

RM SOTHEBY'S MAGAZINE  
WINTER 2018

# Shift

## ELEGANCE, SPEED, & VICTORY:

The Story of Alfa Romeo



Sotheby's

1921 Alfa Romeo G1

To be offered Friday, 19 January, at Arizona









## The Road Ahead

Celebrating Milestones and Reimagining the Future with RM Sotheby's



**IAN KELLEHER**

Chief Marketing Officer, *RM Sotheby's*

As RM's Chief Marketing Officer, Ian plays an integral role in overseeing the company's global creative and content strategy, including its corporate image, brand management, and marketing communications. With extensive experience and leadership roles as a sales manager and operational director, most recently serving as Managing Director of RM Sotheby's West Coast Division, Ian's ability to execute business strategies has been vital to the company's success in everything from holding specialized events and single-owner collection sales to organizing the ground-breaking New York auctions in both 2013, 2015, and 2017. Ian currently resides in his hometown of New York City, working closely with our partners at Sotheby's at their global headquarters on Manhattan's Upper East Side.

Dear Friends and Fellow Enthusiasts,

On behalf of RM Sotheby's global team, I am delighted to introduce to you our Winter 2018 edition of *SHIFT* Magazine. I hope that the close of 2017 marked a healthy and successful final chapter for all our clients, readers, and fellow automotive enthusiasts, and I invite you to join us in celebrating the exciting changes taking place at RM as we move into 2018.

In this issue we welcome friend, enthusiast, and affable expert-at-large, Donald Osborne, as our feature contributor on the cover story, "Elegance, Speed, and Victory: The Story of Alfa Romeo." With a deep and dramatic history that saw Alfa overcome obstacles and turn them into strengths, the manufacturer still, to this day, delivers drivers reliable, usable performance with personality that continues to stay true to the marque's rich and storied heritage.

In looking to the road ahead and the changes that inevitably take place with the beginning of each new year, we take a look at RM's recent integration with sister company Auctions America, which will see the RM Sotheby's Group host sales under two different banners—RM Sotheby's and RM Auctions—and allow the company to seamlessly serve all levels of the diverse and growing collector car market through one team. In addition to the two auction divisions, we will continue to provide the world's highest quality automotive restorations through the legendary RM Auto Restoration division; we will assist clients with all aspects of the financial side of the collector car industry with RM Financial Services; and finally, we will directly connect dedicated collectors with the world's finest automobiles through our RM Private Sales division.

In addition to features on some of 2018's upcoming auctions, we also include stories on connoisseurship and its applicability to the collector car; the importance of diversity in collections and the challenges and rewards that come with breaking away from the usual; and a celebration of the women who reign supreme with their own legacy as some of history's greatest drivers.

On behalf of the entire RM Sotheby's team, I hope you thoroughly enjoy our latest issue of *SHIFT* and extend my colleagues' very best wishes for a healthy and happy new year.

Warm regards,

*IAN KELLEHER*

Ian Kelleher  
Chief Marketing Officer, RM Sotheby's



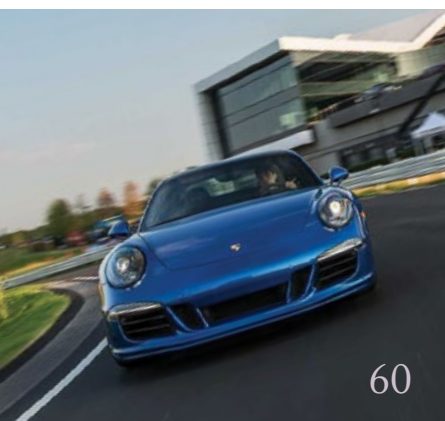
# RICHARD MILLE

A RACING MACHINE ON THE WRIST



TOURBILLON G-SENSOR RM 36-01  
SEBASTIEN LOEB

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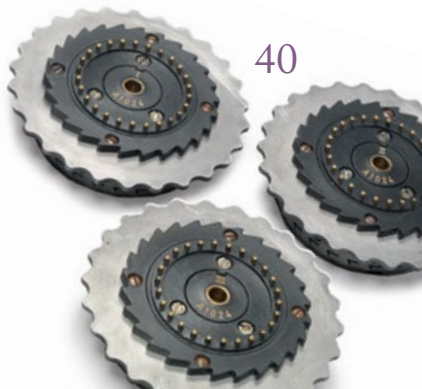
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# SHIFT

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INTERNATIONAL REALTY





# Wheels Keep Turning

MEGHAN MCGRAIL  
Director of Public Relations, RM Sotheby's



## Big Cats on the Royal Lawn

AS THE OFFICIAL auction house of the UK's Concours of Elegance, RM Sotheby's European team was on the ground at Hampton Court Palace throughout the weekend ahead of our annual London sale this past September. RM Sotheby's COO, Alain Squindo, spoke alongside Jaguar Land Rover Classic Director Tim Hannig about the release of the stunning XKSS continuation car on the lawn. While the Concours of Elegance has traditionally moved around to various royal palaces each year, the event will now be a fixture at Hampton Court Palace through 2021. Stay tuned for RM Sotheby's London dates coming later in 2018.

## A Blessed Lambo

Our own Augustin Sabatié-Garat, RM Sotheby's European Auction Manager, was invited to the Vatican in November for the unveiling of a one-of-a-kind 2018 Lamborghini Huracán RWD designed for His Holiness Pope Francis. Donated to the Pope by Automobili Lamborghini, the car was created by Lamborghini's customization department, "Ad Personam," in homage to the Vatican. The euro-spec special edition pays tribute to the colors of the flag of the Vatican City, painted in Bianco Monocerus with Giallo Tiberino details.

Signed and blessed by the Pope, it will be offered without reserve, selling to the highest bidder at our biennial Monaco auction at the Grimaldi Forum on 12 May. All proceeds from its sale will be donated to the Holy Father, who will allocate them accordingly to the Vatican's preferred charitable organizations.

## Better Together

THE RM SOTHEBY'S and Sotheby's partnership has continued to prove itself a winning combination across 2017, with further collaboration and cross-collecting efforts between the two companies throughout the calendar of events. Notably, RM Sotheby's Monterey sale featured a curated selection of watches and jewels from the Sotheby's team, as well as an onsite Shop Now collection within the auction tent. RM Sotheby's final sale of the year, ICONS, opened with a selection of vintages from the Sotheby's Wine team, and was held as a featured highlight of Sotheby's inaugural *A Life of Luxury* week in New York, offering the best of watches, jewels, wine, fashion, and cars.





**Sotheby's** EST. 1744

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## *A Bacon, A Lichtenstein, and a Ferrari F2001*

**I**n what has been called “an inspired gamble,” RM Sotheby’s successfully redefined the conversation surrounding car auctions executed in the same sphere as art sales for years to come with the record-setting \$7,504,000 sale of Michael Schumacher’s Monaco Grand Prix-winning Ferrari F2001 in Sotheby’s Contemporary Art Evening Auction on 16 November. A clear favorite within the \$310 million-plus sale, the F2001 was the first car presented in a Sotheby’s art auction.



The F2001’s whirlwind tour ahead of the Contemporary sale included stops in Hong Kong for Sotheby’s Autumn Sales week, Ferrari’s 70th Anniversary celebrations in New York, a visit to CNBC studios in New Jersey, a video shoot in Brooklyn, and two weeks’ display in the lobby of Sotheby’s Manhattan headquarters. In perhaps the ultimate culmination of the auction house partnership, the Ferrari was eventually sold following enthusiastic bidding to a private collector on the telephone—new to both RM and Sotheby’s—for a final \$7,504,000, more than doubling the previous record for a modern-era Formula One car at auction.

For the RM Sotheby’s team, one of the most thrilling aspects of the sale was seeing the car presented in an environment that exposed it to a wider audience beyond the traditional RM Sotheby’s auction. By no means were we trying to overturn the art world with the conceptual presentation of the car, but the pre-sale interest and final result are indicative of a greater appetite for collecting crossover and certainly signal the continued success of the RM Sotheby’s and Sotheby’s partnership.

In the end, Ferrari’s indisputable brand power, dominance in Formula 1, Michael Schumacher’s larger-than-life presence in motorsport, and the technological prowess of the F2001 came together in a singular opportunity that clearly struck a chord with collectors across the board.

A portion of proceeds from the sale of the F2001 have been donated by the former owner to Michael Schumacher’s Keep Fighting Foundation.



## Ferrari’s Big Apple Birthday Party

RM SOTHEBY’S joined in celebrating Ferrari’s 70th Anniversary in New York City, 7–8 October, sourcing 10 iconic automobiles across seven decades selected by the legendary marque to Sotheby’s global headquarters for public display. Additional #Ferrari70 locations across the city included the Hublot Flagship Store, the Ferrari New York Showroom, and Rockefeller Plaza—where Michael Schumacher’s Monaco Grand Prix-winning Ferrari F2001 was on view ahead of its record sale at Sotheby’s Contemporary Art Evening Sale. The NYC events capped off a worldwide celebration in over 60 countries, inviting fans, clients, and collectors alike to explore some of the most significant Ferraris, positioned at unique landmarks across Manhattan.



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# THE ROAD AHEAD

## RM Sotheby's into 2018 and Beyond

With the recent integration of the Auctions America brand with RM Sotheby's, we are poised for a thoroughly exciting 2018 auction season.

Following the integration of former subsidiary Auctions America, 2018 will see the RM Sotheby's Group host sales under two different banners, allowing the company to seamlessly serve all levels of the diverse and growing collector car market through one team.

Events held under the RM Sotheby's banner will present blue-chip, investment-quality motor cars, primarily catering to established and seasoned collectors, with average automobile values above \$300,000. Auctions held under the RM Sotheby's banner include Arizona, Paris, Amelia Island, Monaco, Villa Erba, Monterey, and London. Sales now held under the RM Auctions banner will present high-quality collector cars for the entry-level enthusiast through to the seasoned collector, with average automobile values under \$300,000. Events to be held under the RM Auctions banner include Fort Lauderdale, Auburn Spring and Auburn Fall, Santa Monica, and Hershey. By bringing together these two auction powerhouses under one comprehensive brand, we can ensure that all levels of the hobby and all interests therein are well represented and that we can continue to serve our clients to the highest level.





**ZACHARY DILLINGER**  
USPAP-Compliant Automobile Appraiser

# Wheels Keep Turning



To continue our pursuit of excellence, we are now moving forward with five new divisions of the RM brand. In addition to the two auction divisions, RM Sotheby's and RM Auctions, we will continue to provide the world's highest quality automotive restorations through the legendary RM Auto Restoration division. We will assist clients with all aspects of the financial side of the collector car industry, from financing

to estate planning and everything in between, with RM Financial Services. Finally, we will directly connect dedicated collectors with the world's finest automobiles through our RM Private Sales division.

Our expertise and commitment to be the best in the world ensures that we can leverage all five of our divisions to provide turnkey solutions for the dedicated connoisseur. We can handle

all areas of the hobby in-house, from a restoration fit for the lawn at Pebble Beach to helping with financing the purchase of your dream car, from selling a single automobile or an entire collection to assisting with estate planning or other legal matters pertaining to the hobby. From rust to the IRS, we can help you conquer any challenge you may meet on the road ahead.

These are truly exciting times for everyone connected with RM. But, mere excitement isn't enough to ensure our continued success. This duty falls on the shoulders of our dedicated management and all of the talented people with whom we are fortunate to be connected. Without question our team, including the people profiled below, are and will remain the finest team of professionals in the industry today.

Kenneth Ahn has been the President of RM Sotheby's since 2016. Ken is responsible for the overall management of the company, including our overall strategy, sales management, marketing, and finances. Before joining RM, Ken was responsible for strategy and corporate development for Sotheby's New York.



The RM Auto Restoration shop in Blenheim, Ontario



Gord Duff is the Global Head of Auctions for RM. He has served the company in a variety of roles since 1998 and continues to be one of our top specialists. Passionately dedicated to his work, Gord has established deep roots throughout the industry and has such a deep connection with his clients that they often buy cars sight unseen, solely based on their well-founded trust in his judgment.

Shelby Myers is the Global Head of Private Sales for RM Sotheby's. As the son of company founder Rob Myers, Shelby grew up in the car industry and watched both the restoration facility and auction house grow into industry powerhouses. Based in California, Shelby uses his broad knowledge of the collector car market to play an instrumental role in our continued growth.

Daniel Levy joined RM Sotheby's in October 2017 as the company's Head of Strategy and Corporate Development. With an extensive background in financial management and banking, including time spent as a Managing Director of Goldman, Sachs & Co., Dan will work closely with Ken Ahn to refine our corporate strategy and execute our strategic initiatives.

Greg Anderson serves as the Chief Operating Officer of RM Sotheby's UK office. Greg's years of experience with the company and dedication to excellence ensures that our European clients and consignors receive the highest level of customer service.



Alain Squindo is the Chief Operating Officer of RM Sotheby's. Alain joined RM Auctions as a cataloguer and researcher in 2007 after graduating from Georgetown University. His commitment to excellence led him to expand that department before being promoted to the head of RM's private collections. After three years as Vice President, Alain was appointed to the role of Chief Operating Officer in January 2016.

Ian Kelleher is our Chief Marketing Officer. With extensive experience in the development of global creative and content strategy, Ian is the driving force behind RM's branding efforts. His extensive experience with the company augments his ability to execute business strategies and has made him an integral part of the leadership team.


Jarrett Rothmeier is RM Sotheby's Chief Financial Officer. With more than a decade of financial management experience, Jarrett has a proven track record of success across many areas of corporate finance, including cost accounting, financial planning, and mergers and acquisitions. Jarrett is also recognized as one of the world's preeminent Ferrari experts with extensive records and databases detailing the history of the marque.

Coming on board with the RM Auctions team for 2018 after having previously served the Auctions America brand are car specialists Zach Oller, Thatcher Keast, Ramsey Potts, and Ken Wallace. Also joining the RM team is Matt Lynch, who previously served as the Consignment Coordinator for Auctions America in Auburn.



Alain Squindo at the podium in New York  
with auctioneer Maarten ten Holder





Shelby Myers and Gord Duff  
on the phone desk in Amelia Island





The end of 2017 marks one full year for Kenneth Ahn as President of the RM Sotheby's Group. Under Ahn's leadership, the company strengthened its executive leadership team via the promotion of auction management veteran Gord Duff to Global Head of Auctions; Ian Kelleher, long-time specialist who has been integral to the Sotheby's partnership, to Chief Marketing Officer; Jarrett Rothmeier, an experienced financial professional and Ferrari consultant, to Chief Financial Officer; Greg Anderson to Chief Operating Officer at RM Sotheby's UK; and the addition of Daniel Levy, former Managing Director at Goldman, Sachs & Co., as Head of Strategy and Corporate Development. Car Specialist Shelby Myers will also take the reigns as Global Head of Private Sales as the company expands this division for 2018. The RM Sotheby's Group also continues to add to its global team of expert car specialists—which now totals 29, the largest in the industry—to enhance the company's client coverage. Eight specialists have joined the team in 2017 in both the North American and European segments of the business.

As we chart our course into 2018, rest assured that our commitment to excellence is unwavering. We have the talent, the knowledge, the connections, and the drive to accomplish any task. The road ahead is thoroughly inviting and our future is bright . . . we can't wait to show you! #

Zach is a lifelong 'car guy' with a special appreciation for pre-war American automobiles. He is a USPAP-compliant appraiser of automobiles and art and is affiliated with both the Appraisers Association of America and the American Society of Appraisers. He joined the RM Sotheby's team as a freelance writer and appraiser in January 2017.

Ken Ahn jumps right into action at his first RM Sotheby's auction alongside Ian Kelleher in Arizona 2017.



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The Items Our Specialists Can't Go Without

## Winter Edition

When the weather forecast calls for snow, there are generally only two types of people who are happy: those who have a ski trip planned, and those who know that “snow this weekend” is really just code for “shelter in place and open that Zinfandel, STAT!” To get you through the winter season in style and comfort, we've compiled a list of the essential cold-weather items our specialists can't go without. Whether cozying up by the fire or braving the bitter cold, we've got you covered no matter what the season brings.

### Florio by Suixtil

Suixtil is a company with a remarkable racing history. They dressed both Moss and Fangio throughout the 1950s, with both wearing Suixtil in the car as they took multiple wins and F1 World Championships. One of our favorite items is their long-sleeve polo called the Florio Pima. They're each handmade to the same exact specifications as the Florio Pima from 1955, so you'll often see them being worn in vintage racing photographs. The Florio is made from long-fiber Pima cotton with a unique, almost wool-like feel as well as engraved mother of pearl buttons. It has both historic appeal and modern-day wearability; if you've been looking for the perfect polo to match your 300 SL, this may just be for you. *Available from Suixtil for \$110.*







## Double Bottle Wine Carrier

It's the time of year for holiday parties and dinner with friends. This custom-made wine luggage is perfect for carrying your two favorite bottles to any location. Designed exclusively for Sotheby's Wine and the wine traveler, this handmade leather case will protect your wine when you're on the go. The Double Wine carrier holds two bottles and includes a handle and removable strap. Foam inserts also provide extra protection for your wine.

*Available from Sotheby's Wine for \$245.*



## Moscot Drive Pack Clip-Ons

Weather can be unpredictable this time of year; the easiest way to prepare yourself is to make sure you have the right glasses on. The Drive Pack from Moscot contains three clip-on frames with different colored lenses: Vermillion for overcast conditions, Polarized G-15 for sunny conditions, and Yellow lenses for night conditions. *Available from Moscot.com for \$250.*



## Muyshondt Beagle Mk. I Titanium

What's better for your own driving adventure than a flashlight named for the ship that carried Charles Darwin around the world? The Beagle Mk. I provides two beam types – flood and high-beam – and five light modes. Its titanium casing provides serious toughness and is milled with a monocoque design to shed heat across the entire body of the flashlight. The best feature of the Mk. I is the color of the light itself. In comparison to lights from other brands, which are very white, Muyshondt's lights cast a slightly orange, slightly yellowish hue. It may sound nitpicky, but it makes a huge difference in practice. *Available from Muyshondt for \$595.* H



# 2017 Auction Results

## AUBURN FALL



TOP SALE – 1933 Duesenberg Model SJ – \$2,300,000

\$19.3M

TOTAL  
SALES

80%

LOTS SOLD

\$9.2M

TOTAL SALES

55%

LOTS SOLD

RM's 2017 London auction was led by a unique 2004 Ferrari Enzo that was finished in stunning Blu Tour de France. Porsche again proved to be a bright spot with a 1996 911 GT2 bringing just over £775K. Finally, a 2014 Land Rover Defender SVX 'Spectre,' named for the James Bond movie, exceeded its high estimate when it sold for £230K.

TOP SALE – 2004 Ferrari Enzo – £1,805,000 (\$2,355,525 USD)



## LONDON

## SOTHEBY'S CONTEMPORARY ART EVENING

Following display during Sotheby's Hong Kong Autumn Sales week, for the first time in history RM placed a very special Ferrari F2001 Formula 1 car in Sotheby's Contemporary Art Evening Auction. This particular F2001 was piloted by the legendary Michael Schumacher to victory at the 2001 Monaco Grand Prix and played a critical role in securing the 2001 Formula 1 Constructor's and Driver's Championships for Ferrari. The F2001 became an instant sensation on Sotheby's Contemporary platform and was the second most viewed lot of the entire sale from Sotheby's website. World-record results ensued with the car setting a new mark for a modern-era Formula 1 car at just over \$7.5M, easily surpassing its pre-sale high estimate of \$5.5M.

\$7.5M

TOTAL  
SALES  
100%  
LOTS SOLD



TOP SALE – 2001 Ferrari F2001 – \$7,504,000

## FERRARI

\$76.3M

TOTAL SALES

92%

LOTS SOLD

RM returned to the Ferrari Factory for the first time since 2009 to join in Ferrari's 70th Anniversary celebrations. Following the record-breaking sale of the final LaFerrari Coupé at 2016's Finali Mondiali event, RM was also entrusted with the sale of the final LaFerrari Aperta that in turn set a world record for a 21st century automobile, with all proceeds donated to the international charity Save the Children. Further highlights included an extremely rare alloy-bodied 365 GTB/4 Daytona that was in complete "barn-find" condition, having been unearthed after 40 years in Japan; a 1983 400i coming directly from the collection of Rolling Stones legend Keith Richards; and a stunning 1959 250 GT LWB California Spyder with desirable closed headlight configuration. In total, the sale achieved over €63M and a 92.5 percent sell-through rate.

TOP SALE – 2017 Ferrari LaFerrari Aperta – €8,300,000 (\$10,043,000 USD)





RM's 2017 edition of the annual Hershey sale proved to be the second most successful sale in the company's history with sales of \$15.9M and a sell-through rate reaching 96 percent. Led by the 12-car Thomas F. Derro Collection, which featured a stunning one-off 1933 Pierce-Arrow Silver Arrow and a 1935 Duesenberg Model J Cabriolet, Hershey did not disappoint fans of the American pre-war classics. One of the crowd favorites was an iconic 1937 White Model 706 Yellowstone Park Tour Bus, which ignited a fierce bidding war that featured nearly 20 bidders on the phone and in the room. Ultimately, the car sold for over four times its pre-sale high estimate at a final \$165K.

**\$15.9M**  
TOTAL SALES  
**96%**  
LOTS SOLD

# HERSHEY



TOP SALE – 1933 Pierce-Arrow Silver Arrow – \$2,310,000

# MONTEREY

**\$133M**  
TOTAL SALES  
**88%**  
LOTS SOLD



TOP SALE – 1956 Aston Martin DBRI – \$22,550,000

RM's flagship Monterey sale turned out one of its most successful results to date, achieving \$133M in sales with an 88 percent sell-through rate. A stellar trio of Aston Martins broke several marque records, with the 1956 DBRI setting the world record for most expensive British automobile sold at auction and the 1959 DB4GT Prototype achieving a new record for the model. Ferrari was another bright spot at Monterey, where 29 different vehicles were on offer and 97 percent sold for just over \$53M. These results were led by the 13 cars of the Ferrari Performance Collection, which all sold for a combined \$16.5M. Monterey highlights were rounded out by a pair of modern supercars, a Porsche 918 Spyder, and a Pagani Huayra Tempesta that both realized new records for their respective models.

# NEW YORK

**\$45.5M**  
TOTAL SALES  
**84%**  
LOTS SOLD

TOP SALE – 1959 Ferrari 250 LWB California Spyder Competizione – \$17,990,000



RM returned to Sotheby's New York City headquarters for its biannual December sale as part of Sotheby's 'A Life of Luxury' week. RM's headline lot was a 1959 Ferrari 250 GT LWB California Spider Competizione, one of only seven alloy competition cars in long-wheelbase configuration. This particular car was the only one to take a podium class finish at the 24 Hours of Le Mans, and its provenance proved critical to helping it achieve its nearly \$18M price, just over high estimate. The first Bugatti Chiron offered at auction brought a strong \$3.8M, and a 1990 Lamborghini LM002 SUV, affectionately known as the "Rambo Lambo," brought a strong \$467K. A 2000 BMW Z8 originally owned by the late Apple Founder Steve Jobs brought \$330K after attracting tremendous media attention. Overall the sale achieved \$45.5M with an 84 percent sell-through rate and helped push the RM Group's sales total for the year to over \$500 million for only the second time in company history.



# IN THE REARVIEW MIRROR

## RM SOTHEBY'S MOST NOTABLE SALES OF 2017

Thank you to our friends and clients from around the globe for an outstanding 2017!

