

Expanded Issue! | Complete Amelia Coverage | \$22m in Market Reports

Keith Martin's
Sports Car Market
The Insider's Guide to Collecting, Investing, Values, and Trends

Lucky Strike

427 Cobra

\$675k



June 2009

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06>



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- ▶ The \$12m Lamborghini dealer swindle
- ▶ Tatra T87—the Allies' secret weapon
- ▶ \$203k Daytona—has the Prancing Horse stumbled?

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1964 Shelby Cobra 289 MkII
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1984 Ferrari 512 BBi
Red / Tan, LHD. Completely original. Showing just 5,271 miles (documented). Fully serviced and is complete with all books, records and tools. With preservation classes becoming more popular, this BBi will surely appreciate. (s/n: 52443) \$195K



2000 Nissan Skyline GTR Type R-34
This is the full racing version (GT-R) of the venerable R34 built by Nismo to Super Taikyu specification. In 2000, this car was the winner of the Suzuka 1000 KM endurance race. (s/n: 1223) \$89K



1998 G-Force Formula Nippon 2-seater
Fitted with the original Honda Mugen race engine. Includes all running equipment. Meticulously painted in Ferrari-style race livery. (s/n:GF02-1) \$79K



1959 Porsche 356A Carrera 1600GT Coupe
One of only 114 built (of those only 3 were RHD). Completely restored, matching numbers with continuous history and current Porsche registry records. (s/n:108630) \$495K



1963 Porsche 356/C Carrera 2 2000GS
Ruby Red/black. Complete with period correct racing "Annular Disc" brakes. Correct type 547/1, four-cam engine. Fully restored and sorted. (s/n: 123471) \$189K



1972 Porsche 911S
White/black. Engine upgraded from 2.4 to 2.7 RS spec. Completely restored and correct interior w/ Recaro sport seats. Very straight body with excellent paint and uniform panel gaps. (s/n: 9112301576) \$79K



1973 Porsche Carrera 2.7 RS "Lightweight"
Original Porsche factory M471 "lightweight". One of only 200 built. Incredibly rare with matching numbers and well documented racing history. (s/n:911 360 0972) \$395K



2008 Bugatti Veyron EB 16.4
The Bugatti Veyron EB 16.4 is the ultimate street car. Factory-specified performance of 0-62 mph of 2.5 seconds and a top speed of over 250 mph. (s/n: 795029)



2008 Lamborghini Reventon
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Factory Air-Conditioning



1957 JAGUAR XK140 MC DHC

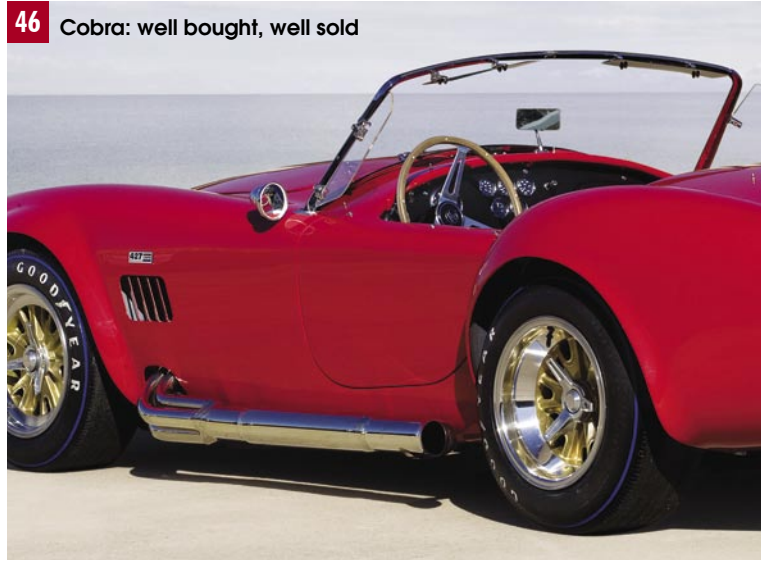


1995 FERRARI F355 SPIDER

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46 Cobra: well bought, well sold



36 Daytona surprises at just \$203k

IN-DEPTH PROFILES
 What You Need To Know

FERRARI

36 1972 Ferrari 365 GTB/4 Daytona Coupe—\$203,745
 A supercar bargain? Time will tell.
Steve Ahlgrim

ENGLISH

40 1954 Arnolt-Bristol Bolide—\$161,700
 A sports car dream that wasn't so wacky.
Paul Hardiman

ETCETERINI

42 1940 Tatra T87—\$121,000
 Hans Ledwinka's mechanical marvel.
Donald Osborne

GERMAN

44 1937 BMW 328 Cabriolet—\$302,500
 Beauty is in the eye of the beholder.
Raymond Milo

AMERICAN

46 1966 Shelby Cobra 427 Street Roadster—\$675,000
 A solid result in an unstable economy.
Colin Comer

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 "Weapons grade," not "investment grade."
Thor Thorson

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Donald Osborne

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100 Portland, OR: The Rose City spring staple brings \$330k.
Paul Duchene

EBAY MOTORS

108 No gas? No problem.
Geoff Archer

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John McMullen,
following the sale of his collection



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From Occupation to Recreation



The Grays Harbor Indoor Professional Rodeo is a three-day event, and includes Bronc Riding, Bull Riding, Calf Roping, Breakaway Roping, Steer Wrestling, Team Roping, Barrel Racing, and more.

My wife's father has a race-engine shop outside Elma, Washington, where the rodeo is held. Located between Olympia and Aberdeen in central-western Washington, it's just two hours from our home in Portland.

Two hours, and about one hundred years—at least as far as rodeo is concerned.

We collector car types agonize about where the next generation of collectors is going to come from. Questions like, "How will someone who grows up driving a Honda Civic come to appreciate an Alfa?" or, "Where are the mechanics for my vintage Ferrari going to be trained?" or even, "How can any old car compete with a video game when it comes to having fun?" are common.

You'll generally see more AARP members in vintage car clubs than guys playing Super Mario Brothers on their iPhones.



"Dad, tell me again how you used to ride into town every day when you were dating Mom"

A pattern

There are some lessons to be learned from rodeo. The 1,800-seat Grays Harbor County Pavilion was filled by an enthusiastic crowd, spanning many generations. The event began with the presentation of the Grays Harbor Rodeo Court—comely young women who clearly took pride in their riding accomplishments.

Not surprisingly, the bull and bronco busters were generally young, under 30 by appearance. (We stayed in the same motel as many of the riders, and most were walking very slowly and stiffly the next morning. Of course, if I had been bucked off a bull, I'd have been in a full body cast.) This is a sport for young people.

The announcer talked about the cost of owning a horse. He emphasized that the purchase price, whether \$800 or \$2,000 (remember, this is a rural rodeo, we're not talking future Secretariats) was "just the beginning." Stabling, feed, tack, training, veterinary and ancillary expenses can easily run over \$10,000 per year, and often much, much more. Doing a little research on the web, I did discover that you can save money by worming your horse yourself. I'll pass.

The end result of all of this expense, and care and feeding, is an opportunity to have a vintage experience. Less than 100 years ago, horses were our cars. They were integral and essential parts of both commerce and entertainment. The Wells Fargo wagon delivered travelers and dry goods; the surrey with the fringe on top was used for romantic excursions.

But with the advent of the automobile, horses went from occupational to avocational. And I would posit that it took several generations before horses went from beasts of burden to purely recreational entertainment.

Longbows and clipper ships

Going from functional to hobby is a transition that happens every time technology moves forward. Longbows were once a staple of hunting and warfare; when gunpowder came into use, archery became a hobby. To preserve that hobby for future generations, organizations such as the Pope and Young Club came into existence as repositories of information and a source of instruction for new bowhunters.

Sailing ships were no different. The clipper ship *Northern Light*, built in 1851 and designed by Samuel Pook, set the record from San Francisco

around Cape Horn to Boston in 76 days and five hours. (This record for sail stood until the 1990s, when it was broken by a high-tech catamaran that had been purpose-built to beat the record, and carried no cargo.) With the advent of steam ships, the Panama Canal, the railroad, and finally jet transport, freight and passengers can now complete this trip in a matter of hours.

Sailing ships today are used only for pleasure, and the skills required to operate them diminish with each new electronic navigation aid. Sailing clubs exist throughout the world, with regattas held somewhere every weekend, for every conceivable type of boat. All for the fun of it.

So what about my old car?

SCM has long maintained that we live in the golden age of vintage motor car usage. The heyday of the mass-production of cars that interest us was roughly 1954 to 1974, when technology and styling were all that mattered. There were no government-mandated concessions to smog or safety, so useless dainty chrome bumpers, steering

columns that ran in a single piece from the front of a car to a driver's chest, or dashboards with crisp edges ("Safety by Gillette") could be designed with impunity.

Modern technology has made our old cars more reliable and faster than ever. Also, since they no longer have daily duty, old cars rarely travel more than a few thousand miles a year—and those miles tend to be on vintage tours, a far kinder way to treat machinery than a daily 30-mile commute through a congested urban area.

It's not hard to imagine an era 50 years from now when only cars with a GPS interface are allowed on superhighways, and traffic is controlled through a satellite. Perhaps old cars will have to be trucked to tracks, just as horses are trailered to rodeos and trail rides today.

Lack of function will not, however, lead to extinction. As difficult as old cars are to maintain, they pale in comparison to the daily needs of a horse. In fact, a horse was once described to me as "a car whose engine is always idling." You can pour some stabilizer in a car's gas tank, throw on a Battery Tender, cover it up, and let it sit for six months without ill effects. That won't work with a horse.

Yet the arena at the Grays Harbor Rodeo was full. All of the accessory manufacturers, from saddles to horseshoes, had booths and could provide you with what you needed to keep your horse on the trail.

The same will happen with our cars. There will still be restoration shops, engine builders, and upholsterers who will enable us to maintain and use our cars. Events will proliferate, allowing enthusiasts a chance to exercise their machines (and of course wear them out and cause the owners to spend more money with the restoration shops, engine builders, and upholsterers). A new generation of enthusiasts will discover old cars for what they have become: time machines that convey us to a different era of transportation.

The days of pre-1974 cars as daily drivers are over. In modern traffic they are patently unsafe, with poor brakes and harmful interiors. On an environmental level, they pollute too much. But as they are gracefully retired from their commercial burdens, they take on a new life, alongside a yew longbow, a clipper ship, or a thoroughbred horse. Now that old cars no longer have to bear the burden of daily functionality, we are free to enjoy them as splendid agents of times gone by. ♦

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Great Gatsby Rolls at B&B Greenwich

**Bonhams & Butterfields—
The Greenwich Concours d'Elegance**

Where: Greenwich, CT
When: June 7
More: www.bonhams.com
Last year: 26/49 cars sold / \$2.4m
Held alongside the Greenwich Concours d'Elegance, this second-annual Bonhams event will feature select lots from the Ted Leonard Collection, including a 1929 Rolls-Royce Phantom I Ascot Tourer used in the 1971 film "The Great Gatsby," starring Robert Redford and Mia Farrow. Also headlining from the collection will be a 1938 Packard Model 120 Darrin convertible once owned by Clark Gable, as well as Woodrow Wilson's Rolls-Royce Silver Ghost, and a 1928 Auburn boattail speedster.

H&H—The Pavilion Gardens

Where: Buxton, U.K.
When: June 10
More: www.classic-auctions.com
Last year: 41/61 cars sold / \$2m
Headlining this annual early-summer sale at the Pavilion Gardens will be a 1933 Stutz DV32 LeBaron Custom Sedan. Formerly a Louis Vuitton Concours award winner, it's expected to sell between \$130k and \$160k. A 1924 Star 2-Liter "Brooklands" Monoposto racer fitted with the body from Sir Malcolm Campbell's Works car will also be featured.

Bonhams—Rolls-Royce and Bentley Motorcars and Automobilia

Where: Northamptonshire, U.K.
When: June 13
More: www.bonhams.com
Last year: 28/33 cars sold / \$1.7m
Kelmars Hall will again serve as backdrop for Bonhams at this 21st annual sale, held as

Car d'Lane Classic Car Weekend, which features a car show, a swapmeet, and cruise-in, this annual sale typically sees in the neighborhood of 100 affordable classics and sports cars. Among this year's consignments is a fully restored 1957 Chevrolet Bel Air convertible.

**Worldwide Auctioneers—
The Old Car Heaven Museum Auction**

Where: Birmingham, AL
When: June 19–20
More: www.wwguctions.com
Over 170 cars from the Old Car Heaven Museum will be offered at this no-reserve event, including a 1957 Jaguar XK 140MC drophead coupe, a 1940 Oldsmobile Series 60 convertible, a 1935 LaSalle convertible coupe, a 1953 Alvis TA21 Tickford drophead coupe, and a 1961 Chrysler 300G convertible.

**Mecum Auctions—
St. Paul High Performance Auction**

Where: St. Paul, MN
When: June 20
More: www.mecumauktion.com
Last year: 135/231 cars sold / \$2.2m

Taking place alongside the MSRA Back to the '50s event, which includes a swapmeet, Cruise-n-Art Craft Fair, and thousands of cars on display, this annual sale at the Minnesota State Fairgrounds will feature an assortment of hot rods, customs, and muscle cars. 2008's sale saw a number of cars sell here at under \$25k, which makes it a great place for first-time buyers as well as those just looking to add to their collections.

Mecum Auctions—Bloomington Gold High Performance Auction

Where: St. Charles, IL
When: June 26–27
More: www.mecumauktion.com
Last year: 131/292 cars sold / \$8.7m
Bloomington Gold is touted as America's Original Corvette Show, and Mecum's auction held alongside the event will again feature both rare and exceptional examples of GM's flagship sports car. Headlining this year's 400-car sale is Harley Earl's personal 1963 Corvette convertible, which features a host of unique styling touches. ♦

Auction Calendar

All dates listed are current at time of publication. Contact information for most auction companies may be found in the Resource Directory at the back of this issue. Please confirm dates and locations before attending any event.

Email auction info to: jim.pickering@sportscarmarket.com.

MAY	9—MIDAMERICA St. Paul, MN	29-30—ICA Gilbert, AZ	19-20—WORLDWIDE Birmingham, AL	11—SILVER Spokane, WA
2—BUD WARD Tupelo, MS	9—SILVER Salt Lake City, UT	30—MIDAMERICA St. Paul, MN	20—KRUSE Sevierville, TN	12—SHANNONS Sydney, AUS
2—ICA Fort Worth, TX	13—KENSINGTON Bridgehampton, NY	JUNE	20—KRUSE Topsfield, MA	17-18—BUD WARD Denver, CO
2—KRUSE Huntsville, AL	13—SILVER Spokane, WA	1—SHANNONS Melbourne, AUS	20—MECUM St. Paul, MN	17-18—MECUM Des Moines, IA
2—WORLDWIDE Houston, TX	13-17—MECUM Indianapolis, IN	7—BONHAMS & BUTTERFIELDS Greenwich, CT	24—BRIGHTWELLS Herefordshire, UK	18—THE COLLECTOR CAR AUCTION Bowling Green, KY
3—BONHAMS & GOODMAN Sydney, AUS	15-16—KRUSE Charleston, SC	10—H&H Buxton, UK	26-27—AUCTIONS AMERICA Raleigh, NC	18—CHEFFINS Cambridge, UK
4—SHANNONS Sydney, AUS	17—RM Maranello, ITA	12-14—LEAKE Tulsa, OK	26-27—MECUM St. Charles, IL	22—H&H Buxton, UK
8-9—ICA Omaha, NE	18—BONHAMS Monte Carlo, MCO	13—BONHAMS Northamptonshire, UK	27—ICA Providence, RI	24-25—KRUSE Denver, CO
9—BONHAMS Newport Pagnell, UK	22-23—BUD WARD Hot Springs, AR	13—SILVER Coeur d'Alene, ID	JULY	25—ICA Birmingham, AL
9—BONHAMS & BUTTERFIELDS Carmel, CA	22-23—KRUSE Paso Robles, CA	14—ARTCURIAL Sochaux, FRA	4-5—SILVER Jackson Hole, WY	26—BONHAMS & GOODMAN Sydney, AUS
9—KRUSE Spring Lake, MI	28-31—KRUSE Auburn, IN	15-16—BARONS Surrey, UK	10-12—KRUSE San Jose, CA	27-28—BARONS Surrey, UK

Bonhams & GOODMAN

Important Sale of Collectors' Motor Cars Motorcycles and Automobilia Sunday 3 May, Sydney



1



4



2



5



3

Illustrated:
1. 1913 Sunbeam 25/30HP Tourer
Estimate: \$AU220,000 – 280,000
2. From the Collection of Peter Briggs
1937 SS Jaguar 2½ Litre Sports Saloon
Estimate: \$AU80,000 – 140,000
3. Winner of the Gold Award
at the 2005 356 National Concours
1956 Porsche 356 Speedster
Estimate \$180,000 – 220,000
4. From the collection of Peter Briggs
The ex-Maharajah of Bharatpur
1931 Horch 480 Cabriolet
Estimate: Refer Dept
5. From the Collection of Peter Briggs
1933 Aston Martin Le Mans 1½ Litre
'Long Chassis' Sports Tourer
Estimate: \$AU180,000 – 260,000

Enquiries
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Fine Italians at Le Belle Macchine

SCM News

■ **Publisher Martin will be a busy guy at collector car events throughout the summer.**

On May 2-3, he'll emcee the 14th annual Keels & Wheels Concours in Houston. Then it's on to Illinois and the June 25-28 Bloomington Gold weekend, where he'll do double duty as emcee of Corvette Certification on Friday and Saturday, then emcee Sunday's 2nd annual Survivor Car Show. On Saturday, July 18, he'll be the voice of the 2009 Alfa Romeo Owners Club National Convention Concorso in Portland, as well as the emcee of the Forest Grove Concours the next day. The summer winds up with his August 14 return to emcee duties at the reinvented Concorso Italiano event at the Laguna Seca Golf Ranch on the Monterey Peninsula, followed by his fourth year as "roving interviewer" at the Pebble Beach Concours d'Elegance. He is looking forward to meeting SCMer at every event; please come up and say hello.

■ **Managing Editor Stefan Lombard and his wife Shannon Squire welcomed their first child, Hazel Squire Lombard,** on March 25. She was born at 3:48 am and tipped the scales at 6 lb 12 oz, with a height of 21 inches. All three are happy, healthy, and tired.

Events

■ **The Petersen Museum will close the doors on its "Treasures of the Vault" exhibit on June 7.** The second-floor

display showcases one of the most diverse samplings of important vehicles ever assembled, including the "Round Door" Rolls-Royce, cars from heads of state, and modern supercars like the Bugatti Veyron. Docent tours are available. www.petersen.org. (CA)

■ **The 14th annual Greenwich Concours d'Elegance weekend takes place on June 6-7.** Saturday's show will feature American automobiles from 1900 to the present, while Sunday's Concours Europa will feature European automobiles from 1900 to the present. Also part of the event will be automotive art galleries, a book alley, workshops and demonstrations, and exhibits of new cars from the world's luxury automakers. Tickets start at \$20. www.greenwichconcours.com. (CT)



Hazel Lombard, a numbers-matching baby

■ Race fans have plenty to look forward to when the 49th annual Rose Cup Races kick off at Portland International Raceway on June 11. **Over 400 drivers will compete in 50 regional classes and 25 national classes over 16 races** during the three-day event, with formula cars, GT racers, SCCA Trans Ams, and plenty of vintage metal taking to the track. Drag races have been added to the schedule on Friday and Saturday night, and a cruise-in runs all day Saturday and Sunday. Three-day tickets start at \$16. www.rosecup.com. (OR)

■ **Classy Chassis** has been gaining ground since its inception in 2004, and on June 14, the **sixth annual concours promises more than 100 rare vintage American and European cars, from sleek sports racers and coachbuilt tourers to post-war Detroit iron and hot rods,** drawn from some of the top collections and museums in the country. Ferrari and Packard are the featured marques for 2009. Adult tickets are \$25. www.classychassis.org. (TX)

■ **There's nothing quite like Le Belle Macchine d'Italia,** which each year fills the Poconos with the sights and songs of vintage Italian machinery. From June 19 to 22, representatives of all the greatest Italian marques will gather at Skytop Lodge for Saturday's Concorso d'Eleganza and at nearby Pocono Raceway for driving events held on Sunday and Monday. In a rare appearance, Maserati Factory

Historian Ermanno Cozza will be guest of honor for the SCM Historic Maserati Reunion, honoring the 70th anniversary of their win at the Indy 500, with the winning 8CTF present as well. SCM is proud to sponsor the event, and Contributing Editor Donald Osborne will return as emcee. For details, go to www.italiancarsatpocono.com. (PA) ♦

Event Calendar

4-6—**AACA Central Spring Meet (MN)**
www.aaca.org

6—**24th Annual Huntington Beach Concours (CA)**
www.hbconcours.org

6-7—**Greenwich Concours (CT)**
www.greenwichconcours.com

6-7—**Motor Mania Weekend (KS)**
www.lakegarnettcruisers.com

7—**Los Angeles Concours (CA)**
www.laconcours.com

12-14—**Portland Rose Cup Races (OR)**
www.rosecup.com

12-14—**Watkins Glen Historics (NY)**
www.vscda.org

14—**Ault Park Concours (OH)**
www.cincyconcours.com

14—**Classy Chassis (TX)**
www.classychassis.org

14—**Exotic Sports Car Show & Concours (CO)**
www.cpcoc.org

15—**Scarsdale Concours (NY)**
www.scarsdaleconcours.com

19-21—**Blackhawk Vintage Classic XVII (IL)**
www.vscda.org

19-22—**Le Belle Macchine d'Italia**
www.italiancarsatpocono.com

21—**Rodeo Drive Concours (CA)**
www.rodeodrive-bh.com

23—**North American MGB Register Convention (CO)**
www.mg2009.com

25-28—**Bloomington Gold (IL)**
www.bloomingtongold.com

26-28—**All GM Nationals (PA)**
www.carsatcarlisle.com

26-28—**Gathering of Griffiths & TVRs (OH)**
www.griffithyears.com

28—**Palo Alto Concours (CA)**
www.paconcours.com

28—**Survivor Car Show (IL)**
www.survivorcarshow.com

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Top: *The ex-Clark Gable*
1938 Packard Packard Eight Convertible Victoria
Chassis no. A309389

1 1928 Auburn 1155 Boattail Speedster
Chassis no. 2849569

2 1959 Buick Electra 225 Convertible

3 1937 Cord 812 Phaeton

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TED ALFANO was an independent contractor in the apparel industry before jumping to advertising sales in 1997. For eleven years he represented Ross Periodicals, publisher of five automobile magazines and a woodworking title. While there he helped to build FORZA into the largest Ferrari magazine in the industry. He added Corvette magazine to his resume five years ago. Alfano had always been a fan and reader of SCM, so it was an easy transition for him in November 2008 to join the gang here in Portland to work on ad sales for both SCM and CM. His contacts and knowledge of the magazine business are second to none, and he considers himself fortunate to be working in an industry he loves.



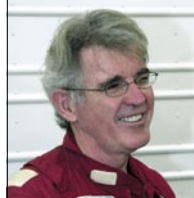
COLIN COMER is the founder of Colin's Classic Automobiles in Milwaukee, Wisconsin, as well as SCM's resident Shelby expert. His fascination with cars began at an early age, and according to him, he never grew out of it. His expertise on car collecting has appeared in several publications and on television, and he is the author of the best-selling book Million-Dollar Muscle Cars, as well as the forthcoming Complete Book of Shelby, which will be released this November. Comer has an impressive collection of his own and enjoys vintage racing his historic B/ Production 1965 Shelby GT350. He is a regular contributor to both Sports Car Market and Corvette Market magazines, and this month he profiles our cover car on p. 46.



ED MILICH is a writer, musician, motorcycle road racer, and mechanical engineer living in Los Angeles. He edits the motorcycle web sites www.guzzitech.com, www.bimotacagiva.com, and www.motobastard.com, as well as his blog, www.guzzitech.blogspot.com, and he recently released a book of motorcycle poetry entitled Wrenched, Man and Machine. His hopeless devotion to Italian two-wheelers is unrelenting, and he considers his small fleet family. You'll often find him on the weekends covered in grease at Long Beach's Moto Guzzi Classics, but in March he took his Ducati Pantah and Moto Guzzi V65 to Daytona to beat on them in some Vintage Superbike races. That story appears on p. 110.



MICHAEL SHEEHAN ran one of the largest independent Ferrari service centers in Southern California for 30 years. Currently, he is a Ferrari historian and broker who has appeared in several automotive television documentaries, including shows on the History Channel. He has a passion for racing both current and vintage machinery and has competed in the Mazda Pro Series, Trans-Am, IMSA GTO, and IMSA Camel Lite, and has three drives in the 24 Hours of Daytona and 12 Hours of Sebring. He spends much of his waking and sleeping life counting the cars of Enzo Ferrari and maintains a database to that effect. His regular column, "Sheehan Speaks," has been a part of SCM since 1993, and on p. 38 this month he dives into the rise and fall of a California Lamborghini dealership.



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- 1956 AUSTIN-HEALEY 100M
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- 1966 CHEVROLET CORVETTE ROADSTER 427/435 TRI-POWER
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Not for pimps

Your April "eBay Motors" column entitled "Pimpmobiles" (p. 112) was cute, but I take exception to having my 1954 Mercury XM-800 concept car under such a heading. Although it never made it into production, the XM-800 is an important pioneer in the auto industry. Many firsts appeared on the XM-800: an advanced version of Mercury's OHV V8 engine—the prototype 312-ci Y-block; the first use of fins on a FoMoCo car; the first tachometer in a Ford; the first car with bucket seats front and rear, not seen in production cars until Pontiac in 1960; automatic reclining front passenger seat, center consoles front and rear containing comfort items like window and seat controls and smoking accessories. Its profile, forward-slanted, hooded headlights, covered front wheels, and slender, canted taillight rear bumper/exhaust combo were reinterpreted onto the 1956 Lincoln.



"I was high bidder on the XM-800 when it was listed last April, so I was shocked when I found it on eBay again in October. I was pleased and didn't hesitate to click the button"

somewhere between third and fourth gear!

I agree that it is a cool, reliable track warrior, but I have one question: The article seems to imply that none of these cars were street legal. According to a story in the Winter 1997 Forza, 15 factory-built cars were street legal. These cars were reportedly built for the 1996 Challenge series. Indeed, during my quest for a car, I desired this potential duality and restricted my search to the 1995 model. I wonder if Ahlgrim could comment. A related question might be whether a factory-prepared race car that is allowed on the street—albeit with modification—would have any enhanced value over the race-only versions?—**Steven Bujenovic, Baton Rouge, LA**

Steve Ahlgrim responds: Thanks for your note, Steven. It is my understanding that the cars you referred to were sold as race cars never to be driven on the street, but through a clerical error the titles were not branded. Once the error was discovered, all following 355 Challenges had MSOs branded with wording that the car could not be titled for street use. Ferrari is understandably closed-lipped on the subject.

Having a street-legal 355 Challenge would increase its potential market, which

translates to a better market value. And while driving a race car on the street is something we all think about, it just isn't very practical. It's also not very safe.

A Challenge roll bar has tubes that run both next to and in front of the driver's head. In a road accident, it is quite possible the driver's head would be slammed into one of them. Also, while a four-point harness offers superior protection over a three-point belt, they're a hassle to put on, meaning drivers are more likely to not wear a proper seatbelt. Finally, cars are safety-engineered with the stock seat. Critical safety measurements like the distance between the driver and the windshield, side windows, or steering wheel are computed using the stock seat. Changing the seat changes these measurements and makes the car potentially more dangerous.

Who smoked the clutch?

I certainly enjoy my subscription. I find the wit, the objectivity, and the news on the significant movements in the market most enjoyable.

However, I read your recent profile of the 2003 Ferrari Enzo (April, p. 40) with curious interest. It has a short history—just 429 miles. But my antenna was pegged by the following two opposing statements from the catalog text.

1. "The clutch was replaced in 2006."

2. "This Enzo has not suffered from hard driving."

Please. I will give you guys the benefit of the doubt, but we are all missing the other side of this story. Either the clutch was defective from new (highly unlikely) or this particular car was driven by a group of angry automotive journalists, knowingly about to be laid off. But probably even that crowd couldn't ruin a new carbon ceramic clutch that quickly.

Can we get the real story here before we all assess the value of some potentially very abused hardware?—**Paul Cain, Newport Beach, CA**

Steve Ahlgrim responds: While "not suffering from hard driving" and "new clutch in less than 429 miles" might seem a contradiction, it doesn't necessarily equal hard driving. Besides a manufacturing defect with the clutch or the clutch mechanism, there are other non-hard-driving reasons a clutch can be shot in 400 miles. Worn clutches in low-mile exotics are more common than you might imagine. Just because a car has low miles doesn't mean it wasn't driven. Garage queens often have a hard life of being moved off and on trucks, in, out, and around warehouses/showrooms, and on and off show fields. This type of use requires a lot of clutch slippage and can be harder on a clutch than a day at the race track—especially when inexperienced drivers are at the wheel.

The Enzo features Ferrari's F1 transmission. This system does not have a clutch pedal and relies on electronics and hydraulics to activate the clutch. The system knows how to smoothly engage the clutch and how to make fast shifts, but has no consideration for making a clutch last a long time. A slight amount of throttle will engage the clutch enough to make contact between the clutch disc and the pressure plate, but not enough to make the car move. This is serious burn-up-a-clutch time as it wears the friction surface and creates heat, which damages other components.

I recently followed a Ferrari 360 F1 onto a race track. It was



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stop and start for 15 minutes. After about five minutes, smoke started coming out of the 360 and at the ten-minute point I ran up to tell the driver he needed to pull over. One whiff of the smoke and it was obvious it was the clutch. He kept driving and by the time he cleared waivers, the smoke looked like a rain cloud over the engine compartment. That clutch was destroyed in less than a quarter mile.

The Enzo is designed for high-performance use. The engine was broken in on a dyno and the related components were engineered to take abuse. The clutch is the weak link. Even if the owner tried a couple of F1-style standing start launches, the chances of hurting anything other than the clutch and tires are minimal. Frankly, I hope each owner got in a couple launches for their million bucks; if it cost someone a clutch, it was money well spent.

You say 996, and I say 997

In Publisher Martin's May "Shifting Gears" column (p. 12), he writes that his friend, Michael Hummel, had purchased a 2005 Turbo and that it was a "997 for you trainspotters." If it was a 2005 model year Turbo, then it would have to have been a 996 body. The 997 was introduced for 2005, but only in naturally aspirated Carrera (Carrera S, etc.) guise. The Turbo was a 996 hold-over, as the 997 version wouldn't debut till 2006 (Porsche sometimes does this sort of thing—see the Carrera 3.2 and smooth-bumper 964 body C4 sold alongside each other in 1989), and to help boost sales they were all (the coupes, anyway) "Turbo S's." With a base price of \$131,400 for the tin top and \$141,200 for the S Cabriolet, surely your friend's car was \$140,000, not \$104,000, new? And at one-thirty large, the S came standard with a host of nice-ties, including the X50 power kit (444 hp vs. 415), Porsche Ceramic Composite Brakes, and Bi-Xenon headlights. No Halogens, mate.

Martin was so right, however, about Porsche owners' wardrobe choices and how they prefer Armani suits to German lederhosen. But, he forgot about their predilection for Malaysian-made Porsche-logoed sweatshirts and Japanese digital wristwatches! —**Jared Lowell, Park Place LTD, Bellevue, WA**



"Ferrari built considerably more 250 SWB Berlinettas than your count of 122. When I wrote *Ferrari 250 SWB, The Definitive Road-Race Car*, 162 were accounted for. Cavallino now lists 165 250 SWB Berlinettas—90 steel cars and 75 in alloy"

Keith Martin responds:

Jared, maybe it was the morning drive in the 1965 Alfa that rattled my brain. But I did get the Porsche part right, didn't I?

SWB numbers

I enjoyed your comments on "The New Market," in the April issue (p. 16). It will be interesting to see how buyers and sellers react to the new reality.

Meanwhile, Ferrari built considerably more 250 SWB Berlinettas than your count of 122. When I wrote *Ferrari 250 SWB, The Definitive Road-Race Car* in 1984, the cognoscenti could account for 162 examples, not including the "Interim" cars and any open models—I listed their serial numbers in an appendix in my book.

Since then a few more have surfaced. Cavallino now lists 165 250 SWB Berlinettas—90 steel cars and 75 in alloy.—**Ken Gross, Purcellville, VA**

Sound investments

Unable to summon the courage needed to open up the Morgan Stanley statement, I wandered down to my garage, wherein I noticed the cars had suddenly acquired a different patina. A patina of fiscal responsibility. The 2009 edition of the SCM Pocket Price Guide tells me my Fiat X1/9 has appreciated

20%, my Alfa Romeo GTV 2000 has appreciated 13%, and my Series I E-type coupe has appreciated 11%. I like it here in the garage.—**Norman Vogel, San Francisco, CA**

Errata

In the Lamborghini Miura profile (April, p. 46), we stated that 338 Miura S cars were built. The actual number is 138.

In the "Affordable Classic" on the Series I-III Jaguar XJ6 (March, p. 24), we incorrectly labeled the photo as a 1973 SI, while in fact it is a 1974 SII. Also, the 1988 XJ sedan redesign was known as the XJ40, not AJ40 as stated. Lastly, fuel injection was first introduced on the 1978 SII, not on the SIII.

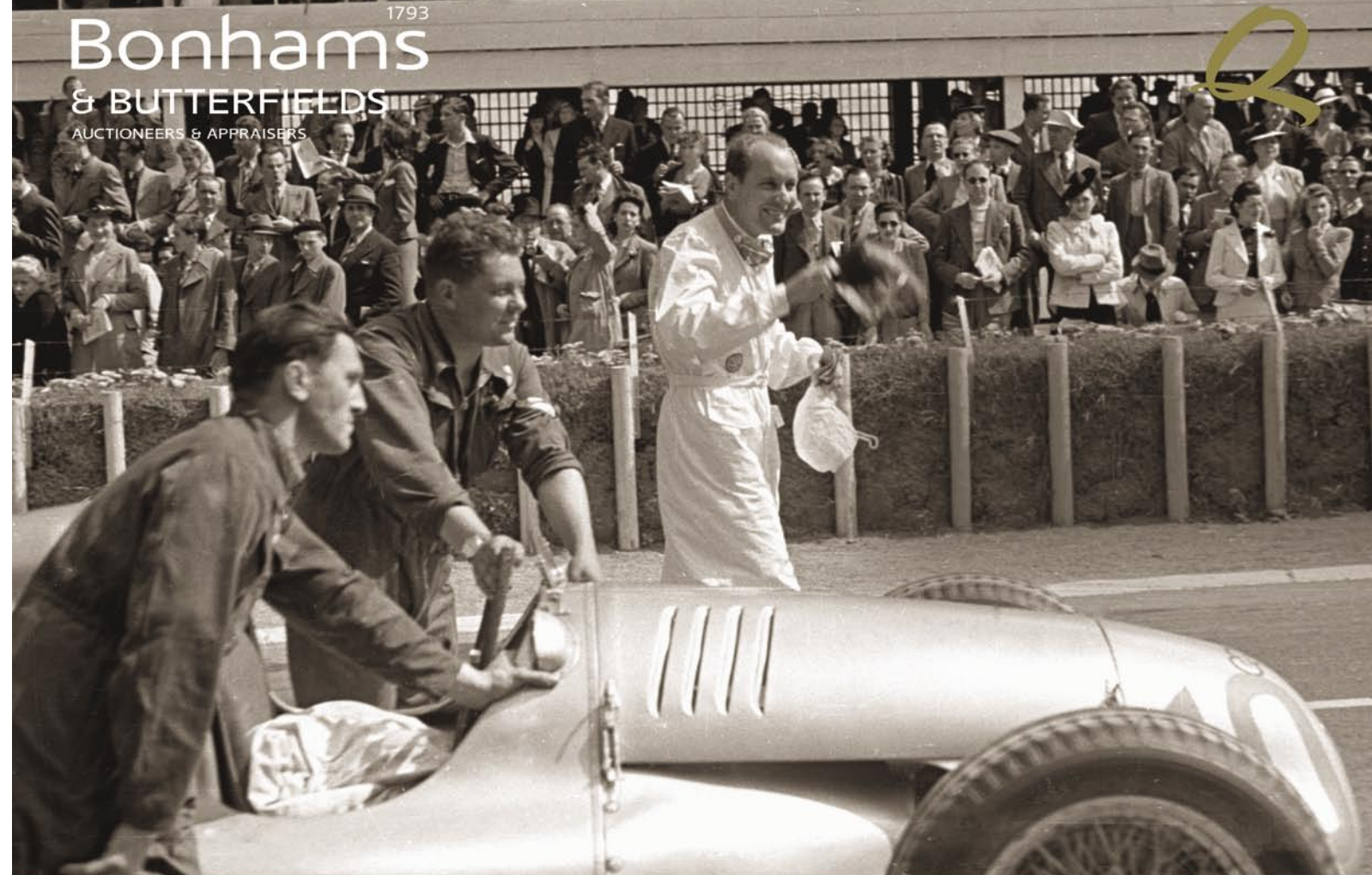
Belated Attribution

In writing my March 2009 profile of the Ferrari 121LM, I made extensive use of the excellent 1995 article on the subject by Carl Goodwin, "The 4.4 Liter Ferrari Six!" (Cavallino, issue #86).

