

## 1972 365 GTC/4

As Ferrari intended, the C/4 is not a better car than the Daytona, just more civilized

by Steve Ahgrim



Chassis number: 15479

**F**errari 365 GTC/4 chassis number 15479 is documented in the *Ferrari Market Letter* archives as Bill Harrah's personal car. It was ordered for Mr. Harrah in Ferrari Red with a complete black velour interior that it retains today.

Meticulous maintenance and loving care characterize this car's history throughout the 54,574 original miles recorded, and its current owner has sustained this fastidious approach since 1994. Being the favorite driver in the owner's extensive collection, this 365 GTC/4 has run the New England Rally in Nova Scotia, Canada, as well as several other Ferrari Club events.

Complete with original tool kit, jack roll, tools and original owner's manuals in the Ferrari Schedoni leather pouch, the car on offer here is fitted with Michelin XWX tires mounted on the original Cromodora alloy rims. Sounding as sweet as any Ferrari ever produced, the V12 engine pulls effortlessly to the redline in all gears.

The 365 GTC/4 is truly the "gentleman's" Ferrari, with all of the heritage and performance that one associates with the marque from Maranello.

*The SCM analysis:* This car sold for \$69,575 at the Bonhams & Butterfields Brookline auction, held April 30, 2005.

*The 365 GTC/4 is an enigma. On one hand, it may be the best driving Ferrari of the classic era, yet on the other hand, it is one of the most difficult of all Ferraris to sell.*

*It is such a good driver that in the mid-1980s, the owners of at least two different Ferrari dealerships, as well as the proprietor of a major Ferrari parts concern, all used a 365 GTC/4 as their daily driver. The cars are such performers that as late as the early '90s I saw a 365 GTC/4 post the fastest time of the day at a Road Atlanta track event.*

*However, take a look in the Ferrari Market Letter and you'll see numerous 365 GTC/4s lingering, seeming to take longer to sell than*

*any other model. Unsurprisingly, the ungainly rubber snout stops many potential buyers, while the perceived maintenance expense is another significant barrier. (I see many C/4 prospects that end up buying a 365 GT 2+2 instead.)*

*In Ferrari-speak "365 GTC/4" means a Grand Touring coupe, powered by a 12-cylinder engine of 365-cc displacement per cylinder (that's 4.4 liters), with four overhead camshafts. The model was produced for just two years, 1971-72, and is universally referred to as the "C/4."*

*During the '60s and early '70s, Ferrari's offering of road cars usually consisted of a high-performance, lightweight coupe or berlinetta (GTB), a luxury coupe (GTC), an open Spyder (GTS), and a two-door, four-passenger model usually called a 2+2. As development costs skyrocketed in the mid-1970s, however, Ferrari phased out the coupe and evolved its modern berlinetta towards the luxury end of the spectrum. Thus the C/4 was the last in a proud line of luxury coupes that included its immediate predecessor, the 1968-70 365 GTC, the 1966-68 330 GTC, and the 1962-64 250 GTL Lusso.*

*Excepting its controversial styling, the C/4 does everything it was supposed to do as the luxury foil to the GTB/4 Daytona. At nearly 3,800 pounds the C/4 is heavy, and its side-draft Webers cut 30 horses from the Daytona's 352 hp, but the C/4 still moves briskly. Its traditional front-mounted transmission is smooth and requires less attention than the Daytona's rear transaxle. The Daytona's biggest flaw—its heavy*

### DETAILS

Years produced: 1971-72  
 Number produced: 506  
 Original list price: \$27,000  
 SCM Valuation: \$50,000-\$75,000  
 Taxe-up/major service: \$3,000  
 Chassis #: steering column, plate on door jamb, and frame stamp near right front suspension pickup points  
 Engine #: right side of block near flywheel  
 Club: Ferrari Owners Club, 8642 Cleve St., Downey, CA 90201; Ferrari Club of America, PO Box 720597, Atlanta, GA 30358  
 Web site: ferrariownersclub.org; ferrariclubofamerica.org  
 Alternatives: 1967-73 Maserati Ghibli Coupe, 1970-72 Chevrolet Camaro SS 350  
 SCM Investment Grade: C

### COMPS



1972 Ferrari 365 GTC/4  
 Lot #477, S/N 15353  
 Condition: 1-  
 Sold at \$81,848  
 Bonhams, London, U.K., 12/18/2004  
 SCM ID #: 36918



1972 Ferrari 365 GTC/4  
 Lot #627, S/N 14817  
 Condition: 1-  
 Sold at \$55,890  
 Bonhams, Beaulieu, U.K., 1/11/2004  
 SCM ID #: 35364

## Seat Time

Comments from SCM Gold members who have owned C/4s

steering—is remedied by a power-assist unit in the C/4 that makes parallel parking a snap and still tracks well at high speed. As Ferrari intended, the C/4 is not a better car than the Daytona, just more civilized.

