



FISKENS

FINE HISTORIC AUTOMOBILES

INTRODUCTION

Gregor Fisken

Today, the Fiskens name inspires both trust and respect throughout the historic automobile world, facts we are immensely proud of.

Of course, this reputation did not emerge overnight: it has been forged by a genuine passion for what we do and decades of hard work. What's more, we are by no means resting on these laurels.

We are blessed that over the years we have been able to build some wonderful relationships with clients, many of whom have become close friends. However, it gives us great pleasure to introduce new friends to the joys of historic cars.

Thanks to our unrivalled knowledge, expertise and integrity, we continue to manage complex deals across continents and

currencies. With an impeccable network of global contacts we remain leaders in a constantly evolving market.

And all the while we continue to strive for the qualities that brought us to where we are today: a passion for delivering an outstanding service and for negotiating discreet, hands-on transactions.

Our central London home is amongst the most iconic showrooms in the world and places us at the heart of the capital's old car scene. There is nowhere else we would wish to call home, which is why we are currently working on exciting plans for further expansion.

But above all it is our passion for the greatest classic cars that has allowed us to remain at the forefront of our field. Long may these incredible creations continue to enthral and inspire us!



FISKENS
FINE HISTORIC AUTOMOBILES



TEL: 020 7584 2500



THE COMPLETE SERVICE AT FISKENS

Where the world's greatest cars come to be sold

We live in an age where service, an often intangible product, is increasingly hard to come by. At Fiskens, we believe that the bigger picture is composed of attention to detail and strive to offer a complete and personal service that addresses every aspect of the sale and purchase process.

- The expertise of our team is an integral part of the experience. When you ask Fiskens to find you a car, our enormous knowledge comes to the fore. Through years of honest trading and good practice, there's no serious collector who won't take a call from Fiskens.
- However, before the car comes good counsel and our clients rely on Fiskens rigorous due diligence, using our unparalleled in-house research resources; we are able to analyse historical authenticity and separate an excellent car from merely a good one.
- For sellers who consign their cars with us, the Fiskens approach

offers openness, directness and excellent value. Our commission rates are highly competitive, and we charge only one; unlike auction houses, we don't 'double dip', taking from both buyer and seller.

- Having committed to represent your car, either publicly or privately, the sale process starts immediately, arranging transport and insurance with our trusted, long-time partners.
- Representing only a handful of carefully selected cars allows us to focus on each and every consignment as well the entirety of the sale process from beginning to end - and beyond.
- Our marketing is unrivalled. From our acclaimed website to our highly creative and global advertising campaigns, we have raised the standard, placing your car in front of a new global audience or harnessing the power of the finest database in the business.
- Above all, Fiskens is discreet. Our service is smart, accessible, attentive but, most of all, personal.

GREGOR FISKEN

Founder

After a childhood spent immersed in vintage automobiles it was hard to imagine Gregor working at anything other than the pinnacle of Britain's historic car market. While those formative years on the back seat of his parents' Bentley undoubtedly sparked a passion within, it was the tutelage of respected restorer Bunty Scott-Moncrieff that offered Gregor an opportunity to one day make his own mark on the industry. His extensive knowledge continued to accumulate while working for an esteemed London auction house, an experience that would not only establish his reputation as an internationally respected authority but also

pave the way for the opening of Fiskens' famous central London premises in Queens Gate Place Mews. Its Victorian cobbled streets have been home to some of the greatest historic cars of the twentieth century down the years, many of which Gregor has campaigned across the world, in keeping with his strong belief that thoroughbreds intended for competition should not be consigned to a museum. Internationally respected and highly regarded, Gregor has continued to build the market leading reputation of Fiskens.





WILL STONE

Sales Manager

An integral part of Fiskens for the past 14 years, Will's early career at one of the specialist auction houses closely mirrors that of Gregor's. It was a grounding that allowed him to work closely with many important historic cars during a period that helped build the foundation for the impressive specialist knowledge he is respected for today. Will's eye for the uncon-

ventional is apparent in his own personal collection that has spanned an ultra-rare Ausper Formula Junior single-seater and Lotus Cortina, not to mention the recently acquired Mini Cooper S that will soon be taking to the track. His integrity and knowledge make Will a hugely respected figure within the historic car market.

JAMES MITCHELL

Business Manager

Despite taking a somewhat unconventional path towards working in the historic automobile industry, James' passion for all things mechanical was immediately apparent upon joining Fiskens in 2002. The move from showroom assistant to heading up the company's business side soon followed and, over the subsequent seven years, he has helped to build and develop the

company's leading advertising and marketing strategies, as well as its acclaimed website, alongside the team at Queens Gate Place Mews. Indeed, it is this contribution to building Fiskens' revered reputation within such a fiercely competitive market that has given James the greatest satisfaction of all.





RORY HENDERSON

Showroom Manager

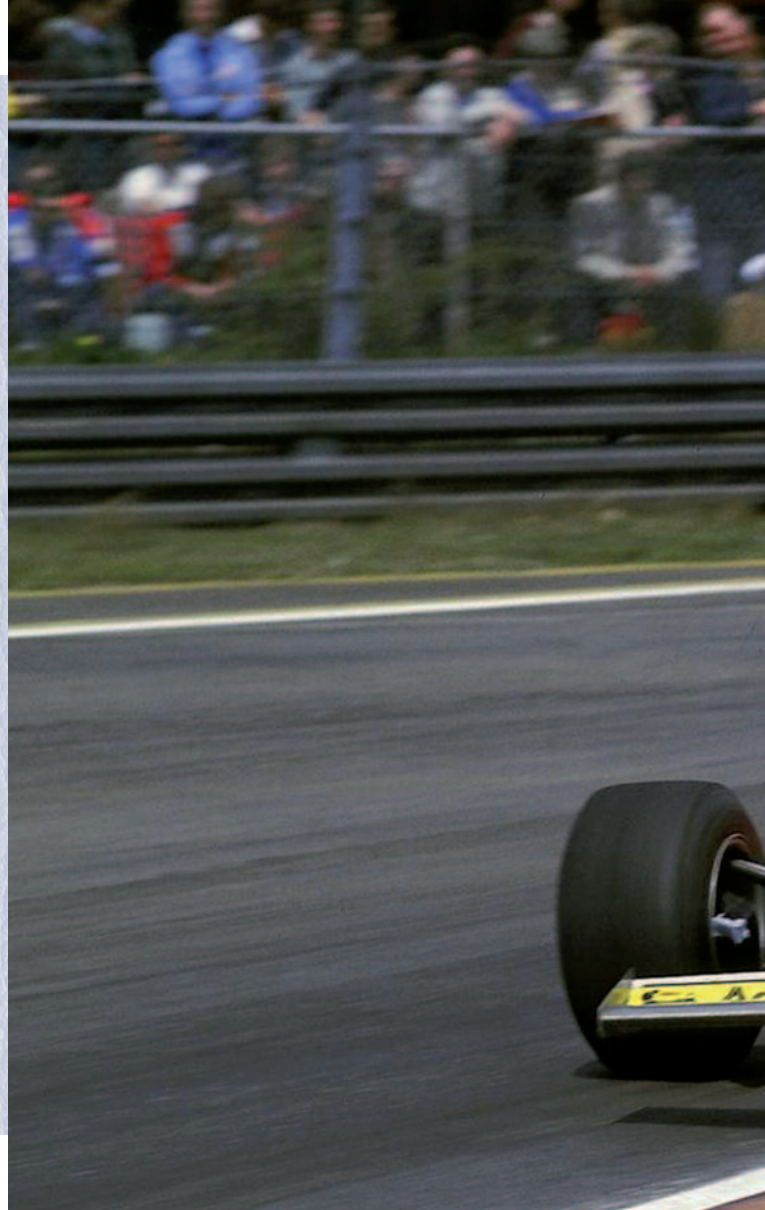
With the classic automobile market continuing to swell, so Fiskens has expanded accordingly with Rory joining its tight-knit and passionate group in early 2011. While his background in business management has proven a sound investment, it was his long-held passion for classic cars that soon helped establish his place as a highly regarded member of the Fiskens team.

