



Drive

The 2010 show season was astounding in many ways. The depth and breadth of vehicles on display at events from Scottsdale to Glenmoor showed that the collector hobby remains vibrant. The auction focus on Ferraris in Monterey showcased the unique relationship between collectors and cars that were built to be driven from home, to the track, and back home again.

One such car is the iconic Mercedes 300SL (Gull Wing and Roadster). Chubb was recently honored to be a major sponsor at the 2010 Gull Wing Group International Convention in Saratoga Springs, NY.

The Gull Wing Group shares restoration and maintenance advice to keep these great cars running. This illustrates that most collector cars are not "show cars." They're driven. And each drive brings pure joy.

Keep 'em driving folks.

Have an idea for a story or a memorable story of your own? Please contact me at the e-mail below. I'd love to hear from you. And don't forget to join the ongoing dialogue on our Facebook site (www.facebook.com/chubbcollectorcar).

As always, I'll see you on the show field...

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COLLECTOR CAR INSIDER

Top cars are top-notch investments

Blue-chip collectible cars will continue to be very strong in Scottsdale

by Keith Martin

In these times, a 43% annual gain in sales is enough to get some attention. And that's exactly what happened in Monterey this year, when five high-line collector car auctions went head-to-head, and everyone ended up winning.

The two mega-weekends of the year for the collector car world take place every year in August (Monterey) and in January (Scottsdale).

So, what can we learn from looking back at this Monterey, and what can we predict for the upcoming Scottsdale events?

First of all, for the Baby Boomers (those born between 1946 and 1964), who make up the majority of collector car owners, there is no shortage of funds to buy high-quality cars. In 2009, just 14 cars sold in Monterey for more than \$1m. In 2010, 33 cars broke that magic seven-figure mark. Total sales in Monterey were \$172m, against just \$120m in 2009.



In my opinion, as stocks and real estate continue to languish, those with good cash flow and liquidity are willing to take some risks and put money into the collector car market. "Blue-chip" collectibles, such as '50s and '60s Ferraris with a competition background, Mercedes-Benz Gullwings and '30s Alfa Romeo 8Cs will always be the safest investments, and that's where the money is going.

In addition to being sound investments, blue-chip collectibles are often admission tickets to prestigious collector car events, such as the California Mille, the Colorado Grand, and in Europe, the Mille Miglia. Simply put, if you don't have the right cars with the right credentials, you're not going to be accepted into the big-boy playground—and it's not much fun to stand outside with your nose pressed against the glass watching everybody else have all the fun.

We think that absolute top-rank cars will continue to be very strong in Scottsdale, and that if you're thinking of making a collector car a part of your investment portfolio, now is the time to start rounding up your experts and refining your choices. Until the rest of the global economy gets back on track, first-tier collector cars should prove to be a very good place to park some funds. ■

The Goods

by David Gooding



My expectations for our annual Pebble Beach Auction were high, due to the sheer number of extraordinary cars we were offering.

But when Monday, August 16 finally arrived, I looked around at my team and said, "I couldn't be happier."

We achieved six new world records, sold three cars for more than \$6m each—they also were the top three sales overall of Pebble Beach auction week—had the highest per-sale average of any auction, and announced a spectacular \$64.5m total sale for 106 lots sold over two days.

World records went to the cars that represented the best examples of their make and model, such as the 1959 Ferrari 250 GT LWB California Spyder that sold for an outstanding \$7.26m and the 1937 Jaguar SS100 that sold for \$1.045m.

Our Pebble Beach Auctions clearly demonstrated strong demand for the best of the best. This is true in every price category of the market. Consumers are savvy and selecting their vehicles carefully. Authentic automobiles bearing historical, performance and design significance remain in strong demand—and continue to increase in value because they are sound investments in addition to being fun to own.

Every August, in association with the Pebble Beach Concours d'Elegance, we have the opportunity to partner with an extraordinary marque or company. This year, we were delighted to work with McLaren Automotive with the launch of the 2012 McLaren MP4-12C, a fabulous, road-ready supercar that has impressed sports car fans around the world.

