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*Matching-numbers example
Equipped with the desirable Nardi
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**1955 LANCIA AURELIA B24S
SPIDER AMERICA**

Coachwork by Pinin Farina



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SATURDAY, JANUARY 11th – SUNDAY, JANUARY 19th

- GATES OPEN AT 9:00 A.M.

AUCTION PREVIEW

WEDNESDAY, JANUARY 15th

- GATES OPEN AT 9:00 A.M. – 5:00 P.M.

THE AUCTION BEGINS

THURSDAY, JANUARY 16th – SUNDAY, JANUARY 19th

- AUCTION BEGINS PROMPTLY AT 12:00 P.M.
- SUNDAY AUCTION BEGINS PROMPTLY AT 11:00 A.M.





SCOTTSDALE20
JANUARY 15-19
N SCOTTSDALE RD & 101 FREEWAY

A map of the Scottsdale area in Arizona. The map shows major roads including I-17, I-10, I-60, and AZ-101. Key locations marked include Phoenix, Paradise Valley, Scottsdale, Tempe, and Mesa. Specific landmarks like Westin Kierland, Fashion Square, and Sky Harbor Airport are also indicated. The auction site is marked with a red square at the intersection of Scottsdale Rd and 101 Freeway.

Directions from Sky Harbor Airport:

- Exit Sky Harbor Drive East towards AZ-202 Loop E and AZ-101 Loop N
- Exit 34 Scottsdale Rd from AZ-101 Loop N
- Entrance 1 Block South / East on Scottsdale Rd

- **Sky Harbor Airport to RS:** 24.8 Miles • 32 Minutes
- **Arizona Biltmore to RS:** 17.7 Miles • 23 Minutes
- **Fashion Square to RS:** 15.6 Miles • 21 Minutes
- **Westin Kierland to RS:** 2.8 Miles • 5 Minutes
- **Westworld to RS:** 3.8 Miles • 7 Minutes

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A New Year

Nothing beats the feeling of boarding a jetliner on a rainy, cold, dark January morning in Portland, OR, knowing that sunshine, balmy afternoons and thousands of fellow gearheads are just a few hours away.

I missed last year's Arizona Auction Week — for the first time in 32 years — as I was recovering from a stroke.

I wouldn't miss this year for anything. Being away from the people, places and cars that you love, even for just one year, reminds you not to take anything for granted.

This year, I'm eager to talk with old friends, make new friends and kick tires until my big toe aches.

I also want to see the first glimpses of the 2020 collector-car market. Will prices rebound from Monterey 2019? Will Next Gen cars continue to rise? Resto-mods made a big splash last year — will these cars continue to rise under the desert sun?

Last year, Arizona Auction Week totaled \$246.5 million in sales, down slightly from the \$252 million in 2018.

Like everyone else, I can't wait to see what happens during Arizona Car Week. I predict a slight rise from 2019.

I do know that you can't go wrong buying a car that you love at a good price. I'm sure many of this year's bidders have bargain hunting on their minds. Then again, auction houses are fielding lineups with some magnificent cars.

Please stop and say hello if you see me this year. Don't forget about SCM's Seventh Annual Scottsdale Insider's Seminar at the Gooding & Company Auction Tent on January 16. The fun starts at 9:30 a.m.

To register, call 1.503.261.0555, ext. 217 or visit www.sportscarmarket.com/scottsdale2020.

I can't wait to see you and talk about cars! — *Keith Martin, Publisher, Sports Car Market* ■



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Cover photo: 2017 Ford GT, courtesy of Barrett-Jackson

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1954 XK-120 SE 3.4L OTS VIN: S674424
Nut & Bolt Restoration, Show-Level, JDHT Certificate



1966 XKE Series 1 4.2L FHC VIN: 1E32792
Rofisserie Restored, Show-Winner, Opalescent Silver Blue/Dark Blue



1958 XK-150 3.4L FHC VIN: S834923BW
Matching Engine Numbers, Fully Restored, JDHT Certificate



1963 XKE Series 1 3.8L OTS VIN: 877429
Restored Series 1 XKE Roadster in Black & Tan



1951 XK-120 'LT1' 3.4L OTS VIN: 671751
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1965 XKE Series 1 4.2L OTS VIN: 1E10502
Comprehensive Restoration, Spectacular Color Combo



1959 XK-150 3.4L OTS VIN: T831604DN
Numbers-Matching, Limited Ownership, Original Colors



1965 XKE Series 1 4.2L OTS VIN: 1E10570
Preservation-Level, Highly Original Example



1962 Mark II 3.8L Sedan VIN: P218990
Recent Show/Driver Restoration, 5 Speed



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Arizona Auction Roundtable

The auction houses pick their star cars and sleepers of Arizona 2020

Gooding & Company



David Gooding
President and Founder,
Gooding & Company,
Santa Monica, CA



Star Car: 1948 Tucker 48

Star Car The **1948 Tucker 48** (Estimate: \$1.75m–\$2.25m) presented here was one of the few actually completed at the Tucker factory and not assembled after the fact. Of the 51 produced, only 12 were finished in the attractive Waltz Blue Metallic. This Tucker 48 has very low mileage and comes with a well-documented provenance that includes the esteemed Cofer Collection. It is very much among the finest surviving Tuckers built and still retains its original interior upholstery and engine.

Sleeper The **1960 Alfa Romeo Giulietta SZ Series I Round Tail** (Est.: \$500k–\$600k) was a factory-built racing car with a higher-performance Veloce engine (Tipo 00120), a 5-speed gearbox, three-leading shoe front brakes, larger fuel tank, and lightweight, all-aluminum bodywork by Zagato of Milan. These cars dominated the Italian 1300 category and were very popular with both amateur and professional racing drivers. This car, chassis 33, is an early production example originally finished in gray and sold to racing driver Rinaldo Parmigiani. With this car, he took part in the 4 Hours of Pescara in August '61 and the famous Coppa Inter Europa at Monza in September '61. The car remained in Italy until 1978, when it was exported to the U.S. It has been off the road since 1987 and has never before been presented at public auction.

RM Sotheby's



Gord Duff
Global Head of Auctions,
RM Sotheby's, Blenheim,
ON, CAN



Star Car: 1930 Cadillac V16 Sport Phaeton

Star Car My star car selection for our 2020 Arizona sale is the **1930 Cadillac V16 Sport Phaeton** (Est. \$900k–\$1.2m, offered without reserve) from the John D. Groendyke Collection. This is a four-owner car from new over its 90-year lifespan, with its second owner, a Walden J. Schmitz, having purchased it in the early 1960s. Schmitz restored the car and took it to CCCA meets through the early 1970s. It was sold from his estate in 1998. This is a genuine, exceptional car in striking colors and with entirely matching numbers.

Sleeper My sleeper selection for this year's sale is particularly appropriate because you can do just that — sleep in it. The **Spartan Spartanette Camper** (Est: \$75k–\$125k, offered without reserve) is a rolling, 31-foot, award-winning example of Mid-Century Modern luxury design. It is complete with a full bathroom, original appliances, water heater, and refinished original birch interior. More and more we're seeing collectors look for quirky items that complement their existing car collections, and weird and wonderful pieces like the Spartanette have proven to surprise us across our annual catalog sales, igniting bidding wars and surpassing our expectations.