Over the course of the year, the RM Sotheby's Group, comprising both RM Sotheby's and RM Auctions—formerly Auctions America—was responsible for the successful sale of 2,852 vehicles and pieces of memorabilia, totaling \$526 million in sales. This incredible achievement further illustrates our focus on seamlessly serving all levels of the diverse and growing collector car market through one auction house and one team. Our 2017 results showed an 80% sell-through rate with a 17% sales increase over the 2016 year. We saw over

5,700 bidders from across 64 countries—40% of them first-time clientele—walk through our auction doors, bid over phones, and leave their absentee bids. In September 2017, we also launched a completely new and industry-innovative website, which has attracted over 10.9 million visitors from across 230 countries, 58% of which were new to our site.

We have a full calendar of exciting events coming in the New Year, and we look forward to a successful 2018 with you by our side

### FERRARI PERFORMANCE COLLECTION

*Sold for \$16,500,000 at Monterey 2017*

Reaffirming RM Sotheby's market position as the pre-eminent auction house in the sale of single-owner collections, this group of 13 beautifully maintained iconic road-going examples was offered entirely without reserve and exceeded pre-sale estimates.







**ERICA REAUME**  
Director of Marketing, RM Sotheby's



**1956 ASTON MARTIN DBR1**

*Sold for \$22,550,000 at Monterey 2017*

The legendary 1956 Aston Martin DBR1, chassis no. 1 (DBR1/1), not only smashed the record for the marque at auction, it also became the most valuable British automobile ever sold at auction. As a result, it was the most valuable car sold by any auction house in 2017.



**1959 FERRARI 250 GT LWB  
CALIFORNIA SPIDER COMPETIZIONE**

*Sold for \$17,990,000 at New York 2017*

Following an exhilarating competition between multiple bidders in the room and on the telephones lasting nearly 10 minutes, the star of the sale, the open-headlight California Spider, exceeded its pre-sale estimate and became the most valuable Ferrari sold at auction in 2017.



**1937 BUGATTI TYPE 57S CABRIOLET***Sold for \$7,700,000 at Amelia Island 2017*

Leading RM's highest auction total in Amelia Island history, comfortably exceeding the combined tally of all competitor sales held that week, was a striking 1937 Bugatti Type 57S Cabriolet that led 19 motor cars and achieved million-dollar-plus results.

**1959 FERRARI 250 GT LWB CALIFORNIA SPIDER BY SCAGLIETTI***Sold for €7,855,000 at Ferrari 2017*

Following closely behind the LaFerrari was the numbers-matching 1959 Ferrari 250 GT LWB California Spider by Scaglietti, which was one of the most desirable examples of the ultimate open Ferrari of its era, and sold for a strong result.

**2017 LAFERRARI APERTA***Sold for €8,300,000 at Ferrari 2017*

Ferrari – Leggenda e Passione, a single-marque sale held in partnership with the legendary marque, was held during Ferrari's 70th Anniversary celebrations. The result was the sale of a one-of-a-kind LaFerrari Aperta that set a world record for a 21st century automobile. Proceeds were generously donated to Save the Children for an international program focused on education.

**2001 FERRARI F2001***Sold for \$7,504,000 at Sotheby's Contemporary Art Evening Auction*

In the ultimate culmination of the partnership and one of the most highly publicized automotive auctions ever staged, RM Sotheby's sold the Michael Schumacher Monaco Grand Prix-winning Ferrari F2001 for a record price at Sotheby's Contemporary Art Evening Auction. Representing the first automobile ever offered in a Sotheby's art auction, the result more than doubled the previous record for a modern-era Formula 1 car at auction.





### 1950 FERRARI 166 MM/212 EXPORT "UOVO" BY FONTANA

*Sold for \$4,500,000 at Monterey 2017*

The unmistakable highlight of all early Ferraris offered at RM Sotheby's Monterey auction, the dynamic, impressive, and incredibly original 166 MM/212 Export Uovo sold for an outstanding amount after months of celebrated promotion globally.



### 1952 JAGUAR C-TYPE

*Sold for \$5,285,000 at New York 2017*

RM Sotheby's returned to Sotheby's Manhattan headquarters for its third New York sale, entitled ICONS, held during Sotheby's inaugural 'A Life of Luxury' week, offering the best of watches, jewels, wine, fashion, and cars, including the 1952 Jaguar C-Type, XKC 007, the first example to win a race on U.S. soil, at the hands of Phil Hill, no less.



### 1934 ALFA ROMEO TIPO B P3

*Sold for €3.920.000 at Paris 2017*

Record-breaking sales at RM Sotheby's best performance in Paris to date were topped by a 1934 Alfa Romeo Tipo B P3, one of the most important and coveted of all pre-war grand prix cars.

### 1959 ASTON MARTIN DB4GT PROTOTYPE

*Sold for \$6,765,000 at Monterey 2017*

Part of the most significant group of Aston Martin competition cars to appear at auction, the 1959 Aston Martin DB4GT Prototype set a new record for a non-Zagato-bodied example after a contest between three bidders.



### 1939 MERCEDES-BENZ 540 K SPECIAL ROADSTER BY SINDELFINGEN

*Sold For \$6,600,000 at Arizona 2017*

The 1939 Mercedes-Benz 540 K Special Roadster kicked off the 2017 auction calendar with a strong result that was part of the highest overall sale total, sell-through rate, and number of cars sold above low estimate of all auction houses during Arizona Car Week 2017.







**1937 TALBOT-LAGO T150-C SS 'GOUTTE D'EAU' COUPÉ  
BY FIGONI ET FALASCHI**

*Sold for €3.360.000 at Villa Erba 2017*

The Stunning 1937 Talbot-Lago T150-C SS 'Goutte d'Eau' Coupé by Figoni et Falaschi was the top-selling lot at RM Sotheby's 2017 Villa Erba sale. The car is undoubtedly one of the most distinctive and beautiful of all time, and it pleased crowds over the entire weekend.

**2018 BUGATTI CHIRON**

*Sold for \$3,772,500 at New York 2017*

All eyes were on the first ever Bugatti Chiron offered at auction over the course of the ICONS exhibition. Nearly impossible to acquire from new, it boasted a mind-blowing 1400 hp and was the first example ordered for the U.S. market.



**1930 BENTLEY 6½-LITRE SPEED SIX SPORTSMAN'S SALOON**

*Sold for \$3,410,000 at Monterey 2017*

One of the most beautiful, famous, and important 1930 Bentley 6½-Litre Speed Six Sportsman's Saloons in existence.



**2014 PAGANI HUAYRA TEMPESTA**

*Sold for \$2,420,000 at Monterey 2017*

The first customer car delivered to North America, this 2014 Pagani Huayra Tempesta achieved a new record for the model at auction, continuing to propel the modern hypercar market in 2017.







**1969 FERRARI 365 GTB/4 DAYTONA BERLINETTA ALLOY BY SCAGLIETTI**

*Sold for €1.807.000 at Ferrari 2017*

The only road-going alloy Daytona in existence with matching numbers, this exceptional car was offered in complete 'barn-find' condition. Spirited bidding resulted in the car becoming the most valuable Daytona coupe ever sold at public auction.



**1993 PORSCHE 911 CARRERA RSR 3.8**

*Sold for €2.016.000 at Villa Erba 2017*

This RSR 3.8 attracted enormous pre-sale attention, as it was presented with only 10 kilometers and in completely original, 'as-delivered' condition. This magnificent 964 Carrera RSR set a record for any 964 model 911 at auction.



**1983 FERRARI 400I**

*Sold for €345.000 at Ferrari 2017*

Although not the most expensive lot of the year, the 400i, offered directly from the collection of Keith Richards, attracted huge pre-sale attention. The Rolling Stones legend had owned the car from new, which made the highly desirable example achieve a world record for the model.

**1933 DUESENBERG MODEL SJ 'SWEEP PANEL' PHAETON BY LAGRANDE**

*Sold for \$2,300,000 at Auburn Fall 2017*

The original 1933 Duesenberg Model SJ was the star of the Auburn Fall auction with its original body, engine, and chassis, and it set the benchmark record for highest price for any automobile at Auctions America.







70  
YEARS  
\$76  
MILLION



*RM Sotheby's Brings 70 Years and  
\$76 Million in Prancing Horse-power to Maranello*





It must be said: Being within the confines of the Ferrari Factory is something very special. In fact, there's an aura that sits around the entire town of Maranello, and it's enough to send a tingle down the spine.

It's not hard to imagine the sights and sounds that local roads would have seen over the last 70 years; the cars which now form part of automotive and motorsport history would have once been seen howling around those very streets as mechanics and drivers shook them down prior to delivery or before loading them onto lorries to be transported to Monza, Spa, or the Nürburgring. It's all very evocative stuff.

And no part of the factory is more evocative than the Pista di Fiorano and its immediate vicinity. At the heart of the site is the instantly recognizable, cream-painted and red-shuttered home of Enzo Ferrari: a bona fide brick-and-mortar shrine for sports car fans all over the world. And it is there, in the shadow of that building, that RM Sotheby's was privileged to conduct its historic single-marque auction—*Ferrari*

—*Leggenda e Passione*—and be a part of Ferrari's spectacular 70th Anniversary celebrations. It's obvious that this is not the first time RM has conducted a sale at Maranello, but this one was different, and the atmosphere was uncommonly high-octane.

The sale was first announced at the end of May, and with less than three months to seek out and consign cars for the auction, RM Sotheby's car specialists certainly had their work cut out for them. Such an unprecedented auction of course required curating an equally unprecedented array of cars, and with the stage set in Maranello, nobody on the team wanted to disappoint. The specialists sought to provide a handpicked selection of lots that worked as a curated offering, illustrating the very best that Ferrari had to offer over the last seven decades, paying particular attention to quality over quantity.

What resulted was an offering that included 11 lots of memorabilia in addition to 38 Ferraris, including four-, six-, eight-, and twelve-cylinder models ranging from 1950 to 2017. The least expensive car, a truly exceptional 348 TS with 337 kilometers on its odometer, sold for an incredible €149,500, while the most valuable offering was a yet-to-be-built LaFerrari Aperta at €8,300,000 (free of auction commissions). There was truly something to suit every Ferrarista's taste and checkbook.



The instantly recognizable home of Enzo Ferrari.



Spirited bidding at the telephone desk in Maranello.

Almost every aspect of the auction was bespoke and required a great amount of time and effort to coordinate not only from Maranello, but also from RM Sotheby's own offices in the UK, U.S., and Canada. With cars sourced from quite literally all over the globe, getting each lot cosmetically and mechanically prepared, professionally photographed, and shipped to Maranello was a herculean task. Eschewing the traditional print catalogue, RM Sotheby's decided to instead produce a custom catalogue, mirroring Ferrari's own red Classiche certification binders, to make for a truly unique and collectible piece.

The cherry on top of the partnership was of course Ferrari's own consignment of a one-of-a-kind LaFerrari Aperta, sold to benefit Save the Children, an international non-governmental organization that promotes children's

rights. While it was known, however, that a LaFerrari Aperta would be built bearing a special livery and that it would be sold to benefit a worthy cause, both the livery and the charity were not confirmed until days before the sale. During this time, Ferrari was working hard to finalize and approve all the details, and RM Sotheby's was busy fielding dozens of inquiries on the car from around the globe. Selling at the aforementioned price of €8,300,000, it became the highest grossing car at auction produced in the 21st century. Less than 10 days before the auction, Ferrari made one more last minute addition, which would be the LaFerrari Prototype, representing yet another unique opportunity for a well-heeled collector to acquire a historically significant LaFerrari directly from the factory. With an estimate of €1,100,000–€1,300,000, the car sold for an exceptional €2,129,560 all in.

Holding a sale at the Factory is never entirely straightforward, and it is always unlike any other sale that RM Sotheby's conducts anywhere in the world. The sale is very much a partnership between the two organizations, but at the end of the day, RM Sotheby's is a guest on Ferrari's hallowed turf. Security is tight and access is limited, so it's not an environment where assisting contractors and the public can come and go as they please, as is the case at many auction venues. It was a truly special weekend with a full itinerary of wonderful activities laid on for Ferrari's VIP guests, and the arrangements, from simple access to Fiorano to hotel availability, were more challenging than normal.

Ultimately, every human body at Maranello that weekend had to be invited and accounted for, and with so much going on, it also meant that every guest had access to a range of other activities beyond attendance at the sale. This level of access also required that each staff member, each RM Sotheby's guest, each potential buyer, and each member of the media had to be registered and approved by Ferrari. Not only that, but to some degree, the numbers also had to be restricted. This isn't standard procedure for an auction house, especially RM, as sales are typically "our gig." But the restrictions around the Maranello sale were entirely understandable and simply became a factor around which we had to plan and, in the end, added to the pure magic of the eventful weekend.



On the block: The ultra-rare 1969 Ferrari GTB/4 Daytona Berlinetta Alloy was the ultimate barn find, selling for \$1,807,000 and becoming the most valuable Daytona coupe ever sold at public auction.









"IN TOTAL, NEARLY 1,000 BIDDERS  
REGISTERED FOR THE AUCTION, A  
MONUMENTAL AMOUNT CONSIDERING  
THERE WERE ONLY 49 LOTS  
AVAILABLE FOR PURCHASE."





The date of the auction itself, Saturday, 9 September, added perhaps the largest level of complexity to the organization and planning of the auction. RM Sotheby's London auction was already scheduled for Wednesday, 6 September, which meant that the auction staff and resources effectively needed to be split over two different countries (and time zones) almost simultaneously. While the majority of the auction staff worked and managed the London auction, a handful of individuals travelled to Maranello prior to the London auction to begin set-up. When the London sale ended around 9:30 p.m. on the 6th, the staff headed back to the hotel for a few hours of shut-eye before waking up at 3:30 a.m. to catch a bus to Gatwick for a 7:00 a.m. flight to Bologna, meeting up with the advance team at Fiorano later that morning to complete the auction set-up prior to the preview on the 8th. Essential auction gear from London was loaded up after that sale concluded and driven directly to Maranello—non-stop. This is truly the dream team.

The preview took place in a specially constructed marquee positioned just outside of the Fiorano Track, very near to the hallowed pit garage. The position was convenient, as it was close to the main access gate to the track, and there was a steady flow of visitors throughout the preview day. The action really began on the sale day, as the 70th birthday celebrations brought a large number of Ferrari guests directly to the venue, along with another mouth-watering selection of cars.



The Fiorano site was to become the focal point of the weekend, hosting the concours, a range of displays, merchandising, and not least, a grand finale that included Sergio Marchionne, cadets from the local military school, Formula One drivers, trapeze artists, dancers, pyrotechnics, a tear-jerking tribute to Michael Schumacher, choreographed displays of road and racing Ferraris, and finally a Jamiroquai concert—all in the midst of a massive thunderstorm—that would

happen immediately after the auction concluded. The celebration was truly epic, and some in attendance said the closest direct comparison would be a Super Bowl half-time show or the opening ceremonies of the Olympic Games. The sale itself took place in front of the concert stage, with bidders and guests seated in the enormous, covered, tiered seating area that had been erected for the weekend. Incredibly, most of that seating was filled by the time the auction began. The excitement in the grandstands was palatable and was only amplified when a quartet of Eurofighter Typhoons performed several passes over the track within the hour before the auction. In total, nearly 1,000 bidders registered for the auction, a monumental amount considering there were only 49 lots available for purchase.

For many, the significance of the evening was crystalized best by the sight of certain faces within the crowd. There aren't too many occasions in which Sebastian Vettel, Kimi Räikkönen, Sergio Marchionne, Niki Lauda, and John Elkann are all seen sitting together. It was more than a great night, and the results speak for themselves. #







## HAVE YOU EVER WANTED TO BE IN MORE THAN ONE PLACE AT THE SAME TIME?

With social media, it's possible. Social networking sites and apps provide a virtual space for you to be a part of the RM Sotheby's community no matter where you are.

Social media—Facebook, Instagram, Twitter, YouTube—is just another part of everyday life. An ever-growing platform for networking and engagement for car enthusiasts of every age, it gives automotive enthusiasts from all over the world a way to build—and become part of—a community without having to be in the same physical location.

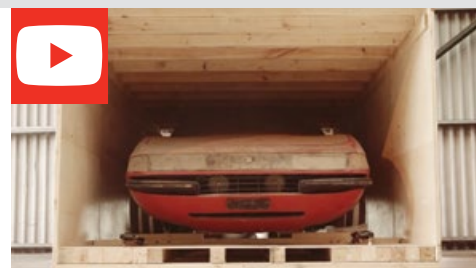
We would love for all of our followers to be able to attend each one of our auctions and events, but we understand that life is busy—and that's why we love social media. It's for the world we know today; the world that never stops, the world that never sleeps. It lets you be anywhere and everywhere at once. From videos to live tweets to Instagram stories of behind-the-scenes action, with RM Sotheby's social channels, you'll never miss a beat.

TOTAL FOLLOWERS  
**175,000+**

- Instagram: **91,000+**
- Facebook: **58,000+**
- Twitter: **20,000+**
- YouTube: **6,000+**



### MOST VIEWED POSTS OF THE SEASON



\$133 million total, 88% sell-through, and the top lot on the Monterey Peninsula: #RMMonterey was a resounding success! Led by the most valuable British car sold at auction, the 1956 @AstonMartin DBR1 and the stunning 1961 @Ferrari 250 GT SWB Berlinetta, which sold for \$22.6 million and \$8.3 million, respectively, the sale eclipsed last year's results by 12 percent @remidargephenphotographies. Check out the full results at the link in our bio. Next stop #RMLondon! #Monterey #California #MontereyCarWeek #Ferrari #AstonMartin #Aston #drivevintage #drivetastefully #carlifestyle #PebbleBeach #pebblebeachconcoursedelegation

SOLD! The Michael Schumacher Ferrari #F2001 sells for \$7.5m at Sotheby's Contemporary Art Evening Sale, shattering its pre-sale estimate! This is a world-record price for a modern-era Formula 1 car at auction. Complete results from the \$310.3m Contemporary Sale are available at [www.sothebys.com](http://www.sothebys.com). #SothebysContemporary #keepfighting #teamichael

All eyes have been on the unique barn-find alloy 365 GTB/4. It's unrepeatable and sells for €1,807,000! VIDEO: The only road-going 'Alloy' Daytona in existence comes to #Ferrari - Leggenda e Passione on September 9th. A historically important car, hidden from public view for decades, it will be offered without reserve, and with all costs associated in obtaining Ferrari Classiche certification included with purchase. @petrolicious

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### TOP HIGHLIGHTS FROM THIS SEASON

THE DAYTONA BARN-FIND SCHUMACHER F1 CAR THE CHARITY APERTA SILVER ARROW	LOOT IN THE BOOT STEVE JOBS' BMW Z8 THE POPE'S LAMBORGHINI THE CAL SPIDER/C-TYPE
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Orange County, New York

**rmsothebys** [#RMontheRoad](#) with the Gullwing Group Tour this morning. First stop [@stormkingartcenter](#) [#300sl](#) [#gullwing](#) [#mercedesbenz](#)

Elkhart Lake, Wisconsin

**rmsothebys** [#RMontheRoad](#): This past weekend, our very own David Swig attended the [@WeathertechInternational](#) Challenge, one of the largest [#vintageracing](#) events in the [#US](#), with over 400 cars competing! Held at the [@roadamerica](#) racetrack, the event also featured the [#concoursdelegance](#) in downtown Elkhart Lake. Take a look back at highlights from three days of action.

Fiorano Modenese MO, Italy

**rmsothebys** Happy 70th anniversary to [@Ferrari](#), and thank you for an amazing event, which we are proud to have been a part of! [@olivergarage](#) [#Ferrari](#) [#70thanniversary](#) [#fiorano](#) [#concours](#) [#celebration](#) [#amazingcars247](#) [#monthetrack](#) [#drivetastefully](#) [#classiccars](#) [#vintagecars](#) [#collectorsgatherhere](#)

Towcester, United Kingdom

**rmsothebys** Specialist Felix Archer and his father Stephen took to the track at Silverstone this weekend in an Aston Martin V8 Vantage GT4 at the Aston Martin Works Test Day. In race three, the AMOC Intermarque Championship, they took 13th overall out of 38 cars. Well done, gentlemen!!! [#rmonthetrack](#) [#astonmartin](#) [#likefatherlikeson](#)

London, United Kingdom

**rmsothebys** Our trusty 1905 Cadillac yet again did not let us down, and Team RM Sotheby's had a lovely day on the London to Brighton [@veterancarrun](#)!!! Behind the wheel was Car Specialist Michael Squire, who took along two very lucky clients and Sammy Denyer of [@denyerclassics](#), who kept the Caddy in tip-top shape! Job well done for finishing the world's longest-running motoring event!!!! [#rmsothebys](#) [#montheroad](#) [#londontobrighton](#) [#cadillac](#) [#carsofinstagram](#)

London, United Kingdom

**rmsothebys** [#RMontheRoad](#): Car Specialist Michael Squire has been competing in the [@royalautomobileclub](#)'s 1000 Mile Trial over the past week! The epic rally has taken him all across the [#UK](#) as he pilots the [#Bentley](#) alongside his dad. Good luck, Michael! [#1000miletrial](#) [#classiccars](#) [#rally](#) [#drivevintage](#) [#drivetastefully](#) [#wheels](#) [#carlifestyle](#) [#familyaffair](#)

Grand County, Colorado

**rmsothebys** [#RMontheRoad](#): Some pretty great views (the cars and the landscapes) from Alexander Weaver and enthusiast Philip Serofin over the last couple of days on the [#ColoradoGrand](#)!









DON McLELLAN  
Shop Manager, RM Auto Restoration

## A PROTOTYPE FOR THE PROS

It is a special privilege for RM Auto Restoration to have the opportunity to restore some of the world's finest, most historically significant automobiles.

**I**n this most recent case, the first prototype Maserati Ghibli Spyder, serial no. AM115/S 1001, was brought into the shop to be fully restored both mechanically and cosmetically.

This particular car was built to be shown at the 1968 Turin Motor Show, set on the stand for Carrozzeria Ghia, and later at the 1969 Geneva Motor Show on the Maserati stand. After much testing and evaluation, it was released about a year later to be sold to an Italian gentleman by the name of Mr. Antonio Capuano. It was sold as a *vettura sperimentale*, or experimental vehicle. Extensive supporting documentation shows the commissioning, features, and sale of the car.

Serial no. AM115/S 1001 was not only shown in the major motor shows, but was also featured in magazines: the December 1968 issue of *Quattroruote*, the November 1968 issue of *Auto Italiana*, and the February 1969 issue of *Road & Track*.

Some of the most interesting observations were the unique modifications and updates that had been applied to this prototype spyder. For example:

- Seat frame positions had been changed three or four times, as shown by different mounting brackets having been welded, cut, and welded again;
- There were recesses behind the exterior door handles, not seen on subsequent production cars;
- The hinged tonneau panel behind the seats had been cut and shortened by the factory, presumably to allow different seating positions;
- Headrests were removed just after the show;
- Engine bay components were moved to slightly different locations from later production cars;
- Headlight doors were modified to update the appearance; and
- Dual fuel filler access was hidden within the trunk, whereas production cars had external access.





We began the restoration process by tuning up the car as best as possible – then road testing it extensively. This allowed us to properly evaluate the condition of all systems and to make records that would help with the restoration. Disassembly began by removing the drivetrain, interior, and all chrome and brightwork. The body sheetmetal was then stripped to bring it to bare steel. Some lower sections of the doors, left and right sills, and floors were then removed to replace corroded metal. All the welding was done in the same way as the factory: fused, then hammer or air planished to level.

Next, the electrical system was fully restored. All gauges and switches were disassembled, cleaned, and repaired. They were then checked for accuracy and calibrated as necessary.

The 4.7-liter four-cam alloy V-8 engine was torn down and fully rebuilt using all-new bearings, pistons, and seals. It was then run on an engine dynamometer for hours in order to break it in properly. The five-speed

ZF transmission was also disassembled and inspected for wear. As it was in excellent condition, only new seals and gaskets had to be installed. Suspension and brakes were also fully rebuilt with new bushings, seals, and lines. The four Weber carburetors were fully disassembled, cleaned, and rebuilt.

