

*News from the Mews*



*Illustrated:* 1948 ALFA ROMEO 6C 2500 COMPETIZIONE COUPE, MULTIPLE MILLE MIGLIA & TARGA FLORIO ENTRANT



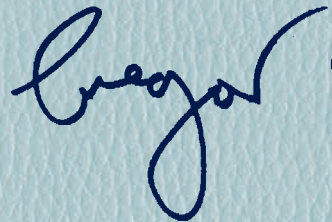
## INTRODUCTION

2015 WAS ANOTHER STRONG YEAR FOR FISKENS kicked off in style with our amplified presence at the magnificent Rétromobile show in Paris, continuing on through the year with record-breaking sales from the Mews and our best year to date.

We have, as ever, enjoyed negotiating some of the most important sales at the top end of the collectors' market, both publicly and privately and sense that our specialist service will be in even greater demand in 2016.

We humbly feel that we have consigned here our best collection to date and are enormously proud of the calibre of these historic automobiles. They have all been carefully curated and it is our pleasure to show them for the first time at Rétromobile.

On behalf of all the team at Fiskens, we hope that you will enjoy our news from the Mews and with our passion and strong competitive spirit we hope that we can be of continued service to you all over the coming year.

A handwritten signature in dark blue ink, appearing to read "Gregor". The signature is fluid and cursive, with a large loop at the end.

## CARS FOR SALE



### 1968 FERRARI DINO 166/246 TASMAN/F2

- ◆ *The car that gave Ferrari its inaugural F2 victory and Derek Bell his first win for the Scuderia*
- ◆ *Campaigned by Jacky Ickx, Derek Bell and Ernesto Brambilla*
- ◆ *Offered for sale in 'time capsule' original condition having formed part of a renowned UK Ferrari collection for several decades*

1978 FERRARI 512 BB. Ex-Ecurie Francorchamps, 1978 Le Mans

- ◆ Originally owned by Garage Francorchamps, Belgium
- ◆ Entered by Jean Blaton for 24 Heures du Mans in 1978 with co-drivers Teddy Pilette and Nick Faure
- ◆ Includes spare engine and original bodywork





1966 BIZZARRINI COMPETITION LIGHTWEIGHT COUPE. Ex-works Monza, Targa Florio and double Le Mans entrant

- ◆ Built by Giotto Bizzarrini as the ultimate example with a lighter chassis, revised rear suspension and lightweight fibreglass bodywork
- ◆ Run by the works at Le Mans in 1966 and 1967, 1966 Targa Florio and Monza 1000kms
- ◆ Stored for some 30 years before being sympathetically recommissioned
- ◆ The only right-hand drive, fibreglass competition car built by the Italian marque

## 1966 BIZZARRINI COMPETITION LIGHTWEIGHT COUPE

AFTER LEAVING FERRARI IN 1961 GIOTTO Bizzarrini, who had aided the development and design of the 250 Ferrari series, including the famed GTO, was hired by Renzo Rivolta to develop a GT car. The initial concept resulted in the Corvette-engined Iso Rivolta, but Giotto had aspirations to make a competitive race car. The outcome was the striking A3C, which achieved immediate track success when launched in 1964. The near perfect weight distribution, sleek aerodynamics and powerful V8 ensured that it was a hugely competitive entrant including a second in class at the Nurburgring and 14th overall at Le Mans.

Produced in 1965, chassis number BA4 0106 is distinctive in that of all the race cars it is the only right-hand drive example produced by the factory. It first competed at the 1000kms of Monza in 1966 with Edgar Berney and Antonio Nieri where it did not finish the race due to a lack of wet weather tyres. Two weeks later it was competing in the Targa Florio where, after some enthusiastic driving, it was doing well until a head gasket blew.

In 1966 Bizzarrini sent two cars to the 24 Heures du Mans. BA4 0106 was being driven well by Sam Posey and Massimo Natili until, after some hours it was disqualified for crossing the 'Pit Wall' line two laps in a row. At the end of the 1966 season, BA4 0106 was updated with a 7 litre big block engine and returned to Le Mans in 1967 in a slightly different guise, with a front oil-cooler and intricate bonnet scoop. After Bizzarrini's bankruptcy in 1971, this ex Le Mans car was sold minus its engine, remaining mothballed for some 34 years.

