



Newsletter

Volume 5, Issue 1 • Fall 2008

www.britcar.org

BRITISH MOTOR TRADE ASSOCIATION

Board Members 2007-2008

Gail Lenhard, Chairperson, Term expires 2010
Glenn's MG Repair
3130 39th Avenue North, St. Petersburg, FL 33714
(727) 521-9890, gail@glennsmg.com

Kip Lankenau, Treasurer, Term expires 2008
Kip Motor Company
2127 Crown Road, Dallas, TX 75229
(972) 243-0440, kip@kipmotor.com

Kelvin Dodd, Secretary, Term expires 2009
Moss Motors, LTD.
440 Rutherford St., Goleta, CA 93117
(805) 681-3400, doddk@mossmotors.com

Carl Heideman, At Large, Term expires 2008
Eclectic Motorworks LLC
445 West 22nd Street, Holland, MI 49423
(616) 355-2850, carlheideman@yahoo.com

Mike Engard, At Large, Term expires 2010
Ragtops & Roadsters
203 South Fourth Street, Perkasie, PA 18944
(215) 257-1202, mikee@ragtops.com

Contact the BMTA

www.britcar.org
(616) 355-2850, (616) 355-4266 fax
British Motor Trade Association
Alan Dalman
c/o Eclectic Motorworks LLC
445 West 22nd Street, Holland, MI 49423

This Issue

- BMTA 2009 Conference "Keeping Up With the Times"
- 2009 Board Elections and Nominees
- BMTA Loses Two Charter Members: Eric Jones and Leo Long

BMTA 7th Annual Conference "Keeping Up With the Times"

by Alan Dalman

Classic cars and modern methods often seem diametrically opposed. Often we feel at odds when dealing with the rich history of British motoring using the conveniences of today. Fortunately these feelings can be easily proven wrong and past and present can co-exist peacefully for your benefit.

The theme for the 2009 Annual Conference is "Keeping Up With the Times." The focus for the conference will be leveraging modern practices, technology and communications to keep quality high and businesses thriving. Whether you're a shop owner, a manufacturer or a media organization, we'll have presentations and discussions that will show innovative uses of modern technology and methods to keep our classic British cars on the road.

The 7th annual conference, being held this year at Engel Imports in Kalamazoo, MI, from March 27-29, 2008, will concentrate on successfully combining the old with the new. Members will have access to Engel Imports, both a parts distributor for classic cars and a fully functioning, modern Jaguar dealership. Engel will conduct some specialty talks on the wholesale business, classic and modern Jaguars, and other topics as well. A full program of speakers for members only are being planned along with tours of Engel, visits to nearby University Motors and Eclectic Motorworks, and other activities.



We've already got presentations lined up on several topics relating to "Keeping Up With the Times":

- Enhancing your classic car service with service of modern "classics" like Jaguar, MINI, and more.
- Innovative Internet Marketing
- Employee Recruiting, Training and Retention
- Customer Communication in the Digital Age: Cameras, E-mail, PDFs, and More
- Cost-effective Modern Diagnostic Tools

Additionally, we'll have traditional presentations:

- Shop-owner's Roundtable
- Technical Topics (to be announced)
- Small-scale Manufacturing

We're still looking for presenters, so if you have an idea, let us know!

We expect this to be a great conference with a large attendance – make sure to put it on your calendar!



From the Chair

By Gail Lenhard

With the recent passing of two charter BMTA members, Eric Jones of Riverside Motors and Leo Long of Long Motor Company/Victoria British, now might be the appropriate time to make sure your affairs are in order. Even if you are not planning on retiring or passing away any time soon, having your wishes written down, will give you peace of mind.

Keep your eyes open for campaign mailings from our nominees for the upcoming election of two Board members. Make sure you take the time to review the information sent and make sure to cast your vote. Also – as a reminder – your vote will not count if your dues are not paid, so send in your dues!

