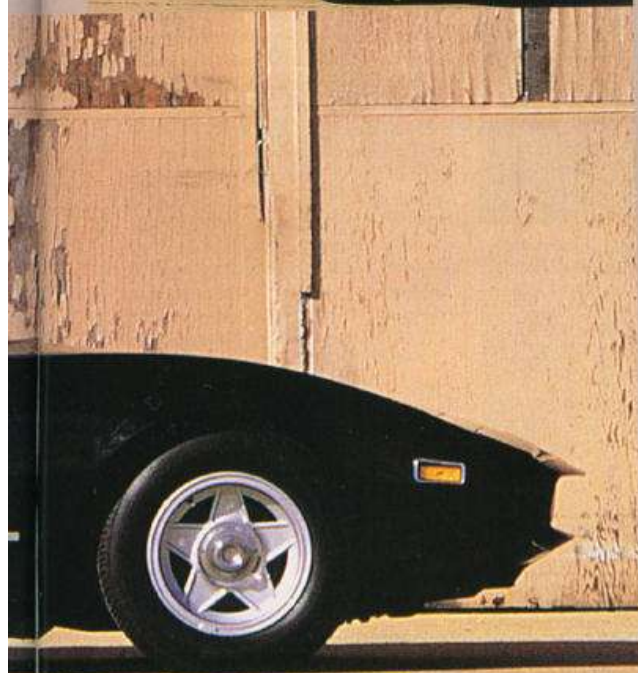


BUYER'S GUIDE

Ferrari 365 GTC/4 The Unheralded CONTENDER

WINSTON GOODFELLOW examines the Ferrari he calls *The 456 of the Early Seventies*. The styling is so elegantly low-key that the model is often overlooked.





Ferrari's current 456 is one of the all-time great front-engined GTs. With beautifully sculptured, understated Pininfarina coachwork, this superlative Grand Tourer regally transports its occupants long distances or exhilarates on a blast down back roads. But the real frosting on this Ferrari's cake is that it can be enjoyed seven days a week, thanks to its comfort, civility, and ease of use. As the 456's only drawback is the \$229,000 price of admission, what if you could buy one for \$50-60,000? Would you jump at the chance? Then let us introduce you to *the 456 of the Early Seventies*, the 365 GTC/4.



QUINTESSENTIAL GRAND TOURER: The C/4's interior is a masterpiece of creature comfort and classic elegance. The rear seats, although minimal—as with all cars of this configuration—have back rests that can be folded down to accommodate luggage.

Production Numbers

From March 1971 to January 1973, 500 365 GTC/4s were produced. Serial numbers start with 14179 and end with 16289.

History

The C/4's elegant lines were drawn at Carrozzeria Pininfarina in the first half of 1970. By September, a prototype was ripping up and down the hills around Modena. Almost identical to its production brethren, its slightly smaller rear bumper and front grille *sans* square fog lights and centrally mounted *cavallino rampante* were the only external differences.

There was surprisingly little fanfare prior to the 365 GTC/4's introduction. "Unseen (at Ferrari's December, 1970 press conference) was the new Pininfarina-bodied GT which replaces the GTC," Peter Coltrin reported in England's *Motor*. "The car has been under extensive road testing and will probably be introduced at the next Geneva Show."

The American and Italian monthlies indicate how "unseen" the C/4 was: the author could only find two spy photos of a PROVA-plated prototype in *Road & Track's* May, 1971 issue, the photo caption confirming Coltrin's observation that the model would replace the 365 GTC and not the 365 2+2, as is often stated.

In March, 1971 the 365 GTC/4 (s/n 14179?) made its bow at the Geneva Show. "Ferrari had a new car...." *Motor* commented, "...styled by Pininfarina and fitted with a de-toxed power plant for the American market. It is similar to the Daytona but if anything even better looking with a cleaner treatment of the rear quarter lights and a neat front grille shaped like a flattened ellipse...."

Ferrari's newest was also featured in *Road & Track's* Geneva report. "(The 365 GTC/4) has a clean almost stark look ending in a window line with bold upward curve," Cyril Posthumus wrote. "Frontal treatment is novel, the grille surround being molded in matte black polyurethane foam and also acting as a bumper. The engine...has already been fully de-toxed... and looks a lot tidier than Jaguar's V-12 with similar treatment...."

