



Newsletter

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www.britcar.org

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@glensmg.com

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

Kelvin Dodd, Secretary, Term expires 2012
Moss Motors, LTD.
440 Rutherford St., Goleta, CA 93117
(805) 681-3400, doddk@mossmotors.com

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

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

Contact the BMTA

www.britcar.org
(616) 355-2850, (616) 355-4266 fax
British Motor Trade Association
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This Issue

- BMTA Nomination and Election Process
- Member News: Classic Motorsports, University Motors Inc., Kip Motor Company and Clark & Clark Inc.
- Keeping Your Data Safe: Part 2

BMTA 2011 Conference Sun, Fun and ... Meetings?

While the theme for this years' conference is still a work-in-progress, David Wallens and the rest of the staff at *Classic Motorsports Magazine* have graciously offered to host the festivities at their new facility in Daytona, Florida. The conference will be held on Feb. 4-6, 2011, at an as-yet-to-be-named facility near the CMS/GRM offices in Holly Hill, Florida, minutes from the Daytona International Speedway and the glimmering Florida beaches.

Florida's climate makes it a year-round haven for sports car enthusiasts and Daytona is arguably the epicenter of activity. The Daytona International Speedway hosts numerous events from NASCAR to the Rolex 24 Hour. The city of Daytona plays host to Bike Week and numerous other automotive-related events. Now they can proudly add the BMTA to that list!

Conference planning is underway, but the board would like to encourage members to make suggestions about topics and themes. Feel free to log into the discussion board and voice your opinions. Plans are already being discussed for a tour of the CMS offices (and a tour of David's Innocenti Mini), a visit to the Speedway and even a possible visit to Tim Suddard's shop – home of the Sunbeam Tiger ground-up restoration as seen in *Classic Motorsports Magazine*.

Florida is a great family destination and the proximity of the 2011 conference to such locations as the Kennedy Space Center, Walt Disney World, Universal Orlando, SeaWorld and miles of beach make for some great extended-stay options. Don't miss out! Make plans



now to attend the 2011 conference.

For the latest conference updates including themes and topics, featured speakers, hotel and transportation information please visit the 2011 Conference page and the discussion board on the website at www.britcar.org.

From the Chair

By Gail Lenhard

The 2011 BMTA Annual Conference will be hosted by *Classic Motorsports Magazine* sometime in February 2011. This would be a great time to bring your family and get away from the snow and cold, and take in some warm Florida weather. Attractions close by include: Disney World, Universal Studios, Sea World, The Holy Land Experience, and of course, beautiful Atlantic Ocean beaches. Look for more information on the BMTA website.

Alan will be sending out dues notices soon. I know no one wants to miss out on the great benefits that the BMTA offers – the Discussion Board, Annual Conferences, Voting privileges – just to name a few and will send in your dues ASAP.

Every time I log onto the BMTA Discussion Board, I enjoy reading the posts discussing various topics. Problems are solved, parts identified, tech tips exchanged, and friendly banter between members are fun to read. If you aren't using this fantastic benefit, you are missing out. Contact Alan Dalman if you are unable to access this.

I read a very interesting Product Review on a Seatbelt Holder by Robert Rushing in the July/August 2010 *MGB Driver*. He mentioned the BMTA conference where he met Robert Clark of Clark & Clark Specialty Products (a BMTA member) and saw Robert's "new device." Mr. Rushing discussed the installation process completed by John Mangles of All British Car Repair (also

a BMTA member) and had great pictures showing the steps. It is nice to see our association being mentioned in a national publication by someone who's *not* a member.

Take a few minutes and check to see how you are listed on the BMTA Member List. I've looked at this to get information for our customers and have found several listings missing website information or have incorrect addresses and phone numbers. One of our goals is to reach out to British car enthusiasts and let them know we are here. If the information is incorrect, you could be losing out on potential customers. Please contact Alan with any updates/changes to your company information.

My term as your chairperson will be ending this year. It's been a pleasure working with all of you, and I am confident that whoever is elected to replace me will receive the same support that I have received. Alan will be handling the nominations and will be following up on this. Thanks everyone!



BMTA Board Elections – 2011

The BMTA board has 2 members with terms expiring after this year, Gail Lenhard (Chairperson) and Mike Engard (At-Large). The election for 2 new members will be held this fall with the new members taking positions on the Board of Directors at the 2011 conference.

As usual, the elections are not for specific positions within the board. The board will vote at the Conference to determine new positions for the 2011-2012 fiscal year.

This year nominations will be accepted via email, snail mail and through the website's discussion board. Please see the election calendar below for all the details!

Nominations accepted now thru October 31, 2010.

New BMTA board members begin serving their term after the Board Meeting at the 2011 Annual Conference.

If you have any questions about the election please contact any board member or Alan Dalman at eclecticalan@gmail.com or 616-355-2850.



