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## Our featured Guest Writers

*Aren't we lucky to have them!*

### Sandy Kane

Year after year for about a decade now, Sandy has given much of his time, effort, and resources to a great car show that has had a profound effect on many lives! Read about it here - and if you haven't been to it yet - go!

### Alan Blay

Besides being an "Automologist" who knows a great deal about performance cars and their history - Alan also is an owner of them and particularly well-versed in the special history of Corvettes!

### My Car Story

Today's cars are usually monotone and bland, but not back in the 1950's! Bob Lewis shows and tell us about his gorgeous and beautifully done 1955 Dodge Custom Royal. Lots of color and chrome!

## "Selling a classic car. Pt 1"

*(Your feedback and comments are welcomed!)*

What's the deal with tire-kickers and bull-sh#\*rs?

Why are so many guys quick to talk about a car for sale with its owner, act like they are the big man with money to spare, say that they've been looking, talk the talk - and then do nothing?

You know what I mean.

The guys who comes up and says, "Wow, nice ride! I had one just like it back when I was...." Then proceeds to tell you all about it and how he's wanted another one ever since he was ..... Asks you a million questions about your car - you give all the right answers. And then he says "Have a nice day" or "See ya around."

What kinda crap is that!?

All you guys out there like that, - stop! Stop being a time wasting bull sh\*#\*r!!

If you simply want to talk about the car with an owner, have a question and have no actual interest in buying it, that's fine! Then just talk about the car! Don't start with the "How much do you want for it?" BS. Or "Will you take....." and offer some ridiculously low number because you know the owner will say "no" and since you have no intention of buying it you will be off the hook for anything further!

We all like to talk about cars. Even guys who don't have cool cars like to talk about cars! We welcome that. So BS-ers out there, just enjoy the day, chat, look, whatever, but keep the bull to a minimum please.

*continued on page 2*

If I am selling my car and you want to talk to me about how nice it is, or just strike up a conversation - I welcome it! Come on over. But don't give me any BS and start wasting my time about price and millions of questions if you are not a serious buyer.

If you've ever had a car for sale, you can certainly identify with this scenario!

Or how about this one - this is the biggest BS-er of all. The guy who takes up your time, bends your ear, and tells you stories, all while feigning interest in the car, may even ask to "test drive" it. Works numbers, goes on and on.... and then says... ready for it... *"I have to check with my wife."*

**BULL-----SHIT!!**

That is the ultimate "Get out of Jail Free" card used by BS-ing guys for all time!

I'll tell you readers something.... I have bought and owned dozens of cars in my life - and never once - NOT ONCE - did I ever have to check with my wife if it was OK to buy it! That is the lamest, most pussy excuse of all time!

So all you BS-ing guys out there who use that - stop saying it! Don't be a putz! Talk if you want to talk, but don't waste people's time with too many questions or false interest when you have no intention of doing anything.

And if you did have intention to do something, and found out while looking at the car you didn't like something about it, or whatever it may be... have the common decency and a set of balls to tell the truth!

Simply say "It's not for me man." or "Hey, best of luck selling it, but I don't feel like doing a restoration right now."

Then I'll respect you.

It happened to me again this past weekend at the Ridge FD show. Some guy overhears me talking to the owner a beautiful '69 Hurst Olds about the car, feels compelled to put his two cents in about what he has owned in the past, and how he'd love to have another classic again and is ready to do it. I tell him about my '71 Super Bee for sale, he goes on and on about his past Mopars, asks me about my car - I give him all the info and he says "I'd love to buy it but that's a 100,000 car, my budget is not that." Here we go.

I tell him "Well it's your lucky day, I'm only asking 43K! And I'm negotiable!" He's all excited. Says it sounds fantastic, asks me where I live and for my number - I say "You can have it this weekend!" [ See if the guy's for real. ]

His response ---

*"I have to check with my wife."*

This time I didn't let it slide.

I said quickly and loudly " Don't give me that 'I gotta check with my wife' crap!" "Either you're serious or you're not." He responds "Obviously you've never been married!" (*thinking I was single*) I tell him right to his face, "I'm married almost twenty years, I've owned many cars and never once had to ask my wife if I could buy one."

He walked away silently.

BS-ing putz.



## Long Island Classic Cars'

# AUTOMOTIVE PICTURE CAPTION CONTEST

This contest is open to everyone!

(LI Classic Cars.com paid personnel, regular column writers, and business advertisers are not eligible.)

Winners will be notified by e-mail and/or phone.

Please submit all entries by the 1st of the next month. (Ex: for July's contest the entries are due by Aug 1st)

No substitutions of prizes will be allowed.

