



News from the Mews



1954 Jaguar XK120 Competition - 1954 Coupe des Alpes class winner

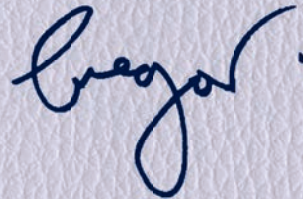
INTRODUCTION

2017 HAS BEEN ANOTHER GREAT YEAR FOR Fiskens, both from the Mews and on the track. We have enjoyed negotiating the sales of some of the greatest cars to come to the market both publically and privately and our specialist service is in greater demand than ever.

We personally welcome a more sober, authentic and genuine world where our established long-term buyers are clear to us; those who appreciate that we only consign for sale the very best available.

We share with them a deep-seated love for the old car world; be it from restoration of a beloved vintage sports car, to being lucky enough to rally and race at great events such as the Mille Miglia and the Goodwood Revival, as well as showing cars at the most important concours.

On behalf of all the team at Fiskens, we hope that you will enjoy our news from the Mews, and that you will visit us on our stand at Rétromobile early in the new year and come to our new state-of-the-art Mews showroom in 2018.





FISK
FINE HISTORIC

MICHELIN



MICHELIN



The Fiskens stand at Rétromobile 2017

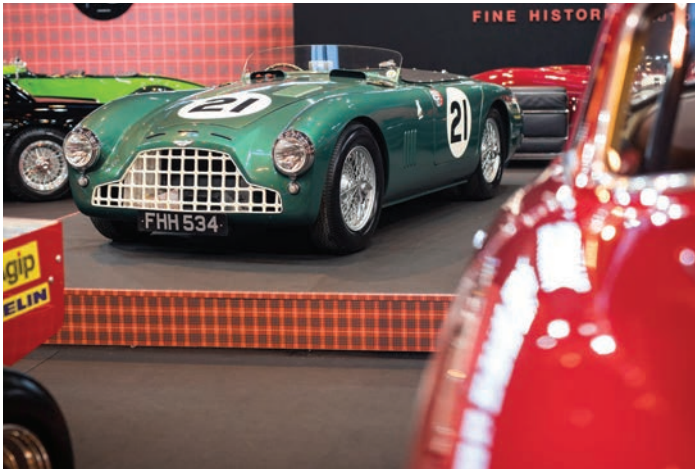
RÉTROMOBILE

IT IS NOT LONG NOW UNTIL OUR ANNUAL pilgrimage to Paris and the Salon Rétromobile, which will be held from 7-11 February, 2018. The show is expanding to fit Pavilions One, Two and Three at the Porte de Versailles Exhibition Centre with over 550 exhibitors. The Fiskens' stand will be the largest independent exhibitor, taking 332 square metres of space and exhibiting 14 cars.

For those of you who have yet to visit Rétromobile, it is definitely worth making the trip. As well as being a great opportunity to reacquaint with old friends after a few months away from the racetrack or concours circuit,

the variety of content is unrepeated elsewhere throughout the year.

You will recently have received an invitation to consign your car to be part of our Rétromobile collection. If you are thinking of parting with a car, do consider this route, as the visibility and exposure in Paris is second to none. The stand is the focal point of our annual sales activity and we have enjoyed unprecedented success in recent years, selling a significant number of cars either directly 'off-stand' or soon afterwards following viewings at the show. *À tout à l'heure!*



CARS FOR SALE

1949 MASERATI 4CLT - EX-GIUSEPPE FARINA & SCUDERIA MILAN

- ◆ Available for the first time following forty years of continuous ownership
- ◆ Chassis number 1602 (one of the final first series) was delivered by the works to Giuseppe Farina on 15th June 1949
 - ◆ Driven to 1st place by Farina at the BRDC International Trophy & Grand Prix de Lausanne in 1949
 - ◆ Reworked to Chassis number 1612 by Scuderia Milan for the 1950 season
- ◆ Campaigned throughout Europe in 1950 & 1951 with appearances at Grand Prix d'Albi, Gran Premio d'Italia & Grand Prix de l'ACF
 - ◆ Raced in 1952 by Felice 'Il Pirata' Bonetto & Nello Pagani in Argentina



