

Classic Car News

Read All About It!



Barrett Jackson

The world waits patiently for January 2010 just to see if they can pull it off.

We watch every episode of Barrett Jackson's on *Speed!* and being in the catbird seat is so special, I thought our CCN readers would get a kick out of this awesome photograph.

Mark Gellmen & Steve Davis in the Cat Bird Seats

My Opinion by Tony Monopoli: Can I get it right again?

CCN attended the 2008 BJ Auctions in West Palm Beach, FL, Las Vegas, NV and 2009 Scottsdale, AZ. We also attended the SEMA show in Las Vegas and the Hot Rod & Restoration Trade Show in Indianapolis, IN, along with the Greenwich Concours d' Elegance in CT.

Watch the IAAA Banner at Auto-Appraiser.com for '2010 Events

MY OPINION by Tony Monopoli

All eyes are looking toward West World in Scottsdale, AZ. Will they cry from joy or sadness? Everyone in the world watches *Speed Live* to see what will happen, whether they expect failure or success. The financial world is still upside down, homes are worth a whole lot less, portfolios are very thin and our 401k has been cut to shreds. Will they buy or cry? Logically put, why not? Cars will be cheaper, right? Money is cheaper, if you can get your hands on it? What will they do? They bought for less at West Palm Beach. They bought for less at Las Vegas right?

So here we go, but *please don't throw any shoes at me!*

I said they would buy for less, cheaper cars that is, but the good ones will still bring fair money. The real story is *what is fair money?* I say the BJ gross would be down and I know you didn't see it but I told many an individual that after looking at the Barrett timeline that I felt the Barrett Jackson 2009 Scottsdale auction would gross \$65 million. I predict Barrett Jackson 2010 in Scottsdale will be up! How much is the question. My Mark will be \$69 Million. \$6 million over the 2009 actual gross.

My opinion basis is that the Barrett Jackson guys grossed \$100 million in 2006, \$112 million in 2007, \$88 million in 2008 and \$63 million in 2009

I think that "Team Craig" is still the king.

As Seen In CLASS CAR NEWS of Dec 2004

Outstanding sales results create controversy with collectors. Some are offended by the upsurge in prices, while they tickle others. Muscle cars showed no signs of weakness at auctions around the country and collectors had a fling with race cars, show cars and old timers from late 1800's and early 1900's. I have written about the interest in early 20th century iron since the year 2000, so this was not a surprise to me. One hundred years old and counting spur "antique" collector interest.



Here is the timeline I looked at before I formed my opinion.

BARRETT-JACKSON AUCTION COMPANY TIMELINE

1971 - Tom Barrett and Russ Jackson presented a car show called, with the appropriate flair, "Fiesta de los Auto Elegantes." The event, held at Scottsdale Ball Park, was a fundraiser for local charities, including the Scottsdale Library.

1972 - Barrett and Jackson combined their talents to present the first classic car auction at the Safari Resort in Scottsdale, AZ, featuring classics from their individual collections. Barrett's Mercedes 770 Phaeton chiseled industry headlines, selling for \$153,000 and grabbing the attention of collectors worldwide. The sale and the inaugural event thrust the Barrett-Jackson name into international prominence. Sales volume for the year neared \$600,000 and attendance at the two-day event reached 3,000.

1980 - Barrett-Jackson expanded to a four-day event.

1987 - First car to sell for more than \$1 million; Andy Granatelli purchases a Duesenberg Derham Tourister.

1989 - Barrett-Jackson relocates auction to its current location WestWorld in Scottsdale, Arizona. Attendance reached 50,000.

1989 - Auction achieved sales volume totaling \$29 million.

1990 - A 1932 Hispano-Suiza J12 Binder and a 1938 Bugatti Type 57S Atalante were each purchased for \$2 million, the highest selling price to date. The auction achieved highest sales total, \$37.3 million. Attendance increased to more than 60,000 spectators.

1992 - The Robb Report magazine is named as first corporate sponsor.

1993 - Russ Jackson passed away shortly after the Scottsdale Auction. The collector car world was greatly saddened. Barrett-Jackson Auction Company is headed up by sons, Brian Jackson and Craig Jackson.

1994 - Tom Barrett retired.

1995 - Chrysler Corporation signed as title sponsor.

1995 - Brian Jackson succumbed to cancer and passed away, surrounded by friends and family. Craig Jackson took over the reins and led Barrett-Jackson to even greater successes with an aggressive plan of growth, expansion and hi-tech innovations. Revenues reached \$14 million.

1995 - Internet coverage of the auction is introduced.

