

MOTORTRADER TOP 60 MOVERS & SHAKERS

Motor Trader reveals the top personalities in UK car retailing in the 2017 MT Top 60 Movers & Shakers

Curtis Hutchinson & John Kirwan

Welcome to the Motor Trader Top 60 Movers & Shakers where we identify those individuals who have influenced the motor retail sector over the past year and are set to make their presence felt over the course of 2017.

The following pages chart the personalities who are innovating and setting the pace in our fast-changing business. Who's up, who's down, who's in and who's out with plenty of movement over the past 12 months. Our listings include profile ratings and Motor Trader Top 200 positions for franchised dealer groups.

Of the 60, many have been selected because their business acumen has impressed us, others because we believe they are names to watch.

As you would expect, many of the big dealer groups and top carmakers are represented. We have avoided including suppliers, although the size, scope and influence of some, especially those operating in the used vehicle sector, have merited inclusion.

By limiting our selection to just 60 personalities there will inevitably be some omissions, but we do hope you enjoy our suggestions. If you feel that you should be included in the next edition of the Motor Trader Top 60 Movers & Shakers drop us a line.

MOVERS & SHAKERS profile rating

- ★★★★★.....Stands out from the crowd
- ★★★★.....High profile player
- ★★★.....Visible player
- ★★.....Looks familiar
- ★.....Maintains a low profile

60 (58)

Shaun Foweather
Stoneacre, MD

Profile ★★ MT Top 200 26

Shaun Foweather heads up the fast-expanding Doncaster-based Stoneacre group, which is looking to expand in 2017, taking advantage of ongoing consolidation in the sector. During 2016 it opened a new Aston Martin dealership in Newcastle and signed up to represent Lotus in Durham.



57 (54)

Rupert Pontin
EurotaxGlass's
Director of valuations

Profile ★★★

Rupert Pontin has over 30 years' experience in the used car remarketing and valuation business, and is currently director of valuations at EurotaxGlass's, which publishes the now online only Glass's and a fast expanding range of electronic products. 2016 saw him sit on the panel of judges for the Motor Trader Quality Awards. This is his second stint at Glass's. He worked at BCA for seven years as a national account and electronic remarketing manager. He also worked with The Car Shop and subsequently ran a used car business.



59 (59)

John Caney
Endeavour Automotive, MD

Profile ★★ MT Top 200 112

John Caney launched Endeavour Automotive in 2012 following a long and successful career at Wayside where he was managing director when it was acquired by Jardine in 2011. Caney created Endeavour with Hyundai and added Volvo with the purchase of Regent Automotive. He will open a flagship Hyundai site in north London later this year.



56 (53)

Paul Van Der Burgh
Toyota GB, President and MD

Profile ★★

Paul Van Der Burgh has held the president and managing director post at Toyota GB for two years. He is responsible for the performance of Toyota car and commercial vehicles and Lexus car sales in the UK. Lexus had a good year with sales rising 4.9% to 13,915 vehicles. Market share was up, too. He has been director of Consumer One at Toyota Motor Europe where he spearheaded the brand's customer-first approach across Europe.



58 NEW

Ashley Andrew
Fiat Chrysler Automobiles, MD

Profile ★

Ashley Andrew was appointed MD of Fiat Chrysler Automobiles UK in August last year following a short stint at Skoda as head of marketing, overseeing product, communications, digital and media. Before



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MOTORTRADER TOP 60 MOVERS & SHAKERS

← **55 NEW**

Jon Wakefield
Volvo Car UK, MD
Profile ★★★



Jon Wakefield is MD of Volvo Car UK, appointed in September 2016. Wakefield is now responsible for a brand which won the Motor Trader Franchise of the Year in 2016 and its segment-leading XC90 won the New Car of the Year. Volvo sales were up 7.5% to 46,696 units in 2016 and, with Wakefield at the helm, the brand is looking to grow this to 60,000 in the UK by 2020. He has worked as a general manager with Inchcape, UK sales director with Chrysler and Jeep and sales director for Mercedes-Benz Retail.

54 NEW

Alison Jones
Volkswagen, Brand Director
Profile ★★★



Alison Jones was appointed as brand director for Volkswagen Passenger Cars in mid-2016. Jones has worked with the brand in a number of capacities, including head-of retailer support, aftersales and customer service. She was group aftersales and customer quality director for two years. In the past she has been customer quality director, head of contact strategy and head of aftersales and customer services.