1930 BENTLEY 4.5 LITRE TOURER

- ◆ *Probably the most original vintage Bentley in the world*
- ◆ *An amazingly preserved matching numbers Vanden Plas tourer*
- ◆ *Retains all its original fabric and interior in almost 'as new' condition*
- ◆ *Owned in period by Scottish lady driver, Lucy Logan with a beautifully documented history from new by Bentley authority, Dr. Clare Hay*



1954 JAGUAR XK120 COMPETITION

- ◆ Beautifully, yet sympathetically restored this is a rare opportunity to acquire a highly original, ex-Works, sports racing Jaguar
- ◆ RJH 400 was prepared & modified for competition use by the Jaguar Works Department with rally entries handled by 'Lofty' England
 - ◆ Driven by Eric Haddon in the 1954 Tulip Rally finishing a very respectable 2nd in class
 - ◆ 1954 Coupe des Alpes class victor in the hands of Eric Haddon & Charles Vivian





1975 SHADOW DN5

- ◆ *Between 1975 & 1976, chassis DN5/4A appeared in 21 Grands Prix & two non-championship races driven by Jean-Pierre Jarier*
 - ◆ *Race-prepared by WDK Motorsport with freshly rebuilt DFV engine & sold with valid FIA HTP & spares package*
 - ◆ *Eligible for FIA Masters Historic Formula One & Grand Prix de Monaco Historique where it finished fifth overall in 2016*



1936 SQUIRE - TOURER BY RANALAH

- ◆ *CLO 5 is one of only seven supercharged Squires produced by the fabled marque*
- ◆ *The first owner, Mr Val Zethrin used CLO 5 for both the 1936 RAC Rally & numerous events at Brooklands*
- ◆ *Sold by Fiskens previously in time-capsule original order and now presented after a peerless & documented restoration carried out by Classic Motor Cars of Bridgnorth*

1930 BENTLEY SPEED SIX BY GURNEY NUTTING

- ◆ GH6879 was built on a 11'6" short chassis with coachwork by Gurney Nutting, one of the most elegant coach builders & the number one choice for the most famous of the 'Bentley Boys' ◆ Only a handful of long-term owners from new and the only sports saloon by Gurney Nutting surviving
- ◆ Retains its remarkably original leather interior & exterior fabric. Awarded 3rd in the prestigious Prewar Preservation Class at the 2017 Pebble Beach Concours d'Elegance



NEW SHOWROOM

AS WE WRITE, IT IS EXACTLY ONE YEAR SINCE OUR new showroom was officially unveiled. Three opening parties and nearly 400 guests later, we are very appreciative of the huge turnout and support from all of you who made the effort to come along and see our new home. It was also wonderful to have so many ex-members of staff present to enjoy the continued success of the company.

The new facility has changed our customer experience in so many ways, along with our day-to-day working life in the Mews. The space, which is much more flexible than our previous showroom, can accommodate nearly double the number of cars, along with a state-of-the-art lift, large TV screen to show period and current footage of stock at play on the road and track and

a small bar area. We have found that the new showroom has excelled as an entertaining space, hosting events such as the end-of-season GT & Sports Car Cup lunch and a recent event with First Names Group.

The office improvements include additional shelving for our ever-growing and invaluable library and a new boardroom on the top floor, which is very useful for conducting negotiations where several different parties need to meet. Amongst the large number of contractors and suppliers we have worked with on the project, we would like to single out Peter Hardman, who has spent a long three years as Project Manager for us. Without his invaluable support, the results would not have been anywhere near as impressive, so 'thank you' Peter!