Rory is also a racer in his own right having campaigned a number of classic cars such as an Austin-Healey 3000, AC Cobra and Mini Cooper S. This experience and first-hand advice has proven useful to those clients intending to do likewise, a role Rory not only takes great pride from but also one he appreciates the full responsibility of.



1979 FERRARI T4/5, Ex-Gilles Villeneuve

Built by Ferrari for the great Gilles Villeneuve for the 1979 season as a T4. Villeneuve went on to win both the South African and USA (West) Grands Prix, before the T4 was upgraded to full T5 specification in time for the 1980 campaign. After two seasons at the cutting edge of Formula One, 042 was sold directly by Ferrari to 'Musee De L'Automobiliste' in France in March 1981, before forming part of the famous French collection of Jean Sage. A highly original Formula One Ferrari and certified by Ferrari's Classiche department, it's perhaps the most important Gilles Villeneuve car of all time





RETROMOBILE 2012 Paris, France

A Ferrari 206 SP Dino sits at the entrance to our stand, welcoming friends and clients, whilst under cover behind is the Ex-Ford France GT40, waiting to be unveiled



OUT AND ABOUT

With myriad historic shows catering for practically all kinds of car, lifestyle and social crowd, one could spend almost every weekend of the year at some form of automotive gathering, be it a backwater autojumble or the concours lawns of Windsor, Villa d'Este or Pebble Beach.

Whilst we can't attend every event at each corner of the globe, we do try to enjoy as many as possible, providing us with a

fabulous opportunity to meet friends and clients and discuss future opportunities with them.

RETROMOBILE 2011 & 2012 For many, Paris' Retromobile – the huge exhibition set in the French capital's Port de Versailles – heralds the ringing in of a new automotive year. Exhibiting there is a firm fixture on our calendar: Fiskens have been displaying at the event for many years and, in recent times, our stand has

grown in size to become a firm favourite among visitors. This is in no small part because we are able to bring a selection of rare automobiles to the exhibition that many people will have never laid eyes on before. Indeed, in both 2011 and 2012 we displayed cars consigned for sale that had either not been viewed or offered for acquisition in many decades.

Notably in 2011, Fiskens unveiled a 1935 Squire. With only 10 originally made, this legendary and ultra-rare supercharged Vanden Plas open four seater had not been seen in 30 years. In need of a full restoration, it was consigned to us for sale and flown over from the United States especially for Retromobile. It was little surprise that this incredible time capsule barn discovery was sold by the time the event closed.

The 2012 stand was Fiskens' largest to date and sat at the very

heart of the main exhibition hall. The central attraction saw Formula One ace Olivier Panis unveil a trio of French racing cars whose breadth spanned almost a century. The 12 ½ Litre 1908 Panhard et Levassor caused a huge stir, especially as it has been in one family's ownership for 40 years, with this pioneer of motorsport flanked by a 1980 Ligier F1 and the ex-Ford France 1965 GT40.

Of course, these were not the only cars on display. Our other significant automobiles included Maserati sports racing cars, a pre-war Lagonda, a brace of Bentleys and a Siata. Those yet to attend Retromobile should certainly consider making the pilgrimage. If you have been before, we look forward to seeing you there again.

BEYOND PARIS Gregor thoroughly enjoyed contesting The Flying



RETROMOBILE 2012/2011 *Paris, France*
TOP: *Gregor helps Formula One ace Olivier Panis to unveil the awesome 1908 Panhard et Levassor to the gathered press*

BOTTOM: *A snapshot of our 2011 stand, which shows the eclectic breadth of our Retromobile displays – from a 1935 barn find Squire to an immaculate 1967 Ferrari 275 GTB/2 alloy*



RIGHT: FLYING SCOTSMAN 2012

Gregor at the helm of his 1929 Bentley 4.5 Litre Short Chassis. He and Stefan Ziegler braved the elements to do battle on the now notorious 'Flying Scotsman'

BOTTOM: KUWAIT 2012

Will thrills the crowds in Kuwait where he was showing a Maserati 250F on behalf of a client

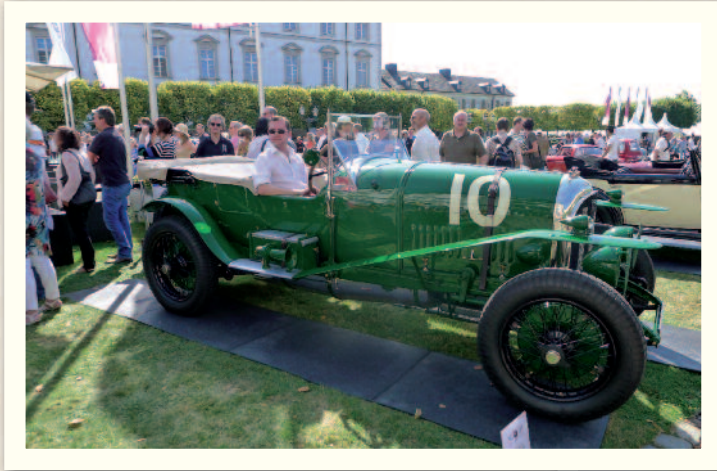


Scotsman Rally, an event solely for pre-war cars that has quickly attained legendary status. For 2012 he was aboard his 1929 Bentley 4.5 Litre Short Chassis Vanden Plas, co-piloted by his old friend from Switzerland Stefan Ziegler. Starting at the Imperial War Museum in Duxford, the pair battled against the worst of the British weather to finish a few days later in St Andrews, Scotland. Needless to say, they'll be back for more!