1996 - Barrett-Jackson celebrated its 25th anniversary.

1997 - *The Speedvision® Network* produced live coverage of the Barrett-Jackson Classic Car Auction. The event was the first-ever collector car auction to be televised live.

1998 - \$17 million in sales, a 65% sales success ratio and over 100,000 spectators highlighted the Scottsdale event, as well as cyber-simulcast on the Internet, a bidder liaison service and the introduction of an international-designer fashion show.

1999 - The annual affair featured \$22 million in sales, nearly 800 cars, a 77% sales ratio and 125,000 attendees. Barrett-Jackson also introduced a four-day Desert Classic Road Rally prior to the auction.

2000 - Barrett-Jackson moved into new headquarters and showroom facility, the former Max of Switzerland Rolls-Royce dealership, in Scottsdale, Arizona.

Legende et Passion Auction was held in Monaco on May 27th during the bi-annual Monaco Historic Grand Prix. Producers Barrett-Jackson and London based Coys of Kensington proved that combining the finest quality entries at a highly visible venue leads to a very successful sale.

2001 - 30th Anniversary of Barrett-Jackson. City of Scottsdale proclaimed Barrett-Jackson week. The auction achieved \$26.7 million in sales and a record 83% sales rate. 150,000 attendees visited the auction over four-days.

2001 - The Barrett-Jackson Auction Company (www.barrett-jackson.com) received one of the prestigious Forbes "Best of the Web" Awards for the collectible cars category in the Spring 2001 Forbes.com Best of the Web magazine.

2001 - Nearly 200 classic, collectible, vintage, sports and special interest cars crossed the auction block on Father's Day weekend as Barrett-Jackson Auction Company kicked off its very first Barrett-Jackson Auction at the Petersen Automotive Museum on June 15 and 16 in Los Angeles. The Michael Keaton Batmobile from the Batman Returns movie sells for \$175,000.

2001 - Barrett-Jackson teamed with the world's largest toy manufacturer, Mattel Inc., to introduce a line of Matchbox Collectibles featuring some of the exceptional classic and collectible vehicles that have actually crossed the auction block over the years at the famed Barrett-Jackson Auction.

2002 – *SPEED Channel* television network aired 10 hours of live coverage of the Barrett-Jackson Scottsdale Auction.

2002 - Barrett-Jackson defied economic uncertainties at its 31st Annual Scottsdale Auction. Of the nearly 800 cars, and an extensive collection of racing and automotive memorabilia consigned to the auction, an impressive record-breaking 87% of the lots were sold pushing total sales volume to \$26.9 million. The auction included the Race Rock Las Vegas collection of racecars and race memorabilia. Top sales included the Saleen S7 Factory Prototype and a Ford GT40 race car.

2002 - Barrett-Jackson Auction Company received the Sterling Award for Small Business given by the City of Scottsdale Area Chamber Business Alliance at the 16th Annual Sterling Awards. The Sterling Award for small business recognizes companies of less than 200 employees that have demonstrated success through innovation, quality and professionalism and a commitment to community projects.

2002 - Barrett-Jackson announced its expansion with a new auction to be held during April 2003 in Palm Beach, FL. The new event, to be held at the South Florida Expo Center, will be conducted in association with Manheim Auto Auctions, a wholly owned subsidiary of Cox Enterprises, Inc.

2003 – The 2003 Auction kicked off with the Opening Night Gala and 80th birthday celebration for automotive icon Carroll Shelby. Recognizing his contribution to the automotive world, Shelby was joined by legendary drivers Dan Gurney, Bob Bondurant, Parnelli Jones, Arie Luyendyk, Augie Pabst, Bobby Unser and Bobby Rahal. Shelby received a commemorative trophy specially commissioned by Edsel B. Ford II and a birthday greetings letter from fellow Texan, President George W. Bush.

2003 - Hollywood celebrities, professional athletes, rock stars, legends from the world of professional racing and hundreds of thousands of car collectors and enthusiasts parked in Scottsdale for the 32nd Annual Barrett-Jackson Classic Car Auction. The highlight of the auction occurred when actor Don Johnson drove his 1970 Plymouth, Cuda Convertible from the "Nash Bridges" TV show onto the auction block with friend and series co-star Cheech Marin. The actors encouraged lively bidding activity that resulted in a record sale of \$148,500.

2003 - Sale of auction feature car, a rare 1957 Jaguar XKSS Roadster, tops auction results at \$1.1 million.

2003 - Barrett-Jackson announced that Dodge-Chrysler-Jeep, the American Brands of DaimlerChrysler, would be the Title Sponsor for the inaugural Barrett-Jackson Palm Beach Classic Car Auction on April 11-13, 2003 in Palm Beach, Florida.

