

## Guidelines for Concours Entrants

by Chris Current, Chairman of the IAC / PFA)



This guideline is intended to assist entrants preparing for concours d'elegance that follow the International Advisory Council for the Preservation of the Ferrari Automobile (IAC / PFA) Judging Guidelines. Note that not all concours are the same and judging criteria can range from the cosmetic top-only to objective judging by experts. This guideline is to help you prepare for objective judging, which you will find personally rewarding as it measures how close your Ferrari is to the factory's original product.

The primary focus of IAC/PFA judging is on authenticity and original condition to help promote the proper preservation and restoration of Ferraris. It is recommended you become familiar with the IAC/PFA Judging Guidelines that are available on the FCA web site prior to presenting your car on the lawn.

Your car should be clean but excessive "detailing" and shine are not necessary. Please remove all the loose materials inside the car, including the aftermarket floor mats. Evidence of road use is acceptable.

You will drive your car onto the field. Stay with the car until the judges have judged your car. Judging begins fairly early in the day, immediately after a closed judges' meeting. If no one is there to show the car (owner or authorized representative), the judges will come back after they judge the next car – but only once. The three person judging teams will examine the inside, outside, and engine compartment of your car and make deductions if they see inauthentic items that do not approximate the way the car was originally delivered. Cars are assumed to be 100 point perfect at the start and deductions taken from there.

All items on the car should work as designed so be sure to check all the outside lights, horn, wipers, electrically operated convertible tops, and windows. The engine must run smoothly and they will check for leaks. The judges will also check the operation of your instruments as well as dash warning lights. If an item fails to work as designed, you will have about 20 minutes to fix it. It is recommended that you check all these items well in advance of the show as well as the day before. Note that the judges will not operate anything so be prepared to operate everything yourself. Having a few spare bulbs (and the proper tools for changing them) can be helpful for the unexpected failure of the taillight you just checked this morning!

Three judges are assigned to look at your interior, exterior, and engine. They have about 15 to 20 minutes to judge each car in class so have everything prepared with the car closed, tools/books available, and be ready to briefly answer and document "what is unusual or different about your car?" Other topics for brief questions from the judging team can range from restoration to installing factory options. For older cars, provide period pictures, build sheets and other evidence as needed to support the car's original configuration. The newer cars are almost one-offs given the range of potential options so be prepared to show how your car reflects its original as-delivered configuration.

For newer cars, the original window sticker, invoice, or Ferrari dealer option lists and associated dealer invoices are often useful to document unique orders and OEM dealer-installed options available for the car when new. Note that the judges have little time to examine extensive documentation so be prepared to do this quickly. The judges are not interested in when the car was painted, previous owners, or how much you drive it. By the way, mileage (high or low) is not a consideration.

The baseline Ferrari is as it left the factory. However, factory authorized options are acceptable if they were available when the car was delivered. Some safety modifications are allowable in order to safely drive the car such as safety belts and outside rear view mirrors (for the older cars). Emissions equipment required for "grey-market" importation in-period is acceptable, and must have a working appearance. Such cars should be presented in either fully-converted US-specification trim or in as-delivered configuration for their country of original delivery, not somewhere in-between. Aftermarket options such as wheels, carbon fiber adornments, and exhausts are not original and may receive a deduction even if they improve the appearance or performance of the automobile. Clear ("anti-chip") coatings are acceptable as long as well installed. Aftermarket electronics are acceptable if they are neatly and unobtrusively installed.

Bring the additional items that came with the car such as owner's manual and pouch. The tools, jack and spare wheel or inflation kit should also be available. It is not necessary to have advertising literature, battery cards, or wiping cloths. Note that good reproductions are acceptable.

After the show, you may request feedback on the judging from the chief class judge. This will be provided only to the owner, as it is considered proprietary, and they may share it with others

Finally, have fun and drive your car. Ferraris that do well in IAC/PFA judging have been contenders at Pebble Beach.