When we heard that Charles March, with his usual good humour, was to launch the inaugural 'Settrington Cup' pedal car race at the 2012 Goodwood Revival, we put out our feelers and secured an Austin J40. In the spirit of supporting young talent, we offered the drive to up-and-coming 7-year-old racer Hamish Turnbull, who pedalled his socks off to finish a fine 7th overall. Lewis Hamilton had better watch out!

CONCOURS While we always make the annual pilgrimage to Pebble Beach in California, the benchmark for all concours events, we're pleased to report that the first ever Windsor Castle Concours of Elegance compared very favourably indeed. Another impressive newcomer was the Kuwait Concours d'Elegance, where Will travelled with a Maserati 250F we had helped a good client secure a few years ago, the result being a well deserved class award.

There was also the Schloss Bensberg Concours in Germany, where James exhibited the 1925 3-Litre Bentley Le Mans Team Car 'Number 10' as well as the Brooklands Double Twelve weekend at the historic banked circuit in Surrey, England, where crowds were delighted to see the same important Bentley enthusiastically driven by both Will and Rory.



ABOVE: SCHLOSS BENSBERG CONOURS
James took the 1925 3-Litre Bentley Le Mans Team Car 'Number 10' to the Schloss Bensberg Conours



RIGHT: FISKENS OPEN DAY
Every year Fiskens hosts several open days, welcoming friends both old and new to our famous Mews showrooms



SETTRINGTON TROPHY 2012 *Goodwood*
Keen to support up-and-coming talent, Fiskens entered
Hamish Turnbull as the pilot of their Austin J40 in the
inaugural Settrington Cup at the 2012 Goodwood Revival

RRL 2012 *London*
Fiskens and RRL, the heritage label of Ralph Lauren, host
an evening celebrating the work of photographer Nick
Clements at their Mount Street store in central London







1955 PORSCHE 550, Nürburgring 1000kms Class Winner

A very original example of the legendary Porsche 550 Spyder, recently consigned to and sold by Fiskens. Raced in period by Kurt Ahrens, chassis 018 was campaigned for three consecutive seasons at events including the British Empire Trophy and the Bordeaux and Berlin GPs. Ahrens' greatest result was a heroic 1st in class at the 1956 Nurburgring 1000kms! It was restored in 2003, during which its extraordinary level of originality, notably the coachwork, became clear – an exceptional Spyder



THE MARKET

An appreciation

When we presented our last Market Report, we noted how the world, financially, had changed. We observed then that the classic car market had held up remarkably in the face of a troubled world economy. This is still very much the case, but what is apparent now is that this turmoil is here to stay, at least in the foreseeable future.

Western economies will soon have endured five full years of financial maelstrom. Meanwhile, the political outlook appears more uncertain than ever, despite the democratic promise peeping out. In the US, Europe, the Middle East and even emerging markets, economic growth is likely to be assailed by both anticipated and unexpected jolts.

So against this, we're glad to report that values of the finest cars have proved remarkably robust. Not showing erratic leaps in monetary gain, but continuing a gradual trajectory like

a straight-six engine using its reserves of torque to tackle a challenging incline. Certainly, in our select corner of the historic car market, values have proved rock-solid.

Why should this be? Well, while there are always a great many veteran, vintage, sports and racing cars available at any one time that might be of interest to our clients, only a very few stand up to the Fiskens slide rule. They must mix provenance, history, condition, patina and an intangible aura that only our long-time immersion in their subtleties helps us to identify.

To a certain extent, we are a little concerned about modern manufacturers and their new 'Historic' divisions. Muscling in on the historic car scene, they offer advice and certificates, at a great financial and often historically destructive cost, that can seem reassuring to the uninitiated. In reality, only after you've been around genuinely significant cars for decades, as we have,

LEFT: WINDSOR CONCOURS 2012 *Just one of the many worldwide concours events attended by Fiskens*

can you have an informed view on, say, a modified engine or a re-body not long after a car was built.

We have noted how certain collectors are tending to hold on to good cars where, previously, they might have sold them; we estimate that, over the last five years, this collector retention has contributed to at least 20% fewer truly great cars of all types coming to market per annum, and that restricts the supply ever more. You may well have noticed this yourself in the ‘mixed bag’ nature of auction line-ups these days – one star car with a little known supporting cast.

On the subject of auctions, to us there is nothing more depressing than the uneducated buyer who’s got carried away in the saleroom – someone who’s been seduced by the auction hubris, paid over the odds, and ended up with a car whose standing doesn’t merit the sum.

Nobody wants to overpay, and a newcomer, perhaps, doesn’t realise that between buyer and seller, up to a quarter of the final price of a historic car could be the cut taken by the auctioneer,

including that mysterious ‘buyer’s premium’ for which we’ve never been able to fathom the justification.

As well as our highly knowledgeable existing customers, many of whom are firm friends of long-standing with magnificent collections, we’re welcoming some interesting new customers, looking for guidance on where to start with their collection. While many have grand desires to take to the racing circuit, we know that not everyone is into full-on historic motor sport. The emergence of the fabulous Windsor Castle Concours, taking its place alongside Villa d’Este and Pebble Beach, shows the growing appetite for events where great cars can be admired in stunning surroundings, and this is having an effect on buying patterns.

Well-informed new collectors – coming into ‘our world’ to build a significant stable of important cars – might be based anywhere on the planet, from Russia and China to India or Brazil. Not only can they trust us to be a good navigator for them but our convenient London base is the cradle of the enthusiast car

world. With many of them already having homes in the UK, their collections are based here too, often living with the preparers who support them on events.

Interestingly, we're constantly being approached by ambitious folk from the world of the investment fund. They've come to the conclusion that classic cars have outperformed every other asset class since the late 1980s (last year, *The Daily Telegraph* reported that someone purchasing a rare Bugatti, Jaguar or Ferrari would have done better during the downturn than an investor in almost any other arena, be it fine art, wine or even gold). There is, of course, a great deal of truth in this. But what they don't get, and this is where their interest vanishes, is that for this to work you can't just 'scoop' large profits on the way in – you need courage and conviction to stick to a longer-term game plan. They struggle to understand how all value is underpinned by enthusiasm, passion and knowledge.

We've been encouraging our clients to take note of how many of the world's leading art collections are so diverse, ranging

from Old Masters to Contemporary Art. Following suit is healthy at this time; we are encouraging customers to diversify, and to broaden their automotive horizons. For example, the mature collector whose stable already includes a Ford GT40 may not have considered a vintage Bentley for road use, and find they absolutely love it. Meanwhile, the energetic historic racer, for whom time is precious, can benefit from the broad spectrum of races available over one weekend: one day an endurance Group C Porsche 962 driver, the next sliding a Maserati 250F as though they were Fangio.

