

MARYLAND AUTOMOTIVE MODELERS ASSOCIATION

Volume 3, No. 4 Dec. 1990

Editor: Tim Sickle

Ho! Ho! Ho! Merry Christmas! (Ed. Note: I always wanted to do that!). About 40 (!) people were in attendance at our November meeting which had so much going on, I couldn't keep it all straight! Somewhere in there though, I believe Dave Roehrle gave a clinic on hinging. Thanks, Dave! And, surprise! Surprise! Norman "Wagonmaster" Veber made his triumphant return (goodies and all!) however, he still has some work to do so he will get back to it after the holidays. But it's sure nice to see him back! Harry (& Chris!) had the new club video playing and Mike Adams also had a video from the AMS Convention in Charlotte playing. Wow! Results from Charlotte appear elsewhere in this newsletter.

At this time, we'd like to say Howdy! to our latest attendees: Pat Howard (Hyattsville), Malcom Douglas (Greenbelt), Frank Anderson (Fairfax), Dave Helse Jr. & Sr. (Baltimore), Steve Mesner (Hagerstown) & Dirk "Detail Master" Johnson. There were so many new faces, I hope we didn't miss anybody!

The November raffle raised a whopping \$130.00! This success is mainly attributed to the Timex display case donated by that nationally known, award winning model builder, Pat Maphis! The club would also like to thank the raffle donors as shown below: George Openhym, Chris Whalley, "Deuce Coupe" Gransee, Matt Guilfoyle, Gary McNutt, Dave & Karen Roehrle, Ron Bradley, Gary Sutherlin, Ron Roberts, Lyle Willits, Brad and Replicas & Miniatures Co. of Md. Special thanks also go to those shown below:

Jerry Flynn,
Detail Depot
7901 West End Drive
Baltimore, Md. 21226

Doug Moran,
Doug's Hobby
Route 301
Waldorf, Md. 20601

Charlie Atkinson,
Family Hobbies
1348 Stevens Ave.
Baltimore, Md. 21227

Roy R. Sorenson,
Garage Scenes
19088 Santa Maria Ave.
Castro Valley, Ca. 94546

John Southan,
Hobbytown USA
15751 Columbia Pike
Burtonsville, Md. 20866

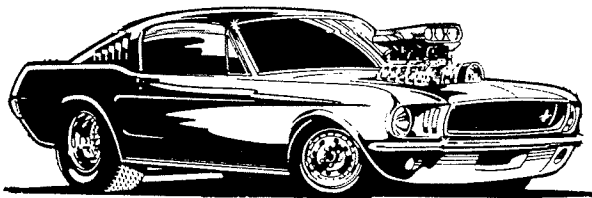
Dirk Johnson,
Scale Sports
P.O. Box 153
Hubertus, Wi. 53033

(Contd next page!!)

John Mauchamer,
Wheels Hobby Shop
45 Waverly Drive-Unit O
Frederick, Md. 21701

John O'Neill,
AMT/ERTL
Highways 136 & 20
Dyersville, Ia. 52040

Bob Johnson,
Revell, Inc.
363 North Third Avenue
Des Plaines, Ill. 60016



* * * * * P L E A S E N O T E ! * * * * *

We will be meeting in room K-100 up thru May of 1991. The meeting dates are as follows: Jan. 19, Feb. 16, March 16, April 27 (Rather than April 20, which is the 3rd Saturday!), and May 16. Be there or be octagonal!

With all the attention which the trademark and licensing policies of the "Big Three" (GM, Ford & Chrysler) are receiving lately, a copy of the October newsletter was sent to Stevens International (a large East coast importer) for a possible reply to a letter of explanation from George Pruette, Director of Public Affairs for General Motors. To date, no reply has been received from Stevens. However, the following letter was received from R.J. Kirkwood, Mgr. Jeep merchandising, Chrysler Motors. Read on:

Dear Mr. Wilson:

This is in response to your October 20 letter directed to Mr. Hickey regarding Chrysler's licensing policies. Your letter has been forwarded to me for review and reply since the Jeep licensing program, the corporation's most active, falls under my area of responsibility.

I understand your concerns and the problems you feel licensing creates for the modeling industry. I'd like to take this opportunity to present Chrysler's position, which has been misrepresented in the enthusiast press.

