

# ARIZONA DRIVER

THE ENTHUSIAST'S GUIDE TO LIFE BEHIND THE WHEEL

VOLUME 13 NUMBER 2  
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## PROFILE

Pitching ace Randy Johnson  
on craftsmanship and collecting

## SPECIAL EVENTS

Arizona Auction Week Results  
Arizona Concours d'Elegance  
Detroit and Chicago shows

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Volkswagen | Audi | MINI  
Mitsubishi | Mazda | Kia  
Hyundai | Acura | Toyota

## MOTORSPORTS

Indoor Karts at Octane

1958 Jaguar XK150S 3.4-Liter Roadster  
at Bonhams Scottsdale Auction



BARRETT-JACKSON



BONHAMS



## Hot sales, new records

Arizona has kicked off the world's calendar year with the same sextet of January auctions it has had since 2012, when Bonhams joined the fray.

Leading up to the events, we had fairly casually chosen "something to keep an eye on" from among early consignments at each auction (photos keyed with ▼). Let's see how those did, along with the overall picture.

### Barrett-Jackson 43rd Annual Collector Car Auction Event

Barrett-Jackson had the most successful auction in its history, with sales over \$113 million, as they sold 1399 cars to the delight of some 300,000 attendees. A whopping 14 vehicles were sold for the benefit of local and national charities. The auction was held for the first time at the all-new facility at Westworld of Scottsdale, a facility that included hundreds of exhibitors and non-stop entertainment.

#### ▼ SOMETHING WE KEPT AN EYE ON:

Lot #5024. We liked this 1963 Chevrolet Corvette "Asteroid" in Asteroid Fure paint over Metallic White interior, with 352 cu.in. V8 and 4-speed manual, built as a dual-purpose show/race car by well-known boat racer and entrepreneur Bob Nordskog. Barris Kustoms did its radical body transformation, Nordskog's boat competition center built the motor and Nordskog's brother-in-law Don Ferrara built the very trick custom interior. The car has won the top award at major car shows. **RESULT:** sold at no reserve, for \$187,000.

The first retail unit of the all-new 2015 Ford Mustang was sold on Saturday at no reserve, with proceeds to benefit JDRF. North Texas Ford dealer and collector Sam Pack paid \$300,000 to take this one home.

Sir Stirling Moss attended, riding across the block in the third-highest-selling car, a 1955 Mercedes-Benz 300SL Gullwing Coupe at \$2,090,000. Beating that in dollars were the top seller, a 1967 Chevrolet Corvette L88 hardtop at \$3,850,000 and a 1969 Corvette #57 Rebel convertible race car at \$2,860,000. The eight highest sales each topped \$1 million.

Two Guinness World Records were set for the largest single-unit marque and the largest marque. The world renowned Salon Collection sold 16 vehicles for more than \$22 million total, the highest being Lot #5035, a 1967 Corvette L88 2 Door Coupe at \$3.85 million, making it the most expensive Corvette ever to sell at an auction.

Other vehicles that broke world records included Lot #5022 1967 Corvette L88 selling for \$2.86 million and Lot #1053 1957 Thunderbird E Convertible which fetched \$330,000.

▼ Barrett-Jackson auctions are held in Scottsdale (January), Palm Beach (April), Reno-Lake Tahoe (August) and Las Vegas (September). ▼ [www.barrett-jackson.com](http://www.barrett-jackson.com)

### Bonhams 3rd Annual Scottsdale Auction

The third annual Bonhams Scottsdale Auction returned to the Westin Kierland Resort & Spa, amid high anticipation. Last year's sale—just their second here—saw several world records, with cars from international collections representing Bugatti, Ferrari, Lamborghini, Mercedes-Benz and more. This year, roughly 100 lots of top tier automobilia and 100 lots of highly select vehicles successfully crossed the block.

