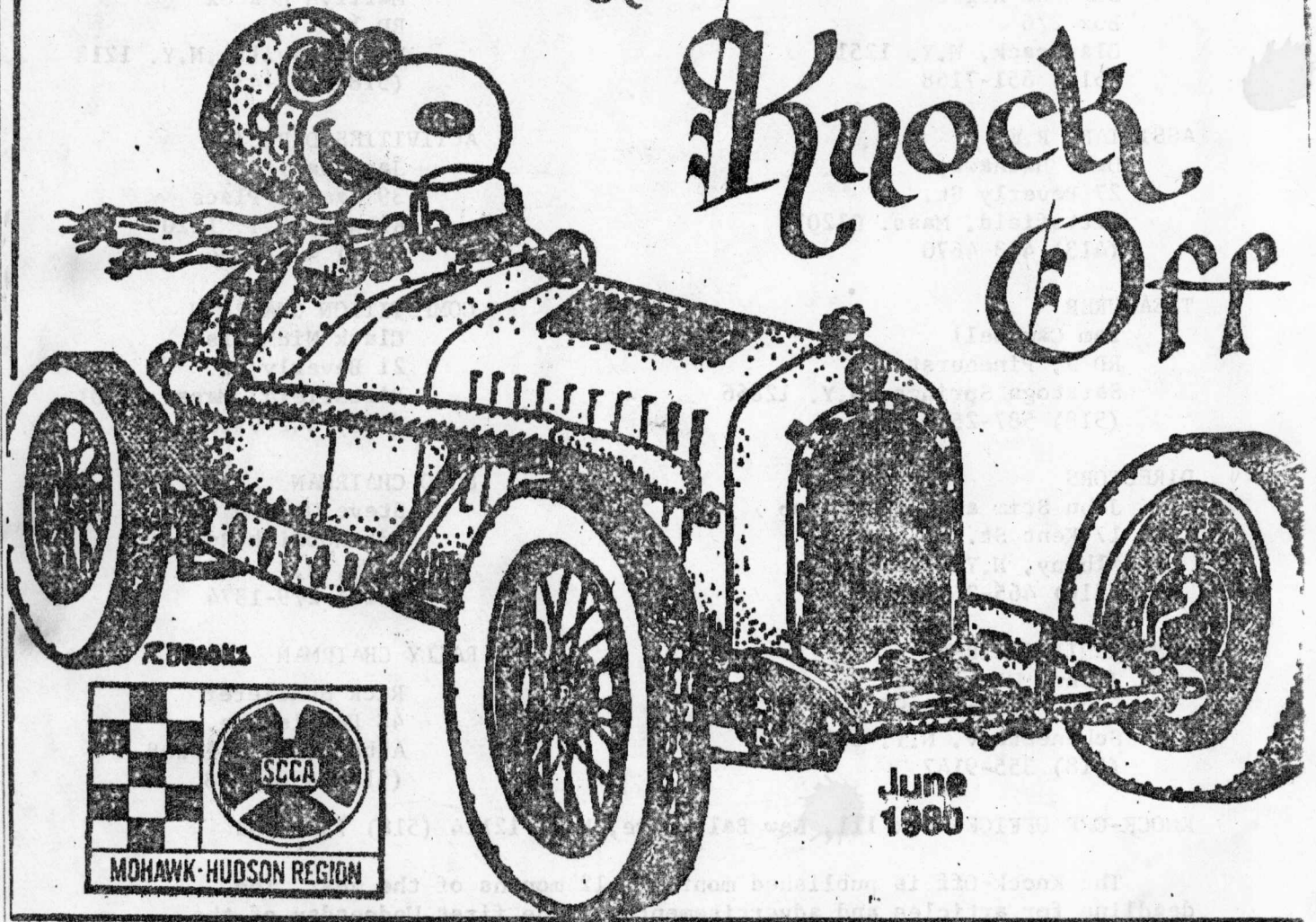


the

Knock Off



BRACKS



June
1980

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KNOCK-OFF OFFICE--Box 111, New Baltimore, N.Y. 12124 (518) 756-9282

The Knock-Off is published monthly, 12 months of the year. The deadline for articles and advertisements is the first Wednesday of the month. The material in the Knock-Off is that of the author and in no way reflects the official attitude of the Mohawk-Hudson Region, Sports Car Club of America or its officers. Agreement or dissenting opinion in writing is welcome and will be published by the discretion of the editors. The Knock-Off is mailed under third class regulations from New Baltimore, N.Y.

Knock-Off Staff, Dick Brooks and Andy Mace.

1385
Box 111
Knock Off

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MAY 1980 EXECUTIVE MEETING

The April 29, 1980 executive meeting was called to order by Sue Rogers, R.E. The Secretary's reports from the April executive and membership meetings were read and accepted. Tom Campbell read the Treasurer's report which was accepted.

