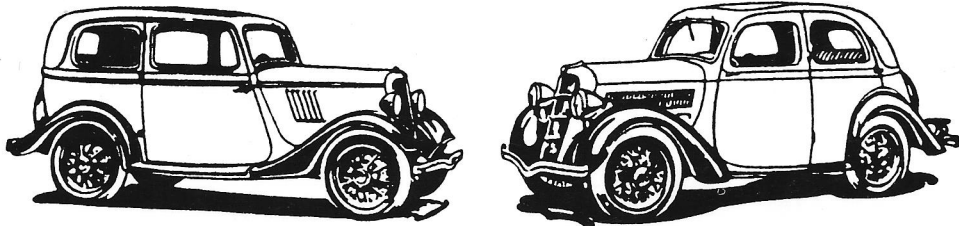


Ford

# Bulletin

*'Popular' and 'De Luxe' Models*



## TRANSVERSE TORQUE

NEWSLETTER OF THE FORD Y&C MODEL REGISTER

Issue 56 Dec 88/Jan 89

NEWSLETTER EDITOR:-

~~JOHN GUY  
5 WOODLAND PLACE  
TOTLEY RISE  
SHEFFIELD S17 4JG~~

SEE CHANGE OF ADDRESS P. 3.

CLUB CHAIRMAN:-

SAM ROBERTS  
16 CROYE CLOSE  
ANDOVER  
HAMPSHIRE SP10 3AF

The Ford Y & C Model Register incorporates Ford Y & C Model Spares Limited, the activities of which are limited to residents within the United Kingdom.

(Directors Ford Y & C Model Spares Ltd. Graham Miles, John Guy, Jim Miles)

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EDITORIAL

This issue comes to you from various makeshift locations between cardboard boxes, on kitchen tables, off the floor, etc. Yes, your editorial team has just moved, which also accounts for the slight delay in publishing this edition. Our address on the cover is now out of date, but these had been printed in advance so could not be changed. Our new address shown under change of addresses is not permanent and will probably be in use for perhaps six months.

Two Club 'plugs' to start with. First to mention is the impending Annual General Meeting on 9th April, at a venue yet to be arranged. It's pure Club business but in our Club that means friendly exchanges of information and a chance to meet old, and to make new friends, whose business here is simply the enjoyment of a very interesting hobby.

The second plug is a request for your help in keeping the Spares Service going. How can you assist? Simply by paying promptly when you receive your spares. Delays of up to 4 months are occurring and this has the effect of slowing up the investment in new spares. So, please help by paying promptly.

In the last issue, we thought Bob's recruitment drive had excelled, but this continues with a further 17 new members. Stuart Spencer has a description of a roof replacement and Sam writes of an interesting little sporty number. Graham's spares list shows a disturbing number of parts in the back axle (I am currently restoring one) so I will have to try harder to obtain good examples of all those bearings,, seals, etc.!

Lots more interesting members projects and some period techniques for 'sure' sales to 'prospects', sent in by Nick Glenister.

John Guy

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Y ROOF

My first visit to the All Ford Rally at Abingdon in 1987 was intended to meet members of the Club but also to gather information about my Y in view of our intention to rebuild over the winter months. Most technical points seemed to be pretty straight forward, but there was a lot of debate about the roof of my 1937 Tudor, first registered in July of that year. We had comments such as 'that's not original' and 'there was never a flat metal plate holding the vynil down'.

Well, we have now stripped the roof completely and have concluded that the roof is original, mainly due to the fact that it was still in good condition (until club members and Bert Thomas started taking it apart at Abingdon!) and that the whole construction was so well engineered with no obvious adaptations that it could only be original.

From the diagrams, you can see the detailed construction but briefly construction is as follows. There were no rubber strips or sealing compound used.

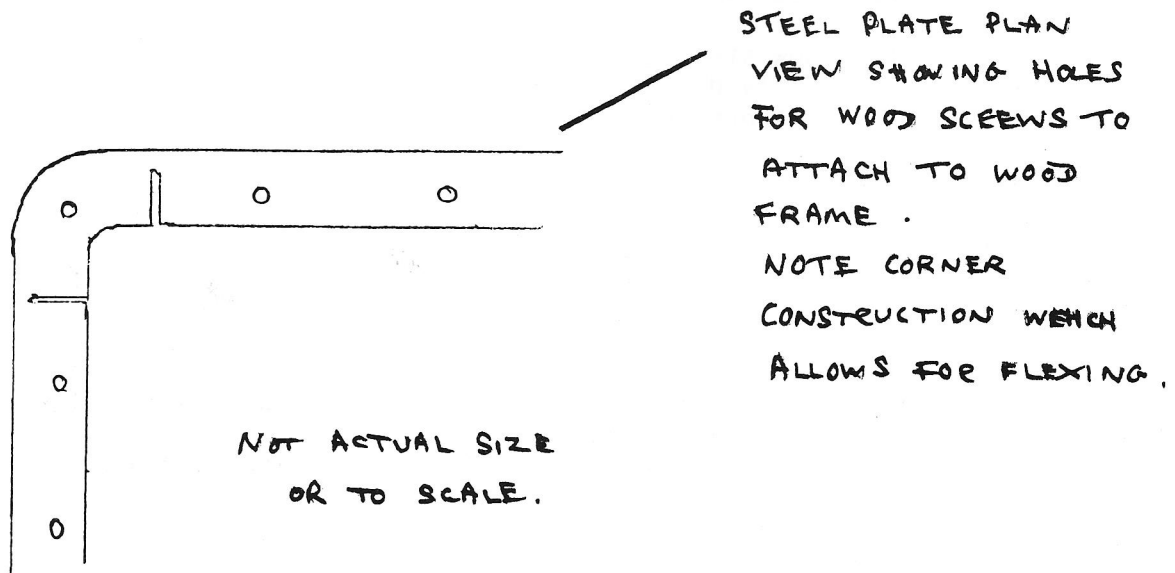
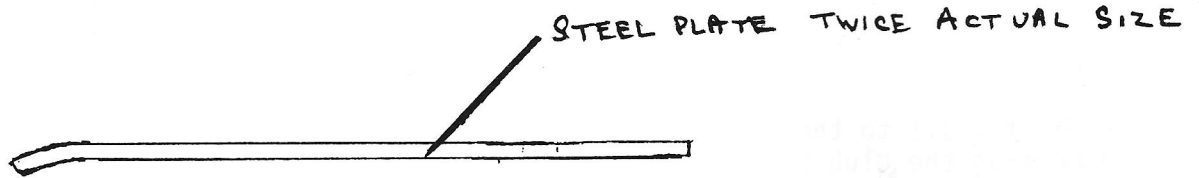
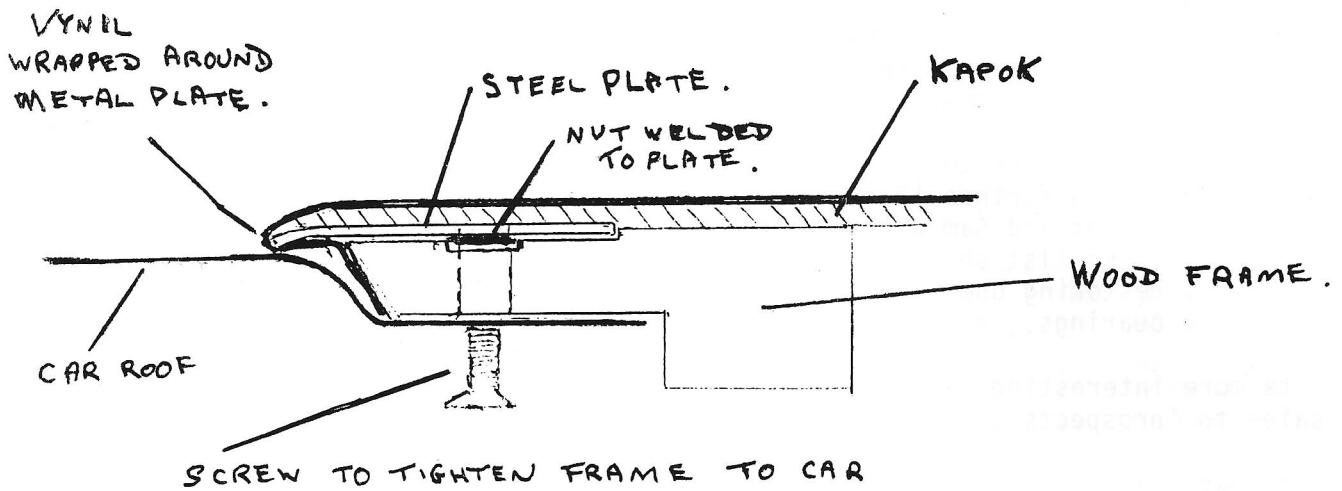
Construction starts with screwing the metal frame onto the wooden frame with counter sunk screws. After cutting the roof vynil and kapok to size and placing the kapok over the frame, the vynil is stretched over the frame, round the edge of the metal which overlaps the wooden frame and then tacked to the bevelled edge of the wooden frame. The whole roof is then placed in the car and tightened down from inside before the roof lining is fitted. The bolts are screwed into very small nuts welded onto the underside of the metal frame. The

bolts have to be exactly the right length as too long means they protrude through the metal frame and rub the kapok and vinyl, too short results in stripped thread.

