

SPECIAL EVENTS: AUCTIONS & SHOWS



Barrett-Jackson AZ economic impact

An economic and fiscal impact analysis commissioned by Barrett-Jackson and the city of Scottsdale, analyzing direct and indirect elements, finds that the company generated a total of \$167,800,000 in economic impact in 2016. Prepared by local economists at Elliott D Pollack & Company, the impact analysis evaluated both economic and fiscal impacts. Economic impacts included direct and indirect financial output created by Barrett-Jackson's year-round operations, Scottsdale showroom and January auction. Fiscal impacts analyzed included local, county and state tax revenue generated by the entirety of Barrett-Jackson's activities. "Even though we produce collector car auctions all across the United States, we are proud to call Scottsdale, Arizona, our home," said Craig Jackson, Barrett-Jackson chairman and CEO. The January auction is one of Scottsdale's most widely-attended events, with the 2016 event drawing over 350,000 attendees, exhibitors, consignors and bidders from all 50 states and more than 15 nations. These visitors inject money into the local economy, with far-reaching benefits for Arizona, Maricopa County and the City of Scottsdale. Barrett-Jackson generates over \$6 million each year in tax revenue for the state of Arizona and almost \$2 million for Scottsdale. The study also found Barrett-Jackson created 1,437 direct and indirect jobs in

fields including construction, operations and associated tourism activities. "Scottsdale is blessed to have the 'Super Bowl' of car auctions every year with Barrett-Jackson and the substantial positive economic impact they bring to our community," said Scottsdale Mayor WJ "Jim" Lane.

Barrett-Jackson Northeast results

Barrett-Jackson's newest venue promptly delivered their first double sellout in history, at the Mohegan Sun casino resort in



Connecticut in late June. Vehicle consignments closed days ahead of the auction, and tickets sold out shortly after gates opened on the first day. The three-day auction attracted more than 90,000 auction guests and over 1,700 bidders. Sales topped \$26 million, with a 96 percent sell-through rate. Automobilia sales reached \$755,000, a new record for a non-Scottsdale auction. To handle the fans, Barrett-Jackson offered a limited number of twilight tickets on-site and increased bidder seating. The event helped raise \$605,000 with six cars sold for charity, headlined by

a 2016 Shelby GT-H concept/prototype at \$150,000 to benefit the Carroll Shelby Foundation. The auction also shattered the attendance record for any event at Mohegan Sun, a hugely popular entertainment, gaming, dining and shopping destination. The top ten cars showcased a wide range of American muscle, European classics, exotic sports cars and one-of-a-kind customs. Top sale was a 1969 Chevrolet Corvette L88 (Lot #688) at \$624,800.

Barrett-Jackson Las Vegas: October

Barrett-Jackson will include the renowned Tammy Allen Collection in its 9th Annual Las Vegas Auction, at the Mandalay Bay Resort and Casino, October 13-15. More than 80 vehicles from this prominent enthusiast's collection will sell at No Reserve. Highlights include a 1962 Jaguar XK-E 3.8 S1, a 1950 Mercury "Wasabi" green Dick Dean custom, a 1957 Cadillac Eldorado Biarritz Convertible, a 1937 Cord 812 Phaeton, and a 1947 Studebaker Champion Starlight "Black Bart" custom. Barrett-Jackson chairman and CEO Craig Jackson notes, "Tammy Allen has spent more than three decades building her collection of rare and iconic automobiles, much of which was purchased through



our past auctions. Barrett-Jackson has a history of success selling large private collections within our established events, most notably with the Ron Pratte Collection at Scottsdale 2015, and we're excited to continue that reputation with the Tammy Allen Collection." Six cars of the more than 80 vehicles from the collection that will be sold in Las Vegas were on display during the inaugural Northeast Auction at Mohegan Sun.