2003 - Mattel released new editions of the Matchbox Barrett-Jackson Collection.

2003 - Inaugural Palm Beach, Fl auction a success with 60% sale rate and \$6 million in sales.

2003 - Third annual Barrett-Jackson Auction at the Petersen Automotive Museum achieved a 57% sale rate with \$4.2 million in sales. Top selling cars: 1923 Mercedes 28/95 Targa Florio at \$728,000 and a 1963 Ferrari 400 Superamerica at \$432,000.

2003 - Barrett-Jackson Auction Company along with *SPEED Channel* announced the "Barrett-Jackson Bucks" Sweepstakes presented by Hagerty Classic Insurance, in which one lucky winner will receive \$50,000 in Barrett-Jackson Bucks to bid on a dream car at the January 2004 Auction.

2004 - Barrett-Jackson and Hublot collaborated to create a special limited edition classic edition watch series.

2004 - *SPEED Channel* expanded live coverage of the Barrett-Jackson Auction to 15 hours, including for the first time, coverage of Thursday auction.

2004 - 33rd Annual Scottsdale Auction reached unprecedented success as the most successful Barrett-Jackson Auction to date. Sales soared to \$38.5 million and attendance hit 185,000 over the four-day period. Of the 762 cars crossing the auction block, 744 are sold for a record 98% sales percentage. The top selling car at the auction was an award-winning 1938 Lincoln Zephyr V-12 Coupe Street Rod at \$432,000.

2004 - *SPEED Channel's* live, three-day airing of the auction was a Nielsen ratings hit for the network.

2004 - *SPEED Channel* debuted the 26-episode reality show *Barrett-Jackson Car Search*. Three teams – Los Angeles, Dallas, and Atlanta - each with \$100,000 budgets, bring a taste of reality TV to the world of classic car collecting.

2004 - General Motors announced sale of 35 Special Vehicles to be sold, No Reserve at Barrett-Jackson's Palm Beach Auction. The featured vehicles included Pace Cars driven by Parnelli Jones, Chuck Yeager and Jay Leno; a 1985, Live Aid Concert car signed by Ozzy Osbourne, Tom Petty, Teddy Pendegrass, the Beach Boys and other artists; and a unique selection of other GM Show Cars, Concept and Development Vehicles, Race Cars and Support Vehicles.

2004 - Second Annual Barrett-Jackson Classic Car Auction in Palm Beach doubled sales results. 302 cars sold, totaling \$11.8 million. Top price on the auction block was \$302,400 for a 1956 Mercedes Benz 300SL Gullwing Coupe. The 1958 Plymouth Fury, featured in the John Carpenter movie *Christine*, sold for \$167,400.

2004 - Thomas W. Barrett III, one of the greatest names in the world of classic cars and co-founder of the Barrett-Jackson Auction Company, passed away at the age of 75.

2004 - Nellie Jackson, matriarch of the Barrett-Jackson Auction Company, is honored with a Treasure of the Hobby Award at the prestigious annual Meguiar Awards held at the Kodak Theatre in Hollywood.

2004 - The City of Scottsdale commissions economic impact report that indicated the Barrett-Jackson Scottsdale Auction generates \$74.1 million in local economy, and tops all

signature events conducted at West World. Barrett-Jackson/*SPEED Channel's* "Barrett-Jackson Car Search" reality TV show wraps up the first season, with team Atlanta winning first place. \$100,000 was raised for the McPherson College.

2004 – Barrett-Jackson announces expansion of the Scottsdale January 2005 Auction to five auction days with 24 hours of live coverage by *SPEED Channel*.

2005- The 2005 Scottsdale Auction was the most successful auction to date with record-breaking sales in numerous categories, and overall sales totaling \$61.7 million. A 1954 Oldsmobile F88 General Motors concept car made history with an all-time winning bid of \$3.24 million, including bidder's fees.

2005 – Childhelp USA® was the primary charitable beneficiary of the 2005 Scottsdale Auction. More than \$1.75 million was generated for Childhelp USA® and various other charities through several events held during the auction week. Other charitable organizations that received donations were: Tsunami relief, cancer research, McPherson College and the Make-a-Wish Foundation of Arizona through car sales. All fees and commissions were waived by Barrett-Jackson on these vehicles.

2005 – The 3rd Annual Palm Beach Barrett Jackson Collector Car Auction is considered to be one of the fastest growing auctions. In what is becoming a signature of Barrett-Jackson Auctions, is the offering of a star-of-the show. Howard Hughes' 1953 Buick Roadmaster was sold for \$1.62 million, a record for the sale of a Buick.