#### ▼ SOMETHING WE KEPT AN EYE ON:

Lot #112. This factory 6C, torque-tube, long nose 1966 Ferrari 275 GTB/6C has coachwork by Scaglietti (body no. B0355) and design by Pininfarina. Chassis no. 08327 and engine no. 08327, the car has a 305-hp 3285cc SOHC V12 engine with 6 Weber carbs, 5-speed manual transaxle, 4-wheel independent suspension and 4-wheel discs. A very genuine, low mileage, matching numbers example, it was expertly restored in the original color combination—Celeste Blue metallic with black leather interior—with Borrani wire wheels and equipped with metric instruments for European delivery. Provenance was researched by Marcel Massini and certified by Ferrari Classiche. The car came complete with books and tools, and was estimated at \$2.2 to \$2.6 million. Excitement ran high. **RESULT:** sold for \$2,640,000.

Other high-ticket sales at Bonhams included: Lot #173, The Tailor's Car, an ex-Augusto Caraceni and Count Antonio Naselli 1951 Ferrari 212 Export Berlinetta, sold at \$3,190,000.

Lot #130, the ex-Baron Philippe de Buzbourg and Victor Polledry 1931 Alfa Romeo 6C 1750 Supercharged Gran Sport Spider with coachwork by Zagato, sold at \$3,080,000.

Lot #167, with single-family ownership since 1951, from the estate of Ralph WE Cox Jr, a 1936 Mercedes-Benz 500K Sports Phaeton, sold at \$1,430,000.

Lot #125, a matching-numbers, factory-disc-brakes red 1961 Mercedes-Benz 300L Roadster with hardtop, sold at \$1,237,500.

Bonhams had also pointed us early toward an ex-William Fisk "Bill" Harrah (just three owners from new) 1910 Thomas Flyer Model 6-40 Touring, Lot #138, which sold for \$275,000; and the only Figoni et Falaschi-bodied Bentley ever Built, 1947 Bentley MK VI Coupe, Lot #135, which sold for \$605,000.

Bonhams exudes a rarified atmosphere, yet we find that affordable purchases exist, perhaps because Bonhams is newest among the high-strata houses pitching their tents here. For example, a 1960 MGA 1600 Roadster, Lot #190, sold for \$24,200, and a 1948 Fiat 500B Topolino Cabriolet, Lot #131, went for just \$18,700. The latter may have benefited (or suffered) from following that #130 \$3.08 million Zagato Alfa.

▼ Bonhams hosts a variety of fine art, antique and collectors' auctions worldwide. ▼ [www.bonhams.com](http://www.bonhams.com)



As auction week got underway, the Phoenix Automotive Press Association (PAPA) moderated a discussion of trends in classic car collecting, with Keith Martin, Corky Coker and John Carlson.

#### By Bob Golfer / ClassicCars.com

As Arizona's famous classic-car auction week gets into full swing, the experts caution that too much of a good thing can lead to a nasty hangover. That's when the red-mist of the auction action fades and you confront the reality of what's now sitting in your garage.

Do plenty of research before you buy a classic car at auction, and make sure it is something that you will love and enjoy, was the advice from a panel of classic-car veterans who spoke at the fifth annual Phoenix Automotive Press Association Arizona Auction Week Preview program.

The members of the panel—Keith Martin, the well-known publisher of *Sports Car Market* and *American Car Collector* magazines; Corky Coker, the owner of Coker Tire, which specializes in providing rubber for vintage cars; and John Carlson, the famed concours d'elegance judge and most recently chief judge at the inaugural Arizona Concours d'Elegance—spoke before a crowd of old-car enthusiasts who peppered them with questions about where the classic-car hobby stands today and where it's heading in the future.

Each of them is a lifelong car collector in his own right, and they were in Arizona to enjoy the spate of six classic-car auctions happening in the Scottsdale/Phoenix area: Barrett-Jackson, RM, Gooding, Bonhams, Russo & Steele and Silver. Last year, more than \$300 million worth of vintage iron crossed the block and into new ownership, a number that was expected to be eclipsed by this year's sales totals.