I would like to know what other members have found in Ys of this age.

Stuart Spencer

DRAWING ACTUAL SIZE .





MEMBERSHIP REPORT

Since our last Newsletter, with its bumper crop of new members, we welcome the following:-

- O-A101 Steve Austin, 4 Wymah Cres., Berowra Hts., 2082 Sydney, Australia.  
 B0243 Ivor Bryant, The Cottage, The Street, Alveston, Bristol, BS12 2SX.  
 C1731 Michael Chivers, 30 Tedworth Close, Hunters Hill, Guisborough, Cleveland, TS14 7PR.  
 D1405 Philip Daintree, 13 Rochford Avenue, Whitefield, Manchester, M25 7PQ.  
 D1407 Ken Devine, 5 Edward Street, Werneth, Oldham, Lancs., OL9 7QW.  
 E0211 Paul Ellis, 38 Alderney Road, Bridgewater, Somerset, TA6 5DA.  
 F1812 Jan Fladmark, Macduff House, Auchtermuchty, Fife, KY14 7AP.  
 H1635 David Hughes, 5 Easthorpe Drive, Nether Poppleton, York, YO2 6NU.  
 H0236 Bert Hopkins, Hazeldene, School Road, Lover, Salisbury, SP5 2PW.  
 K1903 David Kilgore, 2 Woodlands, Ballynagard, Culmore, Londonderry, N. Ireland, BT48 8JQ.  
 M1223 Paul Molne, 3 Halford Close, Bridge Close, Whetstone, Leicester, LE8 3EX.  
 M1924 Michael McShane, Woodlands, Scholarstown Road, Scholarstown, Dublin 16.  
 N1707 Howard Nugent, 37 Longdyke Drive, Carlisle, Cumbria, CA1 3HT.  
 P0715 Nigel Pritchett, 92 Walkwood Road, Hunt End, Redditch, Worcs., B97 5NN.  
 P1416 Tony Parker, 3 Wenlock Close, Offerton, Stockport, Cheshire, SK2 5XP.  
 P0317 Peter Parham, 20 Old Rectory Road, Farlington, Portsmouth, PO6 1AH.  
 R0203 Brian Ransley, 74 Buckingham Road, Chippenham, Wilts., SN15 3TF.

Change of Address

- A1510 Mike Ankrett, 158 Nottingham Road, Hucknall, Notts., NG15 7QD.  
 C1013 Brian Clarke, 72 Rodney Gardens, Pinner, Middlesex, HA5 2RP.  
 G0521 Malcolm Grace, 29 By Sunte, Lindfield, West Sussex.  
 John Guy, 9 Louth Road, Endcliffe, Sheffield, S11 7AU.

As usual I ask all members to make contact with our new members and remind new members to contact their area co-ordinator. Our Club thrives on personal contact as it is that bit of mutual support, particularly in these winter months, that helps us all to make progress with aspects of restoration or the odd replacement of parts.

In the last Newsletter, I proposed a target of 500 members by 1990 - well, this latest batch makes us 17 nearer! We need about 20 each Newsletter and to ensure that our existing members continue to be happy with the way the Club is flourishing and to stay 'on board'.

Bob Wilkinson

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NEW AND 'OLD' MEMBERS

I hope our octogenarian member, Arthur Fletcher from Southampton, won't be offended by the heading. Arthur, you recall, already runs the oldest Y on the road currently and attended a few Club events during 1988 with CG 2698. He has now completed the restoration of his other Y (Dec 1932) and writes:

I am enclosing a photo of OW 2570 which is now on the road. Many thanks for your help with Swansea - DVLC have allowed me to retain the original registration mark.

We look forward to seeing you at our '89 rallies, Arthur, but how are you going to get both cars there?

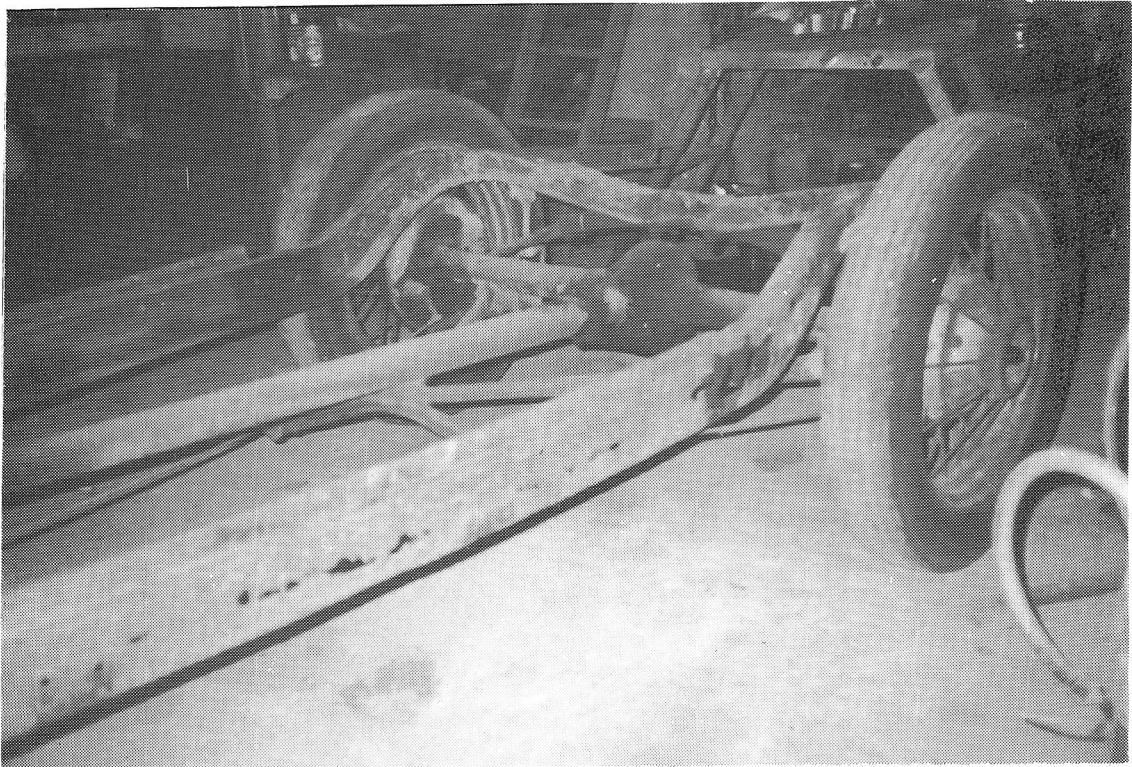


The oldest Y now with Dave Tebb in Leeds should be on show at Stanford Hall this year. Dave hopes to have the vehicle virtually finished and currently the body is off the chassis, blasted and having minor welding to various panels. The chassis is in pretty poor condition and will need extensive welding to stop the daylight shining through the side members!



Oldest Y car being transferred from one trailer to another on motorway car park

Chassis Y252 in need of some renovation! (Dave Tebb)



You will recall that this car belonged to the late Maurice Billing, one of our founder members, and drew many incredulous looks when it was on our Club stand at the 'Silverstone 100' event in 1985. It has been suggested that we present a trophy - The Maurice Billing Trophy - at our annual gathering each year in his memory.

David Ball (West Hanningfield, Essex) has recently bought DCD 700 to pair up with DCD 701 which he has owned for some time. Both are 1936 4 door saloons and have an interesting history in that both were used as taxis in Brighton. We all look forward to seeing these on show this year. Do any period photographs remain of these cars?

Ivor Bryant has rejoined us with his collection - a 1936 C 4 door which is under restoration and 2 Ys which may restore but one is doubtful and may act as a donor for spares.

New members Tony Parker, Howard Nugent and Jan Fladmark are both enthusiasts seeking a model Y. Jan was born in Norway and recalls riding in his father's Ford Junior (Y built in Germany) as a boy. He would like to own one for sentimental reasons.

Ray Hill (new member last issue) has sent in an interesting photograph of his model Y as found. He writes:

I found the car on an old pig farm where it had stood for 10 years. As you can see it was quite rough. The cat seemed most upset to lose 'his' mobile home. At the moment I am collecting spares ready to make a start on the renovation.

Don't forget to catalogue (!! ) the details of the renovation, Ray.

Philip Daintree was mentioned in the last Newsletter as a supplier of 'our' bits and as an enthusiast has now joined our ranks. He has produced an interesting new style calendar which will appeal to those working to other people's deadline. I will try to publish this in due course.



Ray Hill's Model Y as found on the farm



Michael McShane in Dublin writes:

It is really difficult in Ireland to rebuild an old car because we do not have the supply of parts which you have. Consequently it takes much longer to obtain the correct parts from the U.K. Parts are frequently held up by Customs until all duties are paid.

I am having trouble making a headlining and am trying to get my wife interested in this task.