If you didn't make it to Pebble Beach this year, we hope you visit us in Arizona at our annual Scottsdale Auctions on January 21 and 22, 2010.

Otherwise, visit us online anytime at www.Goodingco.com to view our private sale offerings and online catalogs. **■**



Top Ten Sales of Monterey

This year saw 692 of 1,134 cars sell in Monterey for a record \$172m, with these honors:

1 \$7,260,000—1959 Ferrari 250 GT LWB California Competizione spyder

Lot 46, Gooding & Company, Pebble Beach, CA, 8/14/10
This year's high water mark, with an excellent pedigree.



2 \$6,710,000—1933 Alfa Romeo 8C 2300 Monza

Lot 117, Gooding & Company, Pebble Beach, CA, 8/14/10
Great patina on a vintage halo Alfa Monza. The right price.



3 \$6,105,000—1961 Ferrari 250 GT SWB SEFAC Hot Rod

Lot 133, Gooding & Company, Pebble Beach, CA, 8/14/10
Welcome anywhere, and worth the money paid.



4 \$4,620,000—1938 Talbot-Lago T150-C Lago Speciale Teardrop coupe

Lot 359, RM Auctions, Monterey, CA, 8/12/10
Unmistakable lines, top-level restoration.



Photo: Pawel Litwinski © 2010 Courtesy of Gooding & Co



5 \$4,620,000—1954 Ferrari 375MM coupe

Lot 351, RM Auctions, Monterey, CA, 8/12/10
Excellent condition, great history, no questions.



6 \$3,967,000—1972 Porsche 917 Interserie Spyder racer

Lot 236, Bonhams & Butterfields, Carmel, CA, 8/12/10
The most expensive Porsche ever sold at auction.



7 \$3,740,000—1928 Mercedes-Benz S 26/180 boattail speedster

Lot 127, Gooding & Company, Pebble Beach, CA, 8/14/10
Rare car with unique coachwork and a great story.



8 \$3,575,000—1995 McLaren F1 coupe

Lot 146, Gooding & Company, Pebble Beach, CA, 8/14/10
The ultimate in modern collectible supercars.



Best Buys

Best buys aren't always cheap buys, but they are always smart buys

ten cars taking top



company



American

1963 Shelby Cobra 289 Mk I roadster—\$447,000
Lot 631, Bonhams & Butterfields, Carmel, CA, 8/12/10
An attractive early Cobra in great shape at \$100k under market



English

1938 Jaguar SS100 3½-Liter roadster—\$368,500
Lot 104, Gooding & Company, Pebble Beach, CA, 8/14/10
A usable SS100 at a fair price for its condition



German

1937 Mercedes-Benz 540K Sport Cabriolet A—\$2,145,000
Lot 122, Gooding & Company, Pebble Beach, CA, 8/14/10
Pebble Beach provenance, stunning restoration



Ferrari

1951 Ferrari 340 America spider—\$2,530,000
Lot 19, Gooding & Company, Pebble Beach, CA, 8/14/10
Excellent history and a great look for an on-the-money price



9 \$3,300,000—1949 Delahaye 175 S roadster
Lot 353, RM Auctions, Monterey, CA, 8/12/10
Dramatic design. A standout in any collection.



10 \$2,640,000—1956 Maserati 200SI roadster
Lot 138, Gooding & Company, Pebble Beach, CA, 8/14/10
An ex-developmental team car Maserati, proudly wearing the scars of battle.