"It's turned into a little bit more than a hobby now," Coker told the group. "It's an

industry." But all that auction excitement can get out of control if you don't approach it with a clear head, Martin noted, as beautiful old cars become the targets of desire.

"It's what I call car horny," he said. "You walk around and see something you like and get all excited."

Martin related how a screaming auction deal on a 1964 Chevy Nova wagon turned into a wildly expensive restoration that wound up costing him something in the neighborhood of \$45,000. It's now an incredible car, he added, but maybe not worth what he has in it. He would find out when it crossed the block during Barrett-Jackson, selling with no reserve at \$26,400.

But that's part of the risk and the fun of engaging in the hobby, he said, adding that he has gained much enjoyment from his cars over the years, particularly the Italian ones from Alfa Romeo. "When you buy a car, it changes your life."

Choosing the right classic car involves much more than its looks or performance, Carlson said. What matters most is how you will enjoy it, and with whom.

"I tell folks, 'What group do you want to associate with?'" he said. "The key for me is that you have fun with your car."

Despite his longtime participation in concours competitions and judging, Carlson said that for most people, winning an award at a show should never be the chief goal of owning a classic car.

"The only person who cares that you won a trophy is you," he said. "I tell people that if you really want a trophy, buy one and save yourself \$100,000 and a lot of headaches."

The question of preservation vs. restoration gained traction during the discussion, with all three

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## Gooding & Company 7th Annual Scottsdale Auction

Due to a flurry of significant construction to the west and southwest of Fashion Square in Scottsdale, Gooding & Company relocated just slightly this year, to an equally convenient spot immediately north of Fashion Square. Over the past six years, Gooding has consistently achieved the highest individual sale of the Scottsdale auction week. Last year, they sold 101 vehicles for \$52.5 million, a record for classic car auctions in Arizona. A dozen cars sold for a million dollars or more, with seven at \$2-million-plus. Included was the highest sale in Arizona auction week history—a 1958 Ferrari 250 GT long-wheelbase California Spider for \$8.25 million.

They came close again this year, with total sales of \$49,461,550 and a high sale above \$6 million. Bidding was enthusiastic. In all, there were thirteen sales hitting seven figures.

### ▼ SOMETHING WE KEPT AN EYE ON:

The first and most successful McLaren F1 GTR Longtail racer, a 1997 model, Lot #137, had an estimated sale value of \$5 to \$7 million. Competition McLarens rarely appear for public sale. Finished in stunning white, blue and red FINA livery, this car had wins at Hockenheim and Helsinki, and several other podium finishes. Campaigned by the Works BMW Motorsport Team, it was raced by star drivers JJ Lehto and Steve Soper. With limited owners from new, this GTR Longtail arrived at auction having been restored by McLaren and maintained by Lanzante Ltd. **RESULT:** sold for \$5,280,000.

Of particular interest was an unre-stored (never before shown

or offered) 1956 Mercedes-Benz 300SL Gullwing, Lot #42, in particularly challenging condition, notably inside. Estimated at \$1,100,000-1,400,000, it generated a bit of a bidding frenzy that led to a sale price of \$1,897,500. Of equally high interest was Lot #149, a fire-damaged 1967 Ferrari 330 GTS, untouched since 1969 (shown at far left), which commanded \$2,062,500. They're only new once, and they only have such a back-from-the-brink story once.

Gooding's highest price was achieved by a 1958 Ferrari 250 GT Series 1 Cabriolet, selling at \$6,160,000 against an estimate of \$4,000,000-5,000,000.

▼ Gooding & Company stages auctions in Arizona (January), Amelia Island (March) and in Monterey as the official auction of the Pebble Beach Concours d'Elegance (August). ▼ [www.goodingco.com](http://www.goodingco.com)

## RM Auctions 15th Annual Automobiles of Arizona

RM Auctions achieved \$45,563,450 million in sales during their two-day event, with ten vehicles realizing million-dollar-plus prices, as well as a couple of new auction records being set.