Unfortunately, I neglected to provide proper attribution. Writers such as myself are indebted to authors like Mr. Goodwin who do the primary research on otherwise obscure but important cars that is so useful in our writing. I apologize for the oversight.—**Thor Thorson ♦**

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Pictured above:
The ex-Works Team, campaigned by Hans Stuck and Rudolf Hasse 1939 Auto Union D-Type Grand Prix Single-Seat Racecar Chassis no 19 Hans Stuck prepares to drive chassis 19 at the 1939 French Grand Prix. Photo credit: The Weguelin Collection

1 *Ex-Jacques Swaters Ecurie Belgique 1948 Talbot-Lago T26C Chassis no 110006 Offered without reserve 1950 Spanish Grand Prix, driven by Grignard, finished 7th Photo Credit: The Klemantaski Collection*

2 *1952 Siata 208CS Berlinetta Chassis no SC 052 1952 Siata 208CS 'works' Mille Miglia entry, raced by A. Tullini / L. Rossi, race number # 542 Photo Credit: Giorgio Nada Editore*



Omega Speedmaster

It's rare that a wristwatch features prominently in an important historic event, yet the Omega Speedmaster Professional Chronograph did. In the early 1960s, during planning for NASA's project Gemini, engineers envisioned the need for a space-proof watch, yet did not have the time to design and custom-build one, so, as the story goes, they sent two engineers to buy off-the-shelf models, which they tested rigorously. Only the Omega met NASA's needs; even Rolex's comparable Cosmograph was found lacking. The fame of the "Moon" watch was secured.

Originally introduced in 1957, the first Speedmaster Chronograph looked much like it does today—large, black, and complicated, with a black tachymeter ring on the outside of the crystal and a dial with three registers for elapsed time recording, and luminous hands trimmed in white. The first generation was powered by the Omega 321 movement, which was a 17-jewel column wheel chronograph; later models switched to the Lemania 861 movement.

With the acceptance of the Speedmaster by NASA, Omega perceived the marketing potential and made two changes: They added the word "Professional" to the name of the watch as well as the dial, and they created a new case back that bore the legend "Flight-Qualified by NASA For All Manned Space Missions" and "The First Watch Worn on the Moon." Since then, Omega has continued to market the Moon watch with only minor changes.

The Speedmaster had its ten seconds of fame during the ill-fated Apollo XIII Mission. Coping with a series of catastrophic equipment failures, astronaut/pilot Jack Swigert had to turn on the command module engines to adjust the angle of re-entry into the atmosphere—

without the use of the ship's computers and guidance systems. So he used his wrist watch to monitor the adjustment. Hollywood further ingrained that story in the movie "Apollo XIII," as Kevin Bacon as Swigert timed his seat-of-the-pants maneuver.

The Moon watch has been in production almost unchanged for 40 years, and finding nice examples is relatively easy. Restoration is also simple, as Omega can supply most of the original parts, including the most-often-needed crystal, dials, hands, and bracelets.

Factors that determine value include condition and originality but also vintage. Pre-NASA watches with the earlier movement seem to be more desirable to serious collectors. Original box and papers also enhance the value, but not tremendously. However, a watch worn by NASA personnel can be dramatically more valuable. The watch owned by NASA pilot Michael Collins on the first moon mission, Apollo XI, brought more than \$25,000 at an Omega theme auction held by Antiquorum in 2007.

The beauty of the Speedmaster, aside from its aesthetics, is its terrific value. While a comparable Rolex chronograph from the same period trades for a minimum of \$12,000, a nice example of a Moon watch can be bought for under \$3,000. Perfect, rare, or historic provenance watches can of course bring more.



Model Details

Production Date:

Late 1950s—Present

Best place to wear one:

A great conversation starter when you sit down at a bar next to Kevin Bacon.

Ratings (★★★★★ is best):

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Durability: ★★★

Parts/Service Availability: ★★★★★

Cool Factor: ★★★★★

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Legend



1000 MIGLIA 1955, victory of Sir Stirling Moss driving a Mercedes 300 SLR



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Ferrari 365 GTB/4 Daytona



One of my many schoolboy dreams had me wringing out a Ferrari 365 GTB/4 Daytona. I was smitten by this car from the first time I laid eyes on a black and white photo of one of the early cars with the covered headlights. The Daytona, as most everyone calls it, has been modeled by countless model manufacturers, in scales ranging from tiny 1:64 all the way up to a new, huge 1:8-scale model, due for release later this year. Prices for all run the gamut from a few dollars to tens of thousands for a one-off.

No one likes to have his dreams dashed, but that is what Mattel has done to mine with the Daytona in their 1:18-scale Hotwheels Elite range. This model looks very good from about ten feet away... with my glasses off. By the way, I happen to be nearsighted.

Some of Mattel's models rate from okay to good; however, that is not the case with this refurbished

piece. They simply used some very old and inaccurate tooling, which was just dressed up. I had high hopes when I placed my advance order after seeing a couple of photos of their prototype, which I knew was far from perfect, though it did look okay. Whoops, my mistake there.

At the moment, the best models of road-going Daytonas are only available in 1:43-scale. If you want larger, which many of us do, then choices are extremely limited. You can have a 1:24-scale kit built, then up from that is this 1:18 Mattel model, then ABC Brianza offers a larger 1:14-scale piece with many problems of its own as well as a price of \$1,000 to \$2,200 (depends where you buy), and finally, later this year, for about \$5,000 or more, you can buy the big 1:8-scale static model from Amalgam. Theirs is excellent and accurate, though it has no opening panels and a high price.

Back to Mattel's Elite model. The color combination was a safe choice of red with saddle tan interior. Overall fit and finish are very good, though not without a few flaws. The paint rates very good too (with and without glasses) and appears to have been hand-polished. Too bad the body shape is wrong in a few areas. There are tiny round side lights just aft of the front wheels; I know they are not U.S. spec and I can't recall or find any supporting reference for those on European versions. It has opening doors, hood, and trunk, along with posable front wheels, and it rolls.

All the hinges are the old low-end "dog leg" type. There's some chassis detail too. All window glass is excellent and crystal clear and surrounded by cleanly applied, bright, albeit flat photo-etched trim. See those big windshield wipers? The wire wheels are multi-piece machined aluminum rims with photo-etched spokes and oddly shaped three-ear knockoff spinners. As expected, the wheels are generic units. Tires are blackish/gray doughnuts. Engine detail is minimal and toy-like, even with the several photo-etched detail parts applied. And the interior has many flaws and is the definition of trying to make a silk purse out of a sow's ear. Priced at \$79.

Available from Motorsports Miniatures, 800.249.3763.

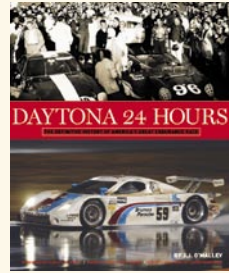


Model Details	
Production Date:	2008-present
Quantity:	As many as they can sell
Ratings:	
Overall Quality:	★★½
Authenticity:	★
Overall Value:	★★½
Web:	www.motorsportsminiatures.com

Daytona 24 Hours: The Definitive History of America's Great Endurance Race

by J.J. O'Malley, David Bull Publishing, 400 pages, \$99.00 (Amazon)

Folks can barely remember when the Daytona 24 Hour wasn't the biggest, baddest, longest, and most difficult sports car race this side of the Atlantic. Americans tend to think of the Daytona 24 and Le Mans in the same blast of well-firing neurons, forgetting that Sebring was already ten years old before the first event at Daytona, the Daytona Continental—and that was a three-hour sprint.



It wasn't until 1966 that it turned into the 24-hour monster of endurance racing.

Drivers who have done both claim that compared to Le Mans, Daytona is the real test of driver and machine. Daytona boasts more classes and more entrants, meaning higher closing speeds and much more traffic to avoid. Car set-up requires a compromise-inducing mix of the twisty infield and the eyeball-jiggling terror of the banking, all enjoyed in the savage temperature swings you find in Florida in the winter.

Do it all in a huge bowl where every seat is great, fill the track with drivers with an ever-changing balance of skill and bank account levels, and you get the all-American spectacle of the Daytona 24.

J.J. O'Malley tries to put it all in perspective, from the first to the last, from Gurney's inaugural win in a Lotus 19B through the 2008 event (sadly in the semi-spec Daytona Prototype era). No mean feat, that.

This history of the event mirrors the ups and downs, the excitement and boredom of the real thing, where even the participants struggle through that semi-stoned, post-adrenaline crash that finally burns off as light returns to the sky. Author O'Malley (and photo editor Buz McKim) try to keep up the interest level, even when the tome starts to get unnaturally heavy in your hands.

Provenance: ★★★★★

J.J. O'Malley spent much of his career with International Speedway Corporation, and now is Grand-Am's communications manager. Both spots, and his journalism background, gave him unparalleled access to the facts and the characters that make the event. Add in the complete results and index by Janos Wimpffen and a nice introduction from Hurley Haywood, and you have a stout brick of a book that lives up to the title.

Fit and finish: ★★★★★

Nicely designed and chock full of wonderful photos, there is plenty to like. In addition to the year-by-year race reports, there are complete finishing orders for all the races, plus an index of all the competitors and years raced.

Drivability: ★★

While entire books can be written about any single 24-hour race—books filled with great characters, huge egos, amusing anecdotes, telling moments, and high drama—it's probably expecting too much that each of the 46 races in this history exhibits that kind of reporting and depth. Instead, as you might expect, it becomes barely more than race reporting, but only a little. A bit more drama would have helped; as it is, the story-telling falls well behind the history.

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What will be the signs the market is turning around?

Bruce Canepa
 Owner, Canepa Design,
 Scotts Valley, CA



Let's preface this question by first examining the market today, how deep is the downturn, and how has the world economic situation really affected the collector car market and the value of blue chip cars?

Historically, during the winter months, collector car sales slow down, regardless of the economic conditions. This past winter's sales decline just happened to coincide with the global economic slowdown, giving the impression that it was entirely driven by the forces acting on the world economy. As we move into spring and warmer weather, we are seeing increased interest and sales. At Canepa Design, our 2008-09 winter sales are slightly lower than those of 2007-08, which exceeded those of 2006-07. The indications are that the current economic problems have had a minimal effect on premium automobiles in the collector car market.

Today's collectors are not like the speculators in the mid- to late-1980s. They are buying cars to keep. Provenance, quality of restoration, and originality are paramount. The real blue chip cars are seldom seen on the market. Their prices are holding strong, and in some cases, continuing to increase. Non-blue chip cars that flooded the market in recent years are plentiful today, with fewer buyers resulting in lower values.

Alex Finigan
 Sales Manager, Paul Russell and Company, Essex, MA



The economy is in the dumps right now, and you'd expect the same of the collector car market. But it's not, at least not for us at this time. I think there are a couple of factors that have helped it to remain buoyant, if not strong.

First, unlike the late '80s, most of the cars are owned by enthusiasts who own them outright, not financed by banks.

Second, what do you do with the money if you do sell? The stock market is iffy, and putting it in a bank that may fail is equally unattractive. These cars have an intrinsic value, and yes, they may go down 10%-20%, but they're never going to be worthless. And given the benefit of time, they will certainly go back up in value, as always.

Let's face it, if you're reading this magazine, you're one of us, a dyed-in-the-wool car freak. Not having a collector car is not an option. Your wife or girlfriend may have tried to talk some sense into you, and you know how that worked out, right?

We eat, sleep, and drink cars, and we buy them, too. I wish I had some control over it, but I don't. Is there a man out there who doesn't secretly hope the market goes down so he may finally afford the car of his dreams? I don't think so.

Mark Hyman
 President, Hyman Ltd. Classic Cars, St. Louis, MO



At Hyman Ltd. we've had 20 years of growth, but I warned the staff that lately things have seemed a bit too good. Indications were ever-increasing prices, both being asked and being realized. A lot of uneducated buyers were entering the market for the first time. People with a lot of money and no car knowledge had a profound effect on values.

It was new-found liquidity thanks to the housing boom, and highly leveraged consumers felt wealthy and bought vintage cars, particularly muscle cars and street rods. In many ways, the overheated car market mirrored the financial markets of late.

Fortunately, vintage cars are hard assets. That 275 GTB/4-cam may come down in value, but it's not going to zero.

We're selling fewer cars, but they're more expensive and better cars and we're making the same money. What's gone is the new guy who buys just because 80%-90% of the guys he knows have cars. Knowledgeable buyers are still out there.

The best cars are still really sound; there's very little change at the top of the market. The middle is spotty. Between \$50k-\$500k, really good cars are strong, average cars are off 25%, and weak cars are way off. I saw a drop in demand through the end of February, but March was really good.

Demand for good cars will stay strong, but in the short term, prices won't escalate like the last three years. When the government's printing money like crazy, it leads to inflation. With inflation, hard assets go up in value. We'd like to believe that classic cars will go up.

Miles Morris
 Director, Morris & Welford, LLC, Weston, CT



Traditionally the car market lags behind the general stock and housing market, so we will be looking for signs of stability and recovery in these markets before expecting much movement with collector cars.

Consumer confidence is the key, and there isn't much anywhere, let alone in our hobby of collector cars. Huge currency value changes over a short period of time have also played havoc with expected market values, and only when the currencies stabilize can values be accurately cross-referenced, at which point the market can be better assessed for any turnaround.

Ironically, it is surprising just how many cars cannot be prized out of ownership, irrespective of the money offered. Unique opportunities (such as the recent Bugatti T57S sale in Paris) continue to prove to the market that the most desirable vehicle investments still have plenty of demand.

Watching and reading auction results is always a good public indicator of current price trends and confidence, and Morris & Welford, LLC is also well placed globally to discover when the market picks up. The true test of turnaround will be our monthly paychecks, so give us a call to find out.

Tom Papadopoulos
 President, Autosport Designs Inc., Huntington Station, NY



The recent automobile market adjustment was inevitable; it has happened many times in the past. Although linked to the economy, vintage automobiles trade like art and antiquities, and there will always be people with money.

The market has dropped about 10% for the best vintage automobiles. Mediocre cars can no longer hang on the coat tails of the better cars and have fallen even further. This is not due to the economy; this is due to those cars not being worth the price of better examples. Uneducated car lover-speculators are no longer buying.

I personally believe this is great; we will again have the necessary spread between the same models and be able to differentiate by condition. The spread in the market has become more honest.

There are plenty of deals on newer cars, exotic and otherwise. New-car dealers don't want to stock used inventory with their own money. Used trades become closer to wholesale pricing, even to retail buyers in these markets, in order to move inventory and reclaim capital. Thus, someone will get a deal.

I also think in these markets, people return to those they trust, and I have been busy and selling. I have lost \$200k-\$250k on newer cars because of the economic turn of events, but that's just business—you deal with it and move forward.

The market has never left. I've been in this business for 22 years, and the market seems to adjust itself from time to time. Boost the economy and buy a sports car that you can actually afford.

Bruce Trener
 Owner, Fantasy Junction, Emeryville, CA



The collector car market seemed somewhat immune at the early signs of the recession prior to September. But by early winter it became evident values were not insulated from the global economic conditions.

We had hoped that cars—which could be moved throughout the world to better economic climates, represent art of the twentieth century, and were hard assets that could be used—would maintain their value against normal investments.

The broad erosion of wealth has created a very conservative feeling in the public regarding spending money. We are now experiencing the same urgency in selling into a falling market that we saw in the buying in an up-moving market. When people see stabilization in the economy, we will see an improvement in collector car prices.

As we all know, market value is determined by supply and demand. When you have multiple buyers competing for an asset and sellers rejecting low offers, assets will become less available and prices will rise. We always look back on down markets and wish we had bought in then, but it is mentally much harder to pull the trigger and buy when a Ferrari is 60% of last year's price than when it is 150% of what it brought last year.

“The stock market is iffy, and putting your money in a bank that may fail is equally unattractive”

Worth the Weight

The Lotus Elan will forever be remembered as the ride of latex catsuit-wearing Diana Rigg as Emma Peel in the BBC spy show "The Avengers"

by Rob Sass

Colin Chapman's fanaticism about keeping weight off makes the average supermodel's interest in the same subject seem merely casual. The results he achieved without materials like carbon fiber and the extensive use of aluminum were simply amazing, even if they were gained at the expense of safety, strength, and practicality.



Unfortunately, the tiny Elan also cost about Corvette or E-type money when new, and for Americans who equated size with value, that math never quite worked. Still, the Elan was a huge seller and a money maker for Lotus, with 13,948 in all versions (including 4,798 2+2 versions, called the +2, which was nearly as beautiful as the Elite).

Witness the first real production Lotus, 1957's brilliant Elite. While perhaps one of the prettiest small sports cars of all time, the Elite's revolutionary fiberglass unit body was notoriously fragile (especially at the suspension mounting points), it was difficult to produce in volume, had a door design that prevented the use of roll-up windows, and an open version was not possible because the roof was a structural part of the car.

The new 1962 Elan was designed to address all of these issues. With it, Chapman gave up on the all-fiberglass unibody design and instead employed a fiberglass body on a more conventional steel backbone frame that looked like an I-beam with a letter "Y" at each end—one to cradle the engine and one for the suspension. It did keep things light, as the Elan weighed just 40 pounds more than the Elite (1,500 lb vs. 1,460 lb).

Unfortunately, the Elan was nowhere near as pretty as the Elite. While tidy and inoffensive, it simply wasn't the great beauty its older sibling was. One wishes that Lotus had simply mounted the Elite's body on the Elan's frame, added an open version, and called it a day.

Cosworth twin cam, instead of Coventry Climax

The Elan was also downgraded from the Elite in the engine and gearbox. Where the Elite sported a relatively expensive Coventry Climax FWE and an optional ZF gearbox, the S1 Elan had a 1,558-cc version of the Ford 116-E 4-cylinder with a Cosworth-designed DOHC cylinder head, cranking out 106 hp. The 4-speed gearbox was also from Ford of England.

The S2 Elan bowed in 1964 with better brakes and dashboard, while the S3 of 1965 had a higher final drive and was also available as a coupe. The SE model of 1968-71 boasted 115 hp and power brakes, and the S4 gained flared wheelarches. The one to have, though, is the 1971-73 Sprint with the 126-hp big-valve engine, two-tone paint, and optional 5-speed transmission.

Suspension was independent at both ends, with location by coil-over struts and

A-arms at the rear, and brakes were all-disc with the rears located semi-inboard. The resulting car was an absolute blast—the normally reserved Road & Track said, "We've never driven a car that is more sheer fun to drive." Even today, drivers are utterly astonished by the limits of a car running on tiny 165-13 tires.

Drivers used to more conventional cars like the Triumph Spitfire will feel at home in an Elan. More Smiths gauges, better seats, a nicer steering wheel, and better quality polished walnut on the dash are the main differences. Put the car in gear and dump the clutch, however, and it becomes apparent that this is no common MG or TR. An Elan will do 0-60 mph in around eight seconds and top out at close to 120 mph. That's Series II E-type and base-motor Corvette performance. And it will leave both of those stumbling like drunks at the first sign of curves.

Elans forever linked with Emma Peel

Sales were no doubt helped by a handy bit of product placement: The Elan will forever be remembered as the ride of latex catsuit-wearing Diana Rigg as Emma Peel in the BBC spoozy spy show "The Avengers." Like all Lotuses before it, some Elans were even sold in kit form. In the U.K., the tax savings of building it yourself could be substantial.

No doubt to the embarrassment of Lotus, some of the home-built cars were probably better made than the factory-built examples. In fact, it was rare for an Elan to make it through any road test without the magazine complaining about some bits breaking or falling off.

Elan owners today may not face body rust, but they do have to worry about rusty frames. Fortunately, new frames are available and many Elans have had frame replacements during the course of restoration. Other minor parts are not particularly problematic, as various knobs and gauges were shared with other British sports cars of the time. Even body panels are available if needed. Mechanical parts are not particularly difficult to source, nor are they particularly expensive.

The Elan continues to be relevant to this day because of its well-known involvement in the development of the Mazda Miata (Mazda engineers bought several examples to study during the Miata's design—pop-up headlights seem like a clue), and because after years of trying unsuccessfully to compete with Ferrari with cars like the Esprit V8, Lotus returned to its Elan roots with the lightweight Elise and Exige.

Today, Elans are a connoisseur's sports car and trade in a somewhat thin market, although good ones bring enthusiastic bids when they appear at auction. With just over 9,000 built, there are numerous survivors. Many have lived hard lives, both on the street and as club racers. On that note, the 97 26R lightweights of 1965-66 are probably the pinnacle of the design and appropriately expensive at \$95,000-\$125,000.

Most decent Elans sell in the \$20,000-\$25,000 range, though a good Sprint S4 can command upwards of \$40,000. It's unlikely Elans will approach six figures anytime soon, but as giant killers with handling that even today will humble much more sophisticated modern machinery, the Elan is a car that any real enthusiast should own at least once in his life. ♦

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When Shipping Your Car Overseas Goes Bad

We were surprised to see that the Ferrari's title had Rick's signature forged on it, and the Italian shipping company was listed as the new owner...



Not quite the rally experience we'd hoped for

Dear "Legal Files": My husband Rick and I, along with our friends, have encountered a bizarre set of circumstances with Shakespearean elements of trust and betrayal, possible fraud and forgery, and even a hurricane. We think it will interest you.

Having enjoyed ourselves immensely on the Copperstate 1000 and the Colorado Grand, the temptation to try an international rally was strong. When the opportunity to attend a vintage car rally in Italy came up last spring, we looked at each other and said, "Yes, let's do this!"

We were drawn in by the promises that the rally organizers would make all arrangements to ship the cars to Italy, handle customs and inspections, bring them to us at a luxury hotel in Tuscany, and provide a safety net of mechanics, pre-planned parking, and security. We happily entered, and took the extra precaution of sending our precious '72 Ferrari Daytona and our friends' mint '58 Mercedes Roadster from Texas to California so they could be shipped with the West Coast rally cars.

I was very worried about being told at the last minute of some paperwork or certification or some twist that would create a problem, so I contacted the rally organizers early with a number of questions. The responses I received were generally: "We've done this a zillion times" and "We'll tell you when you need to know" and "Don't worry about it, everything will be fine." For every ten questions asked, one would be answered. But eventually we received shipping information, and our cars were on their way.

And then I got a call from U.S. Customs

About a month later, I received a call from a U.S. Customs agent. He had found a sheet of paper with our names and contact info that I had left on the passenger seat of the Daytona, just in case. After a lengthy interrogation, he informed me that he was calling from Houston and that the shipping papers for our car listed its value at approximately 1/10th of its actual value and that it was

designated for permanent export, not as a personal vehicle intended to be returned. Uh-oh.

Then he started questioning me about the Mercedes in the container. Was it mine? Oh, no, I told him, it belongs to our good friends who are going on the same rally.

So what is the problem and why is a Customs guy in Houston calling me when the cars were shipped from California?

After several days of multiple calls and emails, we pieced together that the cars (all of the ones from California) had been boxed up and sent by train to Houston, where they were being loaded onto a different ship from the one we had been told would carry them. The Customs computer system somehow recognized that our Daytona was grossly undervalued and rang the alarm.

When Customs opened the container, they found not only our car but also our friends' Mercedes, which was not listed on any paperwork anywhere, and which the computer showed had already arrived in Europe. In essence, Customs thought we were trying to smuggle two cars out of the country.

When I contacted the rally organizer for help, I was told that they were not responsible for any aspect of the shipping, we were on our own, bye-bye, and let us know how it turns out. Meanwhile, Customs set our container on the dock at the Port of Houston, where it sat during Hurricane Ike!

The hurricane passed, but still no help from the shipping company or the rally organizers, and Customs wouldn't even let us check the cars for damage. Then suddenly we were told that the paperwork was now okay and that the cars could be shipped as soon as some additional fees were paid. We refused and said we wanted to retrieve the cars and call the whole thing off. Magically, that very afternoon, the container was loaded and the ship left port.

There were no refunds for missing the rally

At this point, the cars were in transit but wouldn't get to Italy in time for the rally, we had no idea if there was a post-hurricane marlin belly up inside the container along with a foot of water, and no idea if the cars would clear Customs in Italy. The cherry on top was that the rally organizer bluntly informed us (without any of us ever even asking) that there could be no refunds of any kind for missing the rally—we should just rent cars and ride along. If we didn't, well, too bad, so sad, all the money we paid for the rally has been spent.

An informal conversation with our attorney included phrases like "maritime law," "hours of research," etc. We had already seen thousands of dollars go down the drain, and we didn't want to leave the cars in some kind of legal purgatory if we got into a lawsuit without having them in our possession, and couldn't figure out who to sue anyway. So we decided to let more of the situation unfold and hope for the best.

Having missed the rally, the four of us decided to go anyway, a month later, and do our own mini-rally, hoping that our cars would be drivable. The rally organizer's Italian agent (2fast4you) promised to get the cars out of Customs and hold them for us. We didn't know what to believe but took the chance.

We flew to Italy, and miraculously, our cars arrived there a day later and the agents performed perfectly. The cars were in generally good repair, other than a few mysteries of mileage that will never be solved. The agents helped us with a few minor mechanical issues and we hit the road the next day. We drove for a week, and generally had a wonderful time, thankfully with no big mechanical problems.

At the end of the week, we took the cars back to the agents, paid the shipper, and the cars made it back to Houston without further drama. The Ferrari title was returned along with the car, and we were surprised to see that the title assignment block on the

back had Rick's signature forged on it, and the Italian shipping company was listed as the new owner of the car...

We surmised that the Customs agents probably saved our cars from being stolen entirely. This nerve-wracking experience has made us reluctant ever to try it again. But if we do, how do we keep this from happening a second time?—*Nancy Rome, Dallas, TX*

Legal Files Responds: International rallies are lots of fun, and offer an enjoyable way to experience another country up close and in an extraordinary environment. But as you can see from Nancy's tale of woe, there are many ways for plans to go awry.

First off, bear in mind that not all rally organizers are created equal. Entry fees can run to many thousands of dollars per car, and many liars can figure that there is a lot of profit potential here. Plus, organizing a rally can seem so simple to someone who hasn't done it before. Of course, it isn't simple, especially when one gets into moving cars from one country to another. We at SCM learned this the hard way when several of our staff tried to participate in a new car rally in China. You can read the account in the August 2007 "Legal Files" (p. 34), with results as miserable as Nancy and her group experienced.

The unreliable organizer sees car transport as just another detail, and simply finds a shipping company to which to delegate the task. His emphasis is often on low price, either to make the overall package more affordable, or to allow room for a commission to the organizer—or both.

Unless you are dealing with a very experienced and reputable organizer, "Legal Files" suggests you are better off arranging transport yourself with a transport company you can trust. The pitfalls of international shipping were well summarized by Martin Button of Cosdel International in the February 2009 "Legal Files" (p. 28), which is a must-read for anyone thinking of shipping a car anywhere.

Of course, Nancy has legal recourse against the rally organizer and the shipping

company, but her reaction to her attorney's explanation is understandable. Since the shipping arrangements were made by the organizer, she should expect the shipping company to defend on the basis that it did exactly what the organizer asked and paid it to do.

The claim against the organizer seems easier, but there are two very practical problems. First, exactly where must Nancy file her lawsuit? Texas? Italy? Or somewhere else? And, once she receives a judgment against the rally organizer, will it be collectible? You can bet that the rally contract does not give Nancy the right to recover her attorney fees if she prevails, and you can already tell that is going to be a substantial amount.

Given the practical problems, pursuit of the legal claims can easily end up costing more than the value of the claim.

Before signing up for a rally, read the contract and determine how disputes are to be resolved. If the process is not practical, skip the rally, or take a philosophical attitude about it. Learn what it takes to get your car in and out of the countries involved, and make your own shipping arrangements. Recognize that you are risking the amount of the entry fee with little practical hope of recourse.

If the rally doesn't pan out, be prepared to create your own rally on the fly, and be prepared to make the best of a bad situation. ♦

JOHN DRANEAS is an attorney in Oregon. His comments are general in nature and are not intended to substitute for consultation with an attorney.

Related Info

China Rally: www.sportscarmarket.com/Legal-Files/2007/August

International Shipping Tips: www.sportscarmarket.com/Legal-Files/2009/February

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Larry Smith and Osborne; Americans in Paris

SCM's Rétromobile Tradition

The 34th annual Rétromobile show kicked off the European collector car season on February 6 in the Porte de Versailles Exposition Center in Paris, and SCM reprised its now-traditional reception for subscribers and friends.

Co-presented by appraisers Automotive Valuation Services of Farmington, Connecticut, and hosted by AVS principal and SCM Contributing Editor Donald Osborne, the event drew more than 60 SCM aficionados out of the damp cold of Paris winter into the warmth of the "Jambon à la Broche" cafe.

While the show featured 100 years of electric vehicles, the 90th birthday of Citroën, and the 75th anniversary of the Mercedes "Silver Arrows" Grand Prix cars, at the party most of the talk was of the January sales in Scottsdale and whether the stronger dollar would mean that Americans might actually be able to buy in Europe.

The consensus, after some hearty French ham, cheeses, many glasses of vin rouge and a few pints of bière à la pression, was that there were some choice automotive offerings on hand at the show and in the Bonhams auction, and the Yanks were resolved to give it the old college try. In the end, none came away winners, but at least everyone had a grand time.—Donald Osborne

Among the SCMerS in Attendance

- | | |
|---------------------------------------|------------------------------------|
| Gary Bartlett—Muncie, IN | Dick Messer—Corona Del Mar, CA |
| Steve Beck—London, UK | Bruce Meyer—Beverly Hills, CA |
| Milki Bellagarda—Turin, ITA | Raymond Millo—Los Angeles, CA |
| Derek Drummond Bonzom—FRA | David Mize |
| David Brownell—Manchester Center, VT | Peter Mole—Sag Harbor, NY |
| Tom Clifford—Holliston, MA | Alec Moran—Paris, FRA |
| Robert Cumberford—Saint Genie, FRA | Miles Morris—Weston, CT |
| George Davidson—Louisville, KY | Narve Nordanger—Northwood, UK |
| Keith Dodey | Miles Renton-Skinner—Lyminster, UK |
| Martin Emmison—London, UK | Dugal Revie—Lyminster, UK |
| Ben Erickson | Rob Sass—St. Louis, MO |
| Edward Fallon—Phoenix, AZ | Scott Sargent |
| Roger Gallet—Chalk Hill, PA | Larry Smith—Pontiac, MI |
| David George—Cochranville, PA | Jeff Snider—Newton, MA |
| Jakob Greisen—Santa Monica, CA | Jonathan A. Stein—Reading, PA |
| Jerome Hardy—Chauville, FRA | Craig Steward |
| Paris Simon Hope—Cheshire, UK | Martin Swig—San Rafael, CA |
| Chris Keith-Lucas—East Sussex, UK | Per Tharaldsen |
| Dan Kolodziejki—Pacific Palisades, CA | Thor Thorson—Redmond, WA |
| Clay Lacey | Edward Townsend—UK |
| Peter Larsen—Copenhagen, DEN | Robin Townsend—UK |
| Claude LeGuezec—Paris, FRA | Paul Tullius—Chico, CA |
| Gary Marquis—Chico, CA | Myron Vernis—Akron, OH |
| Bruce McCaw—Bellevue, WA | John Wright—Upper Black Eddy, PA |

SCM Private Tour at RM Amelia

Offering subscribers Private Tours of consignments has quickly become a tradition for the SCM family. Our first event at Amelia, held last year, took place in the bowels of the parking lot at the Ritz, due to the storms raging around us.

This year, on Saturday morning, March 14, skies were blue and dispositions sunny. RM's affable President and COO Ian Kelleher, and their always-informative Consignment Specialist Don Rose greeted our group of 25 and we were off.

CMers Kevin Mackay (Corvette Repair, Inc.) and David Burroughs (Bloomington Gold) joined us to highlight the more subtle points on the Corvettes on offer, including the 1963 Z06 Split-Window and the dual-quad 1958 Panama Yellow convertible, and Kelleher engaged participants in lively discussions about the 1940 Tatra T87, the 1937 BMW 328 Autenrieth cabriolet, the 1959 Ferrari LWB Cal Spyder, and the 289 and 427 Cobras offered.

With each car, Kelleher and Rose offered succinct information about the conditions of the cars, as far as they were aware and also realistic assessments of the current market, and how these cars might do, given their respective conditions and provenance.

After the tour, several participants expressed appreciation for the opportunity to meet some of the principals at RM, and to be able to find out first-hand their impressions of the cars on offer. In the end, everyone agreed that informed buyers are the best buyers, and the more research they can do beforehand, the likelier they are to be happy with their purchases. The SCM Private Tours are one way to move toward that goal.—Keith Martin

RM Amelia Tour SCMerS

- Bill Bryan—Winter Park, FL
- David Burroughs—Normal, IL
- Roger Cunningham—Charlotte, NC
- James Hondros—Miami, FL
- Rodolfo Junco de la Vega—Jacksonville, FL
- Norm Koglin—Chicago, IL
- Tim Lynch—Naples, FL
- Kevin MacKay—Valley Stream, NY
- Simon McBride—London, Ontario, CAN
- Gary McGill—Gainesville, FL
- Charlie Post—Keene, NH
- Jed Rapoport—Allentown, PA
- Bruce Rudin—Montchanin, DE
- John Shuck—Westport, CT
- Terry Smith—Greenville, SC
- Fuzzy Spornak—Pittsburgh, PA
- Peter Starr—Biddeford, ME
- Doug Stuart—Glendale Heights, IL
- Mitchell Terk—Jacksonville, FL
- Mark Thomas—Cave Creek, AZ



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1972 Ferrari 365 GTB/4 Daytona Coupe

This is an incredible drop from early 2008 prices but not terribly surprising. For Ferraris, 1,301 is a huge production number

by Steve Ahlgrim



Photos: Bonhams

Chassis number: 15055

The ultimate expression of Ferrari's fabulous line of V12 front-engined sports cars, the 365 GTB/4 gained the unofficial name "Daytona" in honor of the 1-2-3 finish by the Ferrari 330 P4 at that circuit in 1967. The influential shark-nosed styling was by Pininfarina's Leonardo Fioravanti, the famed carrozzeria's director of research and development, who later revealed that the Daytona was his favorite among the many Ferraris he designed. Although the prototype had been styled and built by Pininfarina in Turin, manufacture of the production version was entrusted to Ferrari's subsidiary Scaglietti, in Modena.

The Daytona's all-alloy, four-cam, V12 engine displaced 4,390 cc and produced its maximum output of 352 hp at 7,500 rpm, with 318 ft-lb of torque available at 5,500 rpm. Dry-sump lubrication enabled it to be installed low in the chassis, while shifting the gearbox to the rear in the form of a 5-speed transaxle meant 50/50 weight distribution could be achieved. The all-independent wishbone and coil-spring suspension was a recent development, having originated in the preceding 275 GTB. The four-wheel ventilated disc brakes were servo assisted. Air conditioning was optional, but elsewhere the Daytona remained uncompromisingly focused on delivering nothing less than superlative high performance.

With a top speed in excess of 170 mph, the Daytona was the world's fastest production car in its day, and surely is destined to occupy the front rank of high-performance sports cars for the foreseeable future. A mere 1,301 Berlinetta models and 123 Spyder convertibles had been made when Daytona production ceased in 1973.

Right-hand-drive chassis number 15055 has had only five former keepers, the first of whom is understood to have been the Chairman of P&O, and it has covered only 49,331 miles from new. 15055 has been maintained by marque specialists Italia Autosport in Metham, West Yorkshire, since acquisition and comes with full service history from 1995 onwards, plus a substantial quantity of preceding bills, all of which are contained within a most substantial history file.

Finished in Sera Blue with matching leather interior, the car has the desirable options of nine-inch rear wheels (shod with new Michelin XWX tires), headrests, air conditioning, and opening quarter lights. 15055 is presented in excellent condition and offered with its original dealer card, warranty card, owner's wallet, instruction manual, tool kit, and car cover. There can be few better examples of this iconic Ferrari currently available.

SCM Analysis This car sold for \$203,745, including buyer's premium, at the Bonhams

Details

Years produced: 1968-73
 Number produced: 1,301 coupes, 123 Spydres
 Original list price: \$19,500
 SCM Valuation: \$240,000-\$375,000
 Major service cost: \$3,000
 Distributor cap: \$450
 Chassis #: Stamped on passenger side frame rail next to engine
 Engine #: Stamped on flange on rear passenger side of block
 Club: Ferrari Club of America, PO Box 720597, Atlanta, GA 30358
 More: www.ferrariclubofamerica.org
 Alternatives: 2002-05 Ferrari 575, 1967-73 Maserati Ghibli, 1966-72 Lamborghini Miura
 SCM Investment Grade: B

Comps



1971 Ferrari 365 GTB/4 Daytona Coupe
 Lot 231, s/n 14347
 Condition 3+
 Sold at \$211,728
 RM, London, UK, 10/29/2008
 SCM# 118533



1972 Ferrari 365 GTB/4 Daytona Coupe
 Lot 5646, s/n 15569
 Condition 1-
 Sold at \$390,500
 Russo & Steele, Monterey, CA, 8/14/2008
 SCM# 117515



1972 Ferrari 365 GTB/4 Daytona Coupe
 Lot 1, s/n 14491
 Condition 1-
 Sold at \$363,000
 Gooding, Pebble Beach, CA, 8/13/2008
 SCM# 117558

Collectors' Motor Cars auction in Oxford, England, on March 8, 2009.