Etceterini

1938 Delahaye 135MS Sports convertible—\$852,500
Lot 362, RM Auctions, Monterey, CA, 8/12/10
Rare deVillars coachwork and a top-level restoration



Race

1967 Porsche 910 Works racer—\$799,000
Lot 234, Bonhams & Butterfields, Carmel, CA, 8/12/10
An exclusive racer with extensive period competition history

The “Jay Leno Special Edition” that Wasn’t

The Leno-Vette shows how easy it can be to blend a little fact with a lot of fiction to create something that never existed

by John Draneas

Sports Car Market’s sister publication, *Corvette Market*, reported the sale of a 2007 “Jay Leno Special Edition” Corvette at the Barrett-Jackson Palm Beach auction in April. The well-optioned, 1,873-mile Corvette was in show-car condition. Leno reportedly “handpicked” the car from a Carson, California Chevrolet dealer. The Corvette was autographed on the valve cover by Leno, carried Jay Leno signature exterior badging and a laser-inscribed Jay Leno dash plaque.

The lot also included a selection of Jay Leno memorabilia, including an autographed photograph of Leno with President George W. Bush, and a genuine Corvette jacket and golf cap, both with Leno’s signature embroidered on them. The car came with a certificate of authenticity. The “Leno-Vette” brought \$44,000, which was about \$5,000 more than a comparable Corvette.

There is only one problem—Jay Leno believes he may well have signed the valve cover, but otherwise he didn’t have anything to do with the car.

As you might imagine, not everyone involved in this deal wants to talk about it. However, based on interviews with some of the players and informed sources whom we believe to be reliable, here is what seems to have happened.

Free isn’t good enough

A bank bought the Corvette new from the Carson dealer. The car was a prize in a contest among the bank officers. One of the bank’s directors, who also happens to be one of Leno’s attorneys, thought he would sweeten the pot and get Leno to autograph the car.

A bank employee drove the car to Leno’s hangar, Leno autographed the valve cover, the bank employee and the car left, and Leno forgot all about the entire matter until reading about it in *Corvette Market*.

The bank awarded the Corvette to the winning officer, who immediately sold it online to a Tucson-area hairdresser. The hairdresser’s salon is in the same strip mall as a sports memorabilia shop owned by an acquaintance, who happened to have the aforementioned autographed Leno/Bush photograph in his inventory.

Building the Package

The facts get fuzzy here, but somehow the photograph and the car became the germ of a special-edition, one-of-one collectible package. The hairdresser had the

memorabilia dealer create a Certificate of Authenticity for the car.

The dealer did that by comparing the valve-cover signature to the signature on the photograph from his inventory, deeming them identical, and certifying the signature as authentic. The certificate wrongly states that Leno purchased the car from the Carson dealer, but the memorabilia dealer included that only because it was what he was told by the hairdresser. The dealer points out that his only opinion was that the signature was authentic. To round out the package, the hairdresser had a local embroidery shop add the Leno signature to the Corvette jacket and the golf cap and created the Leno badging for the car—all to create a more valuable package.

The hairdresser then traded the package to a Florida dealer for another car, and the Florida dealer consigned the entire lot to the auction.

What does the law say?

“Legal Files” deals with the legal aspects of the collector car hobby, which in situations such as this, comes down to the theoretical question: “Who could sue whom?”

Let’s start with the buyer. There is little doubt that the car was misrepresented to him, and he would seem to have a pretty good claim that he should at least get his money back. The analysis of his claims is governed both by general principles of the law and by his bidder’s agreement with the auction company.

Under the law, an auction company essentially acts as a broker. Its descriptions of the cars being auctioned are necessarily based upon information provided by the seller. Bidder agreements typically make that clear. As long as an auction company sticks to the information provided, and it isn’t obviously inaccurate, the auction company generally faces no greater liability than refunding the purchase price of the car, if that much. The consignor, however, can face much greater liability.

Barrett-Jackson, the company that auctioned this Corvette, prides itself on its documentation procedures, and employees ran this car through their usual analysis: title verification, VIN search, review of documentation provided by the seller, and so on.

