

Speedbicycles

ONE GRIM DAY ON AN ITALIAN SWAP MARKET...

In Autumn 2013 Massimo Max "Bigandrews" Andreoni and Stefan Schaefer met some Italian cycling swap market sellers for a short interview.

QUESTIONS:

1. HOW LONG YOU ARE SELLING VINTAGE CYCLING STUFF?
2. WHAT PAST TIME DECADE DO YOU PERSONALLY LIKE BEST?
3. WHAT BIKE BRANDS PEOPLE ARE LOOKING FOR?
4. WHAT BRANDS IN EQUIPMENT PEOPLE ARE LOOKING FOR?
5. DO YOU REMEMBER THE MOST EXPENSIVE ITEM YOU EVER SOLD?
6. DID YOU HAD FOOLISH SALES OR SOME YOU REGRET?
7. DID THE MARKET CHANGED SINCE YOU STARTED IN SELLING?
8. WHERE WILL THE MARKET GO IN THE FUTURE?
9. ANY ADVICE FOR VINTAGE CYCLING COLLECTORS?



ROBERTO "CARUBE" LENCIONI

1. Five years.
2. The 80s.
3. Masi.
4. Campagnolo Super Record.
5. Moser TT bike, full panto at 3500 Euros.
6. A 50th anniversary Campagnolo group.
7. Market is going down.
8. There is coming a lot of confusion as more and more reproductions will be made.
9. Do not start in this sector.



RICCARDO VIVARELLI, 50

1. Eight years.
2. The 20s.
3. Bianchi, Dei, Maino
4. Campagnolo, all of it.
5. A De Rosa 50 anniversario, about 4 years ago.
6. A complete Campagnolo Paris-Roubaix group at about Euro 380.
7. More and more people are starting trading in this sector.
8. -
9. -



SIMONE D'URBINO, 17

1. Since i was thirteen years old.
2. The 60s.
3. Willier.
4. Campagnolo.
5. A pair of NOS Campagnolo C-Record delta brakes at Euro 300.
6. A Miche crankset.
7. More and more people are looking for stuff.
8. It will go down within the next two, three years.
9. Never restore (repaint) a frame.



MARCELLO CUTRONA, 27

1. Three, four years.
2. The 80s.
3. Masi, Pogliaghi, De Rosa.
4. Campagnolo, especially derailleurs.
5. A Pogliaghi frame at Euro 1000.
6. Nothing.
7. It is getting more difficult for to sell stuff for high prices.
8. I hope it will continue in going well.
9. eBay.com



MARIO MAFFEIS, 50

1. I work since 20 years in cycling world, selling since about 12 years.
2. The 60s
3. Bianchi, Masi.
4. Campagnolo, especially brakes.
5. A 1952 Campagnolo Gran Sport rear derailleur.
6. A Pogliaghi Pista bike, complete at Euro 50.
7. More younger people show their interests. Collectors prefer racing bikes.
8. Fresh parts supply is coming to end.
9. -



GIUSEPPE DELLA CHIESA, 73

1. Twentyfive to thirty years.
2. The 20s and older.
3. Bianchi, Legnano.
4. Always the top brands like Magistroni and from the 60s on all in Campagnolo.
5. A Cinelli Laser pista bike.
6. Everything.
7. People do more know what they want and how much to pay for because of the internet.
8. Events like L'Eroica are boosting the market.
9. Buy on top level in brands and parts.



SERGIO BORINA, 63

1. Since thirty years.
2. The 50s.
3. Bianchi.
4. Campagnolo.
5. -
6. I had a lot of Bianchi components and sold them much to cheap.
7. There are more and more dealers around now, killing the market.
8. It is getting harder for to get original parts. Prices are going higher.
9. Not easy and expensive in starting a collection today.



MAURIZIO GUERZONI, 71

1. Selling for ten years and collecting since forty years.
2. The 60s.
3. Bianchi, Dei.
4. Collectors look for everything vintage.
5. Some NOS fender sets to Speedbicycles.
6. I sold such a lot of top quality items i should regret.
7. The market situation became more difficult.
8. Finding good parts will come to end next years.
9. If you do not collect do not start with. This is my final season.



ENZO PANCARI, 49

1. Since 10 years.
2. 50s and earlier.
3. Bianchi, Legnano, Dei.
4. Some years ago people asked for oldest Campagnolo stuff, today they look for Super Record and C-Record parts.
5. -
6. Everything.
7. People are more buying stuff on eBay. Swap markets have it harder to sell things because of this. Collectors are looking more for complete bikes than for parts.
8. First people collected vintage cars, then motorbikes. Now they turn to bicycles more and more.
9. Buy 80s components.



ORAZIO POLIZZI, 26

1. Six years.
2. The 80s.
3. Colnago, Bianchi.
4. Campagnolo, all of it.
5. First generation Gran Sport derailleur at Euro 190.
6. -
7. People are getting more reserved in buying stuff.
8. Finding high quality items sources will get dry. Also frames and bikes will get more difficult to find.
9. Buy good stuff.



PIETRO PAOLO FERRARI, 63

1. Since three years.
2. The 60s.
3. Bianchi, De Rosa.
4. Campagnolo Super Record and C-Record.
5. A pair of Sheffield pedals at Euro 130.
6. A set of high flange Campagnolo "No-Record" hubs.
7. -
8. -
9. Be informed about what you are buying, buy only top quality items.



GIANFRANCO TREVISAN, 66

1. Thirty years.
2. The 50s.
3. Bianchi, Legnano, Colnago.
4. 70s Campagnolo parts.
5. A 50s Bianchi Paris-Roubaix bike at Euro 6000.
6. Everything.
7. For me it is getting better in selling parts and bikes.
8. Locating original parts will finish.
9. Buy important items only.



ANGELO DELMASTRO, 36

1. Ten years.
2. The 70s.
3. Colnago, Masi, De Rosa.
4. Campagnolo Record and Super Record.
5. A Vittoria Margherita derailleur at Euro 700.
6. -
7. People know what they want.
8. The quality of collector bikes and parts will rise.
9. Keep special bikes if you have.