In the event of prize choices, winner will be given the opportunity to select the one they want.

All decisions are final and are made by the paid personnel of Long Island Classic Cars.com

Winners must claim their prizes within 30 days of contest end or forfeit the prize to the runner up.

If there are multiple correct entries on puzzle, matching, fill-in, or Q&A contests - winner will be randomly selected from all correct entries.

### **A few simple rules:**

- 1) Be funny and creative!**
- 2) Keep it somewhat clean!**

**We did not get an entry for last month's contest despite supplying you with a great picture that is just screaming "Caption me!!!"**

**So here is another chance for you to have a go at it!**

The winner will receive an ABSORBER car dryer which is the best product and method yet created for getting water off that beautiful yet delicate finish on your car! I use it and it is nothing less than fantastic! We have awarded these before and people love them.

**Here is this month's Picture Caption Contest image....**



**Send in your caption by 9/10/16 and be in the running to win the prize!**

# Cruise Night Information!



**“EXTRA EXTRA! READ ALL ABOUT IT!!”**

**Here are locations from 2014. They sometimes change. Let us know if you have info on any of them.**

**Updates will be posted in the next Newsletter**

- MONDAYS: Main St. East Rockaway, NY (*June-August*)  
\$3 Admission. Various Charity Fundraisers.
- TUESDAYS: Dogwood Avenue. Franklin Square, NY  
Public Gathering. FREE
- TUESDAYS: Yaphank FD. Yaphank, NY.  
Sponsored by Yaphank Fire Department - FREE
- TUESDAYS: Tri-County Flea Market. Hempstead Turnpike, Levittown, NY  
Public Gathering. FREE
- WEDNESDAYS: Nathan's. Long Beach Rd, Oceanside, NY  
Public Gathering. FREE
- WEDNESDAYS: BLD's Restaurant. Hawkins Ave. Ronkonkoma, NY  
Public Gathering. FREE
- WEDNESDAYS: Townhouse Diner. Rt 25a, Rocky Point, NY  
Public Gathering. FREE (New venue - 2016)
- WEDNESDAYS: Parking Lot #4. Madison St (off Post), Westbury, NY  
Public Gathering. FREE (New venue - 2016)
- WEDNESDAYS: King Kullen Center. Jericho Tpk. Garden City Park, NY  
Public Gathering. FREE (New venue - 2016)
- THURSDAYS: Wendy's Shopping Center. Montauk Hwy and Locust Ave, Oakdale, NY  
Sponsored by Still Cruisin' Car Club. FREE
- THURSDAYS: Kings Park Plaza-Located on Indian Head Rd & Meadow Rd. Kings Park, NY  
Sponsored by Kings Park Chamber of Commerce and Professor's Diner. FREE
- THURSDAYS: Atlantic Avenue between Merrick Rd and Sunrise Hwy. Lynbrook, NY (*June-August*)  
Sponsored by the Chamber of Commerce for "Community Chest" soup kitchen. \$3 to charity.
- THURSDAYS: Main St. Peconic River Front, Riverhead, NY  
Sponsored by The Chamber of Commerce. FREE (*June-August*)
- THURSDAYS: Sea Cliff FD, Sea Cliff Ave., Sea Cliff, NY  
\$5 Admission. Sponsored by The Sea Cliff Fire Dept..
- FRIDAYS: Bellmore Train Station. Sunrise Highway. Bellmore, NY  
Now run by...?.. some local group now charging \$5 - expensive - any info about this ??
- FRIDAYS: Massapequa Train Station. Sunrise Highway. Massapequa, NY  
Sponsored by Massapequa Chamber of Commerce. Two cans or more of food – to charity. (*July - August*)
- FRIDAYS: Meschutt Beach @ The Beach Hut. Canal Rd. Hampton Bays, NY.  
Public Gathering. FREE after 5PM
- SATURDAYS: Cedar Beach @ The Beach Hut. Ocean Parkway, Cedar Beach, NY  
Public Gathering. FREE
- SATURDAYS: Super Stop & Shop. Rt 25 (1/4 mile east of the Bull), Smithtown, NY  
Permission from Stop & Shop. FREE
- SUNDAYS: \*AM Cruise\* Ocean Pkwy, Captree Beach thru May, then at OBI. Babylon, NY  
Public Gathering. FREE

**What about Brooklyn & Queens? They are part of LI too!  
Anyone have info about Cruise Nights being held there?**

**Let us know about Cruise Nights being held in the Bronx, we'll list those as well  
since for some Long Islanders, it is just a quick hop over a bridge to get there!**



# Anatomy Of A Car Show - Long Island Cruizin' For A Cure

**By Sandy Kane**  
Guest Writer

## HISTORY

LICFAC was started in January 2006 by Sandy Kane after watching a program on the old SPEED channel about the original Cruizin For A Cure show held in September (national Prostate Cancer awareness month) in Irvine California.

