming group and attaches both previously mentioned filled-out forms.	
	4	Vehicle Programming Group (VPG) reviews request and updates case file with horsepower quote including original rating, new rating, parts that need to be replaced, and fees.	
	5	Dealer updates case that they want to proceed (based on their evaluation of required parts changes and fees)	
	6	VPG forwards request to International Compliance team for review and approval	
	7	After Compliance approves, VPG stages programming, and updates case file with programming instructions and a sales order to document the label fees that will be billed to dealer at the end of the month.	
	8	Dealer programs	
	9	Case file is closed	
	10	Customer tests vehicle	
2nd case	11	Dealer opens follow up case file <u>on or before Due Date</u> to request that the engine horsepower rating be changed back to the original rating. Dealer attaches to case file a filled out "Change Request Form - PDF" (with correct info to revert back to original horsepower rating).	
	12	VPG provides horsepower quote	
	13	Dealer updates case that they accept the quote (including label fee).	
	14	VPG forwards request to Compliance team for approval	
	15	After Compliance approves, VPG stages programming, and updates case file with programming instructions and a sales order to document the label fees that will be billed to dealer at the end of the month.	
	16	Dealer programs	
	17	Case file is close	

Standard Horsepower Quote/Change Process

NAVISTAR/INTERNATIONAL ENGINE PROCEDURE

- I. Open a new CMS (Case Management System) case file (see [JK3000111](#)) for Vehicle Programming (a separate case file is needed for EVERY VIN). Do not use the iKNow case file system for horsepower quotes.
 1. In the technician-provided description, if possible please provide the 12xxx code and new engine rating you would like. Refer to the [CT-400 SALES DATA BOOKS](#) and look at the available horse power ratings.
 - A. You need to stay within the same build year. If you need to go to previous dates of the sales data book, be sure to stay within the same year
 - B. Note: A separate case file will be needed for EVERY VIN.
 2. Please describe what the customer would like:
 - A. Max horsepower with no part changes
 - B. Max horsepower with only engine part changes
 - C. Max horsepower with engine and chassis part changes
- II. Additional step only for 2021-Present International engines:

1. Go to [IK2600255](#), scroll to the bottom, and click on "Change Request Form - PDF"
 2. Fill out that form completely. Be sure to include commonly missed data like:
 - A. 12xxx codes
 - B. Horsepower/torque ratings
 - C. Efficiency/Performance/Productivity series
 3. Save the filled-out form and attach it to the case file
- III. Once you send in your request to Vehicle Programming, we will reply concerning which parts need to be replaced in order to qualify for specific ratings.
1. This will include chassis and/or engine parts. We will also provide a quote for programming fees.
 2. Transmissions:
 - A. T14: Since this is an International component, International can support parts information associated with this transmission.
 - B. For all other transmissions and transfer cases you will need to work with your own parts department. International does not support transmission and transfer case part numbers.
 1. They will need to contact the local transmission dealer and find a transmission/transfer case that can handle the new torque rating.
 3. If parts (engine or chassis) need to be changed, and you want to move forward with the quote, we will have to forward the case file to International's Parts Inquires group in order to get a list of specific part numbers that are needed. International cannot provide part numbers for horsepower quotes for vehicles more than 10 years old.
 - A. They will provide all part numbers needed for vehicles 10 years old or newer.
- IV. You then need to attach the invoice (showing parts were paid for), and a work order (showing parts were installed).
- V. Once all above requirements have been met, International will order a new emissions label to be shipped to your dealership.
1. There is a \$100 charge for the engine label and a separate charge for shipping (which will be determined at the time the label is shipped). You can find more information about the label charge in [IK1200716](#).
 2. Engine label processing typically takes 2 business days, and will typically be shipped for 2 day (business days) delivery. It will typically take 4 days to receive the engine label.
 3. The label needs to be installed on the engine's valve cover before the programming changes will be provided.
- VI. Once the label is received and installed on the engine, reply to the case file that this has been completed.
1. International will then set up the programming changes so you can proceed with programming using NavKal/SDS software. Programming instructions will be provided in the case file.

CUMMINS ENGINE PROCEDURE

- I. Open a new CMS (Case Management System) case file (see [IK3000111](#)) for Vehicle Programming (a separate case file is needed for EVERY VIN). Do not use the iKNow case file system for horsepower quotes.
 1. In the technician-provided description please provide the 12xxx code and new engine rating you would like. Refer to the [CT-400 SALES DATA BOOKS](#) and look at the available horse power ratings.
 - A. You need to stay within the same build year. If you need to go to previous dates of the sales data book, be sure to stay within the same year.
 2. Please describe what the customer would like:
 - A. Max horsepower with no driveline part changes
 - B. Max horsepower with chassis part changes.
 - i. For Cummins powered vehicles, International will provide information only regarding chassis part changes. Engine part changes will have to be quoted by Cummins.
 - C. For Cummins engines prior to 2021. All fees, engine part changes, and programming changes are handled by Cummins tech support.
 - D. **Additional step only for 2021-Present Cummins engines:**
 - i. **Go to [IK2600255](#), scroll to the bottom, and click on "Change Request Form - PDF"**
 - ii. **Fill out that form completely. Be sure to include commonly missed data like:**
 - **12xxx codes**
 - **Horsepower/torque ratings**
 - **Efficiency/Performance/Productivity series**
 - iii. **Save the filled out form and attach it to the case file**
 3. Submit the case file to Vehicle Programming.
 - A. International will reply concerning which chassis parts need to be replaced in order to qualify for the quoted horsepower increase.
 - i. For transmissions and transfer cases you will need to work with your own parts department.
 - ii. Cummins will provide a quote for engine parts and give you a price for the programming fee.
 - iii. If Cummins determines that engine parts are needed, you will need to work with Cummins regarding the part numbers and engine label.
 - iv. You will need to contact the local transmission dealer and find a transmission/transfer case that can handle the new torque rating.

***International bills International dealerships at the end of each month for fees associated with horsepower changes for International engines.**

OTHER RESOURCES

[IK1200716 - Engine Emission Label Replacement, Certificate of Conformance and Clean Idle Sticker Addition Procedure](#)

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Feedback Information

Viewed: 18170
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