

Board Members 2009-2010

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

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

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

John Twist, At-Large, Term expires 2011
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6490 East Fulton
Ada, MI 49301
(616) 682-0800, john twist@universitymotorsltd.com

Jonathan Stein, At-Large, Term expires 2011
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141 Rivers Edge Drive, Suite 200
Traverse City, MI 49684
jstein@hagerty.com

Contact the BMTA

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- Kelvin Dodd to continued on Board
- Member News – VTO Performance and Engel Imports

BMTA Conference to Be February 19-21, 2010, in Philadelphia, Pennsylvania

“Build it and they will come” by Peter Cosmides, Motorcar Garage LLC, and Jonathan Stein, Hagerty Insurance – 2010 Conference co-chairs

Well most of the work has been done, and now we need *YOU* to attend the BMTA 2010 Annual Conference in Philadelphia, PA. We have a very active conference planned with several area shop visits, a Friday night session open to the public, a wonderful banquet at a world class auto museum and more!

Things kick off Friday at 12:30 with our opening introductions and what I am calling a “show and tell” session. We ask everyone in attendance to step up and introduce themselves and ask that you share a tidbit of information with us.

Whether you have a small successful business tip you would like to share or a special tool or product you use in the shop that you think would be helpful to the rest of the attendees. Following this we will take our first short road trip over to nearby Motorcar Garage for a shop tour and an early dinner.

We will shuttle back to the host hotel for our Friday night sessions and presentations, starting with a presentation by Carl Heideman. We then move on to our special guest speaker for the Friday night session, Mike Cook. Mr. Cook was a publicity/advertising executive with Jaguar, Triumph and British Leyland back in the 1960s, '70s and '80s.

He will share many interesting stories of his years with the makers of our beloved British cars.

Friday night will be open to the area British car club community. We should have dozens of local enthusiasts in attendance and provide you with an opportunity to display your products/ services and meet and greet.



Presentation by Carl Heideman.

Saturday is a busy day with a bus trip up to two well-known area BMTA shops. Mike Engard's Ragtops and Roadsters will host

a shop tour, lunch and presentations by his staff. From there we have a short ride over to Matt Bakes' Triumph Rescue and British Wiring for a shop tour and more discussion.

Saturday evening will be a wonderful catered banquet at the world class Simeone Foundation (Car) Museum. Dr. Fred Simeone, a highly regarded, recently retired area surgeon has spent his life amassing a collection of significant and valuable race cars.

Sunday morning dawns and we have still more presentations scheduled. A representative from Hagerty Insurance will be on hand to discuss a new shop insurance policy they have to offer. We then welcome Greg Albers from Bentley Zionsville (Illinois) who will discuss how this successful Bentley dealership made the ownership



Welcome to Philadelphia and the BMTA 2010 Conference!



Guest speaker, Mike Cook.

From the Chair

By Gail Lenhard

The 2010 Annual Conference fast approaching and I hope to see everyone in Philadelphia on February 19, 2010. Pete Cosmides of Motorcar Garage, Jonathan Stein of Hagerty Insurance and others too numerous to mention have done a fantastic job putting this together. The theme, "Expanding the Market," is one that I know will help everyone with their businesses. As we grow older, at least some of us are we need to think of ways to excite the younger generation into owning a Little British Car. The speakers at the conference will help our businesses by giving us the tools to attract the young mind set.

Alan tells me that he hasn't received everyone's dues as yet. So, take a minute and send in your dues. You certainly won't want to miss out on all the fantastic benefits our association offers. The networking of our group is worth ten times what the annual dues are. I have personally read on the Forum suggestions and offers of assistance from other BMTA members to another who is perplexed or in need of help on a LBC.

In addition, the website is a great tool for businesses to promote

other BMTA members to their own customers. If one of our customers is traveling outside Florida and is need of help – whether it is locating a part to fix their car themselves or a shop close by who can fix the car, we always refer them to the closest BMTA member. This way, our customers know they are being helped by someone they can trust.