53 (51)

Darren Ardron
Perrys Motor Sales, MD
Profile ★★★ MT Top 200 17



Darren Ardron has been with Perry Motor Sales for 29 years and was appointed managing director in January 2015. The Northampton based company was established in 1908 and now represents a broad spectrum of brands, including Vauxhall, Peugeot, Citroen, Fiat, Seat, Renault, Mazda, Kia, Chevrolet, and Ford. It has 52 dealerships at over 32 locations nationwide. The company is rated 17 in the Motor Trader Top 200 with annual turnover of £625.7m. In August 2015 Perrys bought Chesterfield-based GK Group for an undisclosed sum. Perrys won the Dealer Website and Digital Initiative categories at the Motor Trader Awards in 2015.

52 (50)

Simon Dixon
Rockar, Founder
Profile ★★★



Simon Dixon founded Rockar in 2014. The digital car business now has two Hyundai outlets in the UK at the Bluewater shopping centre in Kent and Westfield in Stratford, east London. It has also opened a digital Jaguar Land Rover showroom in Westfield. His business plan sees a total of eight Rockar stores in prime shopping centres, across up to six franchises making him a name to watch. Dixon was CEO at Dixon Motors before it was bought by Royal Bank of Scotland in 2002.

50 (52)

Phill Jones
Motors.co.uk, MD
Profile ★★



Phill Jones was commercial director with Motors.co.uk before being appointed MD in September 2015. A chartered accountant by training, he has managed a series of strategic partnerships which has seen Cox Automotive-owned Motors power the used car searches for online classified websites like Sun Motors and Driving. A significant move in late 2016 was the launch of the fourth generation of its website and the first to be designed as a mobile-first platform with faster loading pages.

51 NEW

Zara Ross
BEN, CEO
Profile ★★



Zara Ross was appointed chief executive officer of the motor industry charity Ben in 2016. She brings with her over 30 years of experience in the charity sector, having held a number of senior roles at the St Monica Trust, Quarriers and Action for Children. Her previous role was director of transformation and development at the St Monica Trust which provides accommodation, care and support for older people in the south west of England.

48 NEW

James Weston
Peugeot Citroen Retail, CEO
Profile ★★



James Weston was appointed as the new chief executive of Peugeot Citroen Retail UK in 2016, replacing David Peel, who was promoted to the position of UK managing director of Peugeot. Weston was previously the dealer group's sales operations director. He joined the group in 2001 and held management positions at Robins & Day sites before becoming regional general manager for South West London.

Jeremy Thomson
Mazda Motors UK, MD
Profile ★★★

**49
(46)**

Jeremy Thomson has led Mazda Motors since 2008, making him one of the longest serving UK car bosses. On his watch the product line-up has been revitalised and is now one of the freshest on the market. The company is adding a retractable hard-top version to its popular MX-5 roadster range in 2017. Last year saw it boost new car sales by 2.4% to 46,609 units. Notable achievements in 2016 included the opening of a new contact centre in Dartford and the brand winning the Approved Used Car Network at the Motor Trader Quality Awards. Mazda has also improved parts delivery for dealers.



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Graeme Potts

Eden Motor Group, CEO

Profile ★★★★★ MT Top 200 70

46
(43)

Graeme Potts is one of the most experienced motor retailers in the UK, having been CEO of Reg Vardy, group managing director of the RAC and managing director of Inchcape's UK and European operations. He launched the Berkshire-based Eden Motor Group in 2008 as a Vauxhall business but now also operates Mazda, Hyundai, Fiat and Peugeot franchises. The big move for Eden in 2015 was the acquisition of Peugeot dealership Wokingham Motors for an undisclosed sum. Potts has spoken at the ASE/Motor Trader ASE Financial Conference and was profiled in the March 2016 issue of Motor Trader. Eden has climbed five places to 70 in the most recent Motor Trader Top 200 with annual turnover of £188.7m.



MOTORTRADER TOP 60 MOVERS & SHAKERS

42 (41)

Mark Robinson

Meridian Group, MD

Profile ★★★★★ MT Top 200 63

Mark Robinson continues to grow his dealer group. In 2016 Vantage Motor Group expanded with Citroen, Lexus and Toyota acquisitions and opened a new Kia dealership in Bradford. Robinson has successfully steered Vantage through a series of acquisitions and dealership openings, winning Motor Trader's inaugural CEO of the Year Award in 2014. Turnover has grown rapidly and the dealer group is rated 63 in the Motor Trader Top 200 with turnover of £209.3m. He was a key speaker at the 2016 ASE Financial Conference on the subject of managing growth while optimising customer satisfaction.



47 NEW

Avril Palmer-Baunack

BCA Marketplace Executive Chairman

Profile ★★

In March 2015 BCA Marketplace made its debut on the London Stock Exchange after a £1.2bn reverse buyout by the listed Haversham Holdings. Avril Palmer-Baunack is the executive chairman of BCA with over 20 years' experience leading businesses in the automotive, support services, industrial engineering and insurance services sector. On her watch In July 2016 BCA acquired Paragon Automotive. It is also rapidly expanding its physical auctions and online presence.



