

Under The Bonnet

Newsletter of the

**Wasatch Mountain
Jaguar Register**

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My Auto Auction Experience and a Bittersweet Sale

By Jim Revel

I knew I had an exceptional 1953 Jaguar XK120 OTS with 37,000 Original miles on it and I was beginning to decide it was of too significant a value to be stored in my garage next to my 1954 Austin Healey for 6 months out of the year.

I knew the History of the car and the restorer who did the body & paint work and engine compartment detailing for the previous owner. I had the engine rebuilt, and had a new 5 speed Tremec transmission installed and new biscuit and red leather original seats put in.

Although not an off frame ground up restoration I never could find any rust so it certainly didn't need it. Some car people told me that made it more valuable, but how valuable and where would it bring the highest price if I could bring myself to sell it. I had sold two Austin Healey's on Ebay and did well but I thought the Jag deserved a better venue to bring top dollar. Like most of us the past two years haven't been the most financially rewarding years so I finally decided I didn't need to have this much potential money sitting there unproduc-

tive. After following various auction vintage Jaguar sale prices and talking to Bert Cherry who sold his XK150 Drop Head Coupe at the RM Auction at Monterey and did very well I decided an auction would be my best venue.

Although I had driven the car 4,000 miles in the three years that I had owned it, I decided that if I was going

reason. First we had perfect top down weather the whole way and second I was able to enjoy driving with my wife Susan for a day, an old friend from Baltimore for two days and my son JP one day. He was also with me at the Awards Banquet and Concours at the end. It was also fun reconnecting with people from previous Grand's. The third reason I will save for later.



As I thought about Auctions I didn't consider Barrett Jackson as they don't take cars with a reserve anymore and Gooding didn't think they would but RM would. Also the latter two were going to be in the Colo-

rado Grand and could see the car. Both normally charge about the same thing for a car like my Jag, a \$1,000 non-refundable application fee, 8% seller's commission and a 10% buyer's commission. I learned later that their fees are somewhat negotiable depending on the amount of cars they have without reserves and if they have any large collections signed up that can help with one's negotiations. Gooding confirmed

to sell it I needed to have one last Hurrah before seeing go by by at an auction. I had been in the Colorado Grand Rally 3 times, 2 riding with friends and once with my son in my first Austin Healey and decided to apply with the Jag. It was also recommended by two auctions I had talked to as a way to increase its potential value as buyers would know it could do well on a long drive. Driving it those last 1,000 miles over 4 days in the beautiful mountains was well worth it for more than one

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My Auto Auction Experience — *cont'd from [page 1](#)*

that they wouldn't give me a reserve for Phoenix in their January Auction even though they liked the car. RM on the other hand would and I thought they made me an attractive offer. I learned later it was because they had two large collections in their January Phoenix Auction without reserve. They offered me an application fee of \$800.00, a \$100,000 reserve, no commission until it sold for \$120,000 or more and then a 5% commission of the total and a 10% buyer's commission. Also they advised me they were going to have a special section of cars for their first auction on January 20 in Phoenix that they advertised for a year ago as "The British are Coming" now to be advertised as the "British are Back" with no duplicate models 69 in total all British. They told me to be sure and "detail it for retail" and make it perfect. It costs money to get a car ready for and to ship it to an auction. When I applied I realized how they don't fool around as you have to send them the title and give them a power of attorney to sell it.

I then decided to give it to the original restorer, Mike Lundquist as there a few paint flaws on the rear deck where the previous owner dropped the top on it and a dent in the top of one door where the previous owner slammed the door on a wind wing. Luckily Mike still had some of the original bucket of paint from 1998 and matched and blended in the paint perfectly. Anyone else would have had to paint the whole car. He also made it shine like I had never seen it shine. As he stated he first cut all the paint with a

fine emery cloth then rubbed it out and waxed it, all for a couple thousand including enclosed delivery to my home. It then stayed there covered until the two level Reliable Car Carrier arrived to take it to Phoenix for the January 20



RM Auction, another \$1,000. After arriving on the 18th I was glad I had "Detailed it for Retail" as most of the cars were perfect. I then prepared a one page detailed flyer that I passed out



when I previewed the car on the 19th and 20th the Auction was from 6pm to 9pm. On the flyer I gave the full history about the car and what had been done to it and how much I had driven the car including the Colorado Grand. If you don't have at least two serious bidders your car is probably not going to get bid up very high. I had decided that if it didn't make my reserve I was going to take it home and take it to Monterey in

August.