There is little not to like about a Daytona. It has a gorgeous profile, a sporty interior, and enough performance to keep all but the most hardcore enthusiast entertained. It came from an era when Mr. Ferrari still called the shots, and his influence can be seen and felt in the car. The styling is exciting without being flamboyant. Its performance is thrilling.

On the downside, Daytonas have a bit more engine than they do brakes. The a/c is little more than a suggestion, and the steering drastically needs some assist. Fortunately, there is enough braking for everything short of track work, nobody's parallel parking Daytonas these days, and who needs a/c, anyway? Yes, there are some challenges to owning a Daytona, but nothing that should keep you from buying one.

Speculators were buying up Daytonas

In early 2007, I got a commission to find a Daytona for a good customer. He had been following the market as Daytona values crept from the mid hundreds to the high hundreds. The next year or so the market was on fire and we had a difficult time catching up. Every time we upped our target price \$10k, the market advanced a little more. The few cars offered were snapped up in days and if it hadn't been for a tip that a car was coming on the market and a gut-wrenching decision to pay \$50k more than we would have paid for a similar example just six months before, we would have been priced out of the market.

Parallel to the price escalation I noticed at my day job that the phone was ringing more often with requests for Daytona parts. Speculators were buying up any Daytona they could find and many shops had at least one they were sprucing up. Surprisingly, there were still enough spares in the pipeline to fill most requests, and if not, there was enough demand to warrant the expense of reproducing some of the extinct items. In short, there were few Daytonas on the market but a banner crop on the way.

The SCM Platinum database has data on five Daytona coupes running through auctions in 2006. 100% of the cars sold, with the average selling price over \$204,000. In 2007, the sale percentage had dropped to 86%, but the average price of the seven cars offered was up to \$236,000. Escalating prices and a graduating class of freshly refurbished Daytonas flooded the market in 2008. Auction offerings more than doubled to 17 cars, with an equally dramatic escalation in prices. January through August auction prices were up sharply to an average of \$359,000, with two examples bid to over \$400,000, but the winds were changing. As fall brought cooler outside tem-



peratures, the Daytona market totally froze. September through December, the average price dropped over \$100,000 to \$253,000. Five cars were offered, but only two of those cars sold.

The Bonhams Daytona coupe, s/n 15055, is an interesting car. It appeared to have been personalized after it left the factory. The center console had been re-covered in blue leather rather than the black with which it would have been delivered. Ferrari's trademark shifter gate was hidden under a shift boot and lights of some kind have been added at each corner. It was reported to have opening rear windows, something the factory probably didn't do.

An incredible drop, but not surprising

The Bonhams car sold for roughly \$203,000, well under the market and just under the average of our 2006 sample. This is an incredible drop from early 2008 prices but not terribly surprising. With 1,301 Daytona coupes built, the figure is not "mere," as the catalog suggested. In the quarter-million-dollar-plus collector car world, a 1,300 production is huge, especially when the majority of the owners have bought in at well less than current market value. In a buyer's market, there will always be a Daytona owner who can undersell the market and still make a profit, which will make him look like a genius to his wife. Anyone who bought a Daytona from 2006 through 2008 will have to hold on to it for a couple years or else take a hit to get out.

We're in unusual times. Very wealthy and solvent people simply have no cash flow and can't borrow money to raise cash. As taxes, college, and other expenses come along, selling assets may be the only way to pay bills. For these sellers, price isn't the issue—liquidity is. He can make back the loss next year. We don't know why this Daytona was sold cheap, but we do know it won't be the only one. Today it looks like the buyer got a bargain, but only time will tell whether this is the actual new market price, or just a momentary dip. ♦

(Introductory description courtesy of Bonhams.)



The Lambo Dealer, the \$12m Swindle, the Slammer

All the major players in the exotic car world have been in the game for decades and know who to trust. But Vik Keuylian played by his own rules

In early November 2008, I received multiple early morning phone calls and emails telling me that Lamborghini of Orange County had just closed its doors.

My first thought was how could the largest Lamborghini dealership in the world possibly go broke? My second thought was, why had it taken so long?

We begin with a short history lesson

Successful tractor manufacturer Ferruccio Lamborghini entered the automotive world with the 350 GTV at the Turin Auto Show in 1963, followed by the modestly successful 350 GT and 400 GT production cars. The Miura bowed as a bare mid-engined super-exotic chassis at the Turin Auto Show in November 1965, posing Lamborghini as a serious challenger to Ferrari. When Marcello Gandini's stunning bodywork was unveiled at the Geneva Auto show, the Miura became the exotic for the rich and famous. Lamborghini continued with the Espada four-seater in 1968, the mass-market Urraco at the Turin Show in 1970, and the ultra-exotic LP 500 Countach at the Geneva show in 1971.

Alas, Lamborghini ran out of luck and money in the early 1970s after the tractor factory had bet the farm on a major plant expansion. A large order for tractors was cancelled, wiping out Lamborghini's cash reserves. The Urraco and LP 400 Countach finally went into limited production, just as the world was rocked by the first oil crisis of October 1973 and the market for thirsty supercars imploded. Add on a major investment in the Hummer-style Cheetah (LM002 in America), and by 1978, the automaker was bankrupt.

The soap opera years

The names on the head office door kept changing. First Georges-Henri Rossetti, a Swiss industrialist, bought a 51% share from Ferruccio Lamborghini. Then Lamborghini sold his remaining 49% to Rene Leimer, another Swiss. In 1978, the Italian courts appointed Dr. Alessandro Arteses to run things, but by 1979, the company was led by Raymond Noima and Hubert Hahne, who was Lamborghini's German importer. In July 1980, Patrick Mimran, (another Swiss) took over management and in 1984 took ownership, but lacked the engineering expertise and funds to do more than keep Lamborghini on life support.

Chrysler saves the day

Lee Iacocca came to the rescue in April 1987, when Chrysler bought Lamborghini. A quick facelift of the Countach as the "25th Anniversary" special model kept the name and factory afloat until the Diablo arrived. Chrysler's timing seemed right, as Marcello Gandini, who designed the Miura and the Countach, was already working on the Diablo. Thanks to Chrysler dollars, design input, volume manufacturing techniques, efficient



Platinum Lamborghini, out to pasture

pollution controls, and attention to creature comforts, the Diablo was a success.

Once again Lamborghini had the right car at the wrong time, introducing the Diablo in January 1990, as the world economy fell off a cliff. In January of 1994, Chrysler bailed out, selling to an Indonesian investment group headed by Tommy Suharto. Shortly before, Chrysler had built a substantial parts and vehicle distribution center in Jacksonville, Florida, under a separate division called ALUSA, or Automobili Lamborghini USA. ALUSA had financial problems from the start, and within a few years owed the factory for about 20 U.S.-spec Diablos.

My uncle's boss runs Chrysler

In an amazing coincidence, shortly after the Chrysler takeover, Tony Carlini, the nephew of Lee Iacocca's lieutenant, Hank Carlini, became the Orange County Lamborghini dealer. Pacifica Lamborghini immediately sold its allotment, plus a few more Anniversary Countachs and rode the Diablo to success. Unfortunately, Carlini had no interest in service or parts, a necessity for a franchised exotic car dealership, the economy declined, the Diablo lost its initial luster, and in 1993 the doors closed.

Enter Vik Keuylian

I first met Vik Keuylian when he was a small-time car broker in Newport Beach, specializing in Lamborghinis. In 1995, Keuylian took over the Orange County Lamborghini dealership, simply because no one else wanted it. As the economy improved, Keuylian's Platinum Motors prospered, but without a regular supply of cars, no dealer can succeed.

So in January 1998, Keuylian offered to buy the entire inventory of ALUSA—about 20 new U.S.-spec Diablo VTs and SVs—at the importer cost, or about \$35,000 below dealer cost, with 20 days to pay. Lamborghini was thrilled at the cash flow and Keuylian sold the cars at dealer cost to a line of buyers.

Lamborghini was cashed out of 20 cars, Keuylian made the \$35,000 spread between importer and dealer cost (times 20), and retail clients were thrilled to buy at dealer cost. As part of the agreement, Keuylian was given the distributorship for North America. Not surprisingly, the surviving dealer network was unhappy about 20 cars sold at cost, undercutting their potential sales, and even less thrilled to have Keuylian as the distributor.

The boom years

By mid-1998, Keuylian had doubled Lamborghini's U.S. sales from 48 cars to 100 cars; by the end of 1998, Keuylian had sold 160 new Lamborghinis, over half of total production. At roughly \$35,000 profit per car—times 160—the math pencils out to \$5.6m. Add a bonus of \$10,000 on every car, once Keuylian reached 100 cars, and the picture was very rosy. For reasons best left to the reader's imagination, the business

entities were in the names of Keuylian's sisters, Nora, Sossi, and Astrid. Keuylian and his sisters were to keep the distributorship for the next two and a half years.

On August 4, 1998, Audi AG became the sole owner of Automobili Lamborghini and immediately moved to replace the Keuylian family as importers. By late 2000, after what can best be called acrimonious negotiations, Audi bought out the Keuylians as importers, but Platinum Lamborghini remained the Orange County dealer. With the introduction of the Gallardo, sales at Platinum Motors reached 200 cars a year, making Platinum Lamborghini the largest Lamborghini dealership in the world. High-profile clients such as Rod Stewart, Kobe Bryant, Nicolas Cage, and Dennis Rodman certainly helped sales.

Your word is your bond

There are only three businesses in which large sums of money are wired around the world with minimal paperwork and lots of trust—flashy trinkets (as in diamonds, watches, and jewelry), exotic cars, and illicit drugs. The exotic car world is a contact sport and all the major players have been in the game for decades, and they know who to trust. However, Keuylian developed a reputation of playing by his own rules, and if there was a way to make deals go sideways, Keuylian found it, leaving a trail of angry clients and furious fellow dealers in his wake.

The boom turns to bust

Run properly, Platinum Lamborghini had sales of just over 200 high-end exotics a year, with a gross margin of about \$25,000 per car. That's \$5m a year income and a pre-tax, after-expenses profit of about \$2m. But Keuylian got caught up in the real estate bubble, and from 2005 to 2007 he bought three empty building lots in the Santa Ana Auto mall at over \$6m. He also purchased his freeway frontage showroom for another \$9m—a crushing \$15m debt load.

In what can only be called egotistical madness, Keuylian attempted to develop a 60-acre winery with a 120-room luxury resort in Temecula's wine country. He also tried to build a 154-room hotel in Escondido... another fiasco. As things spiraled out

of control he added two closed restaurants in South Orange County, intending to build new dealerships on the land. Finally, Keuylian bought land on Pacific Coast Highway for a new dealership and opened two satellite showrooms, one in Calabasas and another in Newport Beach.

It was too much. The negative cash flow was far more than even a prosperous exotic car dealership could handle. When the economy went south in 2008, the house of cards collapsed. True to form, Keuylian held a two-week Lamborghini fire sale, dumping 54 cars at below-wholesale prices for \$8.1 million. As you might expect, none of that money found its way back to Volkswagen AG, who had provided the cars on credit. In November 2008, the doors were closed, the building was cleared, and Volkswagen AG was owed \$12m out-of-trust.

No winners here

After more than three decades in the exotic car business, I know that in boom times it's hard to do anything wrong, and in a bust it's hard to do anything right. Keuylian didn't pay attention to his business, didn't build a group of trusted dealers to work with when business slowed, and was wiped out by massive financial over-extension and mismanagement within six months of the downturn.

On March 11, 2009, in an effort to shield his sisters and in a pre-arranged deal with the D.A., Keuylian pleaded guilty to wire fraud, with a recommended five-year sentence. ♦

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1954 Arnolt-Bristol Bolide

This car had come straight out of a \$55,000 restoration and the restorer was on hand on sale day to answer questions, which always helps

by Paul Hardiman



Chassis number: 404X3057

Stanley Harold "Wacky" Arnolt made a fortune selling engines and other equipment to the armed forces during WWII. A lifelong motorhead, he set up SH Arnolt, Inc. in Chicago during the late 1940s to distribute MGs and other European imports.

At the 1952 Turin Salon, Arnolt came across an MG TD-based coupe and convertible on the Bertone stand. Smitten by the Italian carrozzeria's work, he promptly ordered 100 of each, which left Nuccio Bertone somewhat flabbergasted by the huge number.

Production of the Arnolt-MG began shortly thereafter and things went well until about 100 cars had been made, when MG announced that it could no longer supply powered chassis to Bertone.

However, by then Arnolt had invested heavily in Bertone's assembly capabilities and even become one of the Turin firm's directors. After a brief dalliance with Aston Martin, the American entrepreneur successfully negotiated the purchase of 200 404-series chassis and tuned 1,971-cc engines from Bristol Cars Ltd.

Charged with styling the nascent Arnolt-Bristol was new Bertone designer/aerodynamicist Franco Scaglione, who would go on to create the famous Alfa Romeo BAT concept car. To distract the eye from the engine's height (thanks to its triple Solex down-draft carburetors), Scaglione clothed the two-seater with a mixture of swooping curves and sharp edges. Bodied in steel with an aluminum hood and trunk, the

Arnolt-Bristol could be had as a roadster or coupe (though just six of the latter were built). However, the roadster was sub-divided into three distinct specifications: Competition (pared-back racer), Bolide (marginally more civilized), and DeLuxe (full-height windscreen, side windows, convertible roof, glovebox, etc).

With independent transverse-leaf front suspension and rear axle located by torsion bars, the model became known for its roadholding and balance.

Typically developing 130 hp at 5,500 rpm on a 9:1 compression ratio, the Bristol BS1 Mk II straight-6 was allied to a 4-speed manual transmission. After testing an Arnolt-Bristol in February 1956, Road & Track announced that its 0-60 mph in 10.1 seconds and 107 mph top speed were "the best we have ever recorded for a two-liter machine."

Leaving the Bristol factory as a powered chassis, each car was bodied at Bertone and finished off at the Arnolt factory. With its low curb weight (circa 2,200 lb), punchy engine, and respectable handling, the model had potential as a racer. Assembling a team of lightweight cars for the 1955 Sebring 12 Hours, Arnolt scored a 1st, 2nd, and 4th finish in the Sports 2000 class.

The following year his cars took 2nd and 3rd in class. The marque's final Sebring outing came during 1960, when the team crossed the line in 14th, 22nd, and 39th places overall, and Arnolt-Bristols were competitive in the SCCA into the mid 1960s. Wacky himself entered a

Details

Years produced: 1953-59
 Number produced: 142
 Original list price: \$4,245 (1956)
 SCM Valuation: \$117,000-\$165,000
 Tune-up cost: \$300
 Distributor cap: \$35-\$100
 Chassis #: Right-hand side of bulkhead, and stamped on right chassis leg in engine bay
 Engine #: Above starter motor on right side of block
 Club: Bristol Owners' Club
 More: www.boc.net
 Alternatives: 1951-54 Nash-Healey, 1956 Jaguar XK 140 Ghia, 1953 Aston Martin DB2/4 Bertone Cabrio
 SCM Investment Grade: C

Comps



1954 Arnolt-Bristol Bolide
 Lot 250169356861, s/n 10
 Condition 2
 Sold at \$50,000
 eBay Motors, 2/8/2008
 SCM# 56047



1956 Arnolt-Bristol roadster
 Lot 2275, e/n 59055929
 Condition 2+
 Sold at \$159,500
 RM, Marshall, TX, 4/20/2007
 SCM# 44897



1957 Arnolt-Bristol roadster
 Lot 4573391544, s/n 404X3112
 Condition 1-
 Sold at \$55,000
 eBay Motors, 10/1/2005
 SCM# 39590

Bolide for the 1955 Mille Miglia but never made it to the start line.

Between January 1953 and December 1959, just 142 Arnolt Bristols of all types are thought to have been made. A factory fire resulted in a dozen cars being written off, though some are thought to have been bought back for spares. The best guess is that about 85 cars survive.

Supplied new as a Bolide, this two-seater is now Aston Martin Gunmetal Grey with Chestnut leather upholstery. The BS1 Mk II engine, (serial number 227) began life in another Arnolt-Bristol. Believed but not warranted by the seller to be "one of 20 Bolidés remaining worldwide," chassis number 404X3057 is offered for sale with sundry paperwork, including rare workshop manuals.

SCM Analysis

This car sold for \$161,700 at H&H's Race Retro auction at Stoneleigh Park, Warwickshire, England, on March 14, 2009.

Though powered by the sought-after Bristol engine, these cars don't have a large following in the U.K., as the weather conspires against a truly open car. Or is it the looks? They've never sat quite right in the eyes of many Brits, who feel that something this outlandish probably should be Over There.

This car had come straight out of a \$55,000 restoration by Mitchell Motors, a long-established and well-respected British outfit specializing in Bristol-powered cars, and the restorer was on hand on sale day to answer questions, which always helps.

Well suited to historic European events

The body is very straight and the Gunmetal Metallic suits it well and somewhat tones down those wild lines. The brown leather is fresh and the dash and instruments were excellent. Its punched steel Bristol wheels ride on a tall set of Michelin Xs, and the car looks right on them, however unsuitable they may be for competition.

Little is known about the car's early history, but it arrived from America in 2008 and spent six months with Mitchell Motors. On delivery it was complete, in primer, and the engine had been rebuilt, but Mitchell went through the car mechanically. They looked inside the motor, sorted some primer issues, found new windshield pillars, painted it, and trimmed it. "We gave it a bloody good £40,000 service," is how Andrew

Mitchell describes it.

For a transatlantic creation, it's well suited to a number of historic European events such as the Mille Miglia Storica, and presumably the deal to bring it from the U.S. was done before the pound bombed against the dollar, when American imports to England nearly all made sense.

It fetched a mid-estimate \$161,700 against an expected \$133k-\$154k hammer in an auction where the sell-through rate was lower than usual, but the prices were encouraging.

More expensive than an XK 120, it's not instantly desirable yet it grows on you, especially in this color. Not having its original engine shouldn't hurt its value too much as it was the correct type. Compare that with the last one to sell without matching numbers, which had a small-block Chevy, for about the same number of dollars in 2007, and that puts the price here slightly on the low side.

The remaining question is: Why sell so soon? Did the owner fall out of love with it and move it on as soon as it was decent, or was it always bought as a project on which to make a few bucks? Given the exchange rates in force when the car was acquired in the U.S.—about \$2 to the pound—I'd say the latter, and that means even though the seller has taken a \$55k haircut, if he managed to buy it cheap enough, he probably broke even.

So, someone got a nice, usable car and someone else had an adventure, and—provided no one got burned—I'd say it was fairly bought and fairly sold. ♦

(Introductory description courtesy of H&H.)

COLLECTOR STUDIO MOTORSPORT GALLERY



1/5 Mercedes SSK "Speziale". 3 ft. long & 42 lbs with 4200 metal parts



1/5 Mercedes 300SL chassis. 3 ft. long & 25 lbs with 2600 metal parts



"Accidente" by de la Maria - An original giclee on canvas showing the Maserati 4CLT, Alfa Romeos, and Ferrari at Monaco. Edition of 100 (44x32") C\$1995 / US\$1595



"Tourist Trophy" by de La Maria - An original giclee on canvas showing the Napier-Hutton en route to winning the 1908 TT. Edition of 100 (47x35") C\$1995 / US\$1595



1953 Ferrari "Marvin" watch, given as a Christmas gift by Mario Ricci to Umberto Maglioli for driving in the Carrera Panamericana in Ferrari 375MM #0358 & #0320AM.



1932 Scuderia Ferrari Annual. Uber-rare yearbook documenting Alfa Romeo's triumphs 1930-1931-1932.



1967 LeMans poster. One of many originals we have in stock, 1912-2008.



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1940 Tatra T87

“Matching numbers” cars are rarely seen, as most were behind the Iron Curtain and kept running by any means possible

by Donald Osborne



Photos: RM Auctions

Chassis number: 544113

Tatra manufactured some of the most technically sophisticated cars of the 1930s, with a decidedly unusual approach to automotive design. That can be attributed to Austrian engineer Hans Ledwinka, who spent his early years working under pioneering automobile and aircraft designer Edmund Rumpler.

Beginning with the T11, conceived in 1921 by Ledwinka as a “people’s car,” many design innovations found their way onto later Tatra models, including a horizontally-opposed, air-cooled engine, a fully independent suspension, and a rigid, tubular “backbone” chassis mounting the engine, transmission, and final drive at the rear as a single unit.

The T77 was introduced in March 1934 and is considered the first production car designed using aerodynamic principles. Its successor, the T87, was simpler and more affordable, with a shorter wheelbase. Somewhat sportier, it offered comfortable seating for six, with full monocoque construction. Meanwhile, the air-cooled, magnesium alloy V8 engine was upgraded with hemispherical combustion chambers and a single overhead camshaft per cylinder bank. The T87 was renowned for its high-speed cruising capabilities, as well as its top speed of 100 miles per hour.

Following the German annexation of Czechoslovakia in 1938, T87 production continued, halted briefly in

1943 and 1944. Post-war, the cars continued in production until 1950. The Tatra T87 offered here is believed by marque experts to have been originally built in 1940 by virtue of its dash layout and lack of sunroof.

Acquired by an American G.I. who exported the car to the United States after V-E Day, it was purchased in running order from his daughter in New England in 2002. The car was carefully restored, and the engine was meticulously disassembled and rebuilt to original specifications. Upon completion, the T87 was displayed at the 2008 Milwaukee Masterpiece Concours d’Elegance, and the current owner reports that the car starts, runs, and drives very nicely, with delightfully light steering, thanks to its rear-mounted engine.

SCM Analysis This car sold for \$121,000, including buyer’s premium, at RM’s Automobiles of Amelia Island, Florida, sale on March 14, 2009.

Tatra is a make many enthusiasts know for its reputation as one of the most effective elements of the Czech underground in World War II. An oft told story holds that following the annexation of Czechoslovakia by the Nazis in 1938, so many German army officers were killed in one-car accidents while driving the rear-engine, swing-axle Tatras that Hitler forbade any member of the officer

Details

Years produced: 1936–50
 Number produced: 3,056
 Original list price: \$5,840 (1947)
 SCM Valuation: \$85,000–\$150,000
 Tune-up cost: \$125
 Distributor caps: \$50
 Chassis #: Stamp on right side of engine timing chain cover; ID plate on inside rear quarter panel
 Engine #: On timing chain cover
 Club: Tatra Register UK
 More: www.tatra-register.co.uk
 Alternatives: 1940 Alfa Romeo 6C 2500 Berlina, 1940 Mercedes-Benz 230 Sedan, 1938 Delage D8 Berline
 SCM Investment Grade: B

Comps



1950 Tatra T600
 Lot 154, s/n 71804
 Condition 2-
 Sold at \$52,800
 Gooding, Pebble Beach, CA, 8/13/2008
 SCM# 117611



1937 Adler Rennlimousine
 Lot 46, s/n 168302
 Condition 1-
 Sold at \$176,000
 The Auction, Hershey, PA, 10/12/2001
 SCM# 22632



1967 Citroën DS21
 Lot 20, s/n 4603271
 Condition 2
 Sold at \$129,560
 Artcurial, Paris, FRA, 2/8/2008
 SCM# 51887



corps from using one as personal transport. No proof of this heroic action on the part of the T87 has been found, but it sets the car up as a serious driver’s car, not to be trifled with.

Now a darling of the design world

The T87 has also become a darling of the design world, featured at London’s Victoria & Albert Museum and Washington D.C.’s Corcoran Gallery, in the permanent collection of the Minneapolis Institute of Arts, and as the only vehicle on permanent display at Die Neue Sammlung design museum in Munich, Germany. Of course, it also is in prominent auto collections as well, including that of the Lane Motor Museum in Nashville, which has six Tatras, including a T87. Jay Leno has one, too.

Hans Ledwinka’s design, inspired by Paul Jaray’s pioneering aerodynamic work in the Zeppelin company’s wind tunnel, gave a claimed 0.212 Cd. This, along with the complex and capable V8 engine gave the T87 genuine 100 mph speed from only 75 hp. T87 owner Leno demonstrated the effectiveness of its aero design in a video on his Jay Leno’s Garage web site. At 65 mph on the freeway, he lifted off the throttle and the Tatra continued with virtually no loss in speed. The airflow also allows the passengers to ride with windows lowered and sunroof open.

Jeff Lane has driven his T87 more than 15,000 miles in two editions of the cross-country Great Race. As for the risks of driving a rear-engine V8 with swing axles, Lane says the Tatra’s no trickier than any other rear-engine car, and it’s not really powerful enough to get you into trouble. He further echoes the opinion of another Tatra guru, Hampton Wayt, who praises the good brakes, responsive steering, and excellent road holding of the T87.

Parts availability not the nightmare you might think

Its unit body gives very good torsional strength and a smooth, quiet ride, with a much more modern feel than expected. The sophistication continues with the magnesium block, alloy crankshaft, and SOHC spec of the V8. It isn’t likely that Tatra made much, if any, money selling these cars, instead relying on its trucks and railcars as breadwinners. Tatra still exists today as a truck manufacturer, having ended auto construction in 1999. There has been talk of a “new” T87, but nothing has come to fruition. In any case, it’s unlikely to be in the league of these great cars. The post-WWII 603s were merely OHV.

In considering a T87, parts availability might be one of the first questions. The answer is that while not as simple as finding MG bits, most mechanical pieces can be found, though some trim pieces are unobtainium. Rarely are “matching numbers” cars seen, as most have been used continuously since new, and were kept running by any means possible. Few were tucked away, undriven, for decades awaiting a collector’s gentle touch.

There are three main series of T87s, which break down into four types. The first are the earliest, from 1937 to 1939. Only a few hundred were made and they are extremely rare—in fact, no 1937s are known to exist. These earliest cars are quickly distinguished by a completely different dashboard. The next series runs from 1940

through 1948, with small differences between those built during the war and those from the restart of production in 1945.

The final series includes some cars from 1947 and ‘48 through to the end in 1950. These last cars can be clearly distinguished by a totally different front-end treatment, called “pot belly” by the Czechs, not as a term of endearment.

Beware of post-war cars renumbered to pass as more valuable pre-war models. Consult a Tatra expert and buy a car known to the U.K. Tatra Register. Under no circumstances should you go to Eastern Europe to “discover” one on your own: Your expedition will likely end in tears. There were a few imported new into Canada and a handful to the U.S., but they didn’t last long without mechanical support or technical information.

Our subject car was sold by an SCMer and started out as a mostly derelict, original car. It has been dated circa 1940 and retains many correct features. The restoration is not to the highest level and it should be redone, though that isn’t economically feasible at the price paid. The buyer will be best served by entering rallies and tours for now and restoring it when values increase. With the attention the marque is getting, that shouldn’t be long. ♦

(Introductory description courtesy of RM Auctions.)

Seat Time



Martin Swig, San Rafael, CA: Some years ago, my friend Jon Voboril, a Czech who came to California in the 1960s, organized a historic car tour of the Czech Republic.

The idea was to rent seven or eight cars from members of the Prague Veteran Car Club. I requested a pre-war Tatra, if available.

I arrived in Prague and there was a silver T87 waiting. It looked very good, but was a bit tired mechanically. It ran reliably if smokily for the days of the tour. I had always been interested in Tatras, but had never driven one. So I was pleasantly surprised when it was as good as my dreams.

That’s not to say a T87 is easy to drive. The tail-heaviness is there. Rear visibility? Virtually none.

But there is a combination of structural integrity and design uniqueness that makes the T87 a very good drive for its period.

At the conclusion of the tour, the T87 owner attended our final dinner. We talked and I purchased his Tatra. When I got it home, I found a man willing and able to do a complete mechanical rebuild, so it now drives like it must have when new.

We have in the San Francisco area the Arcane Car Society. When I drove the Tatra to one of their meetings, I could have been elected King of the World.

Now, I must go with the T87 to a Porsche Owners Club session to remind them how much influence Hans Ledwinka, the Tatra chief engineer, had on his fellow Austrian, Dr. Porsche. ♦

1937 BMW 328 Cabriolet

I'd call it heavy and ungraceful, but not ugly. As if a Bavarian housewife had muscled in on the turf of a Brazilian lingerie model

by Raymond Milo



Photos: RM Auctions

Chassis number: 85112

BMW began life as an aero engine manufacturer in WWI (check out the propeller on the badge) and branched into heavy trucks and motorcycles in the early 1920s.

The company's first car was the diminutive 1929 Dixi, based on the English Austin 7, but BMW soon developed its own models, adopting the familiar kidney-shaped grille in 1933 in the Typ 303.

The company favored 6-cylinder engines, and the 315 of 1934 was designed by Fritz Fiedler, who would stay with BMW for 30 years. His 326 four-door sedan bowed at the 1936 Berlin Auto Show, but it was the tube-framed 328 roadster that put BMW on the map.

The 2-liter, 6-cylinder engine featured a hemi head and was capable of over 100 mph, winning its class at the 1939 Le Mans 24 Hour race and the 1940 Mille Miglia outright.

Coachbuilder George Autenrieth started by building bodies for Opel and Rohr but designed cabriolets and coupes for the new BMW 326/327/328 series in 1936–37.

This car was bought from the fourth owner in the 1970s and completely restored in the following decade—mechanicals, body, and woodwork. The engine was rebuilt again in 2005 with a billet crank and Carillo

rods, bearing shells, new pistons, rings, and valves.

More graceful than the contemporary roadster, the deep red paint is set off by tan leather interior and matching canvas top. The spare tire is recessed into the trunk lid, while the rear wheels are covered by embossed skirts. As one of only 462 328s manufactured before WWII, it makes a comfortable and individual statement.

SCM Analysis This car sold for \$302,500, including buyer's premium, at RM's *Automobiles of Amelia Island, Florida*, event on March 14, 2009.

In less than ten years as an automobile manufacturer, BMW produced an automotive tour de force which redefined the modern grand touring car. That car was the 328 roadster. Blessed with a cleverly designed ladder frame chassis, using twin tubes on the sides with torsion bars on the ends, it was nimble in the style of a Lancia B20 or Fiat 8V, but almost 20 years ahead of them.

BMW had very little money, so it had to be clever. Using a 326 block, which displaced 1,971 cc, a talented team of dedicated designers placed the camshaft high in the block, and with short horizontal pushrods created a

Details

Years produced: 1935–40
 Number produced: 465
 Original list price: 7500RM (\$3,024)
 SCM Valuation: \$200,000–\$250,000
 Tune-up cost: \$2000
 Distributor cap: \$500
 Chassis #: Plate on the firewall, also stamped on right front chassis rail near suspension pick-up point
 Engine #: Stamped on right front side of block
 Club: BMW Car Club of America, 640 South Main St, Suite 201, Greenville, SC 29601
 More: www.bmwcca.org
 Alternatives: 1933–34 Mercedes-Benz 380, 1927 Bugatti T37, 1936–39 Bentley 4 1/4

Comps



1937 BMW 328
 Lot 134, s/n 85075
 Condition 2+
 Sold at \$685,100
 Bonhams, Monte Carlo, MCO, 5/10/2008
 SCM# 116675



1938 BMW 328
 Lot 121, s/n 85369
 Condition 2+
 Not sold at \$527,000
 SportsCar Auction, Geneva, CHE, 10/6/2007
 SCM# 48138



1939 Frazer-Nash BMW 328
 Lot 245, s/n 85427
 Condition 1
 Sold at \$474,345
 Bonhams, Chichester, UK, 9/1/2006
 SCM# 43024

hemispherical combustion chamber head. Initially the 2-liter mill produced "only" 95 hp at 5,500 rpm, but keep in mind the year was 1935.

With mild tuning, 130 Bavarian Clydesdales were at hand. This package was wrapped in a very handsome alloy body and tipped the scales at a shade over 2,000 lb.

Engine shortage led to cannibalizing 328s

An estimated 462 328 roadsters were produced, and relatively few survive. The engine was partially responsible for that. Out of the ashes of WWII, people started to build race cars, and the shortage of suitable engines led to cannibalizing the 328 roadsters. Veritas comes to mind, but there were plenty of other racing specials produced in Germany, Belgium, France, and Holland that carried the immortal 328 powerplant.

Furthermore, the engine and the car itself are responsible for the birth of many makes: Frazer Nash (pre-war Nashes were RHD 328s, German-built but with the Nash badge); Veritas, which was a serious modern race car for the immediate post-war period; Bristol; AC Bristol; and EMW.

This last one merits a few words. It was actually an East German-built copy of the 328, based on the fact that the original factory was there. God knows the Russians did not leave much of the original factory standing, but the East Germans managed to produce cars anyway, doing anything to get hard currency.

Who knows why the Russians (not exactly stalwarts in observing copyright and intellectual property rights) didn't insist on calling their East German re-creation a BMW. Still, they changed the name to EMW, though a number were imported to the U.S. as BMWs in the early 1950s, and distinguishing them from original cars is a daunting task.

Coachbuilt cars

Racing costs money, but there were plenty of Reichmarks doled out by a branch of the Gestapo called the Supreme National Sports Authority; its most lasting legacy was



the creation of a lightweight body for the 328. The records are non-existent, but I think the old boys' network knows where they are. The new body reduced weight by 200 lb or so.

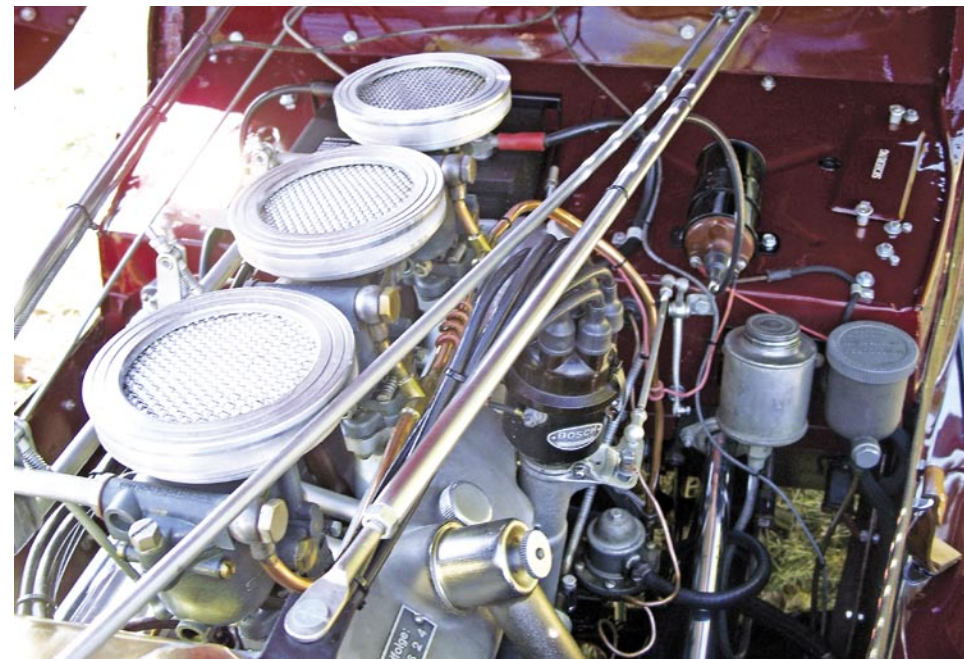
In addition, a starter racing series was created for National Socialist youth, and a lot of them shone as stars after WWII. With Touring Superleggera bodies, the 328 scored class wins in all the major races. But to me that was insignificant—like the L.A. Lakers beating a bunch of pygmy basketball players. The huge amounts of Nazi money made those victories meaningless.

An unknown number of chassis also went to popular German coachbuilders. Generally speaking, they were unremarkable when compared to the factory roadster, being heavier (ash wood sub-frames are heavy) and bulkier. And contrary to popular practice, they sold for much less than factory cars. (Trust me; I have painful memories on that subject.)

So what about the Autenrieth cabriolet that sold at RM's Amelia Island auction? It was well presented; its restoration was old enough for the age of consent, and it showed very well. Not flashy, but far from shabby—solid and tidy, I would say. I didn't really examine the car that closely for flaws, but unique-looking air cleaners come to mind, and if I recall correctly, Phillips screws attached the firewall chassis plate. But that's all trivia; the car sold extremely well, encroaching on factory roadster prices in spite of its rather chunky cabriolet body.

I'd call it heavy and ungraceful, but not ugly. As if a Bavarian housewife, beer belly and all, had muscled in on the turf of a Brazilian lingerie model. Extremely well sold, I say, and I wish the new buyer many happy cheese and wine events, having the only Autenrieth 328 cabriolet in the room. ♦

(Introductory description courtesy of RM Auctions.)



1966 Shelby Cobra 427 Street Roadster

3187 was a well-restored, correct car. Most 427 Cobras have been heavily modified or re-skinned after drivers ran out of talent

by Colin Comer



Chassis number: CSX3187

Only 291 Shelby 427 Cobras were ever sold in America for street use, of which 31 were S/C (“Semi Competition”) cars. About one-fourth of all street cars were later converted for competition duty, and most of the less desirable 428-equipped Cobras were ultimately fitted with 427s. Original, unmolested 427 Cobras have become tremendously desirable.

