



Major acquisition adds four new Iveco dealerships for Guest Trucks

(Watford, 2 February 2011): West Bromwich-based dealer group Guest Trucks has further strengthened its Iveco network with the addition of four new dealerships trading as Sherwood Truck & Van. The acquisition was made by parent company Ian Guest Holdings and confirms Guest Trucks position as one of the largest independently owned commercial vehicle dealer groups and the single largest Iveco distributor in the UK.

It follows an 18-month period which has already seen Guest Trucks, part of Guest Motors, take responsibility for additional areas covering Telford and North Wales, Leicestershire and Cambridgeshire. During this period its network of dealerships has expanded with new facilities in Leicester, Peterborough, Boston and Cambridge, adding to its existing dealerships in West Bromwich, Wolverhampton, Birmingham and Coventry. The company also works with authorised repairers in Telford, Glan Conwy, Redditch, Hinckley and King's Lynn.

This latest acquisition (for an undisclosed sum) adds Iveco sales and service facilities in Blackwell, Nottingham, Sheffield and Stoke-on-Trent, plus access to three additional authorised repairers in Swadlincote, Newark and Doncaster. It will see Guest Group's annual turnover grow to in excess of £100 million, with employee numbers increasing from 280 to 450. Sherwood Truck & Van's Managing Director, Helen Waterfall, will join the Guest Group as a Regional Director responsible for the four Sherwood locations.

Robert Spittle, Managing Director of Truck Operations for the family-owned Guest Group says: "This year we celebrate 25 years working with Iveco, during which time we've established ourselves as one of the leading van and truck dealers in the country. We've built this solid reputation on the back of a commitment to delivering first class customer service. As the business grows this remains our number one priority.

"Sherwood Truck & Van is a highly capable and respected dealer, with a strong customer base. It will form a key part of the Guest Group and allow our customers to benefit from the natural synergies of working with one of the industry's largest and most professional dealer groups," he adds.



Helen Waterfall adds: "I'm looking forward to working jointly with Guests to further develop our service to customers. It's a positive step for the business and an excellent opportunity for our team of staff."

Between Guest Trucks and Sherwood Truck & Van, the Guest Group now covers an area of responsibility for Iveco which includes East Midlands, West Midlands, North Wales, Cambridgeshire, Leicestershire, Derbyshire, Nottinghamshire, Staffordshire and South Yorkshire. Its network includes 12 full service Iveco dealerships, supported by local agreements with an additional eight authorised Iveco repairers.

Commenting on the acquisition, Andrea Bucci, Iveco's Network Director, explains: "Guest's significant investment in the Iveco brand is a reflection on the strength of our products and services, plus the potential they see for building additional sales opportunities with both fleet and retail customers. Over the last 18 months Guests has grown from its Midlands base to become our single largest distributor, covering an expansive area of central England."

In addition to its long established Iveco links, the Guest Group has strong ties within Fiat Auto and has been an Alfa Romeo dealer in Solihull and Wolverhampton since 2003, whilst also holding the Fiat Professional franchise at its four established Guest Trucks locations since 2004. In August 2009 it opened its first Fiat Auto dealership in Wolverhampton. The acquisition of Sherwood Truck & Van will also see the group benefit from a fifth Fiat Professional dealership in Nottingham. The Group also includes Guest Tyre & Auto Centre, Guest Bodyshop and Vehicle Lining Services.

The four Sherwood Truck & Van dealerships are located at:

- Berristow Lane, South Normanton, Alfreton, Derbyshire, DE55 2FH
- 522 Derby Road, Lenton, Nottingham, NG7 2GX
- Highfield Lane, Sheffield, South Yorkshire, S13 9DB
- Etruria Old Road, Etruria, Stoke-on-Trent, Staffordshire, ST1 5PE

For further information visit: www.guests.co.uk



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Iveco

Iveco designs, manufactures, and markets a broad range of light, medium and heavy commercial vehicles, off-road trucks, city and intercity buses and coaches as well as special vehicles for applications such as fire fighting, off-road missions, defence and civil protection.

Iveco employs almost 25,000 people and runs 23 production units in 10 Countries in the world using excellent technologies developed in 6 research centres. Besides Europe, the company operates in China, Russia, Australia and Latin America. Around 5,000 sales and service outlets in over 160 Countries guarantee technical support wherever in the world an Iveco vehicle is at work.

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