Our first year we were invited to the Presidents Council meeting, where a number of car club members stood up to help set us on the right path. Our first show was held at Fireman's Field in Merrick. We had 125 cars and 200 paid visitors and provided free PSA testing working with South Nassau Communities Hospital.

Until we incorporated all money raised was directed to South Nassau, who paid the bills and kept the balance to cover PSA testing and research. In November of 2009 we incorporated as a 501(c)3 New York State Not For Profit and have run as such ever since.

## STAFFING

**WE ARE ALL VOUNTEER – THERE IS NO PAYROLL AND NO ONE IS COMPENSATED.** Many of our volunteers are themselves Prostate Cancer survivors and everyone associated with the charity gives of their time because they believe in and appreciate what we do for the male community on Long Island.

This is a labor of love.



## GOODS AND SERVICES

Many of the things you see (and those in the background that you do not see ) at the event are donated by the Long Island business community because they also believe in what we do. The event tee shirts, our artists who create all of the graphics for the event, the generators that power the hospital tent and the PSA testing itself, our DJ - Fonzie, and all his work, the dumpster, our legal and our accounting services, and most important, the property itself, are all donated. Of the services we do pay for, many are discounted by the respective vendor and done at cost. We also have a network of "friends" we can call on when we need a quick favor and/or some advice.

## OUR STRUCTURE

Our corporate structure includes a board of directors, an advisory board of directors, our event area team leaders and our volunteers. The board and advisory board are in contact year round – this show is a twelve month undertaking to produce – and our team leaders interface as needed all year long.

## SUPPORT SERVICES

Our support services include our public relations firm, our marketing, advertising, web hosting and web development firm.

## FUNDING

Our funding comes from you, the car community on Long Island when you register a show car or bring your family and pay an admission fee, from our sponsors and vendors (so please support them), and from donations, and yes we would like to see more donations coming from you, the car community on Long Island.

## WHERE THE MONEY GOES

Most of what we raise goes to pay for the event itself. Insurance, advertising, printing and infrastructure at the event. The major single expenditure is the money we donate to Winthrop University Hospital and (in the past) Cold Spring Harbor Labs for Prostate Cancer research. Since 2012 we have written checks totaling more than \$100,000 to these two organizations for research.

In 2015 we implemented a corporate Lunch & Learn education program where we provide a one hour power point presentation (by a Winthrop Hospital surgeon and a Prostate Cancer survivor) on everything you need to know about Prostate Cancer. This presentation is given on site at various Long Island corporations, includes lunch for the attendees, and is free to the corporation. This program is starting to have a major impact. If you would like more information on this program or anything else - please contact us – [info@licruizinforacrue.com](mailto:info@licruizinforacrue.com).

## PSA TESTING

This is the focal point of our show and it's most important component. In partnership with Winthrop University Hospital we provide free on site testing – just the blood draw – to any man over age 40 in attendance. Since 2006 we have provided more than 3000 free PSA tests, returning 126 elevated level test results – the first indication of the possibility of Prostate Cancer. Through our presence on Long Island we have also educated thousand more men to get tested on their own. **THIS IS WHAT WE ARE ABOUT!**

## ATTENDANCE

Our exhibitor show car attendance is fluctuating between 650 and 750 vehicles (documented by signed vehicle registration forms) over the past three years and many of our show car exhibitors have been with us since our first event in 2006. Paid adult attendance (kids under 12 come in free) is running about 2500 (once again documented) since 2013.

## TO JUDGE OR NOT TO JUDGE

In the first years we provided show car judging, but soon realized that we could not provide the quality level of judging we wanted with the number of show cars. **MORE IMPORTANT, THE REASON FOR OUR EVENT IS NOT JUDGING BUT TO SAVE MENS LIVES,** and that is where we chose to put our effort. Because we do not judge, you do not have to spend hours/days detailing your vehicle prior to the event, but instead can attend and have an enjoyable day.



# Motion Sickness

By Alan Blay

Guest Writer

While going through some of my old magazines, I came across Martyn L Schorr's publication of Super Stock Magazine, the June 1968 issue. Lots of great articles, and one in particular about a dealer of performance Chevrolets.

*Now to the meat of this article:*

A total of 1,311 L88 engines were assembled by Chevrolet in 1968 and 1969. However, only 196 were installed in production Corvettes, the rest were sold or given to the aftermarket industry.

