

# Trendsetters

Welcome to the wild week and a half of events collectively known as Arizona Auction Week. With Worldwide Auctioneers joining the lineup, there are now fully seven collector car auctions here during this busy week. And with Worldwide's McDowell Road location and Russo and Steele's move to Salt River Fields at Talking Stick, the event map for the week casts a wider web, from Silver Auctions at Fort McDowell to RM Sotheby's at the Arizona Biltmore.

Before the auctions even started, we had two breakfasts, one with Craig Jackson of Barrett-Jackson and one with Drew Alcazar of Russo and Steele. Barrett-Jackson, now in its 46th year, has long established the standards and set the trend for Arizona Auction Week itself and for auctions nationwide and worldwide. It has the first spot on the calendar, it runs the longest, and its sheer size and variety impact the whole hobby and industry. At Russo and Steele, one of our media colleagues asked Drew Alcazar what trends he was seeing moving forward, to which he responded with the interesting point that a trend, once spotted, was really no longer a trend. Arizona Auction Week in January does set the trends. Others can try to dovetail or tag onto them, but new trends will be well underway by then. Here's a look at where the trends have been nudged this year, alphabetically.



Barrett-Jackson photos: Randall Bohl (5)

## Barrett-Jackson

**46th Annual Collector Car Auction Event**  
**Nine days: Saturday, January 14 - Sunday, January 22, 2017**  
 WestWorld - Frank Lloyd Wright Blvd at AZ Loop 101 - Scottsdale

▼ Sales of \$102.4 million at this year's Barrett-Jackson Auction, at a 99.5-percent sell-through rate, included 40 world records from among a record 1,719 vehicles consigned. Top ten sales ran the gamut from Duesenberg to Shelby to Corvette, Mustang and Porsche, led by a 1964 Aston Martin DB5 (Lot #1397) at \$1,485,000 and a 1960 Chevrolet Engineering Research Vehicle (CERV) 1 (#1390) at \$1,320,000. The 146-vehicle Charlie Thomas Collection, including a 1970 Plymouth Superbird, 1957 Ford Thunderbird "F" Convertible and 1955 Mercedes-Benz 190SL Roadster, brought over \$1.7 million. Over 1,800 automobilia items brought over \$2.5 million, led by a rare 1960s Esso Aviation porcelain neon airport hangar sign (#9487) at \$82,250. Celebrities Steven Tyler, Justin Bieber, Floyd Mayweather, Dale Earnhardt Jr, Burt Reynolds, Bubba Watson, Reggie Jackson and Michael Phelps were among the 320,000 people attending. Tyler's 2012 Hennessey Venom GT Spyder (#3003) sold for \$800,000 (for charity), and Bieber's 2011 Ferrari 458 Italia (#1372) for \$434,500. Kindig-It Design's 1965 Volkswagen Type II 21-Window Deluxe Bus (#1315) hit a record \$302,500. \$2.2 million was raised for charity (to date, Barrett-Jackson has raised over \$93 million).

▼ Activities included the Coca-Cola Garage and Patio, Ford and Chevrolet Ride 'N Drives, Dodge Thrill Rides, "Behind the Hobby" Collector Symposia, Arena Polo, an Arabian Horse Exhibition, Indian Motorcycle Demo Rides, live bands, a DIY Pavilion, the Shell Pennzoil Pioneering Performance Stage, and hundreds of vendors and exhibitors. ▼ Barrett-Jackson auctions include Scottsdale, Palm Beach, Northeast at Mohegan Sun and Las Vegas. [www.barrett-jackson.com](http://www.barrett-jackson.com)



## Bonhams

**6th Annual Scottsdale Auction**  
**Thursday, Jan 19, 2017 (viewing Tuesday-Thursday, Jan 17-19)**  
 Westin Kierland Resort & Spa - 6902 E Greenway Pkwy - Scottsdale

