

# A Real Con-Man



My brother-in-law Brian lived in Teignmouth and with his father ran a small business specialising in motor body repairs. They had been established for many years and had built up an enviable reputation for quality work. Brian's father retired and Brian and his two sons continued the business. From time to time, when business was quiet, Brian would buy-in a motor car and restore it to pristine condition. The vehicle would be offered for sale by placing an advertisement in the Western Morning News. There was no E-bay in those days and even if there were Brian, in his old-fashioned way, would not accept these new fangled sales methods! I was a frequent visitor to their work-shop and Brian was proud to show me his latest acquisition. It was a Vauxhall motor car and following Brian's restoration it looked like new, it wouldn't take long to sell? The advertisement was placed and the price quoted - all that was required was a buyer. Within a few days a man appeared on a Friday afternoon looked at the car and purchased it for the asking price. He told Brian that he worked in a bank in Bristol and lived at week-ends in a Cockwood property. The car was required to travel to Bristol during the week. He paid for the vehicle with a cheque drawn on a Bristol Bank. Brian believed what he said, handed over the vehicle log-book and the man drove off in the Vauxhall car. Brian spoke to me following the sale and was very pleased that it had been achieved with the minimum of effort. My first question was, "How much did he knock down the price?" I suppose my attitude was attuned to the Arab philosophy where you always haggle and that's half the pleasure in doing a deal. Brian, to my surprise, said the man paid the asking price so everyone was happy. I suppose my police background made me question anyone but there was a niggle there.

I have always been keen on motor cars and dealer's premises are always an attraction to me. I enjoy looking around them to see what bargains

There was very little chance that he would remain in the area but it was worth visiting Cockwood and the surrounding area. He probably still had cash from the sale of the car and I

*To be continued.....*

*Barry Forrest-Jones*