

# AGENT REPORT

HAGERTY

Winter 2007



## Greetings to our Agency Partners!

I just returned from Scottsdale, Ariz., and several collector car auctions, including

Barrett-Jackson. We saw many amazing cars, including a '65 Shelby Cobra Super Snake (1 of 1), 800 hp, owned by the infamous Carroll Shelby, which crossed the block with a price tag of \$5 million! The collector car market is thriving!

We hope you enjoy our newsletter's new look. We'd like to educate and inform you, as well as entertain you. We hope our new format does just that.

This quarter, we're featuring vintage racing and vintage race cars. We've included underwriting highlights, and stories from Private Client Services and Claims that show our experience with these vehicles. And check out our car lingo corner...it just might make you blush!

I'd love to hear from you! Send me your ideas, comments or anything else you'd like to share.

Here's looking forward to a banner 2007!

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"I sell Hagerty collector vehicle insurance to all of my collector customers, whether they have stock or modified cars. I found out that they do race cars, too! They're always friendly and helpful, and the online process couldn't be easier!" – a happy agent in Michigan

## You Cover WHAT? The Allure of Vintage Race Cars

Hagerty loves to say, "Yes!" That's why we want you to feel comfortable calling us with some of your more unusual requests. We've seen it all! What it really comes down to is this: Hagerty loves cars! We love old cars, new cars, trucks, motorcycles, tractors and even the occasional tank.

Something that a lot of collectors really seem to love right now is vintage race cars. And many people are surprised to find that we do, indeed, offer coverage for vintage race cars. **Even ones that still see an occasional race!** Some of the cars we've seen have an impressive pedigree and were raced or built by the "who's who" of the racing world. Some have broken speed records. Some are streamlined and look fast sitting still. Others look like unlikely objects of desire (see "Old Yeller" in this issue). But make no mistake, they are a very popular part of the collector vehicle world.

Of course, no coverage applies while a vehicle is practicing, qualifying for or participating in races on racetracks or closed courses. Ditto for races on public roads where legal speeds are openly exceeded.

So, what does qualify for coverage? Hagerty offers coverage for *vintage* race cars – those cars that are generally pre-1980 (that '95 BMW that's all built up for weekend club or drag racing just won't cut it!). They are most often "dedicated race cars," or not used on the street. Occasionally, a vintage race car is also street legal, so be sure to ask us if you have a question about appropriate coverage.

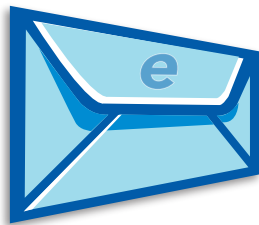
Hagerty can provide coverage for:

- Pre and post-race on-track parade laps
- Race/competition/exhibition preparation activities that occur outside an event's location (such as an engine check-up at an auto service shop)
- Club tours and legal speed road rallies on open public roads
- Losses that occur while the vehicle is in the paddock area on display, but not being prepped for a race (a paddock area does not include entrance or exit ramps)
- Coverage for damage that occurs while the vehicle is being trailered from one location to another (see "Trailer Trauma" in this issue)

Coverage for vintage race cars is not only available, it can be very affordable. Do you have any questions about our vintage race car coverage? Call Hagerty at 800-747-5348 to find out more.



# Hagerty Delivers!



While we can't promise "30 minutes or it's free," Hagerty now offers delivery. Electronic Policy Delivery, that is. This innovative new service from Hagerty can make collector vehicle policies a breeze to manage. All you have to do is sit back and think about how to use all of that free time!

## How does Electronic Policy Delivery work? It's easy!

When you sign up for Electronic Policy Delivery, all new policies, renewed policies and endorsements will be forwarded directly to your agency's inbox via a secure, password-protected link. You won't have to wait for a mail delivery again! You'll be able to provide immediate service for your clients and keep your files up-to-date, all with a few clicks of your mouse.

Ready to sign up? Go to the Hagerty agent website at [www.hagertyagent.com](http://www.hagertyagent.com) to register. Once you log in, click on the Electronic Policy Delivery button. You'll need to identify one person within your agency to begin receiving Electronic Policy Delivery e-mails. This should be someone who normally checks in your policies. Once you've provided the e-mail address of the designated person, and you've selected a password, you're ready to start receiving deliveries!



And, as of Jan. 1, 2007, all policies are Customer Direct Mail, which means that all new, renewal and endorsement paperwork is mailed directly to the client. Faster service for your client, less paperwork for you – what could be easier?

Do you have questions about Electronic Policy Delivery or Customer Direct Mail? Call us at 800-747-5348 or e-mail [agenthelp@hagerty.com](mailto:agenthelp@hagerty.com).

## "ASK HAGERTY" CONCIERGE SERVICE

### YOU LEARN SOMETHING NEW EVERY DAY!

Our "Ask Hagerty" Concierge Service fields all sorts of questions from collectors. Sometimes, it's just help locating a part. Once in awhile, our intrepid Concierge, Glenn Arlt, gets a more interesting question.