Jack Hanifan reported that the calendar cards will be ready next week. Discussion was held on the July 12 Lime Rock event. Jack has spoken to K & K about insurance. With all expenses, general entry for Mo-Hud members will average \$20. Entries will be limited. Local clubs are not looking at the event favorable because of insurance, etc., as far as sponsorship is concerned.

Clark Nicholls reported on coming races. Rik Schlierer reported on the rally series and what he has done for promotion. Rik and Steve Wold agreed that combining rally and autocross advertising would be acceptable. Rik is looking for a Snowflake chairman. Discussion was held on whether the rally should go pro or remain a local event. Getting enough workers and a chairman for a pro event was a lengthy discussion.

Steve Wold reported on the first autocross/school. Some newcomers were taken aback by the speed of the autocross event. Everyone seemed pleased with the event. Some people are interested in a Solo II board. Discussion was held on gathering a board, whether or not they have voting powers. SCCA does have a handbook for Solo II events. Steve will set up a committee to handle questions on classifying scheduling and other aspects of autocrossing.

Rik Schlierer brought up the point of having some rules and guidelines for all eventmasters. This has been a problem for years and is being worked on.

New timing equipment for autocrosses was discussed at length. The problem seems to be with the triggering device rather than the master timer. Bill Morris will be contacted for advise and rebuilding ideas.

Sue Rogers daughter Dana is now an official member of Mo-Hud.

Dick Brooks reported on the Knock Off. Dick requested a petty cash advance for K-O postage. It was decided to give Dick a \$50 advance to be tallied in Dec. 1980.

Old business - The Snowflake report has been received. May 14 will be the DPS seminar, location to be determined later. Discussion was again held on moving the meeting place.

New Business - Guest night is all worked out, with Sam Posey as guest speaker and Dave Hathaway has several give-away goods. Dave is still looking for door prizes. Promotion for the night is still being developed.

The race sanction application is in to Denver and everything is progressing well. A Friday night movie projectionist is being looked for.

The annual banquet was again discussed. A place has not yet been settled.

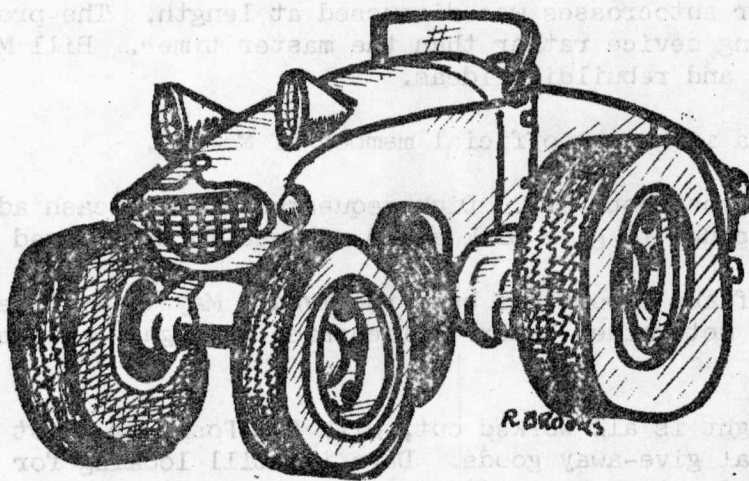
John Stim has been in touch with several doctors for the school/race. Dave Hathaway has some local doctors that are interested.

Motion was made to adjourn the meeting. Meeting adjourned at 9:50 pm.

Marilyn Heacox
Secretary

NEW MEMBERS AS OF APRIL 1980

- David Rigg.....Saratoga, NY
- Phillip Miller.....Schenectady, NY
- Steven Wold.....Troy, NY
- Jonetta Darcy.....Schenectady, NY
- Keven Kloepfer.....Athens, GA
- Roy "Skip" Teel.....Tulsa, OK
- George Tiedman.....Pound Ridge, NY
- David Wiener.....Amherst, MA
- Hartley MacDonald.....Halifax, NS, Canada
- Mark Loomis.....Binghamton, NY
- Brian Lipke.....Derby, NY
- Jay Kemether.....Ridgewood, NJ
- Edward Hoffman, III.....Indianapolis, IN
- Joseph Grunda.....Lorain, OH
- Steven Benson.....Dalton, GA
- Mark Brainard.....Spring Valley, OH
- Alex Diez.....Coral Gables, FL
- Cherie Caulfield.....St. Petersburg, FL
- Susan Richards.....Troy, NY
- Dana Rogers.....Claverack, NY



May Membership Meeting

The May 7, 1980 Guest membership meeting was called to order By Sue Rogers, R.E.. Sue made a motion to dispense with the regular business meeting. Motion approved. Sue welcomed everyone to the meeting. She introduced all the officers of the Club. Sue introduced the Chiefs of Specialties for our annual race. She also explained the Skip Barber School Raffle and 50/50 Club.

Dave Hathaway introduced our guest speaker, Sam Posey. Sam spoke about racing in the past and in this day and age and the differences between them. He also spoke about the Budweiser racing he will be involved with this season. The different races and race tracks that Sam has driven were also touched upon. A question and answer period followed his speech.