44 (49)

Fraser Cohen

Glyn Hopkin, MD

Profile ★★★ MT Top 200 31

Glyn Hopkin became Nissan's biggest UK retailer partner following the opening of its fourteenth site, in Stamford Hill, north London with the brand in 2016. The group's first site, Nissan Romford, which remains the company's headquarters, opened in January 1993. Fraser Cohen has led the Essex-based Glyn Hopkin group since 2003, having joined as a general sales manager in 1989 when the business launched as a solus Nissan site in Romford. The group moved up four places in the Motor Trader Top 200 dealers to 31 with annual turnover of £419.4m.



41 (40)

Trevor Reeve

Pentagon, Chairman and MD

Profile ★★★ MT Top 200 23

Trevor Reeve leads Pentagon as chairman and MD. He launched the Derby-based business as a new start-up with funding from Vauxhall Holdings and has grown it into a multi-franchise business rated 23 in the Motor Trader Top 200 with annual turnover of £489.1m. During 2016 it continued to expand, representing Mitsubishi for the first time with a dealership in Lincoln. The previous year it bought a major site in Lincoln with Citroen, Renault, Dacia, Jeep and Mazda franchises from the Co-operative Motor Group.



45 (47)

Mark Carpenter

Motorpoint, CEO

Profile ★★★

Last year was a busy one for Mark Carpenter, managing director of supermarket chain Motorpoint, which floated on the Stock Exchange in May worth £200m and subsequently expanded the business, adding new supermarkets in Birmingham and Oldbury. Carpenter has a strong background in finance. An audit manager with Arthur Andersen for six years until 2003, he then moved to Sytner as group finance director. In June 2011 he moved to Motorpoint as finance director.



43 NEW

Andrew Doyle

Audi UK, Director

Profile ★

Andrew Doyle was appointed as UK brand director for Audi in late 2016, moving from his role as managing director of Audi Australia where he had worked for four years. He was also a director of the group's retail business, Audi Centre Sydney. Before that he spent two years as director of Audi Ireland. He is responsible for what is now a successful volume selling, premium brand. Audi was the fifth largest selling brand in the UK in 2016 with sales up 6.4% to 177,304 units.



40 (39)

Mike Allen

Zeus Capital, Head of Research

Profile ★★★

Mike Allen is the leading analyst covering motor retailing in the UK. He is a regular contributor to the ASE/Motor Trader Financial Conference where he provides a unique insight into the sector's financial wellbeing. He is frequently quoted in the financial and trade press on motor retailing and the share and financial performance of listed companies and dealer groups. In the past he has worked for UBS Global Asset Management, Numis Securities and Pamure Gordon.



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← 39 NEW

Dave Hodgetts

Honda UK, MD

Profile ★★★

Dave Hodgetts took on the managing director position at Honda UK following the retirement of Phil Crossman in December 2016. Hodgetts returned to the position he held from 2010 to 2013 and is responsible for company sales of cars, motorcycles and power products. He has worked at Honda for 27 years, joining as a production engineer in 1990. He moved over from his role as director of planning and administration at the carmaker's plant in Swindon.



38 NEW

Alex Smith

Nissan Motor (GB), MD

Profile ★★★

Alex Smith took on the top job at Nissan Motor (GB) in September 2016. Smith was previously director of Volkswagen passenger cars and before that he was director of Volkswagen Commercial Vehicles. He joined the Volkswagen Group in 2007, where he fulfilled a number of roles, including head of retail operations for Volkswagen Passenger Cars and head of group parts operations where he was responsible for the Trade Parts Specialists network. He has also worked for Ford and Kia.



37 (38)

Mike Hawes

SMMT, CEO

Profile ★★★★★

Mike Hawes has become a familiar face on TV, commenting on record new car sales figures, dealing with the diesel debate and post Brexit warning of the negative impact trade tariffs would have on the price of cars. He was appointed CEO at the SMMT in 2013 with more than 20 years' car experience in policy and public affairs. Hawes is working to raise the profile of the UK automotive sector abroad. A key success in 2016 was the inaugural Automechanika Birmingham show, which is set to grow for 2017. Before SMMT, Hawes was with Bentley Motors where he held a number of PR, corporate and public affairs roles. Prior to that, he worked for Toyota and, more recently, Bentley's parent company, Volkswagen AG.



36 (36)

Sue Robinson

NFDA, Director

Profile ★★★★★

Sue Robinson is the director of the National Franchised Dealers Association, lobbying on the behalf of franchised dealers on key areas that impact their business. Before taking the top job she managed the RMI's communications operations. Robinson is a vocal force for dealers in the UK and has campaigned strongly against mileage clocking. She lobbied on the new GAP rules to gain a shorter deferral period and also introduced a GAP hotline for dealers. Since the Brexit vote she has been heavily involved in promoting the wider economic role of franchised car retailers by successfully lobbying members of Parliament.