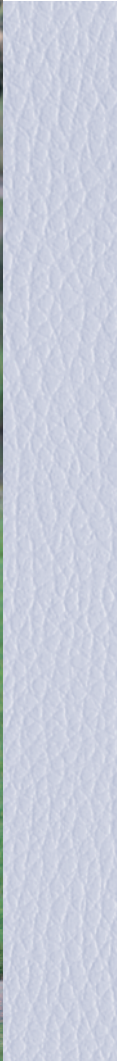
Often, it's just a case of alerting clients to the opportunities that lateral thinking generates, lateral thinking that gives a client the opportunities beyond a simple cash deal, potentially involving multiple currencies or a part-exchange.

It's all part of what makes our business so interesting. Fiskens loves to inspire and be the eye-openers, constantly guiding our customers towards the wisest, most considered of purchase decisions.

1929 BENTLEY SPEED SIX 'The Grafton Coupe'

The 6 ½ Litre Speed Six was W.O.'s favourite personal road car, and as a race car it won Le Mans not once but twice! UU 306, a short-chassis Speed Six, remains the sole survivor of the celebrated 'Grafton Coupes' by Freestone & Webb and is one of less than eight original-bodied two-door coupes remaining. Recently returned to its original black livery by Neil Twyman Ltd, this extraordinary Bentley even retains its staggeringly original tan hide interior. A true reflection of the style, speed and engineering excellence that gave Bentley his reputation, UU 306 formed part of the most recent Nick Clements photo shoot, set in 1920s London







FORD GT40: *Queens Gate Place Mews has been a hub for privateer motorsport for nearly a century, and we wanted to acknowledge this. For this we used, amongst other cars, the ex Peter Sutcliffe 1965 Ford GT40, chassis 1009. One of the most historied of all GT40s, we had recently acquired it for a client. This shoot saw a small privateer team getting ready to leave the Mews for an assault on a far-flung European endurance race*

NICK CLEMENTS

We have always striven to present our clients' cars in new and imaginative ways. Often the hunt for the perfect photo was a curse as it seemed we had only two options: period images, the quality of which we had almost no control over, or modern re-photography that removed the car from its context.

We needed a third way that used modern equipment, with its high clarity and reproduction qualities, whilst evoking period drama with the setting. The problem was finding the right man for the job.

We had the good fortune of being introduced to Nick by Julian Balme, our designer extraordinaire, whilst Nick was establishing *Men's File*, a magazine 'tracing the roots of style'. Predominantly a fashion photographer, he's also classic motorcycle obsessive, and had been photographing the two together for many years.

Noticing his attention to detail and eye for a period setting, we were inspired by Nick's work, so gave him a preliminary brief: Fiskens would provide the cars and location, while he would

supply the models and backup. Putting the cars in the context of our Queens Gate Place Mews was crucial. Countless significant automobiles have passed through the cobbled Mews down the years and we envisaged photographs acknowledging this.

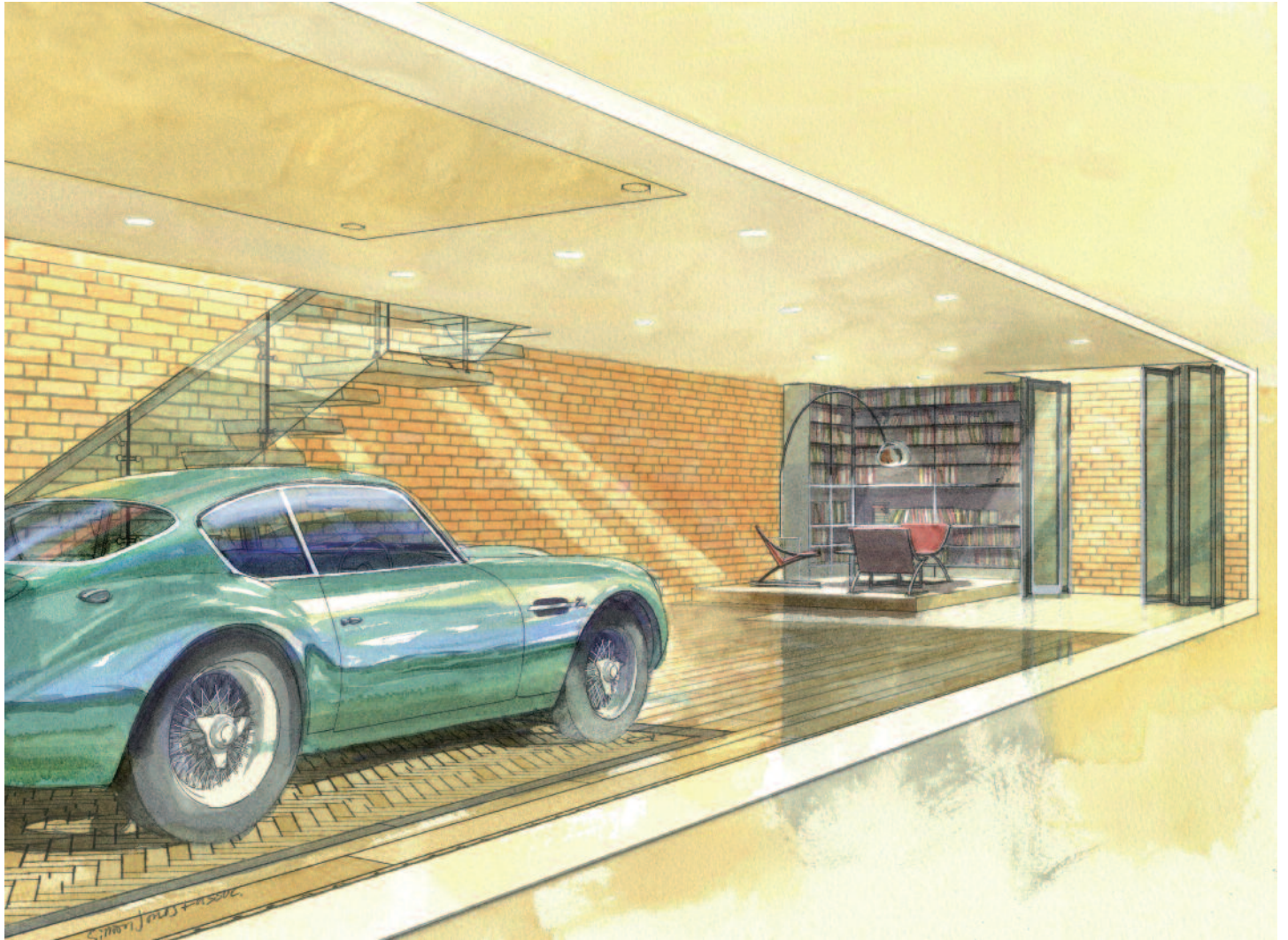
The initial shoot perfectly evoked the Mews' storied past and led to a series of adverts that continue to build a big following. Three further shoots followed, with cars ranging from the 1908 Panhard et Levassor to a Ferrari P3/4 and Ford GT40. The Panhard required a departure from the Mews setting as we

wanted to return it to the 1908 Dieppe Grand Prix – or, as it was, a poplar-lined Norfolk lane!