The bodywork, being handmade when new, presented certain challenges with fitting the panels. One front fender had been creased at some time in the past, but it was not fully repaired. We metal-finished out the damage, and the structure beneath was removed, straightened, and reinstalled.



Chassis 1001 at the Ghia display at the 1968 Turin Auto Show. Courtesy of the GPL Collection





When we trial-fitted the convertible top mechanism, we found that it would bind as it folded – this was due to some of the mechanism linkages being slightly bent. A careful realignment of the top arms, however, allowed the entire mechanism to fold all the way into the well without further issue. This also corrected the alignment of the framework around the door glass.

Fiberglass was used to create the lower sections of the instrument panel by the factory. This was quite extensively damaged by a past radio installation, so the solution was to strip the covering from the panels and, using composite materials, reconstruct and refinish the area.

The car is currently undergoing final assembly and detailing. The drivetrain and suspension are installed, and the engine has been test fired. The upholstery process is in full swing, and the seat frames have been fitted to the car. The electrical system is installed with a new wiring harness run throughout the chassis. The intricate electrically retractable headlights are installed and functioning, requiring careful fitting to avoid chipping the new paintwork.

While the restoration of this Ghibli Spyder is still a work in progress, we plan to have it running on the road in early spring 2018. #





# No Easy Task



Smiling through the pain: The author attempts to pass his love of old cars onto his godson

One of the great rewards – if not duties – of a classic car enthusiast is to pass their passion of old cars onto a young person.

**AS** I recently found out, it's never been more challenging to plant the collector car-seed in today's youth.

Recently, my 15-year-old Italian godson tagged along with me to one of Europe's largest vintage car exhibitions and swap meets, the Auto e Moto d'Epoca event in Padova, Italy. I thought it would be a great opportunity to spark an interest in classic cars and motorcycles, as well as introduce him to a hobby that we could share for a lifetime.

There's a lot of competition today for young people's dwindling attention: cell phones, the Internet. Cars don't seem to captivate young people the way they once did. Who needs mobility when the world can come to your bedroom through a Wi-Fi connection?

All of this weighed heavily on my mind as we trudged through the seemingly endless bazaar of Italy's largest swap meet. Despite my godson's patience, I could sense not only his disinterest, but also a profound disconnect from the mechanical world around us.

How do we get young people interested in old vehicles? I pondered each link of the chain that creates the next generation of classic car enthusiasts. Once you create the ember, how do you help it grow into a flame?

As it turns out, there are smarter minds at work on this. The RPM Foundation – which stands for *Restoration, Preservation, and Mentorship* – works to foster educational and vocational opportunities within the collector car industry. By providing grants and services to high schools, colleges, and technical and trade schools who offer automotive, motorcycle, or marine restoration curricula, the non-profit has created the pipeline with which kids interested in old vehicles can pursue their passion and achieve careers in the industry.

The not-so-peripheral effect is that it provides new blood for the multi-billion-dollar collector vehicle industry, creating new enthusiasts and craftsmen to buttress our investments—both financial and emotional—in our own collector car portfolios.

If you are reading this now and have a young person in your life, I'd ask that you get up and take them out in the garage for 10 minutes. Pop the hood of your favorite classic, and ask them to hold a trouble light or wrench while you check the air filter. You will have just created the spark that the RPM Foundation hopes to someday fan into a flame.

When I returned home from Italy, I sat down and wrote out a donation to the RPM Foundation. It's cheap insurance for the hobby that I love. And as I found out first-hand: like many things, mentorship is best left to the pros. ■■



The RPM Foundation supports restoration and preservation training programs for the next generation of automotive, motorcycle, and marine craftsmen. As the educational arm of America's Automotive Trust, the services, resources, and grants provided by the RPM Foundation safeguard the future of the collector vehicle industry by sustaining hands-on training for young adults. The RPM Foundation is based in Chicago with offices in Tacoma, Washington, and Detroit, Michigan, and ambassadors in 11 states and abroad. For more information, visit [www.rpm.foundation](http://www.rpm.foundation), email [info@rpm.foundation](mailto:info@rpm.foundation), or call toll free +1 855 537 4579.





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# BREAKING Unravelling the Secrets of Enigma Machines THE CODE

Patented in 1918 by German electrical engineer Arthur Scherbius, the “Enigma” cipher machines were an ingenious piece of technology.

The Enigma-I machine came with a set of five interchangeable electromechanical cipher wheels known as rotors. The rotors had 26 contacts on one side, and 26 pins on the other. Three rotors would be placed into the machine on a shaft, with the pins of one connecting to the contacts of the next. The rotors would then be set to pre-arranged positions, and the user would type in a plain text message on the keyboard, with the encrypted message appearing on the light panel.





**CASSANDRA HATTON**  
Vice President and Senior Specialist,  
Books & Manuscripts/Science & Technology, Sotheby's

An extra layer of complexity was then added with the use of the *Steckerbrett*, or patch board. A series of patch cables would be plugged into the board, from 1 up to 12, and the cables, together with the rotors, would then increase the possible encoding configurations. Together with the rotors, the full complements of patch cables, and the machine's reflector, the total theoretical number of possible configurations came to the following:

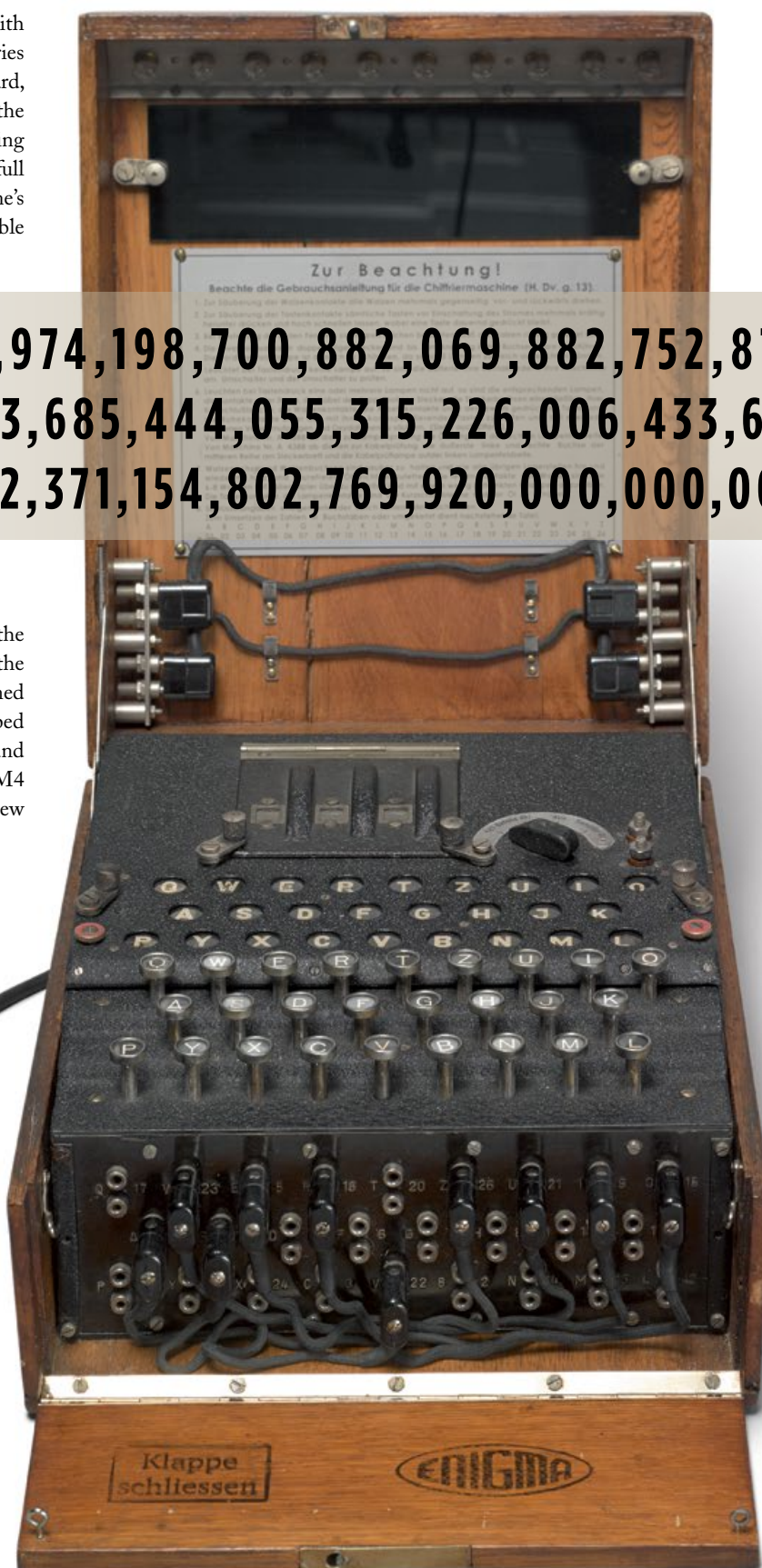
**3,283,883,513,796,974,198,700,882,069,882,752,878,  
379,955,261,095,623,685,444,055,315,226,006,433,615,  
627,409,666,933,182,371,154,802,769,920,000,000,000.**

*Approximately  $3^{10114}$*

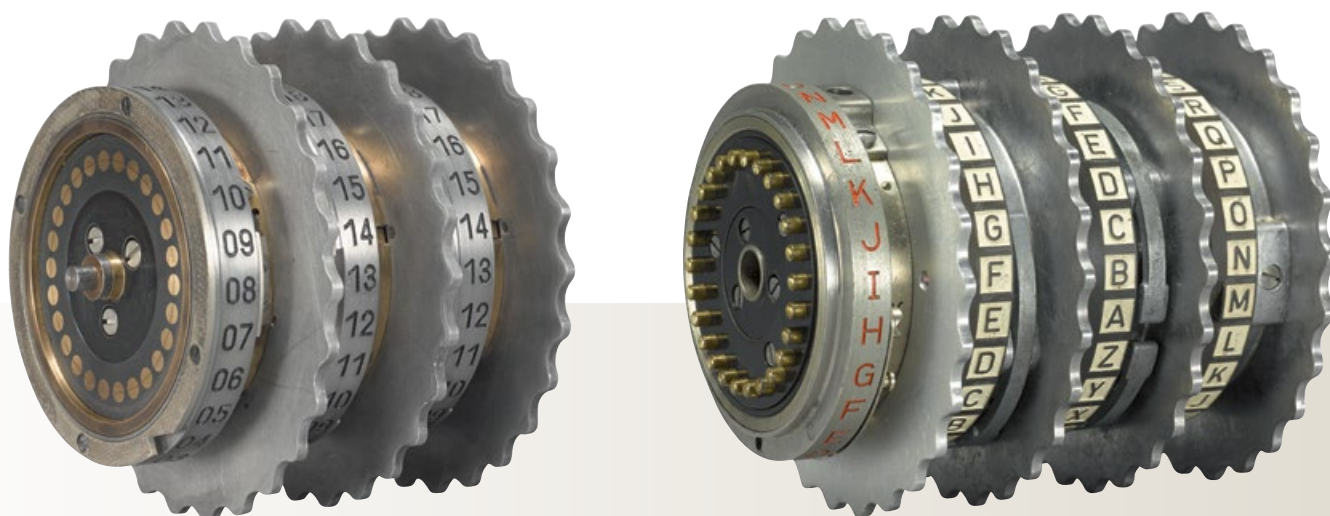
Admiral Karl Dönitz, the commander of the Kriegsmarine's U-boat fleet, seriously doubted the security of the Enigma-I after several unexplained losses, and had the secret M4 model developed specifically for his fleet. The M4 was ready around May of 1941, and by February of 1942, all M4 machines had been distributed with the new operating procedures placed into effect.



A fully operational Enigma-I  
three-rotor Cipher machine  
with the *Steckerbrett* exposed.





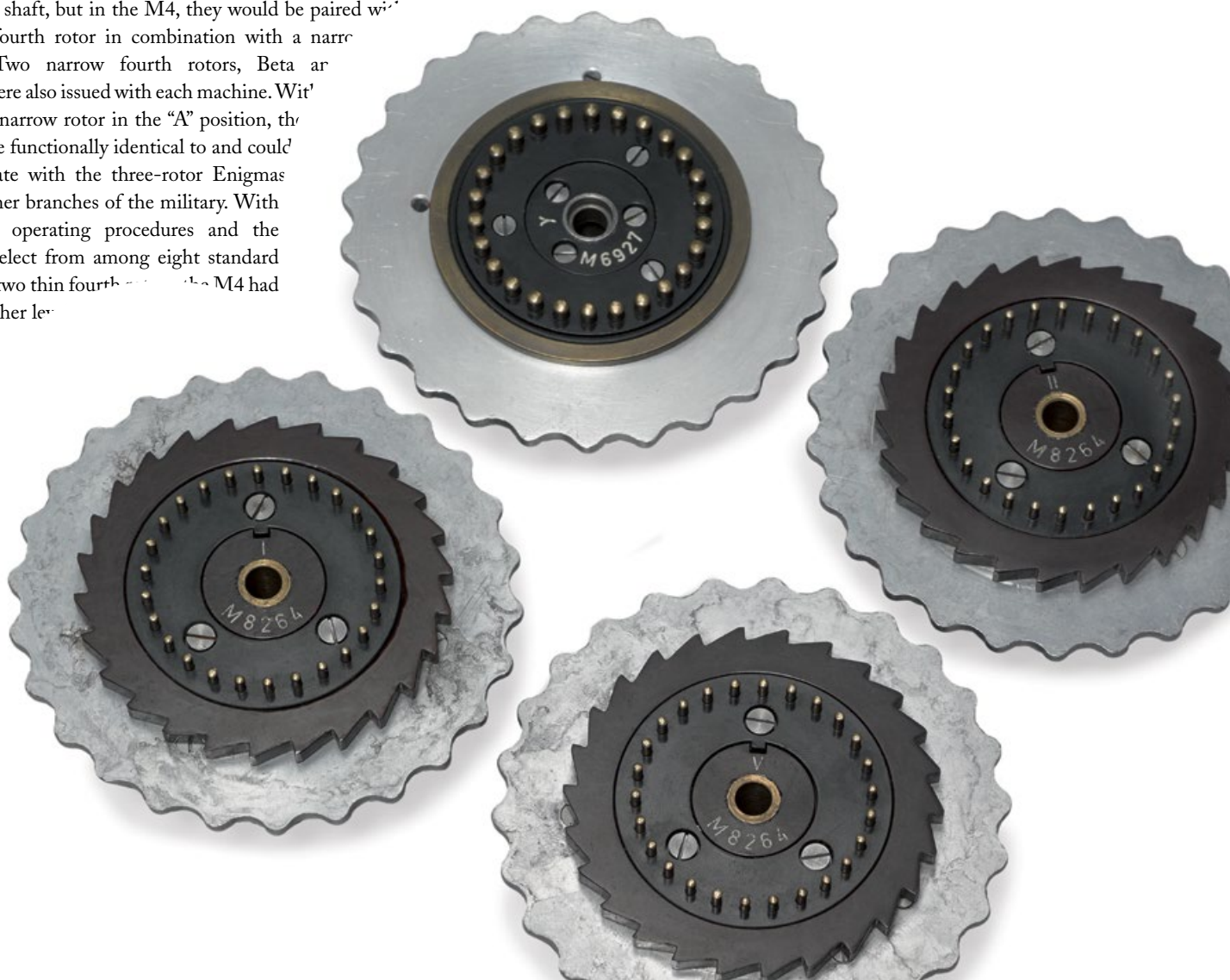


Side-by-side view of the rotors from the Enigma-I and the Enigma M4.

The M4 was significantly more complex than the Enigma-I. Each machine was issued with eight standard interchangeable rotors, the first five having wiring identical to the rotors issued with the three-rotor Enigma-I. While the 26 positions on the Enigma-I machine were labeled with numbers, they were labeled with letters on the M4.

Like in the Enigma-I, the machine would accept three standard rotors on a shaft, but in the M4, they would be paired with a narrow fourth rotor in combination with a narrow reflector. Two narrow fourth rotors, Beta and Gamma, were also issued with each machine. With the fourth narrow rotor in the "A" position, the M4 became functionally identical to and could communicate with the three-rotor Enigmas used by other branches of the military. With its stricter operating procedures and the ability to select from among eight standard rotors and two thin fourth rotors, the M4 had a much higher level of security.

An exploded view of the M4 rotors, with contact pins exposed.



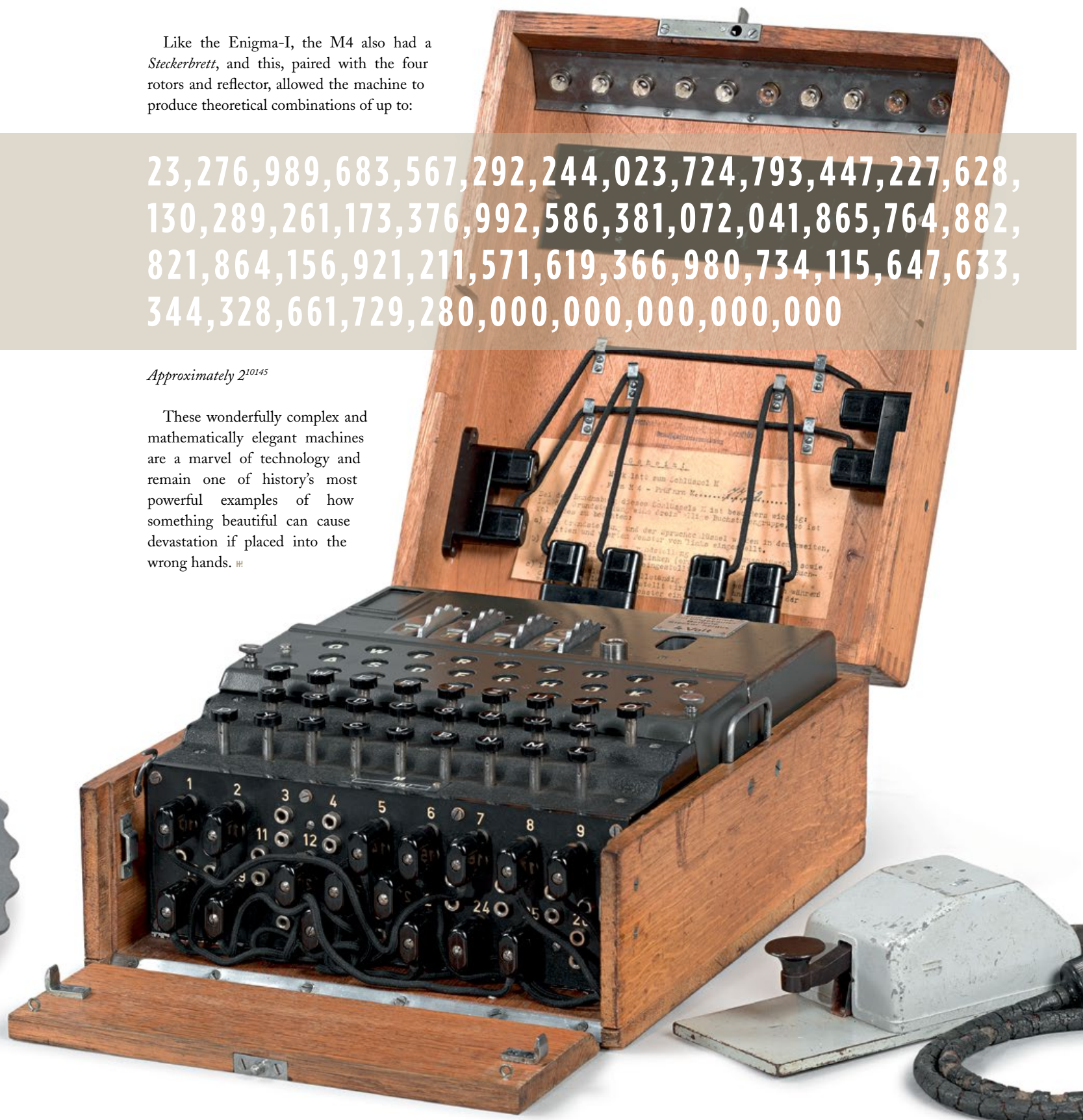


Like the Enigma-I, the M4 also had a *Steckerbrett*, and this, paired with the four rotors and reflector, allowed the machine to produce theoretical combinations of up to:

23,276,989,683,567,292,244,023,724,793,447,227,628,  
130,289,261,173,376,992,586,381,072,041,865,764,882,  
821,864,156,921,211,571,619,366,980,734,115,647,633,  
344,328,661,729,280,000,000,000,000,000

*Approximately  $2^{10145}$*

These wonderfully complex and mathematically elegant machines are a marvel of technology and remain one of history's most powerful examples of how something beautiful can cause devastation if placed into the wrong hands. <sup>11</sup>



A fully operational "M4" Enigma Cipher machine, which sold for \$435,000 at Sotheby's December 2017 History of Science & Technology sale.



# *a* LIFE *of* LUXURY

## *Highlights from Sotheby's Inaugural 'A Life of Luxury' Auction Series*

**I**n its inaugural 'A Life of Luxury' auction series, Sotheby's and RM Sotheby's sold 1,640 lots of the most exquisite jewels, wine, watches, fashion, and—of course—cars. Offered across six auctions, half of the lots surpassed their high estimates, and in RM Sotheby's ICONS auction alone, 11 cars exceeded \$1 million, providing a fantastic close to a historic 2017 in the classic car auction world. Highlights of various moments during the week of events and sales are featured here.





*Guests take in RM Sotheby's New York exhibition during an evening cocktail reception.*



*RM Sotheby's Car Specialist Jake Auerbach shows a guest the 2014 Pagani Huayra.*



*Sotheby's Jewellery Specialist Frank Everett and Sarah Arison, President of Arison Arts Foundation, strike a pose in front of RM Sotheby's 1996 Porsche 911 GT2.*



*A Rolex from Sotheby's Important Watches sale is examined in the galleries.*



*Laura Kim and Fernando Garcia of Oscar de la Renta in RM Sotheby's exhibition.*



*Martha Stewart enjoys a glass of champagne while viewing the personal collection of jewellery designer Shaun Leane at Sotheby's.*





# Bubble

## On the

### THESE NINE CARS ARE POISED FOR GAINS IN THE COMING YEAR

Hagerty's Valuation team scours the data generated by the auction scene and the private-sale game like no one else.

Using a variety of metrics, including prices, insurance quoting activity, buyer demographics, and substitution—the phenomenon that sees overlooked generations of a particular model pick up steam as buyers get priced out of more desirable versions—they're able to see what's hot, what's not, and what's transitioning from one category to the other. To that end, we selected nine cars in several pricing brackets that you can buy and enjoy right now, and which might just reward you with a decent return if and when you decide to sell.

## 2000–2006 BMW M3

### PROS

One of the most enjoyable M3s ever made; lots of aftermarket parts; great club support; low-mileage and well-maintained ones are sure to rise in value as happened with the earlier E30 and E36.

### CONS

Both the top and bottom ends of the engine are prone to expensive disasters; VANOS will fail eventually and cost dearly; no easy repairs for the SMG transmission; finding one that hasn't been beat is hard.

### THE HAGERTY VALUATION TEAM SAYS

The last M3 before they got a lot bigger and heavier. A real driver's car, with just enough power that you can drive it and enjoy it without getting a ticket in third gear.

**ESTIMATED VALUE FOR #2 CAR**  
\$23,500–\$29,700\*





# 1998–2001 MERCEDES-BENZ SL

## PROS

Considered one of the last real Mercedes; some of the safest roof-down motoring available in a vintage vehicle; strong parts supported by the factory.

