



## 365 GTC/4 Buyer's Guide



First Published April  
2006 by Ferrari Life.

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Authors: William Taylor,  
Michael Bayer, and Mike  
Meehan

Editor: Andrew Naber

### Contents

2	Introduction
7	Driving Impressions
10	Living With a 365 GTC/4
11	Maintenance & Reliability
13	General Buying Tips
14	Ownership Expectations
14	Purchasing Options

## Introduction

Growing up in the shadow of a more famous older sibling is never easy. Many of your finest attributes become overshadowed and just how good you were in your own right, gets forgotten in the mist of time. This is the story of the 365 GTC/4. When new, the 365 GTC/4 actually commanded a small premium price over the 365 GTB/4 Daytona. Unlike the Daytona, it had a self leveling rear suspension, power steering, and a clutch that does not double as a “thigh master.” The engine size is identical and seating is technically for four. All of these attributes produced a car that was both useable on a daily basis and could still outperform just about anything else out there on the road, both when it was launched and still today. It is also 3 times rarer than the Daytona with only 500 units produced in its short 18 month production run. Despite this, today the market currently values the Daytona much higher than the 365 GTC/4.

In many ways the market value is a result of the 365 GTC/4 being a hard Ferrari to understand. While it has four seats, Ferrari never marketed it as a 2+2 and in reality; the rear seats are only suitable for small children and most owners fold the rear seat back down, revealing a luggage platform like the other Ferrari 2 seaters of the period. Many of the chassis and suspension elements were taken from the 365 GT 2+2 but it was clearly not the intended successor model for the “Queen Mary.” The 365 GT4 2+2 introduced in 1972 would fill this niche in the Ferrari

line up. From a performance stand point, it would be fairer to say that the 365 GTC/4 really replaced the 365 GTC. Like the 365 GTC, the 365 GTC/4 provides both comfort and outstanding performance expected in a top end GT while having no racing pretensions.

The official launch of the C/4 was at the March 1971 Geneva Auto Show. Little information, beyond a few spy shots, had leaked out about the C/4 prior to its official unveiling. The basic design was completely new and a clear break from all former “gentlemen enthusiast” aimed Ferraris. From a conceptual point of view, it shares the wedge of the 365 GTB/4 Daytona's with a long hood, and a raked windscreen which flows gracefully across the roof before descending across the rear windshield to the short Kamm tail. From the sides, the lines are extremely clean, elegant, and flowing. The beauty of the lines is probably best captured from a rear 3 quarters view. Where the Pininfarina design really departed from the past was in using a black polyurethane ring to completely surround the front air intake and act as a bumper. The standard egg crate grill, driving lights, and turn signals are recessed within the ring bumper. Despite rumors, this design element was not meant as a tribute to the lead singer of the Rolling Stones. On darker colored cars, the bumper tends to blend in smoothly. On lighter colors, it is more of an acquired taste.

Unlike the Daytona, Pininfarina both styled and built the C/4's bodies. The C/4's body is constructed of steel with an aluminum front hood and trunk. The body sits on an

oval tubular steel chassis. The wheel base at 2500mm is 150 mm shorter than the 365 GT 2+2 and 100 mm longer than the Daytona. Both the front and rear tracks are 1480 mm to provide excellent high speed cruising stability. The floor pan, footwells, and firewalls are all fiberglass and bonded to the chassis. Power is provided by a 60 degree 12 cylinder wet sump engine producing 320 bhp at 6200 rpm. Unique to the C/4 are the six side draught Weber carburetors. The side mounting reduces the overall height of the engine, allowing for the low hood line. The 5 speed gearbox is attached directly to the engine and a rigid torque tube carries the propeller shaft to the differential. The Type 101 engine delivered a top speed of 150 mph, a 0-60mph time of 7.3 seconds, and propelled the C/4 to 100 mph in a very quick 12 seconds. Cooling was provided by the front mounted radiator with twin electric fans. The Daytona was the last 12 cylinder Ferrari to use chain driven camshafts. The timing chain on the C/4 was initially fitted with an automatic tensioner, about half way through the production this was changed to a manually adjustable tensioner.

The C/4 is a car designed for sporting driving from which you can emerge relaxed. The suspension is typical Ferrari: unequal length A arms, tubular shock absorbers, coil springs and anti-roll bars front and rear. The rear is also fitted with a Koni self leveling device, very similar to the one used on the 365 GT 2+2. Under hard acceleration, this effectively prevents tail squat, providing for a smooth balanced comfortable ride. The brakes have improved