The Pininfarina records state that the first production version was s/n 14277, completed on March 30, 1971. The C/4's steel body was mated to a steel tube frame, and its *Tipo F 101* V12 was similar to the

Prices

FORZA Market Experts Index

- Mediocre: \$42,750
- Good-Very Good: \$53,300
- Great: \$65,000

FERRARI MARKET LETTER

Most Recent Asking Price Index

- \$53,204

CAVALLINO Price Index

- \$45,000-65,000

Daytona's *Tipo 251*. While both engines had 8.8:1 compression, four cams and an 81 mm bore and 71 mm stroke, they differed in carburetion and lubrication: the Daytona had six dual-throat Weber 40 DCN 20 downdraft carburetors and a dry sump oiling system, while the C/4 had the same number of side-mounted dual throat Weber 38 DCOEs and a wet sump.

The *Tipo F 101* produced 320 hp @ 6200 rpm, with a redline 1100 lower than the Daytona's 7700. The five-speed overdrive gearbox was mounted in unit with the engine, and transmitted power via a single-plate dry clutch.

Suspension was independent, with unequal-length A-arms, coil springs over tube shocks and an anti-roll bar up front. The rear featured the same components, plus oleo-pneumatic levelling devices.

Good & Bad

GOOD

- One of the best all around Ferraris
- Excellent visibility, comfort and passenger accommodations
- Exceptionally refined road manners, especially for the era
- One of the best sounding of all street Ferraris
- Not in demand, so easy to shop

BAD

- Expensive to maintain, even worse to repair
- Understated looks don't grab everyone
- Lacks visceral excitement of many other Ferraris
- Can financially bury you if you buy one to restore
- Ring and pinion gear hard to find



EXPENSIVE VIEW: The C/4's engine is costly to service and repair. "Those side draft Webers are a pain in the neck," says FORZA's tech consultant, Tony Palladino.

The brakes were large vacuum-assisted ventilated discs.

Where the C/4 was clearly superior to its faster, more powerful sibling was in comfort and tractability. Its ZF power steering made parallel parking a breeze, the vacuum assisted brakes didn't require a herculean effort to use, and the self-levelling rear suspension offered a supple ride. The only options were all leather or cloth inserts, and a choice of Borranis or Campagnolo five star mags.

Road & Track was the only major US magazine to test the C/4, its civilized road manners standing out. "Each new Ferrari brings some newsworthy advance over previous ones," R&T reflected, "(and) the GTC/4's is mechanical refinement." Noting controls that were "smoother and lighter than ever," this made the car "deliciously easy to drive well."

On the down side, they found inconsistent build quality (malfunctioning wipers, ill-fitting weather stripping), a "choppy low-speed ride," and brakes that

had a tendency to lock under hard use.

Performance was formidable for the formative years of exhaust technology. Zero to 60 required 7.3 seconds, 0-100 took 12 seconds, and the quarter mile was dispatched in 15.7 seconds. Top speed was 152 mph.

These acceleration times were slower than a European version tested by Paul

Gray Market

- Though not many 365 GTC/4s were imported into this country, make sure any non-U.S. example has proper EPA and DOT releases. Should you have questions, contact Dick Merritt at the DOT. His number is 202-366-5300; fax is 202-493-2266. Be sure to have the car's five digit chassis number available.



Frere in early spring, 1972. Even though his car had a slipping clutch, he recorded 0-60 in 6.6 seconds, 0-100 in 16.7, and a top speed of 149 mph.

Still, *Road & Track* was enthused. "The car is directionally stable at speeds up to its maximum," they noted. "The top speed runs weren't the least bit dramatic. Handling on winding roads was also excellent, with just the right steering response and good adhesion even in the rain.... The GTC/4 would be a fine car for a cross-country trip in any weather...."

Though it is often claimed the C/4's production ended in the fall of 1972 (due to the 365 GT/4 2+2's Paris Show introduction), the Pininfarina records state that

it remained in production until January, 1973. The last of the 500 examples produced was s/n 16289.

On the Road

Whenever a discussion turns towards the "best all around Ferrari" title, the C/4's exclusion only reflects that not many have sampled one. Yes, the 330 GTC has that classic Sixties look, but it doesn't have the C/4's two small seats that fold down into a rear package tray; surprisingly, neither does today's title contender, the 456.