FISKENS

14

ENQUIRIES

FISKENS



86 PJ





FISKENS



ESCUDERIA MONTICCHI

15

MONTICCHI

Gregor & Simon Diffey aboard AOA 2 in the Highlands



OUT AND ABOUT

2017 HAS BEEN ANOTHER ALBUM-WORTHY YEAR packed with motoring treats; many of which the team at Fiskens has been lucky enough to join. Kicking off the spring in style was the ninth edition of the Flying Scotsman, so ably organised by the Endurance Rally Association. Gregor was joined by Simon Diffey for the route in Gregor's Vauxhall 30/98 and Rory also took part in his family's 1928 4.5 litre Bentley. The route started further north than in previous years and went as far up as Aviemore before finishing at Gleneagles. This year provided an idyllic experience; beautiful weather, amazing roads and trouble-free motoring for both cars.

With May came the Mille Miglia, entered by Gregor and Robert in the sublime 1955 Aston Martin DB3S (chassis #115), supported by the very capable team at Rex J Woodgate. The Aston behaved faultlessly, and appeared not to use one drop of oil or water in 1000 miles of motoring. Memories were made on day two of the trip when the rally hit a breathtaking electrical storm in Rome. All electricity in the city failed and the crew encountered biblical rain, just managing to reach their hotel at one o'clock in the morning. This did not hamper proceedings too much as Gregor and Robert went on to finish the full route in a respectable mid-field position.

June saw a new event from the team at Thorough Events, who hold the annual Concours of Elegance at one of the UK's royal palaces in early September. The City Concours was held at the Honorable Artillery Company (HAC); a green oasis nestled in the middle of London's square mile. It was good to see our type of cars being exposed to a new audience, with the event taking place in the middle of the working week. Fiskens had a presence at the show, with a stand displaying a selection of relevant stock and it was lovely to catch up with our customers and friends, as well as meeting some new prospective converts to the historic motoring scene.

July saw something rather different for Robert and Rory, who travelled to Spa to take part in a much-dreamed-about round of the European VW Fun Cup. This 25-hour race boasted over 100 cars on the grid, and, being a one-make affair, all cars were evenly matched and lapping within ten seconds of each other. Both chaps had a hugely enjoyable time, being spoilt

with proper tyres and brakes and a sequential gearbox. Their enjoyment led to success, finishing second in the Evo 1 class and a moment of glory on the podium. Next year's Spa round is already in the diary for 2018!

Gregor was delighted to take third place in the Prewar Preservation class at Pebble Beach with the Gurney Nutting Speed Six saloon, offered for sale as part of our current stock. As usual, the epic Californian event did not disappoint and provided a rich opportunity to meet with clients and discuss the current market with like-minded specialists. Continuing the concours theme, the 2017 edition of the Concours of Elegance was held at Henry VIII's party palace, Hampton Court, in early September. The setting proved yet again how magnificent the right cars can look in the right setting and we are all delighted to learn that the Concours will be making Hampton Court its regular home for a further four years. There are murmurings of some other events from this team on the horizon, so watch this space!

Gregor & Robert pass through the Italian town of Viterbo on the Mille Miglia



Bentley Speed Six on Highway 1 en route to third in class at Pebble Beach







The heavens opened at the Goodwood Revival and it is fair to say that our fortunes there were mixed to say the least. Gregor, piloting his pre-1963 specification Jaguar E-Type with teammate Tom Kristensen managed a very credible second position in the Kinrara Trophy race, despite the tricky conditions. Less fortunate were Robert and Rory who both suffered mechanical problems with their steeds leading to retirement.

The rain followed Rory and Robert to the Spa Six Hours the following weekend, where they ran Gregor's E-Type in the Jaguar Classic Challenge. It was the first time that either of them had raced an E-Type and we can report that they are now converts! Additionally, Rory took part in the six-hour race in a GT40 and was running in the top twenty before his throttle stuck open towards the end of his stint. Luckily, Rory managed to pilot the car to the relative safety of a gravel trap but it is an experience he will not forget in a hurry!

The team has just returned from the Benjafields 500 at Ascari, an eight-hour handicap time trial for 25 pre-war cars held in the spirit of the Brooklands 500, which was last run in 1937. Gregor and Rory, driving Gregor's 30/98 AOA 2, took the trophy for 'the greatest distance covered in eight hours'. Completing one-hour stints in turn, the crew enjoyed a faultless ride in the Vauxhall in the warmth of the Spanish October sunshine. It was subsequently reported that new tyres following the event are an absolute must! Robert joined a friend in a Bentley 3/4.5 for the weekend and they too collected some silverware for achieving third overall on handicap. A great weekend for all concerned.