stopping power vs. the 365 GT's. The brakes are ventilated, single caliper iron discs on all four corners. Each disc's caliper contains 4 hydraulic cylinders. Twin master cylinders with vacuum servo assist feed opposing pairs of cylinders on each wheel. Original tires are Michelin XWX 215/70 VR 15 on both front and rear which sat on Cromodora alloy 7.5 x 15 inch five spoke wheels with Borrani wires optional. ZF power assisted steering is standard. The steering is light but provides good feedback, allowing for the C/4 to be comfortable driven both in the city and hard on curvy mountain roads. When introduced, it was regarded as the best power assisted system on the market. A single dry plate mechanically operated clutch is light and easy on the driver, far more forgiving than the hard racing style clutch

fitted on the Daytona. Clutch pressure is reduced through the use of an assister spring incorporated into the suspended pedal box. The 5 speed gearbox is laid out in a traditional H pattern. First gear is up to the left with reverse down on the right opposite 5th. Gear changes in the leather hooded gate are short and precise. The C/4 is fitted with twin retractable headlights, meeting new US regulations that had come recently into force in 1970. At the rear a pair of three circular units contains the reverse lights, brake lights, turn indicator, and a reflector.

The C/4 was offered with the option of either a classic leather trimmed interior or with the option of plaid inserts for both the seat centers and door inserts. The two piece front seats are well padded and comfortable with an adjustable

tilt. Front headroom is excellent and the seats are fitted first with three point, and later in the production run, inertia reel seat belts. Designed more for touring than the track, the front seats do not have the lateral support found in the Daytona but are better padded and more comfortable for a cross continent journey. The seats move fore and aft along the runners and have adjustable head restraints. The seating position is upright and visibility is excellent given the slim pillars. The two small rear seats can be folded forward to provide extra luggage room and legroom in the back is in very short supply. The impressive 4.4 liter V12 provides plenty of power for high speed highway cruising, with outstanding acceleration across the rev range. The dashboard and rear shelf is covered in vinyl or mouse-

## Specifications

### General:

Number Made:	365 GTC/4: 500
Chassis:	Tubular with steel metal reinforcements. Tipo 605
Transmission:	Dray single-plate clutch, 5-speed gearbox + reverse, limited slip differential
Steering:	Rack and pinion

### Engine:

Type:	Tipo F101 AC: Front longitudinal 60° V12, light alloy cylinder block and head; 2 valves per cylinder
Power:	320 bhp @ 7,000 rpm
Displacement:	4390 cc
Bore & Stroke:	81 x 71 mm
Compression Ratio:	8.8:1
Torque:	318 ft/lbs (44 kgm)

### Suspension:

Front:	Independent, double wishbones, coil springs, anti roll bar
Rear:	Independent, double wishbones, coil springs, anti roll bar

### Dimensions:

Wheelbase:	2,500 mm
Front/Rear Track:	1,480/1,480 mm
Weight:	1,730 kg (3,820 lbs)
Tires:	Michelin 215/70 VR 15 X
Fuel Tank:	100 liters
Length:	4,550 mm
Width:	1,780 mm
Height:	1,270 mm

### Performance:

Acceleration:	0-60 MPH in 6.2 seconds
Top Speed:	175 MPH (280 KMH)

**Our Rating: 4 Stars**



hair. The Veglia instruments are easily readable with white lettering on black background. The dials are laid out logically directly in front of the driver. In-between the large speedometer and tachometer dials, two smaller gauges covering water temperature and oil pressure are positioned. Four smaller circular dials for fuel, oil temperature, clock, and ammeter





are mounted on the top of the center console. All other controls are mounted on the center console and within reach of the driver. The gear lever sits in a leather boot in the center of the transmission tunnel with the radio inserted above it. The three spoke leather trimmed Nardi steering wheel was fitted with a center horn button. Electric window, air-conditioning, and

the Becker Mexico radio were all standard.

Total luggage room is excellent, even without folding down the two rear seats. It is sufficient to carry enough luggage just in the trunk for two passengers for a week or two. The spare tire and soft roll tool kit are stored in a recess in the trunk floor. Twin fuel tanks are also fitted in the trunk with a

total capacity of 105 liters.

Production started in late 1971 and ran for 500 units through the beginning of 1973. While the 500 C/4's only are 1/3 of the number of total Daytona's produced, it was done in a 1/4 of the time. Net net, vs the Daytona the C4 is 3 times as rare and only half the price.





## Driving Impressions

By Michael Bayer

On first approach to a 365 GTC/4 you are struck that the car doesn't look at all as expected. Most pictures have not done justice to the clean lines now before you. Clearly this is a Ferrari that the camera lens does not love. Even the factory press pictures prepared for its debut at the 1971 Geneva Salon made the car look short and thick, even clownish with that first car's black bumper in garish contrast to the stark white Pininfarina body.

In person, the car is elegant, low, lean and, due to the lack of ornamentation, not at all dated. As you look it over, you see design links to other, later Ferraris. The long, low hood anticipates the 456, the Kamm tail, the 308, the side profile, the Daytona, the wide, oval grill, the 550.

