

Classic Car News

Read All About It!



It's the Man of the hour or the decade, when you are talking about the collector car market. This years Barrett Jackson Auction would make Craig's father and his partner, Tom Barrett proud. I got Craig to pose with the Chip Foose Creation that was unveiled during the Charity Gala of the 33rd BJ.

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It's My Opinion!

By Tony Monopoli



Here's a 2003 outtake of a Christmas card photo with Santa, Tony Monopoli reading his latest issue of the NADA Collector Price Guide. Santa's 1934 Ford has a B & T sign attached. This sign hung from 1969 to 1986. The B&T Street ROD-City is vintage 1971. It was transported to Car Shows from 1971 on along with the Chrome Makes sign. The 2003 Christmas card reminded recipients that Santa

Tony Monopoli is celebrating 40 years in the Specialty Car Business. Watch for the signs at NJ Car Shows throughout 2004. Tony hopes to roll out his Model A Ford that appeared in a Rod Action Year Book and Hot Rod Magazine. Either one of the cars will wind up at the B&T Reunion, slated to coincide with the Good Guys Rhinebeck, New York East Coast Nationals. For more information on the reunion, email Tony at avmtony@yahoo.com. As promised, you will get another Santa photo with the "It's My Opinion" column. Visit us often at WWW.autoappraiser.info to read my words of wisdom or just to see another Santa shot. Recipients of my yearly Christmas card tell me they are still collecting them. G-e-t-a---I-I-f-e!

Now on to My Opinion! The Market Barometer of the Collector Car Industry is the Barrett Jackson Auction. The outstanding sales results create controversy yearly. A 1938 Lincoln Zephyr (Street Rod) fetched over \$400K for its owner and a 1955 Chevy Belair topped \$200K. I have listed 25 of the highest selling cars at Barrett on another page; the prices are not for the faint of heart. Steve Ferguson, the editor of the NADA Collector Car Price Guide said that his company might have to develop a book using a low, an average, a high and a Barrett Jackson Column to reflect the prices.

The Barrett Jackson Auction/Speed Channel coverage includes Thursday Friday and Saturday. The Auction and Speed Channel both broke records.

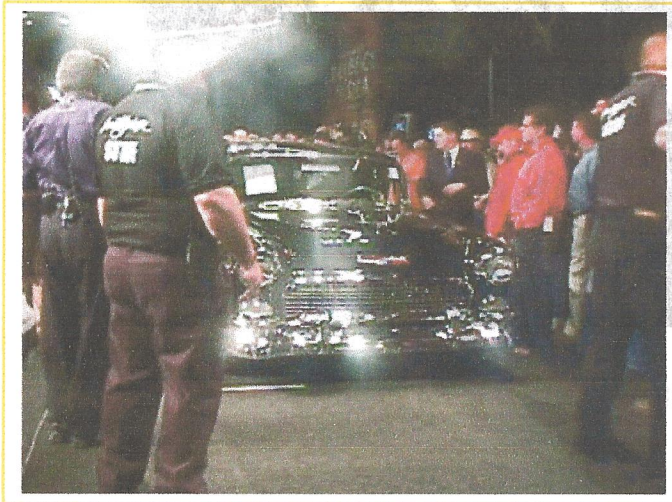
My take on the Barrett Jackson values are mixed. Of course what we all see on our TV sets is the 15 hours of Speed Channel's live coverage. The values reflected by that coverage includes the "15 minutes of fame factor". You know, lights-action-camera. But don't take it wrong, this is not the only reflection seen in the lofty BJ values.

Viewing from outside the auction and on site telephone bidding is possible with Jumbo-trons and smaller monitors placed strategically throughout the event grounds and the bidders bar- I mean lounge allow. The screens include information about the vehicle, the reserve status and the current bid calculated in various currencies for viewers.



Bidders who want to inspect vehicles up-close and bid can gain access to the auction block if they wear their bidders passes. The crowd got so thick that Craig Jackson asked those not bidding during the live Speed Channel Coverage. I thought about the tremendous strain on the stage structure and went to a safer, saner area to sit and watch the auction on a monitor.

The security is well organized, mannered and placed. The Barrett Jackson is very well planned, thought out and executed contributing to its success.