Michael's car is a sunshine roof model and he would welcome any photos or drawings of such a restoration.

David Kilgore is similarly restoring his Y in Northern Ireland.

Michael Chivers is tackling a complete restoration on DG 9147, a 1934 2 door Y.

BKK 325 (1934 Y) is now owned by Nigel Pritchett in Redditch. The car was previously on the Register with John Dockerty. Nigel is seeking an early narrow cylinder head and hub caps but is 'on the road'.

Paul Ellis is 'on the road' too, with a 1936 Y, BYC 252. The car had one owner from 1936 to 1972, having been supplied by Anderson & Wall, the Bridgewater Ford dealer. This is a car with known history, in good order but now needing attention to a leaky roof.

Paul Milne has saved his Y, BVP 488, 'from the graveyard'. He writes:

I had always promised myself that I would one day own my favourite Ford car. Following up an advert in my local car mart, I was disappointed to find myself in a queue of prospective buyers when I went to look at the tarpaulin covered car. However, since I had 'phoned first I was lucky to have my offer considered first. The rest of the queue disappeared to my great relief! Even paying £69 to have BVP 488 transported home did not dent my enthusiasm!

We hope your enthusiasm remains with you, Paul. Is that an original luggage carrier?



Just beating the deadline for this Newsletter is Brian Ramsley with NG 5985, a 1934 Y which is on the road. In fact it is the 10th oldest long rad Y known to us.

Craig Ainge (Area 12 Cor-ordinator) sent in an interesting photo of a Y pick-up truck. The registration mark is not known and my records do not list such a vehicle. Craig writes:





Cecil Coales, a local enthusiast, bought the vehicle in 1945 for £90. He thinks it was a coachbuilt model and not a converted van. [The doors are narrow type as fitted to 4 door saloons and vans - Bob] He clearly remembers the tailgate being a steel fitted dropdown/hinged panel, the spare wheel being carried in a recess behind the cab which had a rear window fitted. He further remembers the 16 inch wheels but we cannot determine the style from the photograph. The vehicle was converted into a station wagon about 1950.

Do our experts know if any coachbuilders offered a Y pick-up? Does anyone recall seeing this vehicle?

Steve Austin in Sydney, Australia, has two Model Cs. His immaculate saloon is on the road but his Roadster is awaiting a front end mechanical overhaul. He writes:

The Roadster was built by Ford of Australia. My standard version has a luggage space behind the front seats whilst the de luxe version had a dickey seat.



Ken Devine bought John Griffiths' C and has joined the Club to assist with the restoration and I'm glad to know that John will continue to be an active member despite being 'Fordless' - he is talking of now getting down to the Lotus position which he tells me is something to do with a modern sports car.

David Hughes similarly has bought AVF 162 from recent new member John Watkinson and is well under way with his restoration.

Bert Hopkins has 2 Ys, one needing complete restoration and the other was used extensively as a trials car in the 1960s. Over several years Bert says

it featured in several prominent magazines e.g. Rallycross and Cars n' Conversions. I also have 2 model Cs but both are past economical restoration.

Bert is hosting a rally open to any enthusiasts in July. Details of this can be had from Bert (address on new members page) and Dave Curtis will probably list this in our events calendar. It is good to welcome an obviously active new member.

Peter Parham has owned 1936 4 door Y, JG 8039, (another sunshine roof model) since 1976. He has a vast amount of original documentation on this previously one owner car. The owner served in the RAF from 1936 and through the war years. Peter has RAF passes permitting the vehicle to be used on RAF Manston (not a healthy place to be in 1940) and RAF St. Athan.

Peter has had support from the Register in his attempts to retain the original registration mark.

Bob Wilkinson

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#### WIRING LOOMS

Auto-Sparks Ltd., (0482 20719), Lime Street, Hull, HU8 7AH.  
This firm contacted us recently reminding of their services to 'our' car restorers. They offer either PVC or braided harnesses of a high quality. One of our members recently following a fire under the dashboard of his Y would certainly support the view that a 50 year old harness must be replaced as part of any restoration if you are to have full confidence and safety. Even 6 volts produce a good fire!

Please quote the year and chassis number if contacting the firm for a quotation. Look out for their ad in future editions as a recommended supplier.

Bob Wilkinson

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#### ANNUAL GENERAL MEETING - 9TH APRIL, 1989

I am looking forward to seeing old and new faces at our A.G.M. This is more of a friendly gathering with a purpose than a boring meeting as regulars will know. Apart from a good natter it is also an opportunity to swap spares and literature and get a few tips on restorations from our regular experts.

Wearing my Treasurer's hat, I may be proposing an increase in subs for 1989/90

to ensure that we have enough in the kitty to support much needed re-manufacturing ventures. I will be seeking subs from 1st June. I look forward to seeing you there.

BOB WILKINSON

STOP PRESS      AGM VENUE      SUNDAY 9TH APRIL 2pm

THE AGM WILL BE HELD IN MONKS KIRBY VILLAGE HALL. MONKS KIRBY LIES OFF THE A4114 COVENTRY LUTTERWORTH ROAD.

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**1989 REGISTER GATHERINGS AND EVENTS**

<u>Date</u>	<u>Event</u>	<u>Organiser</u>
18th-19th March	Bristol Classic Car Show	Dave Curtis
26th-27th March	National Sports & Classic Car Show, Stoneleigh	Dave Curtis
9th April	ANNUAL GENERAL MEETING, Monks Kirby Village Hall	Don Malin
21st May	Chester Vintage Show	Peter Ketchell
27th-29th May	Enfield Pageant of Motoring	Jim Miles
3rd-4th June	Tatton Park Vintage Show	Peter Ketchell
17th-18th June	Y & C Annual Weekend, Stanford Hall	Don Malin
8th-9th July	Ragley Hall	Dave Curtis
16th July	Andover Vintage Club Show	Sam Roberts
27th-28th August	Manchester Classic Car Show	Peter Ketchell
1st Weekend in Oct. (date to be confirmed)	Malvern	Dave Curtis

Some of the organisers may change as the year progresses. On display at Bristol we will have Dave Tebb's chassis and Phil Wookey's 1934 Y Tudor. If any other members can help man the stand for a few hours, if they get in touch with me I'll arrange free entry tickets. Vehicles for Stoneleigh haven't been settled yet, I'm still negotiating, but Dave Tebb's chassis will be there (of course!). We have also been invited to put on a stand at the Uxbridge Auto Show on 16th July - any member local volunteer to organise it?

Dave Curtis  
Events Organiser

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CHAIRMAN'S NEWSLETTER

Welcome to 1989 and the prospect of another year in which we should see the Register gathering yet more members, discovering more cars and, above all, enjoying tinkering, maintaining, restoring and driving our beautiful machines. Hopefully each of you has made a New Year's resolution to attend at least one of the Register gatherings in 1989, although I appreciate this may be a little expensive for our overseas members! It is at these get-togethers that the friendly atmosphere and common bond between members is so plain to see and a delight to experience.

The first meeting, as always, is the AGM which Don Malin kindly lays on in a conveniently central spot so that the maximum number of members can attend. The date is Sunday, 9th April. The venue has yet to be confirmed as unfortunately some religious sect has booked our usual school venue for every Sunday. Details will be in the March issue. Regrettably this year we are going to have to ask Members to agree to an increase in subscriptions to cover the increasing cost of printing and posting the magazine (in line with inflation) and to build up some capital for important remanufacturing, which Bob Wilkinson has explained elsewhere in this issue. However, that should be the only unhappy note of the day, so come along with any odd spares, photos and your cars for the enjoyment of all. If you have any items for the agenda or if any Committee Member wishes to stand down please let me know well in advance.

The other "must" for your new Christmas present diaries is the Stanford Hall gathering on the 17th/18th June. This again will have the magic touch of Don Malin and family in this central location. For the information of new Members, this is the main annual gathering of the Register under our own arrangements. Each year the weekend seems to develop and becomes even more enjoyable, more of a family event and more of a national gathering, with cars converging from Scotland, Wales and all points in England. After the barbecue on the Saturday night, sleep is taken in tents, caravans or local bed and breakfast guest houses. The events on the Sunday are varied and there's something for everyone. We look forward to an even better turnout this year.

I, and my share of the turkey, spent some useful hours under the Terrier over the Christmas break and I'm delighted to say she is back on four wheels again. Whether she'll be ready for Stanford Hall or not is still debatable. I also had a run over to the Isle of Wight in CNN, my tudor, she having sailed through the MOT the previous week. Regrettably she developed an unhealthy rattle on the return leg which I have yet to investigate. I also paid David Burgess-Wise a visit at Ford Europe's headquarters in Brentwood. I captured a goodly amount of archive material, which I will reshape into articles for the magazine over the coming year. I am grateful to him for his hospitality and assistance.

Another meeting which I attended, with Graham Miles, was one organised by Andy Main, Martin Howard and Shirley Wood of the Sidevalve Owners Club, at which the spares secretaries of a number of one make Ford clubs discussed sources of remanufactured spares. Graham gathered some useful information which will hopefully materialise in a wider range of spares becoming available through the Register for our cars.