Under the hood you find what appears to be the largest 12 cylinder engine installed in any Ferrari road car. This an engine Tom Shaughnessy has described as bombproof. The engine bay is dominated by six two barrel side draft Weber carburetors and four long black wrinkle painted overhead cam covers. The engine sits behind the front axles, enabling a better weight distribution, shoving the distributors under the windshield faring to the rear of the engine compartment.

The doors are wide, enabling entry to the cockpit without contortions. The Connolly leather seats are a compromise between the Daytona's sparse buckets and the luxurious grand touring seats of the 1960's Ferraris. They are fully adjustable and accommodate drivers well over 6 feet tall. The Nardi leather covered steering wheel, unlike its '60s brethren is not oversized for mechanical advantage; tac-

tile proof this is a Ferrari, as all that will follow it, designed with power steering a given.

The flat black dash is reminiscent of a military aircraft, its surfaces all flats or angles and devoid of chrome. The key instruments are arrayed in a nacelle over the wheel reinforcing the aircraft cockpit feel. Behind the drivers seats are two impossibly small bench seats nearly identical to those in a Porsche 911. Like the 911, the seat backs fold down revealing a luggage platform, security straps and attachment points. In contrast, the trunk is a marvel of utility, a wide flat expanse that will accommodate several sets of golf clubs and, under that flat are spaces aside the spare tire to tuck in all the little bits vintage drivers carry "just in case."

Starting the car is straight forward, the oil level check is withdrawing a polished aluminium dipstick handle validat-

### Pros

- Stout design
- Strong and durable engine
- A pleasure to drive, especially at speed
- Simple electrical system
- Over-designed cooling system
- Timing chain cam drive rather than costly to replace belt drives found in later cars
- A real usable Vintage Ferrari supercar
- Excellent trunk space
- Easy and comfortable to drive on long journeys
- All are fitted with air-conditioning
- Almost all parts are still available
- With only 500 made, rarity
- Most maintenance can be done by the owner
- Regarded as having the best V12 Ferrari sound track

### Cons

- Corrosion commonly found in lower door skins and quarter panels
- Damaged synchros, especially 2nd gear
- Corrosion of the exhaust (particularly rear sections) from condensation
- Air conditioning system rather ineffective
- High service and running costs but not dissimilar to other 12 cylinder Ferraris
- Restoration costs are staggering
- Side draught Weber make some maintenance tasks difficult Repairing or replacing major components can be quite expensive

ing all 16 quarts are there, the nearly transparent brake reservoir requires only a glimpse to check, then the coolant fluid and its ready to go. With the ignition to on, the silent twin electric fuel pumps spin up immediately and in moments all six carburetor floats are filled; three deep stabs of the accelerator and the engine is primed. A further turn of the key engages the starter and the motor comes to life. At idle the engine sounds overwhelm the exhaust notes, clearly announcing this is a very big motor indeed. In contrast to a 250 or a 330, this engine has a far quieter valve train and a somewhat turbine like sound. However, running cold, the engine makes all the normal Webered Ferrari spits and coughs, but soon warms to a smooth and muscular idle.

The pedals are not crowded together, but are close enough for easy heel and toeing. The mechanical clutch is light under foot; the gear shift directly connected to the five speed transmission has none of the vagaries of those models with gated transaxles. After a 5 minute warm up the oil and wa-

ter temperatures begin to climb and the car is ready to move. The first seconds in first gear seem awkward with such a long hood but soon underway, the hood seems to shrink as the car begins to convey a much shorter character, surprisingly nimble and responsive to quick inputs from the controls. The ZF power steering is precise and light with good feed back throughout the speed range.

Through the gears the dominance of the engine sounds at idle is immediately replaced by the legendary sound of the exhausts. More than one owner has reporting constantly shifting gears, not because the engine was working too hard, but just to hear the wonderful notes change. The engine comes on cam quickly with lots of power beyond 2000 RPM and is very quick off the line. It moves effortlessly through the gears, shifting up from 4th gear at 130 miles per hour, you find the car has ample power and acceleration remaining.

Weight, the long hood and the Kamm tail keep the car stable a very high speed. Pe-

ter Kalikow, a significant Ferrari collector, once reported the fastest he ever drove a car was his "...C/4 from Piacenza to Torino at 165 MPH.... and I did not doubt it for a moment." At high or low speeds the independent rear suspension performs very well on the twistiest roads. Unleashing the power and balance of the C/4 through a high speed turn is a special pleasure.

Most owners who push their cars hard save the aluminium wire Borrani wheels for show, mounting the alloy Chromadoras for road work. However, unlike the Daytona, there is insufficient wheel well clearance for 9" rims, limiting the range of options available for competition adhesion. Visibility is excellent, only in parking is the end of the down swept hood lost to view. Heating and air conditioning controls once deciphered are straight forward, the systems are effective and the ventilation is sufficient to keep the car comfortable on moderate days. The fit and finish are up to standard for Pininfarina in the 70s, considered superior to those from that "other" coach maker







of the era. The installed Becker Mexico radios are primordial by today's standards, but with a 12 piece orchestra playing under the hood who notices!