The BMTA is an association that I'm proud to be a member of and I hope you all feel the same way. Here's hoping that 2010 brings everyone peace and prosperity.

See you all in Philly!



Election Update!

Originally this newsletter was to contain a ballot for you to vote on the next BMTA board member. During the nomination period we received two nominations, Kelvin Dodd (for a second term) and Skip Harris of rpM Group. Unfortunately, due to some surgery and other ongoing concerns, Skip has withdrawn his nomination.

Because there is only one candidate and since Kelvin is already on the board, the BMTA board will welcome Kelvin in for another three-year term at the 2010 conference in Philly! Please congratulate him when you see him, I know he's excited! Also, please keep Skip in your thoughts and prayers as he recovers, moves his business and tries to rest up for the new year!



Kelvin Dodd

Member News

VTO Performance, LLC (Formerly Pack Racing Products)

VTO has started production on their very own line of wheels, "VTO Wheels." Currently this line is comprised of exclusive styles – the *Classic 8* and *Retro 4*. The *Classic 8* is their version of the Minilite designed with better styling cues, new sizes, offsets and lighter weight. The second style is the *Retro 4* which is their representation of the Classic American Racing Libre made famous by the BRE Datsuns. Manufacturing these wheels themselves gives greater control over quality and the ability to offer more

competitive pricing. In 2010 VTO is looking to sell wholesale (B2B) rather

than retail. Certain sizes are available now and the entire line should be available by the end of 2010.

In addition to their new line of wheels, GBCarParts.com is now a VTO Company. GBCarParts.com is a classic Mini Parts Company and VTO plans to offer an increased selection of parts for all classic British marques. GBCP stocks a large selection of AP, Lockheed, QH and many more OE and performance replacement parts.

For information on the new line of VTO Wheels, GBCarParts.com or to establish a dealer account, please contact Terry Hinton at 928-771-1763 or 866-855-3473

Engel Imports / Terry's Jaguar Parts

From Bill Terry -

After 40 years of supplying you with Jaguar parts for both the street and the track, we are shifting gears. Starting the first of February 2010, we will be concentrating on our Jaguar performance engine and water pump manufacturing programs.

To ensure that



our retail and wholesale parts business continues to grow, we have decided to team up with another well-known name in the Jaguar world – Engel Imports of Kalamazoo, Michigan. Engel Imports is a direct importer of parts from the UK. They are also owned by an authorized Jaguar dealership. This dealer connection allows us to offer you competitively priced late model Jaguar parts that we have never had full access to in the past.



Engel Imports has been selling Jaguar, MG and Triumph parts for over 35 years and their knowledge of Jaguar parts is matched only by ours. We have been dealing with Engel Imports for as long as we have been in business. We know from experience that they share the same commitment to high standards as we do and that they will provide the same the same high quality service and expertise that you have come to expect from Terry's Jaguar.

Rest assured that both of us will be actively involved, helping to make sure this transition is a smooth one. So, although the business is moving to Engel Imports, our phone numbers and our way of doing business will remain the same.

All of us at Terry's Jaguar and Engel Imports are excited about this change, and we look forward to assisting you with your future parts needs.

BMTA 2010 Conference

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transition from one generation to another. The conference will close out with an annual BMTA planning meeting and goodbyes until next year.

Please plan to attend. I have been lucky to have attended all

but the first conference and I can assure you that the information and new contacts you make are well worth the time and money spent to attend. Plus who doesn't want to be in Philadelphia in February?!

BMTA 2010 Annual Conference-Expanding Markets

Hosted by Motorcar Garage, Ragtops & Roadsters, British Wiring and Hagerty Insurance

Tentative Schedule

Friday, February 19, 2010

12:30-2:30 p.m. Opening Session-Introductions with "Show and Tell" Presentations

This program will give each attendee the opportunity to introduce themselves to the group and to give one helpful hint or tip that aids them in running a successful business. This could be anything from your favourite scheduling software, to a bent wrench that allows you to tighten a hard to reach bolt! Time will be limited for each speaker so all have a chance to participate.