I had a college buddy with me and he said my nerves continued to elevate when the auction began as I repeatedly left the audience of bidders to lace myself with wine as they got closer to when my car was going to be auctioned. My car was the 53rd to be auctioned and on one of my trips to the bar for a wine refill I ran into two guys that I liked and knew quite well from the Colorado Grand. We talked for a short while but I didn't know one of them was going to bid on my car. When the bidding started on my car at around \$50,000 it soon escalated into the 80's and slowed down considerably in \$2,500 to \$3,000 increments when it got into the nineties and my nerves were at the top when it got to \$100,000 then soon to \$105,000 when the

gavel was lowered and it was sold. Someone told me a guy from Kansas City bought it and was bidding against only one other bidder and there were 9 other vintage Jags that sold before mine, two were 120's but not like mine. I found out the next day that the buyer was the guy I knew from the Colorado Grand and so you could say the Grand did sell it for me as he and his friend in an Austin Healey drove along side me many times in the Grand and he plans to enter it next year. I may have to drive over to Vail and wish him well at the start. We have talked and emailed several times since the auction and he is very happy with the car and I am happy for him as it was time for someone else to enjoy the car as much as I did.

I will miss the Jag Brotherhood though but am glad I am still a member of the Austin Healey & British Brotherhood. Of course I couldn't let some of that Jag money stay in my pocket too long as have since bought another just off frame restored Healey that will help soften that Jag Bittersweet Sale.

Member Profile: J and Kay Jennings

By Liz Green

J Jennings was born and raised in the Salt Lake Valley. He attended Granite High School his sophomore and junior years. Olympus High School was just built so J went there his senior year and was in the first graduating class. He went to the University of Utah for a while and then got married.

J has three sisters. LaNae, JoAnn Borg (Ken) and LeAnn (Duane) Allred. JoAnn and LeAnn are twins. After J's father died his mother married a man with 5 children and later adopted another child. There were 10 children all together. Dave Maxwell from the British Club is one of his step brothers.

Kay was born and raised in the Salt Lake Valley. She lived in a house where Bingham Copper Mine is now until she was 6. She attended Jordan High School. After graduation she went to beauty school. While there she met J's sister LaNae and they became fast friends. That is how she met J.

Kay has 2 brothers who live in the Kearns area and one sister who lives in Arizona. Kay and LaNae started a wedding reception decoration business called "Butterflies". They finally sold it when their children got married. It was a lot of work but satisfying.

J and Kay have three children. James, Michelle, and Chris. They have five grandchildren – Ashley, Amber, Jackson, Troy, and Robby. James is taking over

their business with his wife Susan.

J started his own business not too long after they were married. They are a manufactures rep for selling and servicing heating equipment. It is called ThermPro. J and Kay ran the business



together. J is semi retired and so is Kay. J still helps James but mostly works on his cars at the shop. Kay goes in once in a while but she doesn't work on cars, she does paper work or what ever Susan needs help with. One thing about J and Kay they know how to work together.

J likes to read and loves working on his cars. Kay likes to do crafts, sew and

loves to watch *Dancing With the Stars*. They built a car barn garage in their yard that houses a lot of their cars. It is quite the place. You need to see it to believe it. All the car people love it and wish they could be so lucky.

J and Kay are charter members of the Wasatch Mountain Jaguar Register which began in 1976. There were 5 charter members. J's first car was a 1955 MGTF named "Ermgard" which he sold when they got married.

The next car was a 1970 TR3 which was sold when the kids came along. Other cars they bought and still have – '56 XK 140 still restoring, '51 XK 120, '56 MG Magnet named "Maggie" that J is putting a new transmission in to drive to the GTF event in Reno in June.

About 10 years ago J built a TR7 small block and put in a Chevy engine. They were doing drag racing at the time out at the Rocky Mountain Raceway. They were doing 12.8 or 115 mph. One time there was an off road hill climb race at Snow Basin. Kay's last words to J were "give em hell". Right after the first turns J went off the road down an embankment and ripped off the front of the car. That was the last of his racing.

You notice his name is J not Jay. That is his given name with just the initial no period after.

J and Kay have been active in the club for many years serving in every position there is. We are very grateful to them for all the time and effort they have put into the club to make it such a success.

Dinner Social Saturday March 19 At The Greens By Susan Cady

After a long cold winter we are all ready for Spring. However, Mother Nature is teasing us with several of her last minute Spring snowstorms making it difficult to plan a Spring drive in our Jags. So for our first get together we had a potluck dinner social at John and Liz Green's home in Farmington.



nie May. We look forward to spending more time with them during our upcoming activities.

Those in attendance at the social were John/Liz Green, Mike and Susie Cady, J and Kay Jennings, Bud and Betty Merritt, Roland and Sandy Held, Barbara Smithen, Gary Lindstrom, Jim and Hermione Klekas and son Nicolas and Marvin and Connie May.

John and Liz have a warm beautiful home and we always enjoy our get togethers there. Potlucks are especially fun as the menu is always a surprise. As always we had a great assortment of good food for us all to enjoy. We also had a wonderful evening

full of great conversation and the opportunity to meet some new members to our club.

We would all like to welcome Jim and Hermione Klekas and Marvin and Con-

Keep your eyes on our newsletter for our next activity. Look forward to seeing you all soon. If there are any activities that you would like to add to the years schedule, let us know. We like to have input from all of our club members.