As you know, a trademark is considered property and as such carries with it certain rights and obligations. Chrysler and its predecessor companies have invested substantial amounts in the automotive products currently manufactured and sold under the Jeep brand and the good will and other value associated with both the Jeep name and those products.

I hope you would agree that, as a result of our investment, we have the right to control our property and, by extension, the manufacture, quality, distribution, etc., of any product which represents itself as manufactured by Jeep or is otherwise connected with the Jeep brand.

Trademark law, in fact, requires that the owner of a mark exercise such control or suffer its loss as has occurred in the cases of aspirin, yo-yo, thermos, escalator, etc.

The Jeep licensing program was specifically implemented to protect the Jeep trademark. We plan to license the brand name to numerous manufacturers across a wide range of products and

have already licensed companies in several industries. Negotiations continue with numerous manufacturers and, in the not too distant future, we will be expanding our family of licensees substantially.

Each of these licensees is or will be signed to a rather comprehensive agreement to ensure proper trademark protection is in place on a worldwide basis.

I understand that the model industry is relatively small. Unfortunately, we are required to treat all use of our trademark the same and cannot make exceptions for any reason, including industry or licensee size. We do, however, work toward what is best for all in any licensing negotiation.

We obviously feel the Jeep trademark is unique and as such brings to any product that carries it added value. That feeling is confirmed by the fact that we are continuously and repeatedly contacted by numerous manufacturers from many industries requesting its use.

Until recently, Chrysler has granted permission for this use without any recovery or even a firm realization of the related costs. The trademark registration process (in the various product categories and countries involved) and associated legal costs related to those registrations' protection are substantial. While I understand that the brand receives significant exposure, the fact that remains that this exposure comes at a significant cost.

The royalty issue is actually only one of many. We have numerous concerns related to licensee capabilities, quality assurance, distribution, advertising and marketing efforts, trademark usage, maintenance of good will, etc. Our new licensing agreement addresses all of these issues and requires (again as, in fact, does trademark law) that all licensing operations be closely controlled by Chrysler.

Again, this is a rather substantial effort and carries with it rather substantial costs, costs that Chrysler is no longer willing to absorb.

The program is not designed to improve Chrysler's financial position. We do recognize the value of the additional brand exposure and make allowance for that in all of our licensing negotiations. (We do not, however, agree that this exposure constitutes free advertising).

When we examined the situation from a purely financial perspective, we found that the reason manufacturers seek the Jeep license is precisely because they are aware of what that name brings to a product and they perceive a profit opportunity. The grant of gratis licenses would place Chrysler in a position of absorbing costs so that other companies could generate profits. This does not make sense to us.

In considering licensee applicants, we weigh what they bring to the table in terms of manufacturing and distribution capabilities, product awareness, marketing focus, etc. Royalty rates are therefore negotiable and, for our current licensees, span a wide spectrum.

I have some doubts as to how the royalty rates currently in place for Jeep licensees could result in any insurmountable burden. Contrary to what has been reported, we

have no minimum royalty requirement and we do try to accommodate the specific industries and companies we are involved with. (Any representation that we require a 6% royalty is totally incorrect).

In closing, I would like to again say that I understand your concerns and want to assure you that we do work with all licensing prospects to minimize any negative impact of our program.

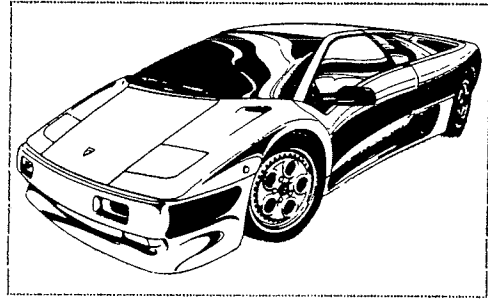
Sincerely,
R.J. Kirkwood,
Manager, Jeep Merchandising

Lamborghini Diablo Comparo

(AMT/ERTL #6933; one version; 1/25; 74 pieces; white, chrome, clear, vinyl tires)

(Testor's #235; one version; 1/24; 93 pieces; red, gray, chrome, clear, vinyl tires)

Lamborghini Diablo-the name says it all. The Devil (and with a base price of \$211,000, anyone would have a devil of a time affording one!!). It is as visually stunning as the Lamborghini Countach was upon it's introduction 'way back in 1971. It was only a matter of time before this awesum machine would be replicated in scale. We will examine the AMT/ERTL and Testor's versions at this time.