▼ Bonhams' sixth annual sale in Scottsdale brought top results from historic race cars and rare coachbuilt cars, with three of the top four sales of the week and an 82 percent sell-through rate. An Australian GT Championship-winning 1963 Jaguar E-Type Lightweight Competition became both the most valuable E-Type and most valuable post-1960 Jaguar ever sold at auction, at \$7,370,000 to a telephone bidder. A former Scuderia Ferrari 1952 Ferrari 340 America Vignale Spider historic competition car (Mille Miglia, 24-Hours of Le Mans, Targa Florio) set a new world record for the model, at \$6,380,000. A Pebble Beach Concours multiple prize-winning 1928 Mercedes-Benz Type S 26/120/180 Supercharged Sports Tourer, the "Car of Kings," the fastest car of its day, this one with its original coachwork and matching engine, brought \$4,812,500. Another world record was set by a highly original 1964 Porsche 904 GTS, in a cherished private collection for nearly 30 year, at \$2,310,000 to a private European enthusiast. A 1956 Porsche 356 Speedster at \$528,000 pushes the envelope way up for this beloved classic. An authentic 1931 Alfa Romeo 6C 1750 Supercharged Zagato Gran Sport Spider, considered one of the finest pre-war Alfas ever, sold for \$2,805,000. Ferraris continued to do well, with a 1960 Ferrari 250 GT Series II Cabriolet selling for \$1,430,000 and the former Tom Selleck-driven *Magnum PI* 1984 Ferrari 308 GTS Quattrovalvole achieving \$181,500. ▼ Bonhams—since 1793—followed quickly after Arizona with a Las Vegas Motorcycle Auction and the Grand Palais Motorcar Auction in Paris. Bonhams hosts a wide variety of auctions of many types worldwide throughout the year. [www.bonhams.com](http://www.bonhams.com)



## Gooding & Company

**10th Annual Scottsdale Auction**  
**Friday-Saturday, Jan 20-21, 2017 (viewing Weds-Sat, Jan 18-21)**  
 Fashion Square - corner of Goldwater south of Highland - Scottsdale

▼ Gooding & Company sales totaled over \$33.4 million, with nine world auction records set (for Ferrari, Bugatti, Porsche and AMC) during the company's two-day Scottsdale event. With 106 of 126 lots sold, an 84 percent sell-through rate, the overall average price was \$315,327 per car. Top sellers included a highly original 1925 Bugatti Type 35 Grand Prix at a world record \$3,300,000, and a 1965 Ferrari 500 Superfast at \$2,915,000. "Our clients understand the rare and important opportunity to own a significant car that is highly sought after," noted David Gooding, auction founder and president. "These types of cars, which are rarely seen at auction and boast incredible provenance, may not come up for sale again for many decades." Prewar classics attracted strong sales: a 1932 Alfa Romeo 6C 1750 Series V Grand Sport at \$1,595,000; a 1928 Bentley 4-1/2 Litre Open Sports Tourer at \$1,100,000; and a 1935 Auburn 851 SC Boattail Speedster at \$693,000. A new world auction record was set with a 1920 Stutz Series H Bearcat at \$451,000. Postwar sports cars also did well, with a 1969 AMC AMX/3 selling for \$891,000, a world record price for the AMC marque; a 2011 Ferrari 599 SA Aperta at a record \$1,485,000; a one-owner 1955 Mercedes-Benz 300 SL Gullwing at \$1,457,500; and a 1964 Shelby 289 Cobra at \$1,100,000. ▼ Gooding & Company is the official auction of the Pebble Beach Concours in August and has an auction during the Amelia Island Concours in March. [www.goodingco.com](http://www.goodingco.com)

KEEP RIGHT >>

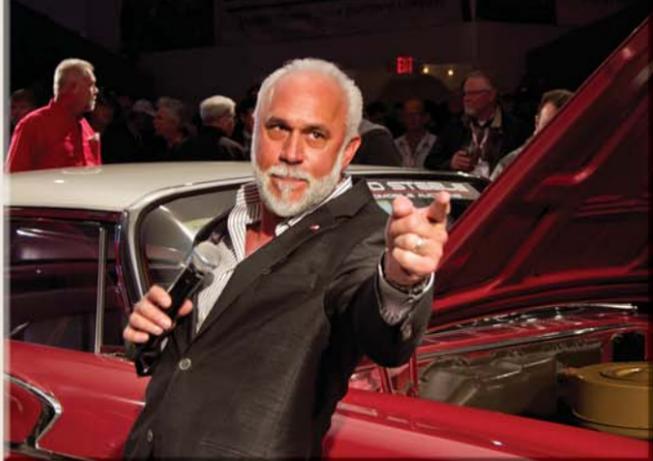




## RM Sotheby's

**17th Annual Automobiles of Arizona**  
**Thursday-Friday, Jan 19-20, 2017 (preview Weds-Fri, Jan 18-20)**  
 Arizona Biltmore - 2400 E Missouri Ave (24th and Camelback) - Phoenix