Schedule for Nomination and Voting For BMTA Directors

- November 1** – Biography information sent to all current members
- November 1-December 15** – Campaigns. Candidates are allowed to mail one (1) campaign mailing to each member if they so choose. Mailing labels will be provided by the BMTA, but all other associated costs of a campaign (postage, printing, phone bills, etc.) are the responsibility of the candidate.
- December 15** – Paper ballots sent along with winter newsletter. One ballot per business registered. Ballots may be returned by mail, fax or email.
- January 15** – Ballots due. Mailed ballots must be postmarked by January 15, 2011. All faxed and emailed ballots must be received by the end of the day on January 15, 2011. Late ballots will not be counted.
- January 21** – Votes counted by Alan Dalman (Executive Director) and results delivered to the BMTA board.

Member News

Classic Motorsports Magazine

Classic Motorsports Magazine covers hundreds of vintage vehicles each year, and a select handful of those machines are featured in the Best of Classic Motorsports calendar. This



glossy, full-color, 11x17-inch calendar is assembled, printed and distributed to readers by *Classic Motorsports Magazine*. Now is the time to make your business a part of this yearly publication.

These calendars are distributed with the January issue of *Classic Motorsports*, which comes out around Thanksgiving. These calendars make great customer gifts and put your message in front of upscale readers – right during the holiday buying season. The program marketing happens during the fourth quarter, and distribution takes place as the new year dawns.

Unlike a TV or magazine ad, a calendar hangs on a reader's wall all year. Plus, it's constantly referred to for event information. We print important dates on the calendar grids, including major events such as those hosted by HSR and Classic Motorsports.

The advertising space reservation deadline for the calendar is September 10, and the materials copy deadline is September 17.

Please contact Per Schroeder at per@classicmotorsports.net or by phone at 386-239-0523 regarding these calendar opportunities or to discuss the specific sponsorship levels and what each sponsorship receives.

University Motors LTD

Written by John Twist

When, nearly one year ago, as the Michigan economy was collapsing and my wife Caroline's health failing, we had no option but to cease full-time business. During the following seven months, I cared for Caroline as the cancer sapped her strength, but never her will. Spending increasingly greater time with her at home, I simply could not attend to business. We sent notices to our customers thanking them for their years of support. We sent notices to our suppliers; we discharged our employees with severance; we had an auction to sell off shop equipment and MG memorabilia. Caroline died in January. As I pondered my future, I could not escape the undeniable fact: MG is my destiny. We are now re-awakening University Motors.

My son, Brooks, has taken his mother Caroline's place in the office, we have two of our original mechanics back at work, and we are working to re-invigorate University Motors. We offer bench, line and restoration services, as well as MG education via DVDs and technical seminars, on-site and off-site. Our new website will be online soon. We are not yet at speed but we are on the entrance ramp to full time business.

Our old advertisements read: A lifelong dedication to the marque. That statement is as true today as it was when we first used it. Thanks to all who have supported us through this very dismal and heartrending time.

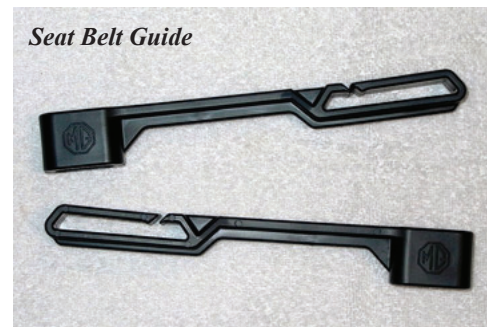
Kip Motor Company

The latest edition to the Kip Motor Company secure shopping cart is the ever popular English Ford 100E family of vehicles that include Anglia, Prefect, Escort, Squire and Thames. Complete with exploded views, Kip Motor's shopping site allows customers to shop at their convenience, no matter where they are located in the world. The 100E family joins Berkeley, Nash/AMC/Hudson Metropolitan, FX3/FX4/Beardmore Taxi and other vehicles ranging from AC to Wolseley in their easily-searchable online store. Complete printable catalogs in Adobe PDF format are also available at www.kipmotor.com.

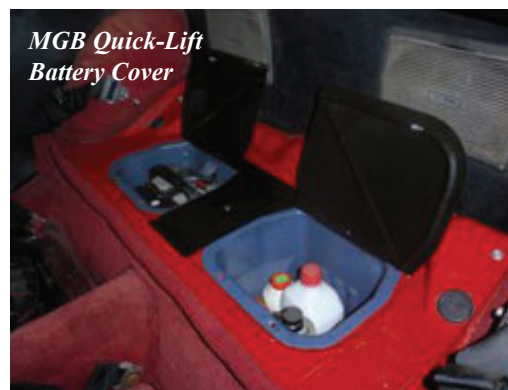


Clark and Clark Inc.

Robert Clark has recently introduced two new products to the delight of MGB owners. The first item, the MGB/C Seat Belt Guide, keeps the shoulder strap properly over the shoulder instead of chafing against the driver's neck or even falling completely off. It also keeps the strap ready to grab when getting into the car. Furthermore, it eliminates those twists experienced when retrieving the shoulder strap and seat belt from alongside the seat.



The second product is the MGB Quick-Lift Battery Cover. This cover replaces the stock battery cover in chrome-bumper MGBs.