2:45-3:45p.m. Bus to Motorcar Garage-Maple Shade, New Jersey

3:45-5:45p.m. Tour of Motorcar Garage, Dinner sponsored by Engel Imports & Terry's Jaguar Parts,

Presentation by Ed Sweeney and Erika Matawick

The first of three shop visits, the trip to Motorcar Garage will be focused on allowing the attendees to reacquaint themselves with the group in a casual atmosphere. During the visit Erika and Ed will be sticking to the theme closely with their presentation, focusing on the expansion of the youth market.

5:45-6:30p.m. Bus to Renaissance Hotel, Philadelphia Airport

7:00-9:30p.m. Open Public Session with BMTA information and Special Guest Mike Cook

Carl Heideman will briefly address the public, explaining what the BMTA is and how it is a beneficial program for the owners and drivers of British cars. Afterwards, we welcome our guest speaker Mike Cook to speak regarding his history with the British car world over the years (former BL, Triumph and Jaguar publicity/advertising manager). There should also be sufficient time for the public to speak to all members individually afterwards. Tables will be available for BMTA Trade display.

Saturday, February 20, 2010

7:30-8:30a.m. Breakfast at Hotel sponsored by Hagerty Insurance

9:00-10:00a.m. Bus to Ragtops and Roadsters-Perkasie, PA-Transportation sponsored by Carlisle Productions

10:00-1:30p.m. Tour of Ragtops and Roadsters, sponsored lunch, presentation by Dave Hutchinson

Mike Engard and Dave Hutchinson will provide a full tour of their facility. Ragtops will be providing and sponsoring a lunch to all members. Afterwards, Dave will give a focus session on his marketing tactics for their business.

1:30-2:30p.m. Bus to Triumph Rescue/British Wiring – Bally, PA

2:30-3:30p.m. Tour of Triumph Rescue/British Wiring

Matt Bakes will be giving a tour of both businesses, and giving a presentation on the finer details of acquiring and running a secondary business (British Wiring) and how it has affected his market reach.

3:30-5:00p.m. Bus to Renaissance Hotel

6:00-6:15p.m. Bus to Simeone Foundation Museum

6:30-9:00p.m. Simeone Museum Tour, dinner sponsored by Moss Motors and Victoria British LTD, presentation by Fred Simeone
The day will be concluded at the new Simeone Foundation facility that houses an incredible collection of significant race cars. A tour will be provided, as well as a buffet-style dinner followed by a presentation by Fred Simeone himself. (More information can be found at www.simeonefoundation.org)

Sunday, February 21, 2010

9:30-10:30a.m. Presentation by Greg Albers of Bentley Zionsville-Transition to 2nd Generation

Bentley Zionsville has excellent insight on what it takes to transition a business to the second generation, and is willing to discuss the process with the attendees.

10:30-11:30a.m. Brunch in session room sponsored by Classic Motorsports Magazine

11:30-12:30p.m. Presentation by Gordy Fitch of Hagerty Insurance
Gordy Fitch of Hagerty Insurance would like to discuss a new shop insurance program they have developed that is very beneficial to many members of the BMTA. They will discuss the importance of proper coverage. This session will also include discussion of current shop liabilities and how they are dealt with on a specific basis.

12:30-2:30p.m. Annual BMTA Meeting and Conference Wrap-Up

BMTA 2010 Annual Conference – Expanding Markets is sponsored by:

www.victoriabritish.com



www.VictoriaBritish.com
1-800-255-0088

www.hagerty.com



www.mossmotors.com



www.engelimports.com

www.terrysjag.com



www.classicmotorsports.net



www.carlisleevents.com



And special thanks to the hosts for this year's conference, Motorcar Garage (www.motorcar-garage.com), Ragtops & Roadsters (www.ragtops.com), British Wiring (www.britishwiring.com), and Hagerty Insurance (www.hagerty.com).

Have you been to the BMTA discussion board lately?

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

- Brake master cylinders
- Accounting solutions
- New products from BMTA members
- Radio advertising
- ... and more!

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@gmail.com for more information.