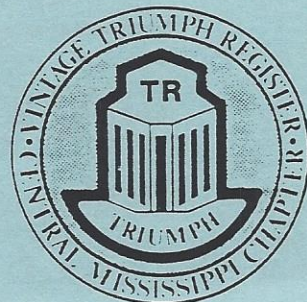


Off-Side Undo



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4/90

★ PRESIDENTIAL STUFF ★

I have found out that what is often said is true -- if you don't attend Business meetings, you may be elected to office. I learned of my election as PRESIDENT of EMC after failing to attend the January meeting! This comes to me as a complete surprise, but I am honored and consider it a privilege. I have always thought very highly of this club and it's members.

My hope for this year is for continued success of Club events & activities. Our 2 main events are the TROPHY RALLEY in Vicksburg (MAY 4-5), and BRITISH CAR DAY in JACKSON (SEP 21-22). PLEASE mark your calendars and plan to attend. These events will make or break the club financially, and everyone's participation is absolutely necessary for stability and general welfare of the EMC (the FUN and FELLOWSHIP are unequalled, too!). The latest motoring experiences are always good for fun & laughs - faces of members and of friends from out of town Clubs. WHAT GOOD FUN!

If I can ever be of help to you with ANYTHING concerning the Club or British motoring, call me at home (601-372-6576). I'd like to congratulate the other newly elected (?) officers. Let's see more beautiful British cars and more new members! These little darlings are becoming quite an investment, in addition to their good looks.

Please plan to attend the Vicksburg Ralley. John & Pat do such an exceptional job giving us a great driving event! Hope to see you and yours at lots of events this year!

PREZ DENNIS LOFTIN

PRESIDENT: DENNIS LOFTIN 372-6576 SEC/TREASURER: ALEX WADE 825-9611
EDITOR: CRAIG HOUSE 469-3279
RALLEYMASTERS: PAT CASHMAN 638-3240 JOHN SIMMERS 638-0968
BCD CHARMEN: JEFF HACKMAN 924-6860 DENNIS L. CRAIG H.

CLASSY - PHIDES

Sorry, these may be a bit dated!
Hope if one of these strikes your fancy, it's still available!

SELL: Weber 32/36 DGV carb & manifold, with instructions. Great shape, \$175 negotiable.
Richard Kilpatrick 504-748-8223.

SELL: '73 TR6, complete & in daily use. '73 TR6, complete, not running. '68 TR250, complete, dismantled for restoration. All are titled.
Morton Sherry 504-443-5354.

SELL: '74 MGB, Chrome bumpers, \$3500. New motor, suspension; mini-lite wheels; O'drive; woodgrain steering wheel; has interior kit, needs new top.
John Marble 601-371-0174.

TO BUSINESS, IGOR, WE'VE WORK TO DO!

Wa -a- a-y back in Jan '90, a few of us got together to plot - uh, **PLAN** - our club events and Officers for the 1990 calendar. This was a "Wade's Place" event which saw the Thomases, Houses, Cashmans, Wades, & Greg Utz deftly jockeying events & names. *it was fun, but I still got stuck with Editor! Well, we got even with at least 1 no-show, as the Prez Corner will attest! See the long list of events we came up with in this Newsletter (used a lot of filler from other Clubs, too!). The lack of a v-Prez is "Baby Doc" Cashman's doings, from his "kindler & gentler" reign of 1989!

Welcome New Members!

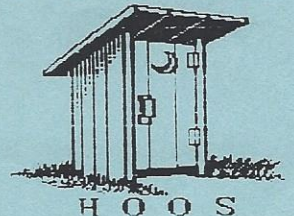
Here are some of our new members this year - hope to see you at the EMPIRE RALLEY!:

WILL PRICE, Jackson; '71 TR6.
GREG GEARHART, Clinton; '64 TR4.
RANDY & DEB McADA, Jackson;
'65 Tiger, '61 Healey.
KERRY RYAN, Metrairie; TR250.
CHIP KING, Jackson; '71 XKE.

EDITOR'S LICENSE

Gee, seems like only yesterday it was 1989! And I had such good intentions for monthly NEWS, too! Well, all I can say is . . . SEND PICS AND ARTICLES - PLEASE! Meanwhile, I'll do my best to keep you up with where we are.

Had a nice visit from a couple of 'Bama boys in April. Terry Mount and Austin (really!) Englebert stopped in on their way back to Montgomery from Jackson Redi-Strip. They had Austin's Healey 100-6 frame stuffed into the pick-up bed, and had dropped Terry's '63 BJ7 chassis off for dunking. Gave me a chance to view the results of a Healey "Strip" job (one day - or year - so shall go mine!). Nice fellows, Terry dropped off the Atlanta Club's events calendar, and told me to say "HI" to all the EMC folks. He found me through an old EMC'er now in Atlanta, John May. John is the Club Prez these days! For those interested, the Atlanta British Car Day is the May 19 weekend, out at the vineyards (inquire if you need info!)