The front bumper has deterred many a C/4 buyer. In 1972 Luigi Chenetti had talked Enzo into painting the bumper to match the body color if the car went into another year of production. If you are willing to take the concours point deduction, painting the bumper will transform the car, confirming Chenetti's unheeded advice.

There is much written about the C/4 as a car for the mature enthusiast. However, my experience, showing a C/4 and a 330 side by side at several East Coast Ferrari shows, the C/4 always drew more young admirers, all effusive in their compliments. The C/4's excellent power steering, strong brakes, minimal body lean and lower carriage combine to create a feel much like their early 80s successors. It is one terrific car to own and drive.

### **Living with a 365 GTC/4** **Mike Meehan on Long-Term** **Ownership**

Maintaining any Ferrari is sure to be more expensive and labor intensive than most other sports cars. The C4 has a reputation for being on the high side of this curve. While some of this is true, many of the C4 components are robust, and if sorted and serviced, are likely to be as reliable as any car. The six side draft Weber carbs can be difficult to get in synch, but once set, tend to stay that way. Valve adjustments, while not difficult in themselves, require the removal of the intake system, a time-con-

suming (translated "expensive" if not doing it yourself) operation. Distributors are difficult to access as they are under the cowl, and are best removed for any service and set up in a curve machine. Short of these three areas, the C4 is like any other car: some things are harder and more time consuming than others. With only 500 of these cars made, parts are, at times, hard to get, but a bit of searching usually finds used or crossover items available.

I enjoy working on my car and it is a good way to get to know any car and its idiosyncrasies. I recently redid the interior of my C4. While much of the leather was intact, it would no longer clean up, and so I replaced, redyed, and recarpeted the interior of the car. Now it is as new. I saved quite a bit doing much of the work myself, and it is a pleasure to slide behind the wheel.

People speak of the folly of restoring these cars due to the cost of restoration in relation to the value of the car; you don't want to get upside down. We all know that the material costs are the same for a C4 or a Lusso, but some things you do not because it makes financial sense, but for your pleasure. Slip into your new interior, wash and wax your new paint job, or listen to your new engine rasp poetically, and you will no doubt feel its money well-spent. My new interior looks, smells, and feels great, and I have helped to preserve one of these rare bits of mechanical art. Any Ferrari enthusiast owes him or herself at least a ride in one of these last of the hand built front engine 12-cylinder steeds.

Comparing the C4 to other cars I own and have driven is

an exercise which lets us look at the changes that took place from the fifties to the seventies.

Having driven a 330 America, there is no doubt that you are driving a Ferrari in both instances. The mechanical sounds and the fine leather have carried over from decade to decade. The 330 does not have power steering, and this is one of the great differences. Once under way, the steering of the 330 lightens considerably in a well-sorted car. The C4 does not require any extra effort at slow speed, and the assist at speed is less than one who is accustomed to many other seventies cars might expect.

Putting the C4 up against cars of the same era, in my case, the '68 Buick LeSabre convertible, the '68 Porsche, and '76 Triumph TR6 provides stark contrast. The C4 was one of the most expensive cars in the world at the time, at \$27,500, the aforementioned cars much less so. The Buick is an American cruiser, a big comfortable car, but not a driver's car in any sense. The spaghetti thin steering wheel, numb power steering, and floaty ride provide complete comfort, but make no pretense about being a performance car. The Porsche and Triumph are elemental sports cars. Every bit of the road is transmitted to the driver. Mechanical sounds are unique to each car, and can never be mistaken for the sophistication or the racing heritage of the Ferrari.

In summation, the C4 is an Italian car first and foremost, and much like the foods of other nations, the C4 is a flavor that any enthusiast is sure to enjoy. As someone who owns one of these fine cars, I say, "Take a taste."



## Maintenance & Repair

There are several common issues found on many C/4's. As they were all handmade, build quality varied from car to car and rust is an almost universal problem. Given the severity of the rust problem, checking the body for filler is highly recommended. Many C/4's suffered from inadequate maintenance or were stored at some stage in their lives so reviewing service history is important. Almost all have also have been subjected to some restoration work so reviewing the quality of work done is important.

Several general areas that should be checked are:

- Check the tension on the timing chains. Excessive "stretch" may lead to the

point where it will jump a tooth leading to dire consequences for the valves. Overly tight chains cause cylinder head damage to cam bearing bores.