35 (35)

Trevor Jones

ASE Founder

Profile ★★★★★

Trevor Jones has shaped accountancy in the motor trade for nearly 40 years. He founded ASE, the specialist motor trade business management firm, in Stockport in 1975. The expanded business now has offices around the world serving 50 markets. Each year ASE hosts a visit to the US Nada Convention and Expo, the largest car dealer event of its kind in the world. The group has been awarded Investors In People Gold Standard. Although the business is now run by his sons, Michael and Robert, Trevor Jones still regularly conducts profitability clinics for dealer groups and manufacturers around the UK and across Europe.



34 (34)

Tony Cliff/Arran Bangham

RRG, Joint MDs

Profile ★★ MT Top 200 24

From humble beginnings in 1967 RRG has grown to be one of the strongest groups in the north. The Marubeni-owned group is led by a joint managing director team Tony Cliff (top) and Arran Bangham and group chairman, Yuki Yoshimoto. The Salford-based multi-franchise group, founded in 1967, grew significantly in 2012 with the acquisition of the West Riding Group for £10m, giving it Toyota dealerships in Bradford, Huddersfield and Silsden and Lexus in Bradford. 2013 saw the opening of its first Nissan Centre in Bury and the debut of Skoda in Rochdale. RRG is rated 24 in the MT Top 200 with annual turnover of £477.6m.



32 NEW

Bill Fennell

The Motor Ombudsman, MD

Profile ★★★

It has been a hectic year for Bill Fennell who oversaw the transition of Motor Codes, the government backed self-regulatory body of the automotive industry, to become The Motor Ombudsman. It is the first time the sector has had an Ombudsman, an impartial body that considers consumer complaints about motoring issues. Fennell has worked in the motor industry for almost three decades, holding senior roles at JLR, BMW and Rover before joining Motor Codes in late 2015. He served on the judging panel for the inaugural Motor Trader Quality Awards in 2016.



Bek Hassan
Citroen DS UK, MD
Profile ★★★

Londoner Bek Hassan has been in the top job at Citroen DS UK for one year, a tough sales period for the Citroen brand but good for DS, which is growing fast. After a poor showing in the last NFDA dealer survey, he believes 2017 will mark a transition on the back of the all-new C3, a car with the potential to finally establish the brand in the supermini sector. He is also managing the strategic move to turn DS into a standalone brand by the end of June 2018. He was previously brand director and head of Citroen UK and sales director with Peugeot Turkey.

33
NEW

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31 (33)

Barry Jones
Renault Retail Group, MD
Profile ★



Barry Jones took up the top job at Renault Retail Group in late 2015 to control activities across the factory-owned group's Renault, Dacia and Nissan dealerships. It's a big business, selling one in four new Renaults in the UK. Jones started in the business as a trainee salesman and occupied a number of roles before moving to the Renault Retail Group in 1999. He has served as regional director, operations director and now managing director of the group. During the year it moved up three places in the Motor Trader Top 200 dealer groups to 19 with annual turnover of £551.9m.

30 NEW

Paul Flanagan
Groupe Renault UK & Ireland, MD
Profile ★★



Groupe Renault UK Renault appointed Paul Flanagan as managing director in early 2016. He was previously president of Ford France having served 25 years with the Blue Oval brand. Flanagan is the first Brit to hold the top job in over 25 years. Flanagan reports into his predecessor Ken Ramirez, who was appointed senior

vice president of sales and marketing for Renault's European operation. His career at Ford included setting up the brand's operations in Romania in 2010 and managing director of Ford Belgium and Luxemburg.

29 (31)

Ian Rendle
cap hpi, MD
Profile ★★★



Ex-John Martin Group dealer principal Ian Rendle is leading the digital drive at cap hpi. The printed Black, Red and Green valuation guides are now digital only and last year it launched a new set of European car data at the Paris Motor Show. Rendle joined CAP in 2006, was appointed CEO in 2012 and led the business under its private equity ownership. In late 2014 CAP was acquired for £295m by Solera, the US automotive services giant. In 2015 new parent took the strategic decision to relocate its HPI business to CAP's Leeds HQ and place Rendle in charge of the merged and rebranded cap hpi.