▼ Leading \$53.8 million in sales and an 89 percent sell-through rate at RM Sotheby's this year was a 1939 Mercedes-Benz 540 K Special Roadster by Sindelfingen, at \$6,600,000. (The car was reminiscent of the 1937 high-door version of this beautiful classic that sold at RM last year for a record-smashing \$9,900,000.) The next six Top Ten sellers at RM were all Ferrari, followed by Bugatti, Tucker and Lamborghini. A rare Ferrari 365 GTS set a new record of \$3,602,500 for the model after a bidding battle. One of just two black Ferrari F50s in the US set a record at \$3,135,000, followed closely by a Ferrari 400 Superamerica SWB Coupe Aerodinamico at \$3,080,000. A 218-mile-a-hour 2003 Ferrari Enzo hypercar, bought new and now sold by renowned designer Tommy Hilfiger with just 3,620 miles, sold for \$2,695,000. The seventh-highest sale was of a 2013 Bugatti Veyron 16.4 Super Sport 300, at \$2,090,000. A rare and perennially conversation-starting 1948 Tucker 48 brought \$1,347,500. "Our Arizona sale is consistently a bellwether for the collector car market, setting the pace for the auction season to come," says Ian Kelleher, RM's West Coast managing director. "This year's top ten sales clearly indicate that demand for modern supercars remains strong, while exceptional pre-war classics—such as the 540 K—anchor the strength and resilience of the market." In total, some 15 cars reached seven figures. Bidders from 30 countries participated, with about 20 percent being first-time RM clients. ▼ RM Auctions is the official auction of Amelia Island Concours and hosts auctions in Monterey, Hershey, Michigan and worldwide. [www.rmauctions.com](http://www.rmauctions.com)



## Russo and Steele

**17th Annual Sports & Muscle in Scottsdale**  
**Thursday-Sunday, January 19-22, 2017 (preview same)**  
 Salt River Fields at Talking Stick, Indian Bend Road at AZ Loop 101 - Scottsdale

▼ Russo and Steele ran a four-day-and-night auction event again this year. Weekend days were billed as Dream Car Saturday and No Reserve Sunday, the other days being reserve or not, at seller's discretion (with of course the possibility of a reserve being dropped during excited bidding). The big news at Russo this year was a new location: Salt River Fields at Talking Stick, next to the Arizona Diamondbacks' spring training ballpark along AZ Loop 101 in the Salt River Pima-Maricopa Indian Community—offering ample parking, plenty of room for the main auction tent and the car tents, plus an expanded network of food and vendor booths. With 606 of 780 lots sold, a 78 percent sell-through rate, Russo and Steele achieved \$22.1 million in sales, which they say makes them the only major auction house to have growth over these past two consecutive years. Top sales included a 1954 Mercedes-Benz 300 S Cabriolet A at \$423,500, a 1973 Ferrari Dino 246 GTS Spyder at \$379,500, a 1969 Ford Mustang Boss 429 at \$335,500, a 2006 Ford GT at \$261,750 and a 2006 Mercedes-Benz McLaren SLR at \$253,000. "We would like to thank our amazing new partners at the Salt River Pima-Maricopa Indian Community and the team at Salt River Fields at Talking Stick for their hard work and their dedication to producing what was Russo and Steele's most successful event to date," says Russo and Steele CEO Drew Alcazar. "We are incredibly grateful for their support and look forward to continually raising the bar with them for many years to come." ▼ Russo and Steele hosts annual auctions in Scottsdale, Newport Beach and Monterey. [www.russoandsteele.com](http://www.russoandsteele.com)



Russo and Steele photos: Randall Boht (6)



## Silver Auctions

**20th Arizona January Auction**  
**Thursday-Sunday, Jan 19-22, 2017 (check-in begins Tues Jan 17)**  
 We-Ko-Pa Resort & Conference Center - (AZ 87 Beeline Hwy, north of Fountain Hills)

