

Dealer contact: Shasta Dodd 662-328-1575
Web site: WatersTruck.com

International® Truck Recognizes WATERS Group as 2022 North American Dealer of the Year

International® Truck announced WATERS Group as the 2022 North American Truck Dealer of the Year. The prominent award recognizes the top International® Truck dealer for their commitment to provide industry-leading uptime and unparalleled performance in customer satisfaction, annual sales, service and community involvement. David Waters and Vaughan Waters were in attendance to accept the award.

"WATERS Group has a customer-first mindset that Navistar values in our dealers and they have forged phenomenal relationships with local fleets, resulting in notable sales numbers," said Jeff Felix, group vice president, Dealer Sales and Operations. "Because of their rich legacy, community involvement and family-oriented business model, we are proud to have them as one of the many successful dealerships in our vast dealer network."

WATERS Group, a Mississippi-based International® truck and IC Bus® dealer group, currently operates seven locations and employs more than 300 people. The Waters family acquired the International® franchise in 1938 when Ray Waters Sr. founded the company in Columbus, Miss. Now 85 years later, the company is family owned by third and fourth generation family members: Mike, ML, and David Waters and their sons Michael, Josh, and Vaughan Waters, respectively.

"A core goal of our company and a stated WATERS Family Value is to achieve B.O.B. Excellence (Best of the Best) in all we do," said David Waters. "This is a goal we set for each and every team member throughout our company. This was a tremendous team effort by all our employees and vendor partners that has allowed the WATERS Group to be recognized. Most importantly, we appreciate our customers having faith and trust in us to serve their transportation needs."



In 2022, WATERS Group delivered more than 500 units to customers, sold nearly \$21 million in parts, and all dealer locations received Prestige Standards certification for customer service. Four WATERS Group sales employees received the Champions Club recognition for Top Delivered Truck Units (DTU) numbers, the Customer Advocate award, and the Parts and Service award. WATERS has also been awarded the prestigious Presidential Award for the last 5 out of 6 years and is one of only two dealer groups across the US and Canada to boast this accomplishment. The Presidential Award, introduced in 2018, honors the top eight percent of International Truck dealerships that achieve the highest level of performance in terms of operating and financial standards, market representation, and most importantly, customer satisfaction.

"Our team works diligently to go above and beyond for our customers as we instill a 'customer first' philosophy in all we do," said David Waters. "Our business model is simple: happy customers plus happy employees equals a successful business."

About WATERS Group (WATERS Truck and Tractor, WATERS International Trucks)

WATERS is a full-service International® Truck and IC Bus® dealership serving customers in 7 locations across Mississippi. WATERS is also an Idealease affiliate. The WATERS family has been associated with motor vehicles since the 1920s and joined the International Truck franchise in 1938. The company is run by the 3rd and 4th generation family members: Mike, ML, and David Waters and their sons Michael, Josh, and Vaughan (respectively). Additional information is available at www.WatersTruck.com.

About Navistar

Navistar, Inc. ("Navistar") is a purpose-driven company, reimagining how to deliver what matters to create more cohesive relationships, build higher-performing teams and find solutions where others don't. Based in Lisle, Illinois, Navistar or its subsidiaries and affiliates produce International® brand commercial trucks and engines, IC Bus® brand school and commercial buses, all-makes OnCommand® Connection advanced connectivity services, and Fleetrite®, ReNEWeD® and Diamond Advantage® brand aftermarket parts. With a history of innovation dating back to 1831, Navistar has more than 14,500 employees worldwide and is part of TRATON SE, a global champion of the truck and transport services industry. Additional information is available at www.Navistar.com.

* All marks are trademarks of their respective owners.

###