2006 – The 35th Anniversary Barrett-Jackson Event smashed all previous records held by the company, including total sales which escalated to over \$100 million. In addition, a Harley Earl-designed 1950 General Motors Futurliner concept bus took in \$4.32 million, the most ever paid for a vehicle at a Barrett-Jackson Collector Car Event. With an estimated 225,000 people in attendance during the event and an average of 781,000 households tuning in on *SPEED Channel* during its 33 hours of live coverage, this was the most widely viewed Barrett-Jackson event in company history.

2006 – An estimated \$2.5 million was raised for children's charities including ChildHelp USA® and other deserving charities, through the Drive the Dream gala and numerous car sales. Several vehicles crossed the auction block with consignors donating portions or all of their proceeds to various charities including: Carroll Shelby Children's Foundation, the Darrell Gwynn Foundation and the Make-a-Wish Foundation.

2006- Riding the momentum of incredible world record sales in Scottsdale, the 4th Annual Barrett-Jackson Palm Beach Collector Car Event didn't disappoint. Throughout the event, over 50,000 enthusiasts watched bidders compete for 583 exceptional collector cars. A new record sale was set by the 1947 Bentley Mark VI Coachworks by Franay. Considered by many to be one of the most famous post-war Bentley's ever built, it became the highest priced vehicle ever sold at a Barrett-Jackson Palm Beach Event when it sold at \$1.728 million, including bidder's fees.

2006 -The 2006 Scottsdale event produced a total economic impact of \$96 million in the valley.

2007 - Barrett-Jackson names Steve Davis president of the company.

2007 - Total sales at the Scottsdale Auction reach nearly \$112 million and attendance soars to a record 250,000 for the week. More than 1,200 cars were sold including a 1966 Shelby Cobra 427, Carroll Shelby's Personal Supersnake, which went for \$5.5 million, and the only two Dodge Firearrow Convertible concept cars left in the world, which sold for \$1.1 million each.

2007 - Barrett-Jackson holds its inaugural Rock-N-Roll Memorabilia Auction, where one-of-a-kind pieces from the world's most influential musicians were auctioned off, reaching a total of \$1.7 million.

2007 - Barrett-Jackson raises more than \$4 million for local and national charities, far surpassing last year's record of \$2.5 million. Local efforts were kicked off with the annual ChildHelp® Drive the Dream Gala which raised \$1.5 million in just one night. One of the biggest donations of the auction was the sale of the 1993 Hummer H1 "CNN's Warrior One" that fetched \$1 million with proceeds going directly to The Fisher House. Other charities also benefited from numerous proceeds or donations such as: The Carroll Shelby's Children's Foundation, the Darrell Gwynn Foundation, the Juvenile Diabetes Research Foundation, VFW Charity, McPherson College, New Beginning's Destiny, Arizona Highway Patrol's RAID Program and the Chip Miller Foundation.

2007 - In March, Barrett-Jackson plays host to over 65,000 guests at the 2007 Palm Beach event. Sales eclipse \$32 million at the 5th annual auction, thanks to impressive winning bids of \$330,000 for the first Foose Coupe available to the public and \$250,000 for the first Ford Shelby GT-H Convertible. In addition to premium lots, Barrett-Jackson focuses on adding more entry level and midrange collector cars to the docket, making the 2007 Palm Beach auction the most diverse in the company's history. The annual South Florida event raises over \$500,000 for various local and national charities.

2007 - In late September, Barrett-Jackson announces that Portland-based private equity firm Endeavour Capital has made a significant minority investment in the company. The partnership creates new capital for expansion and helps reinforce Barrett-Jackson's leadership in the collector car hobby.

2007 - During a monumental party at the House of Blues at Mandalay Bay in Las Vegas, Craig Jackson announces that Barrett-Jackson will produce a third auction in Las Vegas.

2008 - The third event gives Barrett-Jackson the one-and-only "Triple Crown" of car collecting.

2008 - Total sales at the annual Scottsdale auction eclipse \$88 million. A record 280,000 people attended the auction, shattering Barrett-Jackson's attendance records. Ford, General



Motors and Chrysler auction their latest performance vehicles at No Reserve and raise nearly \$2 million for charities. The 2008 Ford Shelby GT500KR goes for \$550,000, the 2009 Chevrolet Corvette ZR1 for \$1 million and the 2008 Dodge Challenger for \$400,000. Additional top sellers include the 1963 Pininfarina-bodied Chevrolet Corvette “Rondine” for \$1.6 million and the 1963 Ford Thunderbird “Italien” for \$600,000.



