

## THIS WEEK'S EVENTS

**Thursday, February 09**

London: Italian Night  
Location: Ace Corner, North Circular Road, Stonebridge, NW10 7UD  
Website: [acecafeevents.com](http://acecafeevents.com)  
Contact: 020 8961 1000



**Saturday, February 11**

Surrey: Concorde Champagne Day  
Location: Brooklands Museum Trust Ltd, Brooklands Road, Weybridge, KT13 0QN

Details: Champagne Days offer the next best thing to flying Concorde, with an exclusive day hosted by Chief Concorde Pilot, Captain Mike Bannister and former Stewardess, Carol Cornwell. Sip champagne on Concorde during your virtual flight, and enjoy a three course lunch recreated authentically from a Concorde menu.

Website: [brooklandsmuseum.com](http://brooklandsmuseum.com)  
Contact: 01932 857381 (Ext 237)



London: Nissan 300ZX O.C Meet  
Location: Ace Corner, North Circular Road, Stonebridge, NW10 7UD

Website: [acecafeevents.com](http://acecafeevents.com)  
Contact: 020 8961 1000



**Sunday, February 12**

Worcestershire: Breakfast Club  
Location: Midland Automobile Club, Shelsley Walsh Hill Climb, Shelsley Walsh, Worcestershire, WR6 6RP  
Details: Held once a month and open to all. Whether you are a car enthusiast, member of the club, motorsport mad or just like going out and meeting friends. As well as seeing a wide variety of cars old and new, you can also see the restored water mill in action, and walk the hill. The Breakfast Club is an Advanced Ticket only event with a small charge of £3.50 to cover administration fees. MAC Members are free.  
Website: [www.shelsley-walsh.co.uk](http://www.shelsley-walsh.co.uk)  
Contact: 07753 686311

**Monday, February 13 to 17 February 2017**

Surrey: Half Term Family Fun  
Location: Brooklands Museum Trust Ltd, Brooklands Road, Weybridge, KT13 0QN

Details: On weekdays during Half Term, our popular car rides will be operating (subject to weather). Take a trip in a vintage-style car or a bus ride around the local area. Look out for Bertie the Brooklands Bear, who will be making guest appearances, pick up one of our trails for children or join in with our Half Term family workshop  
Website: [brooklandsmuseum.com](http://brooklandsmuseum.com)  
Contact: 01932 857381 (Ext 237)



**Tuesday, February 14**

London: Classic Car Night + Lotus 7 Club & Midget & Sprint Club

Location: Ace Corner, North Circular Road, Stonebridge, NW10 7UD

Website: [acecafeevents.com](http://acecafeevents.com)  
Contact: 020 8961 1000

## NEW YEAR'S EVENTS



If you're organising a classic car event in 2017, fill in the coupon on page 66 and forward it, together with a photograph if possible, to:  
**EVENTS, Classic Car Buyer, PO Box 978, Peterborough PE1 9FL**  
or email all the details to:  
[ccb.ed@kelsey.co.uk](mailto:ccb.ed@kelsey.co.uk)

# SELL YOUR CLASSIC THE RIGHT WAY

- 'A significant part' of a classic's value comes from good paperwork, De Bowers Motor File argues
- Buying cultures differ between European and American classic car enthusiasts
- The UK 'leads the world' in terms of access to centralised mileage data, experts assert

**P**rovenance: A word frequently banded around the antiques world before gaining importance in the classic car market.

The paperwork amassed by a car in its lifetime plays an increasing role in determining the price of historic vehicles, according to vehicle document firm De Bowers Motor File – whose managing director urged owners to hang on to paperwork, no matter how small or insignificant it might seem at the time.

## FOR FUTURE REFERENCE

"First and foremost, keep all paperwork, even payment slips and business cards," Kim explained. "Make copies of legal documents in case of a fire, or other loss. Keep your own notes on the car with regards to any event that the car has experienced. These could even have a legal basis and indeed give a car its unique personality.