Once feared for its maintenance expenses, the C/4 is almost reasonable to keep up when compared to newer Ferraris. Regular fluid service is required yearly or by mileage, followed by a 7,500-mile minor tune. A 15,000-mile major service requires a valve and timing chain adjustment. This involves a somewhat intimidating removal of the six Webers, but once that's accomplished it's a rather straightforward procedure. Thankfully, with the C/4 there is no expensive, engine-out timing belt replacement needed, nor does servicing require a laptop or an umbilical cord to download data from Maranello.

Short of an engine rebuild, the most serious service issue common to C/4s is an inner water pump bearing failure. This problem requires engine removal and invasive surgery, though it is still less expensive and far less frequent an occurrence than a major service on something like a Testarossa.

If a C/4 has been well maintained, most problems are limited to cosmetic updates. While service parts are still reasonably available, trim parts are scarce. The C/4's dash and expansive center console are covered in a felt-like material affectionately known as "mouse fur." This covering loses its nap and fades with age, frequently ruining the looks of an otherwise nice interior. The correct original material is almost nonexistent, so it's not unusual to find a C/4 with a leather-covered dash and console.

The car pictured here went from Harrah's collection in Nevada to London in the early 1980s, and ended up back in the States a decade later. It had a good number of miles on it and was a sound, but not prime, example. C/4s commonly carried only two options: full leather seats and Borrani wire wheels. Surprisingly, this one had neither, and even more unusually, it was clothed in a black velour interior instead of the normal plaid cloth inserts.

The car was described as being in good condition, which I find quite believable, as I know its owner of the past decade, who is an SCMer. The bid price of nearly \$70k was at the lower end of an optimistic estimate of \$67k-\$77k, but represents a good buy. There's been a recent surge in Daytona prices so it's reasonable to assume C/4 prices will soon follow.

In the not-too-distant future we will likely talk about the \$60,000 C/4s the way we talk about \$50,000 Dinos today—in the past tense. If you've had one on your short list, given the way the market is moving, this would be a good time to put one into your garage.

(Historical and descriptive information courtesy of the auction company.)◆

**Mark Smith, Skipnock, PA:** The C/4 is the best Ferrari I have ever owned. I love the elegant lines, which are aging extremely well. I live for the best V12 sound ever produced (must be the side draft Webers/exhaust combo). The power steering is a joy. The five-speed blows away the unit in the Boxer, my other favorite Ferrari. The only people that have ever mentioned the looks of the front bumper are people that write about the car; the rest of us that have owned and driven these cars laugh at their comments and enjoy one of the best driving and beautiful V12s ever.

**Craig Zinn, Hollywood, FL:** In my early years of toy collecting, I always made a good buck selling C/4s, and I got the thrill of my life driving them for the portion of the price of a Daytona. While I did use the C/4 as a stepping stone to Daytonas (I have had at least seven Daytonas over the years), I always loved getting behind the wheel of a C/4 with its easy power steering, much more sensible transmission setup, where reverse is out of the way, and the incredible-sounding V12. That band of plastic around the nose was why I could never keep the car, but dark colors hide it some. Also, the plain three-light tail lights in the black rear panel didn't make any sense compared to the

way the nose and rear of the beautiful Daytona are handled.

Did you know that sound of the C/4 V12 was the actual recording used in "Miami Vice" as the engine sound for the fiberglass Daytona "Corvarri?" Carbs on the side instead of on top gave it great sound, the intakes would shriek as the fuel pumps fed them freely, and it all ended up as a baritone rumble through the Ansa pipes out the back.

**Jim Kraber, Mino, SD:** I've only had my C/4 convertible conversion for a little over two years, but it is truly one of my favorite cars for a Sunday drive. I own three Ferraris, along with several other sports cars.

I love them all, but the C/4 cruising down a South Dakota highway early Sunday morning is so therapeutic. Its V12 with six unmuffled Webers makes such wonderful music. I'm probably fortunate, as I've had no trouble at all with the car. I did spend a lot of time looking for the right one. Following SCM's advice, I found an example that someone else had spent big money restoring; it's in the SCM database as #29000, S/N #15497. I bought it at Russo and Steele in Scottsdale, AZ, for \$82,500 plus commission. It may not get the attention that my Dino gets, but it is a better driver.◆



Jim Kraber's C/4 convertible conversion, parked next to his Dino

We are looking for Seat Time comments about cars we profile. Next month, we feature the 1969 Chevy Camaro Yenko, 1964 Ferrari Lusso, 1959 BMW 507, 1961 Fiat Jolly 500, and 1967 Alfa Romeo Giulia GT racer. If you have owned any of these, please send comments to [scmgold@sportscarmarket.com](mailto:scmgold@sportscarmarket.com).

