

**WINTER
2021**

**“Your Region’s
Newsletter Resource”**

THE RUMMAGE BOX

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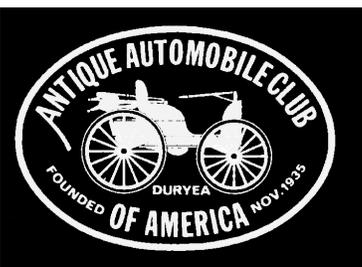
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**It's Annual Convention
Time Again!
By Don Barlup**

VP - National HQ & Library

This will be a trip down memory lane! Join me as we travel back to Annual Meetings past.

When I first joined AACA in 1971, I wanted to attend the Annual Philadelphia gathering. It finally happened in 1973.

The Belleview Stratford was a magnificent old school hotel resplendent in elegance of its time. Seth and Elsa Pancoast were our AACA hosts for many years, followed by their son and daughter-in-law Seth Jr and Dianne. Mike Jones eventually won the Seth Pancoast “look-alike contest” and has remained, with his wife Marci, our hosts ever since.

I fondly remember meeting many of the founding members and stalwarts, most notably Ted Fiala and our first President and last living charter member, Frank Abrams. As a young fellow I looked in awe at these movers and shakers of our early AACA hobby days.

I also remember meeting George Shuster of the New York to Paris Thomas Flyer run in 1908. He spoke at the Saturday evening banquet. As I recall, he passed shortly thereafter at age 99.

Friday evenings would host a dance band in the Grand Ball Room. The dance floor was always crowded. Great conversations and big band tunes filled the room. A dinner at Bookbinders was part of the tradition.

We all know things change. I was there the year of the Legionnaires disease. Fortunately, it happened a couple of weeks after our convention. We never returned to that once grand hotel.

This will be a different year for AACA and our Annual Convention. I look forward to each new year to renew old friendships and make new ones. It has been a tradition for me, and I hope you will make it your yearly tradition as well.



**Rediscovered Treasures
By Wayne Tuck
Executive Vice President**

While sorting through cabinets and shelves in my garage I began to wonder, why did I save all this junk? Motorcycle parts for bikes I have not owned for over ten years? I don't recall ever having a vehicle that was the color of this bottle of touch up paint. Cords and accessory wires that don't fit anything I own? It's time to discard some of this stuff.

A stack of license plates from vehicles I owned in the past? Could I be in trouble with the State Motor Vehicle division for not turning these in? After a second look, wait a minute, a white colored New Jersey plate? New Jersey never had a white plate!

On second thought, New Jersey is one of those states that requires a front license plate. In celebration of this country's bicentennial the state authorized a special commemorative plate to be used in place of the regular front plate from 1975 thru 1977. This plate had a white background with red and blue “NJ 76” in the center, circled with 13 blue stars representing the 13 original colonies. Letters in an arch across the top state, “Crossroads of the Revolution”. New Jersey saw 296 engagements with the British within our state - more than any other state. There were many major battles fought here.

I had forgotten I ever owned that plate. I proudly displayed that plate on the front of my 1971 bright yellow Volkswagen Super Beetle convertible. The plate is in “like new” condition. I can put this on my wife's 1976 bright yellow Volkswagen Super Beetle Convertible! History repeats itself. How fitting, a rediscovered treasure. I'm sure we all have some simple treasures stored away and forgotten. I intend to continue looking.





Editor's Note

Matt Hinson
Rummage Box Editor

Welcome to my 20th issue as Editor of the *Rummage Box*.

For the last three years, I have typically posted an update on my 1938 Buick Century restoration in my Editor's Column. I have had the car substantially complete for a few months, while still waiting on a local upholstery shop to complete a few small items for the car before I can call it complete. Hopefully it will soon be 100% complete and hopefully, sold. I did not really intend to sell it as soon as I was done with the restoration but I am out of room in the garage. I saw a 1937 Buick Roadmaster Model 80C, four door convertible phaeton, for sale in *Hemmings Motor News*. I have owned a 1937 Century Model 61 four door sedan, for 6 years, and have recently done the 1938 Buick Century restoration. I never thought that I would have an opportunity to purchase an 80C due to their rarity. In 1937 Buick produced a total of 1,040 for domestic sale and 115 for export. The car was about a 4 hour drive from my home. I called and made an appointment to see the car. After seeing the car, I did not initially purchase it. About a week later, the seller called me and offered the car at a price that I could not refuse. I am enjoying my new purchase. If you want to know more about this car, and its interesting history, you can read more about it on the AACA Discussion Forum in the Me and My Buick forum at: <https://forums.aaca.org/topic/354448-my-1937-roadmaster-80c-four-door-convertible-phaeton/>



It seems that during the time spent at home during the pandemic, many members have been restoring cars and buying more cars. My local chapter newsletter editor is doing a series on "Cars of Covid" stories, where she is featuring cover photos of new acquisitions during the pandemic and feature stories about these cars that have been purchased by members during the pandemic. Perhaps other editors might want to consider something similar.