As Chris Lackner, the Bizzarrini expert who has inspected the car, said "One wonders what this car, the last Le Mans Iso Bizzarrini to be discovered, can prove on the historic circuit, especially if fitted with the 7 litre big-block torque-monster!"

Passing into the hands of Dutch enthusiast David Hart in 2008, BA4 0106 has been raced with success in historic events with its most recent driver sharing with modern GT Audi superstar, Frank Stippler. BA4 0106 has been returned by Simon Blake of Historic Automobiles to wearing the same livery and specification as it ran at Le Mans in 1966.

1982 LOTUS 91/7. Ex-Nigel Mansell

- ◆ *The chassis entered for Nigel Mansell by John Player Team Lotus for the 1982 FIA Formula 1 World Championship*
- ◆ *The first Lotus to use active suspension and carbon brakes*





1967 FERRARI 365 CALIFORNIA SPYDER

- ◆ *One of only 14 365 California Spydery produced at Maranello*
- ◆ *Matching numbers and certified by Ferrari Classiche*
- ◆ *Restored to original specification of Bianco paintwork with Pelle Nera Franzi interior*



1948 ALFA ROMEO 6C 2500 COMPETIZIONE COUPÉ. Multiple Mille Miglia and Targa Florio entrant

- ◆ One of three cars built by the Alfa Romeo racing department
- ◆ Four time Mille Miglia entrant, including third overall in 1949
- ◆ Triple Targa Florio entrant, including second overall in 1949
- ◆ Retained within the Dovaz collection



## 1948 ALFA ROMEO 6C 2500 COMPETIZIONE COUPÉ

THIS WONDERFULLY RARE ALFA ROMEO 6C 2500, one of just three cars of its type built by Alfa Romeo Corse. The first post-war competition model, chassis 920.002 is one of two surviving cars, which, following four years of hugely successful racing, was mothballed and left untouched for a staggering 40 years in Michel Dovaz's fabled 'Sleeping Beauties' collection.

Writing about the 6C 2500, Stefano Centanni, Coordinator of the International 6C 2500 Register, said 'Immediately after the war, the 6C 2500 was reborn like a phoenix, consecrating its success through the development of some of its most beautiful and prestigious models intended for a select and elitist clientele.' The 6C 2500 is universally considered to be the end of an era for the great Italian manufacturer, with many believing it to be the last great car that the marque produced. This particular example, with its 'textbook' racing history from the period, rarity and Pebble Beach Concours-winning restoration, is arguably the best example in existence today.

Originally delivered to well-known privateer racer, Franco Rol in May 1948, chassis 002 made four consecutive Mille Miglia appearances - from 1948-51 - and completed three Targa Florio runs from 1949-51 - where it enjoyed significant success across the board. This is the only car on record to have competed in four successive Mille Miglias from 1948 to 1951.

Despite a field that consisted of 303 participants, Rol and his co-driver managed an impressive third place overall in the 1948 edition of the Mille Miglia. At the Targa Florio, 002 placed second in the 1949 edition, third in the 1950 and fifth in 1951.

In 1954, 002 was acquired by journalist and wine expert Michel Dovaz; an avid collector of pre and post-war luxury cars. The collection was stored in an overrun garden in the South of France and the expression 'Sleeping Beauties' was coined by interested photographers and journalists, who documented the collection. In 1984, Dovaz's friend per-

sueded him to restore the car in time for a retrospective running of the Mille Miglia. After this event, the car was briefly displayed at the Salon de la Voiture Ancienne Collection in Bordeaux before moving to the now-closed Musée de Sarlat.

In 1995, 002 headed to Germany where its new owner began a restoration programme. Sold before this restoration was finalised, collector Raoul San Giorgi completed the project in Milan, prior to showing the car at three major events in 2003: the Concourse Villa d'Este, The Louis Vuitton Classic, and the Concourse Paleis Het Loo. 002 was then acquired by a Mr. David Smith who shipped the Alfa to the US and commissioned a final and exceptional restoration, which brought the car to its current condition, based on its 1949 appearance. The car was subsequently awarded an impressive 100 point score in 2005 at Pebble Beach Concours.