Finally, I cannot let 1988 pass without thanking all members of the Committee for their hard work and contributions to the continuing success of the Register. I'm sure I speak on behalf of all Members in thanking them, as well as those non-committee members who have freely given of their time to help put us on the map as a friendly, well organised club. Mention must also be made of the ladies in the background, who unstintingly and regularly contribute; Siobhan O'Leary, Elizabeth Ogden and my secretary Janet Wellesley-Davies. To all of you, many thanks. We value your efforts.



I would also like to thank Members for the numerous Christmas cards Paula and I received from you. I'll finish with a quote from one : "Thanks for the best year the Y & C Club has had and let's hope 1989 will be even more successful" - I'll drink to that!

Sam Roberts

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#### MEMBERS PARTS FOR SALE

- Bob Wilkinson. Books for sale: prices £6 - £10. Handbooks and Maintenance/Repair books incl. Ellison Hawks & Pitmans, all original publications, Club stock. Write or phone 0405 860836. (1)
- Dave Tebb. New steering nuts, Y or C, 5 start thread pattern part, £25.70 inc. p&p. Tel. 093781 7410. (1)
- Contact Owen Baldock. Car for sale: Price £900. 1934 2 door Model Y, reg. no. RG 4746. Needs re-assembling. Tel. 0732 353404. (1)
- Ray Smith. Car for sale: Price £5,000. Y Terrier Tourer. Restored 4 years ago, selling due to lack of use and car needs a good home. Reg. no. PU 1661, registered October, 1934. Tel. 0380 86603 (Devizes). (1.2)
- Tom Parry. Ford 10 hp engine and gearbox, £30 or will exchange for Austin 7 parts. Tel. 0952 583102. (1.2)
- Nigel Bailey. Car for sale: Offers. 1933 short rad Y, complete but partly dismantled. Tel. 0362 858313. (1.2)
- Bob Yarwood, Y1501. Car for sale: Price £2,450 ono. 1935 Tudor Model Y, black. Recently renovated with current M.O.T. Mechanically very good, new dark green interior. Hand painted. Some details incorrect. Many spares including oil can. Tel. 0602 258434 (Nottingham). (1.2.3)

#### MEMBERS PARTS WANTED

- Bob Wilkinson. For Long rad Y: windscreen and front seats. Tel. 0405 860836. (1)
- Lou Miliano. 4 hub caps wanted. Tel. 01 504 8990. (1)
- J. M. Fladmark. Model Y wanted, S.R. preferred, and running. Moderate price. Tel. 0337 28281. (1.2)
- P. Dickinson, D0210. Shock absorber linkages for 1935 Y. Tel. 0272 830533. (1.2)
- J. Hampton, H0404. 2 front seats or frames for L.R. 1936 Y. Tel. 01 393 6567. (1.2)
- J. Hill, H0134. For 1937 Model Y van: starting handle, set of rubber floor mats, accelerator pedal. Tel. 0398 31310 (Bampton, Devon). (1.2)
- Eric Butcher. Model Y wanted, short rad preferred, in running order (or near). Tel. 0924 376999/ (1.2)
- David Hughes, H1635. Two front seats for Model Y 1936 L.R. (2 door). (1.2.3)
- John Spiten. Two ashtrays for back seats of Model Y. Etna House, Birkinhara Road, St. Julian's, Malta. (1.2.3) Tel. 34357
- Nigel Pritchett, P0715. Early narrow cylinder head and hub caps for 1934 Y. (See New Members for address)

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### 8-H.P. DEMONSTRATION

The following demonstration sequence is given as a guide only and must be modified to the suggestions and interest of the prospect.

#### DEMONSTRATION

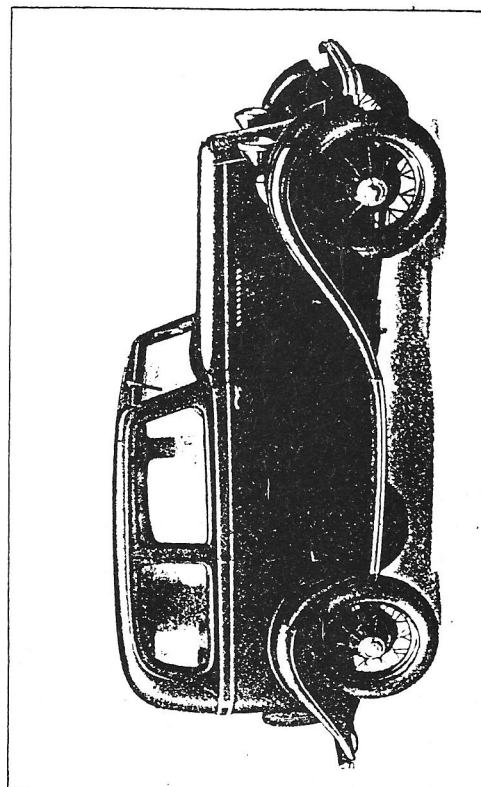
A good demonstration is the most impressive part of a sale. It is the most effective means you have of making the prospect want the car so much that he feels compelled to buy. The best time to demonstrate is immediately after your initial presentation. If there is a used car to be taken in part exchange, demonstrate while it is being valued. After you have demonstrated the new car it is a good plan to get the prospect to demonstrate his used car to you. The difference between the new and used car will be so strikingly brought out in this way that the prospect will be much more likely to accept a reasonable allowance. In a diplomatic way, accentuate the differences between the two cars and drive home the advantages of trading at once.

So much depends on the success of every demonstration you give that no effort should be spared to make each one a complete success. Observe the following suggestions closely. They will assist you to develop a successful demonstrating plan.

#### THE DEMONSTRATOR

Before the demonstration make certain everything is ready for the best performance you can make. Use a proper demonstration

26



8 H.P. Tudor Saloon

27

#### LOGICAL PRESENTATION

model well run in, and not a stock car from the showrooms which has only done a very limited mileage, the performance of which will not give a true impression of what the car can accomplish. Check your car carefully each day to see that:

1. It is clean inside and out and thoroughly polished.
2. It is complete with all standard equipment.
3. It is free from all squeaks and rattles.
4. Tyres are all properly inflated.
5. Brakes are correctly adjusted.
6. There is plenty of petrol, oil and water.
7. Engine is warmed up to start easily and operate smoothly.
8. It is in perfect mechanical condition throughout.

Every salesman should realize the importance of demonstrating cars in perfect condition. To the prospect, the car represents what he will get for his money. The number of sales you make is to a great extent dependent upon the condition of your demonstrating. Take no chances - make sure your car is right before demonstration.

#### THE PROSPECT

Throughout the demonstration, and in preparing for it, consider the prospect. As far as possible demonstrate the model he would like to buy - it will help him to visualize ownership.

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#### LOGICAL PRESENTATION

If demonstrating to more than one person, see that all are comfortably seated in the car before you start.

Demonstrate Specially and Smoothly.

The impression it is essential to convey to the prospect is that the car can be controlled perfectly with absolute ease. Remember that faults while demonstrating will make the prospect ill at ease although a feeling which may not be expressed to you. The experienced driver is very susceptible to careless or over fast driving, as, realising the dangers without having control, he is bound to feel apprehensive. The inevitable reaction is against both the driver and the car, and there is a good chance of the sale being lost. The idea that if you drive the car at sixty miles per hour an order is almost certain to mature is a fallacy. Many people do not like high speeds or fast driving in traffic. This is especially true of women. Ask your prospect at what speed he or she would like to be driven, then comply. Show high speed only if requested. Concentrate on the features or type of performance that you believe will appeal most to your prospect. This is important because you must fully satisfy these desires before you can get an order.

#### THE ROUTE

Select a route to suit your prospect. Show your car operating as your prospect will use it. Know your different demonstration routes thoroughly - have them planned and be able to take your car over them easily and smoothly. For a general demonstration select a route that will bring out all the outstanding qualities of the car. Include traffic, rough roads, hills,

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## LOGICAL PRESENTATION

turns and a stretch of smooth highway to show speeds requested by your prospect. Another advantage is that by the use of a planned route the exact response of the car under certain road conditions is known and all claims can be proved with certainty.

## THE DEMONSTRATION

As you approach the car to be demonstrated, again bring to the prospect's attention the special features brought out in your presentation - do not take it for granted the prospect will notice them automatically. On entering the car, draw attention to the ease of entrance, and on being seated, to the features previously brought out in your presentation as to Riding and Driving Comfort. Prove your claims. You are now actually demonstrating these claims and they should be thoroughly impressed on your prospect. Be careful in your driving. No matter how well a car may be designed or how well it can perform, the poor driving may give the prospect a bad impression. Much of the success of your demonstration depends upon your ability to make the prospect anticipate each feature of performance prior to demonstrating it. Therefore always call attention to road and traffic conditions which bring into operation some such item as acceleration, brake action, turning in a restricted space and riding comfort. Be sure you call attention to the feature you are about to demonstrate, before you demonstrate it, not after you have done so. Prior to taking a severe bump, call attention to the bump and have the prospect anticipate the spring action, explaining how his comfort is assured by the Ford transverse spring system, together with the radius rods and hydraulic shock absorbers. When it is

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## LOGICAL PRESENTATION

chaser. Drive these facts home. Use these features to clinch the order after Demonstration.