Concours d'Elegance of America results

The 38th Annual Concours d'Elegance of America, held at the Inn at St John's in Plymouth, Michigan, has announced its



2016 winners. Best in Show-American is a 1934 Packard 1108-65 Convertible Victoria by Dietrich, owned by Joseph and Margie Cassini of West Orange, New Jersey, and Best in Show-European is a 1937 Talbot-Lago Type 150CSS Roadster by Figoni et Falaschi, owned by JW Marriott Jr of Bethesda, Maryland. "The two Best in Show recipients reflect the overall quality and one-of-a-kind vehicles that were on display at the 2016 Concours d'Elegance of America," said Larry Moss, Chairman. "An estimated crowd of almost 15,000 had the opportunity to see close to 300 rare and outstanding vehicles that they may never have the opportunity to see again." For more information about the Concours d'Elegance of America, visit www.concoursusa.org.



RM Sotheby's Motor City results

RM Sotheby's, the official auction house of the Concours d'Elegance of America at St. John's in Plymouth, Michigan, had sales above \$6.4 million at their Motor City sale, with an 80 percent sell-through rate. Some 70 automobiles crossed the podium, with bidders from nine countries and 35 states, with a strong Midwest presence. American Classics dominated, led by the 1929 Duesenberg Model J Disappearing Top Convertible Coupe by Murphy, engine no. J-119, at \$1,540,000. Proceeds from the Duesenberg's sale will benefit non-profit

Hillsdale College in Michigan. A 2006 Saleen S7 supercar, one of just 13 with factory twin turbo and driven just 300 miles, was second, at \$632,500. One of the fastest street-legal American cars ever

built, the S7 does 0-to-60 in 2.8 seconds, with a reported top speed of 248 mph. The RM event also auctioned a Ron Fellows Performance Driving School package, a New York Fashion Week experience and a Super Bowl IL trip, raising \$23,575 to fight Juvenile Diabetes.

Pebble Beach Concours results

First-time entrant Richard Mattei of Paradise Valley AZ took Best of Show at the 2016 Pebble Beach Concours d'Elegance for his 1936 Lancia Astura Pinin Farina Cabriolet. A thrilled Mattei says, "I was just happy to be an entrant at Pebble Beach. And now to get an award, and not just one, but three!" His Lancia won its class before competing for Best of Show, and it was also named the Gwenn Graham Most Elegant Convertible. The cabriolet, once



owned by Eric Clapton, had been in the Pininfarina collection for decades. Mattei, who bought it in 2009 and spent six years restoring it, loves the car's mechanical sophistication and its two different personalities: aggressive with the top up and more relaxed and elegant with the top down. The car combines sport and luxury, built with many original extras, including a power top, curved side glass windows and distinctive basket-woven trim. The Pebble Beach Concours drew 228 cars from 16 countries and 30 states and raised over \$1.75 million for over 80 local charities.

Prescott Corvette Show: September

Lamb Chevrolet and Prescott Tire Pros sponsor the 10th Annual Historic Prescott Corvette Car Show hosted by the Prescott



Vette Sette, a 501(c)(3) nonprofit organization. Over 250 vintage and new Corvettes will be displayed, including the 650-hp 2016 Corvette Z06, with awards for each Corvette generation. Spectator admission is free. If you want to show your pride and joy, receive goodies and participate in Friday night's event, the cost is \$45.00 per Corvette. For information and participant registration, visit prescottvettesette.org.

Arizona Concours d'Elegance 2017

The Arizona Concours d'Elegance is accepting entries for January, with no cost to apply nor for those selected. Featured Classes include Lincolns of the Classic Era, Cars of Ettore & Jean Bugatti, and Coachwork by Vignale. Sixteen Standing Classes include pre-1915 antiques, pre-war sports and racing, post-war American



and European sports and racing, American and European classics open and closed, iconic pre-1967 American and European cars, preservation, avant garde and exotic. Automotive-themed panel discussions on Saturday and the Arizona Tour d'Elegance on Monday bookend the weekend. The Arizona Concours d'Elegance benefits Make-A-Wish Arizona, the founding chapter of the national organization that grants wishes for children facing life-threatening medical conditions. Event and entry information can be found at www.arizonaconcours.com. ■