Barrett-Jackson President Steve Davis explained that they always go above and beyond the minimum legal requirements and verify as much information about their consigned cars as possible. Davis was clear that all the usual procedures were

Client Profile

John Munson

by Matthew Malamut

The original owner of a 1964 Ford Falcon purchased with earnings from mowing lawns, John Munson has been a car guy most of his life. Munson points to his older brother as a strong influence on his interest in cars. He once encouraged John to bring car parts into his grade school classroom for show and tell.

By working in the garage with his brother, John picked up a variety of mechanical skills. “I also became very good at dodging flying objects,” he quips, “A trait which eventually came in handy when I joined the Air Force.”

Now a Senior Master Sergeant in the United States Air Force, John has served his country for 26 years in missions around the world. His most recent deployment was to Kirkuk, Iraq, as the Superintendent of Force Protection.

When he’s not deployed, John makes his living working with classic cars. He performs restoration work for Ramshead Automobile Collection, a company that conducts concours-quality work for notable collectors. John is also an



John Munson and his restored 1975 Triumph TR6

Automotive Specialist with Gooding and Company. During auction weeks, John’s expertise is called upon to help assist the prep squad before the cars are sold.

John’s automotive pedigree includes participation in The Great Race—America’s oldest, longest running vintage automobile rally. A 15-year veteran of the event, John’s mechanical expertise recently proved invaluable, as he participated driving a 1919 Pierce-Arrow. In addition to constantly welding heads that cracked throughout

the race, John had to put out fires that were caused by the vehicle’s two-wheel brake system, which would ignite on the steeper hills.

When he’s not working or protecting the free world, John spends time tending to his beloved Falcon and restored 1975 Triumph TR6. He dreams one day of owning a Delahaye or a Hispano-Suiza.

John Munson is yet another example of the fascinating people one can meet in the world of vintage motoring. Chubb salutes Senior Master Sergeant Munson, and we’re thrilled to know him as a client and a friend. ■



It is a Corvette, but it is not a Jay Leno Corvette

To their credit, Barrett-Jackson has been very professional here. “They have been terrific, and very straightforward,” Leno said. “They acknowledged the situation right away, and said they would take care of it.”

And that they did. Barrett-Jackson contacted the buyer immediately and explained the situation. They refunded his money and took the car back without hesitation, taking on the task of sorting out the situation.

Owner liability

There is no doubt that the Florida dealer is going to end up holding the hot potato. After all, he was the seller, and he gave the story to the auction company. The consignment agreement between the owner and an auction company typically makes it crystal-clear that the owner is responsible for all misstatements about the consigned car.

“Legal Files” would expect that any auction company’s agreement would make the seller, in a case such as this, liable not only for refunding the sale price, but also the auction company’s lost profits on the sale, attorney fees, and incidental expenses. And the buyer may have additional damage claims against the seller, above and beyond the buyer’s claims against the auction company.

We don’t have sufficient information to evaluate whether the dealer can recover the purchase price of the car from the hairdresser. That depends on what was said between them, and “Legal Files” was unable to reach either for comment. It seems highly doubtful that the dealer would have claims against the memorabilia dealer, since the hairdresser stands between them. Further, the certificate accurately claimed Leno’s signatures were genuine, and that may be all that it really said.

Leno’s position

The same as any other TV or movie star, Jay Leno’s entire persona—name, likeness, signature, and so on—is an extremely valuable asset. Making use of any part of it without authorization is certainly actionable. The persons who misappropriate it—here, the hairdresser and possibly the memorabilia dealer—can be required to give up any profit gained from the misappropriation, reimburse the celebrity’s legal fees, and perhaps pay even greater damages.

When the subject was raised, Leno quickly rejected the idea that he would sue anybody over this.

“It’s really not that big a deal,” Leno said. “I was mainly worried that someone might be paying for something that they weren’t really getting. As for me, the whole thing was just an annoyance.”

And, what seemed to annoy him the most was, “The very idea that I would own a Corvette with an automatic transmission!”

Learning from the story

SCM readers know that provenance is often a considerable element of the value of a particular collector car. When that provenance involves something like celebrity ownership, that history can be difficult to verify. And, when something is difficult to verify, it becomes very easy to fabricate.

