

Dear Colleagues,

On 29th October 2019, STILL UK held a New and Used Open Day at our Exeter depot. The event ran from 10am until 4pm and we hosted over 50 guests throughout the day. We welcomed our customers, distributors and dealers to enjoy our world-class products which we showcased at our headquarters.

The primary focus on the day was of course our used equipment but it was wonderful to present our new trucks and showcase STILL's extensive product portfolio. Our guests have also been highly complementary about the fantastic seminars which were conducted on Li-ion, FleetManager™, neXXt fleet, TruckCam and Thorough Examinations.

The day was wrapped up at 4pm and we achieved a total of **65 units sold** – an outcome which has far exceeded our expectations! Well done to everyone involved in these sales.

The following day we hosted our Distributor and Dealer colleagues at a special launch event of the NEW RX 60 electric counterbalance and our new torque converter truck – the RC 42.

Our guests were welcomed by our UK Management Board (including Torsten Wiecker who will start as UK MD in March 2020). We were also lucky enough to have a special appearance from Thomas A. Fischer (our STILL Group CSO). Thank you to all of you for your attendance and valuable support.



Above: Torsten Wiecker – Joins STILL UK as MD in March 2020



Many thanks to Christopher Taylor and Russell Mogg for their expert product presentations and for coordinating the wonderful driving experiences of these world class trucks – as always you delivered the launch with true style and professionalism.

I would also like to say a personal thank you to everyone behind the scenes who made this event happen and for working so hard for the past few months and indeed throughout the two days. Thank you also to our used equipment and workshop teams, with special mentions to: Scott Rowson, Kirstin Pollington, Amy Hooper, Craig Blundell, Paul Penny and Steve Howell who have put an immense amount of work into the days and weeks leading up to the event. Great job!

I am sure you will all agree that a special thank you must be addressed to Christina. The event was organised perfectly and with great support to the Management Board's constantly changing demands (right until the last second before going live). I know that the event was highly appreciated by all who participated so well done Christina!

It is safe to say that the event was a complete success and we have already received some very positive feedback from our guests. We look forward to seeing the Open Day orders come through over the next few days and will be planning many more events like these in both Exeter and Leyland throughout 2020.

Looking forward to exploring this new chapter with you all.

With best wishes,

A handwritten signature in black ink, appearing to read 'JP'.

Jean-Paul Dubois
Sr Vice President Region BUS & Interim MD UK

