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Western States Equipment to acquire dealerships

IBR STAFF REPORT

Meridian-based Western States Equipment on April 13 announced that it intends to acquire Twin Falls Truck & Equipment in Twin Falls and Southern Idaho Freightliner in Jerome. Each dealership services Freightliner trucks, Detroit, Caterpillar and Cummins engines and drive train parts.

The parties have signed a letter of intent to complete the purchase, which is contingent on Western States Equipment being approved by Daimler Trucks of North America to become a Freightliner dealer, Western States said in a release.

"The on-highway truck business is very important to us and has become a core business at Western States," said Western States President Tom Harris. "Our leadership team spent considerable time evaluating how we can continue to grow this part of our business. We concluded that aligning with Daimler Trucks was the best fit, given its global market leadership position in overall truck sales. We believe that Daimler is well positioned for the future with its impressive new world engine platform that reduces emissions and offers multiple size options for our customers."

"We have been pursuing this acquisition for some time," he said. "It was clear both shops would be a great addition to our business as the leadership and employees share our commitment

to delivering quality, value and excellence in all we do. It is a perfect fit."

"We're excited by the opportunity to join the Western States family and start an exciting new chapter in our history," said Orlan Stearns who owns Twin Falls Truck & Equipment and Southern Idaho Freightliner. "As I learned more about the company it was clear we share similar goals and beliefs about our business, including a dedication to taking care of your employees. I strongly believe in valuing and developing the people who work for you and Western States shares this commitment. Above all, Western States takes great pride in serving customers just as we have for the past 40 years."

Pending all required approvals, both the Twin Falls Truck & Equipment and Southern Idaho Freightliner will be officially re-branded as Western States Truck Centers in the future.

Current management will continue to lead operations at the acquired locations and operate independently from the Caterpillar dealership operations, Western States said. Each truck center will continue to service all Freightliner trucks. The proposed acquisition is expected to be complete later this year.

Financial details were not released.

Western States Equipment is an authorized Caterpillar dealer for five states. The company has 13 branches in Idaho, western Wyoming, Montana, eastern Oregon and Washington.