▼ The magic of Silver Auctions is that its parking lot feels as though you have just stumbled upon the coolest random used car lot in the world. Want a '40s Jeep? Or a Rolls-Royce? A solid '70s 4x4 pickup? A '30s sedan? How about a highly collectible Mopar, Buick Riviera or '57 Chevy? Silver has it all, and more. Silver is held at the We-Ko-Pa Resort & Conference Center, home to Fort McDowell Casino, on AZ 87 just north of Fountain Hills. With plenty of parking and easy come and go, Silver should be on your list during Arizona auction week, as well as in spring and fall—it's the only auction that runs more than once here, in fact three times: January, March and November. Its offerings are accessible to mere mortals, and an auction is a great way to buy—no haggling, just your own budget and enthusiasm in play. And plenty of opportunity to really check out the machines that capture your fancy. 241 vehicles sold at Silver, for a total of \$3,343,913, an average of less than \$15,000 each. Another 232 did not sell on the block, with estimates totaling about the same (Silver's post-sales process moves quite a few more of these). Top five sales were a 1952 Nash Healey Pinfarina roadster, a 2007 Mustang, a '68 Dodge Charger, '66 Dodge Coronet and '56 Chrysler Windsor convertible, from \$58,000 to \$65,000. Fully 125 vehicles went for under \$10,000, from a \$9,800 1951 Ford down to a 2001 Audi A4 for just \$450. Our dream is to stock our garage at Silver and just keep reselling and restocking ad infinitum. ▼ Silver Auctions holds events in Arizona in January, March and November. Other events are held in Washington, Oregon, Idaho, Wyoming and the Dakotas. [www.silverauctions.com](http://www.silverauctions.com) ■



## Worldwide Auctioneers

**Inaugural Arizona January Auction**  
**Wednesday, Jan 18, 2017 (preview Sunday-Wednesday, Jan 15-18)**  
 6460 E McDowell Road - Scottsdale

▼ The calendar added a seventh auction to this year. Worldwide Auctioneers—from the automotive heartland of Auburn, Indiana—was founded 10 years ago by vintage car specialists Rod Egan and John Kruse. Both literally grew up in the auction business, holding management and partnership positions at some of the biggest auction houses in the US. Worldwide held a one-night auction on Wednesday (before all others on the calendar except nine-day Barrett-Jackson), at a vacated multi-dealership complex at McDowell Road and 64th Street in south Scottsdale, along the old Motor Mile. Worldwide concentrates on a low-volume, high-quality (and pleasingly diverse) grouping, and all were offered at no reserve. Sixty-four vehicles sold for a total of \$11.4 million, an average \$178,171 per car overall. Top two sales were a 1967 Chevrolet Corvette L-88 Roadster at \$1,980,000 and a 1955 Lancia Aurelia GT B24S Spider America at \$1,100,000. Aside from three motorcycles (BSA, Harley-Davidson, Triumph Bonneville) selling between \$10-20,000, least expensive were a 1931 Pierce-Arrow 8-43 Club Sedan at \$19,800 and a perfect '58 VW Beetle with sunroof for \$22,000. In between, you could find anything from a '65 Sunbeam Tiger at \$51,700 to a '66 Shelby GT350 Convertible at \$742,500, to a '53 Buick Skylark Convertible at \$132,000. We knew as soon as we showed up that we wished we were registered to bid. Bargains can often be found among even the finest wares at a new event. Don't miss next year. ▼ Worldwide also has auctions in Arlington, Texas in April and in Auburn, Indiana, and performs select, stand-alone auctions of private collections. [www.worldwide-auctioneers.com](http://www.worldwide-auctioneers.com)



# Phoenix Molecular Imaging

The Prostate Cancer Imaging Specialists



## C11-Acetate PET Imaging

The first and only facility in the Western US approved to produce and use C11 Acetate for the evaluation of prostate cancer under multiple clinical trials.

The physicians at Phoenix Molecular are conducting studies to determine how well C11 Acetate PET/CT scans can improve their

ability to detect residual or recurrent prostate cancer.

Through advanced imaging, such as C11-Acetate PET/CT, we now can know the true limit or extent of prostate cancer. With this information, better treatment decisions can be made.

## Multi Parametric MRI

Avoid the discomfort and in accuracy of Random Prostate Biopsies.

If you have a high PSA or are under Active Surveillance for Prostate Cancer, Multi Parametric MRI is the best non invasive way to determine if there is clinically significant cancer that needs further attention.