Jim Bishop announced the 50/50 club drawing. While Jim procured last minute investors Tom Campbell announced the DPS school for May 18 at Mike's Place. Jim Bishop had Dana Rogers and Terry McIntyre draw the winning tickets. Van Asimakis won the 50/50 Club. Jack Hanifan announced some coming events for the different area clubs.

The club then dispersed to enjoy socializing for the rest of the evening.

Marilyn Heacox
Secretary

JUNE
EVENTS

SOLO EVENTS

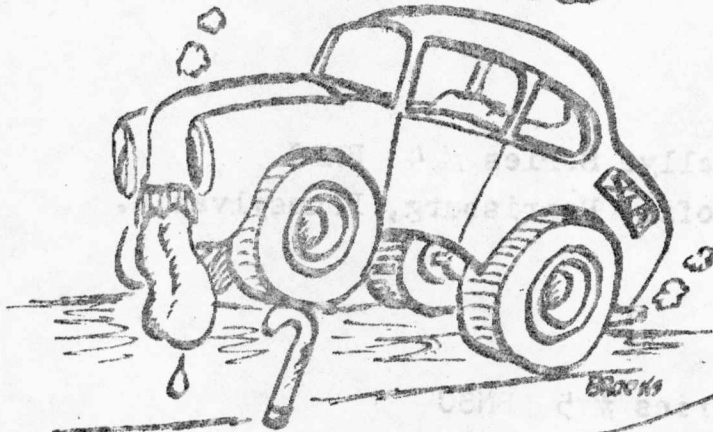
June 1 - SCCA SOLO II
June 15 - BMSC SOLO II
June 29 - EMSC SOLO II

* Peripheral Parking Lot - Wash. Ave
Albany - Reg. 12 noon - call 273-5847
(Steve Wood)

RALLYE

June 22 EMSC
TOWN CRIER BECKER REALTY
RALLYE SERIES #2

Info - Call 438-4668 (Rik Schlierer)



Remember --
MOHUD
SILVER RUSH
JULY 25-26
LIMEROCK

Mohawk Hudson Region Sports Car Club of America
Empire Motor Sports Club
Berkshire Motor Sports Club
CALENDAR OF EVENTS

APRIL

- * 20 SCCA Gymschool and Solo II
- 27 EMSC Solo II

MAY

- * 4 SCCA Solo II
- 17 EMSC Solo II (saturday night)
- 18 Town Crier Becker Realty Rallye Series # 1
SCCA

JUNE

- * 1 SCCA Solo II
- 15 BMSC Solo II
- 22 Town Crier Becker Realty Rallye Series # 2 EMSC
- 29 EMSC Solo II

JULY

- * 12 Solo event LIME ROCK PARK
- 13 Town Crier Becker Realty Rallye Series # 3
- 20 EMSC Solo II
- 25 Mohawk Hudson Region SCCA Drivers School Lime Rock Park
- 26 Mohawk Hudson Region SCCA NYSRCC Race Lime Rock Park
- 27 BMSC Solo II

AUGUST

- * 10 SCCA Solo II
- 17 Town Crier Becker Realty Rallye Series # 4 BMSC
- * 23-24 SCCA NeDiv. Solo III Runoffs, Harrisburg, Pennsylvania.
- 24 BMSC Solo II

SEPTEMBER

- * 7 SCCA Solo II
- 14 Town Crier Becker Rallye Series # 5 BMSC
- * 21 EMSC Solo II
- 28 BMSC Solo II

OCTOBER

- * 12 SCCA Solo II
- * 18 Octoberfast Scca Rallye
- * 19 EMSC Solo II

NOVEMBER

- 1 Town Crier Becker Rallye Series # 6 SCCA

ARTICLE-----by JON GRIFFIN

Despite over 400 million vehicles currently in use on American roads and annual vehicle sales consistently topping 10 million units in the U.S., it remains a fact that most retail automobile buyers have little idea of how to buy a new car without making potentially costly and aggravating mistakes.

"It's not the deal the customer gets, it's the deal they think they get" is a car business slogan which pretty well describes the occasional tendency of car salesmen and dealers to lead customers to believe they are in a position to receive more goods and services than the dealer intends to deliver. To minimize the risks in purchasing a new vehicle, it is vital for the customer to know exactly what he can and cannot expect from the dealer before he takes delivery of his new vehicle.

Auto dealers and their salesmen are, as a whole, hardworking people trying to make a buck in a very complex and competitive business. Car dealerships are a business, and like any other business, must make a profit to survive. The sales, service, and parts departments are all separate and distinct components of the modern car dealership, each is intended to show a profit. It is therefore, rare that a dealer will take a loss on a vehicle in order to sell it, which brings up the little understood yet extremely overused word, "cost." "BELOW COST!!!," "2% Over Cost!" "COST + \$100!" are typical phrases seen every Sunday while scanning auto dealer's ads in the classifieds. What is cost? To the salesman and the retail customer, it is the amount the dealer represents as the price he paid the manufacturer for a car. The average salesman in the showroom doesn't actually know what the car cost the dealer. Dealers generally will take the factory invoice price and add a "pack", supposedly to pay for "dealer prep" or "make-ready servicing", but it is actually used to offset overhead, such as salaries, commissions and utility costs, which can amount to thousands of dollars per month during cold northern winters.