Duct Tape & Websites

By Fred Trusty
Vice President - Membership

Duck Tape was invented by a division of Johnson and Johnson in 1943 for military use in WWII. They wanted a tape that was waterproof and strong enough to keep moisture out of ammunition boxes. Originally, it only came in army green. It's believed that soldiers started calling it Duck Tape because it was green and shed water like a duck. It was strong, waterproof, and adhesive backed, so soldiers started using it for repairing just about anything; jeeps, guns, aircraft, and in an emergency, to temporarily close up wounds. During the housing boom after the war, soldiers were using Duck Tape that they brought back with them for all sorts of things. Then someone got the idea to market it as a means to seal heating ducts and the name changed to Duct Tape and the color changed to silver. Ironically, you shouldn't use duct tape to seal HVAC duct work. It can become brittle and fail.

What does Duct Tape have to do with AACA? The antique car hobby has had declining membership for several years now. Older members are passing on and even though we do a fair job at recruiting new members, we aren't keeping pace with the rate of attrition. We need a recruiting tool that is strong and sticky.

Let's say that I need to find a company that can rebuild the power brake booster on my 1962 Oldsmobile Super 88? On my computer, in the Google search bar, I type in "power brake booster rebuilding service" and voila, pages of companies. What if I want to find an antique car club in Louisville, KY? In the search bar I type, "antique car clubs near Louisville KY" and guess what comes up? A list of car clubs in the Louisville area with Kyana Region AACA in the number one slot at the top of the page. There's a reason why it's number one. It's called Search Engine Optimization (SEO), which could be a future article in itself. A couple of years ago, The Kyana Region updated its website, kyanaregionaaca.com. We added lots of pictures of events and a page on how to become a member of Kyana plus a link to the AACA website, aaca.org. In 2020 we signed up 19 new members and for 2021 we have 29, so far. Guess where most of the new members found out about Kyana? Could websites be our digital Duct Tape? Some regions have great websites. Some don't have one at all. Think of the potential if every AACA region and chapter had a great website?

If we want the hobby to continue, we have to go digital. If your region or chapter doesn't have a website, AACA has a team of webmasters that are ready to help you build one. We have a free website template and with the help of our webmasters you can quickly have your own website up and running. Just contact Mary Bartemeyer, VP of Website Development or me. You don't have to be a computer whiz to do this. Give it a try and see how a website can help your region's recruiting effort.



Pay Attention to the Engine

By Jim Elliott
AACA President

When preparing your car for judging, don't forget to pay attention to your engine. First, our judging guidelines require that your vehicle be driven onto the show field. Almost more importantly, the engine provides a multitude of areas where the judging team can find deductions.

Here are my top ten areas in the engine bay that require your attention.

1. Cleanliness – We judge cars to the condition that it was delivered to the original purchaser. Most judges believe cars were delivered new without leaks or rusted parts.
2. Fan belts – Find a period correct or proper reproduction belt. If it is marked with an aftermarket brand, remove the brand by using fine steel wool or paint thinner.
3. Radiator hoses – Make sure the labeling on the hose is correct for period and brand.
4. Hose clamps – A one point deduction can be taken for each incorrect clamp. Reproduction tower top and similar older style clamps are readily available from many suppliers.
5. Radiator cap – An aftermarket cap is readily visible and needs to be replaced with a cap identical to the one supplied with the car.
6. Radiator – Make sure it is clean and free from bugs and leaves. A small toothbrush can be used to clean it. A spray can of "radiator black" paint is a good way to make it look new again.
7. Spark plugs – When visible, the plugs should be period correct and match the original manufacturer.
8. Spark plug wires – Wires with millimeter markings or store brands can result in a one point deduction for each wire. Never use neon colors to "dress-up" the engine.
9. Oil Filter – Fram, Wix and K&N filters may be your preference but will quickly result in deductions.
10. Hood insulation – Make sure yours fits well and has the proper clips. If it is showing its age, it is time to replace it.

I hope this helps you to earn the trophy you are seeking.