1. ROBUST ENGINE  
Duplicates famous features of Ford 4-cylinder engines.  
3-bearing crankshaft.  
Not a high-speed engine.
2. RUBBER CUSHIONING
3. HYDRAULIC SHOCK ABSORBERS
4. SYNCHRO-MESH HELICALLY CUT GEARS AND CONSTANT MESH GEARBOX
5. DOWN-DRAUGHT CARBURETTOR
6. AUTOMATIC IGNITION CONTROL
7. EXCEPTIONAL BODY ROOM
8. EASY ACCESS TO SEATS
9. SAFETY GLASS SCREEN
10. ECONOMY
11. VALUE FAR ABOVE PRICE

## ECONOMY

Economy is a main consideration to the small car buyer. Ford economy is not confined to first cost alone, it embraces low cost of operation and low depreciation accruing from high resale value.

## (a) LOW FIRST COST

Features found only on cars selling at much higher prices, made possible by the vast manufacturing and engineering resources of the Dagenham factory.

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## LOGICAL PRESENTATION

necessary to apply the brakes, first call attention to them, their ease of application and then demonstrate their smooth effective action. Apply the same method to each feature of performance.

Change gears easily, smoothly and noiselessly. Explain simply the method of synchronized gear changing. Show how the car runs smoothly at low speed and how it accelerates quickly and evenly.

Negotiate hills without reducing road speed.

Take advantage of the road demonstration to again fully emphasize the Safety features shown on your presentation chart.

After you have driven the car and brought out each feature, have the prospect drive it. Allow him to satisfy himself that the car will actually do everything he expects of it.

## ASK FOR THE ORDER

When the demonstration is completed always make a definite effort to obtain the order. This is your best opportunity to do so. Take full advantage of it. Ask for the order, and in doing so, stress Value - value far beyond that available in any other car.

Ask, ask, ask for the order.

8-H.P.

VALUE

No other car of similar or even substantially higher price can supply all these features. They represent unequalled value to the pur-

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## LOGICAL PRESENTATION

## (b) LOW OPERATING COST

Low tax.  
Low insurance.  
Low petrol and oil consumption.  
Low service cost due to simple design and special facilities equipment.  
Low cost of replacement parts.

## (c) HIGH RESALE VALUE

Ford cars on account of their durability and built-in quality are recognized by dealers everywhere as a readily saleable type of used car.

## DEFINITE FOLLOW-UP

If, after completing your Presentation and Demonstration, you do not secure an order immediately, a definite further appointment with the prospect should be made. If possible, make the appointment for the same evening, or as soon after as possible, at the prospect's home. Do not allow the prospect's interest to wane. Prompt and persistent follow-up, as long as your prospect is interested, is essential to success.

Before keeping follow-up appointments, analyse the interviews you have already had. Be prepared to overcome the resistances or objections which have previously prevented you from getting the order. Keep appointments on time. Failure to do so antagonizes a prospect and may result in a sale being lost. Use the prospect system to guide your activities and to make certain that every prospect is followed up systematically until the order is obtained.

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## THE "MODEL Y" RACING CARS

There is little authenticated written evidence to reveal the true story behind these little cars. The following is the best evidence available at the time of writing. I would be interested to hear of any contemporary letters or articles which either support or contradict this submission.

Harry Armenius Miller, the designer of the Ford V8 Indianapolis cars of 1935, was also that year asked by Henry Ford to design a prototype midget racing car based on the small Ford cars (the Ys and Cs) that had recently been introduced into Europe. The resultant two racing cars, which some say are a re-instatement of Harry Miller's beautiful 122 car of 1922, are thought to be the first attempt at producing a Formular Ford racing car within easy reach of the average driver's pocket. Whether any serious attempt to promote the cars as such was made is not recorded. Suffice it to say that in 1939 the idea was abandoned and Henry Ford presented the two "Y type" midgets; one to his grandson, William Clay Ford, the son of Edsel, and the other to John Cote Dahlinger, the son of his secretary Evangeline. The boys were 15 years of age at the time and contemporary photographs show the boys in the cars, each with its own 'vanity' number plate; WCF 15 and JCD 15. It has been assumed that, as the cars were manufactured at Dearborn, they were partly constructed from the left over bits from the Model Y prototypes.

They were certainly attractive looking cars. Bright red in colour with large chromium plated radiator grills and tyre hugging, black, cycle type wings. Regrettably, only one car remains; that which was given to William Clay Ford and which now resides in Paul Foulkes-Halbard's recently opened motor museum in Filching Manor near Polegate in Sussex. The story of how it got there is equally as fascinating as the museum and Paul Foulkes-Halbard himself, who has a fund of interesting stories and supporting material about his amazing collection of cars. He also has on display to the public, Sir Malcolm Campbell's speedboat 'Bluebird' in which he broke the world speed record, and the beautiful Foulkes-Halbard fifteenth century house, which is well stocked with antiques and bygones. The house and the collection of cars and automobilia are fully written up in the January issue of the new magazine, 'Old Car'. On one of the shelves in the house are the personal scrapbooks of Sir Malcolm Campbell, which were presented to Paul Foulkes-Halbard by Paul's friend Leo Villa, the chief mechanic to both Sir Malcolm and Donald Campbell in their world record breaking attempts. I was privileged to be able to look at the relevant scrap book for 1939, which has newspaper and magazine cuttings relating to the 'Model Y' racing car.

It transpires that Sir Malcolm visited the USA in early 1939 as a Director of the Ford Motor Company to accompany Bluebird, which was on display there; (presumably at the invitation of Henry Ford). In gratitude Henry presented William Clay Ford's racing car to Sir Malcolm. It would seem that William Clay, who looked like his grandfather and had inherited his zest for tinkering with engines, would roar round the Ford test track at breakneck speed, despite Edsel's attempts at governing it to 40 mph. In the best interests of his grandson's safety, Henry therefore presented the car for use by Sir Malcolm's son, Donald, who was then 17 years old. The presentation is recorded in an extract from the Belfast Telegraph of the 13th June of that year. It was shipped to England and was displayed at Brooklands at the large Ford Gymkhana gathering on Saturday 17th January 1939, which is fully written up in the Autocar of the 23rd June. The article refers to the 'pocket racing car'.

Despite its size, it could manage 90 mph with its 10 hp Model C engine, and 8 hp cylinder head, lightened flywheel and all up weight of only 1000 lbs. I am told that the torque tube and rear axle are standard Model Y with a Model C gearbox. I noticed that it is presently fitted with a reconditioned 10 hp engine No RC 23465P - obviously from Dagenham. The inlet manifold has 20 - 9425 stamped on it, which is the part number for the later Model 7Y of 1938. Hence the engine compartment would appear to have been significantly modified and modernised



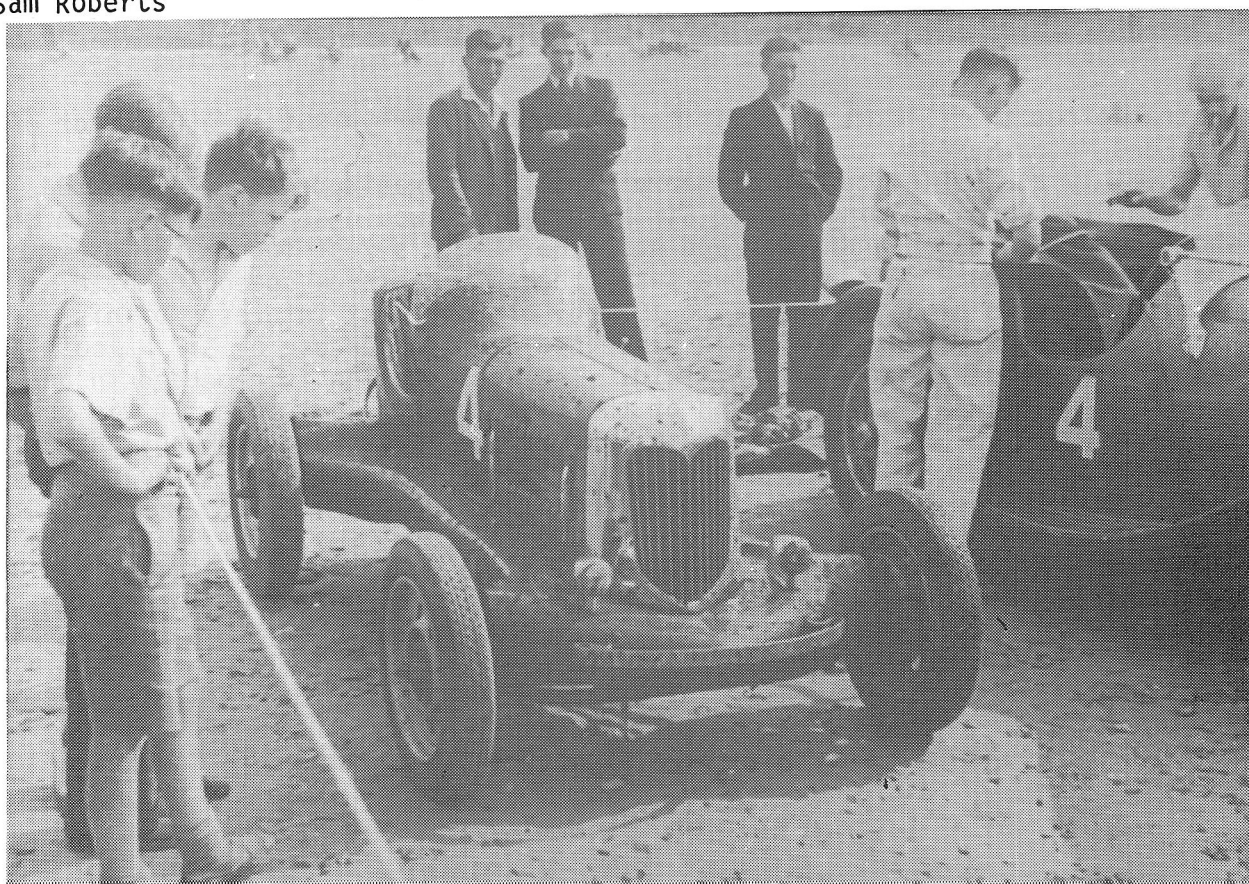
during the car's history. Additionally, the front axle, which is original, would appear to be that of a Model B Ford. Hence the car should not really be classified as a Model Y derivative.