The invoice figure is not the vehicle's true cost, though. A percentage of the invoice figure is paid back to the dealer by the manufacturer, to offset expenses and raise the dealer's profit margin. This "holdback" ranges typically from 1% to 2 1/2% of the invoice price, depending on the manufacturer involved and the model of car. Dealers also receive incentives to buy certain hard to sell models, especially large cars and trucks in today's market, allowances for selling fleet customers and rebates to help market leftover models at the change of the model year.

Dealers do not usually have the cash available to buy their inventory from the factory, so the dealer must borrow money at approximately the same interest rates other consumers incur in today's inflation-ridden money market. After overhead, interest, holdback and other variables are considered, it is likely that only the dealer himself and his treasurer will know if the account on a particular vehicle will finish in the red or black.

So, it remains up to the customer to determine his best deal. There are many factors to consider besides price, not all of which are readily apparent at the time of the sale. Before beginning to shop, it is important for the customer to do some basic thinking and research. What size car do you need? How many miles a year do you drive? How much payload (people and cargo) do you intend to carry? How much performance and fuel mileage do you want or need? Try to decide on the size and style of car you should consider. This will give you a good starting point. A test drive and advice from a competent salesman will also help, but do your homework before going to the showroom.

Once you have decided what models you are most interested in, find out what a reputable automotive publication has to say about the car. Slant your research toward your attitude on cars. If you feel the same about cars as you do about refrigerators and toasters, stay away from Car and Driver and other enthusiast magazines. The cars they rave about, you will surely find noisy, hard-riding, and temperamental to operate. Consumer Reports, on the other hand, is an excellent source of objective information of automobile pricing, quality, fuel mileage under various driving conditions, braking, handling, and the amount of usable space for passengers and cargo. Do not rely on the numerous guides on the market that claim to have the wholesale figures of new cars. They are rarely accurate and a manufacturer will raise their prices many times during a model year, rendering such publications obsolete.

Once at the showroom, remember that car salesmen are human beings. They all want to sell you a car, but if they like you, they will also want to help you make the right decisions. Do not go to a dealership where you would not buy a car. If you have heard nothing good about a particular model and wouldn't take one if they were free, don't waste a salesman's time talking about it, only to walk out. A salesman doesn't make any money or keep his job long by talking about cars without selling and delivering them. Only visit dealers you are serious about buying from.

Price is only one consideration about your purchase. The dealer's reputation, quality of his service work, and convenience to your home and work locations are other important factors. Do not buy a car 30 miles from your home or office because it is \$25 or \$50 less than the same car at your local dealer. You may spend the next four years regretting it. Service work, especially warranty work, should be done by your selling dealer, whenever possible. Most dealers will perform such work on cars from other dealers, but will usually give priority to their own customers, going as far as bending the factory's warranty rules regarding what the dealer charges the customer and what repairs are charged to the factory.

No dealer can please all his customers. If you talk to enough people, you will hear good and bad remarks about any dealer, whether he specializes in \$500 clunkers or \$75,000 Rolls-Royces. It is also true that a dissatisfied customer talks louder and longer than a satisfied one. A person who feels he's been cheated will tell everyone he can about his bad experience. When was the last time someone volunteered to tell you about the efficient tune-up and front end alignment his dealer did for him?

There are several ways to determine the quality of a dealer's service work in addition to word-of-mouth. Your local Better Business Bureau, district attorney, auto dealers' association and state attorney general's office can be excellent sources of information on the frequency of complaints against a particular dealer. While at a dealership, take the time to look around his shop. Modern electronic equipment, and a clean, well-lighted shop, are good signs. A busy shop is probably the best sign of all. If the shop is busy and the service department parking lot is crowded during slow periods (mid-summer and winter) and jammed during peak times (fall and spring), it is a sign that the dealer attracts a lot of repeat (read satisfied) customers.

Once you decide on specific dealerships to shop at, allow enough time to spend a sufficient period at each. Do not plan to shop more than six dealers, with three or four being the optimum number. In the showroom, after being greeted by a salesman, let him tell you about the car you're interested in, no matter how much you think you know already. You may buy a car every year, but the average salesman sells three or more vehicles a week, so he should know more about the car than you do.

Listen carefully to what the salesman says and don't be shy about asking questions, no matter how foolish you think they'll sound. If you make a query that your salesman can't answer, don't lose patience. Dealers have specification books which contain virtually all the information on each model they sell. If, however, the salesman won't take the time to find the answer to your questions, leave. He is more interested in a quick commission than in a satisfied customer.

Take a demonstration ride in a vehicle as similar as possible to the one you want to buy. Take a ride at each dealership you visit, even if it means two rides in nearly identical vehicles. A good salesman considers a demo ride a powerful sales tool and may judge a customer who refused a ride a "flake", who is just wasting time with no intention of buying.