002 is presented with a largely original hand-formed body. The restored nose is an identical match with that portrayed in period photographs, sporting a ribbed grille with an air inlet positioned below. With burgundy paintwork, the competition number '648' has been painted in white across the hood and sloped rear, as homage to the car's success at the 1949 Mille Miglia.

The 2,443cc engine has a cast iron block, which is topped with a cast aluminium head that allows for two camshafts. Three Weber side-draft carburettors complete the unit, which produces 145hp; ample to power 002's lightweight body with gusto. Start the engine and the throaty sound brings back the atmosphere of racing before modern day silencing regulations.

002 is fitted with a 5-speed manual transmission taken from an early Alfa Giulietta. With synchromesh and an extra gear, it makes the car more pleasurable to drive but the original 4-speed remains with the car. The interior of 002 has been sympathetically restored based on period styling, with new corduroy, although the instruments are still a pleasant mismatch of period-correct gauges fitted throughout the car's rich history.

002 is presented for sale with an impressive collection of documentation, which includes a full ownership history, a raft of period photographs, race information, newspaper clippings, and an original Alfa booklet. The collection is presented in a leather Alfa-branded binder, which is accompanied by a book that details all editions of the Mille Miglia in detail. 002 recently took part in the 2015 edition of the Coppa D'Oro Delle Dolomiti and would be welcomed at all the best historic events, including, of course, the Mille Miglia.



## 1953 HWM JAGUAR

- ◆ *Front-running Jaguar-powered Fifties drum-braked sports car as proven with a podium finish at the 2015 Goodwood Revival*
- ◆ *Road-registered and eligible for the world's most prestigious historic events*



1990 PORSCHE 962C. Derek and Justin Bell's 1992 Le Mans entrant

- ◆ One of six cars built by Richard Lloyd Racing (RLR)
- ◆ Part of the 1992 all-British assault on Le Mans under the A.D.A Engineering banner with drivers Derek Bell, Justin Bell and Tiff Needell
- ◆ Restored and ready for Peter Auto's Group C race series



## 1970 FERRARI 512M. Ex-Escuderia Montjuich

*'A lot of people go through life doing things badly. Racing's important to men who do it well. When you're racing, it's life. Anything that happens before or after is just waiting.'*

Steve McQueen, from the film *Le Mans* (1971).

PERHAPS NO OTHER ERA HAS QUITE CAPTURED the high-octane drama, mystique, danger, heroism and sex appeal of sports car racing than the one so magically depicted by Steve McQueen's film. In that handful of years belonging to the late 1960s and early 1970s, the mighty Ferrari and Porsche truly did battle on the fields of Le Mans, home of the majestic 24-hour race. At this time, sports car racing was being played out on the main stage in a way that has not since been repeated; a truly global sports car championship with its annual zenith at the La Sarthe circuit. It was the era of factory

teams interspersed with their own respective customer and privateer teams. An era immortalized in the dreams of both men and boys the world over. Open almost any history book on the period and the pictures will depict, amongst the front-running pack, a bright yellow Escuderia Montjuich Ferrari. It is that very car that we are now hugely excited to offer for sale.

The Ferrari factory sold this 12 cylinder, five litre sports racing machine to the Escuderia Montjuich in April 1970. The Escuderia was founded by four wealthy Catalan gentleman drivers in the mid 1960s; Enriquer Coma-Cros (co-author of the book *Ricart - Pegasol/La Pasión del Automóvil*), Félix Muñoz (known as Pelé), José Juncadella and Juan Fernández. The latter two of these were both well-known racing drivers of the period and are frequently mentioned in contemporary race reports and magazines.