## CONS

Heavy and hardly Miata-like; complicated, so lots of things to break; the search may be long for the right one.

## THE HAGERTY VALUATION TEAM SAYS

The SL is the best example of substitution in the collector-car space, meaning that those who are priced out of one generation automatically look at a newer generation that is more affordable. The R129's depreciation has finally bottomed out, and it's the next SL on the list to go up. Right now, it's the most affordable of the top-of-the-line Benzes.

## ESTIMATED VALUE FOR #2 CAR

\$9,800–\$11,500\*



# 1994–1998 TOYOTA SUPRA TURBO



## PROS

White hot among the younger *Fast and Furious* crowd; Toyota reliability; all-day driving comfort; nobody had one but everyone remembers them.

## CONS

White hot among the younger *Fast and Furious* crowd, so many have been hacked and chewed by shadetree tuners; failing piston rings and valve-stem seals make a blue fog that is expensive to cure; factory parts are pricey.

## THE HAGERTY VALUATION TEAM SAYS

Our quote requests are up 250 percent over the past 12 months, and the price guide value is up 26 percent in the same period. This is the poster car for the *Fast and Furious* and *Gran Turismo* generation. It may even pass the Acura NSX, because unmodified examples are so rare.

## ESTIMATED VALUE FOR #2 CAR

\$60,800–\$74,700\*



## 2001–2005 PORSCHE 911 TURBO

### PROS

True supercar performance; continent-crossing comfort; choice of six-speed manual or automatic; robust engine; the 996 is starting to have its day.

### CONS

Small fuel tank; has an expensive appetite for tires; lots of Porsche parts but none cheap; bonded bushings, so replacing the suspension rubber means replacing suspension links.

### THE HAGERTY VALUATION TEAM SAYS

Another substitution car, meaning as other 911s rise, the overlooked 996s now seem incredibly undervalued. Not everybody loves the puddle headlights, but if you want a six-speed manual in a 400-hp German car, there aren't a lot of options. In 2015, these cars bottomed out just as the air-cooled market hit its peak, but we've seen examples go for more than \$100,000.

### ESTIMATED VALUE FOR #2 CAR

\$46,700–\$56,500\*



## 1993–2002 PONTIAC FIREBIRD FIREHAWK

### PROS

So rare that you're unlikely to see one unless at a Firehawk meet; every bit as fun as the old muscle cars but with modern amenities; nothing exotic about the mechanicals.

### CONS

Firehawk-specific bits can be hard to obtain; roof hoop behind the cockpit tends to bubble and is a costly and time-consuming repair; not the most sophisticated car of its era.

### THE HAGERTY VALUATION TEAM SAYS

We saw a huge spike in interest in these, with the quotes doubling over the past 12 months, and 72 percent of that coming from Gen X or Millennials. Values have gone up 13 percent over the past 12 months. It kind of came out of nowhere.

### ESTIMATED VALUE FOR #2 CAR

\$24,100–\$31,300\*







## 1990–2001 LAMBORGHINI DIABLO

### PROS

Valets put it by the door every time; a 7,000-rpm V-12 is not a machine so much as Valhalla's pipe organ; marriage proposals not uncommon from both men and women; will make you the talk of your 30-year class reunion.

### CONS

Having to cut a hole in the body to get to the starter or else pull the engine nicely sums up the maintenance experience; computer failure can come with a \$10,000 bill; weren't terribly well built when new.

### THE HAGERTY VALUATION TEAM SAYS

The last real Lambo before Audi bought the company, and the last analog supercar before paddle shifters and computer nannies. They have poor sell-through at auctions because owners have high expectations, they don't need to sell, and they're often willing to wait for someone to overpay.

### ESTIMATED VALUE FOR #2 CAR

\$145,000–\$158,000\*

## 2010–2014 FORD RAPTOR

### PROS

One of the most capable factory off-road vehicles ever made; mostly a stock F-150, so parts are plentiful; first of its kind and guaranteed to be collectible.

### CONS

Shocks are gone after 30,000 to 50,000 miles; replacement shocks are \$2,000-plus (rebuilding is an option); 5.4 version lacks oomph; many were bent in *Dukes of Hazzard*-style jumps.

### THE HAGERTY VALUATION TEAM SAYS

People just love the idea of a fast truck. New, these were out of reach for many people, so you have a lot of folks closely watching the second-hand market, and without enough supply, they don't really depreciate.

### ESTIMATED VALUE FOR #2 CAR

\$39,000–\$55,000\*







## 1969-1972 CHEVROLET BLAZER

### PROS

Everyone loves a vintage SUV; running parts are available at the grocery store; a classic you won't mind driving over speed bumps.

### CONS

Unmolested examples are rare and getting expensive; remove the top to check for rust; keep the floor jack handy to get the top back on as the body tends to sag after removal.

### THE HAGERTY VALUATION TEAM SAYS

A good substitute for an early Bronco at a 20-percent discount. Has a lot of interest from a younger demographic, which is good for long-term values. The Bronco hasn't slowed down, and it's pulling up the value of the Blazer.

### ESTIMATED VALUE FOR #2 CAR

\$20,500-\$30,700\*

### PROS

Plentiful and still cheap compared with alternatives such as the Toyota Land Cruiser; parts are no problem; fun in almost every situation except a freeway; a gosh dang American hero.

### CONS

Rust and frame cracks are joy killers; good-condition special editions like the Golden Eagle are already expensive; engines are from the 1970s low-compression malaise; still subject to smog rules in California.

### THE HAGERTY VALUATION TEAM SAYS

Two-thirds of quotes that are requested from Hagerty come from Gen X and Millennials. The interest from those younger generations means it stands to do well, as those are the collectors who are actively growing their collections.

### ESTIMATED VALUE FOR #2 CAR

\$12,400-\$17,300\*



## 1976-1986 JEEP CJ-7

*\*Values courtesy of the Hagerty Price Guide, current as of December 2017.*



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Twenty eighteen presents a new challenge in the road ahead: Electronic Logging Devices, or ELDs. Hours of service for our professional drivers will now be monitored and recorded electronically. This is a major event not only for Reliable Carriers, Inc., but also for the entire transportation industry as a whole.

The road ahead shines very brightly for Reliable. We continue to invest back into our business, and in 2017, we added over 30 new trailers, 8 new enclosed roll-back units for local service, and 25 new road tractors; we’re planning similar investments for 2018. Our new Customer Service Center in Fairfield, New Jersey, is now fully operational, and it provides enhanced service for our customers on the eastern seaboard. We are also very proud to have been named “Carrier of the Year” at the North American Automotive Global Awards in July.

Finally, we continue to be most appreciative that our “road ahead” includes our continued partnership as the exclusive carrier of RM Sotheby’s. For the past seven years, RM Sotheby’s has worked tirelessly to take the collector car auction world to new heights, and we have been proud to be on the road with them. 🏁



Transporting the Michael Schumacher 2001 Ferrari F2001 Formula 1 race car after it sold for \$7,500,000.00 USD at Sotheby’s Contemporary Art Evening Auction.



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If the Bugatti Atlantic Type 57SC is the Mona Lisa of the automotive world, “The Gypsy Rose” by Jesse Valadez is undoubtedly considered the equivalent in the lowrider genre.

**AN** icon in the Los Angeles lowriding scene, the 1964 Chevy Impala recently earned countrywide recognition on the National Mall after its induction into the Historic Vehicle Register. Its current home is none other than the Petersen Automotive Museum in Los Angeles, which proudly showcases this masterpiece along with more than 300 other treasured vehicles.

To uphold its world-class reputation, the Petersen assesses each car on display based on its adherence to its mission statement, relevance to modern-day issues, and degree of service to the fine art genre. Embodying each of these traits, the lowrider has been an artistic catalyst and cultural icon to Mexican-American Angelenos since the 1950s and early '60s.

Challenging the fine line between high art and low riding, the genre—borne from L.A.'s Eastside—represents a rich and vibrant cultural center known for its ornate cuisine and art scene. Indicative of top-tier craftsmanship, the lowrider movement is symbolized by the image of a classic American car, with a chopped body and lowered suspension, cruising slowly down Whittier Boulevard for spectators. Lush interiors paired with elaborate exteriors convey the vibrancy and richness of proud, innovative Chicano heritage.



LOWRIDER CULTURE GETS  
ITS MOMENT IN THE SUN



this cultural phenomenon with its most recent exhibition, “The High Art of Riding Low: Ranflas, Corazón e Inspiración.” A unique addition to the museum due to its social significance to the city, the lowrider exhibit is positioned as a cultural showing, rather than a vehicle assembly. Offering a fascinating glimpse into Mexican-American heritage, the exhibit recognizes the lowrider as an influential element in the diverse landscape of the city.

Located in the Armand Hammer Foundation Gallery presented by BMW of North America, the display examines the intricacies with which 50 different artists interpret and celebrate the lowrider through a variety of media. Displays from installations to lithographs, sculptures to drawings, paintings to photography, and of course, vehicles themselves, meld automotive ingenuity and imaginative expression.

Notable vehicles in the exhibit include “Our Family Car,” a 1950 Chevrolet Sedan painted by legendary artist Gilbert Magu Luján; “El Rey,” a 1963 Chevrolet Impala by Albert De Alba Sr.; “El Muertorider,” a customized 1968 Chevy Impala by Artemio Rodríguez and John Jota Leños; and “Gangster Squad ’39,” a 1939 Chevrolet Master Deluxe by Mister Cartoon.



1968 Chevrolet Impala, “El Muertorider”, 2006, Artemio Rodríguez and John Jota Leños, from the Richard Harris Art Collection.











*"Gypsy Rose Piñata," by Justin Favela, hangs at the entrance of the showcase.*



Featured artists who have reworked and re-imagined the lowrider include El Moisés, Estevan Oriol, Germs a.k.a. Jaime Zacarias, and Luis Tapia. While each art piece represents a unique perspective of the lowriding movement, one of the most awe-inspiring creations is the built-to-scale piñata of "The Gypsy Rose." Constructed by Justin Favela, the "Gypsy Rose Piñata" hangs at the entrance of the showcase, adding a whimsical touch to the otherwise more serious components of lowrider culture.

Despite the varying modes of articulation, the message behind each masterpiece remains consistent. The lowrider, or "ranfla," inspires these artists and is at the heart of their cultural pride, or "corazón." Each unique vehicle is a canvas of self-expression, serving as the foundation of inspiration, or "inspiración," for future generations to engage with their aesthetics, performance, and iconography.

Since its opening, the exhibit has received outstanding reviews and generated record-setting ticket sales by patrons, who are enticed by the brilliant colors and passionate storytelling. The showcase will continue to run through July of 2018.





*"El Rey," a 1963 Chevrolet Impala by Albert De Alba Sr.*

From the successful lowrider showing, it's clear that no world-class automotive museum in L.A. would be complete without this Southern California icon. The Petersen has provided a single platform for these artists to effectively communicate the proud spirit of the lowrider.

As an ambassador of a prolific cultural center, the lowrider is much more than just a cool custom car to Angelenos. It's a symbol of progression for Mexican-Americans, who have embraced something as iconic as the classic American car and infused it with their own heritage and traditions. The result is timeless significance to the great city of Los Angeles and well-deserved recognition at the Petersen Automotive Museum. ■



*"Gangster Squad '39," a 1939 Chevrolet Master Deluxe by Mister Cartoon.*



*"El Muertorider," a customized 1968 Chevy Impala by Artemio Rodríguez in front; "Our Family Car," a 1950 Chevrolet Sedan painted by legendary artist Gilbert Magu Luján behind.*









**MARVIN E. WATERS II**  
*Automotive Writer, The Wilson Collection*

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choice on a race track?*







Porsche Cars North America recognizes that its brand is as unique as Porsche owners themselves, which is why it invested \$100 million building the Porsche Experience Center Atlanta adjacent to the Atlanta Hartsfield International Airport. PECATL, as it is known, offers a race track, off-road course, kick plate, driving simulators, and world-class dining at Restaurant 356, as well as housing the U.S. Porsche company headquarters. Plan to take delivery of your new Porsche at PECATL and

enjoy the new car experience as only Porsche does it. Porsche unveils your new car in a clinically clean delivery room and spends as much time as it takes to completely debrief the new owner. Recognizing it would be difficult to sample all PECATL has to offer in one day, Porsche partnered with Solis Hotels and constructed a world-class luxury hotel overlooking the Experience Center. Of course, Porsche's dedication to its customer extends well beyond new models. With over 70 percent of all Porsches ever built still on the road,



Porsche is equally attentive to the needs of owners of historic Porsche models and offers full service for any Porsche ever built, to include full restoration. The Heritage Gallery at PECATL presents an ever-changing display of historic racing as well as road-going Porsches. Porsche cares deeply about its heritage and is laser focused on the road ahead.

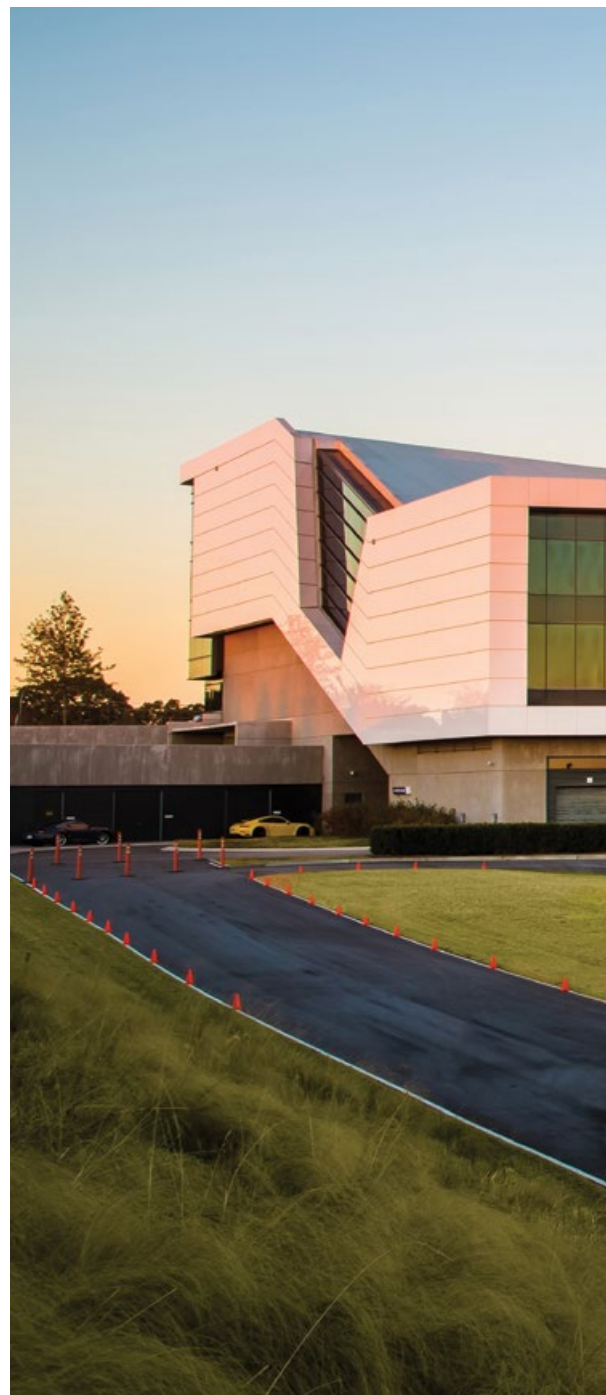
Porsche built its reputation on the world stage that is international motorsports, capturing a class win at Le Mans in 1951 and overall victories at Le Mans in 2015–2017. Given its deep motorsport heritage, it was important Porsche find the perfect person to lead the Experience Center into the future while continuing to preserve the past. Ray Shaffer is that person. Ray is the Classic & Delivery Manager and came to the Experience Center directly from the most iconoclastic and respected name in the world of Porsche: Brumos Porsche of Jacksonville, Florida. The Heritage Center and Classic Gallery is carefully curated by Ray. It is well worth the trip to Atlanta just to see the amazing artifacts on display as well as an ever-changing



selection of the most significant Porsche racing and road-going vehicles outside the Porsche Museum in Stuttgart. In fact, it is not unusual to see cars displayed at PECATL that have come directly from the Porsche Museum as well as the Ingram Collection in North Carolina.











Porsche offers each model in its line for test drives at PECATL. You can test drive the Porsche of your dreams on the PECATL race track for 90 minutes, with professional instructors working with you the entire time to ensure you completely understand the Porsche you have selected.

Restaurant 356 overlooks the track and is the perfect place to finish your visit to PECATL before heading back to

Hotel Solis for the evening to recount the day's events.

Porsche has been an innovative leader from the minute it decided the engine should be placed over the rear wheels and continues to look to the future and answer questions before they are asked. No other manufacturer offers an experience remotely similar to the Porsche Experience Center Atlanta or the Porsche Experience Center Los

Angeles, which opened in the fall of 2017. You owe it to yourself to make an appointment at PECATL, so make it a two-day visit and enjoy Hotel Solis. The experience reflects the automobile: "There is no substitute." <sup>HP</sup>

[www.porschedriving.com](http://www.porschedriving.com)

*Photography courtesy of Porsche Experience Center Atlanta*



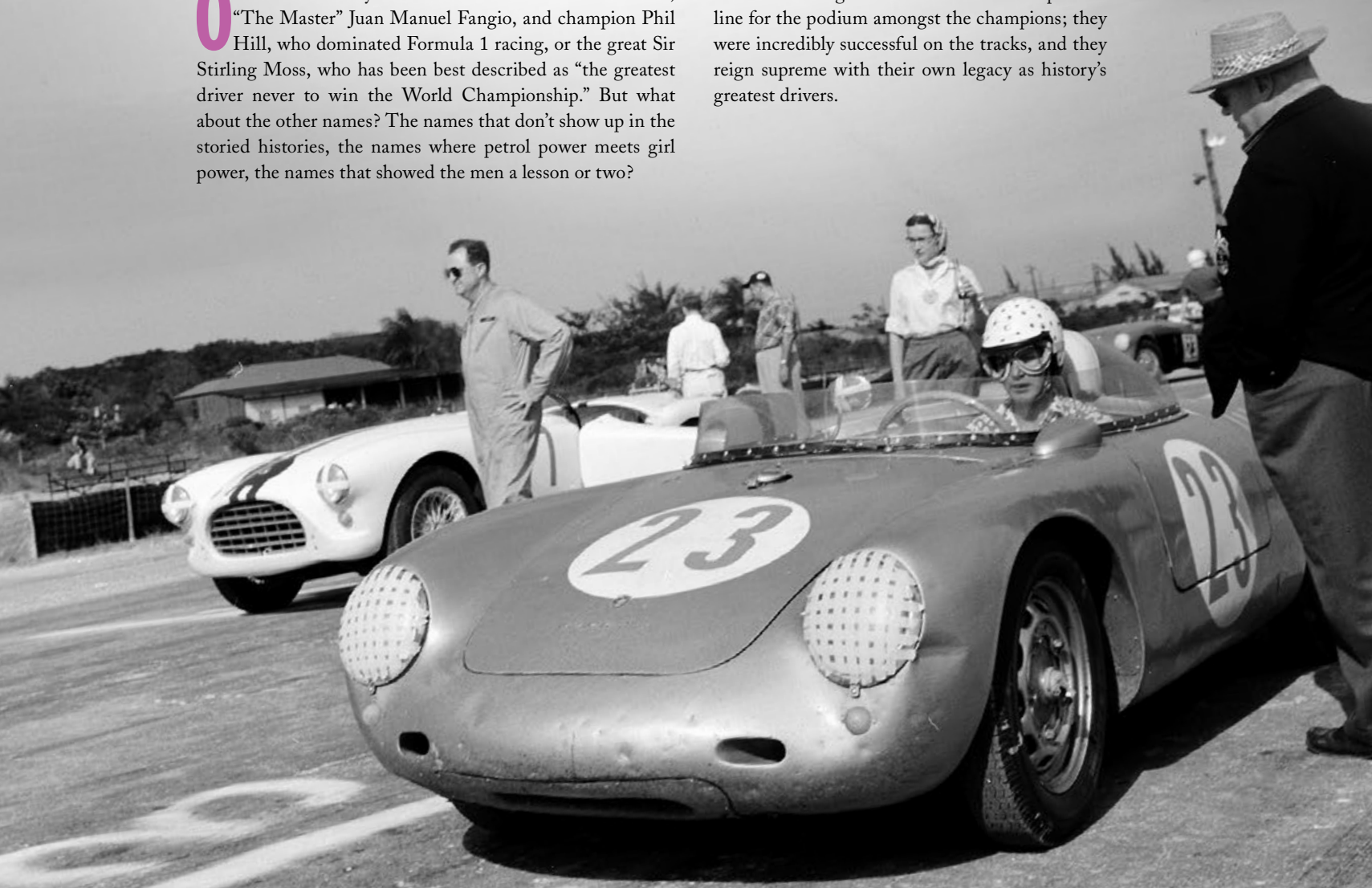
# Queens of the Road

*The Women Who Made Their Mark on Motor Racing History*

There are many names in motor racing history that are immortal, the greatest of the great, the ones who are recognized in the history books for their achievements and marks left well after the checked flags are waved.

Ones such as the style and achievements of Tazio Nuvolari, “The Master” Juan Manuel Fangio, and champion Phil Hill, who dominated Formula 1 racing, or the great Sir Stirling Moss, who has been best described as “the greatest driver never to win the World Championship.” But what about the other names? The names that don’t show up in the storied histories, the names where petrol power meets girl power, the names that showed the men a lesson or two?

The following five women deserve their place in line for the podium amongst the champions; they were incredibly successful on the tracks, and they reign supreme with their own legacy as history’s greatest drivers.







ERICA REAUME  
Director of Marketing, RM Sotheby's



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15 DECEMBER 1900 – 1 OCTOBER 1984

*French Model, Dancer, and Grand Prix Motor Racing Driver*

Hellé Nice was known as the “Bugatti Queen,” easily recognizable in her bright-blue Bugatti Type 35C, and having raced in five major Grand Prix in France. Wowing the crowds whenever she raced, she unfortunately never won a Grand Prix. She was a legitimate competitor though, frequently finishing ahead of some of the top male drivers, and raced in hill climbs and rallies all over Europe. She participated in the famous Monte Carlo Rally, and even drove for 10 days and 10 nights at the Yacco endurance trials at the Monthléry track in France, breaking 10 world records in the process.

## *Denise McCluggage*

20 JANUARY 1927 – 6 MAY 2015

*American Auto Racing Driver,  
Journalist, Author, and Photographer*

Beginning her racing career at small club events in her MG TC Midget, Denise McCluggage eventually replaced the MG with a Jaguar XK140 when she began to race professionally, earning respect from many of her male counterparts. Her trademark was a white helmet with pink polka dots, which she wore as she crossed the finish line with a win in the Grand Touring category at Sebring and a class win in the Monte Carlo Rally. Denise also participated in the 100 km race at the Nürburgring and eventually ended her career in the late 1960s.



Denise in her race suit, with her famous polka dot helmet in hand.  
*Courtesy of Autoweek.*





Racing driver Stirling Moss congratulating his sister Pat Moss as she wins the Ladies Handicap at the Goodwood Circuit, England, 1955.  
Photo by J. Wilds/Keystone/Getty Images

## Patricia Moss

27 DECEMBER 1934 – 14 OCTOBER 2008

### *Equestrian, Factory-Team Rally Drivers*

Kid sister of Formula 1 star Sir Stirling Moss, Patricia Moss shared her brother's competitiveness as she carved herself a reputation as "one of the boys." Actually, she was better than most of the boys, obtaining many victories, including 4th place in the 1958 Liège-Sofia-Liège in an Austin-Healey 100/6 – the first time a woman placed in the top 10. She also finished in the top four in tough events like the Acropolis, Liège, RAC, and the extremely snowy Monte Carlo Rally of 1965, where she finished 3rd. Pat joined the Renault Alpine in 1969 to place 10th before eventually retiring from rallying in 1974. She then returned to her original passion for horses and became a devoted mother.





