

MTBN REFERENCES

MTBN provided a very professional service and their specific knowledge of the sector, and particularly of potential purchasers, ensured that the price was maximised and that confidentiality was maintained. As their Client, our interests were always put first and I can recommend MTBN to anyone considering the sale of a Group of Dealerships.

Talbot Smith - Chairman, Robert Smith Group Limited
Mercedes - Liverpool, Warrington, Chester, Llandudno, West Kirby, Birkdale



The professional manner in which all negotiations were handled installed complete confidence in your Company. Confidentiality was respected and adhered to at all times and we would have no reservation in recommending MTBN to any company in a similar situation to ourselves.

David Snape - Group Managing Director, Fairways Motor Group
Volkswagen - Preston, Blackpool



To this day I did not realise what a complicated process I was leading myself, and the dealership into. I thank everyone at MTBN for the professional approach and friendly personal guidance. Without your help the sale would not have gone forward. Thank you. On another note - when I at first noted your fees I felt them to be extremely costly, but on reflection of the work involved it has been worth every penny spent. I would highly recommend MTBN to do a first class job.

Stewart Oughton - Managing Director, Copley Motors Limited
Land Rover - Wakefield



I anticipated that the sale of our business would be a complex affair, so I turned to the professionals, and I would like to thank you for your help in completing the sale so efficiently.

Ian Horsburgh - Chairman, Dane County Holdings
Vauxhall - Northwich/Winsford



Thank you for a most professional transaction, from the initial sale pack through to completion.

Michael Gilbert - Managing Director, Heath Park Motor Company
Peugeot - Romford



The reason for selecting your company was your total specialisation in this field. Although I initially considered your fee to be expensive and was wary about instructing you, I was most impressed by the calibre of potential buyer introduced, the level of confidentiality maintained and your negotiating skills with both potential buyer and Manufacturer. The outcome resulted in a deal which surpassed my expectations.

David Shaw - Managing Director, High Cross Garage (Balsall) Ltd
Renault - Coventry



Thanks for your professional attention over the past months. A difficult transaction could have been much more traumatic if we had not had someone of your calibre acting for us. We have no hesitation in recommending yourself and your company to others who are seeking advice on disposing of a motor company.

Andrew Thompson - Managing Director, John Hall & Son (Blackpool) Ltd
Honda - Blackpool



I am writing to express my thanks for your support and hard work in helping to conclude the sale of our Business. I believe that when such experience of selling businesses is not available in house, it is essential to use the services of an outside consultant. In the case of the retail motor trade, I recognise that a specialist in this field is additionally useful and this fact was borne out by your own knowledge of the industry and its particular problems.

Ian Parker - Managing Director, RAH Holdings Limited
Land Rover - Bishop Stortford.



Throughout the sale process you have provided constant advice and support. Time and again you came up with the key breakthrough which helped us work through some complex transactions. On a personal level you were able to exert a calming influence when (all too frequently) I became too emotionally involved! I can't thank you enough.

Andrew Johnston, Chairman
John Wallwork Motor Group



Thank you for all the conscientious effort and hard work you and your colleagues displayed during the sale. I was particularly impressed with the singularly tenacious way in which the sales were conducted by MTBN and the realisation of considerably better figures than the current professional valuation suggested on four out of the five properties. Indeed, one property sold for 65% above valuation, to a buyer outside the Motor Trade. I have no hesitation in recommending the services of MTBN.

Paul North - Director, Cubbin & North Ltd
Cubbin & North Group - Merseyside



I must take this opportunity of writing to you to thank you and your company for all the help you have given me over the last 15 months in establishing the business in Leicester.

John Carlisle - Managing Director, Farmer & Carlisle Ltd
Toyota - Leicester /Loughborough



MTBN were immediately able to provide an accurate and realistic assessment of the value of the business and to identify the key issues involved. The work carried out by MTBN was undertaken in a very professional and confidential manner and I was impressed by their detailed understanding of the issues arising on the sale of motor dealerships. I would recommend their services to all those considering the sale of a Motor dealership.

H W Alcock - Managing Director, Westwood Garages Ltd
Mercedes - Blackburn



I would like to thank you most sincerely for all the help and assistance you have given to me over the past few months in securing a purchaser for my company, Leedhams (York) Ltd. The past months have been some of the most challenging of my life, but your expert help and assistance through the sales process were invaluable and kept me very much on the straight and narrow!

Iain Leedham - Chairman and Managing Director, Leedhams (York) Ltd
Vauxhall -York



I could not let this moment pass without writing to express my sincere thanks and appreciation for the way the selling of our dealership was handled by you and your company. I have absolutely no hesitation in recommending your company to any "Motor Dealer" about to embark upon a disposal or acquisition of a dealership as you are truly a credit to your profession.

Peter Marson - Managing Director, Peter Marson & Sons.
Renault - Newcastle Under Lyme



We have been very impressed with the manner in which MTBN handled matters.

Neale Dougan - Managing Director, County Saab
Saab - Inverness



It was such a relief to hand over the reins for the sale of the business to someone who was infinitely professional and understood completely the problems the industry was experiencing. We were able to concentrate on running the business, knowing that MTBN would ultimately negotiate a successful conclusion.

Sally Attfield - Director, Ridleys Ltd
Volvo - Eastbourne



I should like to take this opportunity of thanking you for your efforts on our behalf. I had no idea when negotiations started how complex the sale would become.

Jeremy Clark - Managing Director, Westwood and Clark (Motors) Ltd
Ford - Clacton-on-Sea



I cannot overemphasise how impressed I have been with your advice and the practical expertise brought to a situation with which I was completely unfamiliar. Your knowledge and negotiating skills were of tremendous help as was your integrity and confidentiality. I can recommend MTBN wholeheartedly.

Nicholas Bishop - Director, Wolverhampton Motor Services.
Audi / VW - Wolverhampton



I would like to take this opportunity of thanking you for the professional approach in marketing our motor interests and for your valuable contribution in achieving this important sale. We would have no hesitation in recommending MTBN in future.

John Forster - Director, Kaye Enterprises Limited.