Remember, the BMTA Discussion Board is a great tool – exclusive for our members. You can seek advice on a particular subject, post tech tips or simply keep in touch with the other members of our association.

I hope that everyone has a wonderful and safe holiday season! I am looking forward to seeing you in Michigan for the Annual Trade Show Conference in March!



2008 Board Elections

The BMTA board has pushed back the election slightly, and ballots will be in members hands in November. This year there will be two board positions open as both Carl Heideman and Kip Lankenau are stepping down as their terms expire. The election will follow this schedule:

- October 1-31 – Campaigns – Candidates allowed 1 (one) campaign mailing during this period.
- November 14 – Paper ballots sent.
- December 5 – Ballots are due. No late ballots accepted. Buffer time will be given for

international members; postmark MUST be December 5 or earlier.

- December 10 – Votes counted by executive director.

The following names have been brought forward as nominees for the BMTA board, terms to expire in 2012:

Jonathan Stein – Hagerty

Charlie Key – British Cars of America

John Twist – University Motors LTD

Matt Meisner – Engel Imports

Skip Harris - rpMGroup

If you have any questions related to the election, please email Alan Dalman (Eclectic Motorworks) at eclecticalan@yahoo.com.

Dues Notice

Just a friendly reminder that the BMTA will be sending out dues notices for the 2008-2009 term. Check your mail! If you're having problems receiving BMTA mailings, please contact Alan Dalman (Eclectic Motorworks) at eclecticalan@yahoo.com so we can update your address with proper routing information. Thanks!

New Member

Leyland British, Inc. – Arundel, ME

Vintage Sports Car – Crystal Lake, IL

Treasured Motorcar Services, LTD – Reisterstown, MD

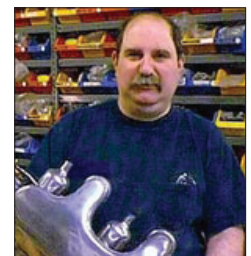
Do you know someone who should join the BMTA?

BMTA Member News

Joe Curto, Inc.

I have just received a shipment of floats for the TR4 A and Morgan Zenith Strombergs – the 175 CD carb, this is prior to the CDSE emissions carb as on TR6, XJ6, etc.

These floats have been unavailable for years and were cause for many of that particular carb not being successfully rebuilt, in spite of the fact that all the other rebuild parts were available. I had them made with both the zenith part number cast into them and as they are a foam type material (nitrile). I had the dry approximate weight also cast into them so that if they are suspect of going bad and absorbing fuel you can whip out your trusty gram scale to weigh other gram related substances and see if in fact they got heavier. I have been assured by the manufacturer that the floats will hold up to modern fuels, and that they have supplied the same material to other U.S. users. For more information contact Joe Curto at (718) 762-7878.



Clark and Clark, Inc

BMTA member Robert Clark is releasing three new products just in time for your Christmas customers.

First, for '72-'80 MGBs, is a molded plastic cup holder. This is custom formed to fit the trapezoidal shaped area just in front of the shifter. This nicely-accomplished design looks like original equipment. Made from black, textured ABS just like the console it sits on, it fits two beverages – from small cups and cans to medium sized mugs – and will retail for \$32.95.

Second, for any Little British Car enthusiast is a can/bottle insulator. Besides the obvious appeal of being decorated with various British marques, these are premium quality; they are made with wet-suit material. Because of



this, they insulate extremely well, but are only a quarter inch thick. These come in red, green, and navy, and retail around \$6 each.

Finally, for Mark I 4.2 and Mark II Jaguar E-types, Clark & Clark has a very useful Walnut Centering Guide for the glove box lid. They not only maintain alignment between glove box and lid, but they also keep the lid firmly supported against sideways forces exerted by occupants entering or exiting a low car such as the XKE. Installation is simple, using existing screw holes under the lid, no drilling required. They come with a beautiful four-coat, clear lacquer finish for \$29.95 retail, or as a finish-it-yourself kit for \$19.95.