This photo gives you a prospective of the size of the stage crowd, security guards and Speed Channel's stage crew.

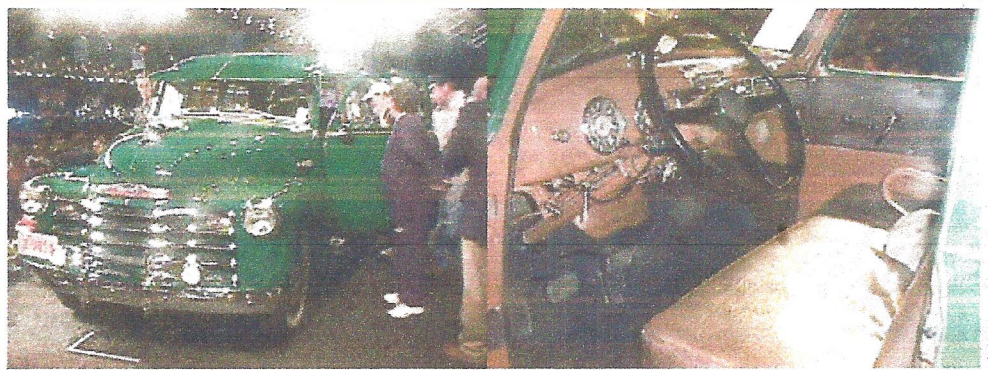
This Double Nickel Black-on-Black Nomad reflected the crowd's demeanor with the 130K fetched. The 2004 BJ will be remembered as the year of 5-5 Chevrolets.

Crowds reacted to the bidding by cheering. You would think they were cheerleaders rallying their hometown team.

In case you are wondering why the big smile, her 55 Chevy Belair Hardtop just sold for \$200K. Yes, I said 200,000 dollars. She smiled when I asked the million-dollar question: "Does this mean you get the ring?" She foiled it by saying "We have been married for three years."



This view shows a bit of the audience from the block. They chanted when the hammer dropped on this 1948 Chevrolet Suburban. The relatively small crowd on stage shows where the bidding hands were. It only took a few determined bidders to push the Sub to 57K, plus the buyer's premium.



This is the stage view inside this well restored '48 Suburban.

Diminished value and lemon law are issues of interest to appraisers, insurers and those that lend and defend. Erica fielded a barrage of continuing questions after the conference ended.

The seventh Speaker was Robert Scholnick of Harris Shcolnik Insurance. He brought the conference attendees to their feet with his news. IAAA perseverance and his due diligence have resulted in an affordable Errors & Omissions (E&O) insurance program. The program is available to IAAA Members.

The program will provide IAAA members the possibility to secure insurance specifically designed for professional automotive appraisers.

As the conference drew to a close, Tony Monopoli announced the AAAIC first inductee into its Hall of Fame. The AAAIC honored Steve Ferguson its first inductee. The AAAIC choose him for his effort to unite the Appraisal industry by instituting the NADA Advisory Board for the Classic, Collector, and Special Interest Car Appraisal Guide and Directory.

The idea to include industry contributors on an advisory level shows their dedication to achieving accurate guide prices.

Thanks to Steve: and his publisher, Don Christy Jr. for allowing it.

The IAAA also announced its 2004 MVP (Most Valuable Person) award. The MVP is awarded to a deserving member whose efforts benefit the association, its members and the appraisal industry itself.

Lance Coren was awarded the coveted IAAA MVP 2004.

His yearlong effort to promote the IAAA and his contribution as the AAAIC co chairperson merited the award. Lance and Nephew Max Killinger are also responsible for the AAAIC website.

Congratulations Lance!

The IAAA kicked off a yearlong celebration of its 10th anniversary by honoring Robert Lorkowski, Jeremiah Lee Larson and Tony Monopoli as Founding Members who were in Attendance.

Congratulations Members and Founders of the IAAA, Your Participation has made this possible.

