



EMPIRE ONE

## Driving force

### **Vancouver's first luxury car club is started by British immigrant Harvey Sanghera**

When Harvey Sanghera first stepped foot in Vancouver five years ago, he knew it was the place he wanted to bring his family. The city's reputation for its multiculturalism, beautiful landscape and West Coast lifestyle drew him here. One thing was missing for him: the luxury car club culture he enjoyed back in the United Kingdom. So he decided to fill in the gap by starting up his very own.



"Cars are one of my passions," explains Sanghera from the lounge of his car

Harvey Sanghera, shown here with a Lamborghini Gallardo Superleggera, welcomes new members to his luxury car club.

club, Empire One, in Richmond, B.C. "I've always spent a lot of money on cars as a hobby. In my native United Kingdom, luxury car clubs are hugely popular. I was surprised Vancouver didn't have one and knew I had to bring this to the Canadian market."

What exactly is a car club?

"My company offers car connoisseurs access to some of the world's most exclusive vehicles without the associated costs of ownership," explains Sanghera. "It's a win-win for those who don't want to be tied down, but want to drive a variety of exotic cars."

Members join for hefty initiation and monthly membership fees, which allows them to sign out the cars based on a point and kilometre system.

It's definitely a club for those with money to spare. Sanghera's current vision is to see Empire One move further into the corporate sector, by offering tailored membership options for companies who want to attract clients or offer incentives to reward top performers.

“The car club is doing quite well, despite the current economic situation,” adds Sanghera. “And the corporate membership was something on our members’ wish lists. In business, customer feedback is vital to your growth and longevity — anywhere you live. For any new entrepreneurs out there hoping to penetrate a new market, your clients are the key.”

Like his vehicles, which include a Lamborghini Gallardo Superlegga, Bentley Continental GT Speed and Aston Martin V8 Vantage Roadster, Sanghera does not sit idle — he drives through life taking chances. And they’re certainly paying off. Already a seasoned entrepreneur before coming to Canada, Sanghera is a pro at turning high-risk ventures into successfully operating businesses. Together with his wife and business partner, Tara Sanghera, he has operated a nightclub, property development company and movie theatre, all in his hometown of London, England.

In Canada, the pair started out by opening a restaurant, Mahek Restaurant and Lounge, located in the heart of Surrey’s Little India, with Tara as head chef. Both work day and night, personally managing the front of the house and kitchen. For this husband-and-wife duo, business is about pursuing their passions.

“My parents definitely instilled core values of hard work and determination in me at a very young age,” says Sanghera, whose parents were born in India.

“The road to success was not always smooth. And, this time, starting something fresh, especially in a new country, brings transition difficulties. But it was well worth the effort. I never look back on my undertakings.”