If you are going to pay a premium for a Ferrari F40 because it was once owned by Mother Teresa, you’d better spend some time and money researching the car and verifying the story. Without a copy of a certificate of title issued to the celebrity—which can easily be faked—previous ownership can be very difficult to establish.

Your due diligence process may not be very easy, and it may well involve some significant expense for experts to do the research for you, but it is necessary to avoid situations such as this one. The Leno-Vette seems to be a “Special Edition” that was created by one of the owners of the car, acting on his own. That shows how easy it can be to blend a little fact with a lot of fiction to create something that never existed. ■

followed here, and turned up nothing wrong with this car.

“But if I did make any mistake at all,” Davis said, “I should have called Jay.”

Davis may be a bit too hard on himself here. The auction team probably did all they really could to verify the story behind this Corvette. It’s just that much of the information given was not easily verifiable. The only parts of the lot that had any direct connection to Leno were the autographs on the valve cover and the photograph, both of which turned out to be genuine.

Calling him to verify the autographs might be too much to expect, as Leno told “Legal Files” that he autographs all kinds of stuff. “People bring car parts to the show for me to sign three to four times per week,” Leno said. “I’ve signed valve covers, glove box doors, you name it.”

Featured Museum



Saratoga Automobile Museum

110 Avenue of the Pines
Saratoga Springs, NY 12866

Turn onto Avenue of the Pines in Saratoga Springs, NY leads you into the spectacular Saratoga Spa State Park, a 200-acre oasis that includes the must-see Saratoga Automobile Museum.

The museum resides in a brick, neoclassical structure that appears after a winding drive beneath an impressive canopy of tall pines. The building was rescued from decades of decay in 2000 by a team of investors that saw the structure as a perfect venue to commemorate and showcase the auto racing and production history of New York State.

Rather than house a static assortment of cars, the museum instead has two shows each year that display thematic, notable collections.

Previous exhibitions have included the Jack Gillette Corvette collection, a display of Bugatti masterpieces and Barn Finds. The current exhibit is a stunning array of Woodies from the collection of Charlie and Marie Montano. On display are 13 cars, including a 1941 Packard 120 1901 Series Station Wagon and a 1942 Buick Model 49 Series B Estate Wagon.

Of particular interest is a 1942 Oldsmobile Special Series 66 Station Wagon that is in the midst of restoration. Viewing the car in this state illustrates the complex nature of Woodie restorations, as wood joinery and extensive wood refinishing are as important as steel work, interior refurbishment and paint.

The museum also features educational events, including visits from notable industry icons, such as Bobby Unser and Carroll Shelby.

Make plans to visit the museum beginning October 23, 2010 for the opening of “Right Coast Rods: Historic roadsters and coupes from the Fabulous ‘50s.”

Admission is free for members, \$8 for adult non-members, \$5 for students and seniors, and \$3.50 for children age 6 and older. Museum hours are 10 am to 5 pm Tuesdays through Sundays from October through May. The museum is open seven days a week from June through September. Visit www.saratoga-automuseum.org or call 1.518.587.1935 for more information.—Tom Franklin, Chubb Personal Insurance. ■

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



Should You Leave the Hauling to Professionals?

A cross-country road trip in a classic car sounds fun, but days on the Interstate—in a vehicle you hardly know—can be an ordeal

by Donald Osborne

Many of us remember the slogan for Greyhound Bus Lines: “Leave the driving to us.” Well, when it comes to getting your prized collector car from one place to another, you might want to leave the driving to someone else as well.

It sounds fun to drive from Monterey to Nashville in your newly acquired Alfa Romeo TZ1, but the reality of pushing on for hours—in a vehicle you just bought and hardly know—can be less amusing.

You could always drive your pickup truck and trailer halfway across the country in the hopes of coming home with a car. Or you could rent a truck and trailer from Mr. Penske or Mr. U-Haul. All of this is a lot of work and time, and can be fraught with unexpected drama—if, for instance, one of your Schucks tie-down straps comes loose.