28 (30)

Simon Caffyn
Caffyns, CEO
Profile ★★ MT Top 200 56



Caffyns' CEO Simon Caffyn was busy in 2016 changing the shape of the group. In the second quarter it exited the Jaguar and Land Rover franchises and used the funds generated to invest in its used car operations in Ashford. Caffyn also used £2.3m to buy land for a lucrative Audi dealership in West Sussex. Simon Caffyn was appointed chief executive of the listed Caffyns group in 1998. He graduated from Cambridge with an engineering degree and worked for Andersen Consulting prior to joining Caffyns in 1990. Caffyns is rated 56 in the Motor Trader Top 200 with annual turnover of £232.5m.

27 (29)

Peter Vardy
Peter Vardy Group, CEO
Profile ★★★★★ MT Top 200 28



In the motor trade nothing stands still. In 2016 Peter Vardy launched a new classic car business, expanded the Car Store used car operation and grew its representation with Jaguar Land Rover and BMW. He also bolstered management with the appointment of a new MD, allowing him to take a more strategic role. Vardy, the third generation scion of the Vardy family founded his eponymous group in 2006 with the acquisition of Perth Vauxhall. It now has annual turnover of £437.3m.

**MOTORTRADER
TOP 60 MOVERS & SHAKERS**

26 (28)

John Clark
John Clark Motor Group
Chairman and MD
Profile ★★★ MT Top 200 16



It was another record year for John Clark Motor Group with sales up 10% to £667m in the year to 31 December 2015. Under chairman and managing director John Clark new vehicle sales volumes increased by 6% to a record 13,691 units while retail used volumes grew by 12% to 11,853 units. The group took on Renault and Dacia in Aberdeen and also opened a new Audi dealership in the city, its largest single business.

25 (27)

Neil Williamson
Jardine Motors Group, CEO
Profile ★★★ MT Top 200 7



Jardine Motors under CEO Neil Williamson continues to expand. The group increased its presence in the Midlands in 2016 with the purchase of Colliers Group. The acquisition included Land Rover, Honda and Mazda sites in Erdington and Jaguar in Tamworth. This year it has already grown with the acquisition of Carrs' BMW and Mini in Bury St Edmunds. Williamson was appointed to the top job in June 2015 having experienced life on both sides of the automotive fence as the director of Seat UK from 2013-2015, before which he was managing director of the factory-owned Mercedes-Benz Retail Group.

24 (25)

Steve Nash
IMI, CEO
Profile ★★★★★



Steve Nash has lobbied hard to improve the lot of employees in the motor trade. He launched a campaign at the 2016 London Motor Show calling on the motor trade to employ more women. He has also campaigned hard for apprentices, calling on the government to help plug the skills gap in the UK motor retail sector. He joined the IMI as CEO in 2013 after a distinguished career at BMW where he had been aftersales director for 27 years. He was the winner of the 2014 Motor Trader Outstanding Achievement Award.



A strong commitment to innovation

Phill Jones, Motors.co.uk, Managing Director

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In 2017, Motors.co.uk celebrates its 10 year birthday and throughout that time one constant has been change in the industry. However, we believe that by staying true to our key values and principles we will all be able to embrace this change as the year inevitably brings its own challenges and opportunities for the automotive industry.

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MOTORTRADER TOP 60 MOVERS & SHAKERS

23 (24)

Steve Hood
TrustFord Chairman & CEO
Profile ★★★ MT Top 200 8



Steve Hood was appointed chairman and CEO of the factory-owned TrustFord dealer group in December 2014. In October 2016 he was given additional responsibility as vice president of sales, Asia Pacific. He continues to run the dealer group which is rated 8 in the Motor Trader Top 200 with annual turnover of £1.63bn. Hood was previously the strategy director at the dealer group, returning to TrustFord following three years working as the director of sales operations in Ford of Europe.

22 (22)

Trevor Mather
Auto Trader, CEO
Profile ★★★



Trevor Mather has led Auto Trader, now a listed company, for three and a half years and shows no sign of taking his foot off the pedal when it comes to driving change at the online classified giant. In 2016 underlying operating profits rose 19% to £171.3m on turnover up 10% to £281.6m. The site is attracting 60 million visits a month and has hit a

21 (21)

Paul Philpott
Kia President & CEO
Profile ★★★★★



Last year was another good one for Paul Philpott, Kia president & CEO. Kia's UK sales were up 13.9% to 89,364 units. On his watch the company excelled in the NFDA survey last year and opened a flagship site in west London. Philpott joined the fledgling brand in 2007 as managing director, turning around sales. After just two years Kia promoted him to chief operating officer of its European operations. He returned to the UK in 2012, in the newly created position of president and CEO of Kia Motors UK and Ireland.

