



DEALER TALK: Nick Szkiller GRUNDY MACK

One of the most striking features of the classic vehicle movement in the last few years has been the high incidence of buyers seeking vehicles that they can get about in and use on events. Not for them a long drawn-out restoration, their approach has been for a car that is on-the-button and which can take events like the RAC Classic Run in its stride.

Grundy Mack is a dealer that very much caters for this market, whether for a pre-war starter classic at a little over four figures to a relatively late model Jaguar, Mercedes-Benz or even a Bentley well into five-figure territory. The fact that there is everything between these two extremes, demonstrates how diverse the stock is and how the classic movement can cater for everyone.

Anyone visiting Grundy Mack in the appropriately named Heritage Centre in Huddersfield for the first time will be astonished at the number of cars here. There are always between 75 and 100 vehicles in the huge museum-style showroom area, which is an old mill building and, in addition there are a number of fine historic vehicles on permanent display that are not for sale.

As a result, the heritage aspect draws visitors time and again, particularly at the weekend

and must be responsible for attracting many into classic car ownership.

"Our strength is the wide variety of cars we stock," says Director Nick Szkiller. "Jaguar and MG are our specialities. Having been a Jaguar dealer from the 1960s onwards, naturally I and the technical staff have the most experience in that area. But the one thing all our cars have as a common denominator is condition."

"We do not set out to be restorers and the cars we purchase are bought with a view for resale. Condition is everything and while we expect to do some mechanical work to ensure a vehicle is in tip-top order, we do not carry out restoration work. One thing we do insist on is an independent MOT - however long a certificate may be, every vehicle is re-tested."

"There is no doubt that people are willing to pay more for top class cars and strong condition examples always command premium

prices. We stand by what we sell and if anything is amiss in the first month, we will immediately sort it out and that is in addition to a guarantee."

"A trend that is increasingly becoming apparent

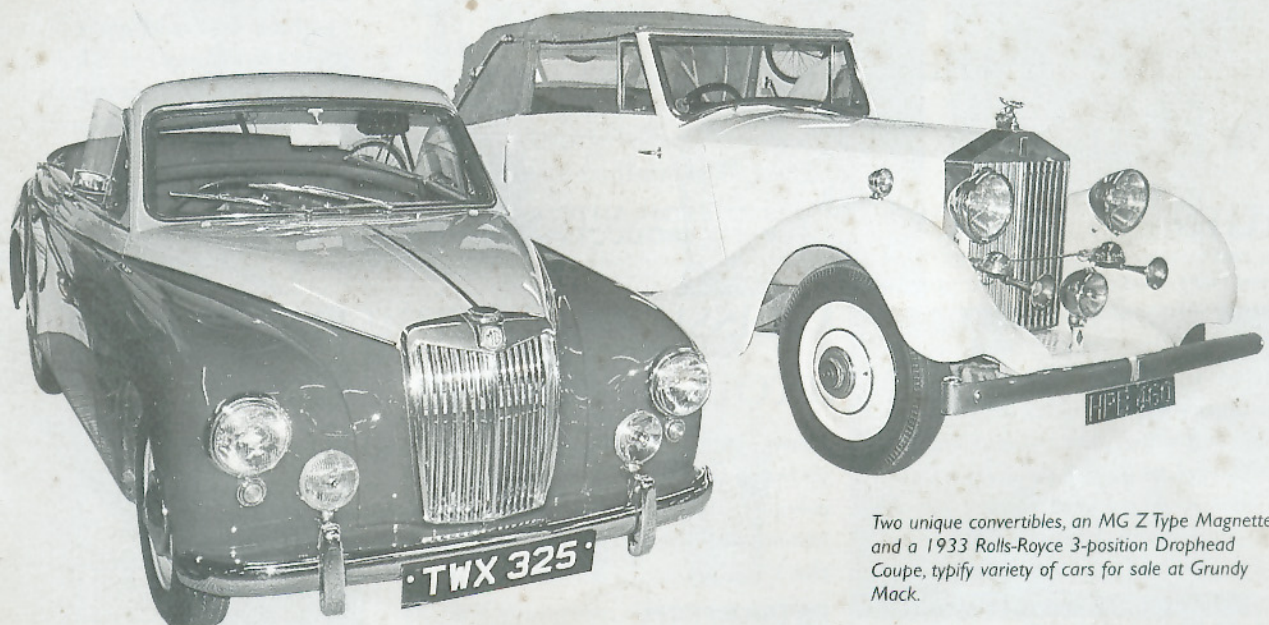
"A trend that is becoming increasingly apparent is a move towards modern usable classics, like the Mercedes-Benz SL, Porsche 911s and Series III Jaguars... buyers recognise that there is no depreciation."

Nick Szkiller

is a move towards usable modern classics like the Mercedes-Benz SL and SLC, Porsche 911s from the 1970s and early '80s and Series 3 Jaguars. Although buyers accept that the cost of fuel and maintenance is high, they recognise that there is no depreciation. At the other end of the scale, we do sell many small sports cars like the MG Midget and Triumph Spitfire at around

the £4,000 mark. We make very little on these cars, but frequently buyers will trade up to something bigger after a while," Nick Szkiller continued.

"As enthusiasts though - and we are an enthusiast-based business - we are as concerned as anyone about the environmental lobby. We sell between 30 and 40 cars a month, so any restrictions would worry us greatly."



Two unique convertibles, an MG Z Type Magnette and a 1933 Rolls-Royce 3-position Drophead Coupe, typify variety of cars for sale at Grundy Mack.