After deciding on the particular car you want, it is time to settle on price. It is important at this point that you are interested in only one specific vehicle. The auto salesman is not a cashier. It is his job to sell you a car, not to fill your head with prices on six different cars. Try to get the car you want at a price or payment you can afford. Spending \$50 or \$100 more for the car you like the best will make writing the check or signing the installment contract easier and much more pleasant. If financing, compare interest rates between the dealer and a bank. A couple of percentage points can mean substantial savings over a three or four year term.

(This page is intended to be a guide to the car buying process. It is not intended to be a substitute for professional advice.)

You are looking for the best deal, not just the best price, right? That extra few bucks the salesman swears he has to have to make his boss take the deal may be the best money you'll ever spend. By not quibbling down to the last \$10, you should make your salesman an ally, rather than an adversary, by raising his opinion of you. If he has been at the dealership more than a few months, he should be on good terms with the service department and will prove an effective intermediary in any service problems you have. By making a friend out of your salesman, you can also be a little more confident that the car will be as perfect as possible at time of delivery. There are over 5,000 parts on a typical car, so in the two or three hours a mechanic will spend working on your car before delivery, he may well overlook a few details, such as the fit of a door or the proper adjustment of the front end alignment settings. If your salesman really likes you, he will take a genuine interest in your satisfaction and will probably check out your car more thoroughly than by driving it to the corner for cigarettes. If, however, you are just "that cheap jerk" to him, he may make delivery a game, by pointing out how nice the wheel covers look while standing between you and the four inch scratch the clean-up man put in your new front fender.

If your car is not ready by the time the salesman told you it would be when you signed the sales order, don't get mad. The salesman doesn't get paid on the deal until you take the car, so he wants you to have it as much or more than you do. It is likely delivery is being delayed because the car needs a front end alignment and the front end equipment is tied up rather than that the engine fell out or someone wrecked it. If the salesman is conscientious and thorough, he will check on the car as it progresses through mechanical preparation and clean-up and will be informed of any delays in time to prevent you from a wasted trip to the dealership.

Before taking delivery of the car, check for flaws in the paint, dents, scratches and mis-aligned hinges (doors, hood, and trunk). Take a test drive, even if you drove the car when you first bought it. Check for uneven idle, brake or front end pull, and jerky acceleration. If you notice something amiss, have the dealership correct the problem before delivery, if possible. If you are without a car at time of delivery it may not be practical for you to leave the car there. In such a case, get a list of all needed adjustments from the salesman, and have him or a manager sign it, especially if any paint work is needed. Do not, however, make a fuss about every little nick, unless you're buying a very expensive car. Parking lots, dirt, and stones will all conspire to make the perfect finish you wanted imperfect all too soon. Very noticeable scratches and dents should be fixed by the dealer to your satisfaction.

If the car is clean, gassed up, and mechanically satisfactory at delivery, and you are happy with it, give the salesman a few bucks out of your pocket or offer to take him out for a couple of beers. Tell him you appreciate his help and will recommend him to your friends and family. Take some of his cards to hand out. Smile and shake his hand. Tell him you've enjoyed doing business with him. You'll be glad you did if you ever need help in the service department. Or the next time you need a car.

The author is a journalism graduate of SUNY at Cortland, EMSC member, former Mo-Hud member and a 3 year veteran of the car business-truck sales-Albany Dodge.

(Any and all opposing viewpoints or comments will be welcomed)

Ed.

The Right Hand Seat

News Flash! EMSC's Dana Elizenbeck has moved his June 14th Rallye to July 13th to become the third event in the Town Crier-Becker Realty Rallye Series (TCBRRS).

Dana completes the field by filling the final vacancy among rallyemasters for the Series. For the faint of heart among you, Dana assures me that he too has learned from the "Green Field Glide" and this time around he'll not be quite so outrageous. (Whatever that means!)

On the subject of "Trapped Rallyes", (many of you know my feelings already) I've had several discussions on the subject over the past few months with knowledgeable and concerned members of the involved clubs. Said discussions have resulted in the official policy re: traps, to wit:

A) Any timing trap is legal and legitimate since these do not get one off-course, hopelessly lost, angry, etc.

B) Course following traps such as "goof-loops" are legal and legitimate since these result in one's taking pleasant off-course excursions and returning strays to their proper place on-course all the while without their realization of error. "Goof-loop" is an entirely appropriate term.

C) Course following traps with no provision for returning the "trappee" to an on-course position shall be considered legitimate only where "off-course markers are next-to-impossible to miss. These should be large enough and/or positioned so that even the most inattentive or myopic contestants will see them. Off-course markers the size of matchbook covers or placed twenty yards into the woods really are inappropriate.

I urge the rallymasters who may be considering trapped rallyes to observe these suggestions, and remind everyone that these are suggestions or guidelines and not rules.

You will see some challenging areas in this year's events, but what is competition without challenge?