AACA 2021 National Activities Calendar

By Mark McAlpine
Vice President – National Activities

To ensure our events can be held safely while providing the maximum opportunity for members to participate, the club has rescheduled our Annual Convention in Philadelphia, PA, from February to April 15-17 and the Special Dual Nationals scheduled to be held in Puerto Rico in March have been rescheduled to April 21-23, 2022. The 2021 Central Spring Nationals in Auburn, IN, have been pushed back two months from May to July 1-3. (Look for some special activities at this show!) And, for all of you that enjoy touring, we've also added another tour—the Southeastern Divisional Fall Tour—in the fall. All other 2021 AACA national activities are still a "go" for the dates shown below.

2021 AACA National Activities Calendar

Apr 8-10	SE Spring Nationals	Concord, NC
Apr 15-17*	AACA Annual Convention	Philadelphia, PA
Apr 19-22	SE Divisional Tour	Central Florida
May 20-25	Founders Tour	Davis, WV
Jun 2-5	Eastern Divisional Tour	Eastern Shore of MD
Jun 17-19	Eastern Spring Nationals	Saratoga Springs, NY
Jul 1-3*	Central Spring Nationals	Auburn, IN
Jul 11-16	Vintage Tour	Lock Haven/Wellsboro, PA
Jul 22-24	Grand Nationals	New Ulm, MN
Aug 13-14	Western Fall Nationals	Loveland, CO
Sep 9-11	Southeastern Fall Nationals	Greenville, SC
Sep 12-17	Revival AAA Glidden Tour®	Saratoga Springs, NY
Oct 6-9	Eastern Fall Nationals	Hershey, PA
Oct 11-15	SE Divisional Fall Tour	Mt. Airy, NC
Oct 18-22	Central Divisional Tour	Broken Arrow, OK
Nov 11-13*	Special Western Nationals	Phoenix, AZ
Nov 14-17*	Western Divisional Tour	Phoenix & Central AZ

* Note the change in dates for this activity

Our host regions and chapters have worked very hard to plan and organize some fun activities for us to enjoy. Please support them by participating in these activities. I look forward to seeing you at one of them. Until then, be safe and stay healthy!





If You Don't Like Change, Try Extinction

By Mark McAlpine
Vice President – National Activities

In the three years I have been fortunate to serve on the AACA Board of Directors, I have spoken with or traded e-mails and letters with many AACA members and officers of AACA regions & chapters. Many of those conversations focused on the challenges faced by our regions & chapters (and almost all clubs in general)—declining membership and difficulty in attracting new members, especially younger members. When I've spoken with region/chapter presidents about their club possibly hosting a future AACA Nationals or National Tour, the answers I received were frequently the same: "Our region/chapter is too small," "Our members are too old," and "It's too much work and we don't have enough people willing to help." (Unfortunately, I've also heard some region/chapter presidents say "I've been president for years because I can't get anyone else to step up to the responsibility, and I'm tired of doing it"—but that's a topic for another article.)

The common factor in all of these challenges is the unwillingness of many regions, chapters, and members to change and do the things necessary to attract new members. They don't want to change what they're doing and are unwilling to add new activities. The problem with this is that if they don't change, their region or chapter will slowly atrophy and eventually disband as its members pass away or leave because they're not having fun. What's the old saying? "The definition of insanity is doing the same thing over and over again and expecting a different result." One of my former commanders (in the Air Force) put it more bluntly: "If you don't like change, try extinction."

So, what can our regions & chapters do to prevent extinction?

1) The first thing you can do is reach out to AACA national directors that can help you. We're all here to support our regions/chapters and members however we can, but the first ones you should reach out to are the Vice President of Membership (currently Fred Trusty) and the Vice Presidents of Regions Development & Support (currently Chester Robertson for the Central Division, Paula Ruby for the Eastern Division, Jeff Oaks for the Southeastern Division, and Myron Smith for the Western Division).

2) The second thing is you need to have fun activities to energize your current members and help attract new ones. If the only monthly activity you have is a dinner meeting at the local Golden Corral or Denny's—especially if you don't have an interesting guest speaker—you're in trouble (and unlikely to attract younger members). Everyone has different interests, different

things they like to do, so try to add a variety of activities throughout the year so every member (and spouse/significant other) can find something they'd enjoy doing. Keep holding those dinner meetings—they're a great way for members to connect and for you to provide them important information—but also plan some short cruises/tours, hold cruise-ins, hold an annual show or swap meet, plan group visits to museums, parks, or other historic or interesting sites, organize an overnight weekend driving tour, etc.

