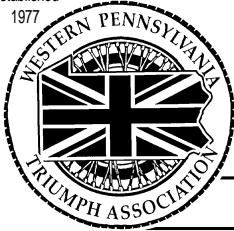


Established
1977



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Volume 23 Number 4

Zōos Nūz

January, 2000

President

Mark Phillips 412-561-5972

Vice President

Dave Jerman 724-349-6639

Treasurer

Bruce Stutzman 412-831-8884

Recording Secretary

Gary Fredo 412-825-3893

Membership Chairperson

Ed Woods 412-486-4294

Newsletter Editor

Bill Kern 412-793-0411

Business and/or social meetings are held monthly close to the middle of the month. Please refer to newsletter for the time and location.

On The Mark

Hope that everyone has had a great Christmas. Sherry and I would like to wish everyone a happy, healthy and trouble free New Year. I don't know about you but I think this Y2K chaos talk is nothing but talk. Let me go out on a limb here and predict that the sun will come up January 1, 2000. If I'm wrong, see you in the cave but I'm looking forward to great year.

Last month we had our holiday informal meeting at the Quaker Steak and Lube. We had a smaller group this year but it was nice because we all sat around two tables. Several of the women folk took to the mall battlefield while the men stayed behind protecting the beer and chicken wing supplies. Bill Emery stopped out with several pictures and racing stories. Bill is the only person I know who has broken more Triumph parts than Ed Major. Also, Bernie Clark brought pictures of his almost complete TR4. Congratulation Bernie! He promised it would be out this year. However, Bernie appears to be having carburetor problems that he can't figure out. Bruce and Ed quickly agreed to a garage tour to help Bernie work things through. I'll get a date and let everyone know the date and place, but plan for a garage tour the first week of February. We also met a new member, Ken Nelson. Ken recently purchased one of Jim Shaw's surplus vehicles and plans a total frame off. Ken; keep us informed of your progress.

Hope everyone has sent their response to the Jerman's for the WPTA Holiday Party. Dave and Kit have spent many hours planning this event. Everyone who attended last year's knows what a great job Dave and Kit did and I'm sure this year's will be one to remember. The Party is at Peters Place Restaurant January 22nd don't procrastinate any longer send those reservations to Dave and Kit. See last month's newsletter for the reservation form.

Well on to club business. I'm calling for a Steering Committee Meeting for January 31st, 2000 at Typecraft in the South Side. We will have the meeting following our newsletter meeting, which should be done by 6:30pm. If you are a current officer, past President, Charter member, or planning to host an event this year you are welcome to attend. If you do not fit into that group but wish to attend and address the committee or need directions please contact me. We will be discussing events for the coming year.

Our first General Business Meeting of the year is scheduled for Friday February 11th, 2000 8:00pm at the Crow's Nest. Please plan to attend. We will be setting this year's calendar of driving events. Also, there are several matters I want to bring up to the club for consideration. Most importantly, I have scheduled a special election. I approached Gary Fredo last month to be acting Recording Secretary, the office I vacated to be president, until this first meeting. We will be taking nominations for the Recording Secretary's position and voting that night.

Lastly, while at the Quaker Steak and Lube event there was a discussion about Antique, and Classic vehicle registration. Not knowing the law for sure I decided to do

some research and pass along what I found out. Most of this information is from the Department of Transportation web page. Firstly, in the State of Pennsylvania there are three classifications for vehicles that would interest our group Antique, Classic, and Collectible. First the definitions.

Antique Motor Vehicle is a motor vehicle, but not a reproduction and was manufactured more than 25 years prior to the current year. The vehicle must be maintained in or restored to a condition, which meets the manufacturer's specifications.

Classic Motor Vehicle is a motor vehicle manufactured at least 15 years prior to the current year. The vehicle must be maintained or restore to a condition which meets the manufacturer's specifications.