While the main portion of the panel remains secured with screw-down fasteners as original, each battery bin can be accessed individually without tools. Each bin has its own hinged cover which is secured by

D-ring fittings for easy access.

For information on either of these products or to locate dealer information, contact Clark and Clark at sales@clarkandclarkinc.com or visit www.clarkandclarkinc.com.

Keeping Your Data Safe Part 2: Equipment Care

By Alan Dalman

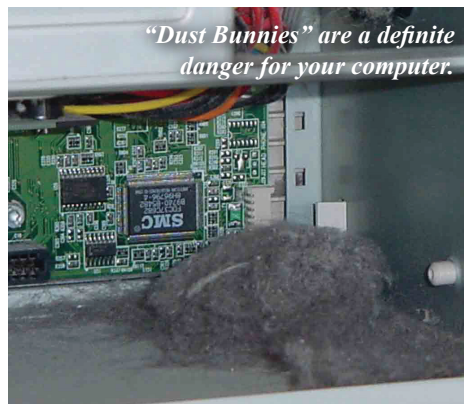
In Part 1, we discussed the distinct (and often scary) possibility of losing important shop-related data and ways to minimize any impact that loss would have on operations. In this issue we will discuss reducing the chances of experiencing harmful data loss.

Recovering from a problem, whether it is something as simple as a failed hard drive or something as catastrophic as a fire, is something every business owner faces at one point or another. Taking the correct steps to prevent problems from happening in the first place is the best first step in averting disaster.

Step 1 – Evaluate your office computers – whether you have one PC or a network, plan routine evaluations of their physical condition on a regular basis. If your computer hardware is aging, consider replacing it before it fails catastrophically. Transferring data from one computer to another is easy when they both work, but recovering data from one that has failed can become prohibitively expensive. Computer equipment is routinely amortized for tax reasons over five years, but the accepted industry standard for life-cycle is closer to three years. Hardware over three years old is at least two generations out-of-date and replacement components become harder to locate and more expensive as stock dwindles.

Computers capable of doing what we as businesses need them to do are readily available locally and online, inexpensive and perform better than they ever have in the past. Energy-saving LCD monitors, low-consumption CPUs and hard drives are almost universally standard for business-level computing. A dollar-for-dollar replacement to a three-year old computer will always be leaps and bounds above what you're used to. Planning for obsolescence by putting as little as \$100-200 per year aside for a replacement goes a long way towards softening the blow of having to buy a new computer when it is time.

Step 2 – Clean your equipment, or not. All workspaces are not created equal. Computers can sit on a floor and remain dirt-free for years, or they can begin sucking in dust almost immediately. What you choose to do with that dirt can become a major problem all its own. Routine cleaning is a great idea. Leaving the dust-bunnies in place isn't the best solution, but disturbing them and risking giant chunks of debris floating around the inside of your computer is a bad idea. Either clean the computer yourself on



a regular basis or take it to a service center where techs are used to using static-free mats, compressed air and vacuums to minimize the chances of damaging components while cleaning. A clean computer is a cooler-running computer which also helps extend the life of the components inside. It can also minimize the risk of internal short-circuits which can damage or destroy the computer (and potentially start a fire).

Step 3 – Protect your hardware and software from malware. Malware is a broad term encompassing all of the different potential threats to your data that the internet can deliver. Viruses, spyware, email spam, etc. all can come together in a perfect storm to steal your data, damage what is left and prevent you from accessing what remains. There are also programs out there that mimic helpful software in order to fool you into installing them.

Anti-virus, anti-spyware and other security software comes in many forms and from many different sources. Some is free, some not. Reviews of many programs are available from places like www.cnet.com, www.maximumpc.com and others. For specific recommendations your local PC service centers can recommend quality products that can fit your application. Some software, such as Microsoft Security Essentials, may already be installed on your computer and just need to be configured.

Step 4 – Protect your computer from yourself! Accidental damage has probably caused as many headaches as malicious software and it is completely avoidable. Computers on the floor have a tendency to get kicked, the wires pulled out by careless feet, and (as mentioned) suck up every dust bunny that wanders under the desk. Keyboards and mice die every day from the menace of spilled coffee. Hardware overheats in stuffy closets and buried under Haynes manuals.

Keep your equipment away from potential dings. Tie cables together and route them away from traffic areas or use cable-runners in places where they need to cross open floor. Make sure your modem, routers and other equipment in that janitor's closet can breathe and never use your desktop as a shelf. (For the record, that tray that comes out the front when you push the little button is not a coffee cup holder, either!)



Respect your equipment and it should serve you well. Maintenance and replacement of faulty parts will extend the life of your equipment. Replacing equipment before it fails ensures protecting the important stuff. If the brakes on your MGB feel spongy and weak you, would bleed and adjust them. If the wheel cylinders were wet, you'd replace them. If you didn't – well, your brakes may fail and damage the REALLY important stuff ... you. Taking care of office equipment or your little British car – are we talking about one or the other? I think we're talking about both.

Have you been to the BMTA discussion board lately?

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

- Shop practices
- Tools
- Giving estimates
- Parts identification
- ... 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@yahoo.com for more information.