1970 FERRARI 512M. Ex-Escuderia Montjuich

- ◆ *A heroic survivor from arguably the greatest era of sports car racing*
- ◆ *Two time Le Mans; Daytona 24-Hours and the Monza, Buenos Aires and Paris 1000kms*
- ◆ *1971 Tour de France runner-up in the hands of Juncadella and Guenard*
- ◆ *Gallantly driven to 192mph and a Land Speed Record in 1976 by Derek Bell*
- ◆ *Preserved in long-term ownership and offered for the first time publically*





To set chassis 1002 in context, the 512 model was Ferrari's aggressive response to Porsche's emerging dominance in sports car racing in the late 1960s. Ferrari scholar, Dominique Pascal in his book *Ferrari at Le Mans*, explains that 'the 512s were created in less than nine months to try and counteract the striking superiority of the Porsche 917s. For the 1970 Le Mans, Ferrari lined up no fewer than twelve 512s, official and non-official.'

Chassis 1002 is, quite simply, a superb example of one of Maranello's finest sports competition cars. Absolutely steeped in history and provenance, it presents an extremely rare opportunity to acquire a 'best in class' 512 with the very finest of racing and ownership pedigrees. The Ferrari has an exquisite period history, with imagery depicting it competing in the 1970 edition of Le Mans 24 du Mans, as car number 35 in the test and number 9 in the subsequent race, where it was piloted by José Juncadella and J. Fernandez. Unfortunately, 1002 left the race in the eleventh hour after having been holding a credible tenth place in the preceding hour due to an on-track collision.

In that year, 1002 went on to compete at many more high-profile events, including the Jarama Twelve Hours and the

1000 Kilometres de Paris, held at the legendary Montlhéry Circuit. The Matra-Simca of Jack Brabham and François Cevert won the race but Juncadella and Jabouille brought 1002 home to a very respectable second place overall and took first in class.

1971 provided another raft of competition for 1002, taking part in the majority of the World Manufacturers' Championship rounds. The season started with a non-championship round - the Buenos Aires 1000 kilometre race - where the car placed fifth driven by Juncadella and Carlos Pairetti. Following this was the Daytona 24 Hours where 1002 qualified seventh, although unfortunately did not finish due to fuel pressure problems. Prior to the BOAC 1000 kilometre world championship sports car race at Brands Hatch in April 1971, the car was returned to the factory to be converted to a 512M Berlinetta. In this new, improved guise, 1002 once again contested the grueling Le Mans race. To further strengthen the crew, Juncadella drafted in the support Ferrari factory driver, Nino Vaccarella, an extraordinary driver of the time. Unfortunately, 1002 retired at the fourteenth hour after holding an impressive fifth place in the previous hour. Dominique Pascal, in his book *Ferraris at Le Mans*, tells us that 'Nino Vaccarella and his partner, José Maria Juncadella put in a superb performance,

up to the front and a lap ahead before they sustained damage to their transmission.'

1971 brought more competition, in the form of the Monza 1000 kilometre, the Imola 300 kilometre, Osterreichring and the 1000 Kilometres de Paris. The season was dominated by the Porsche 917s, with Alfa Romeo in second place and Ferrari in third. 1002 also took part in the Tour de France in September 1971 where it was driven by Juncadella and Jean-Claude Guenard. It placed a magnificent second and hence finished its season in style. One can only imagine the astonishing sight of this pure sports racing car howling through the length of France, on its newly registered Milan number plates.

Following its tenure with the Escuderia Montjuich, 1002 eventually found its way directly to new owner, English gentleman and Ferrarist, Robert Horne in October 1974. Robert, who has always had an eye for a great car (and is also a noted collector of cold war jets!), acquired 1002 after seeing it during a trip to Mantua, Italy. He sent the 512 to well-known marque specialist, Bob Houghton of Greypaul Motors for remedial works and 1002 has subsequently been prepared and

lovingly maintained by Bob to this day. Horne's own ambitions did not stretch to running a car in international competition, but he instead decided to use the 512 to attempt a British Land Speed Record. In 1977, 1002 - driven by Derek Bell - was taken to a very credible speed of 192mph over a flying mile distance to set a record. Thereafter, Horne used 1002 on special occasions, enjoying the Ferrari for a remarkable period of thirty-five years and finally passing it on to the current owner in 2009. In the capable hands of the current owner's son, 1002 was beautifully driven at a recent edition of the Le Mans Classic, where it showed that it has lost none of its period performance.