Ferrari enthusiast Stewart Young's most recent acquisition, 1972 GTC/4 s/n 15639, was the first C/4 I had driven in at least 10 years. Though not as aggressive looking as the Daytona, *Road & Track* hit the nail on the head when they noted that its coachwork is "...a graceful, clean and understated design with subtleties one discovers only by looking it over carefully." As the muted, early-evening sunlight caressed this Ferrari's recent silver respray, it highlighted the subtle creases along the sides and sculpted headlight covers that might have otherwise remained hidden from view.

The 365's door opens so wide that it's difficult to imagine easier entry into any exotic. The driver's seat is comfortable, the back rake adjusted by a hand-operated knob at the seat's base. The center console contains the gearshift and most supplemental controls. Headroom for my 6'3"



OUT OF NECESSITY: Headlights (left) are of the pop-up variety—the hood had to be kept low. The console (above) is huge—front seats had to be moved forward to make room for rear seats, thus pushing the transmission far into the cockpit.

Buyer's Checklist

GREEN FLAGS

- Proper receipts and service records
- Recent major tune-up
- Good compression or leakdown test results
- Cosmetics in good condition (particularly mouse hair dash and transmission tunnel)

RED FLAGS

- Need of major mechanical work or tune up
- Weak second gear synchros or improperly functioning rear suspension
- No service records or previous history
- Cosmetics that need a lot of work, especially the dash and transmission tunnel

Service Costs

FORZA's technical consultant Tony Palladino offers these guidelines for annual operating expenses and major servicing.

- Routine repairs and fluid changes: \$500-1,500
- Major service every 9,000 miles: \$3,800-5,000
- Engine rebuild: \$18,000-38,000
- Transmission rebuild: \$4,500-12,000
- Rear axle rebuild: \$3,500-8,500

frame is fine, the regality of the view over the hood reminding me of Talbot Lago's spectacular Teardrop coupe.

A quick twist of the key brings the 12-cylinder to life. Clutch pressure defines user-friendly, and the brakes don't require a training regimen on Nordic Track's newest piece of exercise equipment. The ZF steering is precise at speed and remains light even at a dead stop. Visibility in every direction is excellent, though the front's corners will be invisible for most drivers.

Such attributes make this among the best Ferraris for daily use. Outside its large turning circle, you could easily take a C/4 to the market for groceries, or comfortably battle stop-and-go traffic when heading to the opera.

My first miles behind s/n 15639 were far removed from any grocery store or theatre. Barreling down sinuous northern California coastal roads, the Ferrari soaked up the switchbacks and straightaways with unruffled aplomb, its chassis offering a marvelous combination of supple ride and reasonable body roll.

Though the gearbox is not as positive as the Daytona's gated shifter, the C/4's is delightful, its friendly feel and weighting much more in line with most people's tastes. The ZF steering is even better, and certainly one of the early Seventies' finest boxes. Feedback is smooth, return action excellent, the weighting at speed nearly ideal.

One of the C/4's defining features is the tractability of the engine. Smooth at any rpm, the 4.4-liter comes alive above 4000, though the satisfying push in your back lacks the Daytona's and 456's *ohmigod* urgency. Where the C/4 beats

both is its fabulous sound. As the revs rise, the V12 growls deeply, the exhaust melody the best this side of a 250 SWB.

Yet, the 365 GTC/4 is first and foremost a Grand Tourer—you can feel its heft in corners and particularly under braking. Though you never fight the controls, you are definitely aware of the fact that you are piloting a substantial amount of weight.

To truly appreciate the car's strengths, go visit a town several hundred miles away for a week. Load up the cavernous trunk and, if you still have more, drop the seatbacks and throw the leftovers behind you. As you barrel along at triple digit speeds, it is difficult to imagine a more comfortable or competent travelling companion.

What to Look For

In spite of its refinement and luxurious attributes, the market is not beating a path to the C/4's door. "I think they are one of the most underrated of all Ferraris," says Cammisa Motor Cars' Brandon Lawrence. "They cost \$3,000 more than a Daytona when new, and there were fewer built. And it has the best sound there is."

"I feel they are fantastic cars," seconds Forza Motorsports' Peter Sweeney. "They are wonderful drivers, the easiest of the Seventies front-engined V12s to use. They are like a sports car, because you can have fun in the curves, but comfortably drive all day long on the freeway. I wouldn't hesitate to take one over a 400i."