## Shirley Muldowney

19 JUNE 1940

### *Drag Racer*

Known as “the first lady of drag racing”—and professionally as “Cha Cha”—Shirley Muldowney was the first woman to receive a license from the National Hot Rod Association. Born with a need for speed, she won the NHRA Top Fuel championship in 1977, 1980, and 1982, becoming the first person to win two and three Top Fuel titles. After 40 years of racing, Shirley decided to retire from Professional Drag Racing in 2003 with the “Last Pass Tour” that ended in Pomona, California, at the World Finals.



## Lyn St. James

13 MARCH 1947

### *Indianapolis Race Car Driver, Motivational Speaker, Author*

Lyn St. James is a veteran of seven Indy 500s, as well as a class winner at the 24 Hours of Daytona and the 12 Hours of Sebring. Winning the title of Indy 500 Rookie of the Year in 1992, in a sport few women have ever participated, she also became the first woman to exceed 200 mph on an oval track and set 31 international and national closed-circuit speed records. When the races finished and the trophies were done being handed out, St. James became a motivational speaker and author. ■





## *In Praise of* **DIVERSITY**

Why the Supercar Collector Should Own a Brass Car – and Vice-Versa

I am a young enthusiast. There are pluses and minuses to this situation.

**Y**ou are still in the early stages of your enthusiasm, and cannot yet afford what you dream of owning; yet, what one lacks in the resources to buy cars, they make up for in the time to plan ahead. One can sit and, in the back of their head, curate the ideal collection – sketching buildings, assembling lists, and paying attention to those who have gone before them – and learning from their successes and mistakes. You can follow cars for years, carefully noting them as they change hands and evolve through their restorations, watching and patiently waiting.

As you follow the collections of others, you begin to notice patterns and prejudices. There are men who, like my idol Bill Harrah, assemble literally one of every automobile they ever loved, amassing collections well into the hundreds of cars. There are enthusiasts who gather a small, carefully chosen stable of things they can enjoy driving. There are those who admire automobiles for their art, and those who admire them purely for their investment value. Everyone has their reasoning, and there are no necessarily “wrong” reasons for buying this or that car.

It is nonetheless one of the cardinal rules of investing that the smart investor diversifies his or her portfolio, and a car collection, regardless of its motives, is still a holding of valuable investments. Thus, when building a collection, it can be intelligent to look occasionally outside the box of your own thinking, and consider other paths to take.





A former colleague always encouraged his clients to focus on “the great cars”; automobiles that did not belong to an era or a category, but were simply the finest things you could buy at the time they were built: a Mercer Raceabout, a Duesenberg Model J, a Cord 810, a Lincoln Continental, a Cadillac Eldorado Brougham, a Ferrari Daytona, and so forth, each representing the peak of engineering and styling excellence in their era.

Nonetheless, breaking away from “the usual” – the things you have always wanted – can be a challenge. Like so many things in life, one has to study the other to understand their thinking. It helps to walk in their owners’ shoes. The supercar collector can benefit from attending London-to-Brighton; the Veteran car devotee can benefit from the Cavallino Classic. Spending time around others’ passions invariably allows a little bit of those passions to rub off on you. You get to experience, as I have, the thrill that a well-maintained Ferrari can offer the Full Classic fan, or the way that a big Brass Era Thomas Flyer or Stanley steam car can involve you in the way that a computerized modern hypercar simply cannot.

“THE MAN WHO ADORES  
HIS CHIRON SHOULD OWN  
A MODEL T, IF ONLY TO  
APPRECIATE JUST HOW  
MUCH THINGS ADVANCED  
IN 100 YEARS.”

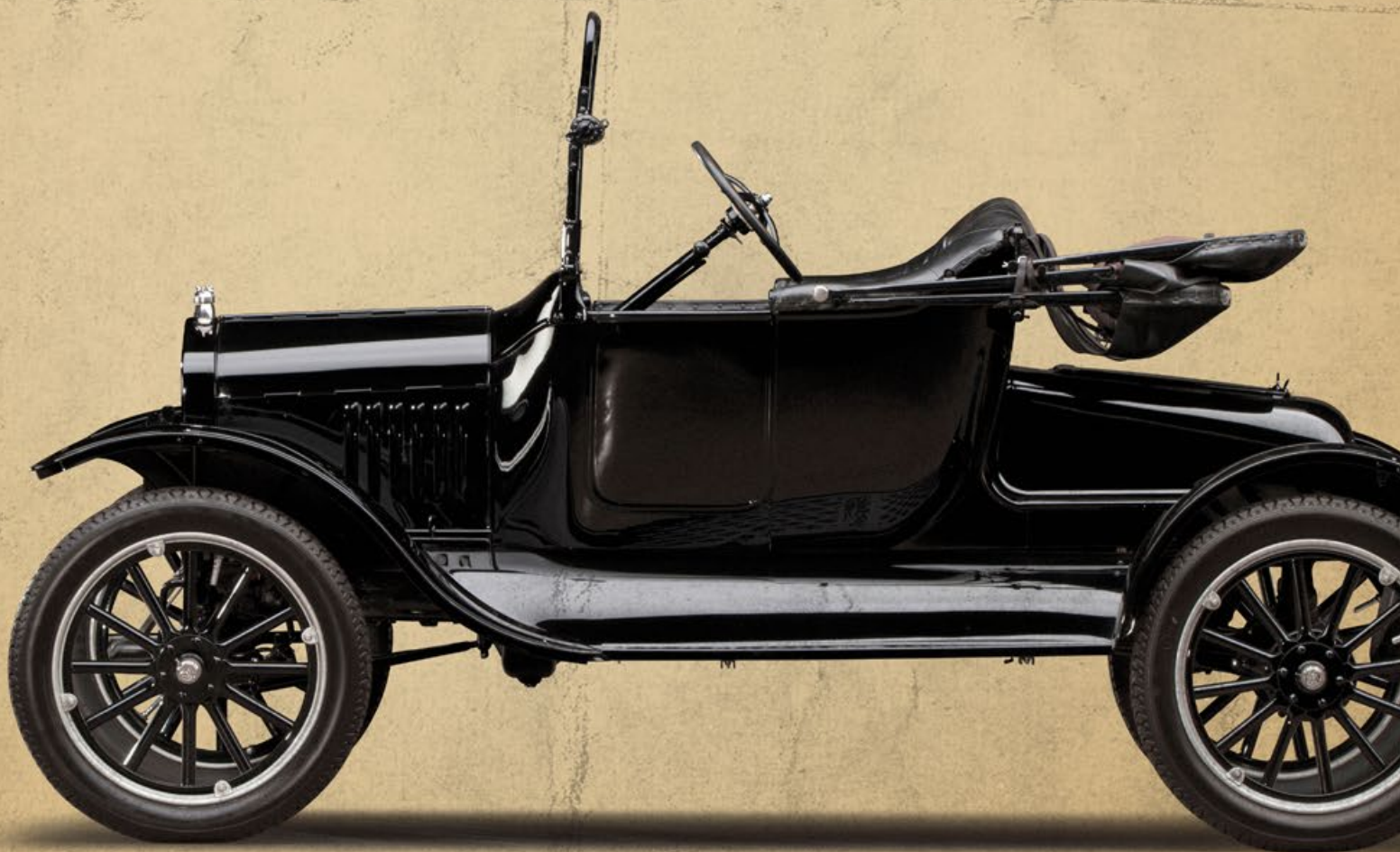
You have to prepare for your own thinking to be shot apart. “It’s a Ferrari,” you think to yourself. “It must be unreliable.” Then you meet the man who drove his every weekend for 40 years to the yacht club. “This car was built in 1911,” you say. “It can’t possibly be very fast.” Then you realize that 60 mph in a Mercer Raceabout is the fastest you will ever go . . . or at

least it feels that way. Every man or woman who loves his or her car will have a story to tell you about why they love it . . . because they want you to love it, too.

A diverse collection can teach you how your main interest came to be, or where it went. The man who adores his Chiron should own a Model T, if only to appreciate just how much things

advanced in 100 years. The woman who thrills at her vintage MG Magnette should buy an MGA, so she can demonstrate where years of evolution took her favorite automobile. It takes what is merely a passing interest and builds it into an emotional experience.

Diversity matters. It is a smart investment, but it is also an exciting one, filled with new experiences and new ideas that make every purchase a fresh thrill. ■







Lot 236, 1921 Alfa Romeo G1  
To be offered Friday, 19 January, at Arizona  
Estimate Available Upon Request  
OFFERED WITHOUT RESERVE



# ELEGANCE, SPEED, & VICTORY

*The Story of Alfa Romeo*



When you see photographs  
of Nicola Romeo, in almost  
all he is smiling.

If his mouth is not visible beneath his extravagant moustache, there is an unmistakable twinkle in his eye that betrays the enthusiasm, joy, and confidence of the man. It must have been very exciting for the 39 year old to take a controlling stake in the Anonima Lombarda Fabbrica Automobili company in 1915.

Born in Naples, Italy, in 1876, this engineer and entrepreneur is of course most famous for giving his name to one of the most famous and renowned automotive names in history. It is perhaps surprising to many to realize that Nicola Romeo was only associated with the company for 13 years, yet Alfa Romeo largely retained—and still has—the spirit he brought to the Milanese manufacturer 103 years ago.





Ron Ashby at speed at Brooklands in August of 1939 behind the wheel of chassis no. 50006.

A.L.F.A., as it was known, had begun as a company formed in 1909 from an earlier one established in 1906 to manufacture French Darracq vehicles in Italy. The brilliant Giuseppe Merosi designed the first Italian model for the new company, the 24 HP of 1910. A.L.F.A. had, along with its competitors, engaged in competition from the beginning, and two of the cars were entered to race the following year in the Targa Florio.

In only its sixth running, the epic Sicilian endurance race had already begun to establish its reputation. While the A.L.F.A. cars failed to find victory, or actually even finish that year, Alfa Romeo would go on to record ten 1st place trophies in a total of 30 podium finishes in the Targa over the next 45 events from 1923 to 1975. It's a clear example of what Alfa Romeo would accomplish around the world in the decades to come.

As was common in the early decades of automotive development, little differentiation could be seen in vehicles intended for the road and those used in competitive events. Most racing was entered into by manufacturers to prove the durability and reliability of its products rather than outright speed – although the pace of development was such that performance leaps from model

to model were commonplace.

It's notable that Alfa has always been best known and revered for its “grand touring” road cars and competition machines and rather less acclaimed for its luxury models. That was a pattern established early in the history of ‘Alfa Romeo’ when it launched the ambitious six-cylinder “G1” chassis in 1921.

Nicola Romeo looked to both build on the success of the pre-WWI A.L.F.A. 40/60 HP touring car and to carry the new Alfa Romeo brand further upmarket into competition with Rolls-Royce; even if not to the even more rarified precincts of the more powerful and exclusive Isotta Fraschini.

Speed wasn't the chief goal of the model, as the G1 chassis was designed to wear elegant, spacious, and comfortable town car or formal tourer bodywork. However, as was often the case, a competition body was fitted to at least one G1 chassis, which is reported as having won the Production Class in the Circuito di Garda grand prix race, its 70-hp 6.3-liter engine said to have propelled it to speeds of almost 140 km/h, nearly 87 mph. That apparently was the first and only competition achievement for the model, and its timing was unfortunate for the luxury market as well.





1934 Alfa Romeo Tipo B P3  
Sold for €3.920.000 in Paris 2017





Lot 242, 1942 Alfa Romeo 6C 2500 SS Spider  
To be offered Friday, 19 January, at Arizona  
Estimate: \$900,000 - \$1,100,000  
*OFFERED WITHOUT RESERVE*



The Alfa Romeo RL that followed in 1922 established the hierarchy in model positioning that was to serve Alfa through the next three decades. Beginning with a “Normale” specification, the RL proceeded through higher states of tune, including “Turismo,” “Sport,” and “Super Sport.” Defined by the number of carburetors and compression ratio, the RL could be a docile, comfortable car for driving around town or a fast, flexible sporting grand touring car with the performance of a contemporary Bentley.

That duality of personality would

continue to be seen in Alfa Romeo vehicles through the 1970s and survives today. What they have all had in common, regardless of the specification, is a lively, involved connection between driver and automobile that has come to define Alfa Romeo.

Despite the financial drama and a government takeover in the early 1930s, Alfa Romeo created some of the most remarkable automobiles ever seen. Engineer Vittorio Jano had come to the company replacing Merosi, and his work saw the creation and development of the

six-cylinder range through the 6C 1500 of 1927 and 6C 1750 of 1929. Perhaps no other Alfa Romeo of this period captures the imagination quite like the 6C 1750.

In its ultimate form, the 6C 1750 Gran Sport ‘testa fissa’ or ‘fixed head’ featured dual overhead camshafts, a monoblock engine, and supercharger. It easily topped 100 mph and was practically unbeatable in competition, and when fitted with the iconic Zagato-bodied spider bodywork came to symbolize the dashing, stylish, and winning character of the Alfa Romeo brand.

Lot 239, 1955 Alfa Romeo 1900C SS Speciale  
To be offered Friday, 19 January, at Arizona  
Estimate: \$900,000 - \$1,100,000  
*OFFERED WITHOUT RESERVE*





1939 Alfa Romeo 6C 2500 Sport by Carrozzeria Touring  
Sold for £952,000 in London 2016







Capping the achievement of the thirties is one of the most remarkable automobiles of all time. Alfa Romeo and Jano would be legends even if they had only built one vehicle – the Alfa Romeo 8C 2900. A double overhead cam, dual supercharged engine combined with a four-speed rear transaxle, and all-independent suspension and hydraulic brakes made it arguably the most advanced road car of the decade.

In trying to contextualize the position of the 8C 2900, some have called it “The

McLaren F1 of the pre-war period.” I would argue that the McLaren F1, one of the most extraordinary cars of all time, is rather the “Alfa Romeo 8C 2900 of the second half of the 20th century.” Both were built to uncompromising standards, regardless of cost, for a very select, sophisticated, and wealthy clientele.

The last new model introduced before the outbreak of WWII was the 6C 2500, a development of the 6C 2300. Interestingly, while automotive production ended during the War almost everywhere, there

were Alfa Romeo 6C 2500s built every year through the 1940s, admittedly only a very small total.

Despite the privations of the War and greatly assisted by Marshall Plan funds, Alfa was ready in 1951 to begin production of its first car for the wider upper-middle-class market, the 1900. It was launched as a unit body four-door sedan with a dual overhead cam four-cylinder engine, Alfa’s first since the 1920s.

This article is too short to discuss Alfa’s great second period of greatness in the



1939 Alfa Romeo 8C 2900B Lungo by Carrozzeria Touring  
Sold for \$19,800,000 Monterey 2016



1950s, or its move to become a true volume manufacturer with the Giulietta of 1955. Through the 1960s, the company moved from strength to strength, on the road and in competition.

The 1970s brought the same challenges to Alfa Romeo as faced by every other auto company: rising fuel prices, emerging safety and emissions standards, and labor unrest. It managed to survive, becoming a part of the Fiat group in 1986, and today has even made a return to the all-important U.S. market.

Modern Alfa Romeos, starting with the 8C Competizione in 2007, have been created to deliver contemporary drivers reliable, usable performance with personality in keeping with the rich heritage of the marque. With a return to Formula 1 racing with the Alfa Romeo Sauber F1 Team, once again the company comes back to where it began. Nicola Romeo's eyes must be dancing again with the idea that the company he brought into being is still inspiring enthusiasts more than a century later. ■



**DONALD OSBORNE**  
*Special to SHIFT*

Donald Osborne is a historian, consultant, journalist, TV personality, and Accredited Senior Appraiser of the American Society of Appraisers. He is the author of *Stile Transatlantico/Transatlantic Style*, published by Coachbuilt Press. Based in Palm Springs, California, he lives in Northern Italy several months each year and travels extensively in the United States and Europe, working with clients on the valuation, acquisition, and sale of collector cars.





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Roosevelt Lake Bridge

**H**eld at the iconic Arizona Biltmore on Thursday and Friday, 18 and 19 January, RM Sotheby's 19th annual Arizona sale will feature over 100 first-class automobiles and pieces of memorabilia. From pre-war classics and contemporary supercars to historically significant sports and racing cars, RM Sotheby's is truly the crown jewel of Arizona Car Week.

Although one could spend each waking moment of Car Week engulfed in all things auto, from auctions to garage tours to just navigating your rental car through Phoenix, even the heartiest automotive enthusiast cannot live on exhaust fumes alone. That's where I come in. Here are my suggestions for what to do when you need a reprieve from Car Week.



## Eat, Drink, and Be Merry

Phoenix has no shortage of great dining options, so let me break it down for you. The close proximity to the Arizona Biltmore is not the only reason TEN Handcrafted American Fare & Spirits made my list. With its small but delightful menu of comfort food, TEN hits the spot after a long day of aggressively bidding on dream cars. Open for lunch and until 10:00 p.m. on weekends.

Not just another Italian joint, Tratto is the spot to see, be seen, and of course, dine in style. Created by James Beard Award-winning Chef Chris Bianco, this homey trattoria serves up a simple but unforgettable menu. Order one of everything—you won't regret it! The cocktail program is just as noteworthy and includes house-made vermouth. Reservations are a must.

Car Week isn't complete without a steak dinner, and Donovan's Steak & Chop House should be your go-to spot. With an amazing happy hour, an award-winning wine list, and exquisite steaks and seafood, Donovan's is the definition of fine dining in Phoenix.

Honorable mentions: Fat Ox, (the new and improved) Binkley's, Mora, Citizen Public House, and for those looking to get a more local feel, try Handlebar J for live western music, Randy's Restaurant & Ice Cream (cash and checks only!) for your no-frills breakfast, and the ultra-hip AZ88 for late-night cocktailing and people watching.







Yayoi Kusama's Infinity Mirror Room, *Fireflies*, at the Phoenix Art Museum

## Art, Architecture, and Culture

Does the sculptural design of a Delahaye move you? Then head downtown to the Phoenix Art Museum. National and international exhibitions are shown alongside the permanent collection of more than 18,000 works of art and fashion. Be sure not to miss *Fireflies*.

Nature more your thing? Visit the Desert Botanical Garden. This beautiful respite in the middle of the city houses one of the world's finest collections of desert flora.

Taliesin West was the winter home of Frank Lloyd Wright and currently serves as the home for the Frank Lloyd Wright Foundation and the School of Architecture. Reservations for tours are recommended.



Desert Botanical Garden



Copperstate 1000



Taliesin West

## Get Out and Drive

For those who just cannot resist the call of the road, we've got you covered. Hagerty, in conjunction with the Copperstate 1000, have put together a two-day, one-night drive. Dates are Monday and Tuesday, 15 and 16 January. Please visit [Hagerty.com/ScottsdaleTour2018](http://Hagerty.com/ScottsdaleTour2018) for information or to register. #

Kelly Whitton is the driving force behind the Copperstate 1000 vintage car road rally and the Copperstate Overland vintage off-road rally. When not working, she can be found on any rally that is fool enough to let her in and is currently planning her next big adventure, navigating a 1930 Model A in the 2019 Peking to Paris endurance rally.





## 1964 Ferrari 250 GT/L Berlinetta Lusso *by Scaglietti*

Chassis no. 5537 GT

From *A Century of Sports Cars* comes the 275th of 300 “Lussos” built, wearing a superb three-year restoration in an elegant authentic color combination, completed in June 2013. Documented with restoration invoices, photographs, and a history report by Marcel Massini, it was awarded Best in Class at the inaugural Arizona Concours d’Elegance in 2014.



## 1952 FERRARI 212 INTER COUPE *by Ghia*

Chassis no. 0191 EL

The Ferrari factory show car at the 1952 Paris Salon, this striking features bespoke one-off coachwork by Ghia, and boasts a fabulous history that begins with its delivery to Argentinean President Juan Perón. Offered from a prominent coachbuilt Ferrari collection, it has been an award-winner at the Pebble Beach Concours d’Elegance and the Cavallino Classic, and has been featured in numerous magazine articles. Finished as it appeared when new, it has virtually unparalleled history, provenance, and eye-turning style.



## 1966 Shelby 427 Cobra ‘Semi-Competition’

Chassis no. CSX 3040

Offered from an esteemed private collection, CSX 3040 is inarguably one of the finest, most original, and most correct examples of the very rare 427 ‘Semi-Competition’ Cobra. Authentic, matching numbers, and documented, it has been continuously well preserved and maintained by only four long-term caretakers and underwent an immaculate, sympathetic restoration by Cobra expert Mike McCluskey. It is an unrepeatable opportunity to acquire one of the world’s very best Cobras.



## 1967 Ferrari 330 GTS

*by Pininfarina*

Chassis no. CSX 3040

One of only 99 examples built, this Ferrari Classiche-certified example was delivered new to the U.S., with the desirable options of power windows and Borrani wire wheels. Featuring a quality restoration in the original color scheme, it has undergone extensive recent work, including a comprehensive engine overhaul by marque specialists, and is one of the very few 330 GTSs presently available for sale.





# 1954 JAGUAR *D-Type*

Chassis no. XKD 403

**T**he legendary "OKV2" is one of five factory "Works" examples built in 1954, and has been driven, in practice or competition, by no fewer than six different Le Mans winners, including at Le Mans in 1954 by Stirling Moss and Peter Walker. Afterward, it served as a factory development car for the 1956 season. It has been fastidiously maintained by its current private owner, who has continued to enjoy the car on numerous rallies and vintage racing events.





## *Offered from a* Private Collection

**R**epresenting the lifetime collection of a Southern California enthusiast, this gathering includes the legendary ex-Winthrop Rockefeller Tucker 48, a fully restored U.S.-market Toyota 2000GT, and an extraordinary grouping of Classic Car Club of America Full Classics, including Joan Crawford's 1933 Cadillac V-16 Town Cabriolet. Many with superb known histories, and almost all seldom shown publically in recent years, all are offered without reserve.





OFFERED FROM THE

# Neil and Patricia DeAtley

COLLECTION

The late Neil DeAtley and his beloved wife, Patricia, were active members of the collector car scene in Arizona for decades. They built a wonderful, carefully chosen collection, encompassing everything from sports cars to 1950s GM convertibles to their true passion, Classic Car Club of America Full Classics. Three of their finest Classics – familiar to many regional enthusiasts – are being offered in Arizona, all without reserve, led by one of the finest extant 1941 Packard “Darrins.”

## 1941 PACKARD CUSTOM SUPER EIGHT ONE EIGHTY CONVERTIBLE VICTORIA *by Darrin*

Engine no. CD501182



**1933 PACKARD TWELVE COUPE ROADSTER**  
Chassis no. 901432



**1934 BREWSTER-FORD CONVERTIBLE SEDAN**  
Chassis no. 18-1022919





## 1960 Ferrari 250 GT CABRIOLET SERIES II

Chassis no. 1939 GT



1942 ALFA ROMEO 6C 2500 SS SPIDER

Chassis no. 915.515

# A CENTURY OF SPORTS CARS

OFFERED WITHOUT RESERVE

Representing the carefully curated private collection of a noted Southern California enthusiast, *A Century of Sports Cars* encompasses the entire genre of fast, fun-to-drive automobiles, many with superb histories and successful show appearances. The offering includes everything from the landmark Alfa Romeo G1 – the earliest surviving intact Alfa Romeo – to unique coachbuilt speciales and superb Ferrari icons, all beautifully presented.