Last but not least are the great auction trips we have made over 2017, including Scottsdale, Amelia Island and Pebble Beach to pick out but a few highlights. These auctions keep us in the know with market trends but are largely important for catching up with our valued clients and friends.

THE YEAR AHEAD

WE ARE ENDING 2017 WITH SOME EXCITING NEWS; Kate who joined us as Office Manager back in 2015 is expecting a baby early in the New Year! We will all miss her and wish her the best of success with her new role as a mum in 2018. With her huge levels of competency and reserve, we feel sure that she will make a resounding success of it. Of course, we hope to see Kate back in the Mews again in the future. In the meantime, Kizzy Carding has joined us from the music industry, whilst bringing with her a long-held passion for cars. Kizzy travelled to her wedding recently in a 1960s Bristol and is keen to join the merry band of classic car enthusiasts over the coming months. We wish her an enjoyable and productive time in the Mews, which will no doubt be kick-started by our annual voyage to Retromobile in

2018. Our presence promises to be our biggest to date, so do put 7-11 February in your diary and come and visit us *en Paris*.

The French theme will continue in 2018 with the bi-annual editions of the Grand Prix de Monaco Historique in May and Le Mans Classic in July. These two events are always a treat and we look forward to being a part of them in whatever guise that might entail.

As in previous years, Fiskens will continue to partner with the Goodwood Members' Meeting, 17-18 March and the two concours events so beautifully arranged by the team at Thorough Events; the City Concours 7-8 June and the Concours of Elegance, back at Hampton Court Palace between 31 August-2 September.



The Fiskens team - from left to right: Gregor Fiskén, Kizzy Carding, Rory Henderson, Kate Matthews, Robert Fellowes & Riiko Nuud

SOLD - 1978 Ferrari 312 T3



MARKET REVIEW

AS 2017 DRAWS TO A CLOSE, IT IS TIMELY TO LOOK back at the year to understand how the classic car market continues to perform. Whilst certain classes of car are most certainly in decline, the extraordinary, truly great cars persist in delivering stronger than ever results. A price drop of some 20-25 percent amongst the average and repeatable is certainly a blow to some sectors of our market but Fiskens continues to enjoy good business with the type of machinery that we represent. We are witnessing a climate in which very few sincerely exceptional cars come to auction. However, those that have recently made headlines from the rostrum achieved strong prices, setting new market levels, which is a good, clear indication that the best cars are still in the ascent.

The excessive number of classic car auctions held globally in 2017 has continued to confuse the market, with increasingly scarce time between sales to digest the results, leading to continued confusion over the real values of certain marques and

models. Sellers are still adjusting to the fall in prices in specific sectors of the market, demanding unrealistic estimates from the auction houses, which has, in turn, led to some very poor results at certain sales. The large fees taken from both sides of any auction exchange continue to further confuse pricing, making unguided scrutiny and assumptions particularly hazardous.

Our clients are often surprised to hear that, whilst the auction houses certainly have an important part to play in the classic car market, they only handle the sale of some 30% of all classic cars transacted globally. The reasons behind this are manyfold, but we believe the majority of sellers in our echelon of the market wish to commit the sale of their automobile to a trustworthy and renowned specialist, who are prepared to stake their hard-fought reputation on the promotion of that particular car. Of course, there are other advantages to be had in working with a specialist dealer, not least the opportunity to transact away from the glare of the media and the flexibility that can be achieved by working with trade and part



SOLD - 1932 Bugatti Type 55

SOLD - 2005 Aston Martin DBR9





exchange elements between astute sellers and collectors. Fiskens has a tried and tested wealth of experience and maturity in handling scenarios of this nature.