## Phoenix Molecular Imaging

4540 E Cotton Gin Loop, Ste 150  
Phoenix, AZ 85040  
602.368.3055  
www.phxmi.com



Proud Sponsor of the  
**Prostate Cancer Awareness  
Vintage Race Team  
and Grand Prix of Scottsdale**

## SPECIAL EVENT : PROSTATE CANCER AWARENESS RACECAR CHARITABLE AUCTION

### GRAND PRIX OF SCOTTSDALE WINNER RAISES \$12,650 AT RUSSO AND STEELE

The first car to cross the block at Russo and Steele in January was Lot# 8692, the Grand Prix of Scottsdale-winning Prostate Cancer Awareness 2016 VKC Vintage Kart Company Italiano Vintage Mini Racer, built in May 2016 for the race.

Styled after 1920s Grand Prix race cars, VKC mini racers are custom built in Mesa to each owner's specs. Built to perform, they have rack and pinion steering, hydraulic disc brakes, automatic clutch and a true differential. Hand-crafted in all-aluminum and powered by a 200cc Honda engine, this racer, the 42nd car produced, was painted in Lexus pearl white with blue and orange accents for Phoenix Molecular Imaging (PHXMI), to bring awareness to men's health and prostate cancer.

Forty teams were in competition at the Grand Prix. There are four heats, each about 45 minutes.

The PHXMI team—including professional race car drivers Belinda Endress and Tommy Thompson, along with PHXMI Medical Director Dr Fabio Almeida, his wife Cindy, and facility staff, friends and family—won the race, bringing Prostate Cancer Awareness to the forefront of attention.

Dr and Mrs Almeida and their team then raised even more prostate cancer awareness by donating the winning car to charity at Russo and Steele.

The sale included change of livery to the new owner's specs, with repaint and new decals, plus second pole position in the 2017 Grand Prix of Scottsdale on November 5, 2017, if the new owner enters the race. Also included is free entry to the 2018 R&S/GPX Challenge for the new owner.

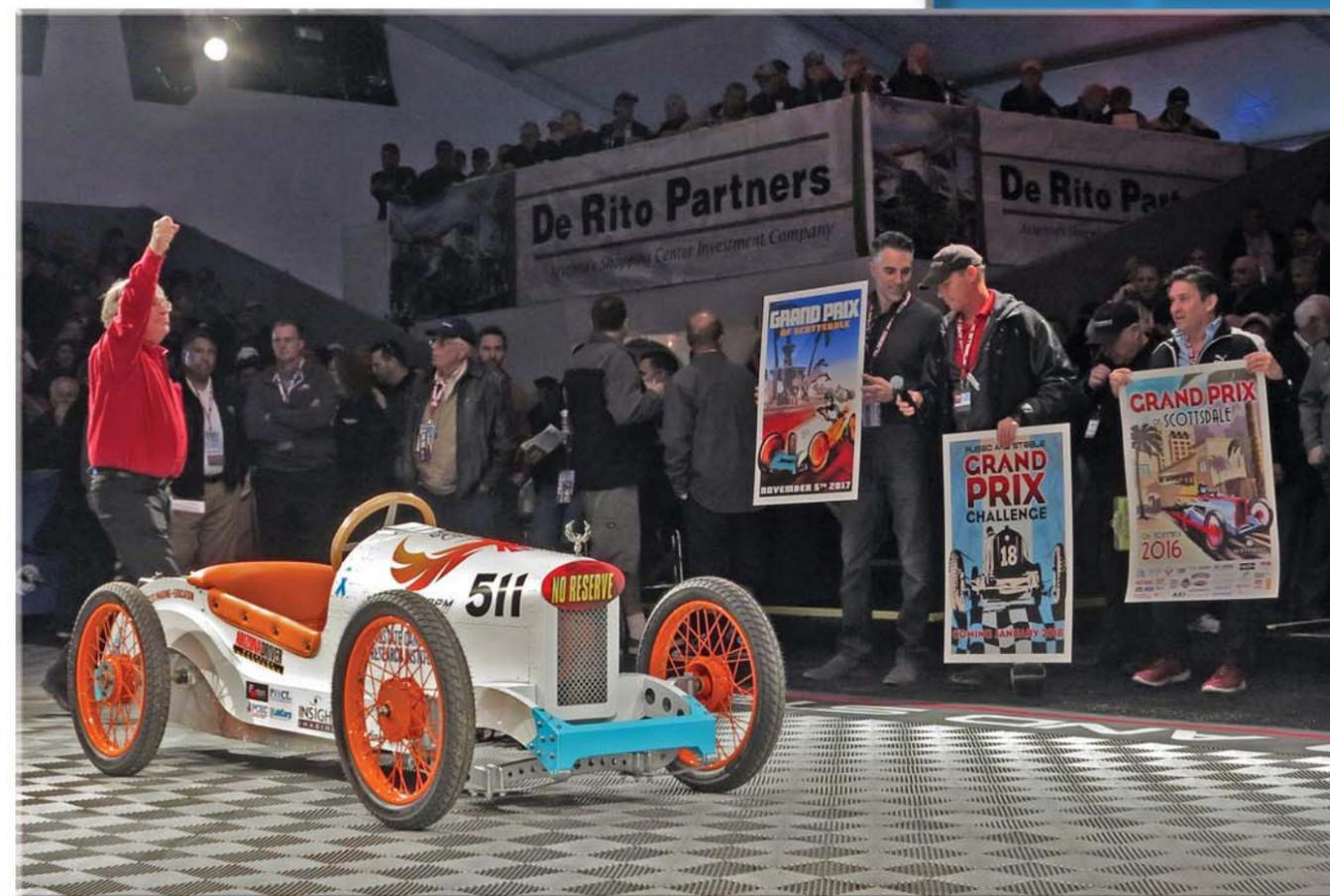
The car sold for \$12,650, with all proceeds donated to charity. ■