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Bonhams



Jakob Greisen
Vice President, Head of U.S. Motoring, Bonhams, San Francisco, CA



Star Car: 1955 Lancia Aurelia B24S Spider America

Star Car The stunning **1955 Lancia Aurelia B24S Spider America** (Est.: \$850k–\$1.05m). Bodied by Pininfarina, the legendary B24S

was a masterpiece of design and performance and rightly earned a place in the pantheon of the greatest sports cars of the mid-20th century. This striking example is a matching-numbers car, is equipped with the desirable Nardi carburetion kit, benefits from a comprehensive and exceptional restoration, and has successfully toured in the Mille Miglia Storica, Colorado Grand and French Tour Auto.

Sleeper The Fly Yellow **1995 Ferrari F512 M** from the very end of the flat-12 model range is one of just 75 examples produced, and offers thrilling power, superb handling, and elegant no-frills Pininfarina styling.

Russo and Steele



Drew Alcazar
CEO, Russo and Steele Auction Company, Scottsdale, AZ



Star Car: 1956 Porsche 356 Speedster

Star Car Restored to correct stock configuration with hood numbers, the **1956 Porsche 356 Speedster** is the last of the Pre-A

Speedsters, with many unique parts and features. Boasting spectacular original super-straight body with excellent panel fit and gaps, this Speedster features fresh paint, chrome wheels, and correct Speedster steering wheel and bucket seats. The previous owner was an Audi Factory test driver who had meticulous attention to detail. The factory Kardex date is April 1, 1956, and shows the original delivery to Hoffman, NY, that year.

Sleeper Complete with a portfolio of documentation from inception to today, the metal flake purple **1962 Meyers Manx** features all original gelcoat, VW Type 3 1600 pancake engine, five-lug chrome 15-inch Appliance wheels, and air shock rear suspension with sway bar. This is a rare chance to own a classic dune buggy built by the creator of the modern dune buggy himself, Bruce Meyers.

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Leake



Gary Bennett
General Manager, New Ventures and Sectors (collector cars) Leake Auctions/Ritchie Bros., Scottsdale, AZ



Star Car: 2012 Lexus LFA coupe

Star Cars We are selling John Staluppi's collection in Scottsdale this year. Within the collection is a **2012 Lexus LFA coupe**. Only 500 of these amazing cars were produced. This particular example is fully equipped, including a TUMI LFA-branded fitted luggage set. It is selling at no reserve. Another feature car is from the Staluppi Collection: a 1962 Corvette resto-mod, powered by a LT1 V8 with a 4L65E automatic transmission and independent rear suspension. A professional award-winning build to exacting specifications, also selling at no reserve.

Sleeper The surprise vehicle is something I haven't seen cross a collector-car auction block: a street legal, six-axle, Caterpillar-powered **Oshkosh MK23**. It has been custom painted in Ferrari Fly Yellow and is the ultimate street-legal off-road vehicle. It's selling at no reserve and should be a real wild card.

Barrett-Jackson



Craig Jackson
Chairman and CEO, Barrett-Jackson, Scottsdale, AZ



Star Car: 2019 McLaren Senna

Star Car Limited to a production of only 500 units globally, which were all spoken for by the time production began, the **2019 McLaren Senna** hypercar will undoubtedly be a star at our 49th Scottsdale Auction this January. Following in the footsteps of the illustrious McLaren F1 and P1, and named after legendary racer Ayrton Senna, the Senna boasts performance worthy of its namesake. Built to be street legal but designed for the track, the Senna is arguably the most technologically advanced and powerful road car McLaren has ever produced.

Sleeper Owned by the late actor Paul Walker, this **1991 BMW M3** will be the lowest-mileage E30 ever sold at a Barrett-Jackson auction, with fewer than 6,600 miles on the clock. Built by BMW Motorsport Division to be homologated for racing, the E30 M3's hood and roof are the only aspects of the body shared with the standard 3 Series E30. The S14 inline 4 engine produced a factory rated 195 hp and 170 ft-lb of torque, making the M3 perfectly suited for a road course or rally stage. Aside from the flared fenders, the E30 M3 also came equipped with larger brakes and tires, as well as BBS wheels. This M3 is finished in Alpine White II over a black interior. It is truly one of the best examples on the market. ■

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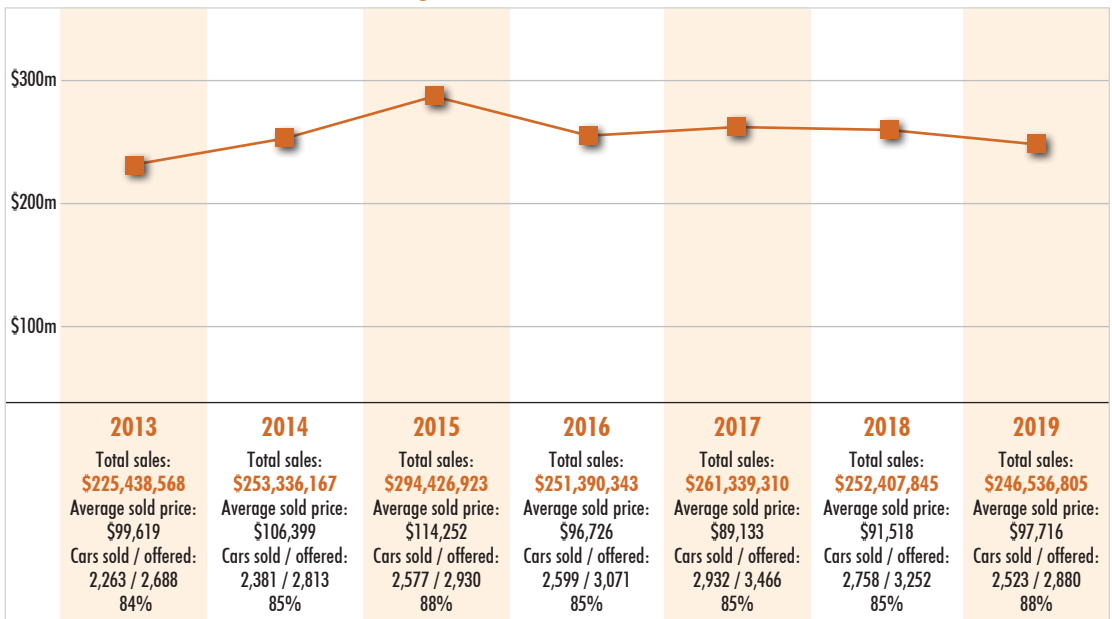
Star Car: 1971 Plymouth 'Cuda convertible

Star Car In 1987, after Ed Bel-four signed his first pro-hockey contract, he celebrated by purchasing this spectacular **1971 Plymouth 'Cuda convertible**.

After searching for the best original-equipment parts for many years, Ed's team restored the car to its current glory. It was Judged OE Gold Certified upon its show debut — a significant feat. It importantly still retains its original 440 Six Pack engine, is equipped with the highly desirable 4-speed manual transmission and is very well documented. It is one of only five built in 1971, making it extremely rare and a member of the "Seven Figure" muscle-car club. This car is known as the "The Whiskey 'Cuda," as Ed is transitioning into his new career as founder of Belfour Spirits, a distiller of the finest whiskies.