So, it’s no wonder that the parking lots of all the major auctions, concours and rallies are filled with gleaming transporters.

Because SCM gives its readers the “Inside Scoop” on all things related to the collector car world—and with Monterey Week as Transporter Central—we decided to pick the brains of leaders in the transport business.

In short, what should you have in mind when choosing the people you want to move your metal?

When you need a transporter

The first question you’ll ask is “Do I need a transporter, or should I trailer it myself?”

Bob Sellers of Reliable Carriers offers this advice: “Evaluate the real cost of driving, including the cost of fuel and hotel if you take your truck and trailer. If you’re going to rent a trailer, ask yourself how much experience do you have and if you really know how to do it right. Do you want to take your new \$80k car and take a chance with it?”

Modified vehicles are prime candidates. Nicholas Pliaconis of Plycar says his company works with Callaway and Hennessey Performance to move their high-performance cars, which usually have lower ground clearance than production models.

There is another consideration—if you live in the United States. When you buy at auction in a state other than your own, there is a benefit to using transport with Interstate Commerce Commission authority. If you drive your car away from the sale—or use your own trailer—you must pay local sales tax. Using an ICC Registered Motor Carrier exempts you from paying the local tax. Of course, you must pay whatever taxes are due in your home state when you register the vehicle.

Choosing a transporter

So, now you’ve decided you will leave the driving to someone else. Who should it be? Do you need a national company or will someone more local do? Should the trailer be enclosed or open?

Although a car that’s across the state might not seem to be a candidate for a nationwide transporter, you still might find good value in one.

“We cover the continental U.S.—just because we’re headquartered in

Massachusetts doesn’t mean I don’t have a truck in your area.” says Intercity Lines Operations Manager Jeff Degnan. “No matter how short the move might be, we might have a truck nearby. It’s driven by customer need.”

Neil Pitt, president of the recently reborn Passport Transport, says a national carrier might give you more options.

“The size of our fleet enables you to schedule shorter pickup and delivery dates, useful for shorter hauls,” Pitt said.

All transport experts said an enclosed trailer is best.

“If you wouldn’t drive it a long distance down the highway at 70 mph, then you probably don’t want it riding on an open carrier at that speed either,” says Camille Davis, owner of Curves Ahead.

Know your carrier and ask questions

Be aware of when you’re dealing with brokers. Many middlemen use names that sound like transport companies, which peeves Reliable Carriers’ Sellers.

“There are some cowboys out there who have names really similar to ours, but have nothing to do with us,” Sellers says.

How can you tell you’re dealing with the actual transport company and not a broker? Ask a couple of simple, direct questions: “Is this going on your truck, with your driver?” Also ask for their DOT and Motor Carrier numbers. The Internet is a great tool when researching transporters.

Brian Poff, owner of Poff Transportation, recommends going to www.safer.fmcsa.dot.gov for information on a company’s licensing and safety record. Make sure your transporter has sufficient liability insurance and cargo coverage.

Reliable’s Sellers says, “We carry \$5m cargo coverage on each trailer, with zero deductible and can go up to \$10m if necessary. You need to know how much your car is insured for when it’s inside the trailer—and ask about the deductible, since it can be as high as \$5,000 or more.”

Brokers also typically ask for payment upfront at the time of booking, which none of the actual transport companies will do.



A cushy ride for your valuable car

Taking your car in or out of the country

International transport has its own challenges, and you'll want a specialist.

Martin Button's company, Cosdel International Transportation, has shipped cargo around the world for 50 years.

"If you're going to buy a car overseas and bring it back to the U.S., or you're a foreigner looking to export from a U.S. auction, you need to get the whole price to do the job," Button says. "Simply asking 'how much to ship my car from France to Oakland' may give you a number, but it doesn't include getting it into a container, out of the container, necessary bonds, paying duty, and so on."

