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## Client testimonial

### **Bric-a Brac expert clocks up over 60 years with Bentleys.**

Local businessman Bruce Farnsworth, 82, is one of Bentleys longest running business clients having dealt with the firm since he set up in business in 1950.

At just 21 years of age, Bruce's first venture was a DIY store called Swift Paints at Tong Fold in Bolton. In the 60's he moved into buying and selling bric-a-brac and antiques at large antique fairs such as Newark and Swinderby. Bruce also has a static unit at the Antiques Centre in Haslingden which he says is "doing very nicely".

Over the decades he says he has seen many changes in his business but he is very concerned about the state of the world markets at the moment:

"I used to sell silver-plate to the Italians and ship out lots of quality goods and collectables to Spain and Germany but there just isn't the money about at the moment since the price of essentials such as food and fuel has risen so much."

Even so, Bruce has no intention of slowing up and credits his energy and enthusiasm for business to the fact that he has always kept fit and healthy through body-building, cycling, mountaineering and badminton.

Bentleys Managing Partner John Shaw has personally dealt with Bruce's accounts since 1988. John says:

"Retaining a client for over sixty years is a marvellous advertisement for Bentleys. We pride ourselves delivering the levels of service that create long-term relationships and, in particular, in offering the expertise to support family businesses such as Bruce's."

And the final word to Bruce...

"Bentleys have been very good. I've never had any problems with my accounts and they have always been most helpful."

Bruce lives in Bury with his wife of 57 years, Mary. They have two children and several grandchildren.