Robert can be reached at robert@clarkandclarkinc.com or (616) 396-4157.

Seminars Offered

All British Car Repair – St. Louis, MO

John Mangles will be hosting some evening technical seminars over the winter as well. Topics and dates have not yet been chosen, so please contact John at 314-426-1600 or visit www.allbritishcarrepair.com for the latest.



“Tuning for Speed.” For specifics on dates and prices, please visit www.universitymotorsltd.com. Also put January 24, 2009, on your schedule and plan on joining John, Caroline and the crew for UML’s 34th Birthday Party!

Eclectic Motorworks – Holland, MI

Carl Heideman and Alan Dalman will be offering their 2-day MGB Sheetmetal Restoration seminar on December 5-6, 2008, and their very popular MGA Sheetmetal Restoration seminar will be scheduled for March or April of 2009. Details on these seminars can be found at www.eclecticmotorworks.com. In addition, Carl and Alan will join John Twist for a joint “Tuning for Speed” seminar during University Motors annual technical seminars on Friday/Sunday, February 6-8, 2009. Visit www.universitymotorsltd.com for more information.



University Motors – Grand Rapids, MI

UML is offering its 26th annual seminars in February of 2008. John Twist will be offering classes on T-Type engine rebuilding, gearbox rebuilding and carburetor rebuilding. In addition, John will join Carl and Alan from Eclectic Motorworks in presenting



Obituaries

Eric Jones – Riverside Motors

Eric K. Jones, 65, Delaware, OH, died at 7 p.m. Sunday, August 24, 2008, after a lengthy illness. Eric, a British car mechanic and former owner of British Auto Service and Overseas Motors in Columbus, was active in numerous motor sports associations. He died a few hours after his annual Summer Party, held for his British car customers and friends. More than 250 people attended the event, at which the 1972 Datsun 510 he was restoring to drive in a rally in Great Britain this December was exhibited. He had rallied a Datsun 510 from 1971 through 1984.

The cause of death was mesothelioma cancer due to asbestos exposure experienced through his years as a car mechanic.

Born December 16, 1942, in Akron, he was the son of Paul C. and Felicia C. (Filipiak) Jones. He is survived by his wife, Susan Logan, and his two cats, Morris and Austin. He is predeceased by his parents and shop cat, Bruiser.

His loyalty and attention to friends were legendary. Many were surprised over the years by unexpected gifts of books, magazines, travel literature and compact discs. Many of the young men who worked for him were “adopted” as sons, and were distinguished from one another by a unique numbering system. Those he admired, such as Pete Seeger, were sent birthday cards every year without fail. He donated to a number of organizations which helped promote lost arts and workmanship, conservation, and

social causes. He was an eager charter member of the BMTA and offered unwavering support to its members and leadership.

Eric was passionate about auto rallies. Between 1961 and 1970, Eric competed regularly in Time, Speed, Distance (TSD) rallies at local, divisional and national level. At times he would run as many as three events in a weekend. His interest evolved from the TSD rallies to pro rally events. A consistent finisher, Eric drove in pro rally style events across the United States and Canada from 1970 to 1985. He won the 1977 Susquehannock Trail Pro Rally and was 5th in the Rally of The Rideau Lakes, which was on the World Championship Calendar in 1974.

Eric was a founder of the Columbus Rally Club and a founding member of the Central Ohio Rally Club. He was involved in the Scioto Sports Car Club, Buckeye Sports Car Club, Central Ohio MG Owners, the Central Ohio Mini Owners and the Mid-Ohio Austin-Healey Club. He was a club delegate to the Austin-Healey Club of America, and he and his wife Susan planned numerous driving tours for British car enthusiasts. He was the chief organizer of a number of TSD events for SCCA and local clubs, including the Columbus Alley Rally for 30 years. In 1966 he started the Sunriser Forest Rally, which ran in Southern Ohio for many years. The 1982 event won the SCCA Rally-of-the-Year Award.

