

In the last article it was discussed reasons why one acquires a vintage automobile. It is fairly easy to find the car of one's dream from the internet through recognized sources such as E-bay and Craig's list. Other sources include Autotrader, and other car classifieds on News stands. Auctions such as private estate sales and recognized auctions such as Barrett-Jackson, Mecum, and many others. Each one of these venues has advantages and disadvantages when purchasing a collector car: *In general, the larger the audience the higher the monetary purchase will be. Auctions display automobiles with glossy paint jobs, but one must ask if the car we are looking at is a pig in the poke or a excellent example we are looking for. Attending Auctions, you cannot drive or often cannot start the car to listen for noises, oil leaks, knocks, whines, etc. There is a world of difference, from a car, one can drive to a event with all systems operating correctly, to a car with nice paint and appearance driven off a trailer. Another concern at Auctions is to resist emotion when looking at or bidding on a car at Auction. It is easy to fall in love with that red convertible, as a result, emotionally, one can overlook faults such as a top that doesn't work, re-stamped v.i.n. tags, incorrect engines and equipment, color changes, etc. When bidding starts, one gets tied in to a higher bid more than the car is worth tied to the buyer bidding on his own car or one of his skills. These points are not to negate auctions, they have good entertainment value. However, it is rare, that one acquires a good buy here. Always remember, No money or funds are to be exchanged unless clear title is presented with title numbers matching the v.i.n. tag. This pertains to any vehicle purchased. Many long time club members remember the Kruse fiasco of 2009-2010. *E-bay and Craig's list are excellent sources for purchasing cars and parts. I have never purchased a car from E-bay, I am leery, however, I have purchased and sold many car parts for my project cars and parted out cars with good results. I have also purchased one of my current projects, a 61 T-bird from Craig's list 2 years ago. Pictures of cars posted on either one of these sights does the buyer no justice in any car purchase. The seller always glamorizes any item he sells. Often, the seller never post pictures of a cracked dash, worn seat, rust, or other imperfections of 50 year old plus car. It is always best to view the car in person, or better yet, take a friend, for a un-biased view of the car in question. I had been bird-dogging bullet birds for quite a while before I purchased my 61. I found many project cars of varying conditions at different prices. I had been watching this 61 in a desolate town in Northern Michigan for a few weeks on the back of a used car lot of all places. A old used car lot is where I bought my long term project 58 t-bird. After dropping the price several times, I made a offer and it was accepted. Small town, no buyer competition, right price, this is how I bought most of my collector vehicles. If one finds the car of their dreams in a far away state, by all means have a family member or friend that has experience with cars look at the car and report to you. If no-one is available, pony up and hire a professional appraiser to look at your potential purchase. It is money well spent in looking and evaluating any vintage car. *Another venue to acquire that Thunderbird or vintage car is through the classifieds. In my humble opinion, the classifieds are going the way of the Buggy whip as far as vintage cars go. I recently found a 20 year old classified section of the Journal Gazette, there were 20 vintage cars in the old car section with prices to make your head spin. Today the Journal Gazette has car classifieds with only dealers with

few private ads. Hemmings Motor News has mostly dealer ads with few private ads. Fifteen years ago, I purchased my 64 Lincoln and 57 Cadillac through Hemmings and Old Cars Weekly. *60% of vehicle transactions occur between family and friends. There is an old saying, "Never sell a vehicle to someone you know," this old saying may have applied to cars of yesteryear, but today's cars are more reliable and less trouble-prone and maintenance free. Our club President, Roger Noll has sold several vehicles to club members, with good results, including myself. Roger is known to maintain and care for his vehicles. This is the kind of family member or friend you would want to purchase a vehicle from. *Estate sales where many cars are for sale can be good venues to purchase that classic car, often bidder fees are minimal and the heirs of the estate have no interest in cars, and want to dispose of them. It is best to attend a sale with small and limited exposure and advertising. This tactic may result in a good buy, however, don't expect to find a reasonably priced baby bird, 55-57 Chevy or early Mustang convertible at any auction if the price is right, a family member or friend, or more likely a dealer will purchase the aforementioned cars before the Auction. This happened to myself at an auction, decades ago. The car was advertised and never appeared. I inquired to both the executor of the estate and auctioneer, but was met with blank stares. Several months later I saw the same car at the Kruse auction, I hope these people dealt with Kruse during one of his many difficult times. Enclosed is a checklist for evaluating that collector purchase.

Happy car hunting,

Larry Sneary