Shortly after its arrival in UK, Sir Malcolm obtained the present registration number, LMG 613. There seems to be little evidence of Donald Campbell driving the car in earnest, probably due to the intervention of the Second World War. It was sold after the war to a dealer by the name of King in the Edgware Road and then to G D Ginsberg in 1947. Ginsberg obviously got a lot of enjoyment out of it. The first of the accompanying photographs shows the car, with its original skirting and front bumper, but alas not its mudwings, at a standing quarter of a mile race meeting in 1948 on the beach at Ainsdale, near Formby in Lancashire. Apart from concealing the front and rear axle A- frames, which protruded from the narrow parallel sided chassis, the skirting also covered the steering drop arm and link rod which ran along the UK nearside from the bulkhead to the front axle assembly (this can be seen on the large photograph).

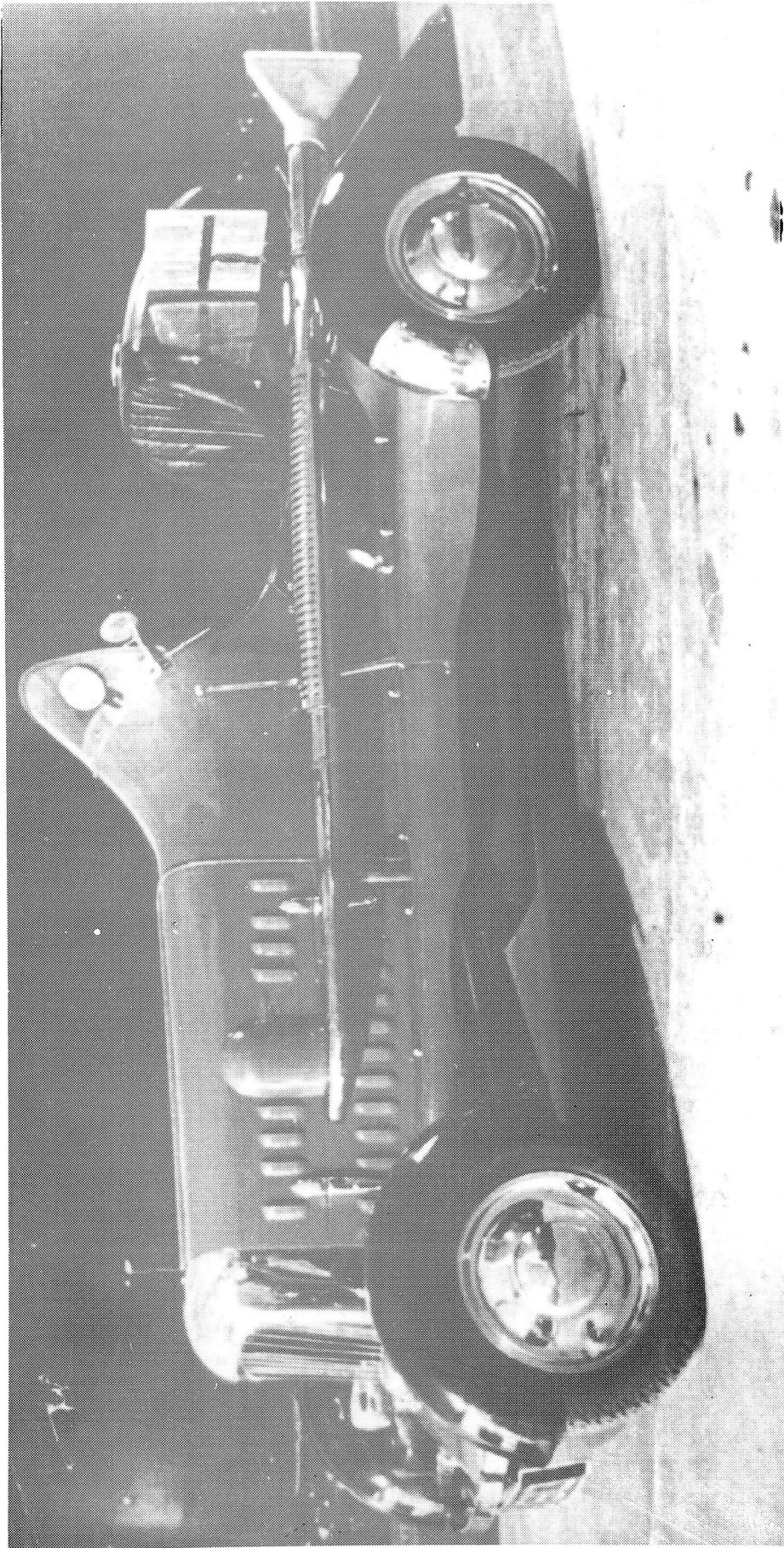
The car passed through the ownership of a speedway driver before it came into Paul Foulkes-Halbard's possession in 1973. Because of his close association with the Campbells and Leo Villa, you can imagine his delight and pride at owning this pretty little car. He has had great fun with it, cocking a snoot at those who looked down their noses at this Ford on the starting grid but later, who had to eat their words as it beat the pants off them! He has a wonderful photograph of him driving it at Brands Hatch in a handicap race, where he is way, way out in front, zipping along.

Regrettably when he took possession of it, in addition to its cycle type wings, the car had lost its skirting and front bumper and its radiator grill had been painted. It can be seen in its present day red livery in two of the photographs in the aforementioned 'Old Car' article on the Filching Manor museum, where it proudly sits between a 1923 Brescia Bugatti and a 1907 Corbin. I commend a visit to the museum and would drop a suggestion to Owen Baldock that a combined Region 4 and 5 meeting at Filching Manor is worth considering for 1989. Paul would love to host you at a pound a head (half price entrance fee). I am grateful to Paul for showing me around the car and for providing us with an unusual and fascinating story for the Newsletter.

Sam Roberts



Model Y Racing Car





## STONELEIGH RESTORATION SHOW, 8th-9th OCTOBER

'Automobile' once again sponsored this event for the second year held at the Agricultural showground near Coventry. Despite the bleakness of the halls, everyone was thankful to be under cover on a wet and windy weekend.

Car club stands, set out with restoration themes, were intermingled with the numerous autojumble and trade stands, thus ensuring that no-one was bypassed. Only about 15 car clubs were represented, and we were there for the first time.

Our stand featured Dave Curtis' C tourer in beautiful on the road condition alongside Dave Tebb's C tourer, looking very sad, awaiting restoration. Colin Ault's prize winning Y saloon completed our threesome on the Saturday, to be replaced on the Sunday by Robinson and Taylor's (Leicester) Y driven by Brian Paddison. Terry King's superb C saloon featured in the last Newsletter replaced Dave Curtis' tourer on the Sunday.

As usual, we were kept fairly busy responding to the memories of yesteryear and responding to budding old car enthusiasts. A few members were signed up and much club information distributed.

'Automobile' presented us with a handsome shield and we learned a few ideas on how we will win an award for our stand, next year maybe! Once again, thanks to all those members who turned up to lend a hand.