Sleeper While not the most expensive car on the docket, the sleeper car of the auction may well be the one-year only production **1934 Auburn 850Y custom phaeton**. The striking phaeton coachwork designed by the legendary Al Leamy, is presented in its factory-original color scheme. It is one of only 285 examples built, and its Art Deco styling makes it one of the most attractive ACD cars of the era. It is an ACD Category 1-certified car that has been expertly restored. We expect strong interest in this wonderful Auburn due to its striking coachwork and very limited production. Such cars are highly sought after and rarely available in the market. ■

Arizona Auctions Total Sales by Year



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MAG Auctions

Winter Auction



1962 Chevrolet Corvette custom convertible

Insider's Tip

Motorsport Auction Group has teamed with Silver Auctions of Arizona to host their event at a new venue this year. They're at the Peoria Sports Complex in Peoria for the second year in a row. Count on seeing many appealing collector cars change hands at realistic prices, with upwards of 500 expected. Remember, this auction is the weekend before most of the other sales in the area — arrive early if you want to get in on the action here.

Star Cars

1969 Chevrolet Camaro RS coupe.

1956 Ford F-100 Pro Touring.

1967 Chevrolet Chevelle convertible.

1968 Shelby GT500 KR fastback.

1951 Chevrolet 3100 street rod pickup.

1962 Chevrolet Corvette custom convertible. ■



1969 Chevrolet Camaro RS coupe

Details

Preview: Friday, January 10, through Sunday, January 12, 9 a.m.

Auction: Friday, January 10, through Sunday, January 12, 11 a.m. to 6 p.m.

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1956 Ford F-100 Pro Touring

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Barrett-Jackson

Scottsdale 2020



2017 Ford GT

Insider's Tip Hundreds of thousands of gearheads, buyers and sellers walk into WestWorld every January. There they find nearly 2,000 cars for sale, in addition to the acres of retail space for the Lifestyle Pavilion. This mega collector-car auction starts at 3 p.m. on Monday, January 13. If you're a bargain hunter, this is where you'll find the less-expensive deals and considerably more elbow room. However, if you're after a crown jewel for your collection, Friday and Saturday nights are made for that — and packed-house television crowds. Muscle cars have reigned supreme forever at Barrett-Jackson, now boosted by the resto-mod movement, but they always consign plenty of classic sports cars and modern exotics if those pique your interest.

Last year's results: 1,820 of 1,821 sold (99.95%), for total sales of \$124,436,300.

Star Cars **2017 Ford GT.** One-owner car with 538 actual miles. Finished in Verde Mantis accented by the Extended Carbon Fiber package in gloss. The GT features the Dark Energy interior upgrade, as well as 20-inch gloss exposed carbon-fiber wheels.

1969 Chevrolet Camaro ZL1 COPO coupe. Original, matching-numbers ZL1 COPO Camaro powered by an all-aluminum 427-ci V8 engine with an M22 Rock Crusher 4-speed manual. Copy of the original window sticker and complete owner history are included.

1963 Chevrolet Corvette Split-Window custom coupe. Build completed in October 2019. Split-Window resto-mod featuring a GM LS3 V8 Hotcam engine, Art Morrison chassis and a 4-speed automatic. Custom Schott wheels.

1967 Shelby GT500 fastback. Finished in its original color of Candy Apple Red, and is powered by a 428-ci engine equipped with an automatic transmission and factory a/c. Full rotisserie restoration.

Details

Preview: Saturday, January 11, through Sunday, January 19, 8 a.m.

Auction: Monday, January 13, 3 p.m.; Tuesday, January 14, 2 p.m.; Wednesday, January 15, through Saturday, January 18, 10 a.m.; Sunday, January 19, 11 a.m.

Dates and times subject to change

Where: WestWorld, 16601 N. Pima Road, Scottsdale, AZ 85260

Web: www.Barrett-Jackson.com

Phone: 480.421.6694

Cost: Prices vary per day, with lower-priced happy hours and discounts for military, seniors, students and children. Bidder registration is \$450 for Tier 2 and \$650 for Tier 1.

2019 McLaren Senna. No. 212 of only 500 produced. Named after F1 racing champion Ayrton Senna, this McLaren is powered by a 4.0-liter, twin-turbocharged V8 engine producing 789 hp through the 7-speed dual-clutch transmission.

The Paul Walker Collection. Twenty-one vehicles from the collection of the late actor Paul Walker. Vehicles of note in the collection include five 1995 BMW M3 Lightweights, two BMW E30 M3s, and a 2013 Ford Mustang Boss 302 race car. ■



1963 Chevrolet Corvette Split-Window custom coupe

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Worldwide Auctioneers

The Scottsdale Auction



1934 Auburn 850Y custom phaeton

Insider's Tip

Worldwide hosts one of the more curated auctions during Arizona Car Week, with somewhere around 80 lots on offer. A select number of lots does not translate to limited offerings; on the contrary, collectors can look forward to a diverse and hand-selected group of exceptional motorcars. Pre-war classics are a staple of this sale. Special this year is the VIP Preview Reception and Whiskey Tasting, from 3 to 5 p.m. on auction day, with Stanley Cup winner and Olympic gold medalist Ed Belfour's ultra-premium whiskey brand, The Spirit of Champions.

Last year's results: 54 of 72 sold (75%), for total sales of \$9,216,075.

Star Cars

1971 Plymouth 'Cuda 440 Six Pack convertible. Numbers-matching example with documentation.

1934 Auburn 850Y custom phaeton. One-year-only body style, and just one of 285. Presented in its factory original color combination. ACD certified.

Details

Preview: Monday, January 13, through Tuesday, January 14, 9 a.m. to 6 p.m.; Wednesday, January 15, 9 a.m. to 5 p.m. (VIP Preview 3 p.m. to 5 p.m.)

Auction: Wednesday, January 15, 5 p.m.

Dates and times subject to change

Where: Scottsdale Auto Park, 6460 E. McDowell Road, Scottsdale, AZ

Web: www.worldwideauctioneers.com

Phone: 800.990.6789

Cost: \$35 admission per person to preview and auction; \$100 with catalog; \$150 bidder registration includes catalog and admission for two