- Abused 2nd gear synchros
- Abused, worn clutch
- Paint work is fragile
- All things electrical. Connections corrode and motors wear out.
- Slow windows are a Ferrari trademark
- Camshaft, valve, and guide wear
- Shrunken dash tops

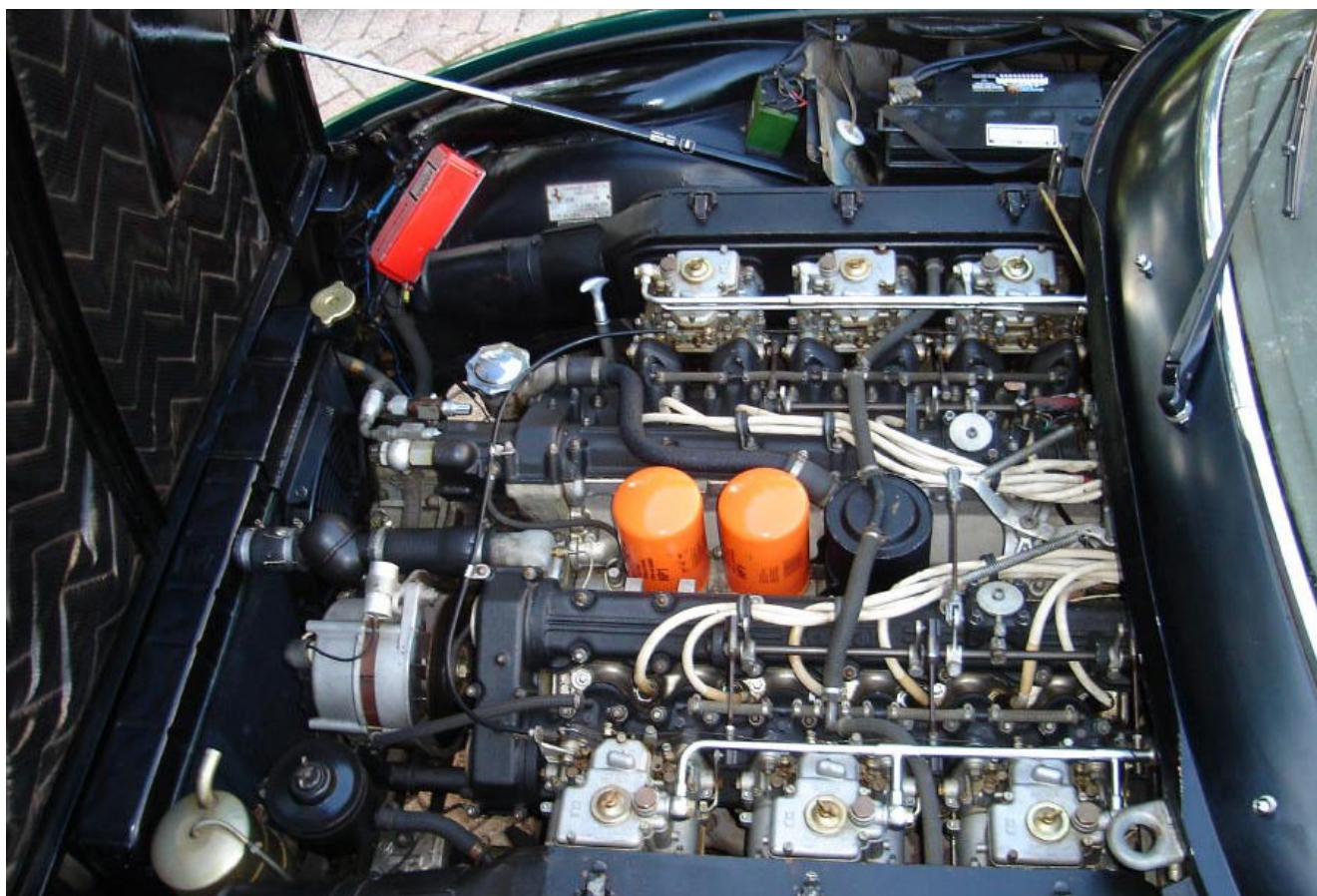
Other potential issues:

- Corroded cooling systems, overheating
- Poor oil pressure
- Oil & Water leaks
- Leaky water pumps, dif-

ficult to rebuild

- Gauge accuracy
- Exhaust systems rust out
- Collapsed engine mountings
- Hoses and rubber seals corrode and leak with age
- Accident damage and improper repair
- Seized distributor advance mechanism
- Sticky brake caliper pistons on garage queens
- Cracked brake discs, weight of the car takes its toll on the brakes
- Collapsed Koni Self leveling system
- Water pumps and starters are difficult to service

These cars were expensive when built - many times more expensive than a top of the line Corvette - 15% more than a Daytona, and the late 80s and



'90s saw many garaged rather than driven to preserve their value in the speculative bubble. Once those years of deferred maintenance are addressed, the underlying quality and workmanship makes the C/4 year to year not appreciably more expensive than their 2 cam, 3 carburetor brothers. The ring and pinion while not prone to fail, is very difficult to find.