(Warren Johnson, Barrett Scottsdale 2008)
 Warren Johnson’s 1987 Ness Oldsmobile Firenza racecar, pictured above, sold for \$99,000 at BJ Scottsdale 2008. Johnson, a legend in NHRA stock car racing, made history by breaking the 180mph, 190mph and 200mph speed barriers. This car was restored to its original condition by Johnson. Additionally, an international search team was formed to find a few of the missing original parts for the racecar. Some considered this model the most authentic NHRA Pro Stock car

available for auction to date. That made it a historic offering by itself. Finally, this Firenza is the only one known to still be in existence today.

2008 - Demand for automobilia skyrockets as sales increase an astounding 47% to \$851,000, when compared to 2007. Total sales via the Internet are \$2,464,525, doubling the total from Scottsdale in 2007; the number of cars sold to online bidders also increases by 45%. The Barrett-Jackson Showroom Pavilion, where cars are sold at set prices, enjoys enormous success, selling 34 cars for a gross total of \$1,879,157.



1st Las Vegas 2008

2009 - The Barrett-Jackson Auction Company exceeded industry-wide expectations by recording more than \$63 million in sales during the 38th annual Scottsdale auction. From Jan. 11-18, 2009, the all no reserve auction featured an eclectic offering, including a 1929 Ford 4-AT-E Tri-Motor airplane that sold for \$1.21 million and the "first production" 1955 Ford Thunderbird that fetched \$660,000. Despite an uncertain economy, numerous Barrett-Jackson records were set, including \$220,000 for a 1959 Chevrolet Corvette convertible, \$250,000 for a 50th Anniversary Hurst Performance 2008 Dodge Viper and \$137,500 for a 1970 Ford Mustang Boss 302 fastback. Hailed as "The World's Greatest Collector Car Auctions™," the 2009 Scottsdale event featured over 1,100 collector vehicles and 40 hours of live, high-definition TV coverage on *SPEED*. For the third consecutive year, more than 200,000 people attended the Scottsdale auction. "The collector car community enjoyed another stellar Scottsdale event at Barrett-Jackson," said Craig Jackson, Chairman/CEO of Barrett-Jackson. "It was truly a celebration of our hobby and its resiliency. Sales were solid from start to finish and exceeded expectations. Barrett-Jackson was an oasis for hundreds of thousands of people looking to escape the economic headlines and enjoy some amazing cars in beautiful weather." The rare Tri-Motor Aircraft, one of only a handful known to be in existence today and extensively restored by aviation expert, Bob Woods, has led a storybook existence, including being shot during the World War II attack at Pearl Harbor. The Thunderbird that was sold is also overflowing with provenance, as it is documented by Ford Motor Company as No. 1 and represents the birth of Ford's sports car program. In addition to the top sellers, Barrett-Jackson offered a healthy collection of entry level to mid-range cars. With nearly 70% of all purchases made by new buyers, these vehicles served as the nucleus of the 2009 event. The diverse docket also catered to buyers planning to spend conservatively in today's economy. "Our customers asked us to offer more mid-range vehicles this year," noted Steve Davis, president of Barrett-Jackson. "And the solid sales performance demonstrates the wisdom of our approach. While the Tri-Motor and Thunderbird were highlights of the week, collectors really responded to cars in the \$50,000 to \$150,000 price range. We're cognizant of the current economic conditions and made sure to offer something for everyone." Barrett-Jackson joined forces with General Motors to offer a select group of vehicles from the GM Heritage Fleet, which was embraced by the company's diverse clientele. "The General Motors Offering represented an opportunity for collectors to own a piece of GM history," continued Davis. "An example was the show-stopping 'Blackhawk' concept that went for more than \$500,000.

Many of the vehicles from the GM offering exceeded our original estimates, validating this once-in-a-lifetime opportunity.” Barrett-Jackson continued to elevate into a passion-filled lifestyle experience, including celebrities in attendance and more than 350 exhibitors, ranging from luxury to mainstream products and services.