Presented with a remarkable history file and a Certificazione di Autenticita from Ferrari Classiche, 1002 represents a once in a lifetime opportunity to acquire a truly exceptional and seriously important 'time capsule' condition sports racing prototype. To step into the cockpit of 1002 is to step back in time to that glorious epoch of racing. How wonderful it would be for its new owner to take 1002 back to the Tour de France and the Le Mans Circuit. The stuff, we believe, that dreams are made of...

## 1953 PEGASO Z102 COUPE

- ◆ *Displayed at 1954 'Salon de Paris'*
- ◆ *Long-term first owner famous Spanish-Catalan film actor, Alberto Closas Lluro*
- ◆ *Comprehensive body-off restoration by marque specialist in Madrid*
- ◆ *Displayed Concorso d'eleganza Villa d'Este 2015*





1976 PORSCHE 934 RSR TURBO. '76 Le Mans entry

- ◆ One of 31 cars built by Porsche
- ◆ Entered at Le Sarthe by Jean Blaton and co-driven by Nick Faure and John Goss
- ◆ Ran twice more at Le Mans
- ◆ Winner of the 1978 Grand Prix of Zolder and the 600 kms of Spa
- ◆ Ready for use in a multitude of events

1966 SHELBY 427 COBRA

- ◆ *Fabulous and fully documented 'big block' Cobra* ◆ *European history and ownership since 1970s*
- ◆ *Comprehensive restoration by AC Cars*





1967 ALFA ROMEO TIPO 33/2B DAYTONA COUPE. Ex-Autodelta

- ◆ Part of the 1st, 2nd and 3rd in class podium at Daytona 24 Hours in 1968
- ◆ Showcased as part of the Abarth Gallery Museum in Japan for over twenty years
- ◆ Continuously documented history file from new and restored for historic racing
- ◆ Eligible for Classic Endurance Racing (CER) and Le Mans Classic 2016



1926 BENTLEY 3/4.5 LITRE. Original VDP coachwork

- ◆ *Highly desirable, Speed model 3/4.5 litre* ◆ *Retains its original Vanden Plas bodywork*
- ◆ *Fitted in 1953 with an original 4.5 litre engine* ◆ *Thoroughly overhauled by William Medcalf Vintage Bentley in 2015*
- ◆ *A most useable vintage Bentley fully prepared for road and rally*



## MEWS NEWS

AS ALWAYS, IT HAS BEEN A BUSY TIME HERE in the Mews, and an exciting one too with building work for our new showroom nearly completed. As is often the case with these projects, it is the small finishing details that really do make all the difference and we have enjoyed trying to get the look and feel of things just right. We can't wait to show you the finished results over the coming months.

On another and equally important matter, we can hardly believe that it was only five months ago that we welcomed Kate to the Fiskens team, so well has she settled in. Kate is our new office manager, looking after the office and client services and has quickly become a general all-round superwoman. Kate looks forward to getting to know you throughout the coming year, either in person or on the 'phone.

2015 saw the departure of Dylan who decided to follow his dream to work in the United States at an Aston Martin

Specialist; we wish him the very best. We are delighted to welcome Robert Fellowes to the team who, prior to holding various positions within the motor trade, spent over a decade working in the city. Robert hails from a motoring background, his great-grandfather Percy Riley of Riley Motors fame has clearly influenced him, as pre-war cars consume a large part of his spare time. Although he has dabbled in historic motor sport driving a vintage Bentley, Robert competes in modern racing with his Caterham R300. He has quickly shown his encyclopedic knowledge and enthusiasm whilst helping the team prepare the stand for Rétromobile and he very much looks forward to meeting you all over the coming months.

If you are unable to visit our stand at Rétromobile, we would be delighted to welcome you to our new showroom in the Mews which will house an even greater number of cars and which will showcase our 2016 collection.