A note on participation:

The efforts of everyone involved in the series will have been wasted if turnouts are as poor as last year's. I want to urge everyone to enter and support as many events as possible.

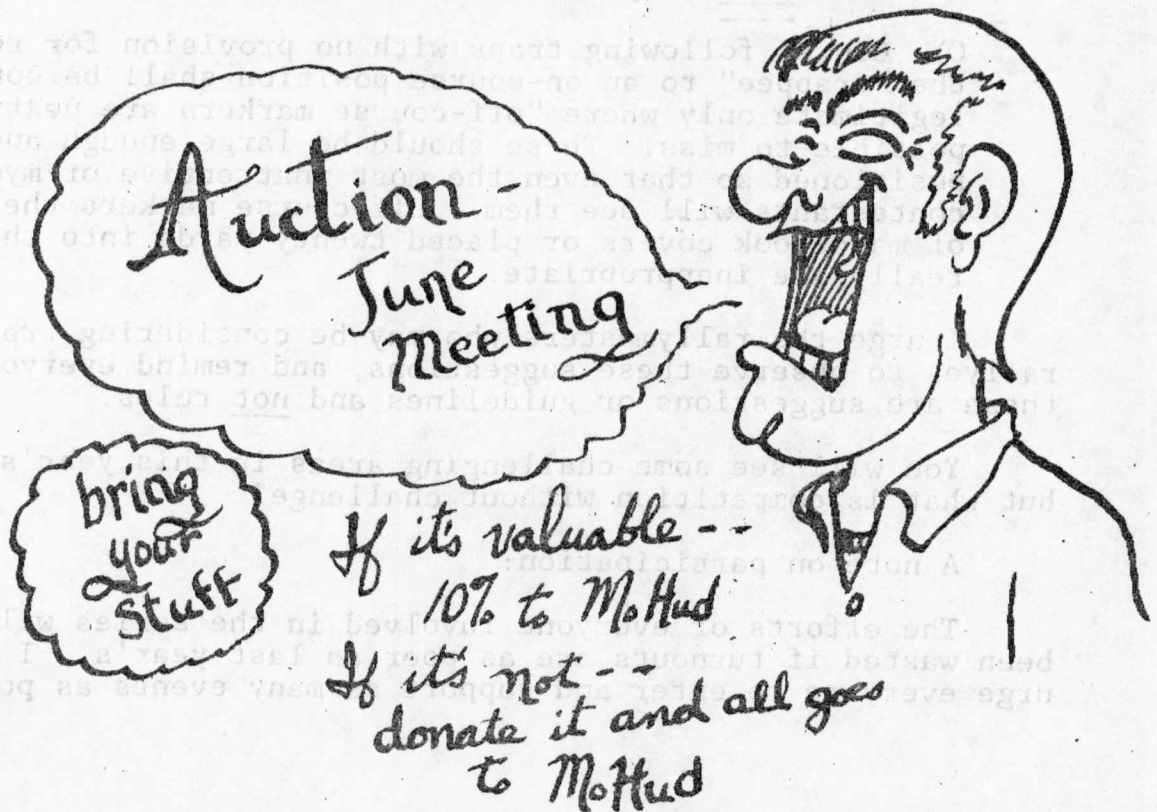
The more events you enter, the better the chance you'll win something, and the larger the field the better you'll look when you win it.

So get out and compete and urge your friends to do so as well. And let's see some of you rallyists from whom we haven't heard recently. Everyone needs a break from competition now and then but there's no reason to retire...

Support your Sport!!

Rik Schlierer

Never A Dull Moment



news about the Trans-Am

For Immediate Release

April 21,

CRC CHEMICALS TRANS-AM[®] SET FOR RIVERSIDE

ENGLEWOOD, Colo. -- The final race of the 1980 CRC Chemicals Trans-Am[®] Championship is set for October 25 at Riverside International Raceway. The last time the series ran at Riverside, George Follmer took his Bob Moore Mustang to victory in 1971.

"The new CRC Chemicals Trans-Am format should provide the same kind of close racing and field of top drivers we saw in 1971," said Riverside President Les Richter. "The CRC Trans-Am will really fill out an action-packed weekend."

After Saturday's CRC Trans-Am, the Citicorp Can-Am[®] and the Rabbit/Bilstein Cup will go on Sunday, October 26.

"We're pleased with Riverside's confidence in the revised, single-class CRC Trans-Am," said SCCA Director of Pro Racing George Couzens. "I'm sure we'll put on a super show for the series' return to Riverside."

Couzens said negotiations for the tenth race of the 1980 season are still in progress.

The CRC Chemicals Trans-Am will debut June 1 at Hallett Motor Racing Circuit outside Tulsa, Okla. Already top drivers like Carl Shafer, Tuck Thomas, Jerry Hansen, Greg Pickett, Andy Porterfield, Bob Overby and John Greenwood have said they will be running the series in everything from 1980 Corvettes to Monzas to 1980 Mustangs to Porsche 911SCs.