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Jaguar B 99 Concept Sedan

Company Press Release—February 19, 2011

A historic brand in cars. A historic signature design. Put the two together and you get an explosive new concept car called the Jaguar B 99 (B stands for Bertone), which 99 year old Bertone, one of the most ancient design brands in the world, will present at the Geneva Motor Show (March 3-13).



fectly into the D segment. Starting with classic three-volume architecture, Bertone designers have shaped a taut, muscular body with strong character, entirely constructed with handmade aluminum panels in true Italian “coach-builder” tradition. The unique personality of the

The B 99 projects Jaguar’s classic style into the future with refined Bertone ele-

gance, exploring a fascinating new form language with sleek lines and smooth volumes. The result is a compact, four-door sedan (4.5 m long, 1.35 m tall, and 1.95 m wide) that fits per-

luxury sedan is emphasized by the sophisticated minimalism outside and in, with

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Distributor 22D6	C25285R	3.8(Late)/4.2	£176	\$270	€175
Distributor Conv Kit	DAB113HE	V12 Carb Engine	£344	\$529	€343
Distributor Conv Kit	DAB113HEF	V12 FI Engine	£420	\$646	€419
Magnetronic Ignition	MTK005	22D6 Distributors	£72	\$110	€71
Optronic Ignition	PMA50	Most Models	£133	\$204	€132
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Jaguar B 99 Concept Sedan Continued from [Page 5](#)

exclusive use of prestigious materials inside the cockpit such as soft Italian leather, brushed aluminum and high-gloss African wood.

Bertone will present not only the luxury sedan in Geneva but also a full GT2 race version, maintaining the exceptional “double soul” tradition of the Jaguar brand, adding high speed aero appendages and aggressive graphics to the jet set wafting car.

In terms of technological innovation, the B 99 uses a full hybrid long range system tuned by Bertone Energy (the newest division dedicated to

renewable energy research). Bertone has been studying alternative power-

“extreme” concept cars like the 1992 Blitz or 1994 Zer record car, which was the first full electric car to break the 300km/h speed barrier in the world.

With the 2011 Jaguar B 99 concept car, Bertone establishes a new record in its 99 year history as the only Italian designer to have created five different Jaguars. The previous models are the 1957 XK 150, produced in a limited edition of four copies, the 1966 Jaguar FT concept car, the

1967 Jaguar Pirana, and the 1977 Jaguar Ascot.



trains for the past twenty years, with many examples including full electric



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XKs Unlimited continues to promote its 2011 Open House. The proceeds will benefit the MS Society once again this year. Our theme for 2011 is – “Highway To Cure MS,” with the cure for MS running right through XKs Unlimited.

The date is April 8-10 with events in and around the San Luis Obispo, California, home of XKs Unlimited. Our host hotel for 2011 is the Quality Suites, located in downtown SLO. For special rates, mention “XKS” when you call the hotel, and make your plans early.

The new XKs Unlimited web site has a link to read all about the events going on and download any entry forms you may need. There a form to enter the JCNA Sanctioned Concours or the support our local MS car show if you wish to pass on the Concours. There will be a NCRS Corvette Concours going on at the same time.

This should be another fun weekend for everybody. please contact Dave Light at dave@xks.com if you need anything else.



Note: Susan Cady has more information and application materials for this event.

Event Calendar

Saturday May 21, 2011
Dinner Social with Drive
TBA

July / August
Car Show with [Bonneville Austin-Healey Club](#)

August 2011 — date TBD
Lunch and Drive to Antelope Island
[A Little Taste of Britain](#), Layton

Saturday August 13, 2011
British Field Day
Liberty Park, Salt Lake City
Bill Davis, 801-484-2858

Saturday August 27, 2011
[Utah Concours](#)
Thanksgiving Point

Saturday September 17 2011
Dinner Social at the Cady's
802-731-1599, cadysue1599@msn.com

Saturday October 29, 2011
Hallowe'en Party
J and Kay Jennings, 801-274-2671

November
Planning Meeting
Selection of New Officers
TBA

Saturday December 10, 2011
Christmas Party
TBA

Club Officers

Co-Presidents
Susan Cady, 801-731-1599
cadysue1599@msn.com
Liz Green, 801-451-5776
carousell2@msn.com

Past President
Glen Hawkins
801-253-9878, ghawkins@moog.com

Secretary / Treasurer
John Green, 801-451-5776
carousell2@msn.com

Newsletter Publisher / Webmaster
Gary Lindstrom, 801-554-3823
gary@cs.utah.edu

Membership
Duane & LeAnn Allred, 801-943-9253

Chief Judge
Duane Allred, 801-943-9253

Dick Maury, JCNA President, Writes:

The JCNA tech line has been in the works for a while and is finally up and running. You can dial up the main JCNA phone number 888-258-2524 and select option #3 for the Tech line. At this time, it is for members only so have your JCNA number available.

From restoration questions to general mechanical help from the factory publications are available. If you would please let your members know about this new benefit of their membership, I would appreciate it.

