

Luxury
in its
most beautiful
form



CLASSIC CARS
PURCHASES . SALES . PROCUREMENT



Mission Statement

We are specialists in trading with old-timers, young-timers and sports cars. You as our customers, sellers and purchasers are at the heart of all our thoughts and actions. Our service is based equally on competence, experience and trust. We have therefore adopted the five adjacent principles to ensure consistent quality standards.



Marketing

We are specialists for the contemporary marketing of collector's vehicles. Our business model guarantees the best results for everyone involved in the sales process through the use of the latest sales techniques and our profound expertise.

Dedication

Our dedication to the successful sale of the vehicles entrusted to us is at the heart of all we do at Oldie Point. We know that our success is only sustainable if we are better than our competitors in the longterm.

Consulting

We treat every vehicle as unique and exclusive. It is a conscious approach to distancing ourselves from providing standardized advice. We endeavor to fulfill our customers' specific requests, for instance whether a vehicle is intended to be a collector's item or an everyday means of transport.

Documentation

We always carry out a check with 200 items whenever a vehicle arrives at our workshop. We document the vehicle's strengths and weaknesses precisely and pass on our findings to the customer. This is the only way we can assure our customer gets lasting enjoyment from his latest acquisition.

Professionalism

Professionalism is not just performance and competence, but rather an attitude that we at Oldie Point have adopted as our own. Professionalism at Oldie Point is characterized by the values and standards we uphold during our everyday dealings with customers. They include a smart appearance, punctuality, personal integrity, reliability and, in particular, trustworthiness.

Concept for success

Our modern and transparent marketing concept is based on the interplay between three success factors: quality, documentation and customer satisfaction. These are our strengths.

Our tried and tested business model is designed to involve everyone participating in the sale of a classic vehicle. Personalized customer care, high flexibility and service with regard to viewing appointments and consultations combined with a meticulous sale and purchasing process are an integral part of the standards we uphold.



Sales process

Our structured sales process consists of three phases:

1

Initial clarifications by telephone and an initial appraisal

Personal vehicle inspection at your home or premises

Vehicle analysis and professional vehicle evaluation

Clarification: Immediate cash purchase or sale on a commission basis

2

Cross-check against our database of prospective purchasers

Modern vehicle marketing concept

Definition of the marketing strategy

Vehicle check on receipt

Photographs and description of the vehicle

3

Placement of advertisements in on-line marketing websites and specialized magazines and on our homepage

Viewings

Sales negotiations

Financing

Sales handling



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WWW.OLDIE-POINT.AT

OLDIE POINT GMBH . FELDGASSE 75 . A-2460 BRUCK/LEITHA
+43 (0) 2162 / 66 0 66 . +43 (0) 2162 / 888 450 568 . OFFICE@OLDIE-POINT.AT

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