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TAMPA, FLORIDA TRUCK DEALER NOMINATED FOR TOP INDUSTRY HONOR

McLean, Va. (March 17, 2008) Oscar Horton, president of Sun State International Trucks in Tampa, Fla., is nominated for the American Truck Dealers/*Heavy Duty Trucking* Truck Dealer of the Year Award. The winner will be announced at the opening general session of the 45th Annual ATD Convention and Exposition in Dallas on April 26.

Building the Business

The first 25 years of his career, Horton worked with International Truck and Engine Corporation, where he began as a management trainee and sales representative, advancing through various management positions to becoming vice president and general manager of the company's Foundry Group. Feeling the urge to try something new, he purchased Sun State International Trucks in 2000. The company currently operates five full-service sales and parts facilities, selling International medium- and heavy-duty trucks and truck bodies, as well as truck leasing and rental services, contract maintenance and financial services.

Horton believes in the importance of training and communicating with employees. With "open book management," Horton ensures each employee receives at least four hours of finance literacy education to help them interpret performance metrics and the overall strategic direction of the company. The company holds quarterly meetings and all employees are invited to participate in the review process.

Horton's philosophy regarding his customers is simple – "If we do not take care of our customers, someone else will. We sell parts. We sell services. We sell an ease of doing business and we sell customer service."

Honors, Awards and Service to the Industry

Awards earned by Sun State International Trucks include International Truck & Engine's International Circle of Excellence award (2004 – 2006); *Black Enterprise Magazine's* ranking of 42 of the Top 100 Industrial Companies (2007); Idealease of North America's IdealGOLD award (2003 – 2007); and six consecutive years in the *Tampa Bay Business Journal's* Tampa Bay 100 (2001 – 2006).

Horton is a current member of ATD; Florida Trucking Association; International Dealer Council; and is a founding member of the Florida International Dealer Group Inc. Sun State serves on the advisory council for the Pinellas County Technical College; the Erwin Vo-tech Apprenticeship Program; and the Manatee Technical Institute. Sun State International Trucks also donates engines and parts to the Sarasota Technical Institute for student training.

Community Service

Horton and his wife Miriam live in Lithia, Fla. For 15 years he has served as the president of the Russell Horton Memorial Scholarship Fund, which grants an annual scholarship to minority students in his hometown of Camden, Ark. He also contributes a four-year tuition scholarship to inner city children attending Academy Prep, a college preparatory institution. Horton serves on the board of directors of the Boys and Girls Club of Tampa Bay, USF Foundation, CEO Council of Tampa Bay, Goodwill Industries – Suncoast, Greater Tampa Bay Chamber of Commerce and the Bank of Tampa. In addition, Florida Blood Services holds regular blood drives at the dealership every eight weeks.

The Award

The American Truck Dealers/*Heavy Duty Trucking* Truck Dealer of the Year Award nominees are evaluated on dealership performance, civic contributions and industry leadership.

About ATD

Founded in 1970, the American Truck Dealers division of the National Automobile Dealers Association is the only national organization representing dealers selling new medium- and heavy-duty trucks.

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