Collectible Motor Vehicle is a motor vehicle substantially modified from the manufacturer's original specification and appearance and maintained in a collectible condition as determined by the Department of Transportation. Substantial changes are listed as changes to the engine and exhaust systems. If changes are other than that a very detail description must be given on the form and the vehicle must be used primarily for show and must appear in show condition in the photographs submitted with the application.

The use of antique, classic and collectible plates is governed by Section 1340 of the Pennsylvania Vehicle Code and states: "It is unlawful for any person to operate a motorcycle or vehicle with antique, classic or collectible registration plates for general daily transportation. Permitted use shall be limited to participation in club activities, exhibits, tours, parades, occasional transportation and similar uses." The state defines occasional transportation and similar uses as use of vehicle one day a week.

Hope this helps some. If you want the long description instead of my interpretation, or want to download the required forms for registration of a vehicle, go to their web site at www.dmv.state.pa.us/home/index1.asp, it was interesting.

Well that's it for this month. Hope to see you soon.

WPTA Holiday Party Time!

by David and Kit Jerman

The annual Holiday Party is fast approaching - Saturday, January 22nd will be here before you know it!! If you are planning on attending, please send us your:

*Reservation Form with dinner choice

*Check (\$25 per person to "WPTA")

Mail to: David Jerman, 35 Kimmel Road, Home, PA 15747

Cash bar will be open at 6:30 PM and dinner will begin at 7:30 PM. Reservation deadline is Wednesday, January 5th. Please, no phone reservations or late refunds. Questions? call David or Kit at 724-349-6639.

Underworked. Overpaid. Oversexed.

By John Macartney

Ed Note: John Macartney worked at Triumph for 51 years until 1972, WPTA has received his permission to reprint the stories which he calls "Life at Triumph". Enjoy!

Those three words, uttered by the London Regional Sales Manager in 1966, were his summary of the six salesmen employed at the company's main London showroom. I entered within these unique portals in the autumn of 1967, having spent almost a year on the American desk in the Personal Export Sales Department in Coventry. Even though my own arrival was a year later, I doubt that the workload, remuneration or libido of any of my colleagues had changed all that much.

Standard Triumph, together with many European vehicle manufacturers, took full advantage of a loophole in the import tariff laws of many foreign countries. Simply, if a new vehicle was imported within those boundaries bearing a registration plate of another country, it was deemed as 'used' and consequently attracted either a greatly reduced level of import duty, or no duty at all.

The United States was one such market, although it was by no means the only one. There were two ways to approach the matter on tax-free sales. A U.S. customer could come to Europe on holiday and collect a car which had been ordered and paid for in the States. They could then use the car for the duration of their stay or up to one year, and prior to their return, hand it back to the company for follow-on shipment. If they did not want to drive it in Europe, their mere presence in England (or the supplying market) was sufficient to just 'sign' a vehicle shipping form. This obviously had to be done in both cases, but in the latter instance, it meant a brand new totally unused car, bearing British export number plates arrived in the States, as a secondhand car for taxation purposes.

The six young men who manned the showroom in Berkeley Square, found themselves in a rather unique trading situation. Indeed, it was a situation for some envy among our contemporaries. As far as the Home Market was concerned, first and foremost, Berkeley Square was Standard Triumph's permanent shop window for the British market. While we could not sell cars to UK residents, we always kept one of each model on permanent display, so anyone who lived in the London area, but could not find a car to examine at a local dealer, would probably find one 'in the Square.'

The then UK Sales Director, Lyndon Mills, was adamant that we should always have one car in each colour of the total available range. The company did not offer metallic or pearlescent colours at that time, although the Service Department at Western Avenue (Park Royal) was always willing and able to do 'specials' of that sort. Western Avenue was something of a law unto itself in that regard - to be mentioned later - and at some length. Thus, anyone entering the showroom, could with reasonable certainty, examine any car in the range in any colour. The showroom stock would therefore comprise:

Herald 1200 Saloon
Herald 13/60 Saloon or Convertible
Herald 13/60 Estate
Vitesse Saloon or Convertible
1300 or 1300 TC