Nick has also worked closely with Ralph Lauren's vintage inspired lifestyle label RRL, collaborating with them and Fiskens on a private exhibition at the brand's London Mount Street store. Lauren personally hired Clements to shoot the new collection at the designer's ranch, the resulting exhibition combining the Fiskens and RRL images. We hope you'll agree that his images are truly unique.



PANHARD: *For the 1908 Panhard et Levassor we wanted to recreate a scene from the car's history. Built to compete in the 1908 French Grand Prix at Dieppe where it was driven by pioneer aviator Maurice Farman, we found an old farm in rural Norfolk with a poplar tree-lined road. Nick and his team, including the new Mrs Fiskens as the cyclist, made it look as though this 4-speed, double chain drive, 12.5-Litre engined 100mph titan was once again in the midst of battle!*



THE SHOWROOMS

Breaking new ground

In recent years, a good many historic car companies have moved out of London; for Fiskens this is simply not an option. Located as we are on the famed cobbles of Queens Gate Place Mews, the area's cultural and historic significance to the old car scene is too great a tie to sever. But, as we continue to grow, there remains an unquestionable need for further space. As we're not allowed to extend upwards, there's only one way – down!

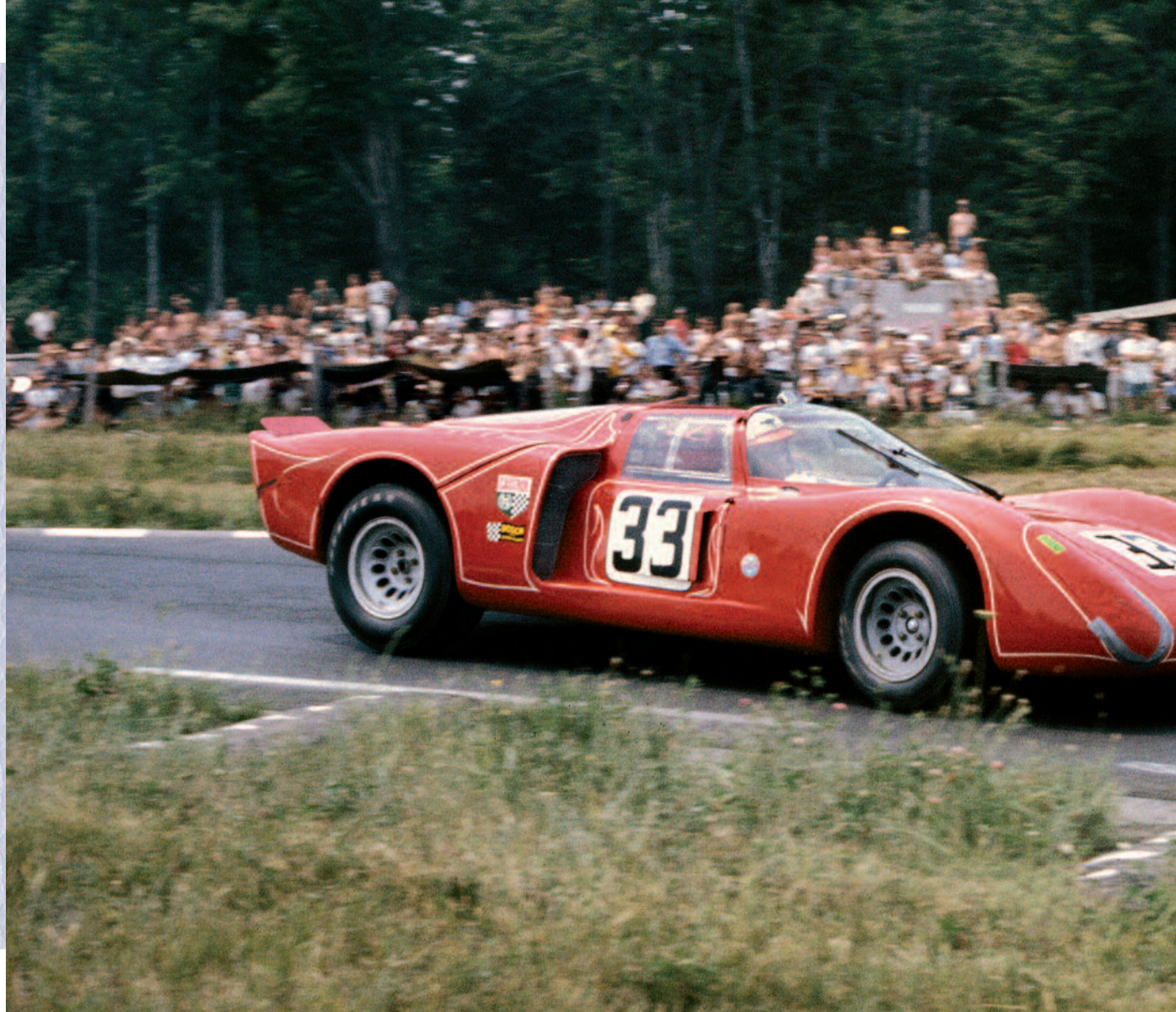
Such an undertaking requires careful management, so we have hired a man accustomed at finding space where there shouldn't be any, albeit usually on a race circuit: Peter Hardman. As a well known racer of both historic and contemporary cars, while also being something of a project specialist, Peter is the perfect man for the task.