Button says the best thing to do is to speak to auction companies or dealers, as they work with transporters and know the ones with the best experience.

Cosdel can also assist with payment escrow services if needed. They offer a "Secure Auto Exchange" program, in which neither the buyer nor seller have the vehicle and money in their possession at the same time.

Another consideration is sea container versus air shipping. While less expensive, container shipping also has an unexpected benefit in that your vehicle is loaded, sealed, unsealed and unloaded only by personnel or agents of your shipping company.

With air shipping, the vehicle is loaded, secured and unloaded by airline personnel.

What to expect

Here's what you need to know once the arrangements have been made:

Keep in mind the size of the specialized trucks, in terms of where the cars are picked up or delivered. The trucks can require space for up to 100 feet in total length when the lift gate is open. Most transporters also have low ground clearance.

Make starting the car as easy as possible. Most transport drivers know how to start almost any vehicle. But if you've got an older car with hand controls for mixture, or a more modern one with a quirky starting routine, it pays to print out starting instructions to go with the car.

The drivers won't be insulted and will more than likely appreciate the peace of mind which comes with being able to handle your car with fewer questions.

Make sure your car is ready for transport. It's not good for the transport driver to discover that your car doesn't run—or only three of the tires hold air. Let the company know when you book the job if that's the case—or even if the car has a shift lever that pops out of gear. Prior notice allows the transporter to plan how to handle your car.

While most carriers will allow you to place items inside the vehicle being shipped, use common sense.

Tom Meunier, owner of Exotic Car Transport, advises clients to: "Pack and properly secure any parts you put inside your car, and don't ask us to take loose parts that won't fit inside."

Button, of Cosdel, warns against smuggling.

"Is there a kilo of something or other in the firewall? If you're going to smuggle something, don't ship it in a car. Your vehicle will be inspected and perhaps X-rayed," Button says.

Book transport early

If you're going to send a car to a major auction or show, book right away. You can always cancel if something comes up—as long as you give a reasonable time frame.

When you register to bid at an auction, call a transporter and get a quote for shipping the car from the venue to your home. This gives you a better idea of how much to bid on the car, and the company knows you may need their services. Most trailers accommodate six to seven cars. If you can put together six cars with single pickup and drop-off points, the savings can be substantial.

Most larger firms offer satellite tracking of their trucks for peace of mind and logistical planning, and they have trucks in motion in every part of the country on any given day, which can make scheduling easier.

Perhaps a smaller company might give you a level of contact with the company owner with which you feel more comfortable. Whichever you choose, ask the right questions, prepare as well as you can and your experience can be pain-free—as you leave the driving to someone else. By having a professional transport your car, you're guaranteeing that your affair with your newly-purchased treasure will start where it should, in your driveway, in the condition you expected it to be. **■**

The Quail is Really About the Cars—Not the Money

If you don't want to spend \$400, you don't have to come. But 3,000 people always come

by Donald Osborne

In reviewing the eighth edition of *The Quail: A Motorsports Gathering*, let's start by dismissing the discussion of the ticket price. Yes, \$400 is a lot of money. So what? Either you get it, or you don't.

The great thing is that if you don't want to spend it, you don't have to come. Approximately 3,000 people always decide they want to come, and that's as many as *The Quail* will accommodate, selling out each year.

Those who came this year saw the now-traditional blend of racing, sports racing, GT, touring cars and motorcycles, arranged in circles and lines on the green next to *The Quail Golf Club*. Despite the closure of the *Quail Lodge Hotel*, the golf club continues to host parties and events, and if you didn't know about the hotel, you couldn't tell the difference.

The Quail is always eclectic in its features. Highlighted this year were Milestone Cars of 1934, with an accent on aerodynamic designs, German race cars which ran at the Nürburgring, 45 years of Shelby Mustangs and in a nod to the centenary of Alfa Romeo, a class of coachbuilt cars from the mark of the Biscione. Carroll Shelby was on hand, and brought CSX2000, the first Cobra, from the Shelby American museum in Las Vegas.

