

It's your passion

Welcome to Motor Trade Today; a newsletter designed with the Motor Trader in mind.

In this month's newsletter you can 'Meet The Team', read an interview with our monthly 'Featured Garage' H.Horsfield & Son and also keep up to speed with all things Motor Trade related.

Featured Motor Trader

H. Horsfield & Son

Classic & Vintage Coach building since 1948

This month's 'Featured Garage' is H. Horsfield & Son, a classic motor trader based in Halifax, who specialises in Rolls Royce and Bentley cars; although they do have a wealth of experience of most marques of classic cars.

H. Horsfield & Son is a diverse business; alongside coach building they also offer Wedding Hire services with a fleet of their personally designed and built vehicles, vehicle storage and an engineering pattern making service.

We visited John Horsfield, owner of H. Horsfield & Son, to ask him a few questions regarding his business and the classic motor trade business in general.

Can you give us a bit of a biography and tell us about your business?

The business was the brain child of my father, he was a farmer and after the War there was the opportunity to diversify into selling cars. As part of selling cars, he was given a considerable number of old vehicles in part exchange which at the time weren't worth a lot, but were lovely old vehicles. Many were pre-war so my father decided to see if he could restore them, which he did, and this side of the business grew from there. The business now consists of my father, myself and around 5 others working here.

How has your business evolved over the years?

As well as the coach building/restoration side, we also have the wedding hire side, and I'd say that the wedding hire side is about a third of our business. This initially started from friends and family asking if they could use the vehicles for their weddings, and my father spotted the business opening and took it from there. As well as the wedding hire side, we also do a bit of vehicle storage and pattern making

What is the most usual or interesting vehicle you have worked on?

The first MKVI Bentley we did was interesting, it was dilapidated when it came in and we turned it into a beautiful vehicle. It had teardrop aerodynamic lines, with a personally build tool kit, with gold plated lights. It also formed the template for other cars we have since worked on.

What was your first car?

Morris minor traveller, I remember it had rotten woodwork and was full of earwigs!

What do you enjoy about your business?

The creativity side and also being able to make things. I feel like we are able to make vehicles that stand the test of time and will last a lifetime.

I sit down with the customer, ask them what they like, and then go through some pictures in books and of the prior work we have done, and then put our flair into the design and build.

How would you say the industry has changed over the years?

At one time there were hundreds of businesses

doing the same type of bespoke work as us, but now I would say there are only about 5 who are able to do the complete end to end approach, from design to hand built finished vehicle.

There was a time when people would want to know about the best oil to put in it, the engine, the service, but not anymore. It's an incredible feat of engineering in today's vehicles, to be able to jump in a vehicle and do over 200,000 miles; the design and the engineering that has gone into these vehicles are taken for granted.

What would you say are the challenges for your business in the future?

Legislation is a big factor for small businesses. You have got to be an all rounder from solicitor to accountant, and you have to know all aspects to protect the business from failure. You could get lost in the market of global web as well if you aren't prominent within it; and in today's world it's important to have a presence online.

What vehicle would you most like to own?

A supercharged Bentley, perhaps a Le Mans original racer, but to use not just to look at!



Staff in the Spotlight



This month as part of our 'Staff in the Spotlight' feature we have interviewed Kevin Askill, Client Director – Commercial Insurance.

What is your job title?
Client Director

What do you do?

I'm involved with all types of commercial insurance. I visit clients all over the country to talk to them about their insurance needs as well as dealing with them by phone/email. I service both existing clients and new business, and I also manage a team of staff who look after general commercial risks from commercial combined, fleet policies to tractors, liabilities and commercial vehicles.

How long have you been in insurance?
Since leaving school in 1977, I have been at Footman James for 27 years!!



Do you have any specialisms?

My specialism is motor trade insurance but I also have a good knowledge of general commercial products as well.

How did you get into insurance?

I'm not sure people ever really choose insurance; it is certainly not as romantic as train drivers or firemen. I think it tends to be an occupation that people find themselves involved in by various circumstances.

What was your first car?

It was a Mini 850 1961, Old English white; it had some rusty holes in the floor where you could see the road going by as you drove along!

What is your dream car?

A Mercedes 300SL Gull Wing.

Can you tell us about any interesting cases or clients that stick in your mind?