## OUT AND ABOUT

2015 BROUGHT A SUPERB YEAR OF MOTORING events for our type of cars and the Fiskens team managed to get out of the office and enjoy their fair share of the spoils. Back in April, Rory took part in the wonderful Flying Scotsman rally, organized by the Endurance Rally Association. In its seventh year, the rally took entrants on its most northern route yet and provided crews with a challenging yet fun experience. Rory, piloting his family's 1928 4.5 litre Bentley was plagued with gearbox issues and unfortunately had to retire, but managed one full day behind the wheel, nonetheless.

August saw the Pebble Beach Concours d'Elégance; a well-trodden and regular fixture on the Fiskens' calendar. This time, Gregor was lucky enough to enter the family 1929 4.5 litre Bentley saloon in the Preservation Class (after removing the baby seats!) which brought an undeniably new and interesting element to this annual trip for the Fiskens' team, who all attended the sunshine state for the show. Back in the UK, Gregor was a debutante at that well-known VSCC institution, Prescott Hill Climb, competing in his recently acquired ex-Bunty Scott-Moncrieff 30/98 Vauxhall. With the car's

illustrious history it was important to put on a good show, and Gregor was delighted to win his class, against stiff opposition.

September was a very busy month for us event-wise, with the tenth edition of the Salon Privé at Blenheim Palace and the Royal Concours Elégance at the Palace of Holyroodhouse, the latter organized by the hugely capable team at Thorough Events. We are very proud of our association with these events and Gregor is particularly honoured to have been invited to join the selection committee for this and future Royal Concours. September also saw the fabulous annual trip to Belgium for the Spa Six Hours and, of course, the Goodwood Revival Meeting.

The 2015 edition of the annual Royal Concours proved to be a particularly special event for us, being held in bonny Scotland and, as such, was attended en masse by the Fisken

clan. We entered 9023 DU, the 1961 Jaguar Sebring class-winning Lightweight E-type prototype, raced extensively in period by fabled American sportsman of Scottish descent, Briggs Cunningham. Without doubt it was the finest gathering of classic cars ever to have been shown in Scotland. The Fisken twins made their debut in the national press, being photographed with Sir Jackie Stewart and other Scottish racing heroes such as Dario Franchitti, entered their own cars in support of the event.

A particular highlight, as ever, was the annual pilgrimage that is the Goodwood Revival. Gregor was kept very busy all weekend, entrusted by friends to drive both the outstanding 'time capsule' 1960 Jaguar D/E-type Cunningham prototype E2A and the ex Jean Berhra 1956 Maserati 250F. The stand-out performance of both cars underlines just how exceptional







they still are, albeit in amazingly original condition. Rory raced his 1962 AC Cobra in the RAC TT Celebration Race with Darren Turner for the third year in succession. Things were looking very rosy for the team, with a top five position in the bag, but unfortunately a gearbox problem put paid to that and the crew had to retire. Rory loves competing with Darren, who – along with his top-flight Aston Martin Racing seat - also has a lot of experience of driving classic cars. Each year the pairing have developed the Cobra further and are already looking forward to having another go in 2016.

Spa was a true Fiskens' affair, with Gregor and Rory competing, along with Rory's father, Gavin Henderson, in his hugely original GT40. Bad weather did not stop the trio, who managed a very credible ninth place overall from a field of 127 starters, also taking the unofficial honours of being

the first original car home. Gavin and Rory put in fantastic performances and Gregor was very impressed by their drives in extremely difficult conditions. However it did take at least a week to dry the car and team afterwards!

Gregor enjoyed a whole season of racing with Bobby Verdon-Roe in the ex-Von Tripps Ferrari 246 Dino. A great privilege to drive, the Dino was never off the podium and the highlight of the season must be Gregor's outright win in the Stirling Moss Trophy at the Silverstone Classic. Both Bobby and Gregor were hugely honoured to be awarded with the Stirling Moss Trophy for winning the championship, the trophy being none other than that presented to Sir Stirling for his win at the 1955 British Grand Prix at Aintree. It is great to be entrusted with such exceptional cars from our clients and friends and we thank them for their kind generosity.

