



Continuing our series on classic car traders, plus what's happening on the forecourts and who has the best deals! This month Grundy Mack and Oselli



Spacious barn style showrooms hold up to 75 classics



Grundy will maintain customers' cars only, due to space



GM says cars are prepared regardless of cost and value

Dealer profile



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Nick Szkiller spent much of his life in retailing and dealing in new cars and was head of a large Jaguar outlet when he accidentally stumbled upon classic cars.

It was June 1992 and the man, who was personally trained by Jag's John Egan ("right down to how to shut the bonnet on an S3" he says), was at a BCA auction working as a car broker when an Austin-Healey came up for sale. It seemed too cheap to be true, but he took a chance, bought it – and sold it for a tidy profit. So he did it again and again.

Quickly he discovered that this was no fluke. By coupling his vast experience in retailing to a classic car market still not recovered from the 1980s crash, he was able to form Grundy Mack Classic Cars (an affiliation of Grundy Mack plc, a leading finance and pension specialist) in months. "It was the perfect time to start – prices were on the floor," Nick adds.

Today Grundy Mack is one of the UK's largest classic car dealerships, holding up to 75 cars at its comfortable converted barns located in North Yorks. Together with his son James and three full time technicians, the company provides a one-stop shop for classic car buyers.

Nick was keen to apply modern car retailing practices to

a classic car trade that had rarely seen such a thing before. Customers are treated as if they were buying a used XJ rather than an old MK2. All cars are fully serviced and re-fettled before they are sold with a fresh MOT.

A one month warranty to wrap it up may not sound much but in Nick's experience, it's a better all round deal than some superficial modern mechanical breakdown insurance warranty that's useless on a classic. Nick says whatever needs doing is done before a car is sold at a fair price. Cost isn't the issue because he reckons that over the year it all balances out against other cars that need less or minimal attention.

"Condition B cars are becoming harder

to sell – people want cars that are in as good a condition as possible from the outset – we sell mainly to buyers who want to use cars, not fix them!" Nick says.

Despite his success in the auction halls, Nick buys the bulk of his stock from classified ads and part exchanges. That said, a good number of cars also come from the normal car trade and dealers who either can't or don't

want to sell an old MGB or TR through the normal channels.

Rather than sell on a commission basis as other dealers do, Szkiller uses his experience as a car broker to sell on behalf of clients. This is done on a no-sale, no-fee basis; a sale price is agreed with the owner and these 'outside' cars still receive the usual pre-sale servicing and warranty

Grundy insists upon. It takes all the worry out of selling privately as there won't be strangers knocking at your door, claims the company.

"We try to sell quality cars of a uniform standard – from all eras at private-level prices yet still provide dealer standards and back up," says Nick. As Grundy boasts a worldwide client base of 2500 and some 40 per cent of the company's business is repeat custom, it's a simple enough philosophy that's obviously working very well.



1960 Austin-Healey Sprite MK1. Show standard. Superb all steel example£9,995



1934 Austin 10/4 Very Original. A rare find£4,495



1958 Daimler Conquest Century automatic. 21,000 miles from new!£7,795



1996 BMW Z3 LHD. Beautiful example, below 55k miles, FSH.£8,995



1967 Jaguar MK2 3.8. Coombes arches, chrome wires, total restoration ..£13,995

A small selection of cars now available from Grundy Mack. See their full ad on pages 32&33