Spitfire
GT6

TR4A then TR 5 and later a TR6
(TR250 and US Spec TR6 were kept elsewhere)

2000 Saloon or Estate
2.5PI Saloon or Estate
Stag

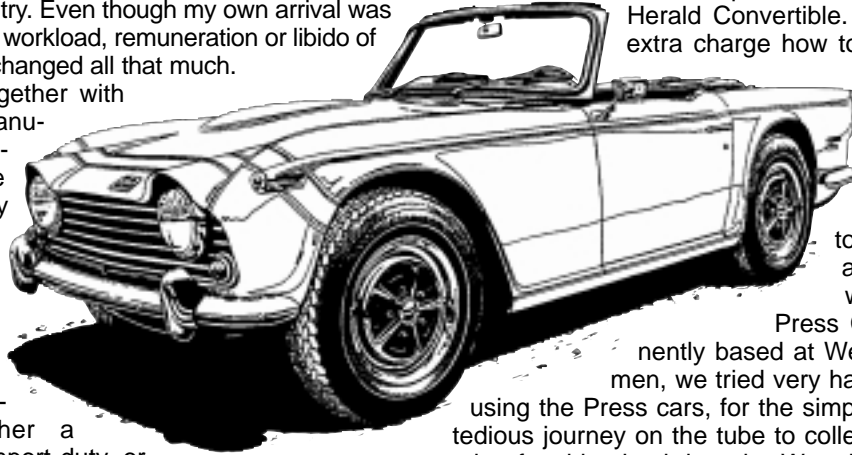
With this vehicle spread, it was usually possible to show the customer the car they wanted to see, or at worst, get them close to it. If for example, they wanted a Vitesse Convertible and we only had a Saloon, they could check out the technical or interior spec of the saloon and then assess the delights in other respects of lowering the top of the Herald Convertible. We showed them at no extra charge how to trap their fingers in the roof mechanism!

For Export sales purposes, we used these cars as static demonstrators - and if anyone actually wanted to drive one before making a final buying decision, we would use one of the UK

Press Cars which were permanently based at Western Avenue. As salesmen, we tried very hard to avoid giving demos using the Press cars, for the simple reason that it meant a tedious journey on the tube to collect it. There was then the pain of a drive back into the West End, parking meter problems while the order was being taken, with the final hassle of taking the car back to Western Avenue when it was all over - and another journey on the Underground.

In reality, there was nothing to stop any UK dealer selling a car on Personal Export and the factory fully encouraged them to do this. That said, the mere mention of the word 'export' to the average UK dealer salesman caused his heart to flutter and a response to the customer of the complexity of forms etc. A good many killed a sale with this attitude. In all truth, selling a car on Personal Export was an absolute doddle - and we took full advantage of UK dealer ignorance/reluctance. The customer did not have quite the same level of facilities in buying direct from the manufacturer, because we did no part-exchanges and there was no haggling on price. The owner paid full list price or nothing - and there were no sweeteners like a free radio or floor mats thrown in as a goodwill gesture. Everything was chargeable and if you piled up the accessories on a base Herald, so that it looked a bit like a Christmas tree, the commission on the add-ons was almost equal to that on the car itself. It was lovely business.

Apart from the Western Avenue demonstrators and to underpin our credibility as an Export Showroom, 1968 saw the first tangible effects of American de-toxing of engines. For the first time, this meant that Spitfire, GT6 and TR250 were unique breeds - the right hand drive UK



A Reminder from the Membership Chair

WPTA dues are due! If the address label on this issue of Dzus Dnuz has a *99* in the upper right hand corner, I've not yet received your \$15 check for the year 2000. Please make it payable to *WPTA* and mail it to Ed Woods, 105 Hawk Drive, Glenshaw, PA 15116. If there are any changes to your membership information, please enclose the form sent to you in the November issue; and don't forget to add you're email address if you have one and wish to be on the WPTA email list. A new membership book will be mailed to each year 2000 member sometime in the next 6 months so all info needs to be current. If you wish to send in some multiple of \$15, I'll be happy to change that number on your mailing label accordingly. Think how well you'll sleep knowing that your dues are paid well into the next millennium and that you'll not be pestered with notices like this for a number of years! Do yourself and your British car a favor; mail your check today!