## THE YEAR AHEAD

WE ARE VERY EXCITED TO ANNOUNCE that our involvement in the annual Members' Meeting at Goodwood in March will take a more formal turn in 2016. Gregor has been offered an honorary position on the Board of Governors and, as such, will be co-hosting the 2016 event alongside the Earl and Countess of March.

For those of you unfamiliar with the Goodwood Members' Meeting, the idea for the event was conceived by Lord March to recreate the atmosphere and camaraderie of the original BARC Members' Meetings held 'in period' at Goodwood through the 1950s and 1960s. The event is very different in nature to the Revival weekend, with the emphasis on the cars, the racing, and a sense of inclusiveness and 'access all areas' for Goodwood Members, their guests and like-minded enthusiasts. Fiskens will be presenting a race/demonstration

over the weekend; watch this space for further news! In other dispatches, March will see our annual trip to the east coast of the US for the legendary Amelia Island Concours d'Elégance. On the race track it is going to be a busy time, with both the tenth edition of the Grand Prix de Monaco Historique (May) and the Le Mans Classic (July) taking place in the same year. Gregor plans to race a 1975 Shadow DN5 Formula One car at Monaco; something he is very much looking forward to.

Quite literally the 'jewel in the crown' of the season, this year's chapter of the Royal Concours in September promises to be perhaps the greatest concours ever held in the British Isles. Celebrating the ninetieth anniversary of Her Majesty The Queen, the event will be held at Windsor Castle. Once again, Gregor will be part of the selection committee.



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GOODYEAR

Uop  
J.P. Jarier  
Gruppen F. Leibniz

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## MARKET REVIEW AND CARS SOLD

2015 HAS BEEN AN IMPORTANT YEAR FOR the classic car market. For the right cars, prices continue to climb, but there has been an indisputable softening in the general classic car market creating a plateau effect. This is, we believe, in many ways a positive phenomenon. The fact that there has been some price correction, both up and down, demonstrates that our market is a durable one, ever more selective and rightly focused around rarity, provenance and originality.

To give a little background, it is helpful to understand the reasons behind the slight shift in the overall market for classic

cars. Ever-rising prices since 2010, which reached a zenith in 2014, encouraged many owners of every type of classic car to try rotating them in 2015, as demonstrated by the excessive number of auctions that took place last year. This left little time to digest results between sales, leading to some confusion over the real values of certain marques and models. Overly ambitious sellers demanding high estimates from auction houses and a rapid dilution of real quality, as well as the large fees taken from both sides of any auction exchange, further confused and, with some dramatic exchange rate fluctuations, made unguided analysis difficult.

However, sifting through it all, the great cars, those meeting Fiskens' criteria, continued to break records at auction. Whilst the auction houses certainly have an important role to play in the classic car market, surprisingly they only represent some 30% of all classic cars transacted. For the most important cars, owners are choosing to engage the services of a specialist, such as Fiskens, whom they can entrust to represent and support their automobile in the very best way possible and champion that car with their company's reputation behind it.

Our experience tells us that many of the world's greatest cars are transacted away from the glare of the media, facilitated by trade and part exchange elements that can be negotiated between discreet sellers and discerning collectors. It can be unrealistic to expect the highest possible price, let alone immediate payment, as in the traditional auction model. Specialists like Fiskens have years of experience in conducting transactions of this nature