Bob Wilkinson





Part No.	Name of Part	Year	No. Req. per Car
Y-4035	Rear axle housing gasket	1932	1
	Rear axle housing screw	1932	8
	Rear axle housing drain plug	1932	1
	Rear axle housing filler plug	1932	1
Y-4050	Rear axle shaft grease retainer assy.	1932	2
Y-4205	Differential gear case	1932	1
	Differential gear case screw	1932	6
Y-E-4209	Differential driving gear and drive shaft and pinion (matched)	1932	1
	Rear axle driving gear (5.429 ratio)	1932	1
Y-4211	Differential pinion shaft	1932	1
Y-4212	Differential pinion shaft bushing	1932	1
Y-4215	Differential pinion	1932	2
Y-4218	Differential pinion shaft pin	1932	1
Y-4220	Differential bearing assy.	1932	2
Y-4235	Rear axle shaft	1932	2
	Rear axle shaft nut	1932	2
	Rear axle shaft cotter	1932	2
Y-4243	Rear axle shaft hub key	1932	2
Y-4245	Drive shaft grease retainer assy.	1932	1
Y-4505	Torque tube assy.	1932	1
	Torque tube to differential housing screw	1932	4
	Universal joint housing cap—inner	1932	4
Y-4513	Universal joint housing cap screw	1932	4
Y-4514	Universal joint housing cap—outer	1932	1
Y-4515	Universal joint housing cap gasket	1932	2
Y-4516	Universal joint housing cap felt	1932	1
	Universal joint housing cap lubricator fitting	1932	1
	Drive shaft assy.	1932	1
	Driving pinion bearing lock nut	1932	1
Y-4615	Driving pinion bearing assy.	1932	2
Y-4636	Driving pinion bearing nut lock washer	1932	1
Y-4637	Driving pinion bearing thrust washer	1932	1
Y-4645	Drive shaft bearing assy.	1932	1
Y-4650	Drive shaft bearing retainer snap ring	1932	1
Y-4655	Drive shaft bearing sleeve	1932	1
Y-4750	Rear radius rod—R.H.	1932	1
Y-4751	Rear radius rod—L.H.	1932	1
	Rear radius rod to torque tube bolt	1932	1
	Rear radius rod to torque tube bolt nut	1932	1
	Rear radius rod to torque tube bolt cotter	1932	1
	Rear radius rod to rear axle housing bolt	1932	4
	Rear radius rod to rear axle housing nut	1932	4
	Rear radius rod to rear axle housing cotter	1932	4

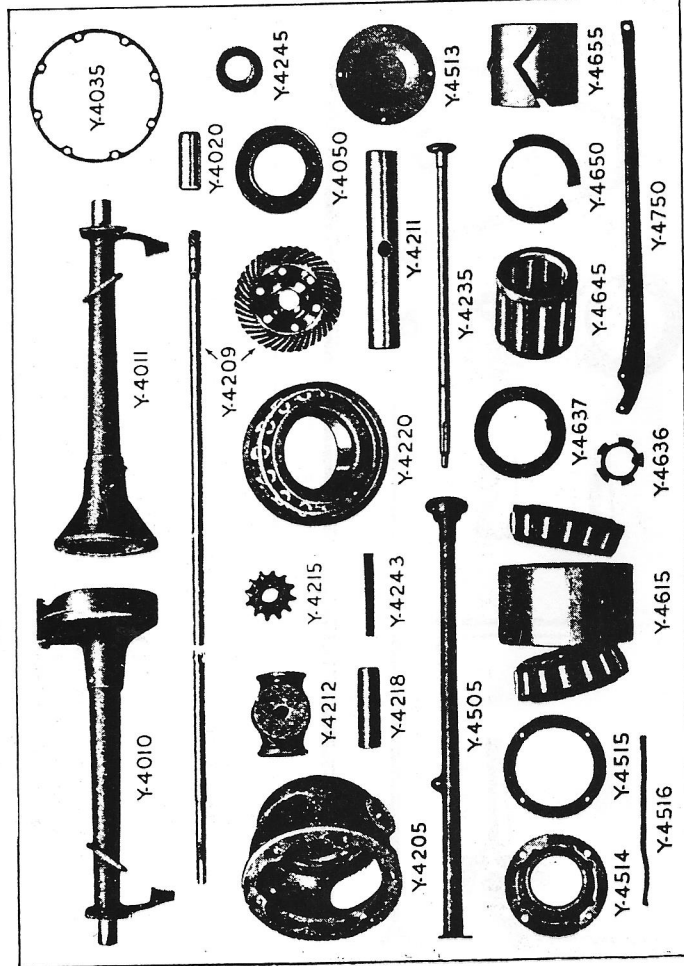
REAR AXLE—Continued

FRAME

Y-R-5005	Frame assy.	1932	1
Y-5015	Frame side member—R.H.	1932	1
Y-5016	Frame side member—L.H.	1932	1
Y-5020	Frame front cross member	1932	1
	Frame front cross member to side member rivet	1932	14

Part No.	Name of Part	Year	No. Req. per Car
Y-3616	Steering wheel nut and horn switch assy.	1932	1
	Horn switch button	1932	1
	Horn switch terminal insulator collar	1932	1
	Horn current collector to steering column support bolt	1932	1
	Horn current collector to steering column support bolt nut	1932	1
	Horn current collector stud fibre washer	1932	1
	Horn current collector stud washer	1932	1
Y-3651	Horn current collector sleeve	1932	1
Y-3652	Horn current collector sleeve insulator—upper half	1932	1
Y-3653	Horn current collector spring	1932	1
Y-3654	Horn current collector spring insulator	1932	1
Y-3655	Horn current collector spring fibre washer	1932	1
	Horn current collector sleeve insulator—lower half	1932	1
Y-3660	Horn current collector sleeve insulator—lower half	1932	1

STEERING GEAR—Continued



REAR AXLE

Y-4000	Rear axle and drive shaft assy.	1932	1
Y-4010	Rear axle housing assy.—R.H.	1932	1
Y-4011	Rear axle housing assy.—L.H.	1932	1
Y-4020	Rear axle spring perch bushing	1932	2

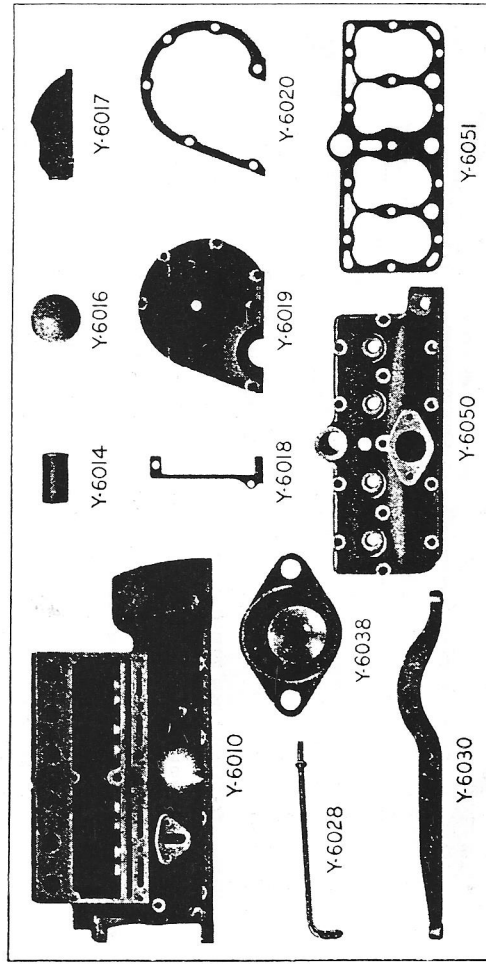




Part No.	Name of Part	Year	No. Req. per Car
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**CYLINDER**

Y-6005	Engine assy.	1932	1
Y-6010	Cylinder block	1932	1
Y-6011	Cylinder assy.	1932	1
Y-6014	Crankshaft centre bearing cap bolt bushing	1932	1
	Cylinder head stud	1932	13
	Cylinder head stud nut	1932	13
Y-6016	Cylinder block end plug	1932	1
Y-6017	Cylinder timing gear side cover	1932	1
	Cylinder timing gear side cover to cylinder bolt	1932	2
	Cylinder timing gear side cover to cylinder bolt lock washer	1932	2
Y-6018	Cylinder timing gear gasket	1932	1
Y-6019	Cylinder front cover	1932	1
Y-6020	Cylinder front cover gasket	1932	1
	Cylinder front cover to cylinder bolt long	1932	2
	Cylinder front cover to cylinder bolt—short	1932	3
	Cylinder front cover to cylinder bolt lock washer	1932	5

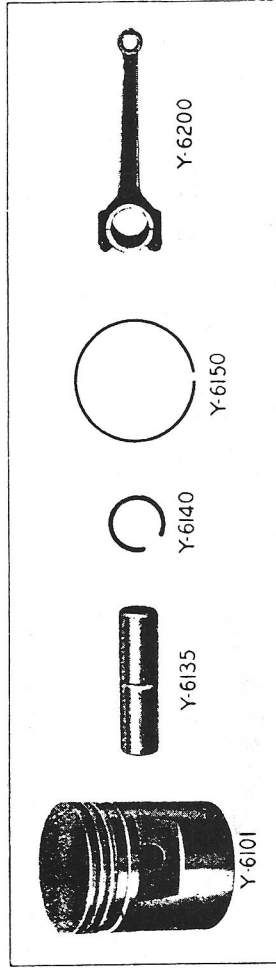


Y-6028	Engine radius rod	1932	2
	Engine radius rod to clutch housing nut	1932	4
	Engine radius rod to clutch housing cotter	1932	4
	Engine radius rod to cross member bolt	1932	2
Y-6030	Cross member bolt lock washer	1932	2
	Engine front support bolt—short	1932	1
	Engine front support bolt—long	1932	1
	Engine front support bolt lock washer	1932	2

