

International Truck Names North Central International 2023 Dealer of the Year



From left to right: Mark Belisle, senior vice president, Navistar; Andy Hatlestad, dealer principal, North Central International; Erin Hatlestad; Mathias Carlbaum, president and CEO, Navistar.

LISLE, Ill., April 22, 2024 /PRNewswire/ -

- International Truck has named North Central International (NCI) as the company's 2023 dealer of the year. This is NCI's first dealer of the year award, but the third time the dealer has won International's Presidential Award which is awarded to the top performing International® dealerships. Dealer Principal Andy Hatlestad accepted the award.

"North Central International is a prime example of a dealership striving to exceed sales goals, bettering their repair velocity numbers and delivering the best possible service to every customer," said Mark Belisle, senior vice president, Truck Business. "We congratulate them on exceptional dealer performance across the board in every category, leading to an overall perfect dealer score for our standards."

NCI is owned and operated by Hatlestad, along with his partners Brandon Fox, Matt Fox, and Jesse Fox. The company was founded in 2007 when Fox Holdings acquired a neighboring dealership. Today, they operate 17 locations across four states. NCI has invested in new facilities and remodels over the last several years to modernize their sales and service experience for International Truck customers.

"Winning Dealer of the Year is truly a testament to the culture and team we have at North Central International. It speaks volumes about the sort of buy-in we get from all areas of our business. Without that, this award doesn't happen," said Hatlestad. "I and the other partners watched as previous generations built the businesses that became NCI and we are honored to continue their legacy of serving our customers by providing the best possible customer experience."

In addition to Dealer of the Year, International Truck recognizes the top performing dealerships with high vehicle and parts sales numbers, repair velocity, and [Prestige Standards-certified](#) customer service as Presidential Award winners.

In 2023 the Presidential Award winners are:

- Artex Truck Center
- Cornhusker International
- East Coast International
- Gibbs International
- Holt Truck Centers
- Lakeside Group
- McCandless Truck Center
- North Central International
- Nelson Leasing
- Rechtien Group
- Rush Truck Centers
- Selking International
- Southwest International
- Trivista Group
- Waters Group

To locate the nearest International dealer, visit www.internationaltrucks.com/dealer-locator.

About Navistar

Navistar, Inc. ("Navistar") is a commercial transportation solutions provider with a vision to accelerate the impact of sustainable mobility. Based in Lisle, Illinois, Navistar and its subsidiaries and affiliates produce

International® commercial trucks and powertrains, IC Bus® school and commercial buses, OnCommand® Connection advanced connectivity services, Fleetrite® aftermarket parts, and captive financing through Navistar Financial. With a history of innovation dating back to 1831, Navistar has nearly 15,000 employees worldwide and is a subsidiary of TRATON SE, the parent and holding company of the TRATON GROUP and one of the world's leading commercial vehicle manufacturers. Learn more at www.Navistar.com.

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