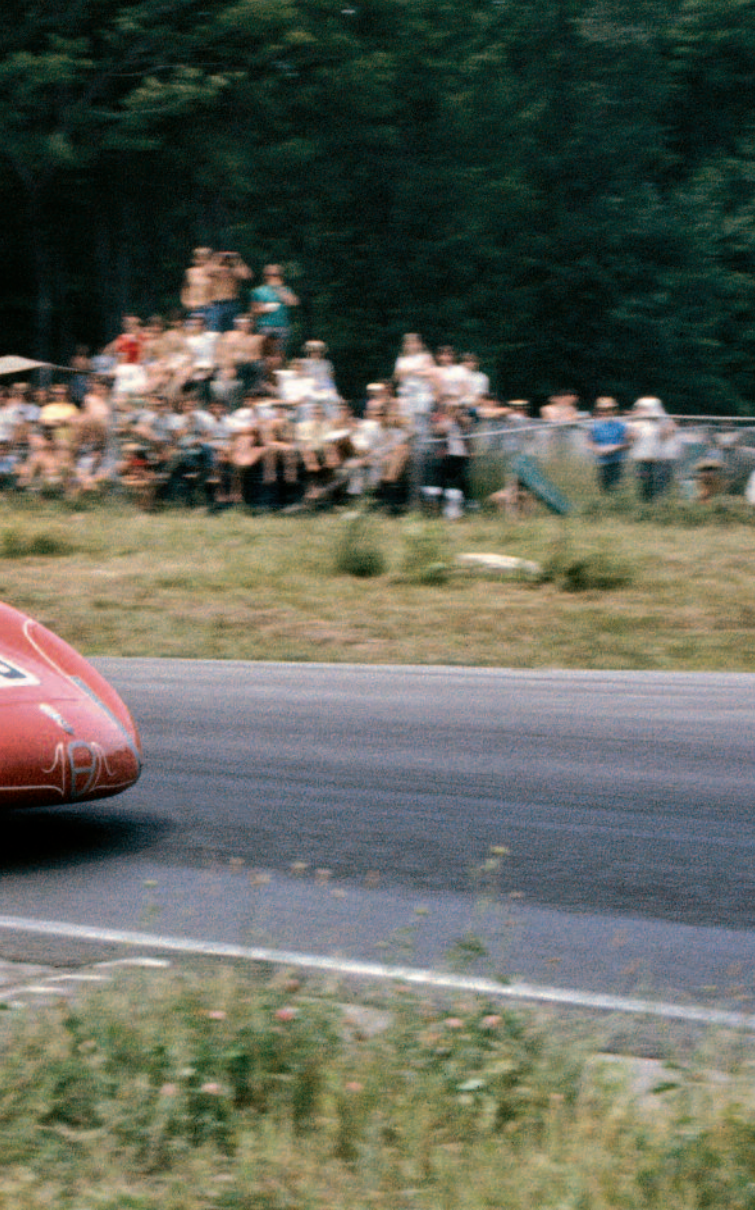
The new 1000sq ft lower ground showroom will provide a

private area for cars not publicly on sale, with room for up to seven, transported to and from ground level using a custom-designed and built scissor lift. The space will also provide somewhere for friends to visit when they are in town, complete with library and seating area. What's more, it'll give us the opportunity to host even more events, from open days and special launches of new inventory to talks from market experts and former racing heroes.

This expansion will give us room to stretch our legs for some time to come. Happily, whilst the coolest garage in London becomes even cooler with our subterranean James Bond lair, it will be business as usual during construction, and with planning permission now granted, we very much look forward to welcoming you to the launch of our new basement sometime in early 2014.

LEFT: *An artist's impression of how the new Queens Gate Place Mews basement will look once completed*





1967 ALFA ROMEO TIPO 33/2

Built in 1967 by Autodelta, the Alfa Romeo works competition company, for entry in the 1968 Daytona 24 Hours. 019 was one of the three Tipo 33/2s that Alfa Romeo entered, finishing 1st, 2nd and 3rd in their class. Following the race, 019 remained in the USA, further competing in the six hour race at Watkins Glen. Forming part of the famous Hayashi collection in Japan for many years, we discreetly acquired this exceptionally original Tipo 33/2 on behalf of its new owner who fully intends to continue racing it



UNIQUE RELATIONSHIPS

We enjoy close relationships throughout the historic car industry and know we can rely on these friends to provide the most considered and trustworthy service. Here are a few examples of such relationships that are of huge value to our clients:

TRANSPORT & INSURANCE: Though there are myriad transport companies advertising their services, only a handful have earned and maintained our trust. These are the people who can load a car with care, process paperwork and travel with knowledge and efficiency throughout the world, regularly crossing borders and

as such know the intricacies of international shipping. They understand the potential complications that could occur and have taken steps to avoid them before they happen. We also assume complete insurance cover for any car while it's in our custody, and only use transport companies that do the same, **PHOTOGRAPHY** A good picture is worth a thousand words, and the most beautiful cars in the world deserve proper photography. While we mention Nick Clements earlier in this annual, depending on the results we're looking for we continue to

LEFT: Attention to detail in the workshops of Graham Moss

collaborate with some of the most talented photographers in the world. Notably, Tim Scott of *Fluid Images* is a firm friend of Fiskens whose work is well known and respected throughout the industry.

RESTORERS We've said it before and we'll say it again: we only advise clients on suitable restorers once we have had firsthand experience ourselves, knowing that it can take a long time to find the right person for a very specific job. We are blessed to have found some supremely talented individuals and companies. These people share our ethos: whilst it is paramount that a historic car should drive well, from the brakes and the steering to the performance of the engine and other mechanicals, preservation and scrupulous conservation should also be at the forefront of any restoration. A prime example is Graham Moss, one of the world's leading restoration authorities on WO Bentleys. We have entrusted him with a number of projects, including Gregor's own ex-Bill Pacey 4 ½ Litre Short Chassis. Graham and his team's dedicated, obsessive focus to detail during that

project continues to astonish us, from the sourcing of the correct leather hides and their constant referral to original Vanden Plas drawings, to their hunting down of the correct original fittings. These are the kind of people we relish working with and advise our clients to do the same.

MAGAZINES Fiskens have been working with leading magazines for decades. Through this association, we liaise with top-end journalists to publish articles on important cars, helping *us* to help *them*. We arrange extensive features of cars consigned to us for sale and this subtle publicity has the benefit of bringing seldom-seen automobiles from the shadows of a private collection on to the world stage.

EVENTS Having competed at every important event there is around the world, we know the organisers extremely well. This enables us to help our clients gain entries without fuss and so thoroughly enjoy some of the greatest events. For example, we recently helped a newcomer to the old-car scene secure a place on the popular Mille Miglia.



BENTLEY: Gregor's own Bentley, this 1929 4 ½ Litre Short Chassis was owned by heroic Brooklands racer Bill Pacey. With only 10 built by the factory, it is an exceptionally rare WO, with Graham Moss recently returning it to its original colours of blue body with black wings. We had huge fun with this shoot, with two young ladies snatching the car away from under the knowing eyes of the family chauffeur. All rather ripping!

1961 ASTON MARTIN DB4 GT ZAGATO

One of the finest and most original examples of the fabled 19 Zagato bodied Aston Martin DB4 GTs, 4359 ML was retained by the works and Dunlop as their test and development car. Over the summer of 2012, celebrated journalist Mick Walsh of *Classic & Sports Car* wrote an article on the Zagato which featured on the front cover of the magazine. Having sold 4359 ML to its previous owner, we know this fabulous Zagato well and are proud to have sold it on his behalf from the Mews once again





PHOTO: JAMES LIPMAN



FISKENS AND MOTORSPORT

'Win on Sunday, sell it on Monday!'