The article by John Mahler of Motion Performance, in 1968, explained everything that has later been discovered by Vette collectors. Baldwin Chevrolet, about 6 miles from my house on LI, probably sold at least 150 of them to Motion Performance, a half mile up the road, for transplant into various Chevs.

They sold over the counter L71, L88 and L89 engines, and stuffed them into five Chevrolet models, the Impala, Camaro, Corvette, Chevelle, and Nova. Today's collectors of performance Chevrolets have to be very careful when paying big money for a car that the seller states has a rare engine option when sold new.

Solid documentation is crucial as the high-performance engines were available everywhere as an over the counter retrofit from your local Chevrolet dealer's parts department.



Motion Performance was *the* speed shop in the late '60s. But, we had others in Nassau County, such as S & K and Square Speed, to name two big ones. The important thing to remember is these Motion upgrades were \$3,000 to \$4,000 on top of the cost of the car. That was a lot of money back then. A lot of money that most people did not have to spend. Hence the rarity of real ones today.

Located on NY Rt. 27 Sunrise Highway, a six lane super boulevard, their location was perfect for testing every Motion modified Chevrolet. Sunrise Highway was one of the preeminent straight line illegal street racing drag strips. Motion Performance on Sunrise Highway was like the Stock Exchange on Wall Street—you could not pick a better demographic.

In June 1968, I went to Motion looking for an old Corvette, but the Sting Rays were expensive, a 1964 was over \$2000. I finally landed a very clean '62 about a year later for \$1500 from an antique car collector named Arthur Jacobs.

(Art was a nice guy who mentored me on the basics of car collecting. Back then nobody cared about correct VINs, as long as the car had a legal one! )

On May 28, 1969 I took delivery of my 1962 Corvette with 71,540 original miles. It was a 250 horsepower, 3 speed, one-top with original paint. My bank book balance had dropped from \$2,200 to \$700. Ouch!

It was a better investment than the 1969 Toyota Corolla my parents wanted me to buy, because that Corvette opened my world. It gave me credibility to hang out at the "Burger King" even though I had NOT just spent three grand on a big block installation at Motion. I didn't have to go into debt to purchase a 1969 Chevelle L78 from Baldwin Chevrolet and then have Motion Performance stuff a 427 in it. I had a Corvette, and that was a good enough qualifier. Even though a few of the guys at the "King" laughed at my 3-speed with 70,000 plus miles saying the car was tired and needed an update.



In the years following 1969, most Solid Axle Corvettes I found had owners who highly modified their cars. I rarely found any 1960 and older Corvettes being used as everyday transportation. These older Corvettes were really heavily abused compared to the Stingrays, which were in beautiful condition, and cost a lot more money.

Then you had 1968 and 1969, which were new cars and everyone drove them for general transportation, even the L71. It was amazing the difference over eight model years. My 1962 was regarded by all the neighbors, and my family, as an outdated car with no air conditioning, and overpriced as it was selling for so much money!

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Killer Street Vegas!**

Simply stated, Motor V-8 V-8 V-8 are the quickest, best and most desired street machines ever built. We've got it all—complete Camo, 360-horsepower V-8 suspension kit, rackless to convert your car. Order now being taken for 1974 (500-411-404) Camaro, Vega, Corvair. Prices start at \$2,995. Turbo-theroad street models available.

**MOTION** Dept. 02  
300 Seward Highway, Astoria, OR  
11 New York 11111 212 268-1107



( Wish it only cost that today Alan!) Pete





# My Car Story



By Bob Lewis

It's August 6<sup>th</sup>, 2015 and I'm on vacation in Delaware with my wife and two other couples. We rented a house in Fenwick Island for a week and one day we decided to go to the Dogfish Head Brewery for a tour and some samples.



As I was driving us all in our 2012 Chrysler Town & Country from Fenwick Island to Milton, DE, we drove past a funeral home, and parked in the driveway was a 1955 Dodge Custom Royal 4 door sedan with a for sale sign on it and the chrome on the front bumper was glistening in the sun. One of my buddies in the car implored me to pull over and take a look at it. He's a car guy that's always had collectable cars and he knew that I wanted one someday, but I had wanted to wait until I retired before buying a car and I was already falling in love with this car.



I told them that it's best if we just keep heading to the brewery for our tour, which we did. After the tour and some lunch we headed back to our rental house, which meant passing by the funeral home again. As we approached I could see the car still parked there. This time I couldn't resist so I pulled into the parking lot of the funeral home and started to look the car over. We were soon joined by Bob, the owner of the car and the funeral home. He was a truly nice guy. He explained that he had a few collectable cars and was selling some of them to raise cash for improvements to his 95 year old funeral home.