The passion and enthusiasm for the car collecting hobby and the lifestyle it represents remains healthy, despite the current economy. Additionally, Barrett-Jackson helped raise more than \$4.4 million for various charitable organizations during the 2009 Scottsdale auction with the help of Richard Petty, Rusty Wallace, Goose Gossage, Bill Goldberg, Reggie Jackson and Robert Yates, among others. “The Scottsdale auction was a success on many levels,” added Jackson. “People are already asking for bidder and consignment applications for our Palm Beach event in April. Everyone involved in this fantastic week would agree that the collector car hobby continues to be healthy.” The top 10 cars sold in Scottsdale include: 1929 Ford 4-AT-E Tri-Motor airplane – \$1.21 million (Lot #1307) 1955 Ford Thunderbird convertible “Production No. 1” – \$660,000 (Lot #1295) 1996 Buick Custom “Blackhawk” – \$522,500 (Lot #1303), 1970 Plymouth Superbird custom tribute – \$501,100 (Lot #1289), 2006 Chevrolet Monte Carlo NASCAR “Jeff Gordon’s” – \$500,000 (Lot #1274), 2005 Saleen S7 Twin-Turbo 2-door coupe – \$412,500 (Lot #1305), 2009 Ford Mustang FR500CJ Cobra Jet prototype – \$375,000 (Lot #1333.1), 2010 Chevrolet Camaro “First Retail Production” – \$350,000 (Lot #1316), 1969 Chevrolet Camaro ZL-1 COPO coupe – \$319,000 (Lot #1277.1), 1969 Chevrolet Camaro Yenko COPO coupe – \$297,000 (Lot #1278). With strong sales last week in Scottsdale and a successful inaugural Las Vegas auction last October, Barrett-Jackson has recorded over \$90 million in sales over the last four months. The company is taking consignments for Palm Beach as it carries forward the momentum of the car collecting passion exhibited by its performance in Las Vegas and Scottsdale. The 7th Annual Barrett-Jackson Collector Car Auction in Palm Beach, Fl., will be held April 9-11, 2009.



Is he a fallen hero or is Jay Leno the Fall Guy?

We rarely see Jay Leno, ‘Car Guy,’ in in the news for the wrong thing and we should have all heard about Jay Leno’s Duesenberg ultimate barn find by now.

But Jay got more than just a Duesenberg. Jay is named in a lawsuit over the events that took place to get that Duesenberg. The car was acquired through a mechanics lien process for non-payment of garage rent.

I am familiar with the mechanics lien process because I provide the service of title acquisition that stem out of them. I can tell you that the process is legal and a necessity. It requires every ‘I’ to be dotted and every ‘T’ to be crossed to be assured that it sticks.

The process of procuring a title for vehicles that have a mechanics lien on them is something that requires patience and perseverance to achieve. The fact is, states are reluctant to take a side and issue titles, so they look at everything related to the process, hard and long before issuing titles. You must follow procedures that are clearly laid out in state regulations.

I believe this case is in the limelight since the car is a Duesenberg and the buyer was Jay Leno. The outcome of this suit will make interesting reading for collectors and people who provide the service of procuring titles based on these mechanics liens.

The service is valid for mechanics with a need to be paid for their services and for garage owners who need to legally get their space back without getting a headache. Good Luck Jay!

The Future is Now

A harsh reality of the collector car business is the fact that, in the future, there will not be any more cars left to restore. Aficionados may choose to revamp a car they may have already restored, changing a color scheme and interior, and continually tinkering with the engine, but to keep this hobby and business alive, the youth of America has to get involved.

Over the past year, Mario Monopoli, the son of Classic Car News editor Tony Monopoli, began getting involved in the family business. Tony, with over 45 years of experience in both restoring and appraising classic cars and trucks, is now teaching his son the ropes. Mario is one of the newest apprentices of the International Automotive Appraisers Association and is quickly learning everything he can from his father. From attending car shows and auctions, to accompanying his dad on trips to appraise vehicles, he's like a sponge, absorbing everything he can. "Sometimes it can be overwhelming," said Mario, about the amount of information there is to learn. "My dad's had a lifetime to learn everything he knows, and now I'm trying to play catch-up. It's a lot, but I know it will be well worth it in the end."

Getting family members involved in the business is a common theme these days. You need look no further than the I.A.A.A. In addition to Tony and Mario, there are two other father-son duos in the organization. In California, there is the team of Howard and Jeff Hyman, and Robert and Robert Lojewski Jr. of Illinois. The elder Monopoli believes that father-son duos are going to continue to increase in the next few years. "Getting kids interested in the collector car business doesn't have to start with an appraisal," says Monopoli. "There are countless local car shows you can bring your kid to throughout the year all across the United States."

Tony's idea is shared by many, including AACA, the Antique Automobile Club of America, ARMO, the automotive restoration market organization. A branch of SEMA (specialty equipment market association), ARMO deals directly with automobile restoring, and one of their initiatives is to get young people interested in classic cars. They have started a website urging the involvement of youngsters (www.takeakidtoacarshow.com).