1957 DeSoto Adventurer convertible. Restored and presented in proper factory colors.

1931 Cadillac 370A V12 roadster. Full CCCA Classic. One of 91 produced, and one of only seven known to still exist. ■



1957 DeSoto Adventurer convertible



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UPCOMING AUCTION DATES

SCOTTSDALE, AZ
January 11–19, 2020

PALM BEACH, FL
April 16–18, 2020

NORTHEAST, CT
June 24–27, 2020

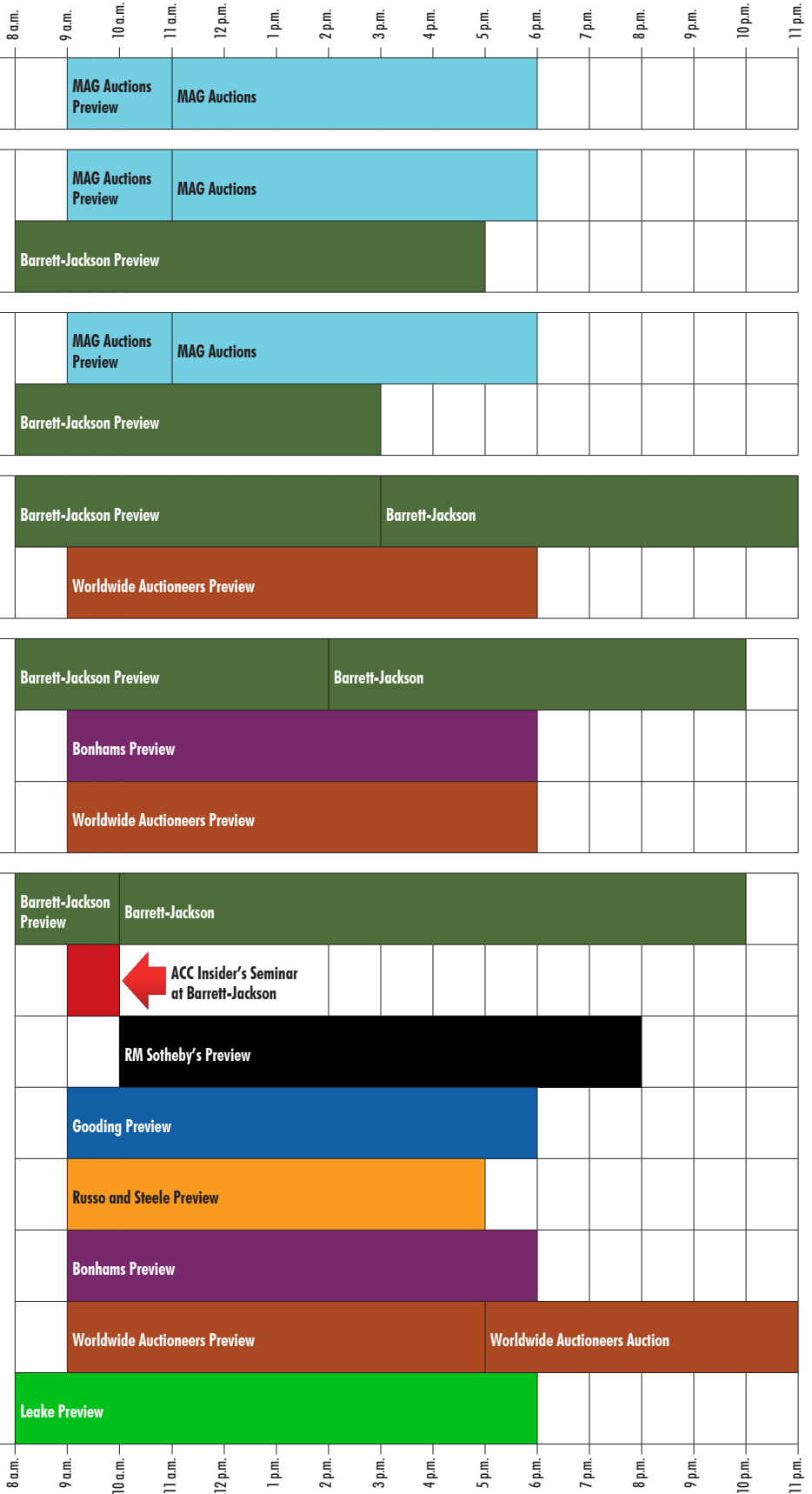
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ARIZONA ■ TIMELINE OF EVENTS

Scottsdale/Phoenix/Peoria Events



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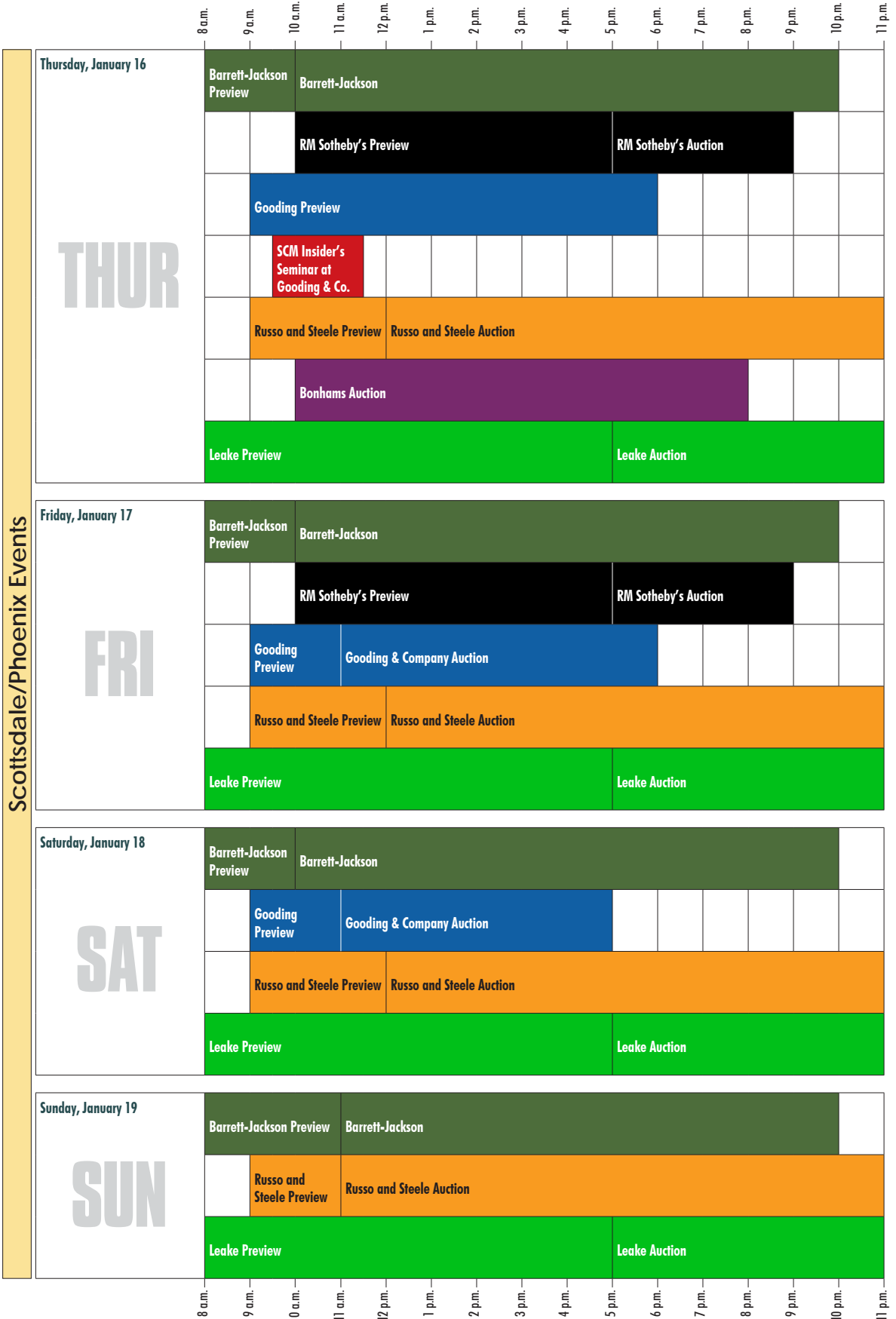


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ARIZONA ■ TIMELINE OF EVENTS