3) You need to bring in new members. Membership is a contact sport. People who might be interested in joining your region/chapter and the AACA are not going to track you down—a few might, but not many. If you want new members, you need to seek them out and take every opportunity to approach possible new members: when someone comes up to look at your antique vehicle at a local car show or when you're filling it up at the gas station, talk to them, ask if they've heard of the AACA, and invite them to one of your upcoming region/chapter activities. Set up a membership tent (and staff it with your most outgoing members who will grab people as they go by and talk to them) at your car show, cruise-in, or swap meet. Set up a membership table at local cruise-ins and car shows, and, if you have a local new car show, see if the organizers will let you display some AACA cars and have a membership table. Don't forget to use the four free 1-year memberships sent in the fall to every region/chapter president (and if you need more, you can request them from AACA Headquarters) and the free 1-year membership offered to every military veteran under the Military Sponsorship Program (available on the AACA website under the membership tab or from AACA HQ).

4) Host an AACA National Activity. As strange as it may sound, one of the best ways to jump start your region/chapter—energize your current members and attract new ones—is by hosting an AACA national activity. A number of AACA regions/chapters, with the common concerns of being too small and/or too old, have hosted an AACA Nationals or National Tour and seen their members get more involved in the region/chapter, be excited and proud about their club hosting the show or tour, and seen membership grow as they attracted new members to help with the show and others join after the show because they enjoyed it and found out about the AACA and the region/chapter. (It's hard to believe, but many people—even people who own and love antique vehicles—have never heard of the AACA.)

If your region/chapter is aging and slowly dying through the attrition of members, take a look at what you're doing and implement some changes to reverse the trend. Yes, change is hard and sometimes uncomfortable initially. However, **if you don't like change, try extinction.**



Planning A National Event - Part 1

By Dave Anspach
Vice President - Publications

For those that don't know, I will be Meet Director for the 2022 Nationals in Melbourne, Florida which is sponsored by the Cape Canaveral Chapter. I thought it might be informative to do a series of articles in the *Rummage Box* telling everyone what I experienced in playing my part in this activity.

After moving to Florida 3 years ago and joining the Cape Canaveral Region, one of the first things Deb (my wife) and I thought of was looking into hosting a National meet. The region had hosted a meet in 2012 and a large majority of the current members were members then. I asked the current president for permission to bring the subject up in our next meeting and present the concept to the members.

After preparing all the pertinent information we went into the meeting with what we thought was enough information to persuade the membership to go ahead. WOW, was I wrong!! I haven't been taken to the woodshed that severely since I was a kid! First argument was that "we are too old" to take on this type of activity. Next was that there was simply too much to do for the small amount of members that we have. Finally was that Regions don't make any money doing a National, so why bother. I did the best I could at that first meet trying to convince people, but I faced some pretty serious opposition.

Over the next year, along with a core group of interested members, the subject was brought up in meeting after meeting for discussion. With research and common sense the points of opposition were discussed and people in opposition were slowly converted to believers. I think this is an important point. You can't just run over people with a majority, it is important to see what their reasons for opposition are and help them understand. The club means as much to them as it does to you, plus you will need those people to support doing the actual show. So how were they persuaded?

"We are too old" is a common attitude taken whenever a new idea is brought up. People have often become settled and comfortable in their ways. They often don't want to upset the apple cart. Last year, however, the regional show was changed quite a bit and although it strained our resources a bit, it was handled. People did their jobs that they had been doing for years just a little more of it. From there, it wasn't a stretch to explain that a national show was just more of the same. A National has a job for everyone regardless of age and degree of physical ability, it's just a matter of matching people with jobs.

The "it's too much work argument" was more of the same. In our case, a persuasive argument is that a National would actually be no more work, with proper preparation, than the activities the club always does annually. Planning dinners and activities is no different whether it is

for a National or a regular club event. Cape Canaveral annually does their Celebration of Cars, a show that hosts up to 500 cars. A National with 250 to 300 cars should be easier than that! Also presented to the members was the fact that much smaller Regions than ours had, with the help from National staff and directors put on a successful show. The National Club will NOT let you fail. Also presented was the possibility of getting help from other nearby regions where it may be needed.

The "we will put in a lot of work and not make any money" argument was an easy one to present figures on for estimates but a hard one to convince the members on. The 2012 National was done with a break even mindset by the meet organizer. I presented figures that emphasized that the Region could make some money while still presenting a value to the members who participate. While I won't discuss specific numbers here, suffice it to say the sky is the limit on the potential for realizing a good profit from a National event.

After several months of discussion at every meeting, and gradually gaining acceptance from everyone, it was presented to our local board for approval followed by presentation to full membership for approval. Once approved, it was time to present it to the National board for permission to hold a National.

(to be continued in the next Rummage Box)