Chassis #CSX3187 was built in October 1965 by AC Cars in England and shipped to Shelby American’s facilities in Los Angeles, finished in red. J.D. Ball Ford in Miami, Florida, sold it new to first owner Glenn Kendrick of Miami on March 23, 1966. Mr. Jack Wilhelm of Troy, Ohio, owned 3187 by the early 1970s, before selling it to J. Dawson, also of Ohio, who advertised the car in 1978 with 5,200 miles, Halibrand wheels, oil cooler, and a newly balanced and blueprinted engine. The car had been refinished in Lincoln Starburst Silver. Dawson claimed it had been in storage since 1969.

The buyer was Jim Southard of Marietta, Georgia, who sold it shortly thereafter to its current owners George and Kathleen Goudie. The car retained two of its original Halibrand Cobra 2 wheels and Goudie also purchased two additional Halibrand FIA wide rears. Although four new BF Goodrich tires were installed, he also retained the original Goodyear Blue Streak Sports Car Specials, presently fitted to the car.

However, as the silver paint began to show its age, the Goudies decided to return CSX3187 to its original red finish and black leather interior. They started a nut-and-bolt restoration in their own G&K Classics shop in 1993, working it in among all the other projects.

The restoration was not a “frame-off,” as this would have required cutting welds and taking the body off the frame. As the car was damage-free, the restoration was

done with the body on the frame.

During the eight-year job, a video documentary confirmed the high degree of originality in the car’s equipment. Parts not specifically coded CSX3187 were found by their date codes to correspond with the build date. The body is original, as confirmed by the CSX3187 markings on various places, including doors, hood, and trunk lid—even the floor boards and tunnel inside the cockpit. One of the few additions is the oil cooler, a proper Coventry Radiator unit, which was added earlier in its history. Also added are the stainless steel sidepipes, which Goudie admits was a difficult decision, as it meant cutting holes in the fenders. The only items needing correction to return the car to factory-correct standards are the stainless steel screws used under the hood, various screw-type clamps, and the bare aluminum wheelwells.

CSX3187 was completed in 2001 and never saw a drop of gas in its fuel tank until its appearance at the Amelia Island Concours in 2004, where it secured Best in Class honors. It remains in show-quality condition and has barely been driven in its three decades of single ownership. It currently shows less than 5,900 original miles.

SCM Analysis CSX3187 was sold for \$675,000, including buyer’s premium, at RM’s Automobiles of Amelia Island, Florida, sale on March 14 2009. Let’s dissect the sale:

Less than half the originals are still “good”

First, 3187 is a well known 427 Cobra with a solid history. Furthermore, it is one of the “real” 427 cars, which are more desirable than the roughly 100 examples that left the factory with a 428, as RM indicates. Red is

Details

Years produced: 1965–67
 Number produced: 260
 Original list price: \$7,495
 SCM Valuation: \$675,000–\$825,000
 Tune-up cost: \$500, including adjusting valves and dual carburetors
 Distributor cap: \$15
 Chassis #: Tag riveted to passenger foot box, engine compartment, and stamped on right front frame rail near upper control arm
 Engine #: Casting number and date code on lower front
 Club: Shelby American Automobile Club
 PO Box 788, Sharon, CT 06069
 More: www.saac.com; www.teamshelby.com
 Alternatives: 1963–65 Shelby 289 Cobra, 1972–73 Ferrari Daytona Spyder, 1957–63 Mercedes-Benz 300SL Roadster
 SCM Investment Grade: A

Comps



1966 Shelby Cobra 427
 Lot SP34, s/n CSX3271
 Condition 2+
 Sold at \$702,000
 RM, Ft. Lauderdale, FL, 2/9/2007
 SCM# 44263



1966 Shelby Cobra 427
 Lot 248, s/n CSX3155
 Condition 2
 Sold at \$962,500
 RM, Monterey, CA, 8/14/2008
 SCM# 117447



1965 Shelby Cobra 289
 Lot 438, s/n CSX2485
 Condition 4
 Sold at \$605,000
 RM, Monterey, CA, 8/14/2008
 SCM# 117482



a great original color, and good original 427 street cars are indeed quite rare; I’d speculate less than half of the 160 original ones are technically “good” at this point.

The history of 3187 differs slightly from RM’s description according to the current Shelby American World Registry. Sold to second owner Wilhelm in June 1968, it was reportedly painted 1967 Oldsmobile Emerald Green, and soon lost its original 427 engine. No mention is ever made of the original engine being reunited with 3187 through 2008, so that does raise a question of originality. The catalog states that Dawson purchased the car in 1976, and painted the car silver before selling in March 1978, so there might be a missing owner between Wilhelm and Dawson. The claim of “in storage since 1969” seems a bit of a stretch, using these dates. Southard had the car for about a month before selling to Goudie, who actually advertised it for sale in 1981 for \$75k, with no takers.

Side exhausts are now frowned upon

Besides the engine question, the items that likely hurt the value were the sidepipes, and perhaps the oil cooler—although that is a sensible upgrade. Cobra purists have grown to appreciate the non-kit-car look of a car with factory undercar exhaust, and

sidepipes are now frowned upon. I’d estimate it’s a \$25k project to install proper manifolds (if they could be found), repair the holes, and fabricate a correct exhaust. Problem solved. The incorrect hardware isn’t an issue, nor are the chrome-plated bits. 3187 was a very well restored and correct car. This is rare in the world of 427 Cobras, as most have been heavily modified, or worse yet, been substantially re-skinned after drivers ran out of talent. I inspect Cobras on a regular basis for clients, and questionable repairs, new aluminum, and repaired/replaced chassis are the norm rather than the exception.

So with good 427s widely considered \$750k-plus cars, what happened to 3187? Besides the engine question, I suspect some bidders held back a little due to the trailered show car status of 3187, assuming that it would need recommissioning and sorting before any road use.

I also think the Goudies’ low cost-basis in the car had a lot to do with the sale. They had owned the car for 30 years, and in 1978, these were \$40k cars. Even after the expense of restoration, the owners weren’t upside-down in the car, as many are today. I suspect the car was “loose and selling” when it was unloaded at Amelia.

More than anything else, the synchronized global recession we are experiencing was likely the largest contributing factor in this sale. You had a long-term owner who could “afford” to sell, and a buyer willing to buy a \$675k car in the worst economy any of us have experienced. That, to me, is a sign that the best cars are still holding strong despite world events. Remember, even just five years ago, 427 street cars were in the \$350–\$450k range, so this is a solid result.

You might call this a deal made in heaven. A good, well-known car, a willing and realistic seller, and a logical buyer realizing he had the opportunity to buy a car that may have not been available even twelve months ago—and even better, to buy it today at a discount. To me, everybody wins, and I call CSX3187 an extremely good buy. Good for the Goudies for not selling in 1981, and for the lucky new owner who was in the right place at the right time. ♦

(Introductory description courtesy of RM Auctions.)



1968 Porsche 911 Race Car

If you're racing a 911 and it's feeling twitchy in a high-speed turn, just hang in there, it will be okay. Above all, do NOT lift

by Thor Thorson



Chassis number: 352854

While the Porsche 911 has amassed an unmatched record of racing successes, its entry into road racing was not initially championed by Zuffenhausen. With the exception of the 911R for 1967 and a short run of European rally-prepared 911L models, factory support was non-existent.

Racing drivers interested in piloting a 911 had to do so on their own. The car presented here, however, has a very early and successful racing history and was campaigned by Milestone Racing for the 1968 season in the year-old SCCA Trans Am Under Two-Liter division. Marvin Davidson at Milestone hired the 27-year old Tony Adamowicz to drive, and the Milestone Porsche 911 made its first appearance at the Daytona 24 Hours. Unfortunately, a wreck in this first race placed the team's future in jeopardy.

Luckily, they managed to use the shell of a 912 and married it to many of the parts from the first car, upgrading it to 911 specs in the process. Their efforts proved successful; Milestone won six of the ten races that season. Following its successful season, the car was sold by Milestone in early 1969. Thereafter, however, it disappeared for nearly 30 years.

In the late 1990s, Adamowicz and a fellow Porsche

enthusiast decided to go vintage racing together and embarked on an exhaustive search for the old Milestone car. Just as they were about to settle on a similar 912, they discovered the original car in time-capsule condition after having been converted to street use.

Following restoration, the car was displayed at the Porsche Rennsport reunion in 2007. Featured in Dave Freidman's book, *Trans Am, The Pony Car Wars 1966-72*, the importance of this Porsche cannot be underestimated. In many ways its success proved the viability of Porsche's 911 as a capable racing car. It remains a glorious American piece of Porsche's Rennsport heritage.

SCM Analysis This car sold for \$50,600, including buyer's premium, at RM's *Automobiles of Amelia Island, Florida*, event on March 14, 2009.

Regular readers will be aware that I frequently hold forth about the difference between "collector" values and "weapons grade" values in vintage racing cars. If you have any thought of putting a car on the race track, or taking it on a rally, or anything more than investing and gazing fondly at it, "weapons grade" values are important. If, on the other hand, you are buying cars the way others might collect paintings, as a place to invest

Details

Years produced: 1965-68
 Number produced: 8,987
 Original list price: \$6,190
 SCM Valuation: \$20,000-\$50,000
 Cost per hour to race: \$650
 Chassis #: Above fuel tank
 Engine #: Front beside crank pulley
 Club: Porsche Club of America,
 PO Box 1347
 Springfield, VA 22151
 More: www.pca.org
 Alternatives: 1969-74 Alfa Romeo GTV,
 1968-76 BMW 2002,
 1968-72 Datsun 510
 SCM Investment Grade: C

Comps



1965 Porsche 911 Rally
 Lot 92, s/n 30043
 Condition 3
 Sold at \$40,103
 Christie's, Le Mans, FRA, 7/23/2004
 SCM# 34932



1972 Porsche 911 2.7 RS Replica
 Lot 633, s/n 9112500263
 Condition 3-
 Sold at \$39,997
 Bonhams, London, UK, 12/1/2008
 SCM# 118708



1973 Porsche 911 Carrera RS Replica
 Lot 630, s/n 9113201273
 Condition 1-
 Sold at \$88,947
 Bonhams, London, UK, 12/4/2006
 SCM# 43842

capital that will be fun to own, look at, and maybe impress your friends, then the investment or "collector" values are crucial.

That the Porsche 911 is one of history's great cars is a given. The mere fact that some recognizable variant has been with us for over 40 years demonstrates that. As racing cars they have ranged from the dicey to the fabulous over the years, with the early cars tending toward treacherous and the later ones closer to unbeatable, but they have all been highly competent.

The first thing to remember is that Porsche stretched the wheelbase for 1969, so the early cars are easily identifiable as "short wheelbase" cars vs. the later "long wheelbase" versions. Conveniently, the timing of the change matches many vintage clubs' eligibility rules, so the SWB cars are more generally acceptable. They are also more challenging to drive; between the rear engine, the shorter wheelbase, and the lack of tire and chassis assistance available on the later variants, early cars can be very exciting, particularly in the high speed twisty bits. A personal observation: If you're racing a 911 and it's feeling twitchy in a high-speed turn, just hang in there, it will be okay. Above all, DO NOT lift. A Porsche can do a triple axel quicker than most figure skaters if you get it wrong.

Don't misunderstand me, they're generally very forgiving cars to drive, but they do have their quirks. That said, if you are going to have a "big one," there is probably no safer or stronger chassis to be strapped inside than a 911. If things go very wrong, paying the body shop is far less painful. On the subject of paying for things, unless you're planning on playing at the extreme upper edge of the go-fast spectrum, 911s are relatively easy on the pocketbook.

Easy on race-expendables like tires and brakes

Most vintage racers get 45-50 hours between engine rebuilds (roughly twice what English racing engines can pray for), replacement parts are easy and inexpensive to find, and the cars are very easy on race-expendables like tires and brakes. All in all, Porsche 911s are among the most user friendly of all vintage racing cars. Thus they have very high "weapons grade" value and consistently sell for between \$35,000 and \$75,000.

Collectibility is more of a problem. Porsche built an awful lot of SWB 911s (about 9,000, plus maybe 30,000 visually identical 912s), so they're hardly rare; other things need to exist if you want to assert specialness to one. This is complicated by the fact



that Porsche itself didn't see the 911 as anything more than a sporting production car until well into the 1970s, so factory racing provenance is almost non-existent with the early cars. They did build a run of 24 "911R" cars in 1967 for both road racing and rally use under Porsche's banner, and these are the gold standard of collectibility, with a current value in the \$750k range. Unfortunately, there's little else that can claim much racing history unless you want to look for cars that privateers ran, and at best they'll have a fraction of the collector value.

The subject car claims a very impressive U.S. racing history, having won the Trans Am in 1968, and as such probably would justify the \$90k-\$140k estimate proposed in the auction catalog. The car certainly looks the part and seemed technically correct, but trusting auction catalogs to be historically accurate documents is a dangerous pastime. In researching this car, I spoke with five Porsche specialists, all of whom knew this car, and none of them believed there was any chance that the chassis or any major parts actually raced in 1968.

The original wasn't a Ferrari GTO, after all; it was a derelict 912 chassis bought out of a New York police impound yard and fitted with the engine, etc. from a totaled 911 to build what became a successful racer. I doubt it even had a title, and that used-up racer was sold off in 1969 to disappear for 30 years. The assertion that it was fortuitously rediscovered as a street vehicle and subsequently brought back to its former glory stretches credulity.

Though the car had been built by people closely associated with Adamowicz and was presented as an important car, it's obvious that nobody with a bidder's paddle took the history written in the catalog as anything other than interesting reading. Offered without reserve, the car was hammered sold at a bit over \$50,000, which I would say is very close to the right money for a well-presented but mechanically unknown vintage racing 911. There was no collectibility value assigned in the purchase, only weapons-grade value, so I would say it was correctly bought and sold. ♦

(Introductory description courtesy of RM Auctions.)

626 Cars, \$22m in Sales

Many locations struggled to meet last year's totals, but a number of cars still brought strong prices

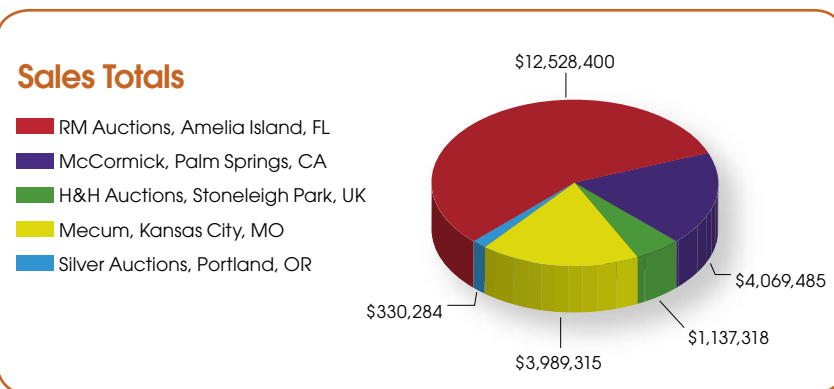
by Jim Pickering

Auction goers have watched the collector car market fluctuate in response to a troubled economy for the better part of a year now, and recent sales again met with some difficulty in achieving the same numbers set this time last year. However, although final totals were down nearly everywhere, the majority of prices achieved were still generally stable across the board, showing that both buyers and sellers continue to adjust to the market.

In mid-March, Contributing Editor Donald Osborne made his way to Florida for RM's annual Amelia Island event, where 89 of 107 cars traded hands for a final total of \$12.5m. Osborne noted that there was a lack of million-dollar lots this year, and that, combined with the excitement-sapping reality that RM was not allowed to drive cars across the block due to construction at the Ritz-Carlton's garage, resulted in a \$4.2m drop in totals from 2008's \$16.7m. However, a number of substantial prices were achieved, including \$165,000 for a 1932 Ford Model 18 DeLuxe 3-window coupe.

In late February, Senior Auction Analyst Carl Bomstead traveled to Palm Springs for McCormick's annual Winter Auction, where 254 cars brought just over \$4m. Bomstead found prices here to be on average about \$2,700 below those achieved in 2008, and cars with any stories or modifications were a much tougher sell. Still, an interesting 1954 Chevrolet ambulance stated to have been owned by Howard Hughes sold for \$9,188, while a decent 1955 Cadillac Coupe DeVille brought \$19,950.

H&H descended upon Race Retro in March, retaking what for the last three years has been Bonhams's spot as the key auction of the weekend, and selling 29 of 71 cars for a final total of \$1.1m. Auction Analyst Paul Hardiman



was there to cover the lots as they crossed the block, noting that although made up of mostly competition cars, which have been hard to sell recently, average values were strong at around \$39,000 per car. Final totals nearly matched those of the Bonhams Race Retro sale from March '08, although more cars were offered and not sold, which dropped the final sales percentage from Bonhams's 68% to H&H's 41%.

Senior Auction Analyst B. Mitchell Carlson was in Kansas City last December for Mecum's annual Kansas City High Performance Auction, where 212 cars totaled nearly \$4m. Several collections were offered for sale here, but prices were light on a number of cars, including a decent Plymouth Superbird that sold at \$86,625 and a 1969 Camaro Z/28 that went to a new owner at \$45,675.

In late February, Silver returned to the Rose City for its annual Spring Portland sale, where 42 of 118 cars traded hands for a combined \$330k. Executive Editor Paul Duchene was there to cover the lots on offer, noting that many sellers were looking for more than current market pricing. Duchene also noted that no big-money cars sold this year, with high sale honors going to a 1968 AMC AMX at \$22,248.

Finally, if you've had enough of paying at the pump, Geoff Archer's collection of alternatively fueled vehicles should have just what you need to go green in style. ♦

SCM 1-6 Scale Condition Rating:

- 1: National concours standard/perfect
- 2: Very good, club concours, some small flaws
- 3: Average daily driver in decent condition
- 4: Still a driver but with some apparent flaws
- 5: A nasty beast that runs but has many problems
- 6: Good only for parts

Top 10 Sales This Issue

(Land Auctions Only)

1. 1930 Duesenberg Model J convertible coupe, \$1,072,500—RM, p. 60
2. 1954 Packard Panther Daytona Concept roadster, \$700,000—RM, p. 66
3. 1941 Chrysler Newport Twin Cowl phaeton, \$687,500—RM, p. 62
4. 1966 Shelby Cobra 427 roadster, \$675,000—RM, p. 66
5. 1966 Ferrari 275 GTS convertible, \$445,500—RM, p. 58
6. 1937 BMW 328 cabriolet, \$302,500—RM, p. 56
7. 1938 Packard Twelve coupe roadster, \$286,000—RM, p. 62
8. 1954 Hudson Italia coupe, \$275,000—RM, p. 66
9. 1952 Mercedes-Benz 300S cabriolet, \$255,750—RM, p. 56
10. 1932 Reo Royale convertible coupe, \$220,000—RM, p. 60



Best Buys



1. 1953 Buick Skylark convertible, \$107,250—RM, p. 64
2. 1924 Vauxhall 23/60 OD Malvern tourer, \$61,600—H&H, p. 84
3. 1967 Jaguar XKE coupe, \$37,538—McC, p. 72
4. 1968 AMC AMX coupe, \$22,248—Sil, p. 104
5. 1970 Chevrolet Camaro RS Z/28 coupe, \$26,775—Mec, p. 98

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Automobiles of Amelia Island

There was not a raft of million-dollar lots, but rather more modestly valued cars with a generally wider appeal



RM drew a good crowd, including plenty of new bidders

Company	RM Auctions
Date	March 14, 2009
Location	Amelia Island, Florida
Auctioneer	Peter Bainbridge
Automotive lots sold / offered	89/107
Sales rate	83%
Sales total	\$12,528,400
High sale	1930 Duesenberg Model J convertible coupe, sold at \$1,072,500
Buyer's premium	10%, included in sold prices

Report and photos by Donald Osborne
Market opinions in italics

In 2008, stormy weather provided a bit of drama at RM's Amelia Island sale, and although this year saw no rain, RM was again dealt an unfortunate hand—no cars could be driven across the block due to the disruption of the grounds from construction at the Ritz-Carlton's garage. It was certainly disappointing to all, but the good news was that a new ballroom will house the 2010 edition of the sale and once again allow a drive-through layout.

Although clearly handicapped by the situation, RM rose to the occasion and produced a sale that by most measures should be counted as a success. The assortment on offer was interesting in that there was not a raft of million-dollar lots, but rather more modestly valued cars with a generally wider appeal, and that's not a bad idea in uncertain times. Top lot of the sale, a 1930 Duesenberg Model J Disappearing Top convertible coupe, did break the magic million at \$1.07m. It looked to be a perfect tour car and represented an interesting exception from usual practice, in that the living seller was identified. He was noted collector (and SCMer) Sam Mann, and identifying him in my opinion successfully enhanced the known provenance in the marketing of the car.

The second-highest transaction was a post-block sale, which saw the stunning 1954 Packard Panther Daytona concept car go to one of the country's leading collectors of the marque for \$700,000. Another notable sale was that of the 1941 Chrysler Newport Dual Cowl phaeton

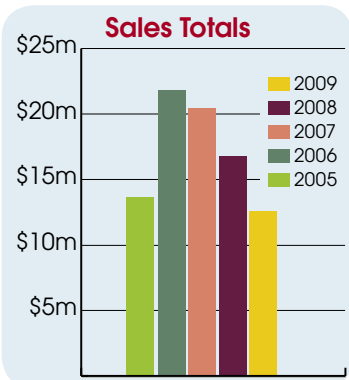
for \$687,500. Of the five built, this one was probably the most original, and the price paid seemed quite fair for both parties.

Truly remarkable was the sale of a 1932 Ford Model 18 DeLuxe 3-window coupe for an astonishing \$165,000. One of a selection of Fords from the Grant Oakes Collection, the early V8 was not only rare, being one of the few 3-window coupes to escape the hot rodder's knife, but also had scored 1,000 points in Early Ford V8 Club competition. While shocked, I was pleased to see the audience value this early Ford so high.

Of course, the most notable no-sale was that of the 1959 Ferrari 250 GT LWB California Spyder. Beautifully restored and a Pebble Beach winner, four telephone bidders took it up to \$1.97m and no further. While an open-headlight LWB is the least desirable of the Cal Spyders, this one certainly deserved to sell, and in this case, not being in the room with it may have prevented the suitors from closing the deal.

I observed what seems to be a graphic indication of the health of a discerning market in the sale of four Jaguar XKE convertibles. Each sold according to their level, from \$66k up to \$143k. The reasonable estimates and the good sell-through rate appeared to be part of a deliberate strategy on the part of RM. Ian Kelleher, during the SCM / CM private tour of the consignments, opined, "Consignors and buyers both were showing flexibility and the willingness to make a deal." New enthusiasts were also being drawn in, with RM reporting a larger number of freshly registered bidders.

More important, 20 of those first-timers ended up buying. ♦



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CZECH

#244-1940 **TATRA T87 4-dr sedan.** S/N 544113. Silver/dark red leather. Odo: 24 km. Somewhat variable panel fit, well applied paint reveals numerous prep issues underneath. Good chrome and trim, unmarked glass. Well done seats, door panels a bit wavy and wrinkled. Dashboard shows well, one gauge hole empty. Cond: 4+. **SOLD AT \$121,000.** *The Tatra T87*



has, along with its predecessor the T77, come into its own as a design and engineering icon of the pre-war period. This car, sold by an SCMer, started as a derelict but largely complete and original car which was stripped down to receive a rather too casual restoration. It really wasn't as good as it should have been and deserves a bit more. Perhaps it will get it at some point. For now, well sold. See the profile, p. 42.

ENGLISH

#261-1951 **ALLARD J2 roadster.** S/N 99J1787. Black/red leather. Odo: 993 miles. 283-ci V8, 3x2-bbl, 4-sp. Very good panel fit and paint, good bright trim, clean interior with somewhat soiled seats. Dash panel holds a mixture of Moon and Stewart Warner gauges.



Cond: 2-. **SOLD AT \$154,000.** *A well-presented J2 Allard, which was the beneficiary of a high-dollar restoration not too long ago. Originally Cadillac powered, it acquired a Corvette lump in the '60s or '70s. Extensively vintage raced and appeared ready to go. Well bought.*

#240-1951 **NASH-HEALEY LE MANS Alloy roadster.** S/N N2041. Eng. # NHA1044. Seafoam Green/beige canvas/green leather. Odo: 18,803 miles. Good panel fit, hood has uneven gaps at rear edge. Very good paint shows a few minor flaws and light polish scratches. Variable bright trim, with very good bumpers contrasted with faded grille bars and windshield surround. Very good interior shows



some soiling and cracking on steering wheel under paint, carpets show some discoloration. Cond: 3+. **SOLD AT \$67,100.** *The first series of the Nash-Healey, with a Panelcraft alloy body. Everyone agrees that the later steel Pininfarina cars are much more attractive, but these are Mille Miglia eligible. Painted a lovely but incorrect color, it was nicely presented. This price seemed like a bargain, but was probably correct in today's market.*

#295-1956 **AUSTIN-HEALEY 100 BN2 Le Mans roadster.** S/N BN2L233290. Eng. # 1B233290M. Red & black/black canvas/black vinyl. Odo: 6,747 miles. Very good panel fit, except trunk gaps a bit wide. Good paint has a chip at base of left A-pillar, chrome shows no issues. Well done interior fitted with aftermarket wood



wheel. Cond: 2+. **SOLD AT \$64,900.** *Dealer package Le Mans-spec Healey 100, a national concours winner six years ago. When seen at Russo and Steele's Monterey sale in August '05, it sold for \$70,400 (SCM# 39047). Not driven since, it's still sharp and ready to show or drive. The price reflects the non-original spec, but it still was bought well for condition.*

#213-1961 **AUSTIN-HEALEY SEBRING SPRITE Lightweight Works Special racer.** S/N ST450S. Blue gray/black & blue vinyl. RHD. Very good panel fit, good paint to competition standards. Clean interior has a modern race seat and an original passenger's seat. Modern Suntune tach, Moto-Lita wheel. Restored in the '90s, freshened in 2008. Cond: 3+. **SOLD AT \$69,300.** *A neat little racing Sprite, with Nassau and Sebring history. Alloy*



bodyed, including the roll bar, which seemed to be a bad idea. The seller was concerned about the provenance and felt that the car should have been much more expensive, but in the end, it still sold for a good price.

#246-1966 **ASTON MARTIN DB6 coupe.** S/N DB62590R. Eng. # 4002607. Fiesta Red/black leather. Odo: 7,101 miles. Very good paint shows some touched-in chips on nose and small stress cracks at A-pillars. Decent chrome shows some rippling under plating on door window frames. Very good interior let down only



by lumpy dashboard top roll and grab handle. Cond: 2-. **SOLD AT \$121,000.** *A well done DB6, converted from RHD in 1985. It was not my favorite in red, but it certainly had presence. The price achieved was lower than would have been expected last year, and follows a general softening in DB6 values.*

FRENCH

#256-1936 **BUGATTI TYPE 57 Stelvio cabriolet.** S/N 57395. Two-tone blue/black canvas/navy leather. Odo: 907 km. Coachwork by Gangloff. Very good panel fit and paint. Chrome generally nice, but some pieces are ripply beneath plating, and windshield trim shows some subsurface pitting. Very good interior, scarred and chipped brake and gearshift levers odd. Cond: 2-. **NOT SOLD AT \$240,000.** *A*



good-looking, well-prepared Stelvio convertible in classic colors. A very high level driver, it's steadily lost value since 2006 while not being driven at all. It started as a \$396k sale at RM's Monterey sale in August '06 (SCM# 42671), then was a no-sale at the same venue in August '08 at \$325k (SCM# 117513). Here it stalled at \$240k. It's a small wonder the seller didn't want to cut it loose, as it should be worth more. But the market is telling him something...

GERMAN

#271-1914 **MERCEDES 22/50PS town car.** S/N 16081. Eng. # 16081. Dark red, maroon &

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black/black leather & beige cloth. RHD. Odo: 25,217 miles. Excellent door fit. Old paint distressed, patched, chipped, and scratched. Wicker trim wet and wavy, leather fenders fair, brass trim dull. Front seat very good, with some chipping on varnish of dashboard panel. Rear compartment well trimmed and complete, but very soiled and musty. Wonderful burlwood bar box as scuttle, brass foot rests. Fitted with Solar headlights. Cond: 4-. **NOT SOLD AT \$221,000.** A grand Mercedes town car, sold new in the U.S. and bodied by Brewster. We've seen it before, in August '05 at Bonhams' Quail Lodge sale, then a no-sale at \$215k (SCM# 38978). It reappeared at Bonhams' May '06 Brookline auction, again a no-sale at \$165k (SCM# 41704). In both appearances it was described as a 1910, with JJ Astor IV provenance. It's since been dated to 1914, two years after Mr. Astor met an untimely end on the Titanic. It's clear that the \$200k range is the price for this car pre-restoration. So, the choice is the seller's.

TOP 10 No. 6 #245-1937 BMW 328 cabriolet. S/N 85112. Eng. # 85112. Burgundy/tan canvas/tan leather. Odo: 140 km. Very good panel fit, shiny paint shows some prep flaws, bright trim presentable. Well-upholstered seat, nicely finished dashboard, steering wheel shows some flaws. Cond: 2-. **SOLD AT \$302,500.** A very rare and rarely



seen cabriolet version of the desirable 328, which is most often seen in roadster trim. At first glance this car looks terribly over-bodied, but it grows on you. It was another of my favorites in the sale. I was happy I didn't really fit in the claustrophobic interior; so I had no regrets when it brought as much as it did. Well sold. See the profile, p. 44.

TOP 10 No. 9 #237-1952 MERCEDES-BENZ 300S cabriolet. S/N 188010. Eng. # 0200006352. Burgundy/beige canvas/beige leather. Odo: 959 km. Very good panel fit, excellent paint, superb chrome shows only



the tiniest of flaws. Very good upholstery shows some soiling on driver's seat, some bright trim on dash lightly pitted. Exceptional wood trim, Becker Nurburg radio. Cond: 2+. **SOLD AT \$255,750.** This hand-built Benz featured a stunning color combination, and clearly a great deal of money was spent on the restoration. It was let down by a few small details, all of which would be easy to fix. Although this was not the more desirable SC model, the buyer still did quite well, as this price was surely less than the cost of the restoration.

#255-1955 MERCEDES-BENZ 300SL Gullwing coupe. S/N 1980405500503. Ivory/red leather. Odo: 34,818 miles. Good panel fit, smooth paint with some surface rust showing in side fender vents. Sill jack hole covers missing. Very nice chrome, clean interior shows some



wear. Cond: 3. **NOT SOLD AT \$375,000.** An older restoration with some incorrect details on a car which had been static in a museum prior to that, with minimal use over the last 25 years. Seemed honest enough, and in this situation, the right price shouldn't have been far away from the high bid.

#306-1960 BMW ISETTA 300 coupe. S/N A11917. Green/tan vinyl. Paint shows orange peel, which is fine, as well as sinkage and adhesion bubbles, which is not. Good chrome, dull alloy trim. Right headlight mounted upside-down. Seat has some soiling, instrument binnacle shows chipped paint, signal switch



pitted. Cond: 4. **SOLD AT \$22,000.** A very casually presented sunroof bubble car with an older restoration that's gone off. Last seen at the Worldwide Group's Hilton Head sale in November '08, where it was a no-sale at \$22k (SCM# 118595). The seller wisely accepted this bid, which was generous.

#215-1961 MERCEDES-BENZ 190SL convertible. S/N 1210421000155. White/black canvas/red leather. Odo: 22,693 miles. Good panel fit, except left door out at rear edge. Decent paint shows some sink marks, small nicks, and a stress crack. Nice chrome with some flaws



under plating on bumpers, new seats and door panels well done but in an incorrect grain. New carpet, dash bright trim shows pitting. Cond: 3-. **SOLD AT \$49,500.** A casually refurbished 190SL, but still a very attractive cruiser. It takes a lot of money and attention to detail to do one of these right, and it's hard to get that back on resale. This one was right on the money.

#291-1964 PORSCHE 356 SC cabriolet. S/N 159408. Light Ivory/black canvas/black leather. Odo: 20,384 miles. Very good panel fit, smooth paint over straight body. Chrome generally very good except for very pitted door handles. Excellent interior, period Blaupunkt radio, factory hard top. Cond: 2. **NOT SOLD AT \$92,500.** The most desirable SC. A very



high level driver; offered by an SCMer: This was the "barn find" cabriolet sold at Christie's Greenwich sale in June '07 for \$56,100 (SCM# 45537). 356 values had been steadily rising for the past three years but have now softened. High bid was plenty.

#219-1969 MERCEDES-BENZ 280SE cabriolet. S/N 1102512002247. Black/black canvas/dark green leather. Odo: 32,647 miles. Excellent panel fit, very good paint and chrome. Interior appears to be original, showing only the smallest traces of wear. Very good wood with some cracking to varnish on dash top at left corner. Becker Mexico radio. Cond: 2-. **SOLD AT \$55,000.** A low-mileage, very straight six-cylinder cabriolet in great colors. The sixes



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offer terrific value in these superbly made cruisers, which were the last of the hand-finished Mercedes. Well bought.

#209-1970 VOLKSWAGEN KARMANN GHIA convertible. S/N 1402103869. Red/black canvas/white vinyl. Very good panel fit, except front lid a bit high at front edge. Good paint shows some prep flaws and some small rubs but is very presentable. Chrome fair to good, with light pitting on many pieces. Interior



somewhat soiled, with much micro-cracking on steering wheel. Original Sapphire radio. Cond: 3. **SOLD AT \$13,200.** This late Karmann Ghia, sold by an SCMer, attracted a lot of attention at the preview. It appeared to be a good, honest car with a fluff, but ultimately, the details just weren't there to bring a big price. Fairly bought and sold.

ITALIAN

#257-1930 ISOTTA FRASCHINI MODEL 8A convertible sedan. S/N 1578. Two-tone red/beige canvas/brown leather. RHD. Odo: 66,161 miles. Variable panel fit, with all doors out at rear edge. Well applied paint shows a few rubs. Chrome good, with some light pitting on door handles and a faded radiator shell. Interior shows some wear on driver's seat cushion, chips on steering column paint, and dull alloy wheel boss. Cond: 3-. **NOT SOLD AT \$240,000.** Stunning, and not for all the right reasons, in tonal reds. Sold new in NYC. A former show girl that's



gone a bit to seed. Seen at Barrett-Jackson in January '92, in orange and cream livery, where it failed to sell at \$295k (SCM# 3534). Restored and now red, it sold at RM's Meadow Brook sale in August '08 at \$467,500 (SCM# 117394). It's not surprising that the owner passed on an offer 49% below what he paid, but the colors will make this a tough sale.

#275-1957 ALFA ROMEO GIULIETTA Spider Veloce monoposto. S/N AR149502646. Eng. # AR00010600512. Red/red cloth. Odo: 46,602 miles. Good door fit, lightweight hood gaps wide and uneven. Paint generally good but shows star cracks on trunk lid as well as waviness and orange peel on several panels. Fair bright trim, stripped interior with faded race seat. Modern VDO Pro Eliminator tach, supplementary oil pressure and water temp gauges.



Period Nardi wood wheel. Cond: 4+. **NOT SOLD AT \$70,000.** Said to be descended from one of the 24 factory-built lightweight single seater (Monoposto) Giulietta racers, of which it may have the hood, doors, and trunk. Driven by noted racer Al Leake, it was rebodied following an accident in 1978. Restored in the 1990s to race car concours standard and well used since. Sold by RM at Monterey in August '07 for \$99k (SCM# 46409). With the vagaries of the history, the high bid was only a bit light.

#253-1959 FERRARI 250 GT LWB California spyder. S/N 1307GT. Eng. # 1307GT. Navy blue/black canvas/black leather. Odo: 6,582 km. Superb panel fit, very good paint shows slight polish scratches, chrome shows no issues. Very good interior shows light wear on driver's seat cushion. Auxiliary temperature gauge fitted under dash. Silver custom-fitted BMW 507 hard top. Cond: 1-. **NOT SOLD AT \$1,975,000.** A very lovely LWB California Spyder in elegant colors. Full known ownership history, recent vintage rally use, shown at Pebble Beach and Meadow Brook. Offered by RM in Manhattan, in September '02, where it was a no-sale at \$924k (SCM# 29116). Superbly



turned out and well sorted, it seemed to be two or so bids away from selling, but it didn't happen. Perhaps we've seen too many Cal Spyderys on the market at one time?

#280-1964 FERRARI 330 GT 2+2 coupe. S/N 06363. Eng. # 06363. Azzurro Metallic/black leather. Odo: 71,155 miles. Very good panel fit, except right door slightly out at rear edge and hood slightly off. Good paint has a color mismatch on left door and small prep issues, including some adhesion bubbling. Good chrome with



fading and nicks in areas. Interior clean, with good patina and a bit of wear on driver's seat. Cond: 3-. **SOLD AT \$82,500.** A straight, honest 330 GT 2+2. And I don't care what Publisher Martin and lots of others say... I like the four-headlight model, even without power steering. A no-reserve good deal. Well bought.