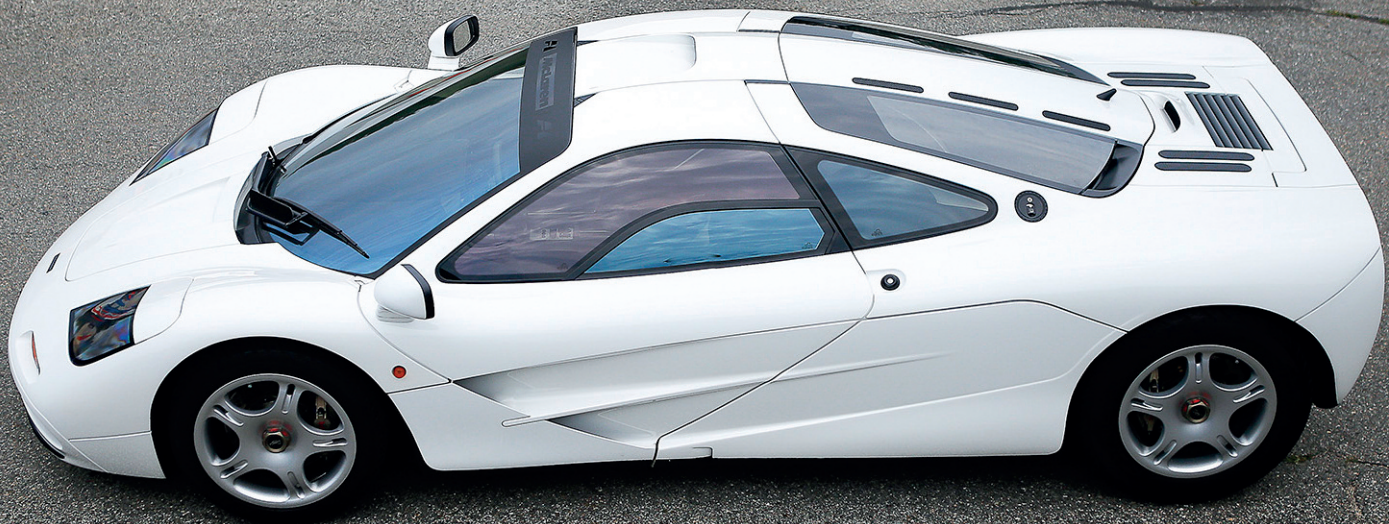
As Gregor says, "Smart buyers at the top of the market are looking for more guidance and appreciate that today's market

can be a minefield. Indeed, we much prefer a consultative relationship with our buyer where, if we do not have the right car on offer, we will go the extra mile to find them absolutely the right choice from our wider private global network. Naturally, we hope that a happy buyer will come back to us time and time again and bring that great car back to us when it is time for a change in their collection!"

Reviewing Fiskens' important sales, as well as acquisitions for clients, 2015 was highlighted by our continued success with the Ferrari marque, a long-standing house specialty, which has outperformed this year as ever. We have been proud to have negotiated the sales of two California Spyders, one short wheel base example that we sold discreetly prior to the sale of the 'Baillon' car and the long wheel base California, which was both consigned and sold at *Rétromobile* in February, once again underlining the importance of this wonderful annual Parisian classic car event.

We remain huge fans of the Jaguar marque and, following the sale of two of the original twelve alloy competition light-







weight E-types, as well as important examples of C and D-types in 2014, we enjoyed continued success with these British icons in 2015. We sold the formidable KSF 182 ex-Ecurie Ecosse C-type and acquired both the ex Briggs Cunningham Prototype E-type, Sebring class winner and the ex-Protheroe Competition E-type for respective clients.

Pre-war cars, although to some less immediately alluring and yet the connoisseurs' choice, have long been dear to our hearts and a mainstay of our business so it was no surprise to see the excellent type 54 Bugatti sell so well along with a number of vintage Bentleys. Showcasing our work across the full spectrum of the market, we have also had an eye to the next generation of classic cars, acquiring the famous Momo Ferrari 333SP Prototype, winner at Sebring and Daytona, for one client. Other highlights in this area have been the sale of a 1972 BMW CSL Batmobile, an important seventies

touring car, and a 2.8 RSR Porsche which is a super rare example of 'best in breed', having had a major result at Sebring.

2016 begins with increasing world turbulence and consequent stock market volatility, so there is evermore security to be found in tangible assets. However, an investment in a classic car is far more than just a financial one. We at Fiskens believe that classic cars provide one of the few remaining bastions of fun in an increasingly regulated world and that the 'right' car can certainly help access some of the most prestigious and selective automotive events the world has to offer. Thankfully, the market is still fundamentally underpinned by enthusiasts and that is the most important factor influencing the long-term health of our world. If people continue to acquire the 'right' cars because they are passionate about owning them and because they wish to immerse themselves in an enriching hobby where lifelong friendships are formed, then values will take care of themselves.

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