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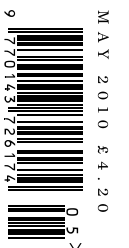


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# Simon Kidston

## How to spot those cowboy dealers

**'A** MAN'S GOTTA KNOW HIS LIMITATIONS,' rasps Clint Eastwood in one of his classic squinty-eyed roles, a philosophical reflection directed at the undesirable he'd just dispatched to his maker. The old car world has plenty of parallels with the Wild West, from colourful horse traders to a whiff of sheepskin coat – although in the upper echelons it's more likely to be tweed. It's a far cry from the days of old, but scrape the surface and you'll still find a few cowboys around. Their modern weapon of choice? The Colt revolver's long gone, replaced by a computer. The target? Anyone riding into their website.

In the inevitable shoot-out one of the innocent victims is usually the English language. Rules? You gotta be kidding... all's fair in the battle to attract punters, and the more dubious the old knacker being peddled, the faster any scruples go out the window.

The consequences are rarely more amusing than when someone selling a classic tries to inject a bit of glamour by sprinkling in a few foreign words. An auction catalogue has just arrived on my desk which has the Italians in my office in stitches, hailing a lookalike of a Latin sports car as an *evacazione*. I'm guessing this infers an 'evocation', one of the more novel terms used these days in place of the taboo 'replica' word – but to an Italian speaker it sounds like something between a holiday and an evacuation. The generic suffix *speciale* gets added to just about any Ferrari which has been rebodied (usually 'in the style of / by former workers of / by someone whose name sounds like / Scaglietti') although the closest the car has been to Modena is probably Watford. And beware the word 'style' after the name of a coachbuilder – it's shorthand for 'not made by them'.

The sexy sounding *berlinetta* is used as a universal description to cover any body, no matter that it might look more like a taxi than a fastback racer, while Ferrari's controversial *Classiche* programme elicits as many tortuous pronunciations as the system itself generates strong comments.

French doesn't escape either, with voluptuous pre-war tourers often referred to as *grands routiers*, which translates as 'large truck drivers'. Add two more 'e's and the meaning is rather more appealing.

And as we've touched on the subject of replicas, you've got to smile at the inventiveness shown by some sellers. You thought a 'clone' referred to a test tube sheep? Think again, it's supposed to tell you that you won't be able to tell the home-made Ferrari GTO from one built in Maranello. A 'continuation' car? It rolled off the line long after the original workers went home (or to heaven). 'Sanction 2'? The factory's got in on the act too, albeit three decades late, which is a great excuse for everyone else to join in and call their cars 'Sanction 3' and, when the original bits run out, why not 4 as well?

You get the picture. Before wrapping up, mention should be made of 'tribute' cars (think Ferrari GTO but using Datsun mechanics), 'lightly' restored (we did as little as we could get away with), 'very unique' (if you need that one explaining you're already in the car business) and anyone who refers to cars as 'she'. Faux foreign expressions are best left to Greek waiters masquerading as Italians in their local trattoria; otherwise it's best to follow Clint's lead and just scowl.

*Simon Kidston lives and works in a world filled with the finest classics. In between acting as a consultant to collectors and performing as the multi-lingual presenter at top European events, Geneva-based Simon (www.kidston.com) finds time to enjoy his own cars, including a Porsche 911 Carrera 2.7 RS and a Lamborghini Miura SV.*

## EVENTS NEWS

Ex-Le Mans Talbot-Lago T150 C-SS goes on view in Europe for the first time since its 2002 resto

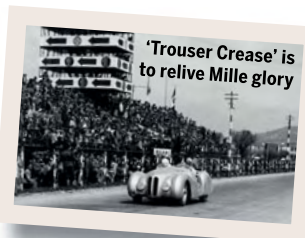


## VILLA D'ESTE STARS UNVEILED

**A 1938 FIGONI** et Falaschi Teardrop-bodied Talbot-Lago T150 C-SS with Le Mans 24-hours history and the 1937 BMW 328 Mille Miglia 'Trouser Crease' Roadster are two of the star entrants announced for 2010's Concorso d'Eleganza Villa d'Este.

The Talbot-Lago raced at Le Mans in 1939 with first owner Duke Philippe de Massa and Norbert Mahé and will be making its first European outing since restoration in 2002. The BMW (see also page 34) won its class at the 1938 Mille Miglia and will join a full line-up of Mille Miglia 328s to commemorate the car's outright Mille win in 1940.

Other highlights include the



'Trouser Crease' is to relive Mille glory

ex-Phil Hill 1952 Jaguar C-type (XKC007) and the 1965 Pininfarina Alfa Romeo Giulia 1600 Sport concept car – a special-bodied TZ2 with a radical mix of Dino 246 and Ferrari 500 Superfast styling.

The glamorous concours event, beside Italy's Lake Como, takes place on April 23-25. See [www.concorsodeleganzavilladeste.com](http://www.concorsodeleganzavilladeste.com)

## High Speed highlight at Ace

**THE ARRIVAL OF** a super-rare right-hand drive Monteverdi High Speed 375L rewarded all who braved the cold at the Ace Cafe's classic car night in February. Jason Yorke-Edgell's dark blue 1972 car is one of only half-a-dozen and is believed to have been owned hell-raising drummer Keith Moon of The Who. Yorke-Edgell spotted it under a sheet in a showroom over a decade ago: 'It belonged to an MP and I got to buy it after writing a speculative letter.'

Other crowd-pullers included Ace regular Ian Dixon-Potter's Riley Kestrel, while the London-based Classic Car Club brought two cars from its members' club's fleet: a 1964 Mercedes-Benz 280 SL Pagoda and 1964 Volvo Amazon 122S to promote its Spring promotion. The club is offering *Classic Cars* readers 20 per cent extra points if you sign up before April 31 – call 020 7490 9090 and quote 'cmag007'.

The next Ace classic car nights are on April 13 and May 11. See [www.ace-cafe-london.com](http://www.ace-cafe-london.com) or call 020 8961 1000 for directions.



Classic Car Club Volvo Amazon



Monteverdi High Speed 375L