As all Ferraris of this era, miles are kind to these cars, garaging is not. They are simply more expensive not to drive than to drive. As all vintage Ferraris with long exhaust systems, the rear sections usually suffer "garage rot" (from inside out) unless weep holes were drilled to drain the condensed exhaust liquids. Ansa still makes the exhausts and other manufacturers provide stainless alternatives.

The mouse hair covered

dash is the bane of concours aficionados. It fades even without exposure to sunlight, like many of the car's owners, sheds its fuzz over time, and following a very difficult replacement will immediately manifest all the previous bad habits. Most drivers have chosen one of two paths, slather on Armorall, restoring the color and a slightly shiny leather like texture, others apply leather suede dye to return the evolving "fuzzless" to a more permanent flat black.

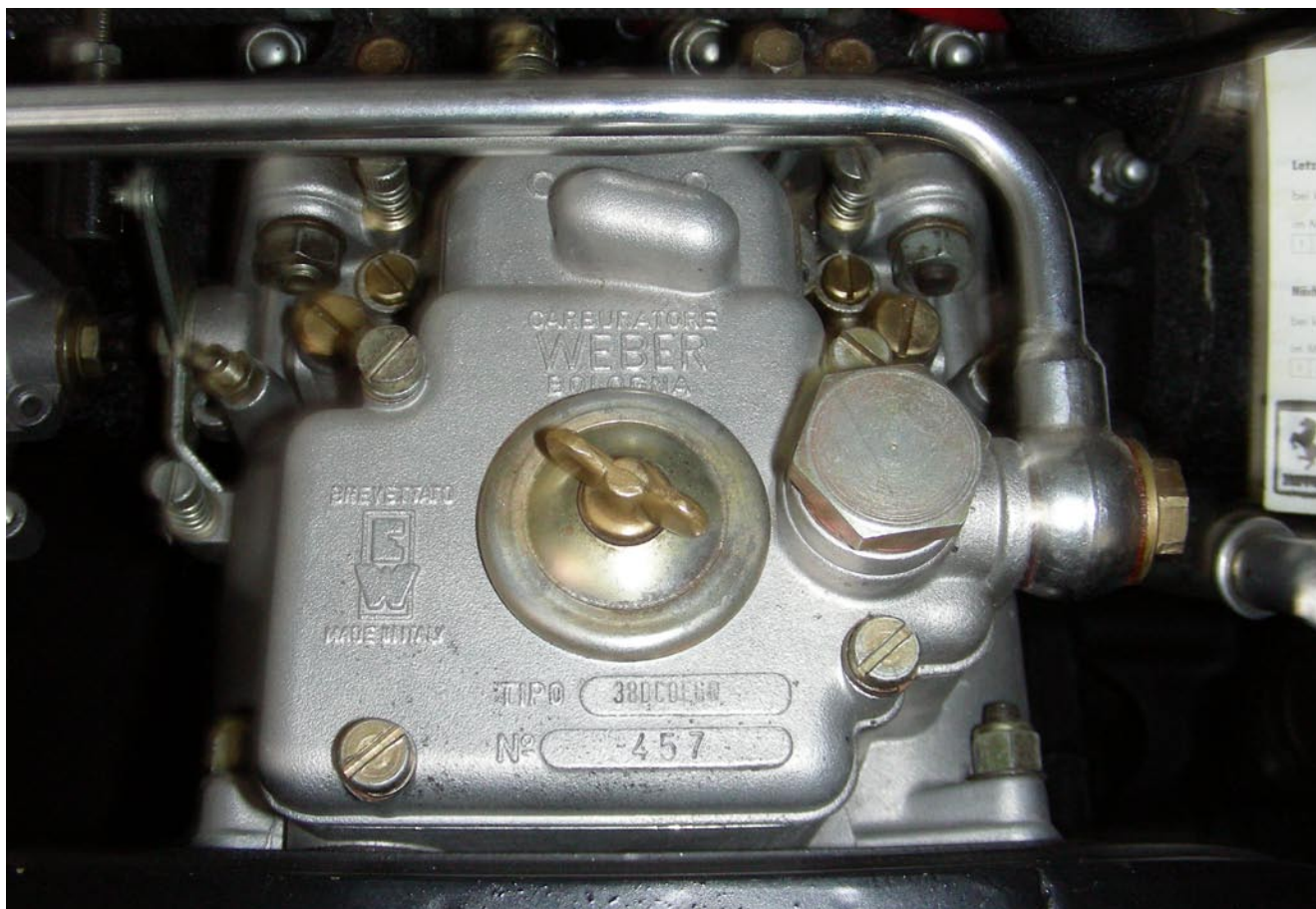
The rear leveler shocks are prone to failure with no fixes reported that seem to work over time. However Koni is making an adjustable coil over shock alternative and there are cheap Gabriel or Monroe coil over or air shocks replacement options.