#258-1966 FERRARI 275 GTB/4 coupe. S/N 09363. Red/black leather. Odo: 83,280 km. Very good panel fit, excellent paint shows some minor polish scratches. Plexi sliding side windows somewhat scraped. Interior shows wear, but in a good way. Later '70s small diameter leather-rim wheel fitted. Cond: 3+. **NOT SOLD AT \$500,000.** A 275 four-cam with a pseudo-



competition look acquired after a fairly major road accident in the early '70s. It also has had a replacement crankcase and a suspension upright fitted at the time of repair. It was an attractive car, and a number of bidders showed interest, but none would go the distance, pointing out the shaky market for cars with stories of any kind.

TOP 10 No. 5 #279-1966 FERRARI 275 GTS convertible. S/N 07655. Eng. # 07655. Rosso Chiaro/beige canvas/tan leather. Odo: 22,427 miles. Very good panel fit, some areas of paint show minor prep flaws. Very good chrome, resprayed seats are still supple, dashboard wood a bit dry looking. Road-clean engine compartment appears used and maintained. Becker Mexico cassette radio. Cond: 2-. **SOLD AT \$445,500.** Very nice driver-level GTS, straight and honest. The 275s are very

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usable cars and are great for rallies. This car was sold by RM at the Maranello sale in May '08, where it brought \$595,788 (SCM# 116743). Not quite a year later and about 400 miles down the road, it's cut loose for \$445k. They've been drifting around \$450k-\$500k for a couple of years now and seem to be settling on the low side. Market priced.

#268-1969 LAMBORGHINI ISLERO coupe. S/N 16M48310M. Yellow/tan leather. Very good panel fit, except left door out at rear edge. Generally good paint a bit thick and shows breaks at lower right door hinge, as well as some runs in fender to door gap. Good chrome except for very faded and lightly pitted windshield trim. Interior clean, but seats are stiff and dyed in a slightly off color. Poorly fitted ashtray in console. Nardi wood rim wheel.



Cond: 3. **SOLD AT \$90,750.** Ah, the formerly unloved Islero. They have begun to get some respect with the recent rise in early Lambo values and are seen more often at auction. This one has been to three sales: Mecum Elkhart Lake in July '99, where it was a no-sale at \$42k (SCM# 14230), Russo and Steele's Monterey sale in August '07, where it sold at \$68,200 (SCM# 46357), and now here. Back in '99 it was black, a color it could have profitably remained. Well sold and fairly bought.

#265-1984 FERRARI 512 BBi coupe. S/N ZFFJA09B000047747. Black/tan leather. Odo: 18,861 km. Very good panel fit, somewhat thick paint shows prep issues, some bubbling, and a few touched-in chips. Interior somewhat worn and soiled, with mismatched patch on top of



left side of dash. Leather sills dirty underneath plastic covers. Original Pioneer cassette stereo. EPA/DOT sticker. Cond: 4+. **SOLD AT \$93,500.** A slightly tired-looking Boxer. These cars have been coming up in value, but they're led only by the best, and this was just a used car. Well sold.

AMERICAN

#208-1908 BUICK MODEL 10 Touring runabout. S/N 928. Ivory/black canvas/red leather. RHD. Good older paint shows some stress cracking and some staining. Brass could



use a polish, but is in good shape. Well-fitted upholstery. Cond: 4+. **SOLD AT \$39,600.** A rakish three-seat runabout, and a great vintage tourer. An older museum restoration which had been recommissioned, it looked ready to use and enjoy. Fairly priced.

#276-1927 HUDSON SUPER SIX Replica tourer. S/N 290121. Dark green & black/black canvas/green leather. RHD. Odo: 4,370 miles. Excellent panel fit, superb paint has one chip on left door hinge and a few touched-in chips on cowl near hood. Very good nickel trim, well-fitted interior shows some light wear on seat backrests. Excellent wood trim. Cond: 2+.



SOLD AT \$198,000. A stunning replica of a period racing Hudson built to a high standard in Australia in the '90s. The Vanden-Plas-style body was well proportioned, and the supercharged engine should give great grunt. It captured a great deal of attention during the preview and sold above the high estimate. Could not be duplicated for twice the number. Well bought.

TOP 10 No. 1 #247-1930 DUESENBERG MODEL J convertible coupe. S/N 2340. Eng. # J401. Beige/beige canvas/red leather. Odo: 80,976 miles. Coachwork by Murphy. Good panel fit, except both doors slightly out at forward edge. Good older paint shows polish



scratches, stress cracking, and some bubbling on right side of cowl. Good bright trim, very good interior with nicely creased seat and slightly baggy carpet. Excellent wood trim on doors and dashboard. Trippe lights. CCCA National First #023, 1998 Pacific NW Caravan. Cond: 3-. **SOLD AT \$1,072,500.** Ex-Sam Mann Collection. A wonderfully sexy disappearing-top Model J with a very high level restoration that has nicely mellowed. A perfect candidate for one of Mann's Duesenberg tours. Final bid achieved is proof that the best cars bring the right prices. Market correct.

TOP 10 No. 10 #286-1932 REO ROYALE convertible coupe. S/N 35N3001. Dark blue & silver/navy canvas/dark blue leather. Odo: 226 miles. Coachwork by Murray. Very good panel fit, well-applied paint has some chips on radiator shell and cowl from hood closing. Very good chrome, well-fitted interior with slightly dull and soiled steering wheel. Lovely instruments and grain-painted dashboard. CCCA National



First #1348. Cond: 2+. **SOLD AT \$220,000.** Ransom E. Olds' second act, the Reo was a solid middle-class car, and the Royale was a move upmarket at the moment of the Depression. This example had a very thorough restoration to top show quality in the late '80s which has since mellowed a bit. Sold in October '04 at RM's S. Ray Miller Collection sale for \$184,250 (SCM# 35192), it basically sold here for 20% more. Certainly beats the equities markets. Well bought.

#224-1932 FORD MODEL 18 roadster. S/N 18187853. Blue, black, & yellow/beige canvas/brown leather. Odo: 452 miles. Very good panel fit, except right door slightly askew. Good paint shows some aging flaws, some chrome just OK. Wind wings missing in preview, windshield delaminating on edges. Clean interior, casually cut opening for brake lever in floor mat. Cond: 3. **SOLD AT \$79,200.** From the Oakes Collection. The Model 18 is the ultimate derivation of the Model A and offers classic early looks with flathead V8 power. This was a very good older

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when it brought \$178,750 (SCM# 27964). Now 7,000 miles later, it's very used and ready for a makeover—hopefully to lose the green paint. Well sold.

#302-1935 AUBURN 851 phaeton. S/N 1148H. White/black canvas/black leather. Odo: 2,435 miles. Very good panel fit, decent paint shows a few touched-in chips, small stress cracks, and an area of blow-in. Very good chrome, clean interior with good seats and carpets. Dash metal trim a bit soiled and some instrument faces

restoration that was still very presentable. Great colors gave a sophisticated look to the car, and at this price, it was both well bought and sold.

#228-1932 FORD MODEL 18 DeLuxe 3-window coupe. S/N 1884237. Burgundy, black & red/brown leather. Odo: 427 miles. Very good panel fit, mostly decent paint shows some areas of orange peel on rear. Very good bright trim, excellent interior. Multiple awards include AACA President, Dearborn Award, and Early Ford V8



Club 1,000-point status. Cond: 2+. **SOLD AT \$165,000.** From the Grant Oakes Collection. A very high level restoration now needing a bit of a tune-up. It's rare to see a surviving 3-window that's not been rodded, but to see one like this is amazing. An absolutely sensational result for a great car. I loved it—worth every penny.

#251-1934 PACKARD TWELVE 5-Passenger phaeton. S/N 901901. Two-tone green/beige canvas/green leather. Odo: 6,942. Excellent panel fit, very good older paint now shows signs of aging, with some alligatoring, rubs, and chips. Bright trim shows no issues. Seats worn, with some split seams on driver's backrest. Instrument glass a bit opaque, dash-



board faux wood trim paint very good. CCCA National First #870. Cond: 4+. **SOLD AT \$211,750.** This Packard was born an Eight, becoming a Twelve during a '70s restoration at Hill and Vaughn. It then went on to win a raft of awards. Sold off to Japan for a time, then back to the U.S. Sold by RM at Amelia in March '01,



faded. CCCA National First #842. Cond: 3. **NOT SOLD AT \$45,000.** Formerly a part of the Kughn Collection, sold by RM in September '03 for \$74,800 (SCM# 36393). High-level older restoration has now mellowed. It had been extensively toured and is ready to enjoy as-is or to re-restore for show once more. White is not the most dramatic color for this 4-door convertible and may have held interest down.

#273-1935 CHRYSLER C-1 Airflow Eight coupe. S/N 6602390. Eng. # C11061. Black/brown leather. Odo: 41,476 miles. Somewhat variable panel fit, with both doors out at rear bottom, a common fault in Airflow coupes. Very good paint, but rusty screws on taillight stems and front bumper mounts detract. Good chrome, very good interior spoiled by sloppy armrest



cover and headliner welting. AACA Junior and Senior Firsts in 2007, Best in Show at the 2007 Airflow Club of America nationals. Cond: 3. **NOT SOLD AT \$62,500.** In my opinion, the 2-dr coupe is the better looking Airflow. These are rare cars which for some reason have become almost ubiquitous at auction recently. They're never restored as well as they deserve, but this one was better than most. It certainly deserved another \$10k at least.

#235-1937 CORD 812 SC phaeton. S/N FC3002. Black/tan canvas/maroon leather. Odo: 50,125 miles. Good panel fit aside from right door out at forward edge. Older paint shows well, but has small touched-in chips and some microblistering in places. Good bright trim, interior has very good seats and door panels, flawed



dashboard and bright trim, and visibly worn wiring on turn signal control. Cond: 3-. **NOT SOLD AT \$165,000.** A handsome older restoration of a rare, genuine supercharged Cord Phaeton. Sold by RM back in 2000 at Amelia Island, when it brought \$155,100 as a #1 with a fresh restoration (SCM# 19955). 500 miles later, it's down to a #3-. Still, it certainly should be worth at least \$200k—or is the Cord market softening?

TOP 10 No. 7 #259-1938 PACKARD TWELVE coupe roadster. S/N A600534. Gold/beige canvas/taupe leather. Odo: 99,753 miles. Good panel fit, but both doors out at rear bottom and hood a bit wide at rear side edges. Good paint has some defects, such as adhesion bubbling on rear fender and waviness on hood. Delamination on left vent window glass. Very good interior only let down by wear in wood



door caps and light pitting under plating on gloveboxes. Cond: 2-. **SOLD AT \$286,000.** The sporty Coupe Roadster is one of the loveliest designs in the desirable Packard Twelve line. This example was not a super-sharp show car, but it was very handsome nonetheless. It was last seen at RM's Monterey sale in August '08, where it sold for \$259,600 (SCM# 117501). Three miles later, it's retained its value, but just. Well bought.

TOP 10 No. 3 #270-1941 CHRYSLER NEWPORT Twin Cowl phaeton. S/N C7807503. Mint green/green leather. Odo: 75,904 miles. Generally good panel fit, except right rear door out at rear bottom. What appears to be largely original paint is much distressed but still shiny in most places. Bumpers appear replated, other bright trim faded. Seats recently done and excellent, dash is unrestored and very good, steering wheel shows some fading and cracks. Cond: 4. **SOLD AT \$687,500.** One of five custom-bodied Chrysler "halo" show cars built in 1940, and the '41 Indy 500 Pace Car. Later the personal property of Walter P. Chrysler.



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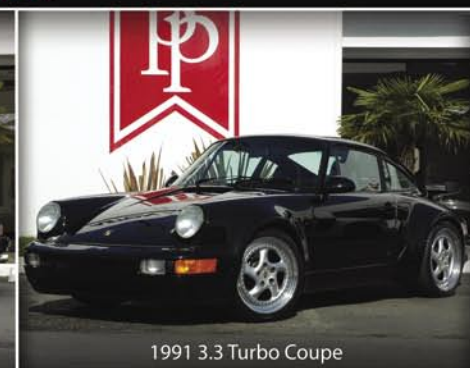
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Wonderfully original, its only fault is that the hidden headlights of the other cars are much more attractive. A terrific icon of the period, priced exactly right. Well sold and bought.

#233-1948 NASH AMBASSADOR Custom convertible. S/N RE76840. Blue/black canvas/brown leather & cloth. Odo: 7,898 miles. Excellent panel fit, superb chrome, smooth paint has two small chips on fenders from a hood clearance problem. Very good interior



with spectacular grain-painted dashboard, small repairs visible on wheel, some wear at left seat base. Cond: 1-. **NOT SOLD AT \$75,000.** An over-the-top restoration on a never-seen Nash convertible. A true labor of love—and try to find another. The money offered was silly, and it was clear there wasn't a Nash lover in the house.

#229-1949 MERCURY Custom coupe. S/N 9CM219042. Black/brown leather. Odo: 99,778 miles. 350-ci V8, 2x2-bbl, auto. Variable panel fit, good paint shows some prep issues, chrome spotless. Well executed interior clean and shows minimal wear. Fitted with Pioneer CD stereo and period Kar Kool a/c. Body mods



include frenched headlights, chopped roof, lake pipes, and air suspension. Cond: 2-. **SOLD AT \$46,200.** From the Grant Oakes Collection. A modern interpretation of a Merc "lead sled" custom with a Chevy 350/350 V8 and Weber side-draft carbs. This had a nice period look and feel, and the price paid was a bargain compared to the likely build cost.

#232-1949 BUICK RIVIERA Roadmaster 2-dr hard top. S/N 15339060. Dove Gray & cream/dark red leather & gray cord. Odo: 71,251 miles. Very good panel fit aside from uneven



right side door gaps. Decent paint with several chips on edge of hood. Chrome generally good except for some fading and loss on right hood spear, windshield pillars, and window belt line trim. Well done interior fitted with power windows and radio. Cond: 3+. **NOT SOLD AT \$40,000.** A fabulous Riviera Roadmaster hard top, which is rarely seen and was one of my favorites in the sale. This was clearly a high quality restoration which had mellowed. Was a no-sale in November 2002 at Mecum's St. Charles sale at \$28k as a #1 car (SCM# 29569). Sold by RM at the Art Astor sale in 2008 for \$52,250. Having covered a mere 352 miles since 2002, it came up short here. A shame, as it was a great car which certainly deserved more.

#205-1950 LINCOLN COSMOPOLITAN sport sedan. S/N 50LP14706H. Black/taupe cloth. Odo: 19,771 miles. Variable panel fit. Good paint, chrome shows some pitting on door handles and rust on filler door trim. Some delamination on quarter windows. Very good interior with plastic seat covers and one small moth



hole on front seat cushion. Fitted with power windows. Cond: 3+. **SOLD AT \$22,000.** A very cool, sleek early '50s Lincoln, models of which were both raced in the Carrera Panamericana and used as White House limos. Nicely presented, rarely seen, and well priced.

#278-1953 CHEVROLET CORVETTE roadster. S/N E53F001210. Polo White/black canvas/red vinyl. Odo: 3,075 miles. 235-ci 150-hp straight 6, 3x1-bbl, auto. Variable panel fit, as



per factory. Paint shiny with some waviness in body panels showing underneath. Good chrome with fading on headlight screens and light pitting on front bumperettes and windshield surround. Good interior shows some wear at choke control on dash. Cond: 3+. **SOLD AT \$198,000.** This car's mileage reading of slightly over 3,000 was believed to be correct, and the car did have a nice, even, mellow look to it. Still, the price paid seemed to be in line with a general softening of early Corvette values.

#252-1953 CUNNINGHAM C-3 cabriolet. S/N 52843235. Red & black/beige canvas/tobacco leather. Odo: 61,493 miles. Very good panel fit, except trunk dropped due to old rubber seal. Paint shiny but shows some age-related defects, including spider cracking and sinkage. Extensive chrome trim shows well except for pitting under plating on hood spears. Good interior has somewhat worn bright dash trim, slightly faded instruments, and soiled carpets.



Cond: 3-. **NOT SOLD AT \$250,000.** One of only nine C-3 cabriolets bodied by Vignale. The rather thick slab-sided design works better on the coupe, but it still had a good look, although it was perhaps a bit too striking in the red and black colors. There was a belief that the car was unrestored—it's certainly been painted, so we could have lost these choices. In any event, the \$400k estimate seemed a bit ambitious. Perhaps another \$75k could have sold it.

BEST BUY #242-1953 BUICK SKYLARK convertible. S/N 16842896. Light blue metallic/white vinyl/blue & white leather. Odo: 243 miles. Good panel fit, as per factory, with variable door-to-hood fit. Very good paint, superb chrome except for misalignment from right door to rear fender. Good interior, with slightly soiled



front seat and dirty carpet. Fitted with power windows, antenna, and top. Cond: 2-. **SOLD AT \$107,250.** The Motorama Buick, a show car for the road. This one was done in a really lovely, and I am told, correct color, and although the restoration is now six years old, it's holding up pretty well. This car would respond well to a

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freshening which would bring a good deal more money. Well bought.

#266-1954 CHEVROLET CORVETTE roadster. S/N E54S004399. Eng. # 0957347F54YG. Pennant Blue/tan canvas/tan vinyl. Odo: 218 miles. 235-ci 155-hp straight 6, 3x1-bbl, auto. Variable panel fit, as per factory. Good chrome, nice interior with slightly soiled



seats, light pitting on dash bright trim, and small cracks in steering wheel. Cond: 3-. **SOLD AT \$60,500.** One of 300 Pennant Blue '54 Corvettes. Restored to a very good standard, but not to the last detail. Since these are much more fun to show than to drive, it could be tuned up for lawn duty without much work. Well bought.

TOP 10 No. 8 **#290-1954 HUDSON ITALIA coupe.** S/N IT1001. Cream/cream & red leather. Odo: 66,524 miles. Very good panel fit, except left door slightly out at bottom rear edge. Well done paint, very good chrome except for some pitting on name letters on nose. Excellent interior. Cond: 1-. **SOLD AT \$275,000.** A fantastic Italia, one of 26 built. Ex-Harrah Collection, may have been owned by Liberace. All Italias were



Painted cream with cream and red interiors. At some point this car was done over in silver over black, and was offered in 3- condition at RM's Phoenix auction in January '08, where it was a no-sale at \$250k. It came up again at the Bonhams Quail Lodge sale in August '08 (SCM# 117437), again a no-sale at \$210k. Following a thorough restoration, it has now sold to a very lucky buyer who has done very well.

TOP 10 No. 2 **#277-1954 PACKARD PANTHER Daytona Concept roadster.** S/N M600127. Bronze metallic & black/bronze & black leather. Odo: 6,553 miles. 359-ci straight 8, 4-bbl, auto. Somewhat variable panel fit, with right door out at rear bottom and trunk raised on left side. Excellent paint and chrome, very good interior showing a bit of waviness on door top trim. Cond: 1-. **SOLD AT \$700,000.** One of four similar Packards of tomorrow which



unfortunately led nowhere. Updated in 1955, it's the only one of the four with a removable hard top. Fresh out of an RM restoration, this car was stunning on its original—and really stiff—brown tires. Quite wonderful. It stalled on the block at \$580k, but a deal was brokered afterward with ownership passing to one of the leading Packard collectors in the U.S. for a more-than-reasonable \$700k. Well bought and sold.

#292-1958 CHEVROLET CORVETTE convertible. S/N J58S101733. Yellow & white/black vinyl/charcoal vinyl. Odo: 8 miles. 283-ci 245-hp V8, 2x4-bbl, 4-sp. Variable panel fit somewhat beyond factory. Good paint with some overspray on bumper insulation blocks, unmarked chrome. Good interior has some



overspray on fender door rubber and a paint rub-off on side of seat. Bloomington Gold recipient in 2008. Cond: 2-. **SOLD AT \$129,800.** Last seen at Corvettes at Carlisle in August '08, where it failed to sell at \$85,000 (SCM# 118012). A highly rated Corvette in good colors, but the work seemed a bit casual in the details. Very well sold.

#254-1958 DUAL-GHIA convertible. S/N DG191. Metallic Aubergine/black canvas/burgundy & ivory leather. Odo: 72,449 miles. 315-ci V8, 2x4-bbl, auto. Excellent panel fit. Well-applied paint shows one small adhesion bubble on nose. Excellent chrome, very good interior shows only minor wear on left door armrest and some soiling on driver's seat cushion. Cond: 1-. **SOLD AT \$209,000.** The finless variant of the



Dual-Ghia has a more timeless look. Gorgeous color, stunning presentation. The SCM Platinum Database shows this as sold at the Worldwide Group's Hilton Head sale in November '08 for \$319,000 (SCM# 118627), and since that time, although only 31 miles have been covered, it seems to have passed along for \$110k less.

#287-1963 CHEVROLET CORVETTE Z06 coupe. S/N 30837S112830. Navy blue/blue vinyl. Odo: 34,120 miles. 327-ci 360-hp fuel-injected V8, 4-sp. Generally good panel fit, door to roof gaps off. Very good paint and chrome except for some minor loss of paint on hood "vent" pieces. Good interior shows some wear on console, carpets a bit baggy. Cond: 3+. **SOLD AT \$192,500.** A "big tank" Z06 Split-



Window would push practically every button in the Corvette world, and that's what we were presented with here. This car scored 98 points in National NCRS events, has been given Top Flight status, and was shown with a raft of documents. Nevertheless, some of the very particular gurus of Corvette could not be convinced to sign off on it. As a consequence, it sold under the low estimate of \$225k. If all checks out, the buyer may have found a bit of a bargain.

TOP 10 No. 4 **#264-1966 SHELBY COBRA roadster.** S/N CSX3187. Eng. # C5AEH. Red/black vinyl/black leather. Odo: 5,846 miles. 427-ci V8, 2x4-bbl, 4-sp. Good panel fit, except hood slightly off. Very good paint and chrome, perished rubber on right tail-light fixture. Fresh interior excellent except for pitting on shift gaiter trim ring. Goodyear Blue



Streak tires. Best in Class at Amelia Island in 2004. Cond: 1-. **SOLD AT \$675,000.** A very high-level restoration on a stated low-mileage Cobra. Never raced and with a complete ownership history, it seemed to have acquired 4,000 of its current 5,800 miles in the first year of life. Well done, as the car showed superbly even five years post-restoration. Well bought. See the profile, p. 46. ♦



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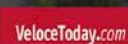
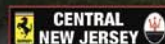
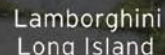
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TIMMYZELL

Palm Springs Winter Auction

Financial uncertainty cast a cloud over the otherwise glorious weather, but the dollars were only off about 15% from last February's event



Cars of all stripes came out of the woodwork for the Palm Springs sale

Company	Keith McCormick Auctions
Date	February 20–22, 2009
Location	Palm Springs, California
Auctioneer	Jack Stokes & Rob Ross
Automotive lots sold / offered	254/463
Sales rate	55%
Sales total	\$4,069,485
High sale	1971 Mercedes-Benz 280SE 3.5, sold at \$94,500
Buyer's premium	5%, included in sold prices

Report and photos by Carl Bomstead
Market opinions in italics

The McCormick family conducted the 46th Palm Springs auction with their usual no-nonsense, no-games efficiency. Financial uncertainty cast a cloud over the otherwise glorious weather, but when all was said and done, the dollars were only off about 15% from last February's event, which was not bad at all. I bet a couple of the big boys in Arizona wish they could have said the same after their January auctions.

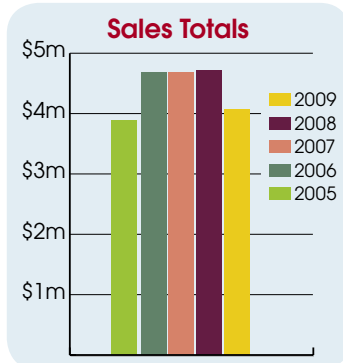
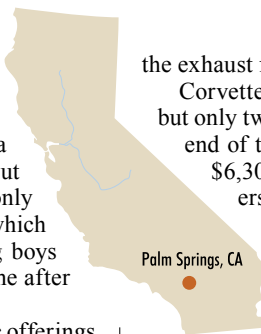
McCormick had its usual lineup of eclectic offerings, including Marilyn Monroe's 1961 Cadillac Fleetwood limousine, which was given to her by Darryl Zanuck of Fox Studios. It was long past its prime and failed to sell at \$40,500. Also interesting was a 1954 Chevrolet ambulance stated to have belonged to Howard Hughes but which was registered to Hughes Aircraft. It also needed a lot of help, but it did sell for close to \$10,000. And where else could you find a 1966 Mercedes Unimog for under \$5,000 or a GMC pickup for \$735?

McCormick's sale typically finds the odd and unusual, and that's what makes it fun. Even the auctioneers have their fun; when the bidding stalled on one lot, they prodded the audience, asking, "Isn't anyone bothered by

the exhaust fumes?" Hands went up and the bidding resumed. Corvettes have become a mainstay at McCormick's sales, and 39 were offered, but only twelve found new garages. A very nice '67 sold for \$57,750, and at the other end of the spectrum, an '89 convertible that was used and abused fetched only \$6,300. Many that crossed the block were well presented, but a number of owners—both of Corvettes and of other makes and models—were not willing to accept the current market levels for their cars.

In the "What Were They Thinking?" department, an ambitious seller turned down \$90,000 for a 1936 Cord with an LTI engine, and \$1,500 could not buy a horrible 1973 Honda 600 coupe that looked more at home in a wrecking yard. But that's what gives the McCormick auction its character and keeps us coming back each year.

McCormick sold 254 cars this year, which compared well to last February's 252, but the average revenue per car was down by about \$2,700, resulting in a fall in final totals from last year's \$4,719,120 to this year's \$4,069,485. If we are to draw any conclusions from all this, it is that good cars will sell if they are priced to meet new market conditions, while cars with flaws and/or modifications will sell at substantial discounts or else face sitting on the sidelines. ♦



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ENGLISH

#370-1965 **ROLLS-ROYCE SILVER CLOUD III saloon.** S/N LSJR487. Black/gray leather. Odo: 5,291 miles. The final year for the Silver Cloud III, which had quad headlights and a lower grille. Radio, heater, and power brakes standard. Black exterior with only minor swirls and touch-ups noted, brightwork just acceptable. Very attractive interior with excellent



woodwork, aftermarket radio fitted. A strong presentation. Cond: 2. **SOLD AT \$57,750.** Price paid was in line with the condition of this Silver Cloud III. The big question here will be the maintenance, as there were no books and records with the car. If properly cared for then all is well, but if not, then this was just the first big check.

BEST BUY #151-1967 **JAGUAR XKE Series I coupe.** S/N IE33408. Red/black leather. Odo: 19,166 miles. Good panel fit, body with no signs of rust or prior damage. Taillight housing pitted, glass not chipped but shows wiper marks on windshield. Nice interior



with aftermarket stereo. Stack of receipts from recent mechanical work. Cond: 3. **SOLD AT \$37,538.** Jaguar folks will argue over which XKE series is more desirable, but this one gets my vote. Price paid here was a good buy for a Series I in average condition. Chalk this one up for the buyer.

FRENCH

#230-1927 **BUGATTI REPLICA roadster.** S/N 110254379. White/brown vinyl. Odo:



17,068 miles. No worries about this being mistaken for the real thing. Built on 1970 VW chassis and drivetrain, with horrible proportions, ugly tires, and weird wood wheels. Cheap interior, paint marginal at best. No redeeming value here. Cond: 4. **NOT SOLD AT \$7,700.** Why would someone be willing to pay \$7,700 for this? Even more, why would someone turn down the offer?

GERMAN

#408-1964 **PORSCHE 356C coupe.** S/N 217686. Slate Gray/red leather. Odo: 64,119 miles. Well restored with optional luggage rack and leather interior. Body straight and solid, brightwork as good as new. Interior well fitted.



A strong example. Cond: 2+. **NOT SOLD AT \$57,500.** The 356C was produced until September of '65, when it was replaced with the 911. 356 coupes have been in favor of late and the values have been escalating. The value peak was reached in mid 2008, and the money offered here was about right today. May be worth more at another venue with more Porsche enthusiasts in attendance.

#392-1968 **MERCEDES-BENZ 250SE convertible.** S/N 102641. White/blue cloth/blue leather. Odo: 69,595 miles. Built in '67 but titled as '68. Automatic transmission was a \$342 option. Attractive paint with minor swirls



and chips, brightwork acceptable, leather interior shows very well. An attractive and unusual Mercedes-Benz. Cond: 2. **NOT SOLD AT \$25,200.** The 250SE was only produced in 1966 and 1967—in 1968, it was replaced with the 280SE, which featured a larger engine. This would appeal to the Mercedes-Benz fanatic, but I guess they were all off doing something else, as the bidding was well under the money.

#308-1968 **VOLKSWAGEN BEETLE sedan.** S/N 11854368. Tan & white/tan fabric. Odo: 7,420 miles. Tricked out with surfboard, roof rack, and luggage. A few scratches and nicks in paint, brightwork OK but far from perfect. Interior acceptable, with some warping



by rear window. Cute car for the beach bum that can't afford a '48 Ford Woody. Cond: 3. **SOLD AT \$5,355.** This could have gone for twice what was paid here, and that's not counting the surf board and other goodies. Well bought.

#355-1998 **PORSCHE BOXSTER convertible.** S/N WPOCA297WV622594. Red/black fabric/black leather. Odo: 73,106 miles. Paint OK with swirl marks and a bit of road rash on nose, rear bumper scuffed. None of the desirable goodies fitted, leather seats and carpet



worn. Did not look all that well maintained. Cond: 3. **SOLD AT \$8,925.** Just under 10,000 Boxsters were sold in the U.S. in 1998, but at this point, they're just used cars, and this one sold at the low end of the spectrum. These can be a good buy if you pay a bit more for a slightly better example. Top-down touring with Porsche styling for not a lot of money.

ITALIAN

#101-1981 **FIAT SPIDER 2000 convertible.** S/N ZFAA500B3B8182756. Silver/black vinyl/red vinyl. Odo: 91,080 miles. Numerous paint scratches and nicks throughout. Rear bumper scratched, trunk fit off, other panel fit consistent. Attractive interior, seats show minimal wear. Trunk rack. Cond: 2. **SOLD AT \$4,410.** A turbocharger was standard equipment for 1981, as were the styled steel wheels.



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This had to be an absolute bargain. These sell for around \$7k in decent condition, and this one slipped through the cracks. Being the first car to cross the block can be a problem, and this seller would have been better served to spend a couple of extra dollars for a better number.

AMERICAN

#175-1941 PACKARD 160 Touring limousine. S/N I4902160. Black/black leather & gray fabric. Odo: 42,188 miles. One step down from the top-of-the-line 180. 148-inch wheelbase, leather front set, fabric rear. Chauffeur-driven. Equipped with side mounts, odd fog light, and accessory front bumper guard. Older



respray still shows well. Window trim rusty, other trim dented, window delaminating, wind wing handle missing. A wonderful Full Classic CCCA tour car. Cond: 3-. **NOT SOLD AT \$31,000.** *The price bid should have been close to getting the job done, but the car was offered by a knowledgeable dealer who knows what he is doing, so there must be a few more bucks out there somewhere.*

#177-1947 LINCOLN V12 convertible. S/N 7H173462. Maroon/tan canvas/tan fabric. Odo: 995 miles. Top stained, steering wheel cracked, horn ring broken. Fitted with radio and clock. Paint cracked and lacking luster, trunk fit off, engine clean but not detailed. A project that will require large stacks of Franklins. Not the more desirable Continental. Cond: 4. **NOT SOLD AT \$33,000.** *This seller must have flunked Econ 101. This was not a Full Classic,*



it needed everything, and we are in economic turmoil. Price bid should have owned the car and then some.

#381-1947 BUICK ROADMASTER convertible. S/N 14525545. Black/black fabric/gray fabric. Odo: 7,314 miles. Acceptable paint with a few minor flaws, door fit off at bottom. Passenger's window does not fit properly and is cracked. Power window button missing, horn ring pitted. Long list of nickel-and-dime to-dos.



Cond: 3. **SOLD AT \$36,488.** *The Roadmaster was ten inches longer than the Special and offered 34 more horsepower. These are not CCCA Full Classics, so they're limited to tour activity. The price paid was just about right for a car in this condition, and the new owner can spend a few dollars and upgrade it without getting hurt.*

#474-1954 CHEVROLET 1500 ambulance. S/N D54N029217. White/gray vinyl. Odo: 53,086 miles. Titled to Hughes Aircraft and stated to be for the personal use of Howard Hughes. Side trim missing, paint chipped and cracked. Dash worn, engine filthy, cool siren



fitted. An automotive oddity that needs everything. Cond: 4. **SOLD AT \$9,187.** *Not a lot of money, but what the heck do you do with it? Is there an ambulance club and do they have meets? It did have an interesting story, and that siren is sure to garner some attention for the new owner.*

#376-1954 KAISER-DARRIN convertible. S/N 1610001067. Champagne/red vinyl/red vinyl. Odo: 35,680 miles. First and only year for Kaiser-Darrin, which features a three-position top and unique sliding doors. Restored in early '90s and still shows well. Paint with minor age



cracks, good brightwork, interior shows signs of use and age. About as fast as a '54 Corvette. Mileage thought to be original. Cond: 2. **NOT SOLD AT \$72,500.** *A couple of these have sold in the \$175,000 range of late, but they were far better cars with history. I'd think \$125,000 is the number here, but the seller might disagree. Price bid was well off the mark.*

#197-1955 CADILLAC SERIES 62 Coupe DeVille 2-dr hard top. S/N 5562117483. Yellow/light green/green wool & fabric. Odo: 93,817 miles. 331-ci V8, 4-bbl, auto. Recent respray in an interesting color combination shows lots of overspray as well as numerous chips and nicks. Interior in good condition, engine bay has not seen a clean rag in years. Has



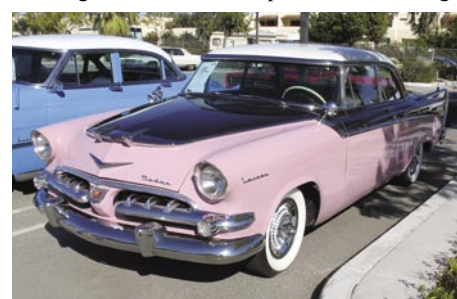
the look of a quick turn-and-burn restoration. Cond: 3. **SOLD AT \$19,950.** *Price paid was the going rate. The new owner has some work to do, but with a little effort and a few checks, this will be a very nice Saturday night cruiser. Just don't expect to bring home any trophies.*

#284-1956 FORD THUNDERBIRD convertible. S/N P6FH305969. Red/red & white vinyl. Odo: 4,665 miles. 292-ci V8, 4-bbl, auto. Second year of the Thunderbird, with spare tire moved outboard. Interior and exterior trim pitted, paint chipped, crazed, and lacking luster. New interior with aftermarket radio,



exhaust not routed through bumper. Your basic "needs everything" T-Bird. Cond: 3-. **SOLD AT \$22,575.** *I hope this was not an auction fever purchase, as there were a lot more checks to be written before this'll get any accolades at a T-Bird meet. Good examples have been going for about \$40k, so if another \$20k will get this one up to snuff, then he should be OK down the road.*

#255-1956 DODGE CUSTOM ROYAL LANCER 2-dr hard top. S/N 35013131. Coral & black/black brocade & white vinyl. Odo: 14,733 miles. 270-ci V8, 2-bbl, auto. Striking color scheme, but paint buffed through



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to primer in a few places. Trim pitted, rear bumper scratched, spinner hubcaps rare. Interior in decent shape overall. Cond: 3. **NOT SOLD AT \$15,000.** *The Custom Royal Lancer was the top trim level and was easily identified, as the name in script was on the rear fender. I have no idea what the seller was looking for here, as the price bid was about right for a car with needs.*

#68-1956 LINCOLN CONTINENTAL MkII 2-dr hard top. S/N C56E2937. Forest Green Metallic/tan vinyl. Odo: 66,335 miles. 368-ci V8, 4-bbl, auto. Loaded with creature comforts, a/c is the only option. Leather interior replaced with vinyl, dash worn. Panel fit decent, metallic paint questionable. Engine



compartment OK but not detailed. A good 15-footer. Cond: 3. **NOT SOLD AT \$32,000.** *One of only 2,550 manufactured in '56. I never have understood why people replace a leather interior with vinyl, as the money they save is chump change compared to what they lose when it's time to sell. These have been selling for twice what was bid here, but they need to be a lot better than this example to get the money.*

#168-1957 BUICK ROADMASTER convertible. S/N 7D1142943. White/white vinyl/red vinyl. Odo: 89,601 miles. 364-ci V8, 4-bbl, auto. Fitted with power windows, power steering, and power brakes. Chrome pitted and chipped in places, swirls and scratches in paint. Armrest worn, steering wheel cracked, windows delaminating. Leather interior replaced



with vinyl. A ten-footer at best. Cond: 3-. **NOT SOLD AT \$52,000.** *This was another example of a seller's expectations being out of touch with the reality of the current market. This car may have been worth a touch more than what was bid a few years back, but today, cars that need a ton of work are not bringing the money. This bid should have been more than enough to get the deal done.*

#286-1957 CHEVROLET SERIES 3100 Cameo pickup. S/N 3A57L109785. White/red fabric & white vinyl. Odo: 54,869 miles. 265-ci V8, 2-bbl, 3-sp. Cameo Carrier features deluxe cab and Panoramic rear window, rear panel



molding painted in contrasting red was new for '57. Recent restoration to high standards, very nice brightwork lacks a bit of luster in a few areas. Attractive interior. Cond: 2+. **NOT SOLD AT \$29,000.** *I'm willing to bet the seller had a bunch more in his Cameo than what was bid here. Regardless, the final bid was light and the seller should have better luck another day.*

#195-1957 CHEVROLET BEL AIR convertible. S/N VC57F181668. Tropical Turquoise/white vinyl/turquoise & white vinyl. Odo: 16,708 miles. 283-ci V8, 2x4-bbl, 3-sp. Restored to a high standard. Correct dual-quad/fuelie engine and cylinder head codes. Engine balanced, blueprinted, and fitted with GM



Duntov high-lift cam. New interior, no issues with paint or brightwork. Excellent top fit. Cond: 1-. **SOLD AT \$73,500.** *The bloom has been off the Chevy Tri-Fives of late, and last year this striking example could have easily sold for close to six figures with the documented engine. Even so, this should have brought a bit more, so chalk this one up for the buyer.*

#374-1957 DODGE CUSTOM ROYAL LANCER D500 2-dr hard top. S/N 37298409. Red & white/red & black vinyl. Odo: 80,582 miles. 354-ci V8, 2x4-bbl, auto. Claimed to have the very rare D501 354 Hemi Police Special engine, but no Broadcast Sheet or Build Card documents this. Color mismatched on rear quarter panel, numerous paint nicks and bruises, trim pitted. Big puddle under the car neither attractive nor a positive selling feature. Cond: 3. **NOT SOLD AT \$30,000.** *Price bid was about right for a Red Ram-equipped Custom Royal Lancer in decent condition.*



Buyers, however, are not willing to pay for an undocumented Hemi. In this market, buyers want proof that what they are buying is the real McCoy.