1972 FERRARI DINO 246 GT

*'Chairs & Flares'*

Chassis no. 04970



2002 FERRARI 575M MARANELLO

Chassis no. ZFFBV55AX20127464







**1921 ALFA ROMEO G1**  
Chassis no. 6018

**2005 FORD GT**

Chassis no. 1FAFP90S35Y40139



**1969 FERRARI DINO 206 GT**  
Chassis no. 00378



**2015 FERRARI CALIFORNIA T**  
Chassis no. ZFF77XJA0F0207881



**1964 FERRARI 250 GT/L BERLINETTA**

Chassis no. 5537 GT

*Lusso*



**1955 ALFA ROMEO 1900C SS**  
*Boano Speciale*

Chassis no. AR 1900C 01846

**1975 FERRARI 365 GT4 BB**

Chassis no. 18635



## Arizona

18-19 JANUARY 2018

### LOCATION

ARIZONA BILTMORE  
2400 EAST MISSOURI AVENUE  
PHOENIX, ARIZONA  
85016

### GENERAL INQUIRIES

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Always kicking off the collector car auction season on a strong note, RM Sotheby's returns to the vibrant grounds of the Arizona Biltmore Resort & Spa in Phoenix, 18-19 January, for its 19th annual sale. A truly global event, RM's Arizona sale will once again prove that Phoenix is the epicenter of the collector car world in January. The perfect winter destination for all enthusiasts looking to enjoy a week of classic car camaraderie and year-round sun, RM Sotheby's Arizona sale is the perfect start to what is sure to be an action-packed auction season.

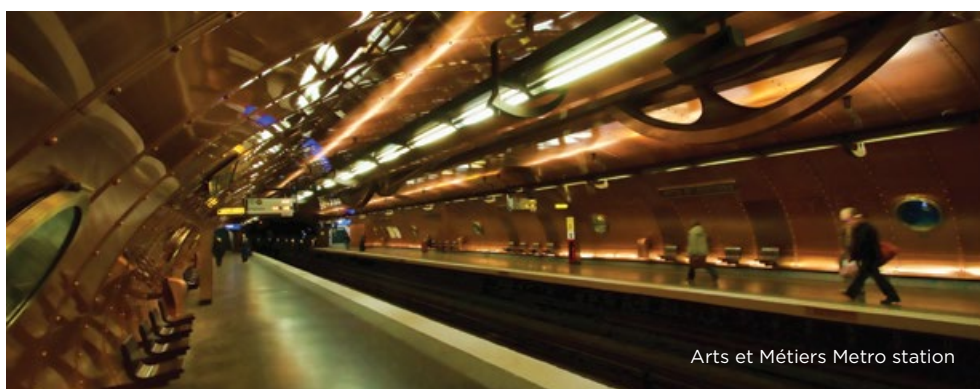
#RMARIZONA



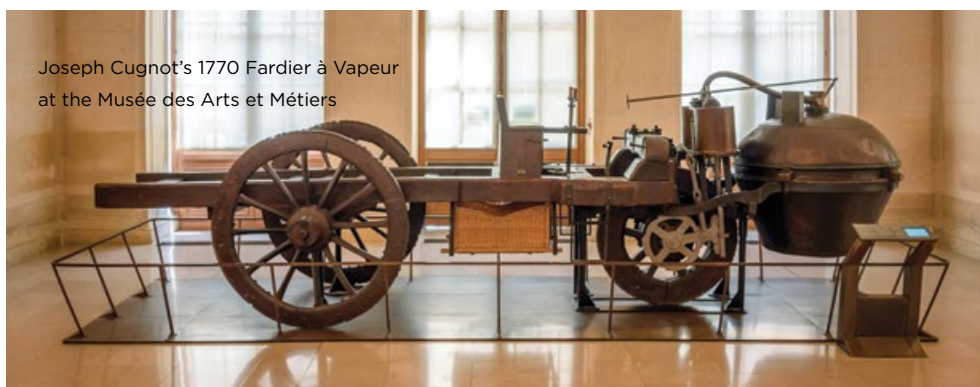




Paris is famous for being a hub of culture and fashion, not to mention romantic cafés where the city's relaxed atmosphere proves as intoxicating as fine wine paired to Michelin-starred cuisine. RM Sotheby's fifth annual Paris auction, held on Wednesday, 7 February, blends this magical setting along with some of the most desirable classic cars imaginable.



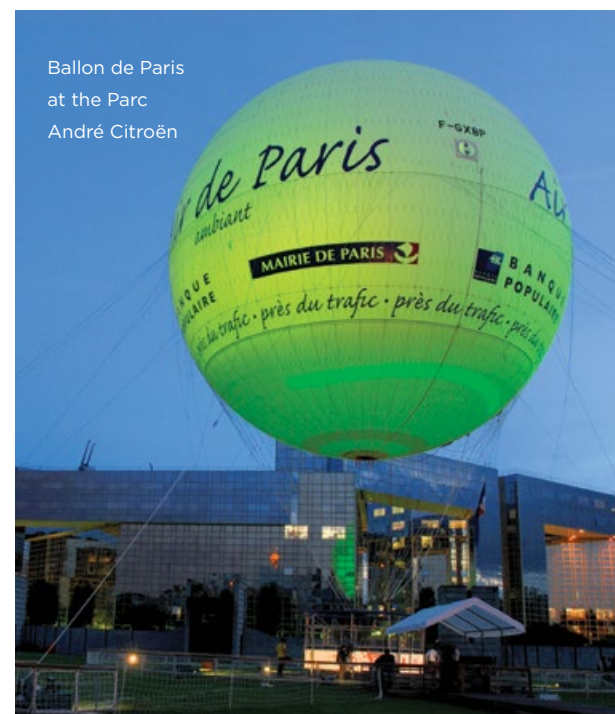
Arts et Métiers Metro station



Joseph Cugnot's 1770 Fardier à Vapeur  
at the Musée des Arts et Métiers

Held at the Place Vauban, located in the very heart of Paris and in the shadow of the magnificent gold Dôme des Invalides, the auction's wide range of offerings is similar to the confections available at the city's best patisseries. Which is more decadent – rows of pillowy pastries and divine chocolates, or the most coveted sports, racing, and touring cars in the world – remains open to your own interpretation, of course.

What's indisputable is that Paris has the means to stir passion. This is especially true if your heart is smitten by automotive provenance among the City of Light.



Ballon de Paris  
at the Parc  
André Citroën



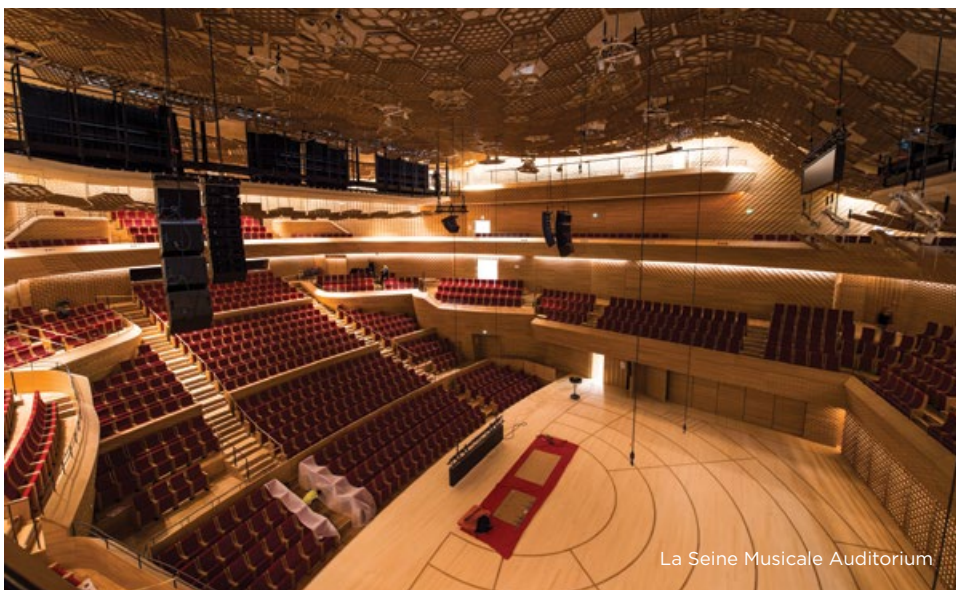


**NICK KURCZEWSKI**  
Special to SHIFT

To start at the source, there is no better place than the Musée des Arts et Métiers (60 Rue Réamur). Founded in 1794 and dedicated to technology and human innovation, the permanent collection includes everything from fragile-looking aircraft from the dawn of aviation to massive early super-computers, high-wheeled bicycles, classic cars, and even the original scale model for the Statue of Liberty.

The best advice is to arrive via public transportation, to witness the riotous design of the Arts et Métiers Metro station. Sheathed in copper and with oversized gears and cogs poking from the ceiling, the station looks like it was transported directly from a Jules Verne novel.

The museum's automotive pièce de résistance is Joseph Cugnot's 1770 Fardier à Vapeur. This gargantuan, steam-powered device is regarded as the world's first motorized vehicle. Despite its imposing presence – or perhaps because of it – it should come as no surprise that test drives found this 'car' to be highly unstable, unreliable, and incapable of moving at more than a snail's pace. In terms of historical significance, however, the Fardier à Vapeur is peerless.



La Seine Musicale Auditorium

Anyone who desires a broader, big picture view of Paris' automotive past should head directly to the Parc André Citroën. Located in the southwest corner of the city, along the banks of the Seine in the quiet and largely residential 15th arrondissement, the park was once the site of a sprawling Citroën automobile factory. One

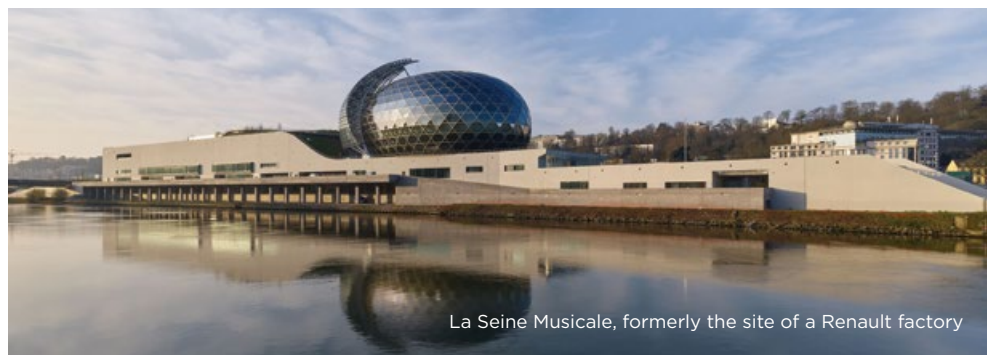
of its main attractions is now the "Ballon de Paris," a tethered balloon ride that takes you nearly 500 feet into the air and provides breathtaking views.

Another example of Paris' brilliantly repurposed automotive past is La Seine Musicale, a cutting-edge performing arts venue situated on Île Seguin, an island in the middle of the Seine that for decades served as the site of a Renault factory. Located in the western suburbs of the city, but easily accessible via taxi or train, La Seine Musicale offers visitors the chance to enjoy top-rate entertainment in a space that's intimate and beautifully designed.

If shopping is high on the agenda, a stroll down the Champs-Élysées remains a must. Car manufacturers are well represented here with L'Atelier Renault (53 Ave. Champs-Élysées), Peugeot Avenue (136 Ave. Champs-Élysées), and Citroën's C42 (42 Ave. Champs-Élysées) flagship showrooms providing a chance to admire classic cars, production models, and outlandish concepts – and perhaps take home a souvenir or two.

When your feet get weary, hop aboard a vintage Citroën 2CV for a tour of Paris with "4 Roues Sous 1 Parapluie" (4 Wheels Under 1 Umbrella). Tours can be customized, and the drivers are multi-lingual. Arrive in French style at the Hôtel Ritz Paris and finish your day with a nightcap at the legendary Bar Hemingway (15 Place Vendôme) located just off the lobby. ■

Based in the New York metro area, freelance automotive journalist Nick Kurczewski loves uncovering interesting and esoteric car stories all over the globe. He's also officially licensed to drive a Zamboni, should the need arise.



La Seine Musicale, formerly the site of a Renault factory



A "4 Roues Sous 1 Parapluie"  
tour in a Citroën 2CV





# 1965 ISO GRIFO A3/C

Chassis no. B0209



Famously owned by French singer Johnny Hallyday, this Iso Grifo A3/C has never been registered outside of France. A highly desirable 'riveted' Grifo A3/C, this the eighth of 10 such examples built for 1964. With a known history from new and retaining its original interior, this Grifo is believed to have less than 27,000 km.





# 1965 FERRARI 275 GTB ALLOY

Chassis no. 08069

Restored to original colors by GTO Engineering in 2015, this 275 GTB Alloy was previously owned by a detailed enthusiast for over 40 years.

# 2014 M<sup>C</sup>LAREN P1

Chassis no. SBM12ABB2EW000080

This exceptional "MSO" P1, finished in paint-to-sample Porsche Grauschwarz 7A1 Gloss, was constructed in 2014 and remains the only McLaren P1 delivered new to Italy.







#### 2009 FERRARI 599 GTB

Chassis no. ZFFFD60B000167984

Sold new in France via Charles Pozzi and optioned with a six-speed manual and black carbon sport seats, this 599 GTB is recently serviced and ready for a new owner.

#### 2004 FERRARI 360 CHALLENGE STRADALE

Chassis no. ZFFDT57B000139664

One of the very last German-delivered Challenge Stradales, this car was originally ordered with black Alcantara seats and Lexan windows. Never raced in anger, the 360 is perfect for any collector looking for a truly special daily driver.

#### 2005 MASERATI MC12

Chassis no. ZAMDF44B000012085

Ready to drive and enjoy, this MC12 has been carefully maintained throughout the current ownership.



OFFERED FROM A  
PRIVATE COLLECTION



**1970 LAMBORGHINI ESPADA SERIES II**

Chassis no. 7725

Fully restored by German Lamborghini specialists, with a special eye toward maintaining the original interior, this Espada is stunning in white over dark blue leather. It comes complete with all original paperwork, including rare original manual and Italian Libretto.

**1981 FERRARI 512 BB**

Chassis no. Z36775

Extremely well maintained and driven frequently, this car has always been the favorite of the current owner. With a 2002 restoration and a large service in 2017, both by Eberline, this 512 BB should not be overlooked as just an oldtimer.

**1992 FERRARI F40**

Chassis no. ZFFGJ34B000093710

Offered with very rare original luggage, this late-model Ferrari F40, with catalytic converters and adjustable suspension, has been regularly serviced and maintains its original hood and doors.



Offered from the collection of a connoisseur, these next six lots represent an exceptional offering of Italian sports cars from the country's most celebrated marques: Ferrari, Lamborghini and Maserati. The owner of the exceptional offering very much considers himself a driving enthusiast and greatly enjoyed these automobiles on the road throughout Europe during his ownership. Putting his collection together with an eye for quality, each of these exceptional automobiles has received a recent service prior to the auction and is accompanied by its original owner's manuals and tool kits. It is not without sadness that the cars leave his collection, but they will be sure to excite their new owners on the open road.





1.

**1. 1989 PORSCHE 911 SPEEDSTER**

Chassis no. WP0ZZZ91ZKS152325

With all original paint, this Speedster has only 576 km from new, as confirmed by Porsche. An iconic Porsche model, it is classically presented in black on black.

**2. 2002 PORSCHE 911 GT2**

Chassis no. WP0ZZZ99Z2S695174

Offered with the original wheels, this GT2 was given a Sportec performance upgrade to increase power output to an astounding 580 hp. Chock-full of extras, this GT2 warrants a second look.

**3. 1994 PORSCHE 911 TURBO 3.6**

Chassis no. WP0ZZZ96ZRS470389

One of very few Turbo 3.6 models built with the X88 power upgrade, this Porsche is the pinnacle of the Type 964 production range. Complete with factory order sheet, invoice, and documentation.

2.

3.

**4. 2008 PORSCHE 911 GT2 CLUBSPORT**

Chassis no. WP0ZZZ99Z8S794079

The most powerful and fastest road-going 911 GT2 sold to the public, the black-on-black colour scheme only adds to the machismo of this Porsche. Complete with the Clubsport Package, this Porsche is the ultimate driver's car.

**5. 1975 PORSCHE CARRERA 2.7 MFI 'JUBILÄUM'**

Chassis no. 9115600225

An ultra-rare, ultra-desirable Porsche, this 2.7 Carrera Anniversary Model has been driven under 100 km in the last five years.





# Paris

*Held during the world-famous  
Rétromobile Week*

7 FEBRUARY 2018

## LOCATION

PLACE VAUBAN  
PARIS, FRANCE  
75007

## GENERAL INQUIRIES

+44 (0) 20 7851 7070  
[information@rmsothebys.com](mailto:information@rmsothebys.com)

RM Sotheby's kicks off its 2018 European calendar in spectacular fashion with a return to Paris, 7 February, for its fifth annual sale during the world-famous Rétromobile show week. Held at the historic Place Vauban, right in the heart of Paris' café culture and steps away from the Eiffel Tower, Gothic Notre-Dame cathedral, and world-class designer boutiques, the stunning grounds offer the perfect setting in which to present the finest sports, racing, and touring cars from both pre- and post-war periods.

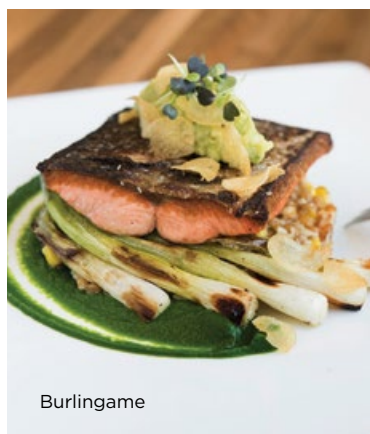
#RMPARIS







Stretching approximately 13 miles long and four miles wide, Amelia Island is a tiny barrier isle packed with world-class dining, plentiful attractions, beautiful beaches, and a rich history. In March, afternoon temperatures usually idle in the low 70s, so if you wanted to spend your downtime relaxing by the beach or strolling the streets of the quaint Historic District, no one would blame you. But planning a visit to Florida's first luxury tourist destination should include stops at some of the following high points.



Burlingame



The Patio Place

## Taste

### AMELIA TAVERN

318 Centre St., Fernandina Beach

This new addition to the Island's restaurant scene is a brewpub serving up "Southern twisted comfort food." Tater chips, "bayou balls," and a bourbon-glazed shrimp po' boy are all on offer, as are several beers brewed in house.

### THE PATIO PLACE

416 Ash St.

For weekend brunch, a stop here is recommended. If the weather's nice, find a seat on the cozy outdoor patio (there's a reason the restaurant is named for it!) and try the Classic Brittany—a savory crêpe served the French way with ham, Monterey Jack, cheddar, and an egg, sunny-side up.

### BURLINGAME

20 S. 5th St., Fernandina Beach

Seating just under 120 patrons overall, Burlingame's dining spaces are split between a front room with a fireplace, a bar and lounge, a glass room, and a deck under a canopy of magnolia and live oak trees. The dinner menu (offered Tuesday through Sunday) features seasonal Southern dishes like seafood gumbo with mussels, Mayport shrimp, muddleneck clams, Andouille sausage, rice, okra, and oven-roasted tomatoes. With such limited seating, I recommend a reservation.

### COAST

4750 Amelia Island Pkwy.

The Ritz-Carlton, Amelia Island's newest restaurant, offers a contemporary ambiance and menu to match within walking distance of the Atlantic Ocean. Plenty of seafood is on offer (the catch of the day is always a sure bet) along with steaks, vegetarian items, and pasta. The chicken and waffles are a Southern staple—though they aren't quite prepared in the traditional style. Fried chicken breasts sit atop a single large waffle, adorned with a green tomato jam, bourbon glaze, Sweet Grass Dairy Heat cheese, and spicy butter.



Amelia Tavern





Coast

## Enjoy

### MARLIN & BARREL DISTILLERY

115 S. 2nd St., Fernandina Beach

Tasting is free at this small, unassuming craft distillery which sits just a short walk away from Fernandina Beach's historic district. The spirits here, like the flavorful 2nd Street Gin and Venture Craft Vodka made from Florida molasses, are all crafted by hand with locally sourced ingredients. Tours are free and offered on Saturdays at 2:00 and 4:00 p.m.



Marlin & Barrel Distillery



The Palace Saloon



Artrageous Art Walk

### ARTRAGEOUS ART WALK

10 March, 5:00 p.m.–7:30 p.m., [islandart.org](http://islandart.org)

Amelia Island is known for its upscale galleries, and on the second Saturday of each month, they open their doors to art lovers—with wine and hors d'oeuvres to sweeten the deal. Photography, pottery, copper, stained glass, watercolors, oils, and batik are just a few of the varied media one can expect to see.

### THE PALACE SALOON

117 Centre St., Fernandina Beach

The oldest bar in Florida is still a go-to for locals—it was voted best watering hole on Amelia Island by Jacksonville Magazine readers. Established in the pre-Prohibition era, the Palace still retains the charm of its heyday with inlaid mosaic floors, embossed tin ceilings, and a 40-foot bar lit with gas lamps. I suggest ordering the saloon's signature Old Fashioned, naturally.

Jocelyn Tolbert is a freelance writer and assistant editor at Jacksonville Magazine. She resides in Ponte Vedra Beach.





## 1933 Pierce-Arrow Twelve Convertible Sedan by LeBaron

*Chassis no. 3550092*

One of four surviving examples, this beautiful Pierce sports one of the most desirable “semi-custom” bodies and well-known ownership history. It is a tremendously impressive automobile deserving of the best Full Classic collection.



## 1909 Rolls-Royce Silver Ghost

*Chassis no. 60970*

THE ONLY SHORT-WHEELBASE sport chassis Silver Ghost in existence, this Rolls-Royce boasts a fascinating history from new and is presented in concours-correct condition throughout. It would be welcomed with open arms at concours events worldwide.







# 1961 Maserati

3500 GT COUPE SPECIALE

*Chassis no. AM101 1496*

THE ONLY SURVIVING example of two 3500 GTs with coachwork by Frua, this car is undoubtedly one of the most remarkable 3500 GTs ever built. Delivered new to Switzerland before coming to the United States where it was owned by noted Maserati enthusiasts John Bookout and Keith Duly, it would be a significant addition to any collection of Italian automobiles.







# EXCLUSIVELY THE 964 COLLECTION





# PORSCHE COLLECTION



**R**M Sotheby's presents Exclusively Porsche – The 964 Collection, the world's most extensive and exclusive collection of special Porsche 964s (and one 930) that has ever come to public auction. Set for RM Sotheby's 20th annual Amelia Island sale, this collection was assembled by an avid Porsche enthusiast over the course of a decade and comprises the last of the truly hand-built Porsches. The collector sought out the finest examples of all the 964 "specials"—high-performance Porsche 911s either built or modified in limited quantities by the Porsche Exclusive department.

The outstanding group of cars is led by an essentially brand-new, never-raced 1993 Carrera RSR 3.8, finished in a paint-to-sample Ferrari Yellow. One of just 45 built, it shows a mere 765 km on its odometer. Also on offer is a one-of-55 1993 Carrera RS 3.8, presented in mint condition with less than 7,000 km, a one-of-86 Turbo S 'Leichtbau,' and a pair of 'flat-nose' variants: the 1993 Turbo S X83 'Flachbau,' one of the rarest production Porsches at just 10 ever built, and the U.S.-production Turbo S X85 'Flachbau,' one of just 39.

To view the entire collection, along with other highlights set for the Amelia Island sale, ranging from coachbuilt classics to sports and racing rarities, and late-model collectibles, please visit our website. For consignment opportunities, please call RM Sotheby's headquarters at +1 519 352 4575 to speak with a Car Specialist.