The valve adjustment is more expensive as it requires the removal of all of the carbu-

retors, and there are 4 versus 2 cams and cam covers to contend with. However, the timing chain is made out of nearly eternal steel, avoiding the later Ferrari headaches of periodic timing belt obsolesce.

As in all two distributor cars, the advance curves must be identical, likely requiring a one time removal of both and spin up by a qualified shop. Adjusting the weights and springs for a matched advance produces a marked improvement in most Ferrari V12s.

The Dynoplex ignition units fail but their innards are replaceable with reliable electronics or two MSDs can be simply wired in as replacements.





## Purchasing a 365 GTC/4

There are two distinct versions: US and European. Most of the cars brought into the US left the Factory meeting the federal regulatory requirements. These US cars can be identified by their two distributors (the European cars one), rectangular side lights versus the smaller round European's, air pumps and other emission minimizing gear on the engines and a host of smaller details such as a MPH delineated speedometer.

If the car you are looking to buy a European version, it is best to insure it will comply with your state's missions rules. The good news is some states regard cars of this age as no longer under an emissions inspection requirement.

These were some changes during production: the self adjusting timing chains became manual and the drive shafts were modified on later cars. Keith Bluemel's excellent "The Original Ferrari V 12" has those and other serial number specific details.

### General Buying Rules

1. Demand to see the Service book and Maintenance History file. Make sure you have solid answers to at least any major holes in the recent history (10-15 years). If the car has been restored, ask to see the pictures documenting the work and talk to the garage who did the work. If this information is not forthcoming, move on.

2. Get the car inspected by a Ferrari trained mechanic. He will find things you miss. Given the age and value of all GTC/4s this is absolutely critical and will help you negotiate the purchase price with the seller. When looking at the PPI report, make sure engine compression is normal. Engine rebuilds are hugely expensive. Also check the body for filler, chassis for rust, and under the car for oil and water leaks. Make sure the panel fit is good

3. If the asking price is very low, there is a reason for it. Major restoration work on a C/4 can match the purchase price of the car. If you are buying a project car, get

a good idea of restoration costs before proceeding with the purchase. There are very few true bargains in the C/4 world.

4. Never buy the first car you see, look and test drive several. Make sure that the 2nd gear synchromesh works and there is not excessive noise coming from the transaxle. Take the car for a good solid test drive on several types of roads. Make sure everything works as it should with the engine properly warmed up and at speed.

5. Make sure the car has all the original Books, Tools, and Records. These are very expensive and difficult to replace later. Also check the condition of the Borrani's (if fitted), body trim, chrome, and interior. Replacing or repairing all will cost several thousand dollars.

6. Talk to other owners; join FerrariLife.com, Tom Yang.net, and 365gtc4.com.

7. Talk to the Mechanics that have historically serviced the car.





## **Ferrari Ownership: Experience & Expectations**

When you purchase a Ferrari, you are not buying a car but rather a work of engineering art and a piece of history. A Ferrari has a soul and character unique in the automotive world. A Ferrari comes filled with Italian passion, for both better and occasionally worse. Driving a Ferrari is never boring. It is engaging. You are always involved and interacting with the car across a multitude of senses. While driving, this includes the constantly changing sound track as the engine moves through the rpm range, the heavy but exact clutch, and the metallic click with every gear change. There really is nothing else on the road that sounds like a Ferrari. Until you have driven one, it is impossible to appreciate the to-

talinity of the experience. It is this emotional link between car and owner that sets Ferrari's apart from other sports cars

Two other cars that many first time Ferrari owners consider are Lamborghini and Porsche. Lamborghini has similar roots in the Modena area. It however does not have the racing heritage or, for the majority of its life, the single minded guidance of a brilliant owner. Lamborghini's ownership history has included everyone from Chrysler, an Indonesian Conglomerate, to Audi. This is reflected in the history of the models. Lamborghinis tend to be overly flamboyant, difficult to drive, and highly temperamental. Porsche, on the other hand, is efficient, reliable, and an engineering masterpiece. It is also highly predictable and after a time, can be construed as boring. A Porsche does every-

thing with extreme competence, to the extent that you begin to wonder if you, the driver, are really needed.

The fact is Ferrari's are expensive to maintain and less reliable than many other cars. This is simply a small part of the deal that comes with being a member of the small and special club of Ferrari owners. The Porsche is a cold rationale machine, a Lamborghini is pure emotion, and a Ferrari gives you both.

## **Purchasing Options Pre Purchase Inspections (PPI) by Tom Yang**

Not meaning to offend anyone in the business of selling exotic cars, but to protect people who are ready to buy, always remember whether it is a Ferrari or a Honda we are still in the realm





of used car sales. Everyone has a right to make a living, but there are also plenty of people in this business that practice less than honest means to separate you from your money.