Scottsdale/Phoenix Events

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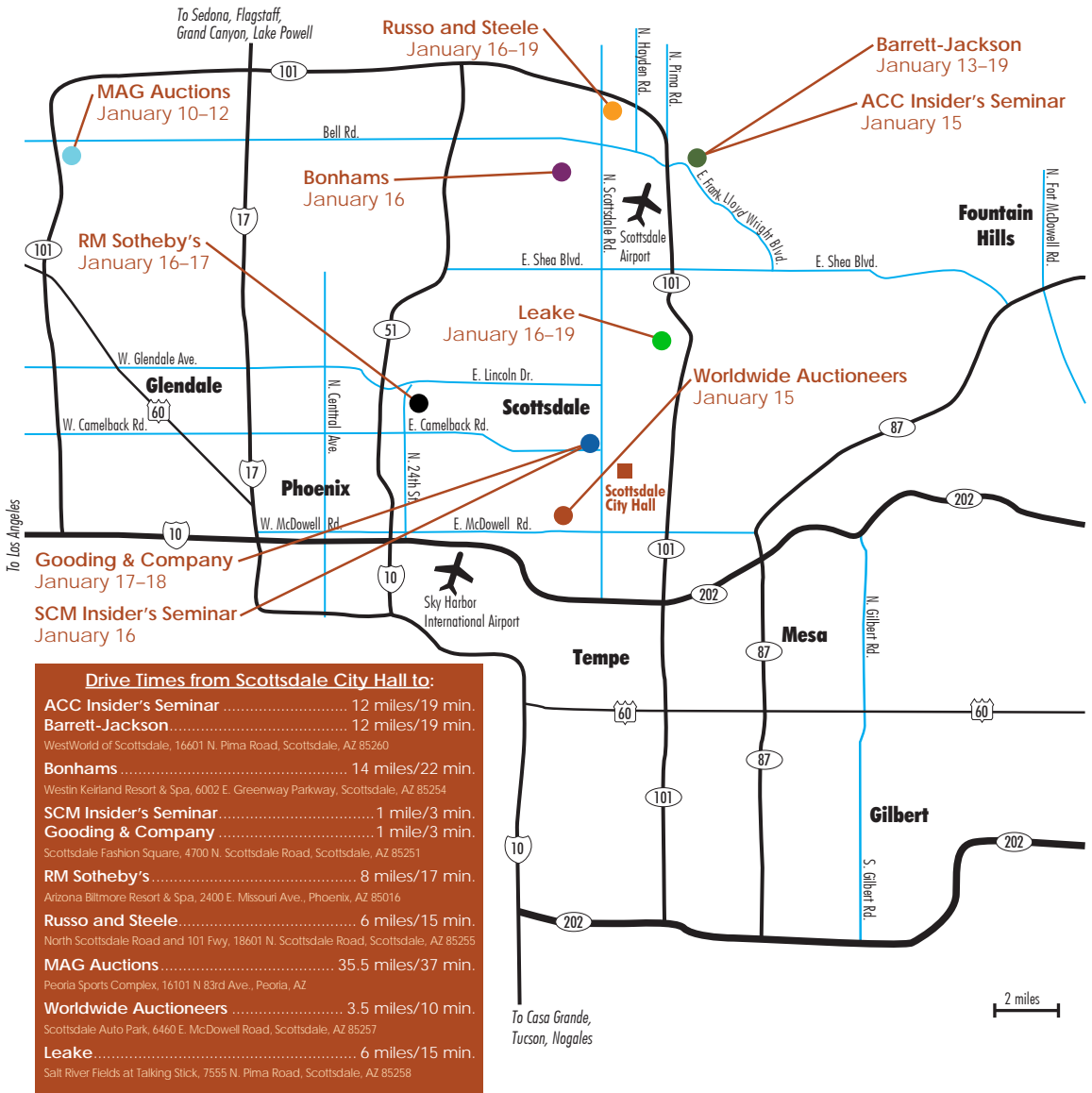


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ARIZONA ■ AREA MAP



Drive Times from Scottsdale City Hall to:

ACC Insider's Seminar	12 miles/19 min.
Barrett-Jackson	12 miles/19 min.
WestWorld of Scottsdale, 16601 N. Pima Road, Scottsdale, AZ 85260	
Bonhams	14 miles/22 min.
Westin Keihland Resort & Spa, 6002 E. Greenway Parkway, Scottsdale, AZ 85254	
SCM Insider's Seminar	1 mile/3 min.
Gooding & Company	1 mile/3 min.
Scottsdale Fashion Square, 4700 N. Scottsdale Road, Scottsdale, AZ 85251	
RM Sotheby's	8 miles/17 min.
Arizona Billmore Resort & Spa, 2400 E. Missouri Ave., Phoenix, AZ 85016	
Russo and Steele	6 miles/15 min.
North Scottsdale Road and 101 Fwy, 18601 N. Scottsdale Road, Scottsdale, AZ 85255	
MAG Auctions	35.5 miles/37 min.
Peoria Sports Complex, 16101 N 83rd Ave., Peoria, AZ	
Worldwide Auctioneers	3.5 miles/10 min.
Scottsdale Auto Park, 6460 E. McDowell Road, Scottsdale, AZ 85257	
Leake	6 miles/15 min.
Salt River Fields at Talking Stick, 7555 N. Pima Road, Scottsdale, AZ 85258	

Numbers to Know

Auction Companies

- Barrett-Jackson**
480.421.6694
- Bonhams**
602.859.1843
- Gooding & Company**
310.899.1960
- Leake**
602.442.3380
- MAG Auctions**
775.997.8885
- RM Sotheby's**
519.352.4575
- Russo and Steele**
602.252.2697
- Worldwide Auctioneers**
800.990.6789

Police Departments

- Scottsdale Police**
480.312.5000
- Phoenix Police**
602.262.6151
- Maricopa County Sheriff**
602.876.1000
- Airports**
- Phoenix Sky Harbor International Airport**
602.273.3300
- Scottsdale Airport**
480.312.2321

Public Transportation

- Downtown Scottsdale Trolley**
602.253.5000
- Valley Metro Public Transit**
602.253.5000

Shuttle/Car Service

- Lyft**
www.lyft.com
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Bonhams

The Scottsdale Auction



1955 Lancia Aurelia B24S Spider America

Insider's Tip For their ninth annual sale, Bonhams again expects a full crowd at their beautiful, accessible location — the Westin Kierland Resort & Spa. The early consignments are some of the finest and distinctive sports cars from the '50s. Variety is the name of the game when attracting a bidding audience, however, and last year, Bonhams' lots ranged from a \$8,960 Crosley CD Four Super convertible to a \$2,755,000 Maserati AG6/2000 Frua Spider. Bonhams' 2020 sale is likely to continue with a diverse docket, sure to help any buyer looking for their next collector car.

Last year's results: 108 of 120 sold (90%), for total sales of \$16,099,560.

Star Cars **1955 Lancia Aurelia B24S Spider America.** Equipped with desirable Nardi carburetion kit. Successfully toured the Mille Miglia Storica, Colorado Grand and French Tour Auto.

1960 Alfa Romeo 2000 Spider. Award-winning example of classic Touring coachwork.

Details

Preview: Tuesday, January 14, and Wednesday, January 15, 9 a.m. to 6 p.m.

Auction: Thursday, January 16, 10 a.m.

Dates and times subject to change

Where: The Westin Kierland Resort and Spa, 6902 E. Greenway Parkway, Scottsdale, AZ 85254

Web: www.bonhams.com/scottsdale

Phone: 415.391.4000

Cost: \$100 catalog admits two; \$20 gallery guide admits one; \$150 bidder registration includes catalog and entry for two to preview and auction

1995 Ferrari F512 M. Just one of 75 built for the U.S. market.

1955 Kurtis Swallow coupe. Allied-body veteran of many modern-day vintage rallies. ■



Bonhams' top sale at Scottsdale 2019: 1951 Maserati AG6/2000 Frua Spider, sold for \$2,755,000



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Russo and Steele

Scottsdale 2020



Russo and Steele has the most accessible sales area in Scottsdale

Insider's Tip

There's a reason Russo and Steele moved back to the northeast corner of the Loop 101 Freeway: Plenty of tent area for the 600–700 cars Russo and Steele typically consigns for their premier event and plenty of parking. Russo and Steele hosts the most easily accessible sales area — their famous “auction in the round” — where you can walk around the car while everyone is bidding on it. Russo consigns a wide variety of automobiles, but their sweet spot — and focus — tends to be in the \$50k to \$500k range, either American or foreign. However, this year's star car aims to blow that range out of the water. Their event is certainly one of the most exciting sales this week, as you're sure to end up part of the action.