Many years ago Footman James were involved in insurances for a theatrical removal company (haulage contractor), who moved pop groups

etc. It was quite interesting sorting out the insurances for the likes of vehicles doing Pink Floyd in the USSR and U2 in Israel.

Can you tell us a bit about you?

I'm married, have two children and a dog. I enjoy sport (watching not playing!), music and eating out.

If you were a vehicle, what type of vehicle would you be?

I'd like to think I'm an Austin Healey but I'm probably more like an Austin 1100, you can draw your own conclusions!

What tips would you give to motor trade customers?

Look for a specialist insurer or broker. Ensure the sums insured are correct and make ensure your insurers are fully aware of what type of motor trade activities you are actually involved in.

Do you know what Motor Trade Insurance covers?

At Footman James we have noticed there is a lot of conflicting information out there around this subject, so we have decided to set the facts out below. After you have finished reading this article your answer to the above question should definitely be yes!

Our Motor Trade Team can be contacted on 0121 561 6269, and they would be more than happy to answer any questions you may have.

► Material Damage/Property

This can cover your buildings, contents including tools, machinery, plant, all other contents (office etc.) and vehicles both owned by you and in your custody at your premises, and can also be covered away from your premises including mainland Europe for All Risks (Fire, Theft, Flood etc.) including accidental damage.

We advise that it is important that you regularly check that your sums insured are correct as this may lead to problems if you make a claim.

► Tenants Improvements

Sometimes work needs to be done to a property to make it more suitable for use by the party that will be using it. This work falls under the designation tenant improvement. This type of work is typically governed by an agreement between property owners and whoever is going to use the property in question. So if the property was damaged the improvements (financial) would be reimbursed to you and not the owners of the property.

► Business Interruption

Business Interruption cover can help protect your business if you are forced to temporarily stop trading due to damage to your business premises or equipment. Revenue protection can offset your lost income, while additional trading expenses cover can give you the financial help you need to get your business back on its feet.

► Money and Wrongful Conversion

Money and wrongful conversion cover can protect you against loss of money including on the premises during business hours, in transit, on the premises out of business hours, in a bank night safe at the business owners or authorised employee's residence, Crossed cheques and non negotiable money.

Wrongful conversion is to protect you against loss following the purchase of a vehicle from someone who is not the true owner.

► Personal Accident and Assault

Personal Accident and Assault covers bodily injury to you or your employees as a result of an accident caused by theft or attempted theft.

► Employers Liability

The policy provides protection for businesses against damages and legal costs that arise as a result of claims from employees suffering an injury or disease arising out of their employment. This can also include none paid staff such as voluntary works and persons placed on work experience.

Immediate members of your family who work for you do not count as employees for employers' liability insurance this may differ in the case of a limited company. Casual workers, part-time workers and temporary staff do count, this can also include none paid staff such as voluntary works and persons placed on work experience.

► Public Liability/Sales Indemnity/Defective Workmanship

The insurance policy provides protection for motor trade businesses against damages and legal costs that arise as a result of claims from any person, other than employees, suffering an injury, disease or damage to their property.

Cover can be sometimes be taken with or without Sales and Service liability. Sales and Service liability covers injury or damage to property

arising out of your sales of vehicles and parts and your servicing or repair of vehicles.

► Engineering Inspection

Technically this is not an insurance cover but a legal requirement for you to make sure that certain items of plant and machinery are inspected on a regular basis, this cover provides a qualified technician to inspect these items when legally required.

► Road Risks

Probably the most important element of a Motor Trade policy, this can be broken down into the following:

Third Party – you should note that this level of cover is the minimum legally required to allow you to drive on roads in the UK. Cover consists of injury, loss or damage to third parties such as people and vehicles. Cover is not provided for your own vehicle or you but your passenger would have cover.

Third Party Fire Theft – in addition to the cover provided by third party insurance you will also be covered for theft, damage by theft, or fire to any vehicles that come under the motor trader's custody or control.

Comprehensive – in addition to the aforementioned levels of cover, this level covers the vehicles that are either under your control or custody or your own vehicles in the event of accidental damage. For example, if you were to test drive a customer's car prior to purchasing it and you were responsible for an accident the insurance company would cover the cost of repairs to not only the other vehicle but also that owned by your customer (less the excess).

Cover can also be extended to include cover for Family and Friends, Demonstration including both accompanied and unaccompanied and loan vehicles.