### ▼ SOMETHING WE KEPT AN EYE ON:

Headlining RM this year was a highly prized 1958 Ferrari 250 GT LWB California Spider by Scaglietti, #1055 GT. The eleventh of only 50 built, this matching numbers, factory-covered-headlamp example was imported new through famed Luigi Chinetti Motors and sold at Fawcett Motors in Lubbock, Texas in 1959. In its only race, it placed first in class at the SCCA 1962 Osceola Grand Prix. Following a full restoration, it placed first in class at the 1994 Cavallino Classic III

panel members espousing a cautious approach in attempting to bring a car back to original condition, or better, while possibly ruining its originality and authenticity.

Coker, who has a new reality show about to air on the Travel Channel called "Backroad Gold" that focuses on discovering original barn-find cars, said he is a major proponent of preserving original cars despite their flaws.

"I just like the look of an original car," Coker said. "I like the look, the smell and the stories."

Of course, that only works if the car is in reasonably good condition, Martin noted. "There's a difference between a preserved car and a nasty old thing."

Carlson said that under concours definitions, a preserved car is one that has never been cosmetically restored, with no new paint, upholstery or chrome work. They can be mechanically repaired as needed to make them run, as well as getting such perishable items as tires and windshield wipers replaced. But the patina of faded paint and interiors can add much to the allure of an automotive survivor.

"We're really going toward keeping cars in original condition," he said, noting that the previous trend was toward total restorations. "We want to keep as many great unrestored cars as we can. They are wonderful and we don't restore these cars."

In his typical way, Coker got plenty of laughs

during the seminar with his dry wit and homespun observations. At one point, he turned the discussion about driving and enjoying classic cars into an unexpected sales pitch.

"If it's presentable and makes people smile, then get in it and drive it," he said. "Why? Because it wears out tires."

The topic of the classic-car hobby's future focused on getting younger people interested in cars that were created before most of them were born. All agreed that the gaining values of classic cars today should continue with the current generation, but getting technology-obsessed millennials interested in old cars could be problematic.

The only way to get young people to love old cars is to make sure that they are exposed to them, Martin said, including getting them behind the wheel. "They have to be brought in and taught to like these cars because they didn't grow up with them."

Coker said he sees many young people coming into the hobby, inspired by their parents to appreciate them. Beyond keeping the hobby going, he added, it's important that people understand the old cars to thwart misguided anti-pollution efforts to get them off the road. "There are a lot of green people who have no idea what we do."

The overarching advice from the expert panel to potential auction buyers during this week's auctions is to be savvy, clear-headed and well-informed. The main way to avoid the pitfalls of classic-car collecting is to do your homework ahead of time, Carlson said.

"The number one tool to have in your tool box is to do your research," he said. ■



Where the roads are dry and the cars are slick.