Memorial contributions can be made to The James Cancer Hospital Fund 310578 for Dr. Villalona, P.O. Box 183112, Columbus, OH 43218-3112; or Highlands Nature Sanctuary, 7629 Cave Road, Bainbridge, OH 45612

Leo Long – Long Motor Corporation/ Victoria British

With much sadness Long Motor Corporation announces the passing of its founder and owner Leo William Long on August 19, 2008. Leo has left a large footprint in the automotive industry.

Always involved with cars as a hobby, he began selling car parts in 1975. In 1979 the business went under and he lost everything. He started over in 1981 founding Long Motor Corporation, dba Victoria British Ltd., LMC Truck and Black Dragon Automotive. Leo repaid all of his debts from his first business endeavor and went on to build the successful "machine." Leo understood the importance of making the customer happy, creating catalogs to make it easy for the car and truck enthusiast to see what they need, having quality parts in stock, and getting the orders shipped out quickly and accurately.



From nothing, Leo built Victoria British Ltd. a direct marketing company offering parts for Austin-Healey, MG, Triumph and Sunbeam. Importing parts directly from England, he continually offered more parts for more models. Victoria British Ltd. became a British Motor Heritage Approved distributor in 1987. Victoria British Ltd. is a charter member of the BMTA and has been a major sponsor of every

annual conference.

In the spirit of "Keep 'em on the Road," Leo added parts for Datsun Z cars in 1985. Shortly after, parts and accessories for the Mazda RX7 were added. This added thousands of part numbers to the catalogs and inventory. This is when Victoria British Ltd. moved to the present facility at 14600 W 107th Street in Lenexa, KS.

In 1993, the first Chevrolet Truck catalog was introduced under the LMC Truck name. Soon after, parts and accessories were offered for expanded years for full-size Chevy Trucks 1947-1987. The next market developed was Ford Truck, covering full size Ford 1948-72 and Bronco 1966-77. With the addition of more, larger truck parts, LMC Truck moved into the current warehouse at 15450 W 108th St. Ford truck catalogs were then expanded to cover 1973-79 and Bronco '78-79.

In his words, "I have turned my dreams into an entrepreneurial success. I am only as strong as my people and as successful as my customers continued satisfaction. I am extremely proud of what has been created and accept that growth is elemental to the future of LMC." There are many people who have worked with Leo and been employed by Long Motor Corporation for over 20 years including his wife (Janet Long) and the president, Rebecca Hanrahan. Together they have built a strong foundation from which the company will continue to grow.

Leo served on many Board of Directors including Brotherhood Bank and Trust, Citizens Bank & Trust, Derrick Thomas 3rd and Long Foundation, El Centro Community Centers, Inc., Guadalupe Community Centers, Inc. and Hispanic Chamber of Commerce.

He is survived by his wife Janet. In lieu of flowers, contributions are suggested to Annual National Silver Gloves Tournament, c/o John Brown, 14865 W 105th St, Lenexa, KS 66215

Have you been to the BMTA discussion board lately?

If you haven't, you've been missing some great discussions including:

- Fuel pumps
- Sunbeam Tigers
- ... and more!
- Parts quality
- Daily tech tips

Visit <http://www.britcar.org/discussion/> and join in! If you cannot remember your login and password information, are having difficulty logging in or do not currently have access to this area of the website, please contact Alan at Eclectic Motorworks at 616.355.2850 or email him at eclecticalan@yahoo.com for more information.

Put the BMTA Logo in Your Ad!



Every day more members are adding the BMTA logo to their advertisements. Putting the BMTA logo in your ad compliments the BMTA group ad and brands your business as a quality business.

If you have any questions about getting the BMTA logo in your advertisements, call or email Alan at Eclectic Motorworks or have your advertising rep download the logo from the BMTA website at: <http://www.britcar.org/logos.html>