Last year's results: 304 of 557 sold (55%), for total sales of \$11,694,100.

Star Cars

1985 Lamborghini Countach QV Downdraft coupe. This Bianco Polo Park-over-draft bull was restored to original specifications at a cost near \$300k and comes with original books and tools.

1951 Ford Country Squire woodie wagon. Custom build with power disc brakes, a/c and modern drivetrain.

1956 Porsche 356A Speedster. Restored, with fresh paint, chrome wheels and Kardex.

2007 Shelby GT500 coupe. Owned by Carroll Shelby and the GT500 40th anniversary prototype. ■

Details

Preview: Wednesday, January 15, 9 a.m. to 5 p.m.; Thursday, January 16, through Sunday, January 19, 9 a.m.

Auction: Thursday, January 16, through Saturday, January 18, noon; Sunday, January 19, 11 a.m.

Dates and times subject to change

Where: North Scottsdale Road and 101 Freeway, 18601 N. Scottsdale Road, Scottsdale, AZ 85255

Web: www.russoandsteele.com

Phone: 602.252.2697

Cost: \$30 admits one each day on Wednesday, January 17, through Saturday, January 19; \$20 Sunday, January 20; \$200 for bidder's registration includes one guest pass



1985 Lamborghini Countach QV Downdraft coupe

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RM Sotheby's

Arizona



1967 Ferrari 330 GTS

Insider's Tip RM Sotheby's Arizona auction is held at the Arizona Biltmore Resort and Spa — the most picturesque setting during the January car week. The Arizona auction is once again set to kick off the company's global 2020 collector-car calendar, presenting more than 150 blue-chip automobiles spanning the spectrum of the market, from pre-war classics through modern supercars, as well as a selection of memorabilia. You can't beat that price of entry — it's the best deal of the week.

Last year's results: 131 of 155 sold (85%), for total sales of \$36,851,890

Star Cars **1967 Ferrari 330 GTS.** A true gentleman's Ferrari in every sense, this U.S.-delivery 330 GTS comes to auction as one of 99 examples produced. Powered by its original engine, a 300-hp, 3,967-cc SOHC V12, this restored Ferrari is Classiche certified. **(Estimate: \$1,800,000–\$2,100,000)**

2005 Porsche Carrera GT. This U.S.-specification Carrera GT comes to auction presented in striking black over black. The car was delivered new to Brazilian racing driver Antoine "Tony" Kanaan, shows just 2,519 miles on the odometer and has its factory cover. **(Est.: \$750,000–\$850,000)**

Cadillac V16s from the John D. Groendyke Collection. Early featured entries for the company's 2020 Arizona sale are led by seven Cadillac V16 variants offered from the well-respected collection of John D. Groendyke.

Groendyke is a renowned name in the collector-car hobby and is a longtime friend and client of RM Sothe-

Details

Preview: Wednesday, January 15, 10 a.m. to 8 p.m.; Thursday, January 16, and Friday, January 17, 10 a.m. to 5 p.m.

Auction: Thursday, January 16, and Friday, January 17, 5 p.m.

Dates and times subject to change

Where: Arizona Biltmore Resort and Spa, 2400 E. Missouri Ave., Phoenix, AZ 85016

Web: www.rmsothebys.com

Phone: 519.352.4575

Cost: Preview is open to the public during preview hours only; \$200 bidder registration includes catalog and admission for one bidder and one guest into the preview and auction

by's. A passionate collector since the early 1990s, Mr. Groendyke has owned some of the greatest American and European classics over the years, and over the past decade, has built a collection of the most significant Cadillac V16 body styles and model years.

The Cadillac V16 was an engineering tour de force as the first production automobile equipped with a V16 engine, during a time when even V8s were exclusive to luxury manufacturers.

Engineering prowess aside, the engine is also aesthetically a work of art, said to be the first production car powerplant that was truly styled, with sleek design and minimal clutter.

Buyers had 54 body styles to choose from, all from Cadillac's in-house coachbuilder, Fleetwood, and seven of which are represented in Mr. Groendyke's impeccably maintained collection. ■

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1956 MERCEDES-BENZ 300SL GULLWING

Originally Owned by the Prince of Salm-Salm. Only three caretakers from new, numbers-matching engine. Very nicely restored and serviced by renowned 300SL experts, finished in factory-delivered Graphite Grey, includes fitted luggage and Becker Mexico radio. **Inquire**



1967 CORVETTE 427/400 HP COUPE, FACTORY A/C

NCRS Top Flight, Frame-Off Restoration. Fully documented real black-on-black, factory numbers-matching 427/400 hp, Tri-Power, 4-speed and factory a/c. Factory side pipes, headrest, and A.I.R. pump, fully documented with NCRS validated tank sheet. The Holy Grail of '67 Corvettes. **Inquire**



1965 SHELBY GT350

National Award Winner. Wimbledon White with black interior, 289/306 Hi-Po, 4-speed, Detroit locker, Cragers with Blue Dot tires. Complete no-expense-spared rotisserie restoration, only test miles since, awarded SAAC gold and Amelia Island Best in Class. **Inquire**



1992 FERRARI F40

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A Few of the Other Cars Currently in our Inventory

1963 Split-Window Corvette
1961 Jaguar XKE Convertible
1967 Shelby GT500
1962 Porsche 356B Carrera 2

1969 Chevrolet Camaro Z/28
1969 Oldsmobile Cutlass W31
1969 Shelby GT500 SCJ
1970 Ford Boss 302

1971 Dodge Hemi Challenger
2005 Ford GT
1962 Chevrolet Corvette
1984 Ferrari 512 BBi

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Leake

Scottsdale Premier



1968 Chevrolet Corvette L88 coupe

Insider's Tip

Salt River Fields will host Leake Auction Company's inaugural Scottsdale sale. The auction will feature a diverse selection of vehicles, featuring internationally recognized collector John Staluppi's Cars of Dreams Collection. His collection of 116 vehicles will be sold without reserve during the four-day event. Attendees can expect beautiful vehicles, a variety of vendors and auction excitement, as Spanky Assister and his auction team return to Scottsdale.

Star Cars

2012 Lexus LFA coupe. One of 500 produced, features 4.8-liter V10 engine and 6-speed paddle shift manual transmission with only 2,535 miles. From John Staluppi's Cars of Dreams Collection.

1968 Chevrolet Corvette L88 coupe. One of 80 L88s produced in 1968, features the L88 427/430hp V8 engine and M22 Rock Crusher 4-speed manual. Another from John Staluppi's Cars of Dreams Collection.

1960 Chrysler 300F convertible. One of 248 produced, features a 413-ci V8 engine with dual carbs and Torque-Flite 3-speed automatic transmission. AACA Grand National Senior award winner. Selling without reserve from John Staluppi's Cars of Dreams Collection.

Details

Preview: Wednesday, January 15, 8 a.m. to 6 p.m.; Thursday, January 16, through Sunday, January 19, 8 a.m.

Auction: Thursday, January 16, through Sunday, January 19, 5 p.m.

Dates and times subject to change

Where: Salt River Fields, 7555 N. Pima Road, Scottsdale, AZ 85258

Web: www.leakecar.com

Phone: 602.442.3380

Cost: Prices vary by day with discounts for students. Military, first responders and children under 12 will receive complimentary admission. Pre-bidder registration through December 16 is \$250 and admits two for all four days.