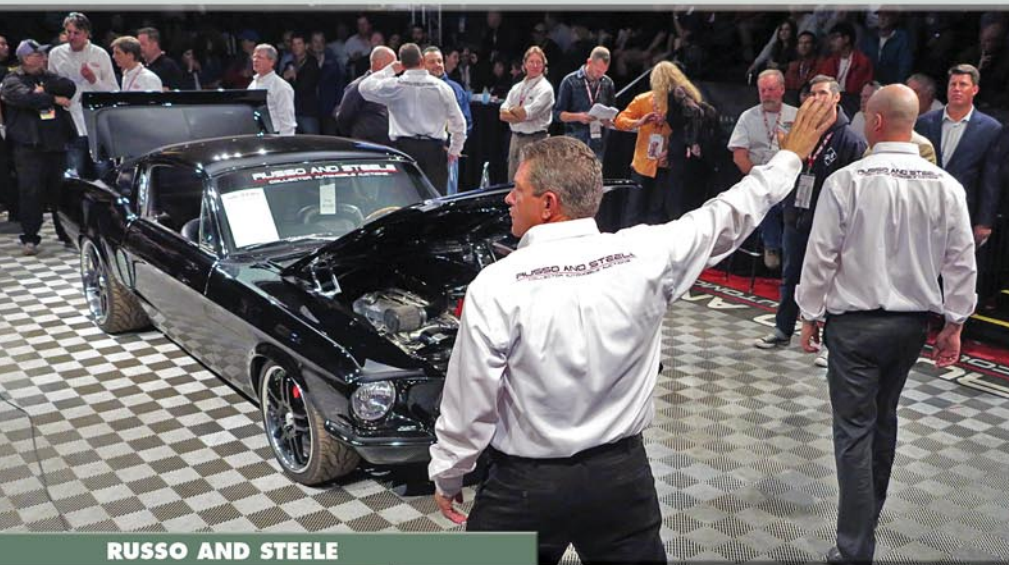


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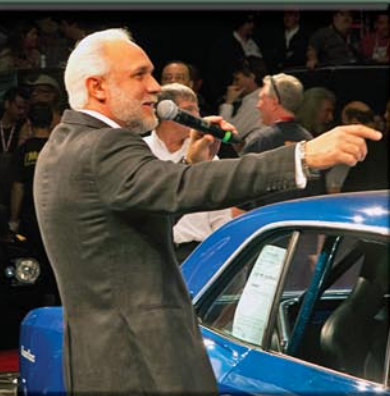
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RUSSO AND STEELE



SILVER AUCTIONS



Concours d'Elegance and appeared at the Concorso Italiano, Ferrari Club of America International Concours and Pebble Beach Concours d'Elegance that same year. More recently, the car has received an engine rebuild by Roelofs Engineering in the Netherlands and a fresh service by Ferrari of Newport Beach. The car was estimated at \$7,000,000 to \$9,000,000. **RESULT:** sold at \$8,800,000—a new record as the most valuable car ever sold at an Arizona auction.

Nine other seven-figure cars ranged from a 1958 Mercedes-Benz 300SL Roadster at \$1,045,000 to a 1961 Porsche 718 RS 61 Spyder at \$2,750,000.

Other Ferrari sales included a 1963 Ferrari 250 GT/Lusso at \$2,447,500—a new record for the model at public auction—a preserved 1966 Ferrari 275 GTB at \$1,815,000; and a 1966 Ferrari 275 GTS at \$1,485,000.

Records for individual models were also set by a 1958 Bentley S1 Continental Coupe, at \$511,500, and a 1970 Mercedes-Benz 280SL Pagoda, at \$165,000. And a 1986 Toyota Celica IMSA GTO sold at \$242,000.

▼ RM's Arizona sale kicked off their 2014 global auction calendar, which includes Amelia Island (March), where they are the official auction house, their annual sale at St. John's in Michigan (July) and many others. ▼ [www.rmauctions.com](http://www.rmauctions.com)

## Russo and Steele 14th Annual Sports & Muscle in Scottsdale

Russo and Steele's five-day event had record attendance, estimated at 35 percent higher than the previous year. With a sell-through rate approaching 70 percent, a preliminary estimate of more than \$21 million in sales was achieved—and they expect the final numbers to go higher, largely due to post-block sales.

Russo—with half its emphasis on classic European sports—set a record with one of Lamborghini's very first road cars, the 350 GT, at \$742,630. One of 120 mostly hand-built cars and boasting Giotto Bizzarrini's 35-liter DOHC V12 engine, a race-bred chassis by Gian Paolo Dallara, and Touring's famous Superleggera bodywork by Franco Scaglione, it was comprehensively restored to original standards, including an engine rebuild at Bob Wallace Cars, the shop of the late former Lamborghini chief test driver Bob Wallace.