20 (14)

Derek Passant/Kerry Finnon
Greenhous, Joint CEOs
Profile ★ MT Top 200 15



Derek Passant (top picture) and Kerry Finnon are joint chief executives of Greenhous Group, one of the country's longest established car retailers founded by Vincent



18 (13)

Terry/Geoff Lister
Lister Joint CEOs
Profile ★★ MT Top 200 12



Under joint CEOs Terry and Geoff, Lister expanded its premium business in the last financial year. It was the Audi, Land Rover and Mercedes-Benz franchises that helped drive profits in the year to 31 March, 2016 to £21.5m on turnover of £1.09bn. The family-owned Stratford-upon-Avon group was founded in 1979 by Terry Lister. He and his son Geoff (pictured) continue to grow the business and deliver enhanced profitability. Lister is rated 12 in the Motor Trader Top 200 dealer groups.

17 (19)

David Peel
Peugeot UK, MD
Profile ★★★



David Peel was appointed managing director of Peugeot UK in 2016 from his previous position of chief executive of Peugeot Citroen Retail (PCR) Group UK. As an ex-dealer group boss he hit the ground running, knowing which areas needed addressing but asking for input from the network and formulating a six-step programme to reinvigorate the business. He reports to PSA UK director General, Stéphane Le Guével. In its early days yet. Peel saw Peugeot generate new car sales down 5.5% to 98,529 units in 2016, giving it a market share of 3.7%. He wants dealer RoS to be 1.5% by 2019 with market share of 6%.

16 (5)

Paul Willis
Volkswagen Group UK, MD
Profile ★★★★★



Paul Willis has overall responsibility for almost 20% of all new car sales in 2016. Paul Willis was appointed as managing director of Volkswagen Group UK, with responsibility for VW, Audi, Skoda and Seat, in 2014. In the last Top 60 Willis' profile rose sharply due to his appearances before select committees during dieselgate. He has 30 years of service in the motor industry, taking in senior positions at Ford, Toyota, Mazda, BMW and Volkswagen in the UK, as well as Kia and Volkswagen in Europe.

Tony Whitehorn
Hyundai Motor UK
President & MD

Profile ★★★★★

19
(20)

Tony Whitehorn has led Hyundai's phenomenal growth in the UK and this continued into 2016 with sales up 4.9% to 92,419 units and a market share of 3.4%. On his watch the company launched Click To Buy in January, an innovative website that enables customers to buy new cars online: it achieved 23 paying customers in its first month. Whitehorn began his career at British Leyland before moving to Renault and Toyota. He joined Hyundai as managing director in 2005. The Koreans clearly like what he has achieved, including winning Motor Trader's Car Franchise of the Year in 2010, 2011 and 2015, as he was the first non-Korean to be promoted to the position of president.



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15 (16)

Mark Lavery**Cambria Automobiles, CEO****Profile ★★★★★ MT Top 200 20**

It's been a strong 12 months for Cambria Automobiles' CEO Mark Lavery. In the year to 31 August 2016 the group saw underlying pre-tax profits up 37.7% to £10.6m on turnover up 17.3% to £614.2m. Lavery capitalised on changes to the Jaguar Land Rover network during the year, adding Jaguar and Land Rover dealerships in South Woodford, London and Land Rover in Welwyn Garden City. Lavery has grown Cambria through acquisitions.



the acquisition of the West Midlands-based Knights North West group. And it doubled its number of Mercedes-Benz brands to 14 with the acquisition of Drayton Group. Bruce Joined Lookers in 2000 and subsequently became MD of the motor division, COO and group CEO in January 2014. He won the Motor Trader Motor Trader CEO of the Year Award in 2016 while Lookers won the Dealer Group of the Year.

11 (10)

Gary Savage**Mercedes-Benz Cars UK, CEO****Profile ★★**

Gary Savage has led Mercedes-Benz Passenger Cars in the UK since 2010 and was promoted to the wider role of Mercedes-Benz UK CEO in 2014 where his responsibilities also include the business' vans and trucks divisions. On Savage's watch, Mercedes-Benz had an excellent 2016. Of the top 10 volume brands Mercedes-Benz grew fastest, up 16.9% to 169,828 units with a market share of 6.3%. It is now the sixth biggest selling brand in the UK. Smart sales are also on the rise, up 42.2% to 12,020 for the year.



14 (15)

Michael Buxton**Cox Automotive UK, CEO****Profile ★★**

Michael Buxton is CEO of Cox Automotive UK, which rebranded from Manheim UK in 2016 while also launching two new retail services brands into the UK, Modix and Xtime. Buxton took over the running of Manheim's expanding UK auction business in September 2014. In 2016 Manheim won the Auction House of the Year in the inaugural Motor Trader Quality Awards. Buxton is a Manheim stalwart having served for over 20 years, most recently as chief operating officer.