1962 Chevrolet Corvette custom convertible. Finished in a special-mix PPG Charcoal Metallic paint, features a 6.2-liter LT1 V8 crate engine and 4L65E automatic transmission. You bet it's selling without reserve from John Staluppi's Cars of Dreams Collection. ■



1960 Chrysler 300F convertible

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The Scottsdale Auctions



1965 Ferrari 500 Superfast

Insider's Tip Gooding & Company's 13th annual Scottsdale auctions continue to be a focal point of the Arizona Auction Week. This sale is known for delivering market-leading results to go along with their hospitality and charismatic gusto from world-renowned auctioneer Charlie Ross. Last year, the company sold the top three most expensive lots and posted five of the top 10 sales across all auction houses, with an additional nine cars selling for over \$1 million. Expect another dazzling two-day sale that includes a diverse lineup of cars new to the market and with exceptional provenance.

Last year's results: 106 of 124 sold (85%), for total sales of \$48,238,880

Star Cars **1965 Ferrari 500 Superfast.** The only 1965 Ferrari 500 Superfast delivered in black, this example was sold new in Italy and belonged to several notable collectors throughout the years. This matching-numbers 500 Superfast remains in its stunning black livery with its original black leather interior and comes with Ferrari Classiche Red Book certification. Motion Products Inc. rebuilt the engine. **(Estimate: \$2,500,000–\$3,000,000)**

1967 Ferrari 330 GTS. One of 99 examples built, the Pininfarina-bodied convertible has recently undergone a multi-year restoration and is presented in a striking Fly Yellow with black leather interior. This Platinum Award-winning 330 GTS is new to the market and offers an extraordinary combination of aesthetics and performance. **(Est.: \$2,200,000–\$2,500,000)**

1967 Ferrari 330 GTC. This special Ferrari was custom built for shipping magnate, car collector and one

Details

Preview: Wednesday, January 15, through Friday, January 17, 9 a.m. to 6 p.m.; Saturday, January 18, 9 a.m. to 5 p.m.

Auction: Friday, January 17, Saturday, January 18; 11 a.m.

Dates and times subject to change

Where: Scottsdale Fashion Square, 4700 N. Scottsdale Road, Scottsdale, AZ 85251 (corner of North Scottsdale Road and East Highland Avenue)

Web: www.goodingco.com

Phone: 310.899.1960

Cost: \$40 admits one to viewing and auction; \$100 catalog admits two to viewing and auction; \$200 includes catalog, admission for two with reserved seats, subject to availability; free admission for children 12 and younger

of the richest men of his time, Aristotle Onassis. The 330 GTC is offered in Rosso Cina, with black interior, comes with unique coachwork details. This singular Ferrari is also new to the market, hails from a private collection for the past 30 years and has never been restored. **(Est.: \$750,000–\$900,000)** ■



1967 Ferrari 330 GTS



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Legends of Speed is organized by Phoenix Art Museum. It is made possible through the generosity of Melani and Rob Walton, through The Rob and Melani Walton Foundation, Susan and Carter Emerson, Carl & Marilyn Thoma Art Foundation, Joan Cremin Exhibition Endowment, Laurie and Budd Florkiewicz, Jackson Family Foundation, APS, and OUTFRONT Media. Additional support is provided by Sonia and John Breslow, Nancy and Najeeb Kahn, and Del and Sharron Lewis, and narrative™. It is also made possible through the generosity of the Museum's Circles of Support and Museum Members. IMAGE CREDIT: 1962 Ferrari 250 GTO. Rob and Melani Walton Collection. Photography: Bill Pack / V-12 Enterprises.



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SCM's Scottsdale Insider's Seminar

When: Thursday, January 16, 2020, 9:30 to 11:30 a.m.

Where: Gooding & Company Auction Tent, Scottsdale Fashion Square, 4700 N. Scottsdale Road, Scottsdale, AZ (corner of North Scottsdale Road and East Highland Avenue)

Web: www.sportscarmarket.com/scottsdale2020

Phone: 503.261.0555 ext. 217

Cost: Complimentary admission for SCM Platinum members and registered Gooding bidders; SCM subscribers, \$35 for two; non-subscribers, \$70 for two

Insider Tip: Learn how to navigate the changing collector-car market with SCM Publisher Keith Martin and Editor-at-Large Donald Osborne at the 2020 Scottsdale Insider's Seminar. SCM Experts Steve Serio and Carl Bomstead join the discussion of how to correctly price — and sell — a car in today's uncertain market. The lively debate is sure to be filled with the banter and disagreements of leading market authorities, armed with microphones. Be sure to arrive early, as the first 50 attendees will receive a commemorative gift bag.

Legends of Speed

When: Weekly, Tuesday through Saturday, 10 a.m.; Sunday, noon

Where: Phoenix Art Museum, 1625 N. Central Ave., Phoenix, AZ

Web: www.phxart.org

Phone: 602.257.1880

Cost: Included with museum general admission

Insider's Tip: Check out more than 20 of the world's most historic race cars at the Phoenix Art Museum's "Legends of Speed" exhibit. The display will feature cars from Maserati, Mercedes-Benz, Ford and Alfa Romeo that won iconic races at Le Mans, the Italian Grand Prix and the Indianapolis 500. In addition to being built by legendary brands, many of the cars were driven by big-name drivers including Stirling Moss, A.J. Foyt and Dan Gurney. In case you can't make it during auction week, the exhibit will be open until March 15, 2020.

2020 ACC Arizona Insider's Seminar

When: Wednesday, January 15, 2020, 9 a.m. to 10 a.m.

Where: Equidome at Barrett-Jackson 16601 N. Pima Road, Scottsdale, AZ

Cost: Free with Barrett-Jackson admission

Insider's Tip: ACC Editor Jim Pickering and a panel of experts will discuss which cars to buy, sell and hold in the American market in 2020 — and will focus in on the one muscle car to buy this year and why. The discussion takes place on Wednesday, January 15, from 9 a.m. to 10 a.m. in the Equidome at Barrett-Jackson. The Equidome is located behind the auction block and is the same location as all of Barrett-Jackson's "Behind the Hobby" Collector Car Symposiums during the week. Best of all, the event is free to attend with the purchase of your Barrett-Jackson admission.



Arizona Jet Center Reception

When: Wednesday, January 15, 5 p.m. to 9 p.m.

Where: Scottsdale Airport

Web: www.jetcenterevents.com

Phone: 425.775.5600

Cost: \$125 admits one

Insider's Tip: Need an evening away from the auction chaos? Replace that bidder pass in your hand for a drink at the 2020 AZ Jet Center reception. Spend the evening mingling with friendly faces and gazing at works of art from the automobile and aviation worlds, all while enjoying delicious food and drink. Be sure to secure your tickets now before they are gone. ■

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Buying Smart

Ten tips for your first — or next — auction purchase

by Dale Novak



Jim Pickering

Buying a classic car at auction can be a thrilling experience. I used the word “thrilling,” since that can apply equally as well to a wild ride safely strapped into an old wooden roller coaster — or jumping out of a perfectly good airplane with a defective parachute.

But there are ways to mitigate the potential for drama — meaning the “after-sale” hanger when you discover that the car you bought at auction didn’t turn out to be the dream car you thought it was.

1. Get down and dirty

Bring a small powerful flashlight (not your phone) and look underneath the car. Look for weld patches, slathered-on undercoating, rust holes, rusty fuel and brakes lines and the like. It doesn’t need to be pristine, but make sure the appearance of the chassis lines up with the story being told about the car.