**ENGINE—Continued**

**CYLINDER—Continued**

Y-6038	Engine front support insulator	1932	2
	Engine front support to insulator bolt	1932	2
	Engine front support to insulator washer	1932	2
	Engine front support insulator to frame bolt	1932	3
	Engine front support insulator to frame nut	1932	3
	Engine front support insulator to frame washer	1932	3
Y-6050	Cylinder head	1932	1
Y-6051	Cylinder head gasket	1932	1
Y-6058	Cylinder front cover thrust plug	1932	1



**PISTON AND CONNECTING ROD**

Y-E-6101-A	Piston and pin assy. std.	1932	4
Y-E-6101-BR	Piston and pin assy. .005" O.S.	1932	4
Y-E-6101-CR	Piston and pin assy. .010" O.S.	1932	4
Y-E-6101-ER	Piston and pin assy. .020" O.S.	1932	4
Y-E-6101-GR	Piston and pin assy. .030" O.S.	1932	4
Y-6135-A	Piston pin std.	1932	4
Y-6135-BR	Piston pin .002" O.S.	1932	4
Y-6140	Piston pin retainer	1932	4
Y-6150-A	Piston (compression) ring	1932	8
Y-6150-BR	Piston (compression) ring .005" O.S.	1932	8
Y-6150-CR	Piston (compression) ring .010" O.S.	1932	8
Y-6150-ER	Piston (compression) ring .020" O.S.	1932	8
Y-6150-GR	Piston (compression) ring .030" O.S.	1932	8
Y-6153-A	Piston (oil control) ring	1932	4
Y-6153-BR	Piston (oil control) ring .005" O.S.	1932	4
Y-6153-CR	Piston (oil control) ring .010" O.S.	1932	4
Y-6153-ER	Piston (oil control) ring .020" O.S.	1932	4
Y-6153-GR	Piston (oil control) ring .030" O.S.	1932	4
Y-6200	Connecting rod nut	1932	8
	Connecting rod cotter	1932	8
Y-E-6220	Connecting rod shim	1932	8



CLUB PARTS FOR SALEPLEASE NOTE ORDERING PROCEDURE

Complete the enclosed order form and cost the items where possible to save us time. Send the order form with a stamped addressed envelope to Kevin Brigginsshaw. The order will be handled as soon as possible. Payment is then to be made to Debrah Brigginsshaw (address is on page 2) as she is the Treasurer for the Ford Y & C Spares Section. Cheques must be made payable to Ford Y & C Spares Section and must be in Sterling.

Postage will be added to the invoices as at its value and a modest charge will be made for packaging where materials are needed.

PLEASE NOTE The Register does not accept liability in any form whatsoever for items sold either directly or indirectly through its activities.  
 Ford Y & C Model Register reserves the right to charge prices different from those quoted without prior notice.  
 Prices quoted are not negotiable.  
 U.K. only supplied.

Many, many various old, new and used items. Also have a large stock of used parts. Please use order form to detail requirements.

MECHANICALCLUB PRICE

Front shackles (pattern part)	2.00 each
Rear shackles (pattern part) - no stock at present	
Bushes for same	0.75 each
Y overhauled clutch/brake pedal assemblies - exchange and to order only	16.40 each
Rear hub bearings Y1225	10.00 each
Universal joint assembly Y7090	10.00 each
Rear hub seals (large - outer) Y1175	1.50 each
Engine valves - state engine type or send pattern, exhaust or int.	3.00
Y & C king pins - 4 bushes, 2 thrusts - exchange, stocks permitting	per set 22.50
Engine pistons, various sizes - send pattern, non-returnable	per set from 20.00
Headlamp bulbs (wattage not stated)	2.00 each
Bulbs, various (if rear lamp, state straight or of set pins)	0.50 each
Engine pulleys	3.50 each
Late type distributor points (not early type) - rotor arm	2.00 each
Have a selection of early distributor caps	2.50 each
Rotor Arms, early and late types	2.00 each
Gaskets - various types - ask for details - price on application	
C exhaust, with tail pipe - stainless, lifetime guarantee	64.50 each
Y exhaust	54.00 each
Floor board screws	0.05 each
Engine top water outlet (head to hose)	6.00 each
Hoses - straight top 9.1/2" x 1.3/4", straight bottom 8" x 1.1/4"	2.25 each
Please note the Club does not stock moulded hoses.	
Oil can transfers, black or green, state colour required	3.00 each
Oil cans	10.00 each
Y speedo cables - inner and outer complete	10.00 each
Hydrostatic fluid for petrol gauges - PLEASE RETURN ANY UNUSED FLUID AND THE KIT because we can recharge that and use it again. The kits are not being returned.	5.00 per kit
6 volt coils - not Ford	7.00 each
Front brake drums - exchange only	23.00 each
Rear brake rod support bracket for L.R. Y, with double holes	24.00 each
Front road springs	15.00 each
Y9737 Accelerator return spring (on cross rod or accelerator rod assembly)	2.50 each
Y2096 Front brake lever return spring - Right Hand	2.50 each
Y2097 Front brake lever return spring - Left Hand	2.50 each
Y2220 Rear brake cam shaft lever spring - Right Hand	2.50 each
Y2221 Rear brake cam shaft lever spring - Left Hand	2.50 each

REPRODUCTION PARTSCLUB PRICE

Various body panels including wing and patch panels are available, please submit your requirements to Kevin and he will tell you of availability.		
Y model rear valance panels, S.R. and L.R.		81.00 each
Y model rear wings, S.R. and L.R.		84.00 each
Rails on chassis inside door (state 2 or 4 door) still on order	per pair	28.00
Patch repair kits for 2 door Ys and 4 door Ys front doors - difficult to post, please try to collect		
outer panel (2 door) 6 in. deep		7.10 each
inner panel		11.35 each
inner front curved section of door frame		8.10 each
angle bracket to rear of skin to pillar		0.60 each
Y rear wheel arches		38.00 each
S.R. front valance below grille (external part only)		18.00 each

Rubber Parts

Engine front mountings (send your old one first, allow 4 weeks)		4.00 each
Front radius ball		3.00 each
Brake and clutch pedals - exchange (send your old one first)		4.00 each
non-exchange		5.00 each
L.R. rear brake rod support ends rubber		3.50 each
Gear box mounts		12.50 each
Rubber style matting for running board - pyramid design	per side	4.00
Door stop buffers		1.00 each
C front axle beam stop rubber (metal not included)		5.00 each
Y under bonnet kit		price to be advised

Body Fittings

Late L.R. 4 door Y hinge centre bolts		0.75 each
Brass balls door hinge		0.60 each
Dove tail wedges - female, door pillar		1.00 each
Dove tail door - male		1.50 each
Enamel rad. badge - dark blue		10.00 each
S.R. radiator badge mount Y8215B		20.00 each
Y fixed timber roof stick kits in hardwood pieces		37.00 each
Rear luggage carriers Y model only - kits only, to order		42.00 each
Copper bifoliated rivets		0.02 each
Y interior door handles		4.25 each
C interior door handles		4.25 each
C exterior door handles		17.00 each
C exterior door handles - key type, does not include barrel		21.00 each
Headlamp lenses (flat type) with diamond or round centres (used) for early L.R. cars		5.00 each

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## NOTICES

Club year runs from 1st June to 31st May. Subscriptions due 1st March 1988 for 14 months to 31st May 1989: UK members £12, overseas £14, OAPs £7. Cheques payable to Ford Y & C Model Register to be sent to Membership Secretary who requires notification of change of address or cars. He also holds back issues of Newsletter at 50p per copy.

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## USEFUL CONTACTS

### STOCKISTS, EARLY FORD PARTS

Mr Bert Thomas, 59 Salisbury Grove, Mytchett, Camberley, Surrey  
Tel: 0252 543840

Mr Gary Miller, Belcher Engineering, Stanton, Bury St. Edmunds  
Tel: 0359 50347

Mr Tony Butterfield, 2 Cockers Lane, Leyland, Lancs  
PR5 3SU Tel: 0772 424032

### WIRING LOOMS, STARTER & DYNAMO BRUSHES

The Seven Workshop, Unit X, Fiveways Industrial Estate, Rudloe  
Corsham, Wilts SN13 0NX Tel: 0225 811303

— Mail order and counter service Mon-Fri 9.00—5.00. General catalogue sent free of charge on receipt of s.a.e.

### SPARK PLUGS, POINTS

The Green Spark Plug Company, 340 Washway Road, Sale,  
Cheshire M33 4HA Tel: 061 973 6755

### SHOCK ABSORBER RECON, RADIATOR REPAIRS

Test Valley Motor Components, 43 London Street, Andover,  
Hants SP10 2NU Tel: 0264 51862

### TRIM, FITTINGS, RUBBER AND ACCESSORIES

Paul Beck, Vintage Supplies Ltd., Folgate Road, North Walsham,  
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