“Everything that AACA, ARMO/SEMA is trying to do is for the future of the business and the hobby. It’s a part of American history, and it’s something that needs to be passed on to the next generation,” said Tony Monopoli.



The Antique Auto Club of America encourages youth participation as Monopoli encouraged son Mario to volunteer.

But Monopoli isn’t just talking the talk. The organizations he’s involved with offer internships at various events around the country. And not only does he bestow his knowledge and enthusiasm for the car business to those interns, he makes sure they get their hands dirty.

At the SEMA show, intern Erik LaBar of Ferris State University got to meet industry legend ‘Speedy’ Bill Smith. Smith is credited with opening the very first speed shop, Speedway Motors (www.speedwaymotors.com) in Lincoln, Nebraska, back in 1952.



“It’s these types of experiences that are going to get the younger generation hooked on the hobby,” added Monopoli. “I’ve been in the business for nearly my whole life, and I still get thrills by the things I’ve experienced. Just a year or two ago, I interviewed Carroll Shelby while we both sat in the front seat of a brand new Ford Mustang. How cool is that?” Another great opportunity for college students is the SEMA Show Student Program. It offers principals of

SEMA-member and SEMA Show exhibitor companies with an excellent opportunity to serve as positive role models, and to observe qualified, dependable and productive potential employees at the show. Participating students represent some of the brightest, most promising individuals in automotive aftermarket careers. SEMA Show exhibitors are invited to host a student during SEMA Shows. Depending on the length of time a student will be attending the show and the number of show exhibitors participating in the program, most students will be given the opportunity to spend quality time in an exhibitors’ booth. Every effort will be made to assign students to companies that closely correspond to that individual’s area of study or personal interests.

“There are definitely more opportunities to get involved now than years ago,” added Monopoli. “You just have to go out and take advantage of them.” The future of the business and hobby of classic cars, hot rods, muscle cars and everything related to them is dependent upon the interest of the next generation. With the opportunities being offered by SEMA/ARMO, the I.A.A.A. and other organizations, young people have a myriad of options to choose from when getting involved. It just takes that first step, whether it’s building a model of a classic car like the 1967 Ford Mustang Shelby GT500, or attending a car show with your dad.

IAAA Members in the CC.N



Lance Coren points out his Trans Am Mustang that broke the world sales record at Russo Steele in 2001

Lance Coren, BJ Las Vegas 2008)

IAAA member, Lance Coren is seen standing alongside the Ford Motor Sports Display Truck.

He is pointing at the Mustang Trans Am racer on the side of the truck that he owned.

The life size graphic adorns the side of the Ford Racing Display Truck, which was parked at the Barrett-Jackson Las Vegas auction in 2008.

Cool Lance



From August 2001 CCN V2

The Russo and Steele auction brought out some interesting muscle. Drew Alcazar is very familiar with these racecars and hot rods. The auction ended on schedule, even though he spent plenty of time describing each vehicle, its owner and history.

The 1969 Mustang Trans-Am racecar in this photo belonged to IAAA member Lance Coren.

The Classic Car News Index

CCN JUNE Volume 1

Classic Car News coverage of Barrett-Jackson's 30th Anniversary, the first eBay-Kruse auction and the International Automotive Appraisers very first west coast meeting.

August 2001 CCN V2

Classic Car News coverage of the Russo/Steel auction made its debut, more on the Scottsdale auctions and a Trans AM Mustang sells for \$319,000 at the R/S Monterey auction

2001 - Volume 3

Classic Car News coverage of the *Face-Off* starts with *Greenwich vs.. Pebble Beach* and *you decide the winner*. They came to the Monterey Peninsula to attend the Monterey Vintage Race at Laguna Seca Raceway...PB's own vintage car road rally and the Concorso Italiano at the Quail Lodge...Bonham's & Brooks, Christie's, R & M and the Russo Steele auctions also help draw these crowds...Hot Rods at Pebble Beach.

January 2002 - Volume 4

Classic Car News coverage EAST vs. WEST Concours d'Elegance, Greenwich vs. Pebble Beach continued, West Coast coverage includes Concorso Italiano, Russo/Steele and we go east to Fall Hershey, Spring Carlisle and The AACA Trade Show...Barrett-Jackson, Russo/Steele and R & M Arizona auctions...The CCN timeline was about the Bad Three...recession, terrorist attacks and the war.

March 2002 - Volume 5

Classic Car News coverage provides the first look at Barrett-Jackson 2002 and the 140K 67 Corvette...My Opinion declared that soothsayers would have you believe that all the prices were on cloud nine, but look carefully at the result sheets and weep---you missed a lot of good deals. Barrett-Jackson won the highest sell-through award again...without reserve! I gloated because the Arizona auctions had something for the collector, investor and dealer (something for everyone)...I am gloating because I told you so!