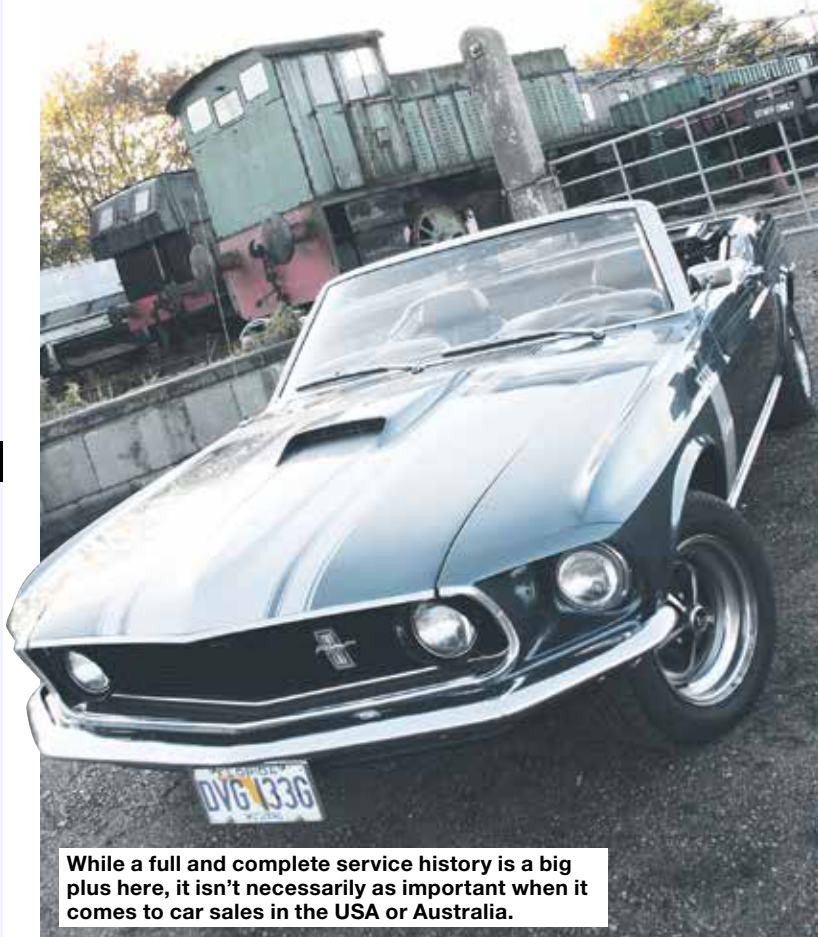
"Take pictures at regular intervals; these need to be dated, particularly at events or meetings or even an event in history."

He added: "Enhance the car's provenance. Display within your file to the very best effect, letters, photos, press cuttings, auction catalogues, race meeting ephemera, and your own purchase and sale statements, and anything that shows or mentions your car. Film appearances, famous owners – these all contribute to its value."

Specialist auction house Classics Central concurred with Kim. "A good history file can enhance the resale value of any classic by up to 20 per cent," asserted its managing director and *Classic Car Buyer* contributor Justin Lazic.

## EUROPE VS NORTH AMERICA

He warned that buying mentalities differed massively between Europe and the USA, however.



While a full and complete service history is a big plus here, it isn't necessarily as important when it comes to car sales in the USA or Australia.



In the UK and Europe, a wad of history and original documents go a long way in boosting the value of your classic should you come to sell.

"The former emphasises an ownership culture: Who owned the car, where it's been, how it was looked after historically. The market has picked up on that and places a premium accordingly."

Conversely, enthusiasts and collectors in the USA appraise cars very differently: "In the States, it's all about condition. People buy classics based on what's in front of them and what they're getting at the present time."

Justin argued that there was no centralised equivalent of electronic checks for MoT revealing condition and mileage in the USA because of its State-based registration system.

"There's no governmental record of owners of history with secondhand cars sold over The Pond. If a car is bought by someone over State lines, the data disappears the second a new plate is issued.

It's more or less the opposite of what happens here."

Justin continued: "With data from Gov.uk, sellers bolster the history of their vehicles with dealer, workshop and self-made content. Without that pool of information, American owners are less inclined to keep documentation; as a result, buyers don't expect it. It's a welcome bonus if it's there, but it wouldn't increase the value of a given car if two equally clean vehicles were being weighed up."

As a result, reams of documentation will help sell a classic in Europe, but not further afield. De Bowers Motor

File cited legal precedent in maintaining a clear and professionally organised history file to justify its position, referring to the case of Hubbard vs Middlebridge Scimitar Ltd. in 1990.

Presided over by Mr Justice Otton, the Law Courts of London stated that on the question of a car's ownership, its continuous history is defined by: 'A full unbroken and authentic set of documents which identify in a reliable manner who has owned the car, the uses that it has been put to and a description of its service history and any restoration, rebuilding, or reconstruction work that the car has experienced throughout its life since originally leaving the factory.'

The moral of the story then is to keep those old bills, invoices and dealer ephemera like branded number plates and window stickers – in the UK and Europe at least, it'll help your car stand out from the crowd in the classifieds or at auction.

In closing, Justin felt the age of the 'sacred service book' was coming to an end. "I reckon in the future, an increasingly number of decisions to buy will be determined from electronic MoT mileage, advisory and fail checks, rather than a stamped up service history from back in the day. Electronic records are harder to falsify; at the end of the day UK buyers are among the luckiest in the world when it comes to centralised history data. Why not make the most of it?"