WPTA Calendar of Events

Date Change-Date Change-Date Change-Date Change
Regular Nov. Meeting moved to Nov 6, 1999

- Dec 4** **Hang-out/shop at the Steak 'n Lube/ Robinson Town Center, 1:30 pm**
- Jan 22, 2000** **Holiday Party at Peter's Place**
in Bridgeville/Heidleburg area
Dave & Kit Jerman 1-724-349-6639
- Jan 31** **Steering Committee Meeting**
at Typecraft Press in the South Side
Mark Phillips 412-561-5972
- Feb 11** **General Bussiness Meeting**
Crows Nest 8pm

HOLIDAY PARTY AT PETER'S PLACE

The WPTA Holiday Dinner Party will be held on Saturday, January 22nd, at Peters Place Restaurant, located just off of I-79 on Route 50. Our dining room will have a Cash Bar, plenty of hors d'oeuvres, and will be ready to party at 6:30 PM. We will be seated for dinner at about 7:30.

Dinner will include:

- Tossed Salad*
- Your Choice of Entree*
- Heavenly Potatoes (house specialty)*
- Green Beans Almondine*
- Rolls and Butter*
- Ice Cream and Cake*
- Coffee, Tea, Soft Drinks*

Your Choices of Entree:

- Broiled Boston Scrod*
- Chicken Cordon Blue*
- Filet Mignon*

To make reservations, please send the form below and your check for \$25 per person, made out to "WPTA" and send to David Jerman, 35 Kimmel Road, Home, PA 15747. Questions??? Call David or Kit at 724-349-6639.

The reservation deadline is Wednesday, January 5th. Please, NO phone reservations.

Directions

From the North: I-79 South to Exit 12 (Kirwan Heights/Heidleberg). At the stop light bear to the right and follow approx. 150 yards.

From the South: Follow Route 19 to the Galleria Mall. Turn onto Gilkeson Road and follow until it ends at Bower Hill Road. Turn right to the second stop light, and turn left on Vanadium Road. Follow Vanadium Road until it ends, and restaurant is across the street. (well almost, you'll have to jog right, then left to get to the parking lot)

From the East: Follow I-376 West to Pittsburgh where it turns into I-279 South. Follow I-279 South/Airport signs through the for Bridge Tunnel until you reach I-79 South to Exit 12 (Kirwan Heights/Heidleberg). At the stop light bear to the right and follow approx 150 yards.

Hotel: Comfort Inn, 3053 Washington Pike, Bridgeville - 412-914-2000
Located approximately 2 miles from Peter's Place

RESERVATION FORM

RETURN FORM TO: David Jerman, 35 Kimmel Road, Home, PA 15747

DEADLINE: January 5th

NAME _____ PHONE _____

PLEASE INITIAL ENTREE CHOICE

_____ Boston Scrod _____ Chicken Cordon Blue _____ Filet Mignon
(cooked "Medium" unless
otherwise specified)

Attending _____ X \$25 = _____ Total Enclosed

Established
1977



WESTERN PENNSYLVANIA TRIUMPH ASSOCIATION

150 Holiday Park Drive, Plum Boro, PA 15239

A CHAPTER OF THE VINTAGE TRIUMPH REGISTER
A CENTER OF THE TRIUMPH REGISTER OF AMERICA

**January
Issue of the
Dzus Dnuz**

Hurry and get your last minute RSVP's in for the Holiday Party!

WPTA Gala Holiday Party

**Saturday January 22, 2000
At Peter's Place
In Bridgeville, PA**

located just off of I-79 on Route 50.
Our dining room will have a Cash
Bar, plenty of hors d'oeuvres, and
will be ready to party at 6:30 PM.
We will be seated for dinner at
about 7:30.

**RSVP Deadline: January 5th
see inside for details**