2. Big picture, little picture

Inspect every car you plan to bid on. Start by getting a general feel for the car. The overall appearance. Now, break the car down into smaller bites. Spend a bunch of time on the paint, body and chassis. Check the body gaps. Check all over for incorrect use of body putty — such as filling in gaping holes in the lower quarters or rocker panels. A small magnet can help. Break the car down into the pieces and parts. Chrome, trim, interior, engine bay, etc. If you only see the big picture, you’ll miss the little details.

3. Watch the auction block

If the car you want to buy has a reserve, keep a keen eye on or near the auction podium for the seller. Most of the time, auction houses will use a seller’s representative (aka the “grinder”) to try and get the seller to drop their reserve. This is the dynamic in play — meaning the ringman will try to bring up your bid while the grinder tries to lift the reserve. If you’re able, watch this interaction closely and hold your bid to apply more pressure on the seller. You may score a bargain.

4. Never buy from the cheap seats

Unless you’ve looked over a car before it’s on the block, never, and I mean never, start bidding on it from the back row by the bidder’s bar. If a car seems too cheap, there’s probably a good reason for it. If you like to gamble, bid away, my friend — the auctioneer will love you.



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Jim Pickering

Before the auction, spend time with the car and really look it over

5. Control the bid

Try and remain calm and in control of the amount you want to bid. The auctioneer may be suggesting a \$5,000 bid, but you don't need to bid that amount. Just tell your ringman how much you want to bid, for example, \$1,000 more. On higher-price cars, it might not be possible, but you can usually "halve" the advancement if the bidding slows to only two buyers. There will be a lot of pressure to get your bid in quickly by the ringman and auctioneer. That's their job. No matter how much you prepare for this, unless you've done it before, you may be caught off guard. Your best defense is to stick to your maximum bid. Their best offense is reading how much you want the car — and they are remarkably good at it.

6. Bring a buddy or hire an expert

If you don't know much about old cars and all the potential traps, bring a knowledgeable buddy or pay an expert to help you. The money you spend on a professional will be money well spent. This is no place to experiment with DIY if you've never played the game before.

7. Play Columbo

Once you've zeroed in on the car you'd like to put in your garage, spend the time to look it over carefully. Most of the time the owners won't be around — but if they are, ask a lot of questions. Spend time with the car and really look it over. Visit it several times if needed. Don't be in a rush. Be there when they auction staff starts and moves the car into the sale line. Follow it into the staging lanes. Hang back and see what others might be saying about the car. This is a good time to take notes and be a detective.

8. Stick to your maximum bid

Once a car passes all the sniff tests, it's time to set your maximum budget. Do your homework. Bring along an SCM Pocket Price Guide to see the current valuation framework. Check other online sources. Crunch the numbers. Set your maximum bid, including the buyer's premium, and stick to it. Do not let the ringman persuade you to try just one more bid. They will "work you" to see if you'll buckle under the ever-so-friendly disguise as your new best friend. Be firm. Walk away. Bid another day.

9. Auction estimates

Some auction houses use estimates to suggest a selling range for a particular car. That's fine, but do your own homework. Those estimates are usually negotiations between the seller and the auction house. The best thing about them is that they do represent the range at which the car will likely sell (if the car has a reserve). If the estimate seems crazy, it very well could be — or the car may be a phenomenal example that deserves every penny. Every car must be carefully examined in person to substantiate the selling range.

10. Trust but verify

A very well-known classic-car auction house owner once told me that there was something wrong with every car sold at auction. It might be something insignificant, or something really horrible. None of them are perfect. It simply doesn't exist. Don't jump in with starry eyes and an open wallet. Be cautious. Ask questions. And do your homework. It will still be thrilling, but way better than jumping out of a perfectly good airplane with a defective parachute. ■

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Image courtesy of Sports Car Market Magazine

East Coast Action

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1968 Mustang GT "Bullitt" at Mecum's auction in Kissimmee, FL

Mecum Auctions Kissimmee 2020

Preview: Thursday, January 2, through Sunday, January 12, 7:30 a.m.

Auction: Thursday, January 2, through Wednesday, January 8, 10 a.m.; Thursday, January 9 through Saturday, January 11, 9 a.m.; Sunday, January 12, 10 a.m.

Where: Osceola Heritage Park, 1875 Silver Spur Lane, Kissimmee, FL

Web: www.mecum.com

Phone: 262.275.5050

Cost: \$20 admits one adult per day (\$30 if purchased at the door). Children 12 and younger admitted free

Last year's results: 2,173 of 3,363 cars sold (65%), for total sales of \$93.7m

Kissimmee is the first auction on Mecum's packed 2020 calendar, and is also their largest, with 3,500 cars slated to cross the block. Headlining the 2020 auction is a silver-screen legend, the **1968 Mustang GT "Bullitt"** driven by Steve McQueen during much of the chase scene in the 1968 film "Bullitt." Also up for grabs is a **2019 McLaren Senna** with an Emerald Green-tinted carbon-fiber exterior from the Michael Fux Collection. Other star cars include a **1969 Dodge Daytona**, **1972 Ferrari 365 GTS/4 Daytona Spyder** and a **1968 Chevrolet Corvette L88 convertible** that has been accepted into the Bloomington Gold Hall of Fame.

Tom Mack Auctions Carolina-In-January Autofest

Swapmeet and car corral: Friday, January 10, and Saturday, January 11; 8 a.m. to 5 p.m.

Preview: Friday, January 10, 8 a.m. to 5 p.m.; Saturday, January 11, 8 a.m. to 11 a.m.

Auction: Saturday, January 11, 11 a.m.

Where: Cabarrus Arena & Events Center, 4751 NC Highway 49 North, Concord, NC

Web: www.tommackauctions.com

Phone: 803-364-3322

Cost: \$11 admits one adult; children 10 and younger get in free with adult

The 2020 Carolina-in-January Auction and Swap Meet is number 36 for the team at Tom Mack Auctions. 100 premium collector cars will roll across the block on Saturday, with a fully restored **1967**

Chevrolet Camaro RS/SS Indy Pace Car convertible headlining the sale. In addition, visitors can wander the accompanying car corral and flea market. To guarantee a warm and dry experience in the unpredictable January weather, much of the event is held indoors.

Dave Rupp Collector Car Auction

Fort Lauderdale Beach & Miami-Dade County Expo Center Car Auction & Show

Vehicle check-in: Thursday, February 13, 8 a.m. to 6 p.m.; Friday, February 14, 8 a.m. to 12 p.m.

Auction: Friday, February 14 through Sunday, February 16, 10 a.m.

Where: Miami-Dade County Fair & Exposition, 10901 SW 24th Street, Miami, FL

Web: www.ftlauderdaleauction.com

Phone: 561.779.0302

Cost: \$15 admits one adult per day; \$5 for children under 12

Dave Rupp will set up shop at a new location for his February auction, the Miami-Dade County Fair & Exposition in Miami, FL. The docket features many iconic 1950s classics and '60s muscle monsters, but enthusiasts of foreign makes will have options as well. 2020 highlights include a matching-numbers, Highland Green **1968 Shelby GT500 fastback** and a fin-tastic **1960 Cadillac Eldorado Biarritz convertible**, one of only 1,285 produced. A fully restored **1960 BMW Isetta 300 microcar** and an all-original **1962 Jaguar Mk 2 saloon** with the large 3.8-L engine are set to cross the auction block. ■



1967 Chevrolet Camaro RS/SS Indy Pace Car convertible at Tom Mack's Carolina-In-January Autofest

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