## Favorite Ferraris Under \$100k

A 365 Boxer is a rocketship, going through first, second and third gears with amazing acceleration and soul-stirring sound



1962 250 GTE



1972 365 GTC/4



1974 365 GT/4 BB

I get dozens of phone calls and e-mails from would-be first-time Ferrari buyers, and I always ask them the same questions: What's your "real" budget? Do you have any idea how much to expect for maintenance costs? Have you considered the pros and cons of old versus new? Are you prepared to pony up for the necessary pre-purchase inspection? What's your intended usage?

Most often, \$100,000 tends to be the magic number for a first-timer, a sum that won't get you into too much trouble with your spouse but is still enough cash to buy a real Ferrari. What follows is a summary of the current market favorites in this price range, along with some considerations that can help identify which car might be right for you.

### BEST OF THE '60S

The standard-bearer of the early V12 Ferrari is the 1960-63 250 GTE. Built at a time when a high-performance sports car meant user-cruel, it was surprisingly easy to drive. *Road & Track*, in its August 1962 issue, wrote, "Anyone can drive one and enjoy the experience, the connoisseur who can afford one wouldn't have anything else—this car is (almost) every sports car owner's dream."

With 954 built, the 250 GTE was Ferrari's first high-volume model and a major commercial success. A good driver-quality car will bring \$75,000 today, up from \$50k-\$60k last year. Be sure to tack on at least \$10,000 for the problems you will find if you buy a perfect one. Add \$25,000 for repairs if you buy one with a few needs.

### ON TO THE '70S

While the 365 GTC/4 has its detractors, I feel the C/4 is the best buy under \$100k. When new, these cars were more expensive than Daytonas, and with only 500 built they are rarer as well.

At \$75,000 and climbing for an exceptional example, the C/4 can even be rationalized as "an investment." A major service starts at about \$5,000, but the "while-you're-at-it" of new clutches, cam chains, water hoses, a/c resealed, new synchros, suspension bushings and shock rebuilds can (and will) quickly double or triple that amount. At least the C/4 is simple enough that they can be worked on by anyone who is reasonably familiar with a Weber carburetor—and you don't need a laptop to check anything.

### THE MID-'70S TO MID-'80S

First in the line of Ferrari's new mid-engined supercars was the 365 GT/4 BB, produced from 1973-76. With only 387 made, it remains the rarest of the Boxers, and the quickest, thanks to peppy cams and short

transmission gearing. A good running 365 Boxer is a rocketship, going through first, second and third gears with amazing acceleration and the wonderful sound of a very busy flat-12 with lots of carburetors sucking air. A good example can still be found for less than \$100,000, but don't hesitate if the right car comes along at a bit more, as this one is soon moving into six-figure territory.

The 512 BB came next, from 1976-81. With only 921 cars produced, carbureted 512s are relatively rare compared to Ferrari's current production numbers. While not as quick as the 365 through the first three gears, the extra 600 cc certainly makes a difference on the top end, making the carbureted 512 the king-of-the-hill fastest of the Boxers. With ever-tightening emissions controls worldwide, Ferrari added fuel injection to the 512, creating the 512 BBi in 1981. Tuned for more low-end and mid-range performance, but a weaker top-end, the injected Boxers are more tractable in around-town driving. Through 1984, a total of 1,007 512 BBis were produced.

With room for the tallest driver, adequate air conditioning, light steering and excellent brakes, all Boxers are a driver's delight. On the downside, while the balance and handling are good, once the limits are reached the car will swap ends without much warning on an over-exuberant or unwary driver.

The rather bland styling and concerns with certification (Boxers were never sold new in the U.S.) have kept values below those of the more attractive but less refined Daytonas. But with Daytonas selling for \$175,000-plus, a 512 BB or BBi at \$75,000-plus is still a supercar bargain. Bear in mind that an engine-out service on these cars starts at about \$6,000, with typical ancillary work easily doubling that amount.

### FEWER CYLINDERS

The 1986-89 328 is relatively light and nimble to drive and beautiful to behold. Plus, it's instantly recognizable as a Ferrari, an important factor for most first-time buyers. A 328 will give years of reasonably priced and entertaining driving, but as the final evolution of the 308, it is a 30-year-old design with only adequate performance, braking and HVAC. Prices range from \$35,000 for a high-miler GTB up to \$70,000 for a 1989 GTS with ABS, convex wheels and low mileage. As the last of the V8 models that don't require an engine-out service, \$4,000 should pay for your 30,000-mile checkup (as opposed to \$7k-plus for later 348s, F355s and 360s).

The 348 replaced the 328 in 1989, the first mass-produced Ferrari with a longitudinally-mounted engine and unitized body. Unfortunately, the 348 had more than its share of teething problems, but improved as it evolved, with viable electronics, great a/c and a user-friendly cockpit. When 348