Family owned Yorkshire car retailer JCT600, one of the UK’s largest privately owned businesses, has today announced record results reporting turnover up by 36%, growing to £909m in the year to 31 December 2013.

The Bradford-based group’s annual results issued today (12 May 2014) show a £241m increase in turnover that includes a ten-month contribution from the Gilder dealerships acquired by JCT600 in March 2013 comprising two Audi, four Volkswagen and a SEAT dealership as well as two Volkswagen Commercial Vehicle dealerships, two parts depots and a body shop.

The firm made an operating profit before goodwill and exceptionals of £20.3m, up 30% from £15.6m the previous year. As well as restructuring its senior management team to further drive performance, JCT600 is continuing to invest both in additional staff to ensure high levels of customer service and also in optimising its online presence.

The group’s strong results were driven by a 46% increase in new vehicle sales (16% on a like-for-like basis), well ahead of the UK retail market for the brands JCT600 represents which increased by 9.7%.
The firm also out-performed the used car market which, following a decline for the previous six years, saw a rise in sales of just 0.94% while JCT600 enjoyed a 32% rise in unit sales (17% like-for-like). The group’s after sales operation also continued the upward trend seen in 2012 with gross profit increasing by over £10m (£1.8m like-for-like).

Increased gross profit margins helped JCT600’s fleet division with sales increasing by 66% (28% like-for-like) compared with an increase in the UK fleet market of 5.7%.

“The group has shown resilience throughout the downturn by focussing on tightly controlling costs while providing outstanding customer care. This, together with the additional dealerships provided by the Gilder acquisition, means we are well-placed to benefit from the upturn in consumer and business confidence which began last year,” said JCT600 group chief executive John Tordoff. “2014 has already got off to a good start with new vehicle sales increasing by 18% in the first quarter as customers take advantage of the excellent deals available and we are optimistic that this momentum will continue.

“The addition of the nine former Gilder dealerships has already made a strong contribution to our continued success, increasing sales as well as extending our geographic reach, and we expect them to have a greater impact now they are fully integrated into the JCT600 family.”

Mr Tordoff concludes: “While continuing to invest in our 47 dealerships with an ongoing programme of improvements, we are only too aware of the importance of the internet to our customers and this is another area in which we will continue to focus - we have seen a huge growth in traffic, particularly to our mobile site with visits increasing by 139% last year. Over our sixty-year plus history, we have built a strong brand and a loyal base of customers, but it is only by responding to customer needs and embracing new technology that we will be able to maintain our market leading position.”

JCT600 has 47 dealerships throughout Yorkshire, Derbyshire, Lincolnshire, Nottinghamshire and the North East and sells 19 of the world’s most respected brands such as Aston Martin, Audi, Bentley, BMW/MINI, Ferrari, Maserati, Mercedes-Benz, Porsche, Vauxhall and Volkswagen. The group now employs a workforce of 1,800 people.

Photo shows: JCT600 group chief executive John Tordoff
JCT600 Dealerships

Bradford
- BMW Bradford
- Chevrolet Bradford
- Mazda Bradford
- MINI Bradford
- Peugeot Bradford
- Vauxhall Bradford
- Volkswagen Bradford

Leeds
- Aston Martin Leeds
- Bentley Leeds
- Ferrari Leeds
- Lotus Leeds
- Maserati Leeds
- Mazda Leeds
- Porsche Centre Leeds

Others in West Yorkshire
- Chrysler Menston
- Dodge Menston
- Jeep Menston
- Kia Castleford
- Peugeot Menston
- Priceright Rawdon
- SEAT Menston
- Vauxhall Castleford
- Vauxhall Shipley
- Volkswagen Wakefield

York
- Audi York
- Volkswagen Van Centre York
- Volkswagen York

Sheffield
- Audi Sheffield
- Mercedes-Benz of Sheffield
- Porsche Centre Sheffield
- SEAT Hillsborough
- smart of Sheffield
- Volkswagen Hillsborough
- Volkswagen Sheffield
- Volkswagen Van Centre Sheffield

Others in South Yorkshire
- Audi Doncaster
- Mercedes-Benz of Doncaster
- Volkswagen Rotherham

Lincolnshire
- Audi Boston
- Audi Grimsby
- Audi Lincoln

Hull
- Audi Hull
- Peugeot Hull
- Volkswagen Hull
- Volkswagen Van Centre Hull

Derbyshire
- Mercedes-Benz of Chesterfield
- Volkswagen Chesterfield

Nottinghamshire
- Volkswagen Newark

Newcastle
- Bentley Newcastle
- Porsche Centre Newcastle

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