The AMT/ERTL kit is molded in white (Thank yew!) while the Testor's kit is molded in red/gray. The AMT body is comprised of 7 pieces (body, front air dam, rear pan, bumper, hood & mirrors) which seemed to have more flash on them than some of their more recent offerings. There also seemed to be small "nubs" (small bits of plastic) in various locations on the body which required attention. Sadly, sink marks appear in the outside mirror faces. The Testor's body is thinly molded and is comprised of 11 pieces (body, hood, front air dam, rear pan, bumper, air intake liners, and hood hinges) and exhibits minimal flash. Sadly, the original body was badly warped! A replacement was ordered which was also warped! All vents on the body (hood, front air dam, upper and lower body sides and rear facia-10 in all!) are molded open! The upper engine intakes are separate & open to the engine (plate) unlike AMT's which are blocked off.

Both interiors feature separate door panels. The AMT dashboard is 5 pieces (basic dash, gauge pod, passenger side assist strap, steering wheel & column) with acceptable engraving on the instrument pod. Unfortunately, it is nowhere near accurate in comparison with my limited reference materials (Motor Trend, May 1990 & December 1990). Sadly, another sink mark rests squarely in the middle of the steering wheel above the "bull" (no bull!). The Testor's dash is 3 pieces (basic dash, steering wheel & column) with decals for the gauges! It also appears much more accurate by comparison.

The AMT engine is almost entirely chrome including engine block halves, crankase cover, cylinder heads, cross ram Fuel

Injection manifold & left & right air plenums (Ed. Note: The instructions advise painting the engine with dullcoat). Some observations here: First, I notice the "Lamborghini" script missing from the air boxes and second, there is one distributor on the front cover which appears to have 8 "nubs" on it. We seem to have "lost" 4 cylinders!?! Tailpipes are solid one-piece units with several sink marks on 'em. The Testor's engine, on the other hand, "isn't". What I mean to say is that it is a plate made up of three pieces which looks amazingly realistic! The "Lamborghini" script which was missing on the AMT kit is present on the Testor's air boxes. Testor's tailpipes consist of 2 sets of 2 pipes with separate, chrome tailpipe tips.

The AMT chassis is simplified but does include steerable wheels (albeit with a "toothed" tie rod acting on a "notch" on the chassis pan). Disc brakes are included as well. The Testor's chassis, on the other hand, is verry nice! To start with, it is the all wheel drive version compared to AMT's two wheel drive version. Front and rear suspensions consist of approximately 18 pieces! This includes grooved disc brake rotors.

Good news/bad news with regard to both sets of wheels/tires as well. The AMT tires are verry nice big & bigger meats. The problem is that the sidewalls read "275/50VR15" & "P295/50VR15" while they should be "245/40ZR17" & "335/35ZR17"! The good side is that these would make verry nice Street Rod tires (Ed. note: Are ya listenin', Lyle?)! The Testor's tires all appear to be the same size with a terrible, out of scale block tread pattern. The chrome plating at the outer wheel edges also seemed a little rough (flash?). A replacement tree exhibited the same problem.

The glass in both kits is a one-piece bucket. The Testor's glass was also warped. Also included on the clear tree are all other marker lights (8 in all!). Both sets of instructions appear complete as well as including painting instructions. The AMT decals include Arizona plates and "Diablo" New Hampshire tags. The Testor's decals include "Testor" tags, body emblems and dash gauges as mentioned earlier. The AMT kit has the Diablo emblem engraved on the rear panel, making a decal unnecessary.