1980 CRC CHEMICALS TRANS-AM CHAMPIONSHIP SCHEDULE

June 1	Hallett Motor Racing Circuit	Hallett, Oklahoma
June 15	Portland International Raceway	Portland, Oregon
July 5	Watkins Glen Grand Prix Circuit	Watkins Glen, New York (six hour)
July 19	Road America	Elkhart Lake, Wisconsin
July 27	To Be Announced	
August 10	Brainerd International Raceway	Brainerd, Minnesota
August 23	Grand Prix Trois-Rivieres	Trois-Rivieres, Quebec
September 7	Westwood Motorsports Park	Coquitlam, British Columbia
October 19	Laguna Seca Raceway	Monterey, California
October 25	Riverside International Raceway	Riverside, California

SCCA Contact: Mac DeMere (303) 770-1044.



newspaper

FOR SALE FOR SALE FOR SALE FOR SALE FOR SALE FOR SALE FOR SALE FOR SALE FOR SALE FOR SALE

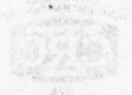
FORCED TO RELOCATE!!! EVERYTHING MUST GO!!!

Well, not really everything, but before the town declares my yard a National Security risk or whatever, some of the loose stuff really should go. Some odd new pieces such as an aluminum luggage rack for Mk. I to Mk. 3 Spitfire, or TR-4 front grille guard, and other little assorted pieces, plus lots of big and little pieces for TR-4, Spitfire and especially Herald. Let me know what you need; it's probably around somewhere. Parts trades might be considered, as there are some things I could use, particularly a later Herald frame with NO rust (such stuff as dreams are made of) or a 1969 Mk. 3 Spitfire tub with no structural rust (ditto on the dreams). Help a poor country boy get a TR-3 on the road this summer. Call or write:

Andrew Mace
Thais Road, RD#1
Averill Park, NY 12018
518-674-5035

Lost somewhere along with the January issue of the Knockoff was an announcement of a new feature we editors wanted to introduce, namely, a letters to the editor(s) page. We welcome your comments on virtually anything having to do with the Knockoff in general, specific articles, Regional goings on or what have you. If we get enough, we will print the most entertaining, otherwise we may have to print them all! We suggest only that they be (1) of reasonable length, unless you want to type them yourself, (2) legible, unless you want to type them yourself (3) not too libelous, unless you want to print them yourself. Within reason, whatever topic you would like to expound upon will be considered for publication; how good/bad the last issue was, what really happened to you or anyone else at the last race/Solo II/rallye, how America spell the words cheese and relief, etc. Letters written in languages other than American, King's or British car repair manual English cannot be accepted, nor will any suggestions of physical impossibilities involving this newspaper. We reserve the right to edit for length and naughty remarks. Send letters to:
Editor - The Knockoff
Box 111
New Baltimore, NY 12124

The decision of the judges is final; in the case of ties, earliest postmark wins. The mileage you get may vary from official results. Member FDIC and Equal Housing Lender. Please don't try this without proper training and supervision. Close cover before striking, and, of course, Jerry Mathers as the Beaver.