10 (26)

Jeremy Hicks**Jaguar Land Rover, MD****Profile ★★★★★**

Jeremy Hicks moves sharply up the Top 60 Movers & Shakers listing due to his radical £1bn overhaul of the Jaguar Land Rover network. Sales of the two brands are up, Jaguar by 45.4% to 34,822 units in 2016 and Land Rover by 19.5% to 79,534 units. Land Rover has also performed strongly in NFDA surveys. Hicks joined Jaguar Land Rover as managing director in 2011, having led Audi through a remarkable period of growth. He is looking to raise £160,000 for Motor Industry Charity Ben taking part in a Channel swim.



13 (9)

Graeme Grieve**BMW Group UK, CEO****Profile ★★**

Graeme Grieve was appointed as managing director of BMW Group UK and Ireland in October 2014. He had a good year in 2016 with both BMW and Mini brands increasing sales and market share. Grieve was previously based in Munich and responsible for the group's importer business. He first joined BMW UK in 1990 and held several positions before being appointed sales director in 2001. He subsequently joined Rolls-Royce Motor Cars in 2006 as global sales and marketing director.



9 (8)

Rory Harvey**Vauxhall Chairman & MD****Profile ★★★**

Rory Harvey was appointed to the top job at Vauxhall in September 2015. He has aimed to boost sales of a revitalised range with a scrappage scheme in Q4 2016 and is looking at new ways of retailing, which could see it introduce outlets in shopping centres. In 2016 Vauxhall introduced interest free payments on servicing bills, thought to be a first for the industry. Harvey is a GM career man having joined Vauxhall in 1989 and held senior sales and aftersales positions in the UK and Europe, most recently as executive director of sales for Opel Europe.



12 (18)

Andy Bruce**Lookers CEO****Profile ★★★★★ MT Top 200 3**

Heading up Lookers, Andrew Bruce had a strong 2016 with a series of strategically important acquisitions and winning two Motor Trader Awards. The group added BMW and Mini to its portfolio with



MOTORTRADER TOP 60 MOVERS & SHAKERS

8 (7)

Andy Barratt**Ford, Chairman & MD****Profile ★★★★★**

Andy Barratt has been prominent at dealer and FordStore openings in 2016, supporting the network. During the year Ford delivered record commercial vehicle sales of 118,000 with the iconic Transit particularly strong. In a hyper competitive market it retained market leadership with new car sales of 318,316 units, 2.5 percentage points clear of Vauxhall in second place. Barratt became Ford of Britain's chairman and managing director in July 2015 and is a Blue Oval man through and through having joined the company in 1996 as motorsport manager.



7 (6)

John Tordoff**JCT600, CEO****Profile ★★★★★ MT Top 200 11**

John Tordoff heads up the highly successful family-owned Yorkshire car retailer JCT600. Bradford-based JCT600 turned in pre-tax profits of £18.6m in the year to 31 December 2015 on turnover of £1.145bn. Tordoff has run the family-owned group since 2002, when he succeeded his father Jack, who became chairman. On his watch, the first wave of JCT600 managers have undergone training to be mentors with The Prince's Trust.



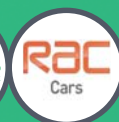
6 NEW

James Brearley**Inchcape CEO****Profile ★★★ MT Top 200 5**

James Brearley was appointed to the top job at Inchcape in January bringing with him 30 years of experience at the highest possible level. He's the ex-MD of Pendragon's premium £1.6bn turnover Stratstone division. He left Pendragon after 24 years to launch a Jaguar Land Rover business in Wolverhampton, a move blocked by High Court action brought on by his former employer. He then launched his own business, JRB Automotive, which was poised to launch as a dealer group in the west of England before the call from Inchcape came. His impressive track record of driving year-on-year growth makes him our highest new entrant. ➔



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MOTORTRADER TOP 60 MOVERS & SHAKERS