That each member of the Fiskens team has experienced motorsport at one level or another undeniably adds to the high regard in which we are held, strengthening the trust placed in us to preside over the sale of these cars. Indeed, at Fiskens we remain trustees of an old adage that used to ring through the garages of Kensington's Mews: *'Win on Sunday, sell it on a Monday!'*

What's more, we're proud of our wide-ranging competition experience, which includes both classic and modern racing. A competitor of considerable experience, Gregor holds the notable distinction of having contested the pinnacle of endurance racing

– the iconic Le Mans 24 Hours – across all four classes, as well as regularly entering the bi-annual Le Mans Classic.

In 2011 Gregor embarked upon his most demanding modern motorsport campaign to date by contesting the British GT championship aboard a Porsche 997 GT3-R. Taking a sterling race win at Brands Hatch and runner-up finishes at Spa-Francorchamps and Donington Park, Fiskens and team-mate Tim Bridgman entered the season finale amongst the title contenders, an impressive effort given that a blown engine at the crucial Rockingham double-header cost them a hatful of

RIGHT: GOODWOOD REVIVAL 2012 *Gregor powers away from the chicane at Goodwood in a Maserati 250F*



RIGHT: ALGARVE CLASSIC 2012 *Portugal*
Will, on his maiden outing with his Mini Cooper in the
U2TC race series, finds himself battling with Rory in
his Mini

BELOW: GOODWOOD REVIVAL 2012
Gregor & Rory joined forces to compete in The Shelby
Cup, a celebration of 50 years of the AC Cobra



points. They finished the season as the British GT Teams' title winners, which was a great result.

But though the British GT assault proved thrilling, 2012 has seen Gregor return to his first passion: historic racing. Notable highlights have included sharing victory with Peter Hardman aboard a 1967 McLaren M1C in the Spa 6 Hours and taking the wheel of two stunning Maseratis – the ex-works 250F once piloted by grand prix star Jean Behra and a rare long-nose 300S – at September's Goodwood Revival. Undoubtedly, the pinnacle has been racing the 1959 Le Mans-winning Aston Martin DBR1, most notably at Le Mans Classic in 2012, a huge responsibility considering its history. 2012 was especially poignant following the recent passing of its three key protagonists: drivers Carroll Shelby and Roy Salvadori as well as its designer, Ted Cutting. Using all his Le Mans experience, Gregor out-paced considerably faster (and less valuable!) historic racing cars, finishing a remarkable 2nd overall.

The Revival also saw Gregor share with Fiskens' Showroom Manager and keen classic competitor Rory Henderson in the Shelby Cup, a one-make event celebrating the legendary AC Cobra. Since cutting his competitive teeth in 2011, Rory has continued to expand his experience of historic competition by piloting an Austin-Healey, Lotus Cortina and Ford GT40 in a number of events. Meanwhile, Sales Manager Will Stone can often be found contesting historic races, notably competing at legendary American circuit Laguna Seca aboard a highly original Porsche 904 GTS belonging to a Fiskens client.

It is our firm belief that these combined experiences make us better equipped to advise clients, truly able to judge and weigh-up the automobiles we are entrusted with. It is a source of pride that, when we sell a historic racing car, the chances are that one of the team has piloted it during its stay at the Mews. Undeniably, such understanding of classic competition automobiles is of benefit to Fiskens in every sale we assist in.

RIGHT: LAGUNA SECA, 2011 USA

Will exits the notorious corkscrew in a Porsche 904 GTS

BELOW: LE MANS CLASSIC 2012 France

Gregor powers the '59 Le Mans winning Aston Martin DBR1 to second place at the famous La Sarthe circuit





LEFT: SPA-FRANCORCHAMPS 2012 *Belgium*
Sharing a McLaren MIC with racing ace Peter Hardman
at Spa, where they took victory

BELOW: BRITISH GT, 2011
The Trackspeed-entered Porsche 911 GTR-3 was
Gregor's mount for the 2011 British GT season, winning
the teams' award

