

# Drew Linn Of Southland International Trucks Awarded ATD Dealer Of The Year

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## Drew Linn of Southland International Trucks Receives National Recognition for his Dedication to Customers, the Industry and Local Community

ORLANDO, Fla., Feb. 9, 2013 /[PRNewswire](#)/ -- Drew Linn, president of Birmingham-based Southland International Trucks, was today named the 2013 Truck Dealer of the Year. The national award, which is co-sponsored by the American Truck Dealers (ATD) and *Heavy Duty Trucking* (HDT) magazine, focuses on excellence in dealership performance, as well as industry and community leadership.

Linn began his career with International Harvester, now known as Navistar, in 1965. Throughout his extensive career, Linn has remained focused on providing excellent service to his customers.

"If you treat a customer the way you would want to be treated, then you will have a customer for life," said Linn. "At Southland International Trucks, customer service isn't just a saying; it's a way of life. We focus on making sure that all of our customers' business needs are met."

To illustrate the commitment to his customers, Linn included his personal contact information in advertisements and dealership signage. He has also worked closely with Navistar as a part of its Dealer Council to help other dealers work to resolve issues and identify opportunities in the truck market.

"Drew has always been in-tune with our needs," said Southland International customer Chris Hornady, president of Hornady Transportation, LLC. "From instituting weekend shifts to making himself personally available, Drew makes sure that we have access to service whenever we need it because our business runs seven days a week."

As a member and former chairman of the Alabama Trucking Association, Linn also worked to expand member services for dealers throughout Alabama. He was instrumental in establishing one of the first truck driving schools in the state along with an accompanying technical training institute, helping to meet the needs of growing fleets.

"The Southland International Trucks organization truly embodies our company's emphasis on quality and customer service," said David Gerrard, senior vice president of distribution at Navistar. "These are ideals we emphasize both company-wide and within our dealership network. Not only is Drew knowledgeable about the needs of his customers, but about needs of their businesses and those of the overall industry."

Linn has had a distinguished career recognized with more than a dozen corporate and industry awards, including a previous nomination for the 2006 Truck Dealer of the Year by ATD and HDT, International Circle of Excellence, International Dealer of the Year (2008) and H. Chester Webb Distinguished Service Award (2009).

For more information about Southland International Trucks, visit [www.southlandtrucks.com](http://www.southlandtrucks.com).

## About Southland International Trucks

Southland International Trucks, Inc. is an award winning truck dealership celebrating its 26th year, with close to 200 employees. With dealership locations in Tuscaloosa, Birmingham, Homewood, Decatur, Huntsville and Montgomery, Southland offers a full range of commercial trucks, buses, parts, service, trailers, and both long- and short-term rentals and leases. One of North America's largest volume International Truck dealerships, Southland was recently recognized as Navistar's Dealer of the Year and is a year-after-year winner of the Circle of Excellence award recognizing excellence in customer satisfaction. Additional information is available at [www.southlandtrucks.com](http://www.southlandtrucks.com).

## About Navistar

Navistar International Corporation (NYSE: NAV) is a holding company whose subsidiaries and affiliates produce International® brand commercial and military trucks, IC Bus™ brand school and commercial buses and Navistar RV brands of recreational vehicles. The company also produces proprietary diesel engines and provides truck and diesel engine service parts. Another affiliate offers financing services. Additional information is available at [www.Navistar.com/newsroom](http://www.Navistar.com/newsroom).

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