#267-1959 CADILLAC ELDORADO Seville 2-dr hard top. S/N 59H011914. Red & white/white vinyl. Odo: 2,887 miles. 390-ci V8, 3x2-bbl, auto. Recent restoration with a few missed marks. Quickie paint, fins painted white, Biarritz badges added. Unattractive spot-



lights, lots of horns under the hood, cheap vinyl interior. Difficult to say anything nice. Cond: 4. **SOLD AT \$24,413.** *In decent condition these can bring \$40k-\$50k, but this one needed a lot of fixes and sold for half price. Even so, the buyer overpaid.*

#94-1962 FORD THUNDERBIRD convertible. S/N 2Y85Z118929. Red/white vinyl/black leather. Odo: 24,665 miles. 390-ci V8, 4-bbl, auto. Stated to have \$40k in restoration costs. Several minor chips in otherwise decent paint, top with minor tears, trim tarnished. Faux



rear seat tonneau cover. Very nice leather interior with incorrect red piping. Rubber bumper seals deteriorating, relatively clean engine bay painted black rather than body color. Cond: 2-. **SOLD AT \$23,625.** *Even with the issues and needs noted, the price bid here was light. The seller did not work the car prior to its crossing the block, and if he had, I can't help but think it could have brought another \$10k or so.*

#26-1963 BUICK RIVIERA 2-dr hard top. S/N 7J1097772. Black/black vinyl. Odo: 69,814 miles. 401-ci V8, 4-bbl, auto. Paint decent with swirls and a few touch-ups, trim pitted and tarnished. Leather interior replaced with vinyl, steering wheel cracked, interior knobs missing. Lots of needs. Cond: 3-. **SOLD AT \$14,438.** *A first-year Riviera. These can*



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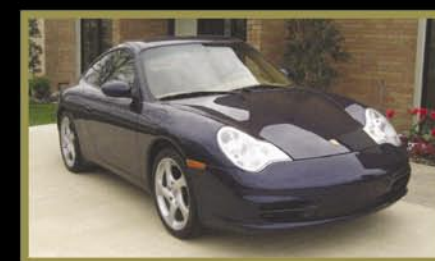
1969 CHEVROLET CORVETTE CONVERTIBLE



1956 FORD THUNDERBIRD CONVERTIBLE



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sell for two to three times what was paid here, but this was a below-average car that sold for below-average dollars. No harm done, but after the new owner digs into this, he will wish he had paid a bit more and bought a slightly better example.

#91-1963 CHEVROLET COVAIR Monza convertible. S/N 30967W271185. White/black vinyl. Odo: 26,990 miles. Paint shows all kinds of issues, including blisters, scratches, and chips. Bumper badly scratched, driver's door



handle coming off, interior worn. Looks unsafe just sitting there. Cond: 4+. **SOLD AT \$3,255.** Not a lot of money for a convertible, but not a lot of car either. Still sold for under the money but Earl Scheib should be its first stop.

#465-1964 PONTIAC BONNEVILLE convertible. S/N 886P12137. Red/black vinyl/tan vinyl. Odo: 77,494 miles. 389-ci V8, 4-bbl, auto. Victor Borge and the Smothers Brothers promoted the '64 Pontiac, but that didn't help this one. Orange peel and overspray on quickie



repaint, rear bumper rusted, lower trim badly pitted. Window rubbers shot, door fit issues visible on both sides. Cond: 3-. **SOLD AT \$8,085.** A decent example of a '64 Bonneville convertible should go in the mid-\$20k range or so, but this needed work and the bidding reflected its marginal condition. Even so, it could have brought a few thousand more, so I'll call it well bought at this price.

#388-1964 CHEVROLET CORVETTE coupe. S/N 40737S111553. Eng. # 3782870. Riverside Red/black vinyl. Odo: 31,938 miles. 327-ci 365-hp V8, 4-bbl, 4-sp. Correct casting numbers and date codes provided by seller.



Panel fit to factory specs, with some inconsistencies throughout. Minor blemishes in paint, no issues with interior. A respectable, rather basic Corvette. Cond: 2. **SOLD AT \$40,425.** The seller claimed this car had matching numbers and provided the documentation to back it up, but even so, the price paid was a touch on the low side. It could have sold for a bit more without concern. Well bought.

#149-1965 CHEVROLET CORVETTE convertible. S/N 194675S122156. Rally Red/black vinyl/black leather. Odo: 53,739 miles. 396-ci 425-hp V8, 4-bbl, 4-sp. Born as an Ermine White Corvette. New interior, red piping on black leather not typical. Very good paint and panel fit, decent chrome, window



frames pitted. Equipped with sidepipes and chrome rallys on modern blackwall radials. No documentation on big-block engine. Cond: 2-. **SOLD AT \$42,000.** Last seen here in November '08, where it failed to sell at \$47,000 (SCM# 118800). Not everyone wants a Bloomington Corvette; this was the perfect car for the guy who'd rather have one that just looks and sounds good. As such, this was priced right.

#173-1965 CHEVROLET CORVETTE coupe. S/N 194375S116808. Rally Red/red vinyl. Odo: 65,751 miles. 396-ci V8, 4-bbl, 4-sp. Protect-O-Plate and papers discovered with car document original equipment. Excellent paint and panel fit, off-road exhaust, AM/FM



radio. Engine bay clean with no leaks or streaks. Strong presentation. Cond: 1-. **NOT SOLD AT \$71,000.** A documented car in this condition should have brought another \$10k or so. The seller, well known in Corvette circles, should have no trouble getting his price.

#193-1965 PONTIAC GTO 2-dr hard top. S/N 23337Z347947. Maroon/black vinyl. Odo: 65,008 miles. 389-ci V8, 3x2-bbl, auto. Stated to be an original car, recent respray done to a high standard. Equipped with optional Tri-Power in clean engine compartment. Very nice interior let down only by cracked steering wheel. Fitted with His and Hers shifter, rally wheels, and Redline tires. Cond: 2. **SOLD AT**



\$21,263. There was no documentation offered to verify 389 Tri-Power option, and considering the price paid, I have to assume it was not born with that engine. If it had been a factory Tri-Power car, it could have sold for twice what was paid here without a question.

#196-1966 CHEVROLET CORVETTE convertible. S/N 194676S105771. Sunfire Yellow/black vinyl. Odo: 56,130 miles. 327-ci 300-hp V8, 4-bbl, 4-sp. Respray in attractive color to high standard with no issues noted, fit and alignment better than when left factory.



Goldline tires a \$46 option in 1966. Interior appears to be in very nice condition, window frames pitted. A striking 'Vette. Cond: 2. **NOT SOLD AT \$50,500.** A very nice but far from perfect Corvette that could have brought another \$7,500 or so without a question. As such, the owner will wait for another day and hope the economy improves.

#120-1966 SHELBY GT350 Replica fastback. S/N 6R09A165928. Candy Apple Red & white/black vinyl. Odo: 85,802 miles. 289-ci V8, 4-bbl, auto. No real issues with paint, trim shows both scratches and dents, windshield is wiper marked. American Racing Torq-Thrust



wheels. Interior in good condition with minor wear to driver's side bolster. Cond: 3. **SOLD AT \$27,038.** The real thing pushes \$125k and higher, but you're not going to fool anyone with this one. Price paid was about what a decent '66 Mustang fastback would go for, so the other stuff was pretty much thrown in free.

#114-1967 CHEVROLET CORVETTE convertible. S/N 194677S120267. Rally Red/black vinyl/black leather. Odo: 1,804 miles. 327-ci 300-hp V8, 4-bbl, 4-sp. Engine not born

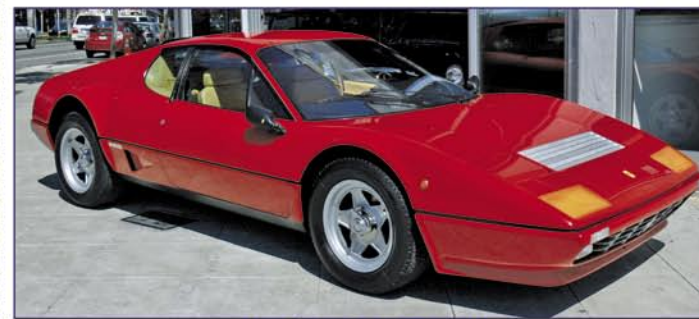
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1949 CHRYSLER TOWN & COUNTRY CONVERTIBLE
ROMAN BRONZE w/ GREEN INT., GORGEOUS BLACK PLATE CALIFORNIA CAR, RENS & DRIVES PERFECTLY. **\$124,500**



1961 BENTLEY S2 CONTINENTAL D.H.C.

SHELL GREY w/BLACK LEATHER, GORGEOUS REFURBISHED CAR, NEW PAINT, LEATHER & TOP, DRIVES SUPERBLY. **\$178,500.**



1954 JAGUAR XK 120M SE OTS ROADSTER
SILVER w/RED LEATHER, FIVE SPEED TRANS, FRONT DISC BRAKES, PHENOMENAL PERFORMANCE. **\$108,500**



1948 LINCOLN CONTINENTAL CONVERTIBLE
BLACK w/RED & TAN INTERIOR, STUNNING RESTO'D CAR WITH POWER TOP & POWER WINDOWS. **\$78,500**



1964 ROLLS-ROYCE SILVER CLOUD III
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1964 CORVETTE STINGRAY ROADSTER
BLACK w/BLACK INTERIOR, LOVELY MATCHING #'S BLACK PLATE CALIFORNIA CAR, TWO TOPS, 300HP, 4-SPD. **\$54,500**



1960 JAGUAR XK150 S OTS ROADSTER
RED w/BISCUIT LEATHER, GENUINE FACTORY "S", TRIPLE CARBS, 4-SPD OVERDRIVE TRANSMISSION, EXCELLENT THROUGHOUT. **\$128,500**



1957 FORD THUNDERBIRD
DUSK ROSE w/ PINK & WHITE INT., LOVELY RESTORED CAR w/PORCHTOP, POWER STEERING, POWER BRAKES, AUTO, A/C. **\$58,500**



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1971 MERCEDES-BENZ 280 SE 3.5 CABRIOLET
SILVER w/BLUE LEATHER, EXTREMELY ATTRACTIVE EXAMPLE w/NEW PAINT & LEATHER, BEHR A/C. **\$119,500**



1971 MERCEDES-BENZ 280 SL
NAVY BLUE w/PARCHMENT LEATHER, GORGEOUS TWO TOP, AUTOMATIC, CALIFORNIA CAR, A/C, NEW PAINT, LEATHER & WOOD. **\$54,500**



1952 MERCEDES-BENZ 220 A CABRIOLET BY HIRO YAMAGATA
STUNNING, RESTORED CAR, HAND PAINTED BY YAMAGATA AS PART OF HIS 'EARTHY PARADISE' COLLECTION. **\$138,500**



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Glovebox Notes

A brief look at cars of interest that have passed through the SCM stable. ★★★★★ is best.

2009 Acura TL TECH



Price as tested: \$39,445

Likes: 280-hp 3.5-liter V6 smooth and powerful. Good steering response and feel, super-comfortable leather seating, expansive trunk, very good visibility augmented with rearview camera. Nav system is simple and effective. Silent even on bumpy roads.

Gripes: Ugly silver grille, complex arrangement of dash controls has a great look but needs to be memorized before hitting the road. Back seats hard to get out of, especially in tight parking spots. 18 mpg city marginal.

Fun to drive: ★★★

Fun to look at: ★

Overall experience: ★★

Verdict: Such a comfortable and usable package is to be expected from Honda, but there's no excuse for the ghastly silver nose. At least astronomer Tycho Brahe and King of Jerusalem Baldwin IV had reasons for silver noses (a sword duel and leprosy). This is just a mistake.

2009 Jaguar XF Sedan



Price as tested: \$58,850

Likes: 300 horses from 4.2L V8 is plenty, smooth-shifting 6-speed is fun in paddle mode, great sound from B&W stereo, Premium Luxury package includes excellent leather seats.

Gripes: Rear visibility so-so, as is rear legroom; plain Jane looks make XF seem Japanese, touch screen controls are neither intuitive nor quick enough, 19-inch wheels certain to be curbed, 16 mpg city doesn't cut it.

Fun to drive: ★★★

Fun to look at: ★★

Overall experience: ★★

Verdict: Too little, too late from Jaguar. In a reverse of Lexus's 1993 GS300 (designed for Jaguar by Giugiaro in 1988, but turned down), this looks like a Lexus reject with cat badges. The V8 is punchy and sounds good, but so is everybody else's. If Tata doesn't recapture the Jaguar magic soon, it's all over.—Stefan Lombard ♦



with car, 977 paint code tells us it was Lynndale Blue prior to respray. Swirls and touch-ups to paint, excellent panel fit and brightwork. Good top fit, very nice interior, engine clean and tidy. Cond: 2. **NOT SOLD AT \$44,500.** *Even with the alterations, the price bid was light for a Corvette in this condition. In this market, altered cars are taking a sizable hit over those that are not molested. If the car were mine I would have wanted more, but I'm not sure where I'd go to get it.*

#167-1967 CHEVROLET CORVETTE convertible. S/N 194677S102012. Silver Pearl/black vinyl/black vinyl. Odo: 93,332 miles. 327-ci 350-hp V8, 4-bbl, 4-sp. Same owner last 18 years. Numbers matching with casting and stampings listed for verification, receipts for mechanical work total \$25,000. Attractive paint, factory-spec panel fit, good



brightwork. Well-fitted interior, door handles pitted, wiper marks on windshield. An attractive presentation. Cond: 2. **SOLD AT \$46,988.** *The price paid for this L79 convertible was well under the money, especially considering the no-questions documentation. Could have easily brought 50% again as much, but the seller must have a better use for the money. I'd bet the buyer is still grinning.*

#402-1967 DODGE CORONET R/T convertible. S/N WS27L77177284. Bright blue metallic/white vinyl/white vinyl. Odo:



99,848 miles. 440-ci V8, 4-bbl, auto. Recent restoration with full documentation, everything decodes properly. Very nice paint with minor swirls and nicks, excellent brightwork. Interior in superb condition, glass not scratched or chipped. Cond: 2+. **SOLD AT \$29,400.** *I'd say this was a lot of car for the money, as it was a no-questions convertible that was recently restored. The cost of restoration was probably more than what had been paid here, so kudos go to the buyer.*

#277-1968 CHEVROLET CAMARO SS 396 coupe. S/N 124378N430044. British Green & white/black houndstooth. Odo: 57,555 miles. 396-ci V8, 4-bbl, 4-sp. Excellent understated restoration to GM specs throughout. Superb paint and brightwork to a better-than-new standard, full documentation confirms equipment.



Engine highly detailed. A strong presentation of well restored big-block SS. Cond: 1-. **NOT SOLD AT \$39,000.** *The seller worked this car all weekend, but the final bid was about \$10k or so under the money. This was a quality car, and with that in mind, I think it's safe to say the money is out there somewhere... it just may take a while to find it.*

#198-1971 FORD TORINO GT fastback. S/N 1A63M119066. Yellow & black/black vinyl. Odo: 95,098 miles. 351-ci V8, 4-bbl, auto. Marti report documents this as born in Grabber Green with a bench seat. Fitted with 351 Cleveland. Paint lacks luster and is just OK,



with scratches and swirls throughout. Bumpers scratched, dash separating and armrest falling off, window trim pitted. One of 56,819 made, so in this condition, it's just a car. Cond: 3-. **SOLD AT \$12,863.** *Considering all that awaits the new owner, I'd have to say that the price paid was fair all the way around. That said, I always shudder when I see someone take on a project of this magnitude. ♦*

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Race Retro

While the sales rates for the cars and bikes were disappointing, the average lot values were healthy, at almost \$39,000 per car



Competition machinery is a hard sell at the moment

Company	H&H
Date	March 14, 2009
Location	Stoneleigh Park, England
Auctioneer	Simon Hope
Automotive lots sold / offered	29/71
Sales rate	41%
Sales total	\$1,137,318
High sale	1954 Arnolt-Bristol Bolide, sold at \$161,700
Buyer's premium	10%, included in sold prices (\$1.40 = £1.00)

Report and photos by Paul Hardiman
Market opinions in italics

H&H raised \$1.1m on its return to the Race Retro slot that Bonhams had occupied for the past three years, making it the highest-grossing sale at the International Historic Motorsport Show since 2005. And while the sale rates for the cars and bikes were disappointing, the average lot values were healthy at almost \$39,000 per car.

Highlights included the 1954 Arnolt-Bristol Bolide at \$161,700, a 1955 Lancia Aurelia B24 Spider at \$138,600, a 1957 Lancia Aurelia B20GT and 1972 Ferrari 246 GT Dino, each at \$107,800, a 1972 BMW 3.0CS/CSL Group 2 racer at \$100,100, a 1924 Vauxhall 23/60 OD Malvern Tourer at \$61,600, and a 1978 Rolls-Royce Corniche coupe, which brought \$52,360. The latter was knocked down to a telephone bidder and will be returning to Hong Kong, where it was formerly the property of the last Commander-in-Chief and British Governor, Chris Patten (now Baron Patten of Barnes).

None of the Porsches sold out of a varied choice of six: a really nice 2.8 RSR replica made from a 911E attracted no serious bids; a '73 3-liter rally car that had completed

Tour Britannia was bid to \$42,000; the awkward-looking "917 Evocation" that has been kicking around the trade for a couple of years failed to sell... again, bid to \$30,000, or about half its lower estimate; and the well-used 928 racer probably should have sold at half its \$14,000 estimate.

H&H accepted a post-sale offer of \$58,800 all-in for the c.1918 Minerva Aster Special and reported "considerable interest" in the Bugatti Type 40, though it was not sold as SCM went to press. But the final ten lots were a long stretch of dead air to get through, the last car to fetch money being the super Hawk Cobra replica at \$34,650—one of the nicest reps I've seen, though powered by Rover, not Ford.

Best seller among the motorcycles was the ex-Esso Gunnarsson 1968 MV Agusta Special, which made \$23,100. Highest price in the automobilia section went to two Mike Hailwood awards, which between them commanded \$18,900. A collection of memorabilia from the estate of the late

David Leslie attracted considerable attention, with four of the Scotsman's helmets fetching \$1,260 and one of his Silk Cut Jaguar race suits commanding \$1,732.

H&H was putting a brave face on it and probably didn't make a loss, but this drop to half its typical sale rate came in the same week that Brightwells posted an 85% sell-through rate at its regional sale in Leominster, with the room reportedly packed.

It seems that competition cars are hard to shift at the moment, as these were the main non-sellers—and one can ponder the wisdom of tacking a car sale on to a show where most visitors aren't auction-goers. For its next three sales, H&H will be testing a wristband entry system where the casual viewer, or a buyer who has seen all he needs online, need not buy a catalog to get into the sale, just a wristband at half the price. ♦



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BELGIAN

#32-1918 MINERVA ASTER SPECIAL roadster. S/N 29265. Maroon/black leather. RHD. Edwardian special built in VSCC tradition, including circa 1918 chassis and Aster motor found in boatyard but originally powering a balloon. Tidily and more lightly constructed than usual aero-engined specials. First



registered 2003, well competed and now with a dash full of scrutineering stickers. Cond: 3. **SOLD AT \$58,800.** Sold after the sale at about 25% behind the lower estimate. The latest word is that the chassis may be later than Edwardian, but the VSCC has sportingly allowed its eligibility to stand, so the possible age issue should not have affected this car's value.

ENGLISH

BEST BUY #44-1924 VAUXHALL 23/60 OD Malvern tourer. S/N OD853. Blue & black/black leather. RHD. Odo: 26,023 miles. Found in a barn in 2002. Five-year-old restoration just wearing in nicely, with



good body, sharp paint, and nice plating. Rear jump seats, post-'23 means front wheel brakes. Cond: 3. **SOLD AT \$61,600.** Sold 10% short of lower estimate, and a very good vintage buy at half the money of a 30-98.

#37-1954 ARNOLT-BRISTOL BOLIDE roadster. S/N 404X3057. Eng. # BS1MkII227. Gunmetal/chestnut leather. Odo: 2,308 miles.



Good order following acquisition as a partly restored project in the U.S. in 2008, then with "\$55,000 service" to finish it off in the U.K. by a Bristol specialist. Aston Martin Gunmetal paint, not original engine but correct type. Looks spot-on with tall Michelin Xs. Cond: 2. **SOLD AT \$161,700.** The seller probably didn't lose his shirt on this despite the drop in the pound/dollar relationship, and the buyer got a fair deal. Came with rare and desirable workshop manual too. See the profile, p. 40.

#24-1962 ELVA COURIER Mk III fast-back. S/N E1075. Blue/black. RHD. Coupe version of Elva is a rare thing, attractive from some angles (all pictures tend to be front



three-quarter view, and there's a reason). Well prepped for the 2005 Goodwood Revival using 1650-cc MG power, raced since. Cond: 3+. **SOLD AT \$25,410.** Sold at \$5,000 under the mid-estimate. A good rival for an MG A, but more expensive.

#14-1964 JAGUAR XKE coupe. S/N 861446. Silver beige metallic/brown leather. RHD. Odo: 19,266 miles. Rust bubbles in sills the most worrying bit here, indicating major restoration will be needed to make it right. With that in mind, chipped paint and shiny leather



are irrelevant, but it appears very original and mechanically good. Nice registration number too. Cond: 3. **SOLD AT \$27,720.** The low price reflected the condition, but it got about what was expected. Given that you can pay twice as much for what turns out to be a resto project, this one was at least honest, and it was still a driver. It was somewhere in that twilight zone between being a charming old smoker or the basis of a super car with lots of money thrown at it.

#48-1965 JAGUAR XKE SI 4.2 Coombs Special coupe. S/N 1E21041. Silver/black leather. RHD. If you stuffed an XKE through a Duetto and then tacked on a MkIV Spitfire rear end, you might get something like this. Commissioned by John Coombs as an up-market XKE with help from Ghia. I'm sure it



made sense at the time, but trying to improve an XKE's looks isn't easy. Super condition throughout, but still just an oddity. Cond: 2+. **NOT SOLD AT \$112,000.** If you want an ugly XKE, get a V12 for less money. This was different enough to put off buyers, not distinguished enough for a museum, and would cost \$40k to put right. The punters were correctly confused, which meant no buyers here.

#28-1967 FORD CORTINA rally car. S/N BA91GS004627. White/white & black cloth. Odo: 7,952 miles. Rally car built for the 1993 London to Sydney Marathon from a real Cortina-Lotus, with extensive rough-road mods and Twin Cam swapped out for Pinto engine (ulp!). In good order but for a few small bubbles in rear arches. Retains Terratrip, odo reading a



bit odd since the Marathon was 11,500 miles... Cond: 3. **SOLD AT \$10,010.** Known as the Pompidou Centre because the pipes are on the outside, bought by a dealer who keeps telling me he's getting out of old cars but keeps putting his hand up for more. The engine swap was a bit like hitching a plow to a thoroughbred, and it wouldn't be done that way today. Ineligible for most historic rallies due to the later engine, so well sold.

#30-1970 ROVER P5B 3.5 saloon. S/N 84005905D. Dark green/beige leather. RHD. Odo: 57,215 miles. Tidy, but with more miles than preceding lot. Saloons supposedly less desirable than coupes, although condition matters more here. Beige leather still presentable. Only three owners, the first until 1995. Cond: 3. **SOLD AT \$10,780.** Good comparison with the coupe before—this was a saloon, not quite



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as nice and with more miles (although still not a lot). But, in its favor, it was a better color and it's road-tax exempt.

#23-1972 LYNCAR FORMULA ATLANTIC Single Seat racer. S/N 003. Green & white/white. Lyncar made race cars in tiny numbers. This one won at Brands in 1973, hillclimbed from '74 with a Lotus twin cam, then BDA-powered as original from 1977.



Engine blew after overhaul in 1985, unused since 1988 rebuild. In good order with spare top bodywork, wears the colors it wore in 1973. Cond: 3. **SOLD AT \$16,170.** Sold just under estimate and worth most of it for the fresh BDA powerplant. And you get a car chucked in too.

#29-1973 ROVER P5B 3.5 coupe. S/N 84508129D. White/gray steel/black leather. RHD. Odo: 17,324 miles. A super old "poor man's Rolls-Royce" with a Buick V8. Low mileage, but white doesn't suit these, so the



bare-metal respray comes as a surprise. Thick history file supports mileage. Cond: 3+. **SOLD AT \$14,245.** You can pick up an average one of these for a few thousand, but this level is where the really nice ones start. If anything, bought slightly low, although, as noted, the color doesn't help. Grays and dark shades look better on these.

#10-1978 ROLLS-ROYCE CORNICHE coupe. S/N CRH32417. Blue/cream leather. RHD. Odo: 53,519 miles. Owned at one time by the Right Honorable Chris Patten when he was the last Governor of Hong Kong (1992-97). In good shape, though dolled up with later Corniche



II wheels, bumpers, and steering wheel. Back in U.K. in 2001 and repainted since, last taxed in 2007. Cond: 2. **SOLD AT \$52,360.** Somebody must have really wanted this one, as this was very strong money even for a nice example—and it's going back to Hong Kong.

#3-1992 TVR 290S convertible. S/N SDDLDSNZP7NC01846. Green/black mohair/beige leather. RHD. Odo: 54,000 miles. A good TVR holding up well—many of this age are self-destructing. Cologne 2.9-liter a big



improvement on the earlier 2.8-liter and Essex 3-liter V6s, entertaining handling from the short chassis. Cond: 3. **SOLD AT \$4,004.** Sold about where expected, and lots of bang for the buck. You can't get a decent MG B this cheap, and neither it nor a Miata can keep up.

#35-2000 CATERHAM SEVEN 1.8 Super Sport roadster. S/N SDKRDSARCY0030856. Ruby Red/black vinyl/black vinyl. RHD. Odo: 4,788 miles. Fitted with 1.8-liter Rover K-series VVC engine. Factory built and like new with all the extras, including wide-track front



suspension, six-speed gearbox, LSD, heater, and plumbed-in extinguisher. Bench seat back offers more space than buckets. Cond: 2+. **SOLD AT \$17,556.** Everybody should have one of these at some point in their lives. This one was a very good buy privately, but still with a little bit of breathing space for retail.

FRENCH

#4-1983 RENAULT 5 Gordini Turbo racer. S/N 122B00E0000296. Black/black cloth. RHD. Sold as Le Car in the U.S. This is the hot version, however laughable that sounds, with scary-looking turbo nailed to tiny pushrod four. Badged Gordini in U.K., Alpine everywhere else. It's a racer so it's knock-kneed negative at the front, some panels fit where they touch, one headlight lens is plastic and there's miles of tank tape. Built a by marque expert, refreshed for one race in 2008. Owner said "great fun—in



a slow kind of way." No MOT. Cond: 3. **SOLD AT \$1,750.** This was offered for sale here by another auctioneer, since he hasn't got a sale coming up any time soon and it wouldn't fit the profile anyway. Cheap as chips, although not very competitive in the races it's eligible for. I'd put it back on the road and go show the posse of little hoodies who hang out nights at my local Tesco what a real hot hatch looks like.

GERMAN

#12-1964 MERCEDES-BENZ 220SEB coupe. S/N 111012120060643. Blue/cream leather. RHD. A really nice example of M-B's classic coupe following restoration by a Bentley/R-R specialist, although interior color



could have been a bit more subtle. No rot, floors perfect, leather and timber excellent, paint like a deep mirror. U.K. RHD chassis number, but age-related replacement registration a bit curious. Cond: 2+. **SOLD AT \$32,340.** These will survive anything the market can throw at them. This one sold just about on bottom estimate, and it was a fair price for a super example of this elegant coupe.

#2-1970 VOLKSWAGEN BEETLE convertible. S/N 1509013705. Metallic blue/gray mohair/black & gray vinyl. RHD. Odo: 105,000 miles. Flat windshield model. Paint crazing a



little in places, top still decent. Has been mostly used in France as a holiday runabout. Cond: 3. **SOLD AT \$7,238.** This fetched far more than anyone expected, but then again, spring had picked up a little, and nice weather always helps to sell convertibles.

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#61-1972 **BMW 3.0CS CSL Group 2 racer.** S/N 2240112. Green/green. Batmobile lookalike built up by leading U.K. specialists with huge specs for new Group 2 series (there's one in France too). Shaken down but as yet unraced. All the right bits include Kugelfischer mechanical injection on 3.5 Lester Owen motor, 'glass dash, etc. Cond: 2. **SOLD AT \$100,100.**



These evil-looking buggers dominated Group 2 (for, ahem, "mildly modified" cars) in 1972. This one looked like quite a bargain as real-deal cars go up to \$350k, with ex-works cars worth a bit more. (The factory still has a fresh unraced 3.5 turbo... do you think they'll ever let it out?) Even really good "in-history" clones are up to \$200k. Sold over estimate, post block.

#60-1973 **PORSCHE 911T racer.** S/N 9115301563. Blue & orange/black leather. RHD. Odo: 21,151 miles. Road/race/rally car based on 1973 911T shell but with 3-liter motor. Well built and prepped at cost of \$65,000. Narrow body, later cookie-cutter wheels probably from same 3-liter as motor. With MSA



vehicle identity papers. Cond: 3. **NOT SOLD AT \$42,000.** Ran in Tour Britannia 2006 and 2007, but the later motor might render it ineligible for some post-historics. If it could have been bought for under \$45k, this bitsa would represent a super deal as a competition/track day car.

ITALIAN

#56-1955 **LANCIA AURELIA B12 4-dr sedan.** S/N B121467. Blue/gray velour. RHD. Pillarless sedan with suicide rear doors. Basically sound and straight but laid up since the mid-'90s. Halfway through restoration, paint now peeling, captive nuts in roof but no rack. Gray velour interior good. Pretty



much complete, some parts off car but inside. Cond: 4. **SOLD AT \$7,584.** With the heavy work done, this inexpensive project should be straightforward to put back together—but ideally you'd need to start again, which could cost up to \$40,000. It sold well over estimate and there's just not that much margin here.

#58-1956 **LANCIA AURELIA B24 Spider America.** S/N B241055. Green/cream leather. RHD. Stalled restoration project started in 1998, originally white, in this ownership since 1973. One of 59 RHD cars built, body all done including welding holes in floor. Tidy and straight overall, more complete than



first thought but some trim parts and dampers missing. Cream leather new. Cond: 4. **SOLD AT \$138,600.** Yet another Spider goes through auction, selling just on lower estimate, but with plenty of room to maneuver as concours cars have been selling for more than \$400k. Nice number goes with it. A decent buy.

#41-1957 **LANCIA AURELIA B20 GT 6th series coupe.** S/N B203957. Silver gray/gray velour & blue vinyl. Odo: 74 miles. RHD. Lancia Motors (England) Works demonstrator in very good order. Good body and paint,



perfect instruments, motor clean and dry, newish exhaust fitted. Restored when in Italy from 1992 to 2002, just out of dry storage. Wiper-scratched windshield from an LHD car. Nardi floor shift and steering wheel. Cond: 2. **SOLD AT \$107,800.** These have been climbing sharply in recent years, and a mere recession isn't going to stop that for one of the most desirable Aurelias. Sold nearer to top estimate, as expected.

#65-1957 **LANCIA AURELIA B24S 6th series convertible.** S/N B24S1416. Eng. # 1534. Dark blue/dark blue/maroon leather. Odo: 83,367 miles. Body very straight, repaint excellent, claimed never crashed or welded.



Restored by U.K.-based Italian car specialist over long period, maroon leather just wearing in. With hard top. Cond: 2. **NOT SOLD AT \$147,000.** With at least four Spiders recently going through auction, you've have thought buyers would have jumped on the opportunity to snap up this cheaper example.

#15-1972 **FERRARI 246 GT Dino coupe.** S/N 04334. Argento Auteil/black leather. RHD. Odo: 48,155 miles. Appears well, with factory panel fit and a couple of missing seams. Restored in 1982, painted again in 1992. Motor tatty, small ding to driver's door, trunk trim falling apart. On the plus side, no leaks, interior is nice, and wheels have a nice finish.



Owned by H&H's Simon Hope, and recently completed a 3,000-mile European tour. With original factory warranty card. Cond: 2. **SOLD AT \$107,800.** Last sold at Bonhams & Brooks' Silverstone auction in August '01 for \$52,915. A cosmetically nicer car sold for less at H&H's Sparkford sale last year, but that was before the current economy's downward readjustment. This was clearly a good driver, but it was well sold at this price. ♦

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Fall High Performance Auction

Certainly fewer cars sold, but more importantly, they sold for less money. No cars were hammered over \$100k, and only four cars fetched over \$50k



American iron faced challenges on the block in KC

Company	Mecum Auctions
Date	December 5-7, 2008
Location	Kansas City, Missouri
Auctioneer	Mike Hagerman, Mark Delzell & Jim Landis
Automotive lots sold / offered	212/425
Sales rate	50%
Sales total	\$3,989,315
High sale	1955 Chevrolet Bel Air 2-dr hard top, sold at \$94,500
Buyer's premium	\$300 on the first \$5,499, \$500 from \$5,500 to \$9,999, 6% thereafter, included in sold prices

Report and photos by B. Mitchell Carlson
Market opinions in italics

Because the spring version of the Kansas City auction didn't take place, due to a series of televised weekly auctions in Indianapolis, it has been over a year since the last KC auction. Held once again at the Kemper Arena complex, there was plenty of space for all cars inside, with lots of elbow room to get the cars around, to boot.

Indeed, on Sunday, the staff was able to jockey most of the cars crossing the block on this final day into the main hall, as they previously had been parked in an adjacent hall with the Friday consignments.

This year, the continuing economic concern had a dampening effect on sales, with numbers slightly to moderately down. The biggest drop was in total sales—\$1.2m less than the \$5.2m grossed last year. Certainly, fewer cars sold, but more importantly, they sold for less money. No cars were hammered over \$100k, and only four cars fetched over \$50k.

One of the big draws was the no-reserve sale of 27 cars from the Mark Wilson Collection. Having been part of the sale of the Christenholz Collection in the spring out at Indy, this was a bit of a letdown. A number of these cars were either fakey-does or heavily modified, and only a few were really stellar, authentic restorations.



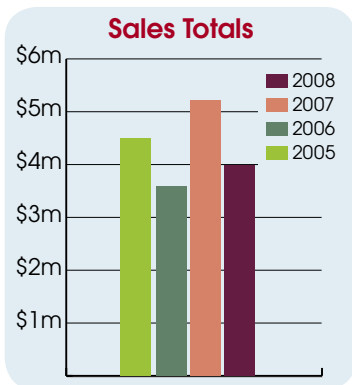
Two of his cars were the top sellers, with the Superbird being noteworthy for how little it brought. Granted, it was a fluffed-up, nice driver with minimal equipment and was not finished in a popular color, but the \$86,625 selling price reinforced that all is not well in muscle car land. Equally insightful was the sale of a better-condition 1969 Camaro Z/28 from his collection, fetching just \$45,675.

However, there were also some decent deals for both buyers and sellers, with notable sales including a 1953 Mercedes-Benz 170D four-door sedan that brought a reasonable \$14,700, a 1961 AMC Metropolitan coupe, which made \$7,300, and a 1970 Chevrolet Camaro RS Z/28 coupe that sold for \$26,775.

While I have doubts about the wisdom of holding an auction in the

Midwest during December (at least I didn't have to dodge snowdrifts with my C5 Corvette this year—I left it at home), this sale does work well. Since most cars are trailered or shipped these days, once they hit the loading dock—and some came a long way to this central location—they are under a warm roof for the whole of the weekend. Indeed, this sale seems to be a good draw for walk-ins, as this weekend was too cool and wet to do much else.