One vehicle owner wanted some information on his in-car record player. Called the "Highway Hi-Fi," in-car record players were first offered in 1956 Chrysler vehicles. Think of them as early precursors to Tuners. A little low-tech by today's standards, but the ability to listen to a record while driving out of radio range probably sounded like a good idea at the time! Glenn was able to find some great information on the "Highway Hi-Fi" and sent it on to the curious customer, giving him some interesting details about his in-car record player. Check out [www.roadkillontheweb.com/arp.html](http://www.roadkillontheweb.com/arp.html) for a closer look at the "Highway Hi-Fi."

So if unusual questions come up, send them to our "Ask Hagerty" Concierge!

## TRAILER TRAUMA

Even those "trailer queens" that never see the open road need Agreed Value coverage! Here's why:

A 1969 Dodge Charger, an original "General Lee" from the television show *Dukes of Hazzard*, was being trailered to a show when a shelf in the enclosed trailer came off and damaged the vehicle's exterior.

Since the General Lee had to get to a scheduled event quickly, the vehicle needed a fast repair. A rush body and paint job was completed, and the General Lee continued on its way.

Hagerty has many programs to make sure your clients' cars are protected. The right coverage can make all the difference!

Call Hagerty at 800-747-5348 to discuss what options may be available for your clients!

When your client has an accident, things can seem hopeless. Make sure you call Hagerty as soon as damage occurs to start the claims process. Our amazing Claims Team will do everything possible to get your client back on the road!



# Old Yeller: The story of a junkyard dog.

Jim Edwards has an impressive collection of vehicles. One of the prizes of his collection is Old Yeller #1, a car with a significant racing pedigree.

This pieced-together car earned its nickname after the mongrel yellow dog in the popular Disney film of 1957. The story is that Old Yeller #1 was built around 1954 in a barn near Phoenix, Ariz., by Dick Morgensen, a legend in the racing world. It was constructed from junkyard parts – a Plymouth 6-cylinder Buick nailhead engine, a 1938 Ford front end, fenders from a '47 Chevy pickup. This “Morgensen Special” was no beauty, and it was a beast on the track.

From Morgensen, the car found its way to mechanic/driver Max Balchowsky and driver Eric Hauser. Old Yeller #1 had 16 major wins in the years between 1955 and 1960, in places like Pomona, Palm Springs and

machine guns on the nose!), but ended its career crashing off of a rail and careening down a steep bank. It was found years later and resurrected. Those that knew the car most intimately, including Eric Hauser and Dick Morgensen, all signed off that this was the legendary Old Yeller #1 – apparently, once you knew it, it made a lasting impression.

Like Jim Edwards says, “Without Old Yeller #1, there wouldn’t have been an Old Yeller #2, or 3, or Old Yeller #9.” This is the car that started a dynasty, proving that sheer will and a little ingenuity can beat the bank. “It didn’t have a lot of sophistication in the chassis or brake system,” says Edwards. “It did have raw horsepower and torque.”



Laguna Seca. And it wasn’t just beating run-down cars and inexperienced drivers. It was beating the best drivers and cars out there – Carroll Shelby, Phil Hill, Bob Bondurant in their Ferraris and Maseratis were beat by Old Yeller #1 in its day.

There are more stories about Old Yeller #1 than time to tell them. It went through many incarnations (including a set of dummy

When Edwards takes Old Yeller out for a race or rally, he always encounters people who “knew” it. He says he can count on someone approaching him, tears in eyes, saying, “I thought I’d never see this car again!” It brings back memories of incredible feats and unbelievable innovation, of a time when anything was possible. And that is what makes vintage race cars so attractive to collectors.

## 3 CAR LINGO SAMPLES

### WHAT DID YOU SAY?

A potential client walks into your office and poses the question, “Will you cover me if I’m Shaved, Frenched or Tubbed?” Before you throw him out on his...ear, make sure you learn the lingo of modified vehicles. It’s all very innocent!

#### “SHAVED”

Any extending body parts or chrome have been removed (such as door handles or body trim) and smoothed over to look as though they were never there.



#### “FRENCHED”

Certain parts, such as headlights or taillights, have been recessed and smoothed into the body.



#### “TUBBED”

Body and rear frame are modified to accommodate extra-wide tires that don’t extend past the fenders.



# Hagerty on the Road

**MARCH 8 – 11**

The Florida Collector Car Auction  
Amelia Island, FL

**MARCH 9-11**

Detroit Autorama  
Detroit, MI

**MARCH 28-APRIL 1**

Barrett-Jackson  
Collector Car Auction  
Palm Beach, FL

**APRIL 12-15**

Food Lion Auto Fair  
Charlotte, NC

**APRIL 18-22**

Spring Carlisle  
Carlisle, PA

**APRIL 20-22**

Celebration Exotic Car Festival  
FL

**MAY 4-6**

Wheels and Keels  
Concours d'Elegance  
Seabrook, TX

**MAY 24-27**

Mecum High Performance  
Auction  
Belvidere, IL

**MAY 25-27**

Newport RI  
Concours d'Elegance  
Newport, RI

SHE'S 50 YEARS OLD.

SEEN A LOT OF MILES. SHAKES A LITTLE.

**AND SCREAMS LIKE HELL.**



( WHAT A HOTTIE )

We admit it, we're suckers for a hot car.  
So call us at 800-747-5348 for a quote.  
Ah yes, with age comes wisdom,  
respect – and low rates.



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