

Converting to Cornwall

A new company has come to Cornwall bringing classic convertibles to everyone.

Overview

Two entrepreneurs from Woking, Chris Methold and Martin Luke, have started a business based in picturesque Padstow, selling and hiring out convertible cars. Chris has worked in the automotive industry all of his working life. Having spent many years visiting Cornwall on family holidays, Chris then heard about a garage (Autotechnics) being put for sale in Padstow, and he thought it could provide him with the perfect opportunity to start-up a business in a place he loved.

"I have been coming to Cornwall since I was a child, and thought that setting up my own business down here would provide me with the best of both worlds. Martin is an old friend of mine and we got talking about going into business together".

Martin also runs his own business in Woking and has a background in technical sales. However, the offer to start a business in Cornwall was irresistible, Martin explains "I am passionate about cars and had always wanted to work in the automotive industry, so Chris's offer seemed too good an opportunity to miss. I have also spent many holidays in Cornwall and loved the idea of being able to work and eventually live in such a beautiful location."

Martin and Chris established that not only was the garage for sale but also the next door unit and decided that they wanted to create a more diverse business. Both have a love of cars and convertibles and thought there was a good market in Cornwall to launch a business involving the hire and sales of convertible cars.

Workforce

Martin and Chris are employing two mechanics at Autotechnics and are looking to employ another member of staff to support operations at Cornwall Convertibles.

Support

Cornwall Convertibles is teaming up with local businesses to promote their services. The company is talking with hoteliers and golf clubs as well as other tourist outlets and developing "The Padstow Experience", where customers of Cornwall Convertibles will be rewarded with discount vouchers to be used in and around Padstow.

Martin said "everyone loves convertibles and we thought that setting up Cornwall Convertibles in Padstow was a great location due to the large number of visitors to the area. Travelling around Cornwall in a convertible is one of the ideal ways of getting a real feel for the beauty of the county and appreciate its diversity."

Cornwall Convertibles already has on their books an Audi Cabriolet, VW Golf Avant Garde, Mazda MX5 and Chesil Speedster. All are high quality cars, and most have leather interiors and electric roofs. "It's essential for us that the cars we source for hire or sale are of the highest quality. Running the garage next door enables us to ensure the cars are maintained to the highest standards."

Both Martin and Chris have plans to eventually move full time to Cornwall, at the moment they divide their time between Woking and Cornwall.

Chris commented "Now we are setting up the business in Cornwall, it's becoming harder to leave each time! The quality of life is noticeably better and the surroundings are just fantastic, it's the ideal business and living location".

Martin added "As soon as you get here, you forget about everything and just become immersed in your surroundings. Even though we work really hard when we are here, we are still able to enjoy the lifestyle. There is a great community spirit within Padstow and we have got to know people in the area quickly".

Martin added "We have been working closely with the local community and already have developed beneficial working relationships. Cornwall Convertibles has also been in touch with Actnow regarding setting up broadband.