## Amelia Island

*Held during the  
Amelia Island Concours d'Elegance*

10 MARCH 2018

### LOCATION

THE RITZ-CARLTON  
4750 AMELIA ISLAND PARKWAY  
AMELIA ISLAND, FLORIDA  
32034

### GENERAL INQUIRIES

+1 519 352 4575  
[info@rmsothebys.com](mailto:info@rmsothebys.com)

Since 1999, RM Sotheby's has held the esteemed role of the official auction house of the Amelia Island Concours d'Elegance, presenting an incredible selection of the world's most desirable automobiles at the prestigious Ritz-Carlton. Now in its 20th year, RM's 2018 Amelia Island sale is again set to reinforce the company's clear market leadership. A popular holiday destination known for its luxury resorts, golf courses, and plentiful sandy beaches, Amelia Island is the perfect setting for car enthusiasts and their families alike to enjoy beautiful cars and beautiful beaches.

**#RMAMELIA**



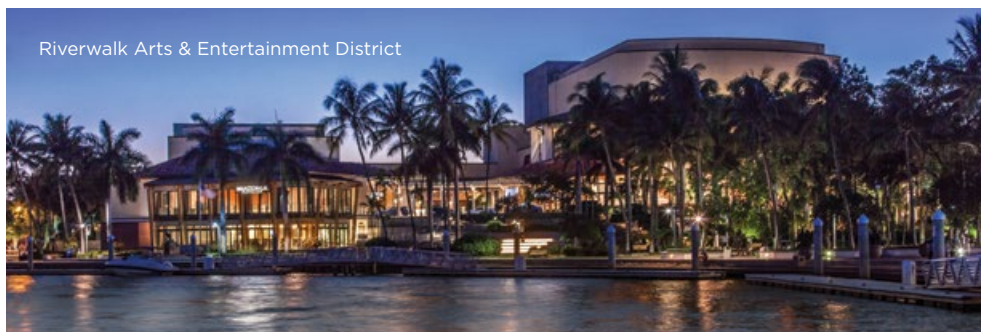




Greater Fort Lauderdale/Broward County Convention Center

Fort Lauderdale, Florida, is a bustling metropolis with an estimated population of almost 200,000. Spread out across 36 sun-soaked square miles, the city is brimming with everything from beautiful ocean views to metropolitan skylines, and is filled with activities that reaffirm why tourism is the city's second largest industry.

Within walking distance of the Greater Fort Lauderdale/Broward County Convention Center—the location of RM's 2018 Fort Lauderdale auction—the Hilton Fort Lauderdale Marina boasts an array of tasty dining options, including one that's poolside with a very attractive outdoor bar. The rooms at this restaurant's hotel



Riverwalk Arts & Entertainment District

give a picturesque view of the ocean and the many boats – including cruise ships – traveling through. In fact, the Fort Lauderdale cruise ship port is one of the busiest around.

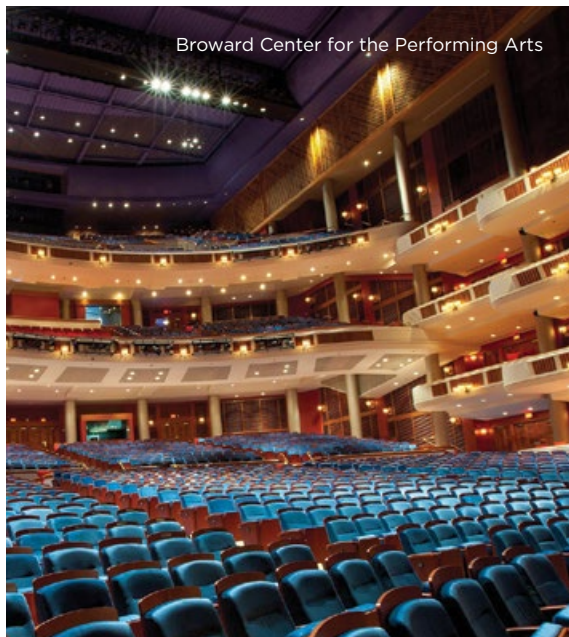
The Riverwalk in Fort Lauderdale provides a relaxing alternative to touring around the lively city. It features year-round events, some of which include seafood festivals and burger cook-offs. Staples of this site also include plentiful stores and boutiques, the Broward Center for the Performing Arts, and the Museum of Discovery and Science.

This city, rich in culture, offers hundreds of different gastronomic options that are sure to whet anyone's appetite. Several of the restaurants are within walking distance of hotels, making them perfect for exploring the area by foot. A particular favourite restaurant of mine is 101 Ocean, which offers a delectable menu and a bar staff that executes cocktails with the utmost care and precision.

No matter what time of year, Fort Lauderdale is always bustling with events and activities. Whether it's a day spent soaking up the sun along miles of sandy beaches or sitting down to dine al fresco, Fort Lauderdale is the place for you. And if the lights and glamour get to be too much, consider sitting poolside and ordering a tasty burger, cherishing the memories you've made in one of Florida's most beautiful cities. #



Museum of Discovery and Science



Broward Center for the Performing Arts





# FORD GT



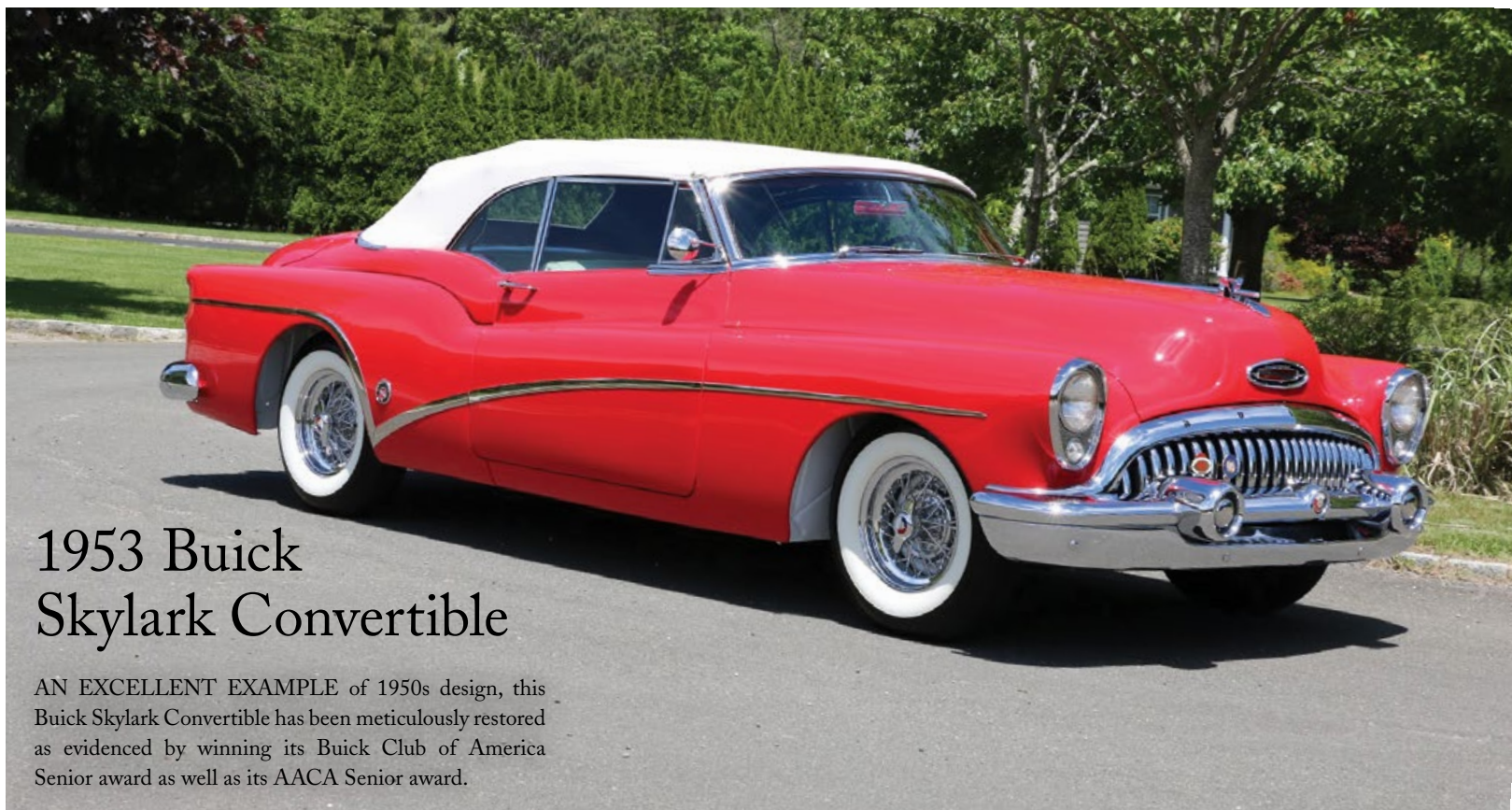
A SINGLE-OWNER EXAMPLE, finished in Centennial White, this Ford GT is in as-new condition with only 10.8 original miles on the odometer. The car retains its original delivery tags, stickers, and covers, and also includes the window sticker, Bill of Sale, and owner's manuals. A three-option example, it features racing stripes, painted calipers, and forged alloy BBS wheels.





## 1932 Packard Twin Six Individual Custom Sport Phaeton *in the style of Dietrich*

ARGUABLY AMONG THE most handsome of all Packard models, the Ninth Series cars of 1932 are quite desirable to today's collectors of Packards and cars of the Classic Era, and this car is certainly a beautiful example. Very faithfully restored, this Packard will no doubt delight its new owner.



## 1953 Buick Skylark Convertible

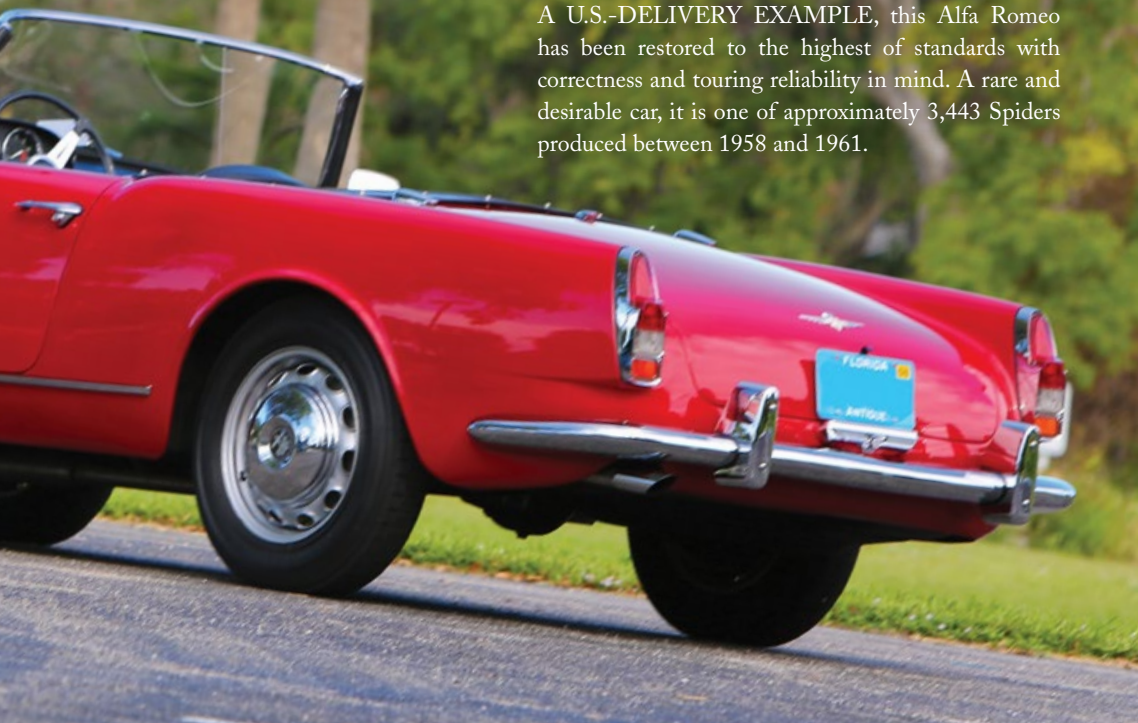
AN EXCELLENT EXAMPLE of 1950s design, this Buick Skylark Convertible has been meticulously restored as evidenced by winning its Buick Club of America Senior award as well as its AACA Senior award.





# 1959 ALFA ROMEO 2000 SPIDER *by Touring*

A U.S.-DELIVERY EXAMPLE, this Alfa Romeo has been restored to the highest of standards with correctness and touring reliability in mind. A rare and desirable car, it is one of approximately 3,443 Spiders produced between 1958 and 1961.



## Fort Lauderdale

*South Florida's Premier  
Collector Car Auction*

6-7 APRIL 2018

### LOCATION

GREATER FORT LAUDERDALE/  
BROWARD COUNTY  
CONVENTION CENTER  
1950 EISENHOWER BLVD  
FORT LAUDERDALE, FLORIDA  
33316

### GENERAL INQUIRIES

+1 260 927 9797

[info@rmsothebys.com](mailto:info@rmsothebys.com)

Celebrated as South Florida's premier collector car auction, RM Auctions' 2018 Fort Lauderdale sale returns to the Greater Fort Lauderdale/Broward County Convention Center this 6-7 April. Previously held under the Auctions America banner, the 2017 Fort Lauderdale sale generated an impressive \$17.3 million total with bidders hailing from nearly all 50 states and 11 countries around the world. RM Auctions' 2018 Fort Lauderdale auction, the 16th annual event, will see approximately 300 quality collector cars cross the podium during a two-day sale, ranging from American classics to European sports cars, Detroit muscle, hot rods, customs, and modern collectibles.

**#RMFORTLAUDERDALE**



# 1931 Cadillac V-12 Phaeton *in the style of Fleetwood*

POWERED BY THE smooth-running Cadillac V-12, this stunning Phaeton has previously benefitted from a restoration that continues to present beautifully today. Its unique jade green finish and numerous luxurious features truly make it stand out amongst other cars from the era.







There are few towns across this great nation that can boast their significant automotive heritage and their role in the rapid development of the automobile.

**F**ewer yet are the towns that boast three major automotive marques that were once the standard for excellence and luxury and that are now rare collectables. Auburn, Indiana, is that town. A quaint little city with a much bigger history, Auburn is a place you'll want to visit in 2018.

Auburn, for many years, has been the classic car capital of the world, and attending RM's Auburn Spring auction in May at the infamous Auburn Auction Park should certainly be a highlight. The historic car town features numerous attractions, including the world-famous Auburn Cord Duesenberg (ACD) Museum, which displays vehicles both rich with Indiana history and revered as some of the world's most desirable American pre-war classics.

Situated behind the ACD Museum is the National Automotive and Truck Museum (NATMUS), a historic building that houses vehicles from the days when cars were manufactured in Auburn.

While the town of Auburn may be small, Fort Wayne, the second largest city in the state of Indiana, is just a 15-minute drive south down a major highway. Fort Wayne offers a variety of restaurants to choose from, and the vibrant downtown core offers something for every taste. From thick, juicy steaks and exquisite salad bars to Fort Wayne favorites like pizza by the slice, you'll never go hungry in this Home of the Classics.

In between restaurant hopping and experiencing the city through your taste buds, the city also offers a lively downtown core, adult indoor go-karting (just no bumping—they take your privileges away for that!), and even semi-professional sports games to watch throughout the year.

Activities in the northern part of Indiana, whether you're in Auburn or Fort Wayne, are sure to fill your weekend with excitement and will only make you want to come back and do it all over again.



ACD Museum



NATMUS

## 2012 FERRARI 458 GTD *Race Car*







## 1941 Packard One-Eighty Convertible Victoria by Darrin



The blending of all the glory that was Packard in the Classic Era and the brilliant design work of Howard “Dutch” Darrin: the result was one of the more glamorous cars of the 1940s, the Packard One-Eighty Convertible Victoria by Darrin. Believed to be one of only 35 built in 1941, this beautifully restored example brought an impressive \$360,000.

With \$10.2 million in total sales, Auburn Spring 2017 marked one of the best Auburn Spring sales to date. In addition to the normal offering of collector vehicles, it also featured 350 lots from the Level 5 Motorsports Collection, which included race cars, tools, parts, and equipment, all of which drew tremendous interest from the racing community. The Level 5 lots were highlighted by the 2012 Ferrari 458 GTD Race Car, the class-winner at the 2014 Rolex 24 Hours of Daytona, which doubled its pre-sale estimate, selling at \$462,000. ■



## Auburn Spring

*A Spring Tradition*

11-12 MAY 2018

### LOCATION

AUBURN AUCTION PARK  
COUNTY ROAD 11A  
AUBURN, INDIANA  
46706

### GENERAL INQUIRIES

+1 260 927 9797

[info@rmsothebys.com](mailto:info@rmsothebys.com)

Always an anticipated event on the auction calendar, RM Auctions' Auburn Spring sale returns to the Auburn Auction Park in Auburn, Indiana, 10-12 May. Previously held under the Auctions America banner, the 2017 Auburn Spring sale resulted in \$10.2 million in total sales and an 83 percent sell-through rate. RM Auctions' 2018 Auburn Spring auction, the 17th annual event, will see approximately 450 quality collector cars cross the podium during a three-day sale, ranging from American classics to European sports cars, Detroit muscle, hot rods, customs, and modern collectibles.

#RMAUBURNSPRING



AUBURN AUCTION PARK | AUBURN, INDIANA | MAY 11-12, 2018



Auctions



The Antique Automobile Club of America and The Nash Car Club of America are coming together during Auburn Spring to host a joint meet for their members, making the Classic Car Capital of America, and more specifically, the Auburn Auction Park, a must-visit destination.





Somerset Maugham's acerbic takedown of the Cote d'Azur could have been custom-made for the Twitter age, and it's worth keeping his *bon mot* in mind as you point your car out of Nice, onto the famously swooping A8 autoroute, and toward the gilded, glittering Mediterranean jewel that is Monaco. Who can resist?

A unique confluence of clement weather, a convenient central European location, and untold riches ensures that the Principality is, if not always principled, then a perennially desirable port of call. It's also an excellent venue for one of RM Sotheby's most highly anticipated

auctions. Car lovers, whether fixated on the latest hypercar or an elusive historic masterpiece, are well-catered for wherever they look, even if the (up)tight streets of Monte Carlo – and the other districts that make up the place, Monaco-Ville, La Condamine, and Fontvieille – preclude much beyond a low-speed look-at-me meander. It's a good place to master the perfect down-change on a Ferrari 275 GTC.

Popular culture has fuelled the Monaco mystique. That, of course, and Formula 1. A ludicrous anachronism in 2018, F1 still somehow makes perfect sense here, even as the sport's grandees insist on fitting the hateful halo device

to the new-generation F1 cars. Stand on Casino Square and your mind will serve up an incongruous hi-octane blend of Bond, Bardot, Cary Grant, and Sebastian Vettel. Nelson Piquet noted that qualifying an F1 car in Monaco was like "riding a bicycle round your living room." Re-watch Ayrton Senna's superhuman quali lap in the 1988 GP, and gasp in belief anew. Senna lived in Monaco, and may have enjoyed the odd Zen moment walking through the Allée-des-Boulingrins gardens that fringe the main square. He was often a high-stakes gambler on-track, but the serious business inside the Casino is done in a selection of Salons Privés.

For both a prime F1 spectating spot and an instant immersion in Monégasque luxury, stay in the Hôtel de Paris. Its unrepentantly louche Belle Époque finery overlooks the Square, and boasts both the three Michelin-starred Louis XV restaurant, and a wine cellar whose 600,000 bottles make it the world's largest. The Hermitage sits in the middle of Monaco's Carré d'Or area, a short stroll from the square, but also benefits from a tranquil garden and a view of the world's most spectacularly over-specified harbor. The hotel's Michelin-starred Vistamar restaurant is recommended, as is the Crystal Bar. The Fairmont Hotel sits right on the Loews hairpin, F1's slowest yet most glamorous corner. If you can resist touching the red and white curbs, whose undulations have been kissed by so many famous F1 cars since the 1920s, then you're a better person than I.







**JASON BARLOW**  
Special to *SHIFT*



La Seine Musicale Auditorium



Loews Hairpin

Gastronomes might also want to check out the Métropole hotel, wherein haute cuisine legend Joël Robuchon's two restaurants, a contemporary French one and the newer Michelin-starred Japanese restaurant Yoshi, vie for attention. Venture further along the coastline, which is well worth doing wherever you stay, and you'll find the Monte-Carlo Beach hotel, in Roquebrune-Cap-Martin. This is a 1920s villa-style establishment that summons the spirit of F. Scott Fitzgerald, although it's recently been given a vivid modern makeover.

Monaco's Oceanographic Museum is a popular attraction, and if the regal tribulations of the Rainier family are of interest, then you can get close to their Renaissance palace. You'd be slightly mad to come here to shop, but five pavilions in the heart of Monte Carlo will cater to every whim, including some you'd never previously thought of. The Condamine Market is a more authentic glimpse of life here. As Sauber-Ferrari F1 driver Charles LeClerc, himself a Monégasque and only the third to make it into F1 (after Louis Chiron and Olivier Beretta), recently told me, there are real people living real lives here behind the façade.

You're unlikely to spot many in Jimmy's nightclub, Monaco's Studio 54, only a more durable hedonistic institution. Elsewhere, you'll find former F1 team boss Flavio Briatore's latest venture, Le TWIGA. It has its own jetty, which pretty much sums it up.

If Monaco is the hub, especially in the run-up to RM Sotheby's auction or in Grand Prix week, it's worth getting out, for a day or two at least. Èze is the prettiest of the route des *villages*

*perchés*, a medieval gem that clings to the cliffs, defying physics. Nearby Villefranche sur Mer has featured in countless movie car chases, although John Frankenheimer did it best in 1998's *Ronin* (a Peugeot 605 and Citroën XM) being chased by a Mercedes W116 saloon . . . they're unlikely ever to feature in an auction but suit the milieu perfectly. ■

Jason Barlow is editor-at-large for BBC Top Gear and a contributing editor to British GQ. He owns an elderly Mercedes 280E and half a Ferrari F355.



Èze on the French Riviera



Jimmy's Monte Carlo



Le TWIGA









# 2018 LAMBORGHINI HURACÁN RWD COUPÉ



A ONE-OF-A-KIND Huracán RWD designed by Ad Personam and signed by His Holiness Pope Francis will be auctioned off to support Vatican charities.



## Monaco

*Coinciding with the  
Monaco Historic Grand Prix*

12 MAY 2018

### LOCATION

THE GRIMALDI FORUM  
10 AVENUE PRINCESSE GRACE  
MONTE CARLO, MONACO  
98000

### GENERAL INQUIRIES

+44 (0) 20 7851 7070  
information@rmsothebys.com

# 1978 FERRARI 308 GTS

Chassis no. 21371



The perfect blend of gentility, glitz, hedonism, and top-rank motorsport, Monaco provides the perfect backdrop for RM Sotheby's biennial Monaco auction. Held at the glamorous Grimaldi Forum, a venue synonymous with the principality's most prestigious events, the Monaco auction takes place alongside the legendary Grand Prix de Monaco Historique, making for a weekend ripe with automotive excitement. For a taste of the good life in one of the world's smallest yet most spectacular city-states, there's no better place to visit than Monaco for RM Sotheby's Monaco auction.

#RMMONACO



OFFERED FROM ENZO to Canadian driver Gilles Villeneuve, this low-mileage 308 GTS is offered without reserve along with a full history – speeding tickets included!





MAFATT  
MAFALF





# AMUT

Azar Khosrowshahi sat down with Car Specialist Matt Malamut in our California office to discuss his path to RM, industry influencers, and what it's like to drive your dream car.





Matt getting some seat time in the 1961 Porsche 718 RS 61 Spyder at Willow Springs, California, on a photoshoot before it heads to auction.



How did you first become interested in the classic car industry, and how did you arrive at RM Sotheby's?