"Holy TOPLESS Marques Batman, EMC's at it AGAIN!"

Our annual "TOPS DOWN" ritual party in March was very successful! Not only did lots of Club members and guests show up in 10 to 15 Brit Irons (difficult to count cars as folks were coming & going all day!), but Mother Nature treated us to one beautiful Spring day! With all the cars, and good friends, we nearly forgot to lower the rag tops! Even had a new member, Will Price, show up in his TR6. One accomplishment was a joint "agreement" on a Club logo design, which should become public soon (thanks to Greg Utz, resident artiste). Our MANY THANKS to Greg & Karen Collins for hosting yet another GREAT EMC get-together!



HAPPENINGS ON WHEELS

- (EMC) EMPIRE TROPHY RALLEY . . .
Vicksburg, MS May 4-6
- BRITISH CAR DAY, ATLANTA
Atlanta, GA May 19-20
- PETTIT JEAN SHOW
Arkansas Jun 16-17
- (EMC) PICNIC OUTING - EAST
?? Meridian/Hattiesburg area,
Jun ??
- AUSTIN HEALEY CONCLAVE
Chicago Jul 4-8
- (EMC) BRIGHTON BEACH PARTY
Vicksburg Jul 7
- TRIUMPH NATIONAL CONVENTION
Boulder, CO Aug 1-5
- (EMC) SU CARB TECH SESSION
Brandon, MS Aug 4
- WALTER MITTY SVRA RACES
Atlanta, GA Aug 25-26
- KANSAS BRITISH CAR DAY
Kansas Sep 1-2
- ST LOUIS BRITISH CAR DAY
St Louis, MO Sep 15-17
- (EMC) BRITISH CAR DAY IN JACKSON
Jackson, MS Sep 21-22
- MEMPHIS BRITISH CAR FEST
Memphis, TN Oct 12-14
- ROAD ATLANTA SVRA RACES
Atlanta, GA Oct 26-28
- (EMC) GUY FAWKES PICNIC
Grand Gulf, MS Nov 3
- (EMC) CHRISTMAS w/ ALFA CLUB
??, MS Dec ??

ROCK & ROLL RALLEY!

OK, SO IT'S NOT THE REAL NAME!
YOU'LL STILL WANT TO COME
OUT AND ENJOY ONE HECK OF A
GREAT WEEKEND WITH
ENTHUSIASTS FROM ALL PARTS
OF THE COUNTRY, NAVIGATING
THROUGH THE
GREAT EMPIRE TROPHY
RALLEY
AROUND HISTORIC VICKSBURG!

SEE YOU FRI MAY 4 FOR
HOSPITALITY & CHECK-IN, AND
SAT, MAY 5 FOR
THE ROAD FUN!
CALL PAT OR JOHN, AND MAKE
YOUR RESERVATIONS AT THE
MAGNOLIA BEST WESTERN
601-636-5145

"AFFORDABLE (?) COLLECTOR CARS" - AN OPINION BY JEFF HACKMAN

I read an article recently in USA Today. I am not what you would call an aficionado of this publication, but I got it free at the hotel I was staying at. Anyway, I couldn't help but notice the story--there was a red Triumph TR-3 on the top of one page with the caption "Affordable Collector Cars".

I have a soft spot in my heart (and maybe my head) for old British sportscars, and I think all of SCCA-dom owes them a debt of gratitude. Affordable fun cars like them were the start of activities we enjoy today as a club. The story had a whole list of cars, with the projected increase in value over the next several years. However, the article puzzled me, raising some questions about the current collector car craze.

First off, I think getting investment advice from USA Today is analogous to getting medical news from People, or social commentary from the National Enquirer. Interesting reading and probably based on fact, but not the ultimate source for detailed accurate information. Some people undoubtedly put more credibility into it than I, but I guess this part really didn't bother me. After all, they have to write about something.