1	(1)	Trevor Finn
2	(2)	Arnold Clark
3	(11)	Darren Edwards
4	(4)	Daksh Gupta
5	(3)	Robert Forrester
6	NEW	James Brearley
7	(6)	John Tordoff
8	(7)	Andy Barratt
9	(8)	Rory Harvey
10	(26)	Jeremy Hicks
11	(10)	Gary Savage
12	(18)	Andrew Bruce
13	(9)	Graeme Grieve BMW
14	(15)	Michael Buxton
15	(16)	Mark Lavery
16	(5)	Paul Willis
17	(19)	David Peel
18	(13)	Terry/Geoff Lister
19	(20)	Tony Whitehorn
20	(14)	Derek Passant/Kerry Finnon
21	(21)	Paul Philpott
22	(22)	Trevor Mather
23	(24)	Steve Hood
24	(25)	Steve Nash
25	(27)	Neil Williamson
26	(28)	John Clark
27	(29)	Peter Vardy
28	(30)	Simon Caffyn
29	(31)	Ian Rendle
30	NEW	Paul Flanagan
31	(33)	Barry Jones
32	NEW	Bill Fennell
33	NEW	Bekir Hassan
34	(34)	Tony Cliff/Arran Bangham
35	(35)	Trevor Jones (35)
36	(36)	Sue Robinson (36)
37	(38)	Mike Hawes
38	NEW	Alex Smith
39	NEW	Dave Hodgetts
40	(39)	Mike Allen
41	(40)	Trevor Reeve
42	(41)	Mark Robinson
43	NEW	Andrew Doyle
44	(49)	Fraser Cohen
45	(47)	Mark Carpenter
46	(43)	Graeme Potts
47	NEW	Avril Palmer-Baunack
48	NEW	James Weston
49	(46)	Jeremy Thomson
50	(52)	Phill Jones
51	NEW	Zara Ross
52	(50)	Simon Dixon
53	(51)	Darren Ardron
54	NEW	Alison Jones
55	NEW	Jon Wakefield
56	(53)	Paul Van De Burgh
57	(54)	Rupert Pontin
58	NEW	Ashley Andrew
59	(59)	John Caney
60	(58)	Shaun Foweather

Trevor Finn Pendragon, CEO

Profile ★★★★★ MT Top 200 1

1⁽¹⁾

Trevor Finn has been 27 years at the helm of Pendragon and retains his top position in the Motor Trader Movers & Shakers. His first job was as an apprentice mechanic and his rise was meteoric through the company. Pendragon has annual turnover of £4.45bn, according to the 2016 Motor Trader Top 200. The group is well balanced with its Evans Halshaw volume and Stratstone businesses. Finn continues to innovate and push hard with the group's used car business. Pendragon was one of the first groups to emerge from the recession with a clear focus on the profit and retention opportunity offered by older used cars. Finn aims to build a network of 40 Evans Halshaw Car Stores. He also believes the company owned Pinewood DMS business gives the group an edge in the market. He continues to innovate. In 2016 the £52m turnover Quickco arm started online parts sales.



5⁽³⁾

Robert Forrester Vertu Motors, CEO

Profile ★★★★★ MT Top 200 6



A former accountant and ex-managing director of Reg Vardy, Robert Forrester launched Vertu Motors in November 2006, growing the company fast through acquisitions. Vertu is now rated six in the Motor Trader Top 200 dealer groups with annual turnover of £2.4bn. It was a busy year for Forrester. In 2016 Vertu raised £35m to fund a series of acquisitions through a successful placing. It subsequently bought Gordon Lamb Group, a quality business, for £18.7m. Gordon Lamb has Toyota, Land Rover, Skoda and Nissan outlets in Chesterfield and a Skoda business in Derby. Vertu also expanded with Jaguar Land Rover, Nissan and Hyundai during the year.

3⁽¹¹⁾

Darren Edwards Sytner Group, MD

Profile ★★★ Mt Top 200 2



Sytner Group's Darren Edwards moves sharply up the MT Top 60 Movers & Shakers listing following Sytner's acquisition of the CarShop supermarket chain in January, the fourth largest in the UK with a turnover of £208.6m. The combined revenue of Sytner and CarShop for the 2015 financial year was £4.44bn. Edwards became MD of Sytner in August 2014, replacing Gerard Nieuwenhuys, who became chairman. Edwards joined the business in 2004 as sales director. In 2009 he became BMW franchise director before becoming divisional managing director of its Volkswagen Group operations.

4⁽⁴⁾

Daksh Gupta Marshall Motors, CEO

Profile ★★★★★ MT Top 200 10



Last year will be one remembered by award-winning Daksh Gupta for two key events. In May Marshall bought Ridgeway for £106.9m, the biggest acquisition in the motor trade for over 10 years. And in June Gupta, who does not like heights, took part in a 10,000 feet skydive, raising £151,000 for Ben. Under Gupta's stewardship Marshall Motors has been transformed from a small regional family-run group to a major listed company. Broker Zeus Capital is forecasting revenues for 2016 up 45.9% to £1.79bn.

2⁽²⁾

Arnold Clark Arnold Clark Automobiles Chairman and CEO

Profile ★★★★★ MT Top 200 4



Sir Arnold Clark founded the eponymous dealer group in 1954 as a single showroom in Glasgow. Arnold Clark turned in a strong used car performance in 2015 with group pre-tax profits on continuing operations up 2.3% to £110.4m on turnover up 2.2% to £3.4bn. Used car sales rose 10.8% to 175,526 vehicles with like-for-like sales up 7.9%. During the year it expanded its Motor Stores chain to 22 outlets, took on its first MG franchise and opened major Hyundai and Renault dealerships.

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