In closing, I was pleasantly surprised. When I heard Testor's Diablo wouldn't have a motor, I decided against purchasing it. But in my humble opinion, the Testor's kit is the better of the pair, exhibiting a good overall level of detail and engraving (as if to overcome the lack of a "real" engine). Take this kit (assuming you get one with a straight body and glass), add a good set of big and bigger meats and have some fun!

by: Tim Sickle

BITS & PIECES

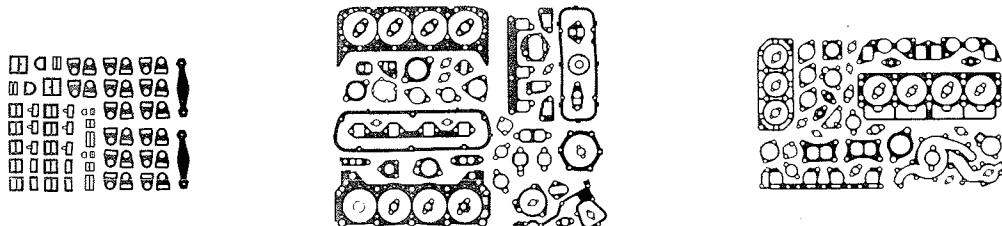
- * What is the one word which I can mutter that will get everyone's attention quicker than setting superglue? Why, brownies, of course! And I would be remiss if I didn't acknowledge our "brownie brigade" responsible for the brownies at the November meeting-Tim Powers' wife and Karen Roehrle. Karen says hers were "Mark Martin Brownies"

(Ed. Note: I wonder why?!?). The club would like to thank you very much for your "donation"! They were great, weren't they, "Hot Rod"?

- * And speaking of "Hot Rod", we have news of the AMS "expedition" in Charlotte. For their troubles, our intrepid travellers fared as follows: "Hot Rod" won 1st Showroom Stock ('85 Turbo Coupe), 1st Street Rod (Pre-'34) ('34 Ford), 1st Custom ('49 SC), 2nd Street Machine ('59 Caddy); Kelvin Brown won 1st Street Rod ('35 & up); "Junkman" Roehrle won 1st Miscellaneous ('40 Ford Beater), and 3rd Street Machine ('49 Ford). Also getting more than their fair share of attention were Dave Toups with his Merkur Pro Stock and Leonard's 1/16 scale Shoebox racer! "Hot Rod" asks that we thank Mike Adams for the use of his van for the trip! What's that? You're already taking reservations for next year, "Hot Rod"?
- * And while on the subject of contests (Huh?), it seems as though kudos go again to "Hot Rod". It seems as though the (in)famous '49 SC made the trip to the Southwest Challenge with the S & S guys. The car not only survived the trip, but also managed not only to haul down 1st Custom and Best Paint but topped all that off with the "Butterdish" award as well! "Hot Rod" is full of surprises! Congrats (I think!!!)
- * Flash! Your Hobby Center has Tamiya paints back in stock which includes their line of clear colors (red, blue, green, yellow, orange & smoke). So anyone who has been in search of these paints, time to stock up!
- * It should be mentioned again that due to Harry, Chris & Lyle's hard work on the 2nd edition of the club video, The club treasury has been enriched to the tune of \$5.00 per tape, for a grand total of \$100.00 (and a free tape to boot!!!)!! Guys, your hard work is appreciated!
- * Hobby Shop news! Wheels Hobby Shop (Frederick, Md.) is offering club members a 10% discount! Just let 'em know who you are!
- * More Hobby Shop news. Doug's Hobby (Waldorf, Md.) is interested in getting some built-up models. If interested, contact Doug Moran at (301)843-7774.
- * For anyone interested, MAMA plates are coming again! Contact Norman Veber to place your order!
- * For you sports/racing car modelers, there is now a publication just for you! "Motor Racing Replica News" will cost \$15.00 a year for six issues, starting with issue #1 in January 1991. However, if you subscribe prior to Jan.1, the cost will be only \$12.00. The distribution to Hobby Shops will be limited so a subscription would save you quite a bit vs. the \$3.50 cost per issue. If interested, write 274 Thompson Avenue Mountain View, California 94043.
- * News Flash! For those of you who are building the Revell Yenko Camaro or Z28, test fit the body-chassis fit with the firewall in place. Every example so far exhibits some interference between the right fenderwell and the heater fan which prevents the body from sitting squarely on the chassis (this problem is evident even on the box art

model). You simply cut away the lower right (left if viewing from the front) portion of the heater to alleviate the problem (the removed material goes unnoticed as it is entirely under the right fender and out of view). Sorry I didn't find out sooner, Lyle! (Ed. Note: This tip comes from our nationally-known, award winning model car review artist, Tim Powers).