What did disturb me was the source USA Today used for their information, and what they said. Who were "the experts listing today's bargains"? A primary source was Rick Cole. For those not familiar, Mr. Cole runs one of the largest collector car auction companies in the country. The other source was Automotive Investor magazine. Both of these expert sources obviously have a lot riding on the future of the collector car market. And the listed picks were definitely not the exotics you've read about. They included MGB's, GT's, BMW 2002's, Mustangs, most big Triumphs, and MGA's. Nice, but surely not what you would call exclusive--no, these are the more mundane mass-production examples of their type. And the projected prices! Mr. Coles' were the most optimistic--five year projections were given in \$5000 increments only! The MGA was listed as currently selling for \$5-8000, and it should appreciate to \$35,000+ in five years? MGB roadsters (A.I.'s figures) at \$12,500 next year? That would have to be an exceptional car, though the article made no mention of a car's condition and originality affecting price.

Here's the reason I question the article, and others like it. An auctioneer's living is definitely tied to the demand for his merchandise. He gets a percentage. In the press, auto auctioneers function as advertisers, promoters, investment counselors, and salespeople! Does there seem to be a conflict of interest here? I mean, if you ask a stock broker whether to invest in the market, or an insurance salesman if you need insurance, or call one of the 800 numbers on T.V. and ask if you should buy commemorative coins, what answer do you think you'll hear? The auto auction's ability to whip buyers into a frenzy is legendary. Autoweek recently chronicled an auction where a Jaguar XKE took \$90,000. An identical car was advertised in Hemmings with a \$65,000 asking price. Restorable cars were under \$20,000. Sounds more like the markup down at Bubba's U-Drive It, doesn't it?

What has made the "experts" pick these less exclusive cars? Is their wide availability a factor? It sure is easier to put 20 year old mass-produced, entry level sportscars on the lot. Certainly enough project cars sit in junk yards, backyards, and garages to supply the market for years. There are investors who buy cars sight unseen, not knowing any more than a rating in some market letter. They store them like stock certificates. Can speculators do to MG's and BMW 2002's what was done to Ferrari's and Jaguars?

So what will happen? Will that MG that you/your sister/your child ran ragged back and forth to school/work/the park be resurrected from its oily puddle in the garage to become a blue chip money earner? Is that Mustang coupe rotting in a field suddenly a restorable classic? Will your autocross 240 Z suddenly become too expensive to insure and too valuable to drive? And, if everyone takes this seriously, will the hundreds of thousands of these cars that were never worth the effort to fix up before be restored? Then, will the market be absolutely glutted with "collector's items"?

Figure the future for yourself. The classified sections in national magazines are full of "Auto Boutiques" and "Investment Car Dealers" selling "classics". Hint: they are in business to make big money. There is a glossary of terms they use that has recently been decoded. Maybe this will help make sense out of some of the claims and predictions.

1. "We sell only the finest collectibles"--We have a lot of overhead what with the showroom and the ads so we have to charge a lot of money to pay our exhorbitant bills.

2. "Unrestored-Lots of potential"--We would have lost our butts restoring this car ourselves.

3. "Fast Appreciating Classic"--We bought this car for a lot less than we're asking for it.

4. "Excellent Investment Opportunity"--We hope you can make a killing on this car. We certainly hope to.

5. "Inquire about price"--Sales training I: When you get them on the phone, 50% of the time you make a sale....

Or--We really don't have it for sale, but if you offer me \$1,000,000....

6. "Rare find" -- one of my favorites, this could mean:
a. (Many examples) This model was so unpopular that production halted after 2 weeks and/or the factory went bankrupt.

b. (Many inexpensive cars) This is one of the few that didn't rust out or burn.

c. (Muscle cars) This one survived--most were wrapped around telephone poles by high school dropouts 15 years ago.

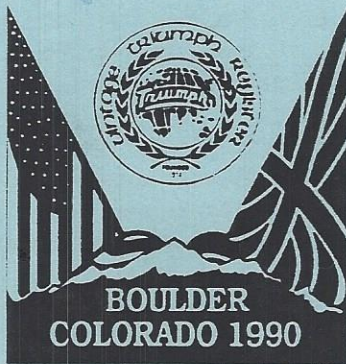
d. (Italian cars) We've never seen one, and when you call to ask about it maybe we can pronounce the name correctly.

I guess these people figured out what SCCA-types have known for years. That is, cars can be fun, and are certainly more enjoyable to play with than municipal bonds. I think I'll enjoy what I've got and hope to break even. But if you're interested, I have a genuine burned piston from a



JACKSON, MS 39296
PO BOX 5263
English Motoring Club

**TRIUMPH
NATIONAL CONVENTION**



**BOULDER
COLORADO 1990**

AUGUST 1-5

**IN 1990 COME VISIT & TOUR
THE HEART OF THE ROCKIES**

**FOR RESERVATIONS OR ADDITIONAL INFORMATION
CONTACT:**



**Rocky Mountain Triumph Club
P.O. Box 460074
AURORA, CO 80015**

(303)690-6864 OR (303)420-5848