### ▼ SOMETHING WE KEPT AN EYE ON:

This one-of-a-kind 2013 SRT Viper GTS was auctioned at no reserve, on behalf of the Sons of Italy Foundation (SIF). Built just for this purpose, the tri-coat Avorio Perla (pearl white) American supercar has subtle Italian Tricolore badging. The car also has one-off Black Vapor chrome wheels and Laguna sepia leather-upholstered interior. Its race-bred 8.4-liter V10 engine delivers 640 hp through a 6-speed overdrive manual gearbox. Entertainment, electronics and amenities are extensive, including Uconnect media, and the car had just five miles on its odometer. **RESULT:** sold for \$236,500.

Another new world record was set with a legendary 1963 Pontiac Tempest Le Mans Super Duty drag racing car, one of two known examples remaining today of the original six coupes built by Pontiac to contest the NHRA's wild A/Factory Experimental (A/FX) class. The Tempest sold for \$335,630.

Ancillary to the auction were Russo and Steele's

annual Charity Gala, Kevin Martin's memorabilia auction, seminars including "Vintage Racing: Putting the Pedal to the Metal" featuring renowned IMSA, Indy and Le Mans driver Lyn St. James, as well as D. Randy Riggs, publisher of *Vintage Motorsport* magazine, historic racer Brian Ferrin, Mike McGovern, the chief driving instructor at the Bob Bondurant School of High Performance Driving, and Chris Hines of ArrowLane Racing. An "Art of Restoration" panel discussion featured expert classic-car appraiser Lance Coren, and noted restorers Bob Smith and Alan Taylor.

▼ Russo and Steele auctions are held in Scottsdale (January), Newport Beach (June), Monterey (August) and Las Vegas (September). ▼ [www.russoandsteele.com](http://www.russoandsteele.com)

## Silver Auctions 17th Fort McDowell AZ Auction

The Silver Auctions event a year ago—held at the Fort McDowell Resort & Casino, on the Beeline Highway (AZ 87) a few miles north of the Shea Boulevard intersection at Fountain Hills—drew its largest crowd ever, which prompted a couple of things: they bought a bigger tent to accommodate January, and they added an event in November (see our January/February issue).

Action is nonstop at Silver Auctions, yet this is where we go to unwind. The atmosphere is casual, the prices are approachable and the variety is enticing. This is where you might find a 2008 Pontiac Solstice, 2008 Saturn Sky, 1955 Ford Crown Victoria, 1957 Studebaker Deluxe, 2004 BMW 330i, 1957 VW Beetle, 1994 Mazda Miata, 1942 Buick Sedan, 1988 Chevrolet C3500, an all original 1927 Ford Model T, a 1978 Pontiac Trans Am Bandit clone and a 1998 Jaguar XJ8—all on the same quick walk-through.

If you want a something-for-every-budget event—everything but the seven-figure cars you would probably never drive, from the other auctions—attend Silver as a bidder, and see what strikes your fancy. You can head there with \$5000 or \$50,000 in your pocket and come out as the happy new owner of something fun.

### ▼ SOMETHING WE KEPT AN EYE ON:

This 1940 Mercury Coupe featured a 3-speed manual and a flathead V8 modified with Edelbrock high compression heads, contemporary 4-bbl carburetor, Mallory ignition and alternator, and it was restored to basically stock condition but with fender skirts and big Firestone whitewalls. **RESULT:** sold for \$29,250.

The highest sale price at Silver was for a 1972 Jaguar E-Type Series III, at \$75,000. Forty-two cars sold in the \$20,000s, forty-six in the teens, and a whopping eighty-two went for under \$10,000. The least expensive was a 1995 Oldsmobile VistaCruiser wagon, at \$1600.

Silver sold roughly 60 percent of the 325-plus cars that crossed the block over two days, with the rest listed as still for sale. The cars that sold—190 of them—totaled just over \$3 million. (The unsold cars—136 of them—had collectively bid to just under \$2.9 million.) For what any number of individual cars sold for at the other auctions, someone with a certain approach to life could buy every one of these, instead.

▼ Silver's next sale is April 12-13 in Portland, Oregon, followed by Spokane, Coeur d'Alene, Missoula and Sun Valley. ▼ [www.silverauctions.com](http://www.silverauctions.com)