It's hard to say if this is the time to snatch up bargains, or whether we've hit the bottom of the elevator shaft, but it's clear that for both pricing and condition, time will tell. ♦



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1959 Mercedes Benz 300SL Roadster Restored, Matching Numbers



1965 Ferrari 275GTB/6C Long Nose-Torque Tube



1960 Porsche 356B S90 Roadster Great Driver - Matching Numbers



1964 356C Carrera 2000GS Sunroof-Matching Numbers

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ENGLISH

#S208-1965 SUNBEAM TIGER convertible. S/N B9472582. British Racing Green/black vinyl/black vinyl. Odo: 298 miles. 260-ci V8, 4-bbl, 4-sp. Registered on a salvage title. Older OK trim-off engine-out repaint with some light overspray in places. Light body rippling in front fenders and inability of a magnet to stick mean some filler has been used. Acceptable panel and



door gaps. Replated bumpers and replacement emblems, mirrors and door handles somewhat dull. Newer replacement top, seat upholstery, dashpad, and carpeting. Nice finish on the dashboard wood. Newer semi-gloss black undercoated chassis. Cond: 3-. **NOT SOLD AT \$18,000.** It was declared that the owner had no intention of letting it go unless it got a bid of over \$22k, and with that in mind, it didn't have much of a chance. The final bid represents reality here.

#S177-1966 TRIUMPH TR4A roadster. S/N CT59782L. Kelly Green/black vinyl/black vinyl. Odo: 86,088 miles. Long-term consigning owner claims original mileage. Older repaint closer to Kelly Green than the original British Racing Green. Definitive masking line in inner door edges and around door latch mechanisms, some body filler evident in rear wheelwell arches. Older replated front bumper, serviceable rear bumper with moderate pitting and



scuffing. Rear quarter panel top trim has several light dings. Pitted Talbot-style mirrors, older replacement top and seat upholstery. Excellent older dashboard wood refinishing. Cond: 3-. **NOT SOLD AT \$10,500.** This scruffy little solid-axle TR4A spent quite some time on the auction block, but it was to no avail. The seller was rock solid firm on getting \$11k to put into his pocket. Even with a claimed freshly rebuilt engine, the \$10k bid was doing pretty good, so the consignor gets to own it a bit longer.

GERMAN

#U32-1953 MERCEDES-BENZ 170D 4-dr sedan. S/N 691110198553. Black/gray cloth. Odo: 21,924 km. European specification



car, with metric speedometer and trafficators. Concise frame-on restoration from a Mercedes-Benz dealer. Excellent body prep and paint, all chrome reworked and replated. Front doors sag a bit when opened but have good gaps when closed. Suspension slightly low on driver's side. Good engine detailing with only a handful of modern touches. All the interior soft trim replaced by authentic materials with excellent workmanship and no indications of wear. Cond: 2. **SOLD AT \$14,700.** It's pretty rare that a lowly 170—and a Diesel at that—is restored to this level. With it selling for a fraction of what it was claimed to have cost to restore (\$55k), it's easy to see why 170 4-door sedans don't get restored to this level. Not everyone's glass of Hefeweizen, but the dealer who bought it should do well with it once he finds a Mercedes collector who wants something a little offbeat or doesn't have one of everything.

#F127-1971 VOLKSWAGEN BEETLE convertible. S/N 1512533020. Yellow/black cloth/black vinyl. Odo: 58,380 miles. Mildly modified with Empi Minilite-style alloy wheels, billet aluminum bumpers, and billet aluminum running boards. Nice trim-off repaint with masked-off door seals. Expertly installed replacement cloth soft top, generally



cleaned up engine compartment, several minor aftermarket add-ons to the motor. Aftermarket exhaust system not drastically louder than stock. Reupholstered seats, new door panels, replacement carpeting. A Sony AM/FM/CD stereo system displaces the stock radio. Cond: 3+. **SOLD AT \$9,600.** It seems there's at least one mildly tweaked Beetle convertible at every Mecum auction, and this one was no exception. Right after this car sold, the same consignor had a '78 Super Beetle convertible in slightly lesser condition go for \$7,200 across the block. This '71 certainly sold well enough that the consignor should be pleased.

JAPANESE

#S16-1970 SUBARU 360 2-dr sedan. S/N K111L9772. White & blue/white & blue vinyl.



Odo: 17,154 miles. Mileage claimed correct. Somewhat fresh repaint done on the quick with several areas of blue overspray. Sloppy masking along glass moldings, which are moderately pitted. Newer tires, golf cart wheel covers not entirely off the mark. Newer carpeting and seat upholstery in very bright blue. Wrap-around steering wheel rim cover hides several cracks, horn button haphazardly installed. Cond: 3. **NOT SOLD AT \$7,400.** The low mileage claim wasn't that far out of whack, as these are hardly good road trip cars. These make a SAAB 99 look about as dependable and trouble-free as a new Ford pickup. This offer was all the money and then some.

SWEDISH

#S226-1960 VOLVO PV445 wagon. S/N 32346. White & pastel blue/gray & blue vinyl. Odo: 99,669 miles. Freshly restored within the last year. Good, smooth bodywork, respectable repaint with some blue overspray on white base layer. All chrome and trim either replated or polished. All new glass, windlace, and weatherstrips. Clean, well detailed motor. Excellent clear coated wood refinishing in the cargo compartment. Seats, door panels, and



headliner redone in a lower grade vinyl with mediocre to amateur workmanship. Some yellowing of gauge faces and shift lever boot. Cond: 3+. **SOLD AT \$14,000.** While some of the workmanship was excellent, some was downright sloppy. Then again, the restorer didn't have too many to compare it to. When's the last time you've seen a wagon version in the U.S., or anywhere else for that matter? Failed to sell across the block when the bidding ended at \$13,250, and the consignor must have come to his senses a little later on.

AMERICAN

#U17-1961 AMC METROPOLITAN coupe. S/N E80524. Maroon metallic/maroon velour. Odo: 66,659 miles. Average to better

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FERRARI 288 GTO, 1985, Red, 36k km's, Factory a/c & Power Windows, Recently Serviced & Detailed for show. **\$640,000.00**

Alfa Romeo Duetto Spider, 1967, Rosso Dino/Black/Black top, Restored \$29,950.00	Ferrari 365 GTB/4 Spyder, 1971, Red, Restored & Conversion by AutoSport Modena \$395,000.00
Alfa Romeo TZ1, 1963, Exceptional Race History including Le Mans 1964 \$595,000.00	Ferrari 275 GTB, 1966, Silver, Long nose, 6-carb, torque tube, Original & unmolested \$975,000.00
Aston Martin DB7 Volante, 1998, Silver/Claret, 30k miles, Automatic. \$39,500.00	Ferrari 275 GTB Short Nose, 1965, Red/Black, Older Rest./Serviced/Drives as it should . . \$775,000.00
Aston Martin V8 Vantage Twin Supercharged, 1995, Red/Magn., LHD, 5k miles, 6-spd. \$199,500.00	Ferrari 250 GT LWB, 1954, Blue, restored, Exceptional race history SP.O.A.
Aston Martin Virage Widebody Volante, 1993, BRG/Tan/Green top, 5k miles, Auto. \$140,000.00	Jaguar E-type V-12 2+2 Coupe, 1973, BRG/Tan, 4-spd, Air conditioned, Fully Restored \$39,500.00
Aston Martin V8 Volante, 1985, Burgundy/Tan/Tan top, 16k miles from new, Auto. \$98,000.00	Jaguar XK-140 Drophead, 1957, BRG/Green/Black top, 4-spd, restored \$125,000.00
Aston Martin V8 Vantage O.I. Coupe, 1980, Silver/Blue, Full Spec., 5-speed \$150,000.00	Jensen Interceptor MK III Coupe, 1971, Silver/Beige, 34k miles, Restored \$49,500.00
Aston Martin V8 Vantage, 1978, Red/Natural, 5-speed, 1 of 23 rare Flip Tail models SP.O.A.	Porsche Carrera GT, 2005, Red/Dark Grey, 7k miles from new, Fully Serviced \$325,000.00
Aston Martin V8 Coupe, 1976, Green/Magnolia, Auto, Cosmetically Restored \$67,500.00	Porsche 930 Turbo Coupe, 1987, Rare Carmine Red, 49k miles, Fully Serviced \$46,500.00
Aston Martin DB5 Coupe, 1965, Dubonett Rosso/Black, LHD, Repainted-Serviced \$295,000.00	Porsche 911S Coupe, 1973, Silver/Black, 28k orig. miles, One of the Best in the World! . . \$135,000.000
Ferrari 360 Modena Spider, 2002, Grigio Ingrid/Tan, 12k miles, Major service completed. . \$116,500.00	Porsche 911 Soft Window Targa, 1969, Orange, 38k miles, Older Restored, Matching #'s . . . \$59,000.00

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Alfa Bits

Recent Il Biscione sales on eBay

by Geoff Archer

(All English within quotes exactly as presented by sellers on eBay.)

#250389910779-1931 ALFA ROMEO roadster. S/N 6374950113. Dark red/black vinyl. 4 Photos & 2 Videos. Bay Point, CA. "The car exudes a sort of rawness consistent with cars of the era — exhaust sounds like a true racecar! Built on VW running gear with a strong engine that starts right up. Engine and gear box are in very good condition — has a brand new clutch." So much looks so wrong



here, from the awkward proportions, to the exposed torsion bar suspension right out to the fat, flat VW steel wheels. 30 bids, sf 195, bf 23. Cond: 3. **SOLD AT \$3,051.** Like many people, the seller is unloading "excess toys" due to economic circumstances." In general, I would like to know what kind of person is buying "excess toys" these days. But in this particular case, I don't care. Well sold at any price.

#170304113958-1932 ALFA ROMEO 8C 2300 Replica roadster. S/N 1D011935. White/red leather. Odo: 291 miles. 87 Photos. Tempe, AZ. "All-steel, labor of love... The body is hand made and sits on a 1934 International ladder frame... turbocharged 4-cylinder developing approximately 200HP and 240ft.lb. of torque... 5-speed



manual transmission, independent suspension, electric cooling fan, and even a tilt steering column. Supple leather upholstery, '30s racing-style 4-spoke steering wheel, superb panel fit, vintage wire wheels, Scuderia Ferrari racing team shields, Brooklands windshields and so much more!" 28 bids, sf 76, bf private. Cond: 1. **SOLD AT \$20,550.** Spendy for a replica, but looks to be nice enough to be considered special in its own right. A fair deal.

#270360948714-1965 ALFA ROMEO TZ-1 replica coupe. S/N AR750087. Red/black. Odo: 224 miles. 9 Photos. White Plains, NY. "A very faithfully executed rendition of the legendary TZ-1 Alfa. We are told this car was constructed in Milano, Italy circa late 1980s. Then imported to California where it was road registered... All aluminum body, plexiglass side and rear windows, tubular chassis, independent rear



suspension, alloy wheels, 5-speed, twin plug cylinder head. Excellent condition throughout." 11 bids, sf 0, bf 19. Cond: 1. **NOT SOLD AT \$40,100.** A real TZ-1 is a half-million dollar car. Is a very nice clone worth 10% of that? 20%? There is no rule of thumb for pricing aluminum replicas of '60s road racers (i.e. D-types, GTOs, 300SLRs, etc.), but aluminum Cobra replica sales data suggest that 10%–20% is the range (SCM# 117827 @ \$148k vs. #117447 @ \$963k). Seller would probably do better at a physical auction anyway, and he seems to have just figured that out. ♦



quality repaint, buffed-out original trim with some light dings and scuffing, older rechrome job on both bumpers. Non-stock stainless steel cover over spare, non-stock twin rear antennas. Washed-off engine compartment, motor shows light surface rust. Aftermarket chrome air cleaner, one size doesn't really fit all corrugated radiator hoses, modern in-line plastic fuel filter. Seat and door panels reupholstered in 1980s luxury car velour. Newer carpeting. Cond: 3. **SOLD AT \$7,300.** Unlike the microcars of this era, a Metropolitan (by 1961 not a Nash Metropolitan or a Hudson Metropolitan, as both nameplates were retired by AMC after 1957) is actually a feasible car to drive in 2008. It may not be my first choice for a road trip, but for around-town errand running, it does a commendable job and will get far more second glances than a (not so) Smart car. That's probably the best task for this example, unless you want to repaint, reupholster, and detail the engine to make it correct.

#S36-1962 CHEVROLET CORVAIR 95 Panel van. S/N 2R125S117437. Red & white/white vinyl & blue cloth. Odo: 28,658 miles. Color change from original tan. Newer good quality repaint with some masking issues in door jambs and on engine compartment lid supports. Good original brightwork with only some light scuffing and dullness. Recently resealed motor quite clean and well detailed.



Virtually untouched undercarriage, with overall light surface rust and dust. Incorrect modern cloth inserts on reupholstered front bench seat. Sparsely equipped, without even an AM radio. Cond: 3+. **NOT SOLD AT \$8,000.** While FCs (Forward Control Corvair trucks) have been making some healthy increases in prices over the last few years, that is generally on Rampside pickups and Greenbrier passenger vans. Cargo vans, which are basically tin boxes with motors stuck in the back, are almost a bit too utilitarian, and vans haven't been popular since those scary days of the mid-1970s. As the consignor wanted somewhere north of \$12k, it just kept on truckin'.

#U33-1963 CHEVROLET NOVA convertible. S/N 30467W123136. Ermine White/white vinyl/red vinyl. Odo: 69,292 miles. 194-ci



straight 6, 1-bbl, auto. One-owner car restored a year ago. Good quality repaint, trim buffed out before being reinstalled. Fitted with optional two-bar spinner wire wheel covers. Freshly rebuilt motor with bright unplated hardware and fasteners, very clean undercarriage. All reproduction interior soft trim showing no discernible wear. Glovebox door and steering column have a less glossy, darker hue than the rest of the dash. Cond: 2-. **NOT SOLD AT \$17,500.** It's nice to see a Chevy II that's authentically restored and does not have a small-block V8 plopped into it. The owner had a \$25k reserve on it, and although that's probably what was put into the restoration, it will be a hard sell.

#S189-1964 PONTIAC GTO 2-dr sedan. S/N 824P152744. Black/black vinyl. Odo: 6,959 miles. 389-ci V8, 3x2-bbl, 4-sp. PHS documentation confirms Tri-Power, Safe-T-Track rear axle, AM radio, 2-speed wipers, center console with tach, tinted windshield, and backup lights. Power steering and rosewood steering wheel added later. High-quality bare-body repaint, most stainless trim original



and showing light scuffing and dings. All new weatherstripping, GM-spec door and panel gaps. Good older engine detailing, but carburetors show fuel stains. All-reproduction interior soft trim. Cond: 2. **NOT SOLD AT \$29,000.** A good older restoration, but not deteriorated enough to cast off as just a driver. With a little fluff-up, this could be quite eye-popping. It was hardly a dog as it sat, but it would be better to detail it up rather than just run it. Even as the least desirable bodystyle, this was a bit under the money.

#S220-1966 SHELBY GT350 H fastback. S/N SFM6S587. Black & gold/black vinyl. Odo: 69,498 miles. 289-ci V8, 4-bbl, 4-sp. Older repaint displays some orange peel in compound corners as well as a few light polishing scratches. Good original trim with a few light dings and some visible masking lines, replated bumpers. Serial number tag on left front fender support ragged and shows evidence of having been pulled off. Fitted with Magnum 500 wheels with correct Hertz center caps. Reproduction dashpad, carpeting, door panels,

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and seat covers. Glovebox door autographed by Shelby, mileage claimed original. Cond: 3+. **NOT SOLD AT \$70,000.** This car had a number of signs taped to it by the owner stating that this was a bank forced sale. With a reserve of \$90k, they were probably not real happy campers. We've seen small-block Shelby Mustangs start to slide down in value for going on two years, so I didn't find this result too surprising. Maybe the owner should put in for a federal bailout like everyone else.

#S50-1967 PONTIAC FIREBIRD coupe. S/N 223377U124601. Gold/black vinyl/black deluxe vinyl. Odo: 13,632 miles. 400-ci V8, 4-bbl, auto. PHS documentation confirms equipment. Special order paint, options include power steering, power brakes, chrome engine dress-up kit, a/c, rally gauges, tilt column, tinted glass, rear window defroster, and Rally II wheels. Nice repaint, GM-spec door and panel fit with several uneven gaps. All chrome and trim either replated or replaced, all new weatherstripping installed.



Clean engine compartment with good paint detail. Reproduction interior showing minimal wear. Cond: 2-. **NOT SOLD AT \$27,000.** The consignor claimed this car was a promotional give-away from Taylor Pontiac of Cheyenne, Wyoming. Regardless, this was both quite well optioned and quite well restored, so I'll side with the consignor that this bid was under the money, although not by a whole lot. \$30k seemed about right.

#S155.1-1967 CHEVROLET CORVETTE convertible. S/N 194677S104422. Marlboro Maroon & black/black vinyl/black leather. Odo: 20,314 miles. 427-ci 400-hp V8, 3x2-bbl, 4-sp. L68 427 conversion from the 390-hp 4-bbl; 3.36 ratio Positraction, full tinted glass, and AM/FM radio. Good quality repaint with one star crack on the hood. Rear suspension sits slightly high. Show-quality bumper chrome, reproduction emblems and trim. Right side back-up light always on. Authentically restored engine compartment shows limited use. Well fitted vinyl top with some light wear from folding, newer leather seat interior, with minimal wear. Cond: 2-. **SOLD AT \$72,975.** While this



was a good older restoration, it was not without a few issues. This is even after it had some fix-up work from when it was a no-sale at \$69,000 at Mecum's St. Charles sale in October '08 (SCM# 117976). This is market pricing today, and it was still the third highest selling car at this venue.

#S105-1969 CHEVROLET CHEVELLE SS 396 2-dr hard top. S/N 136379K411571. Light blue metallic/black vinyl/black vinyl. Odo: 14,336 miles. 454-ci V8, 4-bbl, auto. Factory options include power steering, power brakes, Positraction, a/c, and SS wheels. 454 V8 detailed to look like an authentic 325-hp 396 mill. Good quality repaint, expertly installed replacement vinyl roof and side stripes, replated



bumpers, mostly replacement brightwork. Some overspray on inside of windshield from when dashpad was redyed. Replacement seat upholstery, mostly reconditioned interior soft trim. Cond: 3+. **NOT SOLD AT \$21,000.** Even with the wrong big-block and the depressed market, this was still a bit below the market, if barely. Since at least it seemed to check out as a real-deal SS, it should pull in at least a couple more grand in this condition.

#S128-1969 CHEVROLET CAMARO Z/28 coupe. S/N 124379N618450. LeMans Blue & white/white vinyl. Odo: 32,540 miles. 302-ci V8, 4-bbl, 4-sp. Factory options include power brakes, interior décor group, and full gauge pack console. Professional bare-body restoration with top-quality body prep and repaint, replated bumpers, and reproduction brightwork with a couple of light stone dings. Clean and initially well detailed engine bay with some non-factory touches. Good quality reproduction interior with almost no wear or soiling.



Fitted with Hurst shifter. Offered at no reserve from the Mark Wilson Collection. Cond: 2. **SOLD AT \$45,675.** Oh, how the mighty have fallen. Two years ago at this venue (OK, back when the KC auction was held at the previous site), I personally watched an equal condition '69 Z/28 do \$70k (SCM# 43755). Today, it's market pricing. This is sort of like watching a limbo dancer and wondering just how far down he can go because it seems unnatural.

#S132-1969 PLYMOUTH BARRACUDA 2-dr hard top. S/N BH23F9B230414. Dark blue metallic/black vinyl. Odo: 66,060 miles. 340-ci V8, 4-bbl, 4-sp. Originally a 318 car. Good quality bare-body repaint, new door seals with a light coating of chalky white mold release still on them. Replated bumpers, moderately worn original trim. Reproduction rocker panel black-out graphics expertly applied.



Generally clean but inauthentic engine bay, older undercoating. Both items have light body paint overspray on them. Reproduction seat upholstery, carpeting, headliner, door panels, and wood-tone inserts. Aftermarket steering wheel. Cond: 3. **SOLD AT \$14,700.** Another no-reserve Wilson Collection car. Pre-1970 Barracudas haven't been on the auction circuit too much, so I was quite keen to see what this one would do. Being a parts-swap fakey-doo, any pricing value gleaned here was basically moot.

#S120-1970 PLYMOUTH SUPERBIRD 2-dr hard top. S/N RM23U0A175689. Medium blue metallic/black vinyl/black deluxe vinyl. Odo: 51,324 miles. 440-ci V8, 4-bbl, 4-sp. Sparsely equipped, with only bucket seats and an AM radio as options. Good quality older repaint, most body seals original, newer door seals fitted. Replated bumpers and buffed-out trim. Excellent graphics application and replacement roof vinyl workmanship. Recently



fluffed-up engine bay, older replacement seat upholstery, door panels, dash-pad, and carpeting. Glovebox door signed by Richard Petty. Offered at no reserve from the Mark Wilson collection. Cond: 3+. **SOLD AT \$86,625.** Oh, how the mighty have fallen, part II. Two years ago, this would be a buy at double this price. Today, it seems like a good buy, but will non-

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primo condition muscle cars continue to slide downwards? I'll make no predictions here... instead, I'll just sit on the sidelines with my rain slickers and hip boots on waiting for when it hits the fan.

BEST BUY #S131-1970 **CHEVROLET CAMARO RS Z/28 coupe.** S/N 124870L514578. Green Mist & black/green vinyl. Odo: 73,714 miles. 350-ci V8, 4-bbl, 4-sp. Optioned with 360-hp LT1 engine, power steering, power brakes, AM radio, and 5-spoke SS wheels. Good quality bare-body repaint, mostly rechromed or replacement brightwork. Fresh door glass, door fit typically mediocre. Driver's side forward corner of original dashpad starting to lift. Reproduction seat



upholstery and door panels, remainder of interior well preserved. Generally clean and well detailed engine bay. Offered at no reserve from the Mark Wilson Collection. Cond: 2-. **SOLD AT \$26,775.** *If there is a second-generation Camaro that's the epitome of real performance rather than the emaciated early 1980s Z/28s, this was it. This green, typical of the era but unloved today, may have kept enthusiasts from clawing their way past each other to bid on it, but it had all the factory performance goods that everyone wants. If you like Ivy Green Metallic, bought well. If you can stomach it, a good buy, but don't flip it for a while. Just don't paint it red.*

#S149-1970 **DODGE CHALLENGER R/T 2-dr hard top.** S/N JS23V0B236850. Burnt Orange & black/black vinyl/black vinyl. Odo: 44,152 miles. 440-ci V8, 3x2-bbl, 4-sp. Canadian market car, Chrysler registry confirms configuration. Factory optional Six Pack induction with Shaker hood, Super Trak Pak with 4.10 gearing, power brakes, power steering, rally gauge package, Go-Wing, and Rally wheels. Professional restoration with top quality body prep, paint application, restriping, and vinyl roof. All-replacement brightwork, replated bumpers. Panel fit better than stock. All-Mopar engine bay is concours-grade clean. Reproduction interior soft trim. Cond: 1-. **NOT SOLD AT \$65,000.** *This*



was a good, representative example of a top-quality muscle car that wasn't going anywhere but back home to the consignor's garage. No need to unduly fire sale this E-body, as Six Pack cars seem to be holding on to their value better than most other powertrains. Still, the \$90k he was seeking was a bit of wishful thinking in today's market.

#U34-1970 **PLYMOUTH 'CUDA AAR 2-dr hard top.** S/N BS23J0B282237. White & black/black vinyl. Odo: 6,781 miles. 340-ci V8, 3x2-bbl, 4-sp. Date-code-correct replacement engine fitted, original block included. Good repaint with some thicker masking lines present. Cosmetically well detailed engine compartment with some modern components.



Fully restored interior with new reproduction seat upholstery, door panels, dashpad, and carpeting. Cond: 2-. **NOT SOLD AT \$56,000.** *The Chrysler registry attests that this was one of two white AAR 'Cudas with dual sport mirrors. With what was spent to restore the car, this is another case of having the original block out of the car, which only makes sense if it's truly shot. Perhaps that's a bit of a moot point, as there was quite a chasm between the final bid and the \$80k reserve, and it won't get spanned anytime soon.*

#F78-1970 **CHEVROLET CORVETTE convertible.** S/N 194670S401305. Medium blue metallic/tan vinyl/saddle vinyl. Odo: 83,539 miles. 350-ci 300-hp V8, 4-bbl, auto. Factory options include ps, pb, and tilt/telescopic column. Heavily prepped body with no seam broadcasting, fresh repaint is a color change from original Donnybrooke Green. Front bumper alignment off, door gaps wider at the rear than the front. Rear suspension rides higher than the front. Motor has older rattle can repaint and is generally dingy. Mostly new interior, with reproduction seats and carpeting. Redyed door panels and dashboard a bit lighter than seats. Cond: 3-. **SOLD AT \$18,900.** *The buyer must have thought he really picked up a*



good deal, as on Saturday morning when I photographed the car, he placed a sign on it stating that it was for sale for \$22k "today only." Now I feel a lot better about not even thinking about bidding on it Friday night.

#S95-1975 **CHEVROLET CORVETTE convertible.** S/N 1Z67J55402342. Red/white vinyl/black vinyl. Odo: 14,318 miles. 350-ci 165-hp V8, 4-bbl, auto. Factory options include ps, pb, alarm, a/c, and AM/FM radio. Newer mediocre repaint with some haphazard masking, good panel and door gaps, excellent original brightwork with only light scuffing.



Door latches sag slightly on both sides. Fresh replacement soft top is rather heavily wrinkled. Recently detailed engine compartment is generally authentic, new brake components, suspension bushings, and shocks fitted. Well preserved original interior with minimal wear. Cond: 3. **SOLD AT \$17,588.** *This was claimed to be consigned by the third owner, and it included most paperwork from when it sold new. A market price for an originally red final-year C3 convertible in this condition.*

#U12.1-1982 **CHEVROLET CORVETTE coupe.** S/N 1G1AY8780C5109078. Silver Blue/blue leather. Odo: 81,478 miles. 350-ci 200-hp fuel-injected V8, auto. Factory options include power seats, tilt/telescopic column, pdl, cruise control, rear defrost, and alloy wheels. Factory painted T-tops stashed in the back, aftermarket one-piece tinted roof panel affixed. Recently



resquired front fascia slightly off hue with rest of older repaint. Typical C3 door to front clip gaps. Stock a/c system replumbed with R134a. Seat and steering wheel rim wear commensurate to miles. Cond: 3-. **SOLD AT \$8,500.** *On Friday night, as lot F88, this was a no-sale bid to \$9,500, proving what generally occurs with re-runs: they almost always get bid for less. In this case, the dealer knew it, and all things considered, he cut it loose at the right time. ♦*

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Spring Portland

Sellers were looking for more than current market prices



Sales fell 51% from last year

Company	Silver Auctions
Date	February 28, 2009
Location	Portland, Oregon
Auctioneer	Mitch Silver & Bob Graham
Automotive lots sold / offered	42/118
Sales rate	36%
Sales total	\$330,284
High sale	1968 AMC AMX, sold at \$22,248
Buyer's premium	8%, included in sold prices

Report by Paul Duchene, photos by Jim Pickering
Market opinions in italics

Word on the street is the market is down but real buyers are still there—if the price is right. Silver's Portland auction showed proof of that with the 36% sale rate, which was actually 1% more than last September, but the sales total was down 51% from last year's \$665,607. No big money cars sold at all, with a sound and well-presented 1968 AMX taking top honors at \$22,248.

That's not to say the bids weren't there. It's just that sellers were looking for more than current market pricing. Several first-gen Camaros averaged \$20,000, while average '50s Corvettes drew \$40,000 or so. It's just the way the world is right now. One wonders how the reluctant sellers felt later.

For example, a tired 1981 Pontiac Trans Am with incorrect engine decals was generously bid to \$7,000 and rejected. A mild custom 1972 Chevy half-ton pickup went to \$11,000, which was more than enough for a 2WD. However, the owner of a 1966 Impala convertible that stalled in Scottsdale at \$19,000 most likely was overjoyed at \$21,600 here, and wisely took the money and ran. Equally smart was the seller of a 1960 T-Bird coupe, which was just a driver, and at \$5,900, it was down the road.

The time-warp '76 Caprice Classic with every op-



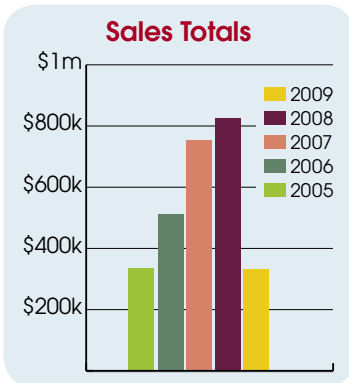
tion is solid proof some cars will never be valuable, however nice, and \$5,500 was not enough, though it appeared later on Craigslist with 22-inch wheels and is probably doomed to be a low rider.

As for the 1959 Jaguar XK 150S roadster, it was just at the wrong party, like the '58 Porsche Speedster. A serious seller would have leapt at the \$34,000 offered for the 1965 Corvette, which had clearly been run hard (and put away dusty?) in Nevada. I might even have taken a personal check on that one.

The worst car at the show—and my candidate for the worst car I have ever seen at auction, I think—was the 1975 fiberglass "Fauxrrari" 512 BB fakey-doo. Based on a Mustang II frame and with a front-mounted Buick V6, it was astonishingly bid to \$4,500. Even more astonishing was the fact that it didn't sell at that price.

A niche-market model that didn't find a home was an extremely well done full-size 1961 Ford Ranchero—not a Falcon—originally a flower car in New Orleans. It stalled at \$6,900 and should have made \$10,000 in sunnier times. A rare 1955 GMC Suburban Carrier (think Cameo) stalled at \$15,600, mostly because of the dismal color change to dull gray from white and turquoise. But one man's prayer were answered. He sold a very tired 1953 MG TD with an Exxon Valdez oil spill under it for \$11,340.

Silver, in Portland, continues to offer affordable classics (and wanna-be classics), and at the end of the day, 42 new owners were embarking on new automotive adventures. ♦



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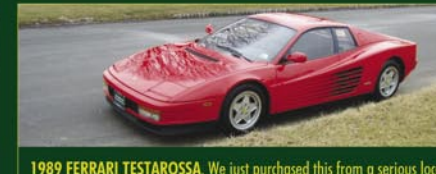


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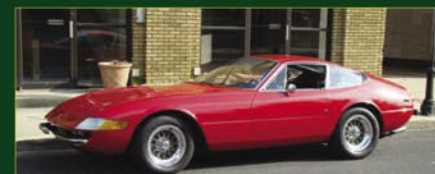
1967 CORVETTE STING RAY. A prime example of the last year of production for the Sting Ray, finished in Sunfire Yellow with black interior. The accompanying tank sticker verifies colors, numbers and equipment—original 327/350 engine, 4-speed, factory a/c, original AM-FM, etc. 70,554 miles. \$69,500.



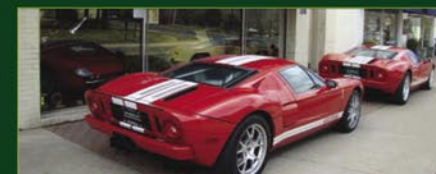
1989 FERRARI TESTAROSSA. We just purchased this from a serious local exotic car collection along with a Ferrari 250GT Lusso. A completely original and show-quality car, it is finished in classic Ferrari red with gorgeous black leather. The extraordinary performance of this 48-valve, 12-cylinder supercar is matched by its incredible iconic design by Pininfarina. Original manuals and tools are present in their original leather cases. 14,886 miles. \$69,000.



2000 BENTLEY ARNAGE RED LABEL. Delivered new in Beverly Hills, this is a fabulous car in brand new and 100% original condition throughout. Finished in gorgeous Deep Sapphire Blue with Cotswold Beige Connolly hides and beautiful polished veneered door panels to match the exquisite polished burr fascia and cabin trim. All original manuals and tools and both umbrellas are still present. 25,778 miles. \$78,000.



1973 FERRARI 365-GTB/4 DAYTONA. We purchased this great car—with a 300SL Gullwing—almost 20 years ago, sold it locally and have just gotten it back. Rosso Chiaro with original black leather and red carpets. Factory air conditioning, polished 15" Borroni wire wheels with new XWX's, original Becker stereo. Fabulous condition. 35,379 miles. \$345,000.



2005 FORD GT. Just 4,028 of these spectacular cars were built by the Saleen Special Vehicle Works. Ours is a local, 100% original example and as new. Red/white factory stripes and black leather and ordered with every factory option. With 550 h.p., a top speed of 212 mph and a 0-60 time of 3.7 seconds, this is an amazing car to drive. All original manuals, tools and showroom brochure. 2,490 miles. \$159,000.



2005 CHRYSLER CROSSFIRE STR6. Absolutely unmarked Aero Blue with dark slate grey leather, this is a local, 100% original example of the first result of the Daimler Benz/Chrysler merger. Mercedes-Benz chassis and supercharged V-6 engine prepared by AMG provide 330 h.p., 0-60 time of under 5 seconds and a top speed of 155 mph. All manuals and paperwork—even original window sticker—are present. 10,772 miles. \$21,900.

43 GREAT CARS IN INVENTORY
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ENGLISH

#46-1953 MG TD roadster. S/N XPAGTD225071. Yellow/tan cloth/tan vinyl. Odo: 3,105 miles. Appears to be an old 1970s restoration, with chipped, scratched, and mismatched paint over a fairly sound body. "Autumn leaf" vinyl interior, aftermarket wire wheels and crispy cross-ply tires, correct double temp/oil gauge. Cheesy plastic wind wings,



no side curtains, grille incorrectly plated. Big oil puddle underneath engine. A garage sleeper. Cond: 4. **SOLD AT \$11,340.** A poster child for deferred maintenance. If the engine doesn't rattle and the transmission doesn't whine in first or jump out of gear, I'd drive it for a summer and see how it held up before I spent a dime on it. Very well sold indeed.

#47-1959 JAGUAR XK 150 S roadster. S/N T831422DN. Orange/black canvas/black leather. Odo: 50,677 miles. Described as a matching-numbers original car that's been recently refurbished. Fresh paint shows some polish swirls and appears a bit orange compared to underhood color. Garish pumpkin-colored 3-carb head correct. Chrome wires,



Coker Firestone repop tires, overdrive. Both doors wide at bottom rear, tonneau studs missing above "s" at front. New interior shows well. Cond: 2. **NOT SOLD AT \$101,000.** Very "West Coast package"—a bit bright for purists, but well done nonetheless. Bidding stopped at \$101,000, which would have been light last year, but who knows now? Could have sold without regret.

#84-1999 LAND ROVER DISCOVERY SUV. S/N SALJY124XXA561399. Red metallic/tan leather. Odo: 152,515 miles. An SD model, with a/c, power steering, power brakes, power locks, 4WD, and jump seats. Clean but tired, leaking power steering fluid from steering box. Good tires, new brakes, hitch. Looks nice,



but mileage very high. Cond: 3-. **SOLD AT \$3,618.** The SCM winter vehicle, now surplus to requirements and headed for a new home. High mileage speaks well, as many do not last this long. However, Discos are very complicated, which means there is much to go wrong when they get old, and this one is a veritable Methuselah. Well sold, and the new owner should just drive it out, however long that is.

GERMAN

#49-1958 PORSCHE 356A speedster. S/N 84748. Eng. # 69354. Red/black canvas/black leather. Odo: 39,326 miles. Same owner for 25 years, mileage believable. Polish swirls in recent repaint, appropriate wear to interior. Nankang tires a jarring note. Body fit generally



excellent, but right door hinge/fender alignment questionable. Cond: 2. **NOT SOLD AT \$130,000.** Apparently a right car let down by serious fit issues with right door and surrounding body structure. Fixing these could lead one down a very long, dark, and expensive path indeed. Fairly priced for what it is in today's market.

JAPANESE

#51-1971 DATSUN 240Z coupe. S/N HLS3007988. Electric Blue/black vinyl. Odo: 97,613 miles. Recent but mediocre repaint, original seats worn, trim wavy throughout. Right rear scraped, Magnaflow exhaust, speakers mounted



in rear floor. Poor door fit, hood shows a high point and a star crack where it was slammed on something. Cond: 4. **NOT SOLD AT \$4,700.** Most of these old Z cars look to have been rode hard and put away wet, which means that nice originals are now nudging \$7,500 from people who remember having a new one. This belongs in the former category. Bid was correct—perhaps even generous.

AMERICAN

#73-1955 GMC SUBURBAN CARRIER Cameo pickup. S/N 1018CY2241. Gray/white/turquoise & white. Odo: 68,500 miles. 288-ci V8, 2-bbl, auto. One of 300 GMC Cameo variants, originally from Oakland, CA. Pontiac V8 is correct, was originally white and unaccountably repainted gray. New bed, rare but somewhat scruffy GMC badges. Decent chrome, decent redone interior. Cond: 2-. **NOT SOLD AT \$15,600.** This was a rare truck, and



most of the work done was practically rendered pointless by an unattractive color change. Steve McQueen's '58 GMC sold for \$128,000 in November '06 at Bonhams's Petersen auction (SCM# 43609), but it was in a much prettier turquoise and white combo, which this truck could have used. I'd be inclined to repaint it in the correct color or in some shameless Easter egg combination.