- * **New items!** It seems as though a local cottage industry (which is not entirely unknown to us!) by the name of **Replicas & Miniatures Company of Maryland** (Who?!?) has some new items designed to entice those hard-earned dollars from our pockets as well as to drive us crazy superdetailing our latest project! To start off, **Buckles & Such RM-28A** (1/20-1/24, \$6.50) & **RM28-B** (1/32-1/43, \$4.50) includes buckles, belt tie-downs, "D" rings, tool box handles, etc. in several sizes. **Multi-scale Wing Nuts RM-40** (\$2.50) includes 26 pieces in 5 sizes (a set has 2 of the largest size, 12 of the next smaller size, & 4 each of the 3 smallest sizes). Next up- **Gasket Assortments RM-41A** (1/20, 39 pieces, \$6.50); **RM-41B** (1/24, 39 pieces, \$4.95), **RM-42A** (1/20, 53 pieces, \$7.95), & **RM-42B** (1/24, 53 pieces, \$6.50) (Ed. Note: See below!) are Fotocut on silvered brass which means no painting as they come in a perfect "gasket" color! They are scale thickness (would you expect anything less from Norman?) and are "just the ticket" to finish off that garage diorama!



And lastly, 3 **NASCAR Safety Nets**; **RM-43A** (1/24, \$5.95), **RM-43B** (1/43, \$3.50) & **RM-44** (Generic safety net, 1/24, \$3.50). The first two are double-etched brass while the last one is double-etched copper. They both give the appearance of woven netting material, Fotocut on thin material so it will bend & flex. They are designed to hang in the window or lay on the door, always with the double-etched side out. Some trimming will be required by the builder. Most mounting hardware is included. All you have to provide is some wire (instructions are also included). Interested? write to **Replicas & Miniatures Company of Maryland 7479-D Furnace Branch Road Glen Burnie, Md. 21061**.

- * **Flash!** For those of us interested in "roundy round" cars, **Tru-Value Hardware** has released in time for Christmas a 1/24 scale replica of the **IROC Dodge Daytona race cars** similar to the **IROC Camaros** of last year. I understand that they come in 4 colors red, white, blue and black. If you want one, better grab it now because you know what happened to the Camaros! Thanks go to **Norman Veber** for

this info.

- * Well gang, the call is going out again for Club Jackets! The jackets will be similar (I am sure) to what we ordered the first time (black baseball style jackets with our club logo both on the left front and the rear. They will cost approximately \$35-\$40. If you are interested, contact Karen Roehrle (Ed. Note: The larger the order, the better the price!).

TV Trivia Answers

(Ed. Note: Betcha you thought I forgot, Huh?)

- | | |
|----------------------------|-------------------------------|
| 1. 1948 Desoto | 10. 1964 Impala, 1987 Mustang |
| 2. 1967 Lincoln | GT convertible & 1989 |
| 3. 1966 Chrysler Imperial | Corvette convertible |
| 4. White Corvette | 11. Dodge Charger |
| 5. Black Trans Am | 12. White Mustang |
| 6. Red Sunbeam Tiger, | 13. 1921 Oldsmobile |
| Blue Karmann Ghia | 14. Checker |
| 7. 1978 Toyota Landcruiser | 15. Rolls-Royce Corniche |
| 8. 1957 Thunderbird | 16. Maxwell |
| 9. 1928 Porter | 17. 1973 Trans Am |

CLASSIFIEDS

WANTED-Any Ferrari-related items as well as back-issues of Cavallino magazine. Call Harold Bradford at 604-8591.

WANTED-'87 & '88 Mustang GT's, '89 Regal Promo. Call Tim Sickle at 249-3830.

FOR SALE-Collection of 50-60 Provence Moulage Aston Martin kits (sold as a unit or separately). For a list of what is available and their prices, write to Creative Miniature Associates, 105 Columbus Place #5, Stamford, Ct. 06907. Serious inquiries only.

Anyone having an item for the Newsletter whether it is a Bit, a Piece or even a Classified, it can be included by contacting one of the individuals listed below:

Timothy C. Sickle
15905 Ark Court
Bowie, Maryland 20716
(301)249-3830

Norman F. Veber
7479-D Furnace Branch Road
Glen Burnie, Maryland 21061
(301)768-3648