Reflecting on 2017, Gregor noted that 'as the market returns to a more sober, authentic and genuine world, the real long-term buyers are very clear to us. These individuals are buying for the future and either genuinely yearn to be part of this wonderful historic motoring world that we so enjoy, or plan to maintain their cherished involvement within it. We continue to enjoy great business with great people who appreciate our ability and service.'

'A recent development and lovely accolade to Fiskens is the work that we are doing with some of our more elderly clientele, to whom we have sold great cars over the past three decades. Such clients, who have perhaps reached a time in their lives when the attractions of the racetrack and/or open road have diminished, have once again returned to Fiskens to represent their cars, underlining the longevity of our business and treasured relationships. This is in sharp contrast to other aspects of our work, where we are increasingly finding the need to deploy an

ever-sharper forensic and scholarly eye. Stock offered by those who are not long-term keepers, with a view to 'turning a quick buck', needs to be sifted through with great tenacity and care. We are committed to only offering the very best to our clients, making the due diligence process ever more important.'

Reviewing Fiskens' public sales over the year, the variety is very notable, whether it be on track with examples such as Carlos Reutemann's 1978 US Grand Prix West-winning 312 Ferrari T3, or a 1966 Lola T70 MK2 Spyder purchased for the 1966 CanAm Series, or on the rally stage with a 1961 Austin Healey 3000 MKII Works example that finished 1st in class and 3rd overall in the 1961 Acropolis Rally. Some superb road examples have also passed through the Mews, including a 1955 Lancia Aurelia B24 Spider (one of just 59 right hand drive Works Spiders to leave the factory) a 1972 Ferrari Daytona Spider, a rare and desirable four cam 1963 Porsche 356 Carrera 2GT, a Jaguar XK120 Alloy Roadster and the Bentley R Type Continental displayed at the 1952 London Earls Court Motor Show.

This has, in particular, been the 'year of Aston Martin' for us,

following the sale of a 1952 DB3 (with considerable period race history), a 1956 DB3S (the final chassis of just 11 examples created), an iconic DB5 Coupé (as shown at the 1965 Barcelona Motor Show) and the sensational Le Mans class-winning DBR9. We hope to enjoy continued success with this iconic British brand in 2018.

Much of what we do is conducted privately and discreetly for our clients and without any ado we have transacted sales of a number of very important sports racing Jaguars - C, D and Cunningham E – as well as probably the most valuable Ferrari to change hands in 2017. These private transactions are a big part of our business.

We are often asked if some of the older, pre-war cars are losing their shine; both in terms of market price and continued desirability of ownership. The fabulous Billeter & Cartier bodied Type 55 Bugatti, presented on our stand at Retromobile in February and which was subsequently sold, goes to prove that this is far from the case, with the very best examples still in the ascendency. This particular market is not limited to the

die-hard pre-war collectors either, and we have seen a definite flush of interest in some of the more iconic examples - such as Blower Bentleys and Grand Prix Bugattis - from collectors of contemporary supercars and race cars. There can be no doubt that the market for collectors' cars is a broad church and we predict that there will be increasing cross pollination of eras as individual's car collections become evermore sophisticated.

What is clear is that a global calendar of motoring events is driving the market and with so much available it is little wonder! 2017 has brought opportunities to celebrate with Ferrari during their 70th anniversary, enjoy the amazing royal concours at Hampton Court Palace, and to rub shoulders with living, breathing racing heroes at Goodwood, amongst a myriad of other happenings. The 'right' car offers an unquantifiable gift of experience and access to a wonderful social community too. If people continue to purchase the 'right' cars because they are driven by a deep-held passion and willingness to engage in a fantastic, friend-filled lifestyle, then values will surely be protected long into the future.