// Phoenix Molecular Imaging provided free PSA testing on site at the Grand Prix of Scottsdale. Your life could depend upon getting tested. Early detection is your best chance for a cure. Tools such as PSA tests should be part of a regularly scheduled checkup for men starting at age 40, to establish baseline information.  
// To learn more about your prostate health and treatment options, visit PCRI.org. For more information on Phoenix Molecular Imaging and the Prostate Cancer Awareness race team, visit PHXMI.com. You can also work to end prostate cancer through a tax deductible donation. Every dollar counts. •

THE 2ND ANNUAL  
**GRAND PRIX**  
OF  
**SCOTTSDALE**  
NOVEMBER 4-6, 2016

**FREE  
ON-SITE  
PSA  
TESTING**



## Special Shelby Semicentennial Super Snake

Barrett-Jackson Reveal by Joe Sage

Shelby American unveiled a 50th Anniversary edition of the Shelby Super Snake at the Ford Performance exhibit during the Barrett-Jackson Scottsdale auction in January. A throng of dignitaries and enthusiasts were especially excited as the cover was pulled off, as there will be only five hundred 2017 50th Anniversary Super Snakes available worldwide. Even better news: the price is lower this year—all the more reason to get your order in fast.

The cost of the Super Snake 50th Anniversary package is \$36,795 which does not include the Ford Mustang GT donor car, making a complete car about \$69,995.00. An extensive list of options is available, including larger superchargers (your choice of Whipple or Kenne Bell) capable of over 750 hp. Each Super Snake is assigned a Shelby serial number, documented in the official Shelby Registry, with a plaque signed by the build team affixed under the hood.

The car features a new hood, rockers, spoilers, splitters, grilles, fog lights, rear tail panel and rear diffuser assembly, plus 50th Anniversary stripes and badges. The theme continues inside, with anniversary logos on the seats (with Katzkin leather upgrade available), sill plates and floor, wireless gauge cluster, 4-point roll bar (you install your harness), rear seat delete and an official Shelby serial number dash plaque.

Shelby American worked alongside Ford Performance to sharpen handling of the independent suspension, then upgraded the brakes with massive calipers and rotors. Under the hood, the Super Snake combines Ford's iconic 5.0 V8 engine with forced induction for 670 horsepower; optional superchargers pump out over 750 horsepower.

On pump gasoline and street-legal Michelin tires, the 750-plus-hp supercharged Super Snake does 0-to-60 in 3.5 seconds, the quarter mile in 10.9 seconds and delivers 1.2g on the skid pad.

The Super Snake can be ordered with manual or automatic, is available in all Ford factory colors and is covered by Shelby's three-year, 36,000-mile limited power train warranty.

Shelby American will build the 50th Anniversary Super Snake at its assembly facility in Las Vegas and Shelby American global mod-shops.

For more information and a list of authorized dealers worldwide, visit [www.shelby.com](http://www.shelby.com). ■

