Andrew Page Announces Strategic Collaboration With Unipart Group And Expansion Plans For 50 Additional Branches

Thursday 4 December, 2014

Leading supplier of automotive parts and garage equipment, Andrew Page Group, has announced a major strategic initiative with Unipart Group.

Today terms have been signed on a collaboration covering parts supply, joint system developments and combined buying activities with Unipart Autoparts and Unipart Logistics divisions. Each of these will be detailed in subsequent press releases over coming months.

Jim Sumner, Chairman of Andrew Page, stated: "This is a ground-breaking development for Andrew Page. Our two businesses complement each other perfectly and there are so many exciting aspects to this collaboration. Importantly it is grounded in a strong cultural alignment between our teams which I am confident will make for an enduring business relationship."

"It also comes at a great time for us with strong recent trading and also aligns totally with our stated plans to rapidly grow our national branch network, develop on-line sales along with expanding into new sectors."

John Neill, Chairman and Group Chief Executive of Unipart Group, said: "Business is about relationships and I am personally delighted with the strong and growing relationship between the people in Unipart and Andrew Page. It began strongly at the top of both companies and it continues to broaden and deepen because of a strong cultural alignment.

"We're very pleased to see this important collaboration growing strongly. The Unipart brand continues to be in great demand by Britain's car owners, Unipart Car Care Centres and the Express Factor network. This strategic alliance with Andrew Page will provide opportunities for further investment in Unipart products and systems like Unipart KIS, which has been called the best garage management system in the industry."

Andrew Page also confirmed plans to expand its branch network with the addition of 50 new branches with a proportion of these planned to be franchised.

Simon Mullin, Sales & Marketing Director, said: "We are looking at new branches and also talking to a number of established parts factors about converting their existing business to an Andrew Page franchise. The reaction we are receiving is extremely positive."

"A franchisee will benefit from Andrew Page's branding, buying scale and product offer, our world class Distribution Centre in Markham Vale and gain instant access to new Wholesale, National Account, Unipart Car Care and Unipart KiS customers."

Finally Jim Sumner, commented: "Given these plans and the resulting strategic conflicts, we have made the decision to exit the Parts Alliance. However, we will continue to work with the Parts Alliance where we have joint agreements with national accounts customers. We would like to thank the PA for their help and support over the past six months and wish them well in the future".

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Note to Editors

About Andrew Page Limited

Having originally been founded by Andrew Page in 1917, his son James, formed Andrew Page Limited in 1946. The company is an independent distributor of quality vehicle components, workshop equipment, tools and diagnostics. From its Leeds headquarters it controls all nationwide branches and employs over 2,000 people.

The company has grown progressively and underlined its national reach. This includes purchasing the Camberley Auto Factors (CAF) branch network in the south of England, acquiring 21 Unipart Automotive branches following the collapse of the company in 2014, and the subsequent rebranding as Andrew

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The company supplies products from many of the world's leading automotive component makers, including Bosch, for which it has been a distributor since 1947. Its own range of high quality components, under the Drive Master and Fohrenbuhl brands, cover many leading vehicle marques and models.

The AP-Tech division meets customer requirements for tools and workshop equipment and reaches customers across the UK through its website www.ap-tech.co.uk. Auto Education is a training programme run by Andrew Page Limited and consists of 30 courses designed to improve and advance technicians skills to recognised national standards. Further information on the training courses and how to book can be found at:www.autoeducation.co.uk.

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