"While it really is a Ferrari that offers tremendous value," Tom Shaughnessy says, "only a couple of guys are looking for them. So they remain one of the market's harder sells. Still, I like them. It is a true GT car, very likely offering the best Ferrari driving experience for 'modern feeling' cars. It is a civilized Daytona with a nearly bulletproof engine."

But don't include Fantasy Junction's Michael Duffey on the C/4 bandwagon. "If someone gave me one," he emphasizes, "I would have had it presold before it ever touched the floor of my garage. Outside of its power steering, performance and brakes, everything else about it has not aged well. They had early Seventies Ferrari problems of rust, poor fit, and finish. You had to check the relays, and the serviceability and repair costs would make even Bill Gates blink. Its styling is another example of Italians-on-drugs-modernism. Simply put, I think C/4s suck!"

When Duffey kindly clamored down from his self-confessed soapbox, he says prospective buyers should beware of quality control problems: minimal rust

Owner Interview

Born in England, Stewart Young settled in California in the Fifties. A retired naval architect, Young—after giving up the drafting table—bought two Ferraris—a 1979 308 GTS and our silver feature car, C/4 s/n 15639.

● *What made you choose a C/4?*

I was at first thinking of stepping up to a 348, but it really has some of the same drawbacks as my 308—heavy steering and clutch, no trunk, and an interior that you adapt to, rather than vice-versa. So I began to think about a V12. I then bought some books and started doing some serious research.

● *You were originally thinking of a 330 GTC?*

Yes. I drove one but there were some things about that particular car that I didn't like. What I wanted was an understated Ferrari. When I read the *Road & Track* test, I noticed that their C/4 was driven in Nevada. So I calculated what the numbers would be at sea level, and determined that



its performance would be equal or better than my 308's. I tried s/n 15639 in connection with a visit to Ferrari of San Francisco—and bought it. I also thought about a 365 2+2 and a 400i, but the 365 is too bulbous and the 400 looks like an American sedan.

● *What is your opinion of the car after several months of ownership?*

It's wonderful. It is easy to drive, yet exciting. It is comfortable, and has lots of luggage space. Just fold down the rear seats if you have extra things! The only problem I had was the fuel pump. But rather than pay several hundred dollars for a Bendix, I replaced it with a nearly identical Carter that cost just \$112. —W.G.

The Rare Ones

● Of the 500 365 GTC/4s built, only two were rebodied in Italy with custom coachwork. The first was s/n 16017, which debuted at the 1976 Geneva Show as a doorless spyder. Designed by Giovanni Michelotti, Ferrari's most prolific stylist prior to Pininfarina, it was succeeded one year later at the same auto salon by another GTC/4. This time, the donor car (s/n unknown) was converted into a two-door station wagon. A handful of 365 GTC/4s were converted into Spyders in the 1980s by various restoration shops.

protection, and a mouse hair dash and center console that loses its finish. "Given current values," he points out, "you can't afford to properly redo a C/4."

Tom Shaughnessy says the ring and pinion gear is difficult to obtain. "As the cost of most mechanical repairs and servicing is a problem," he notes, "market values adjust for that." Another trouble is "the traditional Ferrari amp gauge that can do a meltdown."

Brandon Lawrence looks for "structural cracks around the car's hood" and, along with Peter Sweeney, says to be careful of weak second gear synchros. He echoes Duffey's concern for replacing the dash and transmission tunnel's material.

Sweeney also notes the mechanicals' complexity, recommending that any C/4 engine should have a compression and/or leak-down test. "This is an expensive engine to rebuild," he says. "The dash and interior also have a tendency to fade, and the seams in the seat split."

FORZA's technical consultant, Tony Palladino, is well aware of the servicing costs. "They are big-dollar cars to maintain," he says, "like 'Wow! Watch out! Those DCOE side-draft carbs are a pain!'"

How Much to Pay

Given this Ferrari's vintage, many C/4s have low mileage. Our experts feel this stems from two reasons—owners loved them and kept them, or they sat when something went wrong.

Regarding pricing, "Mr. Soapbox" Duffey says "I don't think you should pay much more than \$50,000. My opinion is that \$40,000-45,000 will get you a typical old car, a decent to good driver that lacks books, tools, and maybe has a scratched windshield and such. One like new with \$100,000+ in restoration receipts will cost you \$60-65,000."