As I looked over the car I was falling in love with it. Like I said, it's a '55 Dodge Custom Royal, the paint is two tone Chiffon Green/Emerald Green, it has a 270 cu.in. Hemi with 45,000 original miles, and a two- speed automatic trans.



The car is mostly original but did undergo a restoration in 1985 by its third owner. Since my wife and the other wives were waiting patiently in the car I told Bob I'd think about it and let him know. When I got back to the rental house I got on my laptop and started doing as much research as I could on the '55. I then called Bob and told him I'd come back the following day and take a further look.



The next day, August 7<sup>th</sup>, my birthday, I went back to look at the car with my two buddies. As I talked to the owner, my friend Alex, the car guy, was taking a serious look into every nook and cranny of the car. He came over and whispered in my ear that he couldn't find anything wrong with the car. At that point I told Bob I was interested, we talked price and I ended up buying the car.

What a birthday present to myself !

From what I've learned the car was originally owned by a man in PA who kept it at a vacation home and only used it when he went there.



He then left the car to his nephew who used it sparingly and eventually just let the car sit, not taking care of it. Then the third owner who also lived in PA had the car restored, re-painted and re-chromed. He also did some repairs to the interior but kept its original look. While this owner had it the car won AACA Junior, Senior and First Preservation awards as well as 5 repeat Preservation awards. That owner sold it to a man named Jules who was the president of a car club in Delaware and when he passed away his wife sold it to Bob, the funeral home operator that I bought it from.

Since I've had the car I've added seat belts, front power disc brakes, new shocks, and I had the radio fixed and upgraded to AM/FM while maintaining its original look. I love going to car shows and cruise nights and plan on keeping this car for a long time!

*( A real beauty Bob!) Pete*







Here is where we keep the past records of all our old Newsletter editions. You will never find them on your own, as they are kept at a secret and secure location inside an impenetrable vault.

These are the latest pictures of our facility.



Once inside, access is only obtained by permission of our crack staff of security and record-keeping personnel.

**WARNING:** They are highly trained in all forms of martial arts and weapons use. Though they might not look the part, these are serious individuals. Be forewarned!



On occasion we will surreptitiously move the contents to other secure locations we have contracted to use. Our documents are very valuable and their protection is of paramount importance to the Collector Car Hobby.

Here is a picture of "Ed". He is one of our top Archivists. He is experienced, having been involved in the car hobby since 1947. He is also a former Green Beret and was an NSA auditor.



**Here is a link you can use to view these old materials.....enjoy!**

<http://www.liclassiccars.com/Newsletter/>

## "Closing Comments"

*'Bout time!!*

**By Peter Giordano**  
Editor

Let's talk about the weather...

*Booorriinnng!*

But when it comes to how incredible it has been this summer for car events - that's an interesting subject for sure!

I can only think of just a few events that were actually rained out this season! From May through the end of August! That's amazing! Most years we have so many rainouts that there is not enough time or room to reschedule all of them! This year with all the dry weather and heat, we have had a banner year for car shows, cruise nights, and car events of all kinds! Attendance has been up as well.

Gotta love it!

Only issue is when sitting on that hot asphalt all day long under the searing sun! That puts a crimp in your underwear and causes many people to skeedaddle early!

Ahh, the grass shows with shade trees!

Make sure to bring along a folding chair with some sort of umbrella or clip-on shade device and lots of liquids to any show you plan to spend the day at. I've seen a proliferation of pop up shade tents this year - always a great idea, plus you'll have your own private 10' x 10' area to relax under with friends! Love the Beer Trucks too - but c'mon - \$6-\$7 for a little plastic cup of brew?!?

On another note -

**We are looking for new writers** who have ideas and would like to try their hand at it. You can write just a one-time column if you like, or a series, or even become a regular on a part-time basis!

Don't worry about being an English major or perfect writer or speller, that is my job. I will make you look good!

**We are actively seeking submissions for the MY CAR STORY features!**

If you have a classic or specialty car or truck - let us know. We would love to do a feature on it!

One more thing --

**We have started a database of cars for TV, movie, commercial, print and production companies!**

I get calls and emails many times during the year from production companies. They need specialty cars and will pay you for your time and vehicle usage!

**So - go now to the "Register Your Car" link on the website's main page and put in your information and some GOOD pictures of your car!** We will keep them on file (privately), and when these production companies call, they will get to see your vehicle. It's free to register! Don't wait, do it now! Right after reading this Newsletter!!

Thanks for reading!

**Peter Giordano**  
Editor

