

AWARD-WINNING

Sun **motors**WE GO THE  
EXTRA MILE WITH

halfords

5

CUT... Rolls  
Royce Phantom  
Drophead

£126,000 OFF

HARTLEY CASH IN  
FROM RECESSION

# Rich deals when it comes to crunch

**THEY say every cloud has a silver lining and, for luxury car dealer Tom Hartley, the credit crunch means booming business.**

Hartley has been the UK's leading independent luxury car dealer for more than 35 years and he is an expert at making the most of economic slumps. For Hartley, the current recession is merely an opportunity to do even more business – he simply adjusts his prices to the right market value.

Unlike the big city dealers with sky-high overheads, 47-year-old Hartley operates his family business with his sons Tom Jnr, 25, and 21-year-old Carl, below, from a two-acre site at his home in the village of Overseal, Derbyshire.

The family business is one of the few not crippled by debt and high-interest bank loans. Over the years, Hartley has reinvested profits back into the firm. He says: "We are not dependent on banks and are not paying heavily for borrowing – we deal in cash."

And, as Hartley has found, there are still plenty of rich people who want a new motor – it just has to be at the right price. He says: "There are still lots of wealthy businessmen buying luxury goods like super cars. They don't stop buying in hard times – the only difference is they want a bargain price."

"The fact is, when the market is on its knees, it also presents a chance for businessmen. Our job is to give people the right cars at the right prices. And, right now, that means the best bargain super cars I have seen in 35 years."

And thanks to his network of contacts in the super car business across Europe, Hartley can deliver the most exclusive cars available.

The firm specialises in finding the latest Ferrari, Aston Martin, Lamborghini, Porsche and Rolls-Royce models for customers who refuse to accept a two-year wait from main dealers.

Hartley's VIP customers include Premier League footballers, foreign royalty, celebs and entrepreneurs from all over Europe, many of whom fly in by helicopter and make use of the firm's heli-pad.

Buying a car from Tom Hartley is by appointment only at his home, which often has up to £50million worth of super cars – which is why it's guarded with huge security gates. Normally his customers are

By KEN GIBSON

willing to pay premiums of anything from £20,000 to £100,000 above the list price for the hottest new super car – but now the prices are going the other way.

A perfect example is an 07-reg Rolls-Royce Phantom Drophead convertible that, just 12 months ago, was fetching a premium of around £100,000 at £400,000 – now it is selling at £274,000.

An 08 Ferrari 599 GTB with under 2,000 miles that was going for £20,000 above the list price of £230,000 is now on the market for £199,000.

## Exotic

Another exotic Italian sports car going cheap is the Lamborghini Gallardo LP560 E, with a list price of £176,000 that is now on offer at £154,000.

And there's never been a better time to buy a nearly new Bentley or an Aston Martin. A 12-month-old Bentley Continental GT Mulliner with just 4,000 miles had been cut from £130,000 to £92,500, while a 57-reg Aston Martin DB9 Volante convertible with under 5,000 miles has dropped from £130,000 to £94,950.

The prices mean a constant stream of customers for the Hartley business that, this year, will set a new record with nearly 1,000 sales worth around £150million – stunning figures for a three-man family affair.

*It's extra special when you consider Tom Hartley walked out of school, aged 11, with no qualifications and started flogging carpets for the family business before switching to selling cars for himself as a 12-year-old.*

● **Next week, we look at amazing bargains for the ordinary man in the street.**



£31,000 OFF

RED-HOT DEAL... Ferrari 599 GTB



£22,000 OFF

WHITE RESULT... Lamborghini Gallardo



£37,500 OFF

SLASHED... Bentley Continental GT



£35,050 OFF

SUPER SAVER... Aston Martin DB9

## IN BRIEF



■ WE showed the exclusive first pictures of Aston Martin's £1.2million One-77 super car in The Sun yesterday, but it is so good we thought we would show it to you again. Obviously, the price is insane, but if you had a spare £1million-plus you'd probably buy one as well.

## OOH LA LA! MILLION MORE GO FRENCH

IT pains me to say it but the French are really good at motor shows – unlike us Brits they really do support their national motoring event.

They've just revealed that a record 1.4million visited this month's Paris Motor Show. That's nearly a million more people than attended this year's British event. I know one key reason why it is such a success – stunning new cars.

There were more than 2,000 on display and 90 world premieres, including the Peugeot RC.



■ ANOTHER week of incredible bargains, particularly at the big car supermarket chains around the country.

Ever fancied a new Golf GTi? You'll never get one cheaper than at Motorpoint, where you can pick one up for £15,999 – that's a saving of £4,641.

Another huge saving was £7,496 off an 07 reg Peugeot 307 1.6-litre turbo diesel down to £6,999.

## JOIN CLARKSON & GO AT MPH SHOW

TALKING of motor shows, one thing we can still do well is put on an event for pure petrol-heads.

Which is why Earls Court is the place to be this weekend for the MPH – the Prestige & Performance Motor Show – featuring the boys from Top Gear in full flow.

MPH features some of the greatest super cars in the world, complete with live action from Jeremy and the boys, and runs until November 2.

If you miss the London show it moves to the Birmingham NEC from November 13 to 16.

To book tickets call 0871 230 7150 or see mphshow.co.uk.

■ LOOKING for a very cheap family people carrier? Trade Sales of Slough have a 57-reg 2.2litre Vauxhall Zafira from just £7,999.

halfords

## DEAL OF THE WEEK

### Phaze

#### 50 Piece Socket Set

- 3/8" drive socket set
- Includes screwdriver bits and adaptor
- Online code 642371

Was £14.99

now  
**£9.99**