#9-1960 FORD THUNDERBIRD 2-dr hard top. S/N Y71Y181972. Black/black/black & white vinyl. Odo: 4,753 miles. 390-ci V8, 4-bbl, auto. A solid survivor from Stevenson, WA, having spent the last three years in a barn. All there, skirts in trunk. Pinholes, rub marks, and scrapes in paint, crusty original underhood. Cond: 4. **SOLD AT \$5,900.** There's still



no upside to Square 'Birds, which are complex and expensive to restore, and even then the styling is a matter of personal taste (best if you don't have any). Not trusted as a monocoque, they have a frame as well and weigh over 5,000 pounds. This is very hard on the front suspension, and transmissions and electrics were never the strong point of these cars. This bid was correct, and the seller was smart to take it.

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Our Cars



Smart Money

On January 23, 2009, I reached a milestone—the first serious car crash of my life. My bright yellow 2008 Smart fortwo was totaled by a 2002 Buick LeSabre that was attempting to beat a red light. The LeSabre T-boned our Smart dead center in the passenger door at around 45 mph.

My wife and I were ambulated away with sore bodies but no broken bones and very little blood, but my Smart paid with its life.

I had put down my \$100 deposit in June 2007 and finally picked my car up at the Loeber Mercedes and Porsche dealership in Lincolnwood, Illinois, on October 27, 2008, for \$15,585.91. It gave me 40 miles per gallon from the first day; the driving experience was great fun, the weird transmission easy to get used to. It kept up with normal traffic, and road manners and handling were acceptable.

The Smart was like driving an Isetta 300 with good power, an automatic trans, a/c, good brakes, two doors, lots of headroom (I am 6'4" tall), and modern conveniences.

When I purchased it, I barely noticed the five-star side crash test rating, but I'm glad it was there. The plastic body panels were crunched, but the cage and door reinforcements did their job. The car's light weight worked in our favor as we bounced sideways about 40 feet before coming to rest upright in the snow. We had our seatbelts fastened, but both the key and gearshift broke off and bounced around the interior like ping pong balls.

The body panels broke apart and the bottom of the roll cage bent in, but the windshield, rear glass, and sunroof were intact. The side airbag inflated.

My insurance had a \$500 deductible with a "Keeper" clause that covered the cost of a replacement. The new Smart had gone up in price by \$400 and that, along with tax and dealer fees, left me with a check for \$ 15,438.68. So I was down \$147.23. Then the person who bought my wrecked car from the insurance auction offered me \$150 for my key to avoid buying a complete module from Smart. So my net gain was \$2.77 for driving the car 1,000 miles (not counting medical bills).

Would I buy another? Yes. Will I buy another? Probably not. I've "Been-there-Done-that." It was a fun car, but it doesn't come in yellow for 2009, and I'm on to the next stage. Perhaps a Mini Cooper Clubman with the JCW package?—Daniel Grunwald

#72-1961 FORD GALAXIE pickup. S/N 1F57X276106. Red/red velvet. Odo: 55,152 miles. 352-ci V8, 4-bbl, auto. 1961 Ford hard top front and 1963 wagon tail combined as flower car for New Orleans funeral home in 1963. Repainted red in 1968 by Bend hot rod collector Butch Leonard and reupholstered like a Santa Claus suit. Custom touches include



shaved door handles and pinstriping. Cond: 3. **NOT SOLD AT \$6,900.** *Perhaps the most interesting car at the sale. A remarkable achievement, if not to everybody's taste. Undoubtedly one of a kind, and something that motorheads will puzzle over as they try to figure out the details. The old hot rodder consignors was both entertaining and knowledgeable, and I'd think this was worth at least \$10k.*

#48-1965 CHEVROLET CORVETTE convertible. S/N 194375S105336. Red/black vinyl & red hard top/black vinyl. Odo: 61,309 miles. 327-ci 300-hp V8, 4-bbl, 4-sp. A Nevada car, one of 1,191 originally finished in Tuxedo Black. 1964 hood, no power steering or power brakes, comes with both tops. Door fit typical,



cracks around headlights, scratches here and there. Front fenders worn by wide tires, rear quarters cut and flared for even wider ones. Left front bumper crinkled, others old. Cond: 4. **NOT SOLD AT \$34,000.** *Rode hard, but put away dry in Nevada, at least. Much, much older than its years, and probably drives like a bad dream. I'd have jumped at the high bid like a drowning man.*

#54-1965 FORD MUSTANG GT coupe. S/N 5F07A757776. Red & white/tan vinyl. Odo: 3,878 miles. 289-ci V8, 4-bbl, 4-sp. GT package, Rally Pack gauges, Vintage Air, autumn leaf interior. Good eye appeal with new BF Goodrich radials and correct mags, but front springs sagging, interior a little loose, and driver's door fit is odd. Color attractive but seems to be between the correct red and orange tones. Cond: 2-. **SOLD AT \$16,632.** *A lot of money was spent here, but the car just didn't feel sorted. The frustrated owner explained that the gauges had just quit on him. The no-reserve*



price meant he'd had enough, and somebody else might reap the benefits that remained. Rather well sold.

#34-1966 CHEVROLET IMPALA convertible. S/N 164676Y228428. Gold/white vinyl/tan vinyl. Odo: 73,707 miles. 396-ci V8, 4-bbl, auto. Fitted with 12-bolt rear, a/c, power windows, power steering, power top, tilt, cruise control, radio, and tinted glass. Newer



top, glass rear window, original trim. Clean throughout. \$3,713 new, according to sticker. Cond: 2-. **SOLD AT \$21,600.** *A very decent old car that's getting the feel of a frequent flier. It was a no-sale at \$19,500 at Silver's sale in Fort McDowell in January (SCM# 119278) against a hoped-for \$21,000, and the owner wisely took a \$20,000 bid this time around. Too bad it didn't have a floor shift with the console and gauge package. Just a driver, and might as well be driven.*

BEST BUY **#64-1968 AMC AMX coupe.** S/N A8M397X328377. Black & white/black vinyl. Odo: 63,340 miles. 390-ci V8, 4-bbl, 4-sp. Consignor states it's possibly fitted with a 401-ci motor. Original black car decently repainted with white stripes, OK panel fit and bodywork. Fitted with power steering, power brakes, a/c, Go Pack, and AM/FM



radio. In Simi Valley, CA, from new. Firestone Firehawk radials. Cond: 2-. **SOLD AT \$22,248.** *Owner said paint code confirms an original black car, and the a/c was a nice plus. This was about as good as these get, but the lack of a back seat turned out to be a huge strike and*

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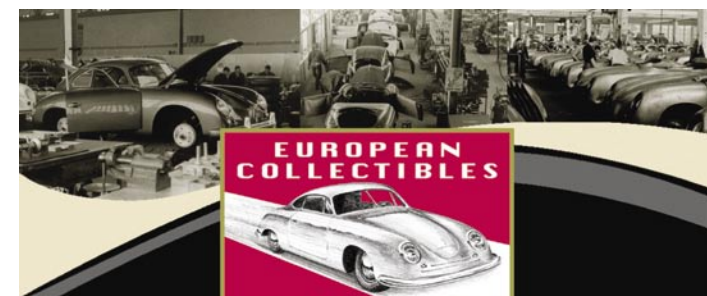
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they just don't have the appeal of Mustangs or Camaros. Most sell in the mid-\$20s, and given its equipment and color, this was well bought.

#8-1972 CHEVROLET C10 Deluxe pickup. S/N CCE142Z175951. Blue/white/black & white houndstooth cloth & vinyl. Odo: 14,254 miles. 350-ci V8, 4-bbl, auto. Fitted with GM crate Fast Burn 385-hp engine, new trans, 750 Holley carb, and HEI ignition. New driveline and bed liner, fitted with 12-bolt axle, Flowmaster exhaust, power steering, and



new battery in 1979, rear tires at 30k miles in 1980, and an oil change in 1982. Cond: 2. **NOT SOLD AT \$5,500.** A little-old-lady car looking to be about three years old. No plates were on it, which suggested it was out of an estate, maybe in neighboring Washington. What do you do with it? It's much too nice to become a low rider, but it may be heading there anyway. Bid was fair, as there's still no collectible value at all.

#1-1981 PONTIAC TRANS AM coupe. S/N 1G2AW87W7BL122243. Black/black vinyl. Odo: 100,506 miles. 301-ci V8, 4-bbl, auto. Window sticker shows \$9,961 new, also that it was maroon with a 4.9-liter engine, not the 6.6-liter as per stickers on shaker scoop. Rubber old and hard, especially on T-tops. Dents in right front fender, passenger's side



power brakes. Straight body with nice paint showing some minor scrapes from use as a truck. Lowered suspension, rally wheels, full repop trim. Cond: 2-. **NOT SOLD AT \$11,000.** Very nicely done, but with no gauge package and no a/c. Custom trucks are a tough sell, as your dream may be yours alone. That said, the bid was plenty.

#92-1976 CHEVROLET CAPRICE CLASSIC 4-dr hardtop. S/N 1N39L6J292366. Gold/tan vinyl. Odo: 74,472 miles. 350-ci V8, 4-bbl, auto. Fitted with a/c, cruise control, power windows, power door locks, and power steering. Excellent original paint rubbed through on one fender, obviously always garaged. Straight, perfect interior, overall hard to fault. Oversized new tires, jack in trunk with original instructions. Door stickers indicate a

door dinged, interior worn. Fitted with gauge package, cruise control, and power windows. New radial T/As on honeycomb mags. One owner until two months ago. Cond: 4. **NOT SOLD AT \$7,000.** The right sticker does no favors when it shows the car is not correct. Just a tired old driver. The combination of black paint and no a/c will limit the owner to night-time cruising, and the 4.9-liter engine means no stoplight action. The bid was generous and should have done it.

#80-1991 FORD MUSTANG Saleen convertible. S/N 1FKCP44E1MF171550. White/white vinyl/gray cloth. Odo: 31,818 miles. 5.0-liter fuel-injected V8, 5-sp. #85 of 100 built in 1991. Fitted with a/c, power steering, disc brakes, and Nakamichi stereo. Looks to have



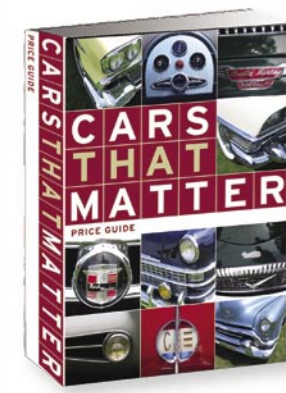
been garaged. Heavy wear to flimsy-looking driver's seat, decent paint. Brash stripes, gold mags, OK top, big rear spoiler. Cond: 3-. **SOLD AT \$9,720.** Fast and rare, but its looks were not helped by enough gold stripes to paint a zebra. Gold mags were pure bling. Later Saleens are also cheap and much more attractive. Still, a lot of bang for the buck.

#97-1999 FORD 3/4 SCALE Replica roadster. S/N M10359A226L011299. Two-tone purple metallic/gray cloth. Odo: 2,395 miles. A 3/4 scale '32 Ford with Harley-Davidson S&S V-twin. Built by Jaxsport in Lansing, MI, and termed a Streetster. Radiator is actually engine oil cooler. Offset driveline makes right seat a



tight fit even for children. Has been to Sturgis and that may be all the miles on it. Cond: 2-. **NOT SOLD AT \$8,500.** What were they thinking? Too small to fit anybody over about five feet tall (and even less on the passenger's side). It's light but can't be that fast, and it's bound to be noisy. No provision for top or tonneau. Would seem to answer the question nobody asked. Bid was plenty. ♦

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Report by Geoff Archer
Market opinions in italics

It's not always about getting from point A to point B. Sometimes the real adventure lies in your choice of propulsion.

Condition inferred from seller's descriptions; cars were not physically examined by the author. All quoted material taken from the eBay listings. (sf=seller's feedback; bf=buyer's feedback)



#170217977642-1984 **PORSCHE 928 Experimental Turbine coupe.** Red/tan leather. 12 Photos. Lebanon, OR. Salvage title. Paint is oxidized to a chalky rose color and dappled with what appear to be oil spots. "BOEING TURBINE ENGINE 502-6" replaced Porsche V8. Original ps, pb, and auto trans all retained. "THIS IS FOR THE REAL TURBINE NUT. RUNS REAL SMOOTH. YOU CAN



DRIVE IT HOME. STARTS RIGHT UP AND DRIVES IN LESS THAN 10 SEC. TOP END 125 MPH. 16 MPG. RUNS ON GAS, DIESEL, JET-A, JP-4, JP-5, JP-8, OLD DRAIN OIL." Petroleum: There are plenty of substitutes. "ONLY ONE ON MY BLOCK." 10 bids, sf 704, bf 276. Cond: 4-. **SOLD AT \$7,151.** A small price to pay for the power to fumigate the upcoming Porsche parade.

#150331937115-1975 **ZAGATO ELCAR 2000 coupe.** S/N Z2001120. Orange/gray vinyl. Odo: 1,869 km. 12 Photos. Burbank, CA. Street-legal EV with CA tags "48 VOLT." Paint badly faded, interior tired, seats splitting. Fitted with 12-inch Minilites. "Car is in good condition for it's age but is by no means perfect. Car runs great but has four 12V batteries that need replacing (had good range when they were new...15



miles). It probably goes a few miles before slowing down now." Differential leaks, new controller installed. 4 bids, sf 74, bf 16. Cond: 4. **SOLD AT \$6,000.** While the Zagato name might sound racy, this battered electrical box is anything but. Trashed as it is, no museum would want it either. Buyer would have been much better off plucking a new Chinese EV off eBay for the same money. Very well sold.

#260298236807-1990 **DAIHATSU HI-JET pickup.** White/gray cloth. RHD. 5 Photos. Prees, Shropshire, UK. "Running Rolls Royce Viper 102 engine complete with removable



caddy... A 24 volt supply and some kerosene will get it running. Its worth mentioning that Gas Turbines require constant maintenance which leads to a very interesting hobby. Check out my website at www.jetpower.co.uk for the build." Q&A clarifies that both engines work, "You can drive to wherever you want on a public road using its own petrol engine." 1 Best-Of offer purchase, sf 453, bf private. Cond: 3+. **SOLD AT \$5,000.** Mind if I jet on down to the store to pickup some more kerosene? Fair price for a mind-blowing multifuel hybrid that goes like a rocketship but handles like a truck. What's next for this guy? A Mustang that'll really do Mach 1?

#270272216931-1965 **B & Z ELECTRA KING hard top convertible.** Electric Blue/blue vinyl. 15 Photos. Fullerton, CA. "Roof is removable but I have never taken it off. Always garaged and seldom used. 36 volt. Batteries are about 1 year old and hold a good charge. Approximate speed is 25 mph. Single pole control simply retracts downward when you enter or leave the vehicle. Up position to



operate. Forward is acceleration and pulling back is the brakes. Toggle switch for forward and reverse. Has everything to make it street legal as a NEV (neighborhood electric vehicle.) VERY NICE original condition." 1 bid, sf 269, bf 81. Cond: 2-. **SOLD AT \$2,875.** Where else are you going to find one in such nice original condition (and Smurf Blue, no less)? Well bought by \$1,500 or so.

#130272571116-1974 **FRUEHAUF TANKER trailer.** Aluminum/aluminum. 8 Photos. Ware, MA. No title. Maine registration and bill of sale only. "IF THAT WONT WORK FOR YOU IN YOUR STATE PLEASE DONT BID... THE TANK IT SELF IS IN VERY GOOD CONDITION 'NOT ALL WELDED UP' AND THERE ARE NO DENTS OR



SCRAPES EITHER." New heavy duty landing gear. All lights work. Needs brakes. 9 bids, sf 274, bf 4. Cond: 3-. **SOLD AT \$7,434.** You can hedge against rising fuel prices by: a) getting around Fred Flintstone style; b) trying your hand at commodities trading; c) being an early adopter at www.mygallons.com; or d) charging 8,500 gallons of high octane on your favorite airline MasterCard. At today's prices, that would barely earn you enough frequent flyer miles to join SCM in Monterey. If tomorrow's prices are just \$1 per gallon higher, your Fruehauf tanker trailer was free. Sounds like an option that's "in the money."

#160283497348-1993 **FORD F150 Gasifier pickup.** S/N 2FTEF14Y9PCA72294. Navy blue/blue vinyl. Odo: 178,971 miles. 24 Photos. Rifton, NY. "Modified to use wood chips or pellets as fuel. THE WOOD GASIFIER IS EXPERIMENTAL AND NO REPRESENTATION IS MADE AS TO ITS SAFETY OR PERFORMANCE. KNOWN HAZARDS OF WOODGAS PRODUCTION INCLUDE EXPLOSION AND CARBON MONOXIDE POISONING." Elaborate description (think Popular Mechanics meets The Koran)



includes a great deal of down-home advice. "Power is reduced about 30%, and occasional adjustment of the air-gas mixture is required to maximize power." 0 bids, sf 300. Cond: 5. **NOT SOLD AT \$5,000.** "Obviously the truck itself is worth closer to \$500," admits a candid seller who goes on to explain that "this gasifier could be removed from the truck and connected to a 75KVA generator, and assuming a reliable and cheap supply of wood chips, could produce low-cost electricity at a remote site." Looks like everyone took the seller's \$10k replacement cost estimate as, well, just a load of hot air.

#190287618667-1995 **RENAISSANCE TROPICA roadster.** S/N 4HRAA11P5SA000017. Yellow/black leather.



Odo: 2,969 miles. 10 Photos. San Juan Capistrano, CA. "You may recognize the Tropica from the T.V. show 'Nash Bridges,' where Yasmine Bleath's character drove one... This electric car was produced by Renaissance Cars in Florida in 1995 as a set of 16 first edition models... This is car #17." Exterior looks great (except for giant junglemotors.com ad on rear decklid). Twin DC electric motors run off of 12 new 6-volt batteries. Detached roll bar included with sale. 2 bids, sf 377, bf 1. Cond: 2. **SOLD AT \$26,889.** EV dealer seller optimistically suggests this is "as flashy as the \$109k Tesla for a fraction of the price." Although the Tesla is light years ahead of this car in terms of energy storage technology and performance, this sale result would have to give credence to the look-at-me logic behind such a purchase. Market price for an attention-getting EV runabout that was the perfect counterpoint to the irrational exuberance of a yellow 'Cuda convertible.

#230314571617-2008 **PATTERSON CUSTOM Electric motorcycle.** Satin Black/black steel. Odo: 200 miles. 6 Photos. Lake Worth, FL. Dead simple and drop dead gorgeous, "bike uses a Harley Sportster Front-End, Wheels and Calipers, HD Softail Forward Controls Custom Headlamp and Bars - Frame and Wheels are Powder Coated. 72V



Drive System includes: 72V 450A Alltrax controller, Zivan Charger, Discover EV24A AGM Batteries. Custom 7.5" Series Wound motor built by Hi-Torque Electric... Top Speed is 67 MPH and has a range of 30-40 miles depending on riding style." 1 bid, sf 354, bf 0. Cond: 1. **SOLD AT \$6,000.** So well bought that the buyer's zero feedback rating is mystifying. Was the winner a deadbeat? Hopefully this means the bike will live to ride again on eBay (and be bid up to the \$10k it deserves). ♦

Fresh Meat

Online sales of contemporary cars.

2008 Lexus LS600h



Date sold: 03/27/2009
eBay auction ID: 260380125454
Seller: Hennessy Lexus of Atlanta, Atlanta, GA, www.lexusatlanta.com
Sale Type: New car
VIN: JTHDU46F685009680
Details: Black/black, 32V GDI DOHC 5.0L V8 Hybrid, Premium Luxury Package II, Lexus Pre-Collision System & Dynamic Radar Cruise Control
Sale result: \$98,889, 2 bids, sf 218, bf 0
MSRP: \$116,650
Other current offering: McGrath Lexus of Westmont, Westmont, IL, www.mcgrathlex.com, asking \$122,819 for new "Truffle Mica" one.

2009 Chevrolet Tahoe Hybrid



Date sold: 03/28/2009
eBay auction ID: 120397009346
Seller: Burlington Chevrolet, Burlington, NJ, www.burlingtonchevy.com
Sale Type: New car
VIN: 1GNFK135X9R134628
Details: Blue Granite Metallic/ebony leather, 4x4, sunroof, rear DVD
Sale result: \$45,900, 5 bids, sf 12, bf 77
MSRP: \$56,500
Other current offering: Ron Marhofer Chevrolet, Stow, OH, www.marhofer.com, asking \$49,990 for a black/black one.

2008 Lexus RX400h



Date sold: 10/22/2006
eBay auction ID: 320349381112
Seller: Chatham Parkway Lexus, Savannah, GA, www.cplexus.com
Sale Type: New car
VIN: JTJHW31U882852341
Details: Starfire Pearl Metallic/tan leather, Hybrid drive, CVT transmission, AWD
Sale result: \$43,900, 16 bids, sf 7, bf 0
MSRP: \$50,000
Other current offering: Tom Williams Lexus, Irondale, AL, www.tomwilliamslexus.com, asking \$51,064 for a new red one. ♦

Old Dogs, Old Tricks at Daytona

Vintage bikes spent a long time at full throttle, which caused spectacular engine failures, including an explosion that left oil clear through Turn 2

by Ed Milich



Feather the clutch and then peg that sucker

Each March, vintage bike racers converge on Daytona International Speedway to run wide open on the high banks, just like in the old days.

The 2009 American Historic Racing Motorcycle Association (AHRMA) races started with Tech Day on Sunday, March 1, at Volusia County Fairgrounds, where fans could watch racers prepping their bikes for two frantic days of racing at the Speedway. A poster signing featured Superbike personalities Dave Aldana, Don Emde, and Hurley Wilvert, and the first three-time Daytona winner, Dick Klamforth.

Racing took place on Daytona's famous East and West high-speed 32-degree banked turns, connected with a short infield course and a back straightaway. Vintage bikes spent a long time at full throttle, which caused spectacular engine failures, including a Superbike explosion that left oil clear through Turn 2.

Overseas riders expend huge efforts to transport bikes and gear from around the globe. This year's foreign stars were Japanese riders who brought updated versions of 1970s and '80s Japanese Superbike racers. It was worth it for 47-year-old Ishigami Katsutoshi from Tsukuba, Japan, who packed a 1976 Kawasaki KZ900 and spares into a crate for a month-long boat trip but was rewarded with a 1st place finish in the pre-1982 Vintage Superbike Heavyweight class. Another Far East attendee was long-time Moto Guzzi racer Ken Nemoto of Tokyo, who took a 2nd in Formula 750 and a 3rd in Formula Vintage aboard his 1974 Moto Guzzi V7 Sport. Engine trouble threatened between races, but mechanic Tadao Jingushi worked his magic and put him back on the podium.

Vintage motorcycle personalities peppered the proceedings. Cook Nielsen, who won a Daytona Superbike race on a bevel-drive Ducati in 1977, donned his old Cycle Magazine leathers again. Superbike legend Aldana (still in his famous "bones" leathers) took two 4th places in Vintage Superbike Heavyweight and a 2nd in Formula Vintage.

The TransAtlantic Challenge is a new class, which pits late-model Triumph Thruxtons against Harley-Davidson 883 Sportsters, in memory of their longstanding rivalry. This year's race was mostly Thruxtons; perhaps in the future old Sportster racers will come out of the woodwork. Tuesday saw a tremendous battle between the #1 plate Thruxton ridden by Daytona 200 Veteran Rob McClendon III and 1980s AMA Superbike veteran Thad Wolff, who grabbed the win.

Veteran Tim Joyce took the 500 Premier class on a 1962 Norton Manx, while AHRMA fixture David Roper won both 350GP races on a 1970 Harley/Aermacchi Sprint. He's still the only American ever to win at the Isle of Man—1984's Senior Classic Historic TT.

Sadly, the future of the AHRMA is threatened by off-track disputes. A longstanding legal feud between AHRMA trustee Jeff Smith and Team Obsolete's Rob Ianucci has led the American Motorcyclist Association to warn the AHRMA that it stands to lose sanctioning and insurance, unless the parties reconcile. Perhaps the specter of no

Daytona racing will get them talking again.

Following the vintage races, the Daytona Classic Motorcycle Auction took place March 7, with Bator International taking over from J. Wood Auctions this year. A total of 215 bikes were offered and 138 sold for a respectable 64% sell-through, though a documented 1923 Harley board track racer fell short of reserve at \$300,000, and Nicolas Cage's 1952 Vincent Black Shadow Bonneville Salt Flats racer missed at \$55,000.

However, auctioneer Jerry Woods's own 1975 Ducati 750 SS racer was probably the buy of the weekend at \$13,200, with a fresh engine that must have cost \$10,000 to build. ♦

SCM's Milich Goes Four for Four


I compete in the Vintage Superbike classes with my 780-cc Ducati Pantah (a.k.a. Cagiva Alazzurra) and 650-cc Moto Guzzi V65. I've won a few national championships, but victories at historic Daytona have special significance.

My two racers are fairly mild. Why blow up a fragile motor in practice, when all you win is a small wooden plaque? Still, I found an extra 12 hp in my Guzzi—with stock parts—and my 75-hp Ducati is very reliable. I use stock-ish 35-mm Marzocchi forks, though it's alarming to see them bend 1½ inches going into Turn 1 on the brakes.

The first day, I got the hole shot on the Guzzi in Vintage Superbike Lightweight, passed a two-stroke coming onto the west banking and beat the second-place Honda Ascot by nine seconds. Then I jumped on my Ducati and won the Middleweight class by 30 seconds. I love starts: Hold that sucker at 5,000 rpm, when the flag flies, feather the clutch and peg the throttle into Turn 1.

The second day, I got a good start on my Guzzi but ran a little easier—until the Ascot came by me on lap three. But I caught him on the banking and never looked back. Back on my Ducati, I made it four races, four wins. You can't beat that.—EM

More: See the view from Milich's helmet cam at www.youtube.com/guzzitechdotcom.







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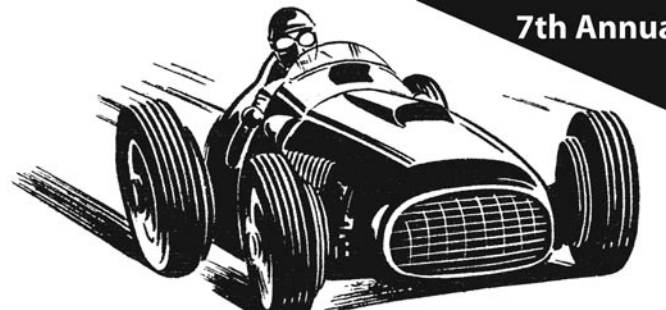





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Despite installing a new rocker assembly, Clem's pickup still ran like crap.—*Kick Wheeler, New Milford, CT*



RUNNER-UP: The final feather in Shelby's cap, the Dakota Stars-n-Stripes. And yes, the rocker is signed.—*Russell Mayweather, Homewood, IL*

FREEBIRD!!!—*Marc Tanowitz, Vienna, VA*

Dakota-licious-Meg-A-merica-Dodge-o-Rama-Funtime!—*Rod Diridon, Jr., Santa Clara, CA*

Those Alaskans sure are enterprising, though they may have jumped the gun building Sarah's VP limo.—*Al Nelson, Pentwater, MI*

Accelerate to 70. Jam on brakes. Watch grandpa fly.—*Don Scott, Calistoga, CA*

Even President Obama is doing his part to help the ailing economy; he has traded in his bullet-proof Escalade for a more proletarian model.—*Ron Susser, Ashburn, VA*

In an effort of bipartisan-ship, the Republican National Committee presented President Obama with this stylish Presidential limousine.—*Frank Veros, Palm Beach, FL*

All it needs are two big "W" stickers on the doors and a "Mission Accomplished" sun visor, and the new ex-presidential parade-mobile is ready for

action—*Alex Gershanok, Pittsburgh, PA*

By baiting the deer, Russell has found that actually going into the woods when the season opens is no longer necessary.—*Lorrie Peterson, Brooks, GA*

With Grandma in her rocker and Grandpa at the wheel, this pickup gives new meaning to the distinctly American term "old time rock and roll."—*Dan Faustman, Elk Grove, CA*

I'm sorry if I couldn't afford a convertible, Mildred.—*Stephen*

R. Miller, Muncie, IN

This here's a one-of-one red over blue over red Dakota with the All-American Rumbleseat Package.—*Jim Trimble, Baton Rouge, LA*

Pope to visit deep South. Alabama's Pope-mobile unveiled.—*Pete Bober, South Bremen, GA*

Because he understands that aftermarket body kits don't do much for performance, Kick Wheeler wins a soon-to-be-collectible official SCM cap.♦

Comments With Your Renewal

My husband's favorite mag—he always calls my son when it arrives so they can "discuss" all the important things they see.—*William Tobin's wife, Hutchinson, KS*

Hey, how about sneaking in some more "regular" old cars?—*David Benck, Chicago, IL*

This year should be interesting.—*QSC Inc., Spartanburg, SC*

I would love to see the Pocket Price Guide cover more years.—*Rick Wyckoff, Bow, WA*

Amazing evolution from the original two-page newsletter in the early 1990s. Keep up the great job.—*Anil Chhabra, Shreveport, LA*

Always eager to read each edition.—*S. Morehead, Beaufort, SC*

Excellent job.—*P. Fraser, Huntington Station, NY*

Too much coverage of Ferraris.—*M. Stickley, Winter Park, FL*

We never knew such a thing was possible.—*KM*

SCM is great. Don't rely so heavily on auction estimates to determine values; they are often inflated and hardly objective.—*C. Feichtmeir, Los Gatos, CA*

Whether you agree or not with auction values, in the end they are by and large real sales and real prices. We have never been able to find a reliable way to track private sales; in our experience buyers like to reduce the prices they paid, and sellers like to embellish what they sold a car for.—*KM*

Keep up the good work.—*J. Hendrix, Chesterfield, MO*

Still the best car magazine on the planet. Three more years please.—*P. Isaacs, Port Ludlow, WA*

Great mag.—*J. Friesen, Portland, OR*

How about an evaluation of the auction houses?—*J. Skowronski, Naples, FL*

Best sports car magazine out there.—*P. Petrillo, Doylestown, PA*

Great magazine.—*P. Adams, Prineville, OR*

I enjoy the magazine very much. Thanks.—*Wayne Huffaker, Houston, TX*

Thanks. Always the best.—*Fred Dalrymple, Wellesley Hills, MA*

Bury the rest of the press... this is the only one that counts.—*Lon Walters, Sedona, AZ*

Great magazine. Keep it coming.—*Robert J. Praetorius, Woodbine, NJ*

More Alfas.—*Damon Katz, Boston, MA*

How about a buyer's guide for the old Mini?—*Dave Scott, Paso Robles, CA*

Good suggestion, thanks. - *KM*

You guys just keep getting better.—*Roy Dasilva, Libertyville, IL*

How about more articles on those of us who do our own work, like "Restoration Nightmares from the Do-It-Yourselfer?"—*David Cave, Napa, CA*

If you've got a tale to tell, David, send us a letter.

And thanks to all of you for your thoughtful comments and your renewals.—*Keith Martin*

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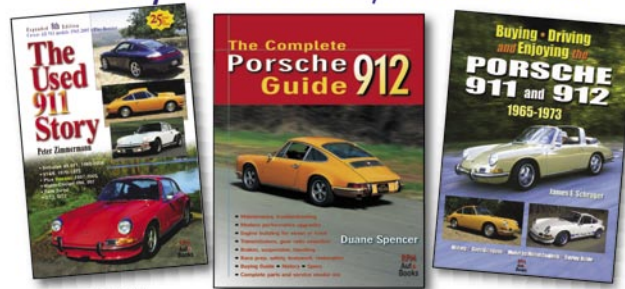


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1967 Ferrari 275 GTB/4. 2-owners from new, books, and tools, looks and drives as new. Blue/Tan. Perfect.



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AMERICAN

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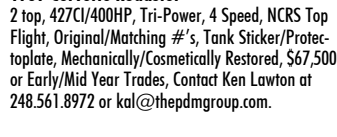
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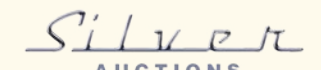


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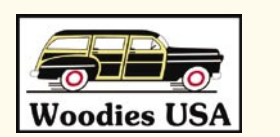


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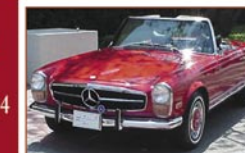


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Carl's Thought If you think people spend silly money for automobilia, you don't have to look far to find others just as goofy. The blue jumpsuit that Elvis Presley wore at his concert at Madison Square Garden on June 10, 1972, was recently offered at auction on the Internet. Required opening bid was \$100,000 and after six bids it sold for \$212,588.40, including buyer's premium. Elvis also wore the outfit on the cover of his album "Elvis: An Afternoon in the Garden." Seems he had given the jumpsuit to Dottie Rambo and it was documented with photographs and notarized letters.



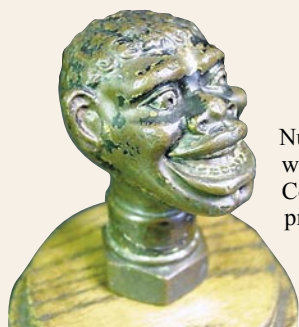
Here are a few more items of interest we found, but we don't think any of them were owned by the King.



EBAY #31012397534--1904 BARNEY OLDFIELD GREEN DRAGON BOOKLET. Number of Bids: 19. **SOLD AT: \$1,026.51.** Date Sold: 2/23/2009. This 26-page booklet outlined the 1904 racing exploits of Barney Oldfield and the Peerless "Green Dragon." It was complete with sepia photo images of the various racetracks, Oldfield portraits, and other information. The Green Dragon was touted as the two-mile-a-minute automobile. The catalog was in excellent condition and included the original mailing envelope. An amazing early catalog that, considering the condition, was well bought.

EBAY #110359804403--1955 PACKARD DEALER AWARD. Number of Bids: 27. **SOLD AT: \$372.89.** Date Sold: 3/11/2009. This was the James J. Nance President's Award, presented to Lammi Motors

for sales excellence in 1955. It was not mounted, which was a bit odd, so it looked unfinished, but that could be easily corrected. Not much money for a Packard award, but items from the '50s aren't nearly as desirable as those from the classic era.



EBAY #110349979668--OLEO 1910 MASCOT/HOOD ORNAMENT. Number of Bids: 17. **SOLD AT: \$2,000.** Date Sold: 2/17/2009. This mascot was an early bronze sculpture of the advertising logo for the Oleo Spark Plug Company titled "Bougie Oleo." His face was on their spark plugs and all other promotional material. The company went out of business shortly after World War I, and it is thought that only a couple dozen of these mascots were produced. Politically incorrect in today's world, it's a rare advertising mascot that sold at a reasonable price. The task will be to find some matching spark plugs.



from his horse to bring down a steer. This is an unusual and dramatic mascot that is seldom offered for sale and has to be considered good value.

EBAY #180332356652--RODEO HOOD ORNAMENT. Number of Offers: 2. **SOLD FOR: \$3,200.** Date Sold: 3/5/2009. This highly detailed nickel, silver and bronze mascot dates to the 1920s and was sculpted by Charles Paillet. It was made by Lejeune. The dramatic mascot depicts a cowboy leaping



EBAY #380107569078--1961 LAGUNA SECA RACEWAY ADMISSION TICKET. Number of Bids: 5. **SOLD AT: \$15.** Date Sold: 3/10/2009. Laguna Seca Raceway, now sponsored by Mazda, was built in 1957 after a fatal accident on the Pebble Beach 17-Mile Drive course put an end to racing there. The first race at Laguna Seca was won by Pete Lovely, who is still involved with vintage racing to this day. I hope the buyer has the 1961 program to complete his set.



EBAY #150327165427--HOOD TIRE PORCELAIN SIGN. Number of Bids: 15. **SOLD AT: \$4,050.** Date Sold: 2/22/2009. This Hood Tire sign was damaged at the top and bottom mounting holes, but in good condition otherwise. The 3-foot sign would have been attached to a pole with matching sign mounted on the reverse side and placed outside a tire store or garage. The condition was off a bit and the task will be to find one for the other side. As such, the price paid was all the money.



EBAY #380109353443--GILMORE PORCELAIN SIGN. Number of Bids: 14. **SOLD AT: \$2,326.** Date Sold: 3/15/2009. This sign for the Gilmore Oil Company was nine feet long and had seen better days. There were numerous chips to the porcelain and a couple of areas where it looked as though the sign had been bent. The sign also needed a backing can, transformers and neon, which will cost \$1,000 or so. A far better example was sold in February of this year, after 16 bids, for \$5,225. It was twice the price but more than twice the sign. In the long run, the better sign will prove to be the better buy.

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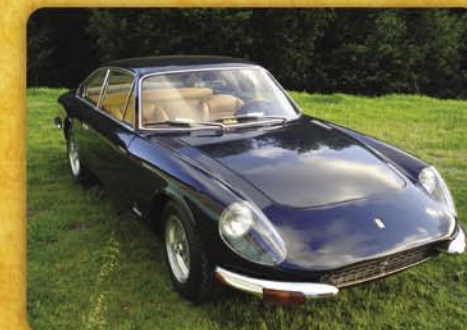
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1960 Porsche 356 B 1600 Super Roadster



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