I was raised around classic cars, and my interest developed through osmosis. Growing up in Encino, California, as soon as I was able to walk, my parents would sit me on their lap and let me steer their car into the driveway. I wanted my first car to be a classic, so my dad promised to help if I could pay for half of it. At 16, I was able to buy a 1969 Camaro RS/SS. Attending Barrett-Jackson and RM auctions as a child, I remember seeing Shelby Myers, who was just a few years older than me, bid spotting and used to always think, *Wow! That's a cool job!* After college, I began writing newsletters for Chubb Insurance, profiling car collectors and blogging about auctions. I heard RM was opening an office in California, so I wrote to Shelby and one day (after many letters), I received a response and an invitation to come by the office.

Did you always want to work in the car industry?

I wanted to be an automotive journalist, which I thought was the dream – being able to drive and write about the coolest cars in the world. Ending up at RM Sotheby's allowed that dream to manifest further than I could have ever imagined. There are endless possibilities to meet so many different people who all share a love for cars through the various avenues of the industry. Growing up, I always loved meeting new people and making new friends, and I have definitely found that camaraderie in the classic car industry. If you are a car person, no matter your age or background, you share that common interest and bond.



Matt and his father, who had a big role in his love for interesting cars, pictured driving around their 1957 Messerschmitt K200.

Through your experience in the classic car industry and with RM Sotheby's, have there been any particular influences on the way you view the car world or your career as a specialist?

My dad has of course been a major influence on my career as a car specialist. Ian Kelleher was a huge influence on me when he worked as Managing Director of the California office, and spending time in Florida working with Donnie Gould has taught me the real importance of building relationships. Donnie taught me that it's okay to talk someone out of buying a car if you think it's not the right car for them, which I really respect. As a specialist, I have learned to view the cars I work with as if they are my own, in terms of how they should be treated and what they deserve. By the same token, I have also learned to treat people how they deserve to be treated, just like I would my friends and family, really caring for them as my own. When I turned 16, I bought my Camaro from Jeff Meier, a familiar face who sold cars to my dad, whom has since become a mentor of mine. Years later, doing business with Jeff, I admire how selective he is with his cars, regardless of profit; he only deals with cars that meet his expectations of quality, which I have learned is very important. Jeff also has one of the greatest car collecting finds: After many years of searching, he tracked down a single-owner Lamborghini Miura P400S that later went on to win both 1st in class and a FIVA Award at Pebble Beach in 2016. As a specialist, I admire that astuteness and fortitude, and I aspire to seek out those once-in-a-lifetime finds in my own career.





"I HAVE LEARNED TO VIEW THE CARS I WORK WITH AS IF THEY ARE MY OWN, IN TERMS OF HOW THEY SHOULD BE TREATED AND WHAT THEY DESERVE."

Matt relaxes in his dad's  
1947 Mercury Woody Wagon.





"I WANTED TO BE AN AUTOMOTIVE JOURNALIST, WHICH I THOUGHT WAS THE DREAM - BEING ABLE TO DRIVE AND WRITE ABOUT THE COOLEST CARS IN THE WORLD. ENDING UP AT RM SOTHEBY'S ALLOWED THAT DREAM TO MANIFEST FURTHER THAN I COULD HAVE EVER IMAGINED."



Matt and Azar review the New York ICONS catalogue with Matt's 1985 Ferrari 308 GTS pictured in the background.





To what extent do you think your taste in cars has changed through working in the classic car world?

I originally loved American muscle cars and their raw power. However, as you become a specialist, you learn what makes certain cars better than others, and I have refined my taste through my experiences. While my dad has owned a variety of cars, he always comes back to Porsches, the cars he worked on as a mechanic. I never really understood this until I began driving Porsches with him and with clients. I saw how the theory of “less is more” really applies to these cars, and how well they stack up against other marques, becoming a big fan of Porsches and European marques ever since. Working with colleagues like Chris Summers, I have further expanded my interest into pre-war cars such as Duesenbergs and Rolls-Royces – these cars were truly ahead of their time, and learning about the history and lifestyles of their owners is fascinating.



Matt accepting on behalf of the owner for the 1948 Tucker Torpedo at the 2016 Boca Raton Concours d'Elegance.



Matt at Hollywood Studios pictured with the Steve McQueen Ferrari 275 GTB doing his best impersonation of the “King of Cool.”

You originally wanted to be an automotive journalist in order to drive your dream cars. Of the dream cars you have worked with at RM, what have been some of your favorites?

In 2014 I was able to drive and film in Steve McQueen’s 275 GTB four-cam, and on the shoot, I had to put myself back in time, pretending that I was Steve McQueen (Persol sunglasses included). Three months later, seeing his car sell for over \$10 million was one of the best experiences I have had at RM. Recently, I was able to drive the 1960 AC Aceca Bristol on the California Mille. I was following Steve Serio in his Speedster, driving uphill with my colleague, Pete Fisher, and discovered that we were the only two knuckleheads who didn’t skip that portion of the route . . . and we quickly learned the roads were washed out after a harsh winter. However, there was no way to safely turn back on this tiny road, so we had to forge ahead.

The road was very technical and the conditions were sketchy, at best. Pete was smiling and having a good time while we rode through the bumps and turns; meanwhile, I was laser focused on following Steve. Nevertheless, I have never felt more comfortable behind the wheel – the car was absolutely amazing! At the end of the day, Steve saw me kiss the side of our car and started laughing. We had not met before, but we later became friends over a beer, recounting our day. It was one of those moments that I will never forget, and it reminded me why I really love cars – it all comes down to the thrill and fun of driving them and sharing those experiences with others. 🍷



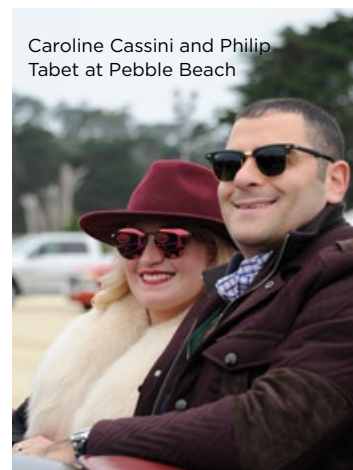
# People You Know



Rob Myers, Don Bernstein,  
and Daniel Levy have a visit



Peter Larsen at Pebble Beach



Caroline Cassini and Philip  
Tabet at Pebble Beach



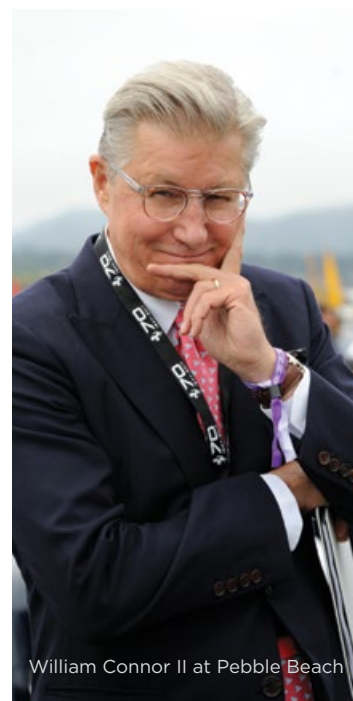
David Swig at the Sonoma  
Historics in a 1957 Monsterati



Alexander Weaver, Summer Rhoads, Gord Duff, Donnie Gould,  
and Matt Malamut at Pebble Beach



Brad Phillips, Jake Auerbach, and Pete Fisher



William Connor II at Pebble Beach









The RM UK office attend the Hampton Court Concours of Elegance Dinner



Never a cloudy day, when Summer Rhoads is working



Alexander Weaver and Peter Brotman at the Barker Hangar



Donald Osborne in his "happy place!"



The RM team studying up in Maranello



First and last phone bid by Eugene Robertson at Hershey



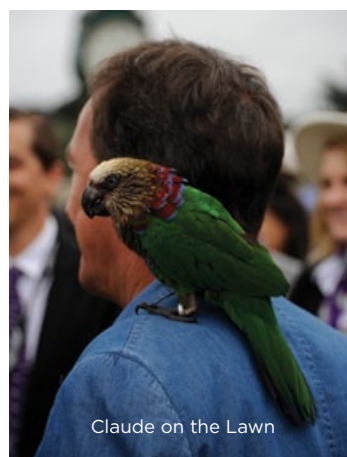
Jake O'Gorman and Matt Lynch showing off their new merchandise



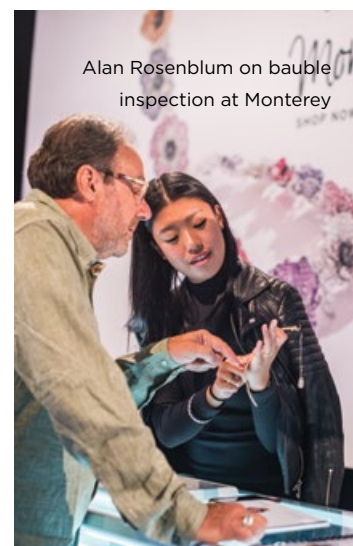
Tadashi Chiba, Ken Ahn, Yoshi Hayashida, and Shelby Myers in Japan



Johnathan Proctor and Paul Darvill at Wessex Tour



Claude on the Lawn



Alan Rosenblum on bauble inspection at Monterey





*Tony DeMattia, Ernie Morreau,  
and Mario Van Raay behind the  
scenes at Hershey*



The Blenheim Boys in Auburn!  
Josh Vangassen, Mario Naclerio,  
and Issac Boswell



John Fitzpatrick with his former  
Porsche 911 Eat Battersea



Doreen Green and Stephen Archer in Monterey



Donnie Gould and Larry  
Page at Pebble Beach



Social media sensation in London



Team Ferrari in Maranello





## The 10 Points of Automobile *Connoisseurship*

Fine art and antiques are commonly studied using the “14 Points of Connoisseurship” established by the late Charles F. Montgomery of Yale University.

**W**ith slight modification, these categories can be very useful as a formalized framework for the detailed study and appreciation of automobiles. They can also help a collector understand why two apparently similar cars might achieve markedly different results at auction, as the difference in valuation can almost always be directly explained through one or more of these points. For this list, I have combined a few of Montgomery’s original 14 as they represent substantially similar concepts when considering automobiles. My 10 points of automobile connoisseurship are:

### OVERALL APPEARANCE & STYLE

The ‘big picture’ of the car and its composition. Does it flow or are there incongruous elements, either from the factory or added later, that simply don’t look ‘right’ on the car? Can a broader artistic style, such as Art Deco or Streamline Moderne, be applied to the car?

### CONDITION

The overall condition of the car with notes for any known issues. Documenting the condition with notes and photographs can help if the car is later damaged and can also help track a car’s history.

### COLOR & FINISH

An analysis of the existing finish on the paint and interior. Does the car retain its original finish and interior, or has it been repainted or restored? Are the color and finish consistent with how the car left the factory? If not, are the colors and materials correct for the make and year?

### HISTORY OF OWNERSHIP

The study of a car’s provenance. Ownership history can often be a very important factor in valuation, as cars with famous owners often bring more than a similar model without the provenance. It may pay dividends to find out who has owned your car and, regardless, it can be very interesting to know the history of the car.

### TRADE PRACTICES & CRAFT TECHNIQUES

The study of the people who did the work, where it was done, and when it was completed. This includes an analysis of the signs of workmanship to ensure they are consistent with what we know about how things were done in that place and time.

### EVALUATION

This is the culmination of the exercise. It considers the overall picture of the car, based on all the other points, describes its relative position in the market, and, most importantly, the rationale behind that decision.

### ATTRIBUTION

The study of who made the car. This is especially important for coach-built bodywork, racing cars, hot rods, and other limited-production vehicles.

### MATERIALS & ORNAMENT

The types of metal, paint, wood, and other materials and how they were used to build and decorate the car. This will help the collector appreciate the work that was done to produce the vehicle and may help to establish both the originality and intrinsic value of a car.

### FORM

The type of automobile we are studying. Is this a pre-war sedan or a convertible? A supercar or a hypercar? A teardrop Talbot-Lago?

### FUNCTION

The original intended function of the vehicle. Is this a purpose-built racing car? A passenger car? A truck? Understanding the function of the automobile under study will help focus the connoisseur’s appreciation on what matters most for that type of vehicle.



I hope you take the time to document each car in your collection using these points as a framework. If you do, you will gain a better understanding of both your car and the collector car market as a whole. On a broader level, if we can adopt this shared language, we will have a foundation from which to share with those outside the hobby the idea that automobiles are in fact works of art. ■

Zach is a USPAP-compliant appraiser of automobiles and art and is affiliated with both the Appraisers Association of America and the American Society of Appraisers. He’s a lifelong ‘car guy’ with a special appreciation for pre-war American automobiles.

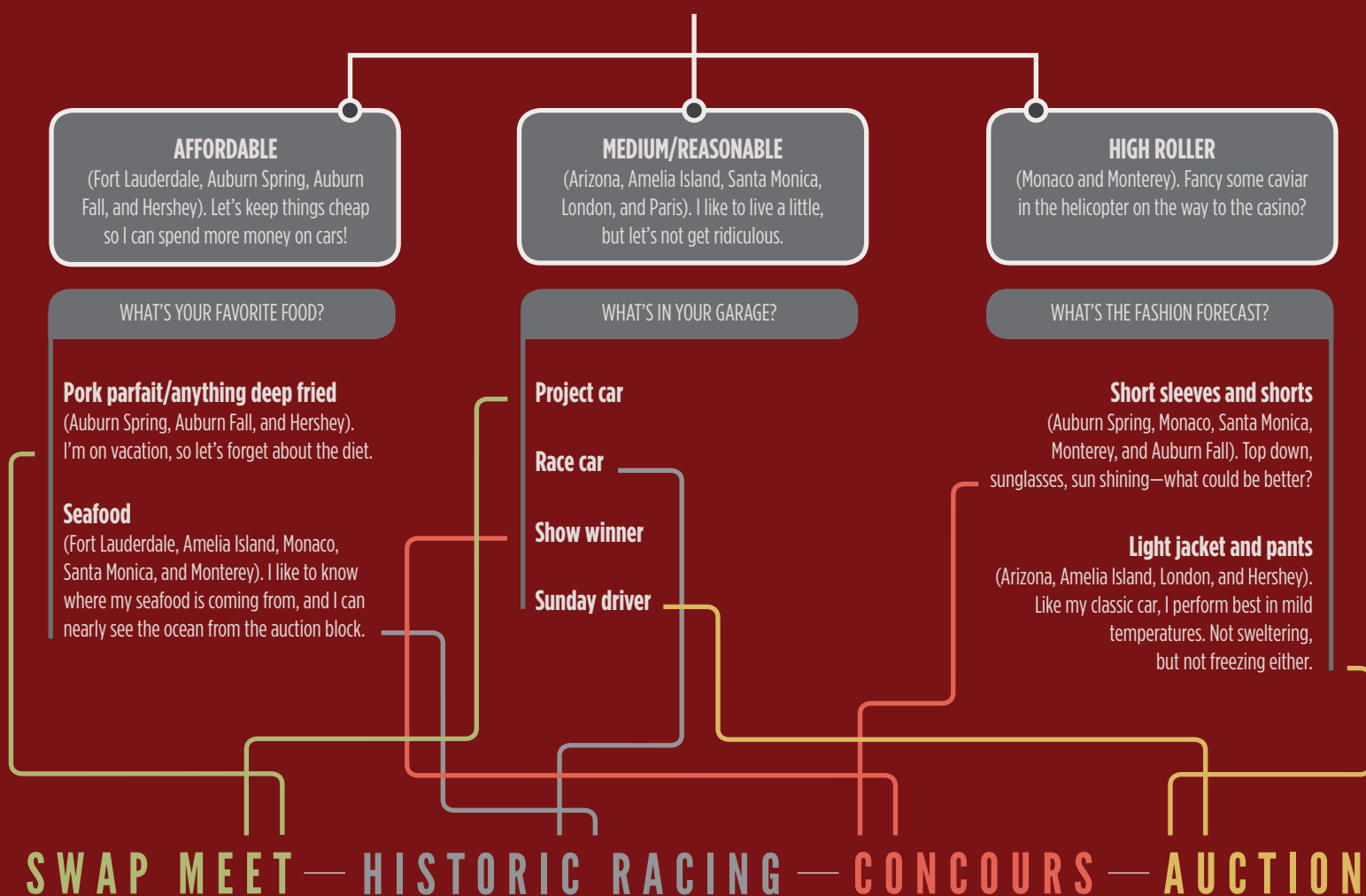


# WHAT TYPE OF RM EVENT SHOULD YOU ATTEND?

GREG DUCKLOE  
Research & Editorial, RM Sotheby's

Twenty-eight is already upon us, and it's time to decide what your car-event schedule will look like for the coming year! With 11 auctions on the calendar for 2018, that can be a daunting list to pick from, regardless of whether you're a first-time auction attendee or a seasoned veteran. To help make things simpler, we've come up with a few questions that will help guide you to what event might be best for you.

## WHAT'S YOUR BUDGET?



### Paris, Auburn Spring, Auburn Fall, and Hershey

One man's rust is another man's treasure! The AACA Eastern Division Fall Meet in Hershey, Pennsylvania, and Rétromobile in Paris, are arguably the biggest and best-regarded meets of their kind on their respective continents. The auctions and meets in Auburn have been a mainstay on American enthusiasts' calendars for years, and if you can't find what you're looking for at these events or auctions, it likely doesn't exist!

### Monaco and Monterey

What better way to see a vintage car than at speed as its creators intended? The Monaco Historic Grand Prix is an incredible event, taking spectators and participants back to yesteryear to see some of the world's most valuable and significant racing cars driven on the most historic track in Formula 1! Our Monterey auction happens only a stone's throw away from Laguna Seca and the Rolex Monterey Motorsports Reunion.

### Amelia Island, Monterey, Auburn Fall, and London

Perfect scenery, perfect ambiance, perfect cars! Our Amelia Island, Monterey, Auburn Fall, and London auctions all happen in close conjunction with major concours events, making for the perfect transition from the excitement of an auction.

### Arizona, Fort Lauderdale, and Santa Monica

The auction is where the action is! At Arizona, Fort Lauderdale, and Santa Monica, there will be more than enough auction action for you to handle, and more than enough cars for you to find at least one to take home!





## Welcome to an RM Sotheby's **AUCTION ROOM**

Auction Terms for Bidders, Buyers, and Auction Aficionados

### **AUCTION LOT**

Each car crossing the auction block is given a lot number. Lots are sold in sequential order, typically starting with lot 101. If the auction is two days, lots on the second day will start at lot 201. At auction, we sell an average of 20–25 automobiles per hour.

### **BID DISPLAY**

The bid display screen will show you which lot is currently being offered, along with the current bid price (in multiple currencies). If you find it difficult to follow the auctioneer, refer to the bid display screen as your reference.

### **AUCTIONEER**

The auctioneer is the official conductor of the auction; the person who accepts bids and declares lots sold or not sold. The auctioneer will announce when the car has reached the point at which it may sell by telling the audience the car “will be sold.”

### **COMMENTATOR**

The commentator's job is to introduce each lot and give a short description of it prior to the auctioneer opening up the lot for bidding. Pay close attention, as the commentator will occasionally announce new information regarding the lot that supersedes information that may have been seen online or in the catalogue.

### **BID SPOTTER**

Bid spotters act as assistants to the auctioneer by watching the audience for bids that the auctioneer may not see. Should you wish to bid, get a bid spotter's attention and they will help relay your bid to the auctioneer.

### **TELEPHONE DESK**

The telephone desk is where RM Sotheby's representatives sit during the auction and relay telephone, Internet, and absentee bids for clients who are unable to attend the sale but still wish to bid.

### **PREVIEW (OR EXHIBITION)**

A viewing of the lots held before the auction. Pre-auction viewings (sometimes called “exhibitions”) are offered to the public at no charge (unless otherwise stated).

### **WITH RESERVE VS. WITHOUT RESERVE**

Lots offered “without reserve” are sold to the highest bidder; lots offered “with reserve” must reach a minimum bid amount set by the seller in advance.

### **LOT TAG**

A lot tag is posted on the window of each car at the sale. It lists the lot number and vehicle description, as well as any new information or addenda in the sale catalogue.

### **ADDENDUM**

An addendum represents any amendments or additions to the catalogue description of the lot. If a lot requires an addendum, it can be found at the bottom of the description on that lot's page on our website, as well as printed on the lot tag and announced by the commentator. The addendum can be updated or revised up until the start of the auction.

### **TITLING**

RM Sotheby's ensures your car has a clean and transferable title prior to the vehicle crossing the auction block. After a successful purchase, the title will be reassigned to you by our Administration team and delivered to you via courier. At this time, it is your responsibility to register your new vehicle with your local Department of Motor Vehicles.

### **HAMMER PRICE**

The winning bid for a lot at auction. It is the price upon which the auctioneer's hammer falls, determining the sale price. It does not include the Buyers' Premium.

### **BUYERS' PREMIUM**

An additional service charge for which the buyer is responsible. The Buyers' Premium is added to the price of the lot purchased.

### **SELLERS' COMMISSION**

A commission paid by the consignor to RM Sotheby's for consigning and selling their car, which is then deducted from the hammer price.



Olds with appreciation to Geluk





## CONDITION REPORT

A condition report is a document that provides an in-depth analysis of a car. Most condition reports at RM Sotheby's are provided upon request; however, a condition report could be as simple as a verbal agreement. Condition reports provide information on both the cosmetic and mechanical condition of the car, including how it looks, how it runs, and its overall physical state. A condition report may answer the following questions:

- Was the car restored? If so, how recently and thoroughly was it completed, and was it carried out to period-correct standards?
- Does it have its original engine, or has it been restored?
- In what state are the paint, chrome, interior, and other components of the car?
- What period accessories does it have?
- Is the engine original to the chassis?
- Does it have its original firewall tag?
- Does it have period images?
- Does it have any competition history?
- Are all lights, gauges, etc., in working order?
- Does it have the correct finishes, fittings, and fixtures?
- Will service work need to be done?

In performing a condition report, the Car Specialist may:

- Take the car out for a test drive
- Inspect the underbody
- Make notes on particular issues
- Take photographs

Specialists must keep in mind that a prospective buyer's knowledge of a car may not be as intimate as theirs, so it's important for the Car Specialist to cover a range of topics in the condition report.

## REGISTER TO BID

To bid at an RM Sotheby's auction, you must first decide on how you would like to bid (onsite, by telephone, online, or absentee), then register as a Bidder. The registration process is simple and only takes a few minutes. To register, you can either create an account on the RM Sotheby's website and complete the registration process online, or you can contact our Client Service department (by phone or email) for alternate registration options.

## TYPES OF BIDDING



### Onsite:

Bid onsite in person.



### Telephone:

Place your bids over the phone through an RM Sotheby's representative.



### Online:

Place bids online in real time through your web browser, smart phone, or tablet.



### Absentee:

If you're unable to attend in person, an RM Sotheby's Representative will bid for you on your chosen lot(s), starting with the lowest possible price, up to your pre-set maximum limit, until you have either won the lot(s) or your bid(s) has been surpassed. ■



Passione  
Engadina



RADUNO INTERNAZIONALE  
DI AUTO STORICHE ITALIANE

24<sup>th</sup> - 26<sup>th</sup> August 2018  
7<sup>th</sup> Edition



Information and registration: [www.passione-engadina.ch](http://www.passione-engadina.ch)



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## Wine Auctions Calendar 2018

### New York

24 February  
21 April  
18–19 May  
7–8 September  
18 October  
10 November  
1 December

### Hong Kong

27 January  
30–31 March  
9 June  
29–30 September  
8 December

### London

24 January  
21 February  
21 March  
18 April  
16 May  
13 June  
11 July  
19 September  
17 October  
14 November  
12 December

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