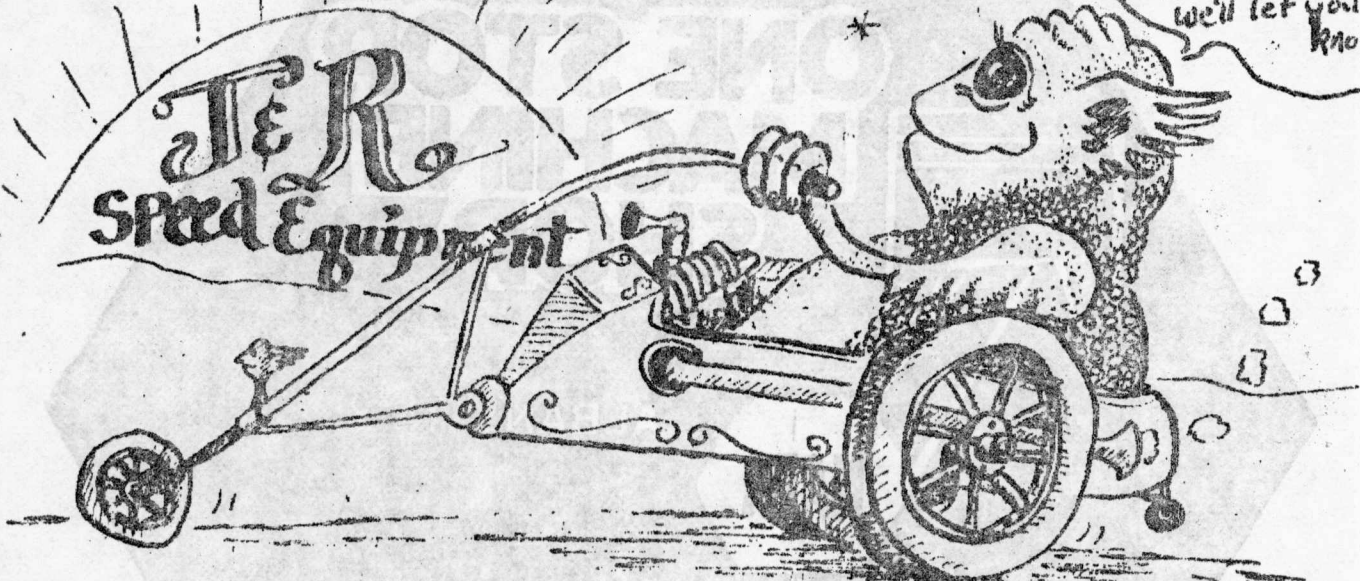


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FOR SALE-----

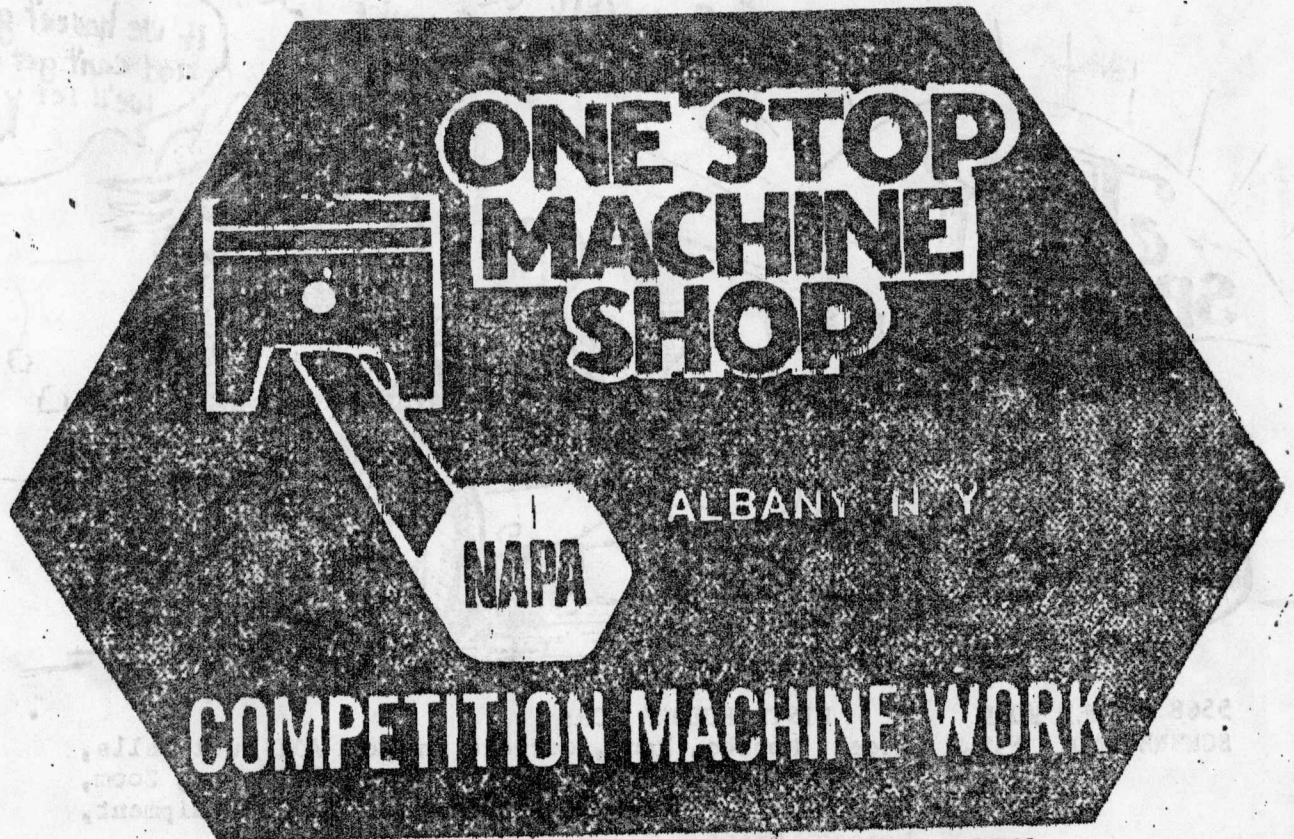
JENSEN-HEALY, 1974 1/2 , 5 speed Gehtrag gearbox, Lotus 2 liter DOHC engine (143 hp), new Monza freeflow exhaust (3 yr. warranty), new michelin (ZX) 185/70 X 13 radials, new brake pads, shoes, almost new rotors, rebuilt alternator (new diodes, resucator), 8 track AM-FM Stereo, Hardtop/Softtop.

needs--Koni shocks--will sell & install at cost
minor cosmetics.

Price--\$5500 if by the end of June.

Clark W. Nicholls
(413) 442-9710 home
494-4358 work

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469 Delaware Ave., Albany, N
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 Main St., Greenville, N
 East Main St., Cobleskill, N

SHOP OPEN 7 a.m. to 12 p.m. • STORES OPEN 7 DAYS