The LA Auto Show by Lance Coren

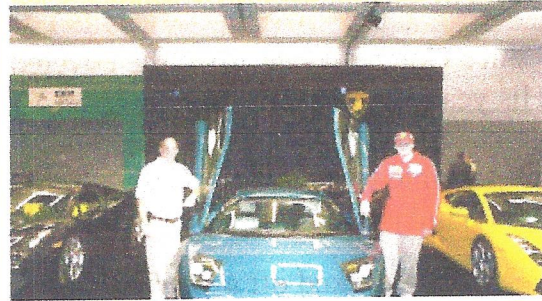
The 2004 Greater Los Angeles Auto Show Media Days opened December 29th to a flood of automotive journalists, worldwide television crews and automotive VIP's. There were media breakfasts and lunches put on by the Motor Press Guild, Acura and Mercedes-Benz. Most all of the manufacturers that market vehicles in the United States had displays at the event. The glitz and glamour of fast, exotic sports cars was visible at the Ferrari/Maserati, Bentley, Saleen, Lotus, Panoz, Lamborghini and Brabus stands that were located in the Concourse Hall. The Porsche exhibition was located in Petree Hall and featured the new Carrera GT. The Rolls Royce Marque was absent?

The Saleen area was composed of a 2003 S7, a Thunderbird, a Mustang and a Focus. The silver S7 looked glorious in its entire splendor and it is always a treat to view one of these carbon fiber 427 cubic inch powered beasts.

The Lotus area was full of new Elise's in all the available colors with and without targa tops installed. The bodywork looks neat and the small cockpit is suited for the short and slight of build. The word bantered about was that 100's of deposits for these cars are already in the hands of Lotus dealers. All the prospective buyers are sure to be waiting with baited breath. It really looks like a neat piece of English craftsmanship that smells like a hit, without even being on showrooms or in garages.

The Lamborghini section was tended by people from Orange County Lamborghini (Platinum Motors) and the famous Lamborghini Beverly Hills. There were 2 Gallardo's (Black 6-speed & Yellow-e-gear) and a 40th Anniversary Murciélago in "slap me bright blue metallic". The representatives assisting the press were the most gracious and accommodating of all the exotic and ultra high-line manufacturers present. Their knowledge of each car down to the smallest detail amazed.

IAAA/SEMA/ARMO Tradition
Bring A Kid to A car show.
Lance Coren and Max. He is a fifteen-year-old Ferrari-----Aficionado



Brabus gets an A-A--A grade for effort, presentation and assistance. The A-Class model is the exception, but it is not marketed in the U.S.. The Brabus is known for superior quality, workmanship and power plants.

Two Arnage models and a silver Continental GT adorned the Bentley display. The GT was displayed with all the pomp and circumstance that afforded automotive royalty. It was a sight to behold both inside and out. The waiting line for this \$150K 6.0L twin-turbocharged V12 powered 4WD 204 mph cruiser is, "out the door." Deliveries are to start early next year. The Bentley & Bugatti marques are really done right thanks to VW.

The Ferrari/Maserati display was awash with dueling Quattroportes, a Spyder and a Coupe Cambiocorsa, a 575M Maranello, 360 Spider F1 and the 360 Competition Stradale. The numerous overhead LCD screens showed racing videos that covered Ferrari and Maserati competition venues from the 1950s to the present. The exhibit also showcased engines and hanging racks of multi-colored leather hide options. The Ferrari/Maserati personnel were quite technically helpful. It was unfortunate that the upcoming 612 Scaglietti was not on display in LA, but the entire exhibit still rated an A+ in my book. The fiftieth anniversary of Ferrari's presence in North America kicked off on December 2, 2003. They were in New York with a sneak preview of the 612 Scaglietti for the network of dealers in the United States and Canada and Ferrari's top North American customers. The number one name in automobiles still appears to be firmly planted. The celebration of Fifty Years of Ferrari in North America is off and running. America is still the top world market for the Prancing Horse. Inside each Ferrari sold in the United States in 2004 there will be a special plaque celebrating this anniversary.

The year's celebration will begin at the end of January 2004 with the traditional Cavallino Classic in Florida, and will continue throughout the year with significant events at each of the major Auto Shows that Ferrari attends. The celebration culminates in the Pebble Beach Concours d'Elegance in August, where Ferrari will be the featured manufacturer of marques.

The Ferrari Club of America will collaborate to organize special events to make 2004 a Speciale year for their clubs Marque.

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