

# A ROLLER-COASTER RIDE



**MOTORING**  
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**S**UPERCAR dealer Tom Hartley provides a welcome splash of vibrant colour in our grey corporate landscape as Britain's — and arguably the world's — best-known independent car dealer.

This energetic maverick dealer to the stars and super-rich will travel the globe for a deal and uses top-level contacts to jump lengthy waiting lists to get his hands on some of the most desirable cars on the planet.

With 46 years of selling cars under his belt he's now published his autobiography, *The Dealmaker*. It's an uplifting roller-coaster tale of how he made and lost a fortune, dived with death and survived three recessions to bounce back and earn a regular slot in the Sunday Times Rich List.

It's also a fascinating insight into how car deals are really done — the tricks and scams of the trade.

Tom, 59, left school at 11, and headed for the hard-nosed used car auction halls of Glasgow. His first car sale was a much sought-after



**The hottest wheels:** Tom Hartley, supercar supplier to the stars, with his Ferraris

new Range Rover he bought for £2,100 with money loaned from his father, selling it on within 24 hours for a £150 profit — when he was just 12.

He bought his first Ferrari, a Dino, for £8,000 at 15 and sold it for a £500 profit. By 17, he'd made his first million, importing Porsches and Mercedes-Benzes from Germany for 25 per cent

less than the UK price, but he went bust a year later when furious car-makers got the import rules changed to scupper him.

He was forced to start again from scratch living in a caravan and selling cars on the road.

He once followed a driver 40 miles on the M1 to buy his Rolls-Royce, and sealed a deal on a Ferrari Testarossa after grab-

bing a towel to stalk the owner into a hotel sauna.

His celebrity customers include Rod Stewart, Elton John and golf's Rory McIlroy.

■ *THE Dealmaker*, (Veloce Publishing) will be published on April 16 and is available to pre-order from Amazon Books at £15.99.



■ MUMS are spending nearly £1,000 (£997.36) on petrol a year just to drive their children around, according to a new poll.

In seven out of ten families, mothers do the most driving, spending 153 hours chauffeuring their sprogs. The survey of more than 2,000 mothers by used car website Cazoo found more than one in ten say it's 'precious time' and the only period of day they spend together.

Mums in Liverpool and Wolverhampton do the most driving, while those in Southampton and Oxford do the least.

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■ JAPANESE car-maker Lexus has created the world's first tattooed car, using a pure white version of its new UX compact sports utility vehicle as the 'canvas'.

It was produced using five litres of paint by tattoo artist Claudia De Sabe and her Japanese-born husband

Yutaro. Claudia used a small Dremel drill tool to produce a sweeping design featuring koi carp — a symbol of good fortune and perseverance — along the length of the vehicle.

Lexus reckons the one-off vehicle is worth about £120,000 — equivalent to four base-level cars from £29,905. The

UX is a self-driving hybrid, powered by a 2-litre 152hp petrol engine linked to a 109hp electric motor and an automatic gearbox.

It can accelerate from rest to 62 mph in 8.5 seconds up to a top speed of 110 mph, managing 53.2mpg with CO2 emissions of 94g/km.