June 2002 - Volume 6

Classic Car News coverage provides a photo that could be a scene in Italy *or* Concorso Italiano at the Quail Lodge...**Mr. Sergio Pininfarina** was on hand to sign autographs... Appraisals vs. Pre-Purchase Inspections...**My Opinion-** Was this a theme that you heard others using after TM said it? Is the upsurge in classic car buying a result of passionate collectors, or have these factors caused investors to see classic cars differently?

September 2002 Volume 7

Classic Car News coverage provides a take on the Shape of the Car Market vs. the other Markets... Greenwich Concours d' Elegance...the Maybach Global Premiere...Mr. Lance Coren Reports on Monterey 2002!

March 2003 - Volume 8

Classic Car News coverage provides an article about *Shelby*... Then read my *Corvette Fever* article, which started out by asking, "Can you name a British sports car that utilized an American drive-train and was sold by Carroll Shelby?"...If you think the answer is Cobra, guess again.

July 2003 - Volume 9

Classic Car News coverage included an article about the **1st East Coast Barrett-Jackson Auction**...Guess what the sell through was...SEMA IAS L.A. *Future Classics Coverage*...the 9th annual *Greenwich Concours d' Elegance*.

December 2003 - Volume 10

Classic Car News coverage provides an article about **Jay Leno's 1956 Buick** in the 2003 GM Display at SEMA...the IAAA announces the *First All Auto Appraisal Industry Conference*...eBay interview...the publisher of the NADA Classic & Collector Guides gives his take on the market...SEMA show review...Jack Roush (Cat In The Hat) at SEMA.

March 2004 - Volume 11

Classic Car News coverage provides an article about an inside view of the 33rd Barrett-Jackson Auction and their top 25 sales...Chip Foose unveils his latest creation...the All-Auto-Appraisal-Industry-Conference... *My Opinion* was right by calling the Barrett-Jackson Auction the market barometer...Read what the editor of the NADA Collector Car Price Guide said...We discuss the chatter of Nuevo Collectors... and info on a gentleman who cornered the market on Callaway Corvette.

December 2004 - Volume 12

Classic Car News coverage headline is "*Can You Top This?*"...The question is when and where? If you know the answer, tell me?...IAAA announces Russo/Steel seminar-*Is it all about REALITY AUCTION TV?*... Barrett-Jackson West Palm Beach Florida 2004...a week of Monterey by Lance Coren...a second '69 Ford Trans-Am Mustang breaks the previous world record by selling for *how much?*

August 2005 - Volume 14

Classic Car News coverage includes an interview with Steve Saleen...Barrett-Jackson Scottsdale...Coupe De Grace of the Barrett-Jackson West Palm Beach...the AAAIC All-Auto-Appraisal-Industry-Conference inducts Don Christy, publisher and CEO of the NADA Classic Collector Car Price Guides, inducted into the AAAIC Hall of Fame...Paris Mangelsdorf gives her view about the next generation of hot rods.

December 2005 - Volume 15

Classic Car News coverage includes Barrett-Jackson, NYC Auction, SEMA show and unveiling of the 2006 Motion Performance Camaro...*My Opinion*-Were Collector Cars at their top?...All-Auto-Appraisal-Industry Conference...the IAAA Russo and Steele Auction Seminar.

June 2006 - Volume 16

Classic Car News coverage includes Barrett-Jackson AZ and FL... Tony Monopoli interviews the legendary Carroll Shelby at the NYC 2006 Auto Show... IAAA Russo Steele Seminar Scottsdale... The All-Auto-Appraisal-Industry Conference... *the new auction in town springs into action at Carlisle.*

Spring 2007 - Volume 17

My Opinion by Tony Monopoli... Craig Jackson's Side of the Story... Pebble Beach, Concorso Italiano, RM, Russo and Steele, Gooding & Co. and Monterey... Shelby's toy and his mule sell on eBay!... Auto mediation-*Have your People Call Our People*... More Barrett-Jackson AZ "Sold-Sold-Sold"... Amelia Island-Is West Palm Woody-World?

**The IAAA
CLASSIC CAR NEWS
Box 338
Montvale, NJ 07645**

automotiveappraiser@yahoo.com

– Executive Editor A. V. Monopoli –

Contributors

Lance Coren

Staff Marion Monopoli

Staff Assistant Mario Monopoli

Associate Editor Matt Sedita Webmaster Tristen Mills