The annual drive-in from the historic races was a group of pre-war Bugattis, which made a remarkably raucous roar as they circuted the field, preceded and followed by a California Highway Patrol escort. The escort is a tie-in to one of the major charity beneficiaries, The California Highway Patrol 11-99 Foundation. Also supported are the CASA of Monterey County, American Red Cross, Carmel Area Chapter and the Rancho Cielo "One-Stop Shop".

Missing this year were any product or art vendors. The tents along the sides of the field were occupied by manufacturers, elite clubs and publishers. Personally, I think it's a shame, as high-quality automobilia was a nice complement to the day.

Judging at the event is of the peer variety, with entrants choosing the cars for class awards. The class awards are the finalists for Best of Show. This year's honor went to Ken and Ann Smith's 1936 Delahaye 135 Competition Disappearing Top Convertible. A spectacular restoration, it will need a bit of a spiff-up after a late day mishap on the ramp, when the backdrop blew down on top of it. Fortunately, no one was hurt.

Although I did begin by saying we should get past the ticket price discussion, there is one aspect which should be considered. If you're planning to attend the Bonhams & Butterfields auction across the lane from the event, you can actually count on a sort of "package discount." Admission to the auction is complimentary with a *Quail* ticket, which saves you the \$80 auction catalog fee; therefore the *Quail* is actually only \$320...



Bugattis crash *The Quail*



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NOVEMBER

2-5	👁️	SEMA Show	Las Vegas, NV
4-7	👁️🏠	Le Belle Macchine d'Italia Sud	Daytona Beach, FL
6	💰	Mecum McDorman Collection Auction	Canal Winchester, OH
6-7	🏁👁️	Hilton Head Concours & Motoring Festival	Hilton Head Island, SC
7	👁️	Winter Park Concours d' Elegance	Winter Park, FL
7	🏁👁️	California Automobile Museum Vettes for Vets	Sacramento, CA
7	🏁👁️	77th Annual London to Brighton Veteran Car Run	London, U.K.
12-14	👁️	Classic Motor Show	Birmingham, U.K
14-19	🏠	Texas 1000	Midland, TX
27-12/5	👁️	Essen Motor Show	Essen, Germany

DECEMBER

1-5	👁️	New England International Auto Show	Boston, MA
2-4	💰👁️	Mecum Kansas City Auction	Kansas City, MO
4-7	🏠	Le Jog	U.K.
4-8	👁️	Auto Retro	Barcelona, Spain
4-8	👁️	Riyadh Motor Show	Saudi Arabia

4-12	👁️	Motor Show di Bologna	Italy
JANUARY			
1	🏠	Anti-Football Run	Sausalito, CA
6-9	👁️	Silicon Valley International Motor Show	San Jose, CA
10-23	👁️	North American International Auto Show	Detroit, MI
13-16	👁️	Autosport International Car Show	Birmingham, U.K.
14-16	👁️	South Carolina International Auto Show	Greenville, SC
16	🏠	Wheels of Wellness	Phoenix, AZ
17-23	👁️💰	Barrett-Jackson Auction	Scottsdale, AZ
18-23	🏠👁️	Cavallino Classic	Palm Beach, FL
19-23	💰👁️	Russo and Steele Auction	Scottsdale, AZ
20-21	💰👁️	RM Auctions Automobiles of Arizona	Phoenix, AZ
20	CM	Corvette Market Insider's Seminar	Scottsdale, AZ
20-23	👁️	Kuwait Concours d' Elegance	Kuwait
21-22	💰👁️	Gooding & Company Auction	Scottsdale, AZ
21-24	👁️	Silver Auctions	Fort McDowell, AZ
26-30	💰👁️	Mecum Kissimmee Auction	Kissimmee, FL
30-1/7	👁️	Philadelphia International Auto Show	Philadelphia, PA