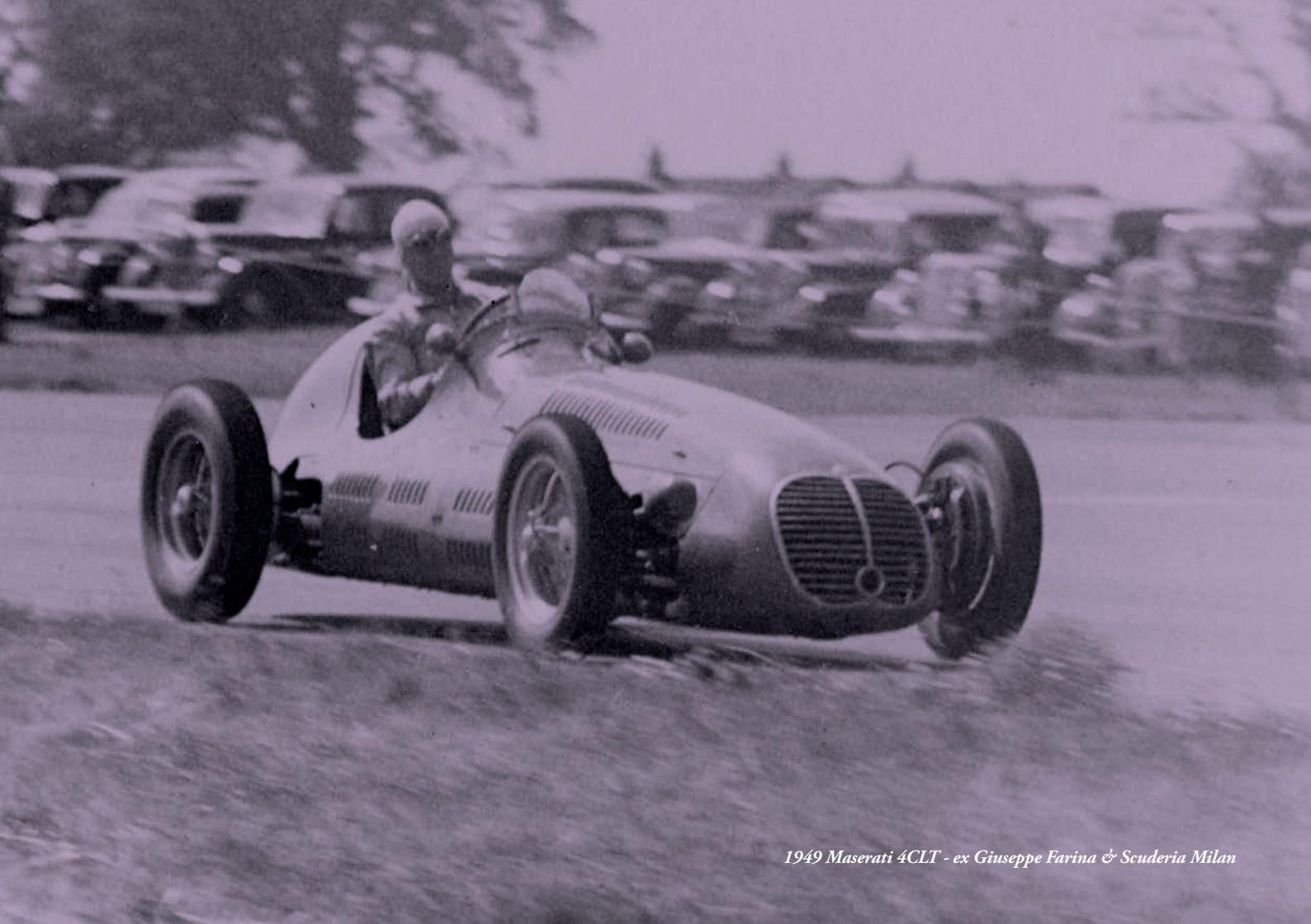
Fabled works mechanic, Ron Gaudion reunited with D-Type #XKD 509, which he built in 1955

CONTACT

14 QUEENS GATE PLACE MEWS, SOUTH KENSINGTON, LONDON SW7 5BQ
T: +44 (0)20 7584 3503 E: CARS@FISKENS.COM W: WWW.FISKENS.COM

Where the world's greatest cars come to be sold





1949 Maserati 4CLT - ex Giuseppe Farina & Scuderia Milan



FISKENS

FINE HISTORIC AUTOMOBILES