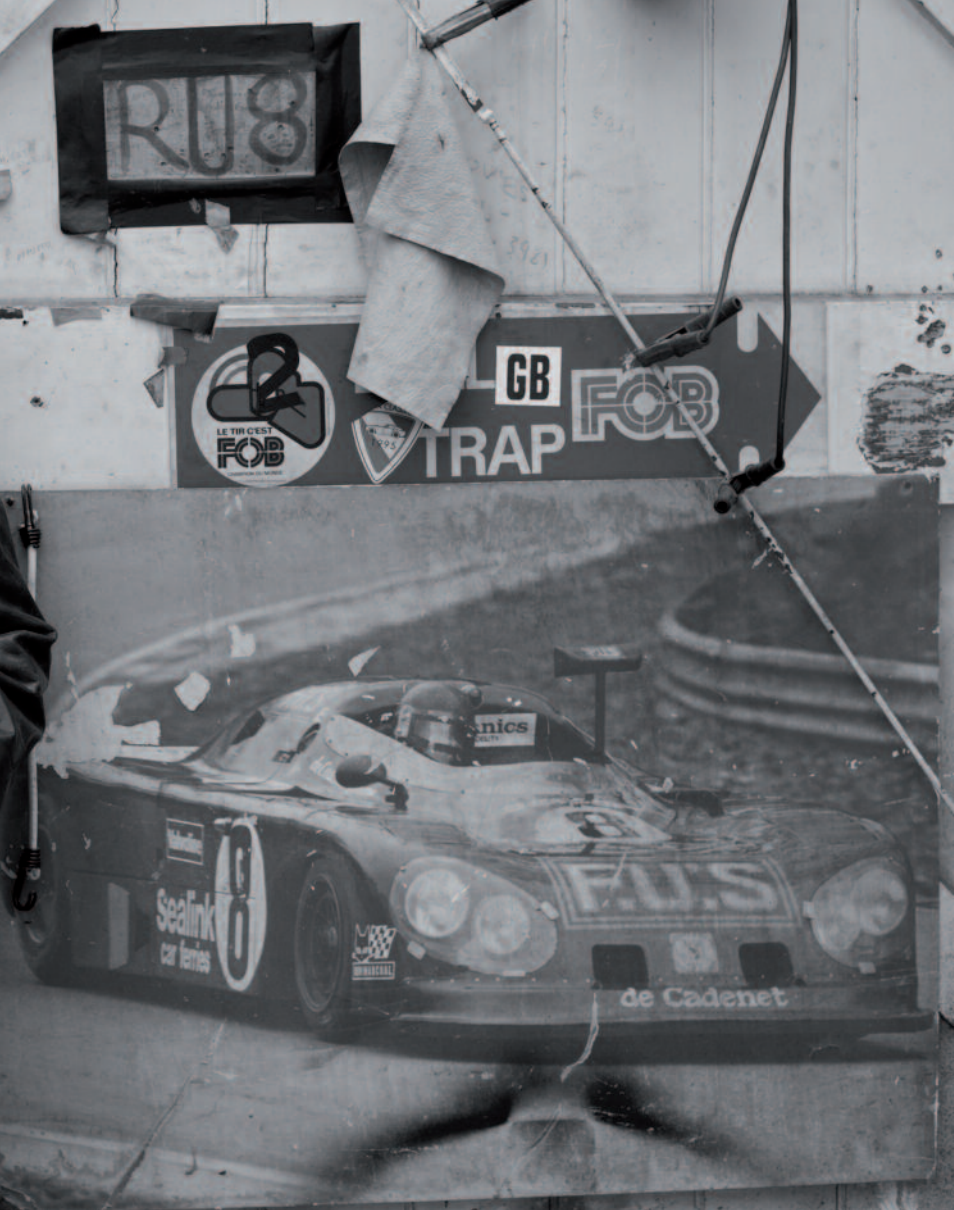






1962 FERRARI 250 SWB CALIFORNIA SPYDER

Within the past 12 months, Fiskens have sold not one but two examples of the gorgeous Ferrari 250 SWB California Spyder. One of the most recognisable cars of its era, with Hollywood owners that included Roger Vadim, James Coburn and Brigitte Bardot, they are the most desirable of the convertible road Ferraris. Of the two notable examples we secured for clients, the first came from a well known Italian collection, while the one pictured - possibly the most original remaining example - had been in the same ownership for almost 40 years



ALAIN DE CADENET: THE MEWS vs THE REST OF THE WORLD

Richard Heseltine, motor sport journalist and writer

As with most journeys into the unknown, this one began with an idea. “I got involved in motor racing because I thought it could be a good way of picking up girls,” Alain de Cadenet recalls. “It was, too. Of course I knew nothing about the sport when I started. I picked it up as I went along and got to know the right people.” And few privateers were more adept at twisting arms and calling in favours than ‘De Cad’, with Queens Gate

Place Mews becoming centre of operations for his Le Mans bids.

“I raced an AC Ace for a few years from 1966 and then became inspired by what Mark Koenig was doing building his Nomad sports cars. I thought I could do something similar and got involved with a thing called a Diva Valkyr. I tried to put a Martin V8 in that but then my mechanic partner in the scheme walked away. Then I bought a Porsche 904 with my old mate

Anthony MacKay. Michael Pearson [now Lord Cowdray] had a house in Elystan Street which was the hangout for our gang, and we prepared it in his garage.”

The 904 in time gave way to a Dino 206S and a Porsche 908. Under the banner of Ecurie Evergreen, a team he'd set up with the American David Weir, Alain then commissioned a Cosworth DFV-powered McLaren M8C before touching the hem of Formula One after fielding Chris Craft in the 1971 Canadian and US Grands Prix. But Le Mans remained the big draw, Alain having made his 24 Hours debut that same year aboard an Ecurie Francorchamps Ferrari 512M. In 1972 he returned as a driver/constructor, the Gordon Murray-penned Duckhams Special placing twelfth that season.

Fast-forward three years and the plucky *équipe* moved from Petersham Mews to nearby Queens Gate Place Mews. “We had a pretty good set-up. We put in a level floor, installed work benches and machine tools, and had just enough space for a van. The place next door wasn't occupied so occasionally we would store stuff there, too. Also, Dan Margulies was directly opposite us and very helpful. With the exception of moulding body panels and suchlike, there wasn't much we didn't do.

“For 1975, I got hold of a new Lola. Gordon worked his magic on the suspension, and we adapted it to better suit Le Mans. We christened it the De Cadenet-Lola.” There was, however, an unforeseen problem on the eve of the 24 Hours. “We loaded our old Transit full of stuff and hooked up the open trailer but

it wouldn't go, so I put a tow hitch on the back of my 1928 Speed Six Bentley and towed the car from the mews to Le Mans with that." Both were finished in British Racing Green - naturally. "The De Cad was a new car but it was using our old ex-McLaren DFV. The previous car would do 200mph, but in 1975 we could only get 190. Nonetheless, 'Doris' [Chris Craft] and I were running third early on, but we then had all sorts of problems and finished fourteenth.

"For 1976 Gordon suggested a raft of things to raise straight-line speed and we got it up to 205mph." And that year, in searing heat, de Cadenet and Craft finished third, a historic placing for a privateer entry run on a budget that wouldn't cover the factory Porsche team's catering bill. "You have to understand that I was

just a 'mews man' with a nucleus crew of a few mechanics, some of whom were moonlighting from elsewhere. I was fortunate in that I could also call upon designers such as Gordon Murray, Gordon Coppuck and Derek Gardner for advice, but really it was just Queens Gate Place Mews against the world."

A new car was built up for 1977, designed in part by Len Bailey, with a few hours in the MIRA wind-tunnel paying dividends. "That was paid for by *Motor* and it made all the difference: it did 228mph along the Mulsanne and we finished fifth." In 1978 they were 15th after various problems, and 1979 brought retirement, the seasonal highlight being second place overall in the Silverstone 6 Hours.

"In 1980 I decided to enter the Brands Hatch 1000km race



and John Webb suggested I would get better starting money if I took on one of his Brands' race instructors as my wingman. Of course, he neglected to mention that 'he' was a woman! Well, we put Desiré Wilson in the car and she was instantly quick but the race ended prematurely following poor Martin Raymond's fatal accident. We finished third and still had time left on the engine so I decided to do the Monza 1000km race which we won! Desiré drove brilliantly to keep Henri Pescarolo behind her in the closing stages. She was driving on slicks in monsoon conditions and everyone said how inspired I'd been in keeping her out on slicks. The truth is, we didn't have any wet weather tyres... That same year, we also won the Silverstone 6 Hours. We were in with a shot at Le Mans glory, too, but then Des had

her well-documented accident. That's motor racing."

That season would prove to be de Cadenet's most successful. It would also be his last as an entrant. "I used to play snooker with James Hunt and one day he said, 'Alain, if you don't give up this Le Mans stuff, it will give you up.' Well, 1986 was my 16th 24 Hours on the trot and my third with Yves Courage's team. It was a case of goodbye Tertre Rouge, goodbye Mulsanne, goodbye Arnage, it's been fun.

"You know, I never had any money when we were racing, but I look back at what our little team achieved and I'd say we punched above our weight. I was always an amateur but I don't think I did too badly for a Mews man..."

1969 LOLA T70 MKIIIB

Perhaps the most original MKIIIB in existence, we secured SL76/150 for a long standing client of ours. Supplied new to David Piper and finished in his distinctive BP green, Piper and Richard Attwood raced SL76/150 throughout Europe, competing at every important race on the continent during the 1969 and 1970 seasons, as well as a visit to the Buenos Aires 1000kms. SL76/150 was also one of the T70s leased to Steve McQueen for his film *Le Mans*, taking a starring role in his landmark picture









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