A buyer can be especially vulnerable when the emotions of realizing the dream of owning a Ferrari are involved. A pre-purchase inspection, by a third party mechanic is one step that I highly recommend you have done on a car you are about to purchase. Many dealers and shops will offer mechanical inspections or compression numbers, but these numbers can be easily doctored to favor the sale of the car. Hiring a third party mechanic that you know or trust gives you an objective eye towards buying the car. In some cases, dealers have commissions arrangements split between their salesmen and mechanics which can result in more

favorable opinions, so having someone who is not involved with the sale is your defense in not having later unpleasant surprises. The cost of a few hundred dollars or pounds can well be the best money you spend on your new Ferrari.

In general most Ferrari Buyers purchase their cars through one of four channels:

- Official Ferrari Dealers
- Independent Specialist
- Private Sellers
- Auctions

Each has its own strengths and weaknesses. In summary:

#### **Official Ferrari Dealers**

Purchasing through an official dealer will provide the most piece of mind when making the rather considerable investment in a Prancing Horse badged au-

tomobile. In almost all cases the car will come with some sort of warrantee, a comprehensive service history, and a clean bill of health. All of this comes with a cost and you will likely pay a 10-20% premium vs. other options. One other limitation is that dealers normally only stock the current, plus 1-2 generations of prior models. As a result, dealers are really only an option for the modern (1990's -) model enthusiast.

#### **Independent Specialist**

Independent Specialist Dealers can provide both outstanding service and a wide range of models to choose from, covering all price ranges. Reputation is critical and so is doing your research on an Independent Specialist Dealer before writing out a check. Information and insights on different Specialists

can be obtained both through your local Ferrari Owners Club members and via posts on the Ferrari Forum. Like official dealers, many specialists can provide warrantees (via 3rd parties) and on-going maintenance facilities. The quality of the maintenance for modern models can be on par with the official dealers as many independents employ Ferrari trained mechanics. For modern models though it is critical to confirm that the service center has the necessary diagnostic equipment and software (SD1 or SD2) for your model. For Classic and Vintage Ferrari's, independents may be your only, or best (for more recent models) option. Prices at Independent's should be 5-20% less than Official Dealers.

In most countries, purchasing from either an Official Ferrari Dealer or an Independent Specialist will provide you with the strongest legal rights should anything go wrong.

### Private Sellers

Caveat Emptor. Buying from a private seller is both the lowest cost and highest risk option. In all Ferrari purchases, a Pre Purchase Inspection (PPI) by a specialist is recommended, in the case of a private purchase, it is critical. Purchasing well privately is both a matter of form and substance. First the form which is mostly related to general appearance and presentation:

- Check the condition of the interior, is the leather conditioned and cleaned
- Pull up the mats, check the condition of the under carpet
- Spray water on the car, make sure it beads up immediately

- Look in the engine bay
- Is the owner a member of the local Ferrari Owner's Club

Positives on the above are an initial indication of a careful owner, but could also be the result of a pre-sale clean up. Then move onto the substance:

- Review the service records, a comprehensive file is always a good sign
- Check the history of the car, make sure it has always been well cared for
- Always check that the mileage on the odometer matches the other records
- Confirm that the seller is the car's owner and that the title is clear
- Spend time both test driving the car and talking to the owner. No car is perfect, does the owner point out both the good points of the car and the issues needing attention?

Buying from a private seller will provide both the lowest cost of acquisition and the highest risk should any major undisclosed issue emerge post purchase. Doing your homework properly is critical and in many cases it is a rewarding and enjoyable experience for both parties. Private classified ads are available on both [www.ferrariforum.com](http://www.ferrariforum.com) and [www.tomyang.net](http://www.tomyang.net).

### Auctions

As a very broad guideline, cars that appear at auction are either very high value recent models (example – Enzo) or models no longer carried in the Official Dealer network. As per purchasing from a private seller, it is crit-

ical to do your homework ahead of time. All auction houses provide for pre-sale viewing but it is very unlikely that a PPI or test drive will be permitted. Both need to be included in the buyers purchase risk consideration. Auction Houses act as agents on behalf of the sellers so your legal protection in many countries is not much greater than in the case of a private sale. On the positive side, auctions provide both the opportunity to acquire very rare, unique cars with important histories and other models at a potentially outstanding value. As many Independent Specialist Dealers attend auctions, it is critical that a private buyer understand the environment that he is competing in. Fee schedules differ significantly between the different auction houses, so it is strongly advised that these be reviewed ahead of time. Currently the most famous Ferrari Auction is Bonhams December Auction in Gstaad, Switzerland. Other well known auction houses include: Christies, R&M (North America), Barlett Jackson (North America), Barons (UK), H&H (UK), Coys (UK), and Artcurial (France).

### Available Vintage Guides

250 GTE/330 America  
330 GT  
365 GT  
365 GTB/4 "Daytona"

14 modern guides from the 246 GT - 360 Modena are also available for downloading.