East Coast expert Peter Sweeney knows of an example "that is kind of tired, and can be bought for close to \$30,000. But typically, \$40-45,000 gets you a presentable driver—a non-perfect car with an interior that has some split seams. Pay in the \$50s, and you get a pretty decent example. The best ones cost around \$60,000, though an absolutely stunning one sold in December for \$65,000. Restored in the late Eighties, it was truly exceptional."

Brandon Lawrence knows of another \$65,000 sale of a 365 C/4 with "26,000 California miles, new paint, interior, all records, books, and smog gear. Typically, mediocre examples run in the low to mid-\$40s, while the good and real good cars run \$55-60,000."

Tom Shaughnessy, who sold four C/4s

in 1997, says "mediocre cars, those that run and drive, will cost you \$40-something. Good cars are more than that, while the best in the world is about \$70-75,000. There is one in the San Francisco area in that condition that would be worth that kind of money."

Summary

Like the 456 today, the 365 GTC/4 offered comparable understated looks, high levels of refinement, civility, and creature comfort but with slightly less comparative performance. Still, the division among our experts demonstrates that it does not have the universal appeal of the Daytona, the Ferrari to which it is linked.

That continual comparison, along with the engine's exorbitant service and repair costs, are indeed the C/4's largest drawbacks. While it in many ways is the better car, it lacks the Daytona's visceral performance and appeal. The market also offers the prospective Ferrari buyer quite a few alternatives in the \$60-65,000 range—a very nice Boxer, a Testarossa, a 330 GTC, or one of a hundred 348s.

But for those wanting a contender for the best all around Ferrari crown, a model you can use every day, don't overlook a C/4. As Peter Sweeney points out, "The car really seems to be a love it or hate it type of thing. But when you drive it, you will love it." **O**

Specifications

1972 Ferrari 365 GTC/4

General

Vehicle Type: 2+2 coupe
Structure: tubular steel frame with oval main tubes, steel body
Price: \$27,500

Engine

Type: 60-degree V12
Displacement (cc): 4390
Bore & Stroke (mm): 81 x 71
Compression ratio: 8.8:1
Power (bhp): 320 @ 6600
Intake system: 6 horizontal dual-choke Weber 38 DCOE
Valvetrain: DOHC
Transmission: 5-speed, in unit with engine, single-disc dry-plate clutch

Dimensions

Curb weight (lbs): 3800

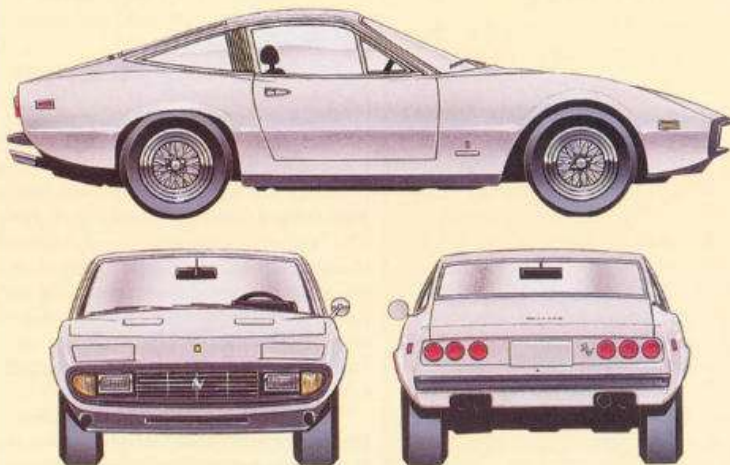
Wheelbase (in.): 98.4
Track, front (in.): 58.2
Track, rear (in.): 58.2

Suspension, brakes, steering

Suspension, front: independent, A-arms, coil springs, telescopic shocks, anti-roll bar
Suspension, rear: independent, A-arms, coil springs, hydro-pneumatic self-levelling shocks, anti-roll bar
Steering type: ZF power steering
Wheels, f&r: 15-inch, customer's choice between Borrani wires or Campagnolo five-star mags
Tires, f&r: 215/70-15
Brakes f/r: hydraulic, vented discs on all four wheels

Performance

0-60 (sec.): 7.3
0-100 (sec.): 12
Top speed (mph): 152



ILLUSTRATIONS: RUSSE VON SAVERS