

THE GALLOPING

GAZETTE

AUG 1987

CENTRAL VIRGINIA MUSTANG CLUB

ISSUE 17

PRESIDENT'S MESSAGE - AUG '87 -

At each meeting Bob Leipertz gives us a count of current members and each month the number gets smaller and smaller. The question is frequently asked why the decrease in membership. I don't know all of the reasons, but I think I can account for a few. We did not have a Spring Mall Show this year from which we usually draw several new members. It seems that our members are not traveling to as many shows as last year. Recruitment of new members doesn't seem to carry the enthusiasm and excitement as it did when we originally started building the Club. Our best opportunity to encourage new members is our Sept. "Classic Car Cavalcade" Car Show. If we are going to keep a strong membership, we must all continue to seek out new members. I know that it is a little work, but there are still a lot of Mustang owners out there who are unaware of our Club and the benefits we offer. The fact that we are continuing to look for a neutral regular meeting place may have some impact on our attendance and recruitment. When you have a prospect's name and address, ask Donna Seay, our Secretary to send a new member package which includes a friendly letter, membership application and current newsletter.

Well Gang, Here it is August already. One Month til show time. Do you get the feeling that time is running out? Let's get those door prize donations in to the Sponsors Committee and advertising information to the Publicity Committee. We don't want to wait until the last minute.

A big job well done to our two Club members that competed in The COORS 200 Lap Enduro Race at Southside Speedway on Sunday July 26th. Durwood Tedder had the misfortune to roll his car coming out of turn two on the second lap, putting him out of the race early. Tina Fritz was going strong until lap 44 when she was sidelined with battery problems, but she was able to enlist some help from a driver who was already out of the race. The other driver loaned the battery from his disabled vehicle and allowed her to roar back onto the track at lap 97. Not too bad for no tools or pit crew. Tina, what was the ax for? She finished 29th with 119 laps completed out of 200 and was one of 18 cars still running out of the 96 original starters. The next Enduro will be held Sunday, September 27th. There are already several members signed up for the next one, including Tina Fritz and Mike Walker. Don't forget support those who support us.

Terry Wagner, President

THE MUSTANG STORY:

(This is a continuing article from last issue.)

The Mustang was to be introduced to the public on April 17, 1964, some three years after the planning of the car began. The long lead-time required in the automotive industry, from conception of a car to public introduction day, is a measure of how essential it is to determine the needs of the market several years in advance.

The Mustang's special preview for the press, four days before public introduction, was made against the striking setting of the Ford Pavilion at the New York World's Fair. The press showing proved to be a history-making debut, and reaction was uniformly enthusiastic.

Following the showing of the car, 124 reporters were paired off in Mustangs and given a set of road rally instruction that took them 750 miles to Detroit. The original enthusiasm aroused by the showing in the Ford Pavilion was increased by the driving experience on the highways, and subsequently expressed in warm terms in the written reports of the correspondents. Time and Newsweek carried simultaneous cover stories. Life, Look, Esquire, US News and World Report and other top-flight publications carried editorial spreads. The press as a whole was unusually generous in praise of the Mustang.

Another history-making "first" took place on the night of April 16. For the first time, a major automotive manufacturer sponsored simultaneous programs on three major television networks. Mustang's image was projected into 29 million homes during prime viewing time.

The next day, Mustang announcement ads ran in more than 2,600 newspapers in approximately 2,200 markets.

The ads were, in effect, special invitations to the buyers for whom the car had been created. In newspapers, in women's pages, in 24 of the top nationally circulated magazines these invitations were extended to young people, young marrieds, sophisticates, older groups still young at heart and the millions of families with two or more cars. A marketing program was planned for each of these types of buyers.

To generate mass enthusiasm, it was considered vital to expose the car quickly to as many people as possible. Since the entire public could not come to the car, the car was taken to the public. City dwellers saw Mustangs throughout the United States. Air travelers saw Mustangs in 15 major airport terminals from New York to San Francisco. People on

the go on the road saw Mustangs racing toward them from billboards in more than 170 important markets. The suggested retail price was prominently featured on the boards, as it was in all introductory Mustang advertising, in order to position the new car immediately within the automotive market.

To gain further swift exposure, various types of promotional tie-ins were executed. One hundred Holiday Inns displayed Mustangs in their lobbies or near their main entrances. Four top TV shows used Mustangs as prizes on their programs. Many other companies used the car as prizes in their promotional campaigns, adding to the pulling power of their promotions, and simultaneously adding to the car's public exposure.

On the day of public introduction, dealer showrooms sparkled with a gala atmosphere stimulated by special Mustang pictures, wall posters and window trim. The theme was simple and forceful: the "unexpected." Potential buyers were pleased by the Mustang's sporty flair and intrigued by its unexpectedly low price.

There was immediate evidence that the marketing concepts behind the Mustang were directly on target. Streams of visitors came to see, and order, the new car. At various dealerships throughout the nation some startling incidents took place. A San Francisco truck driver, apparently thrown into a trance by the sight of the car, could not take his eyes away, and drove his truck straight through the showroom window. A Chicago dealer had to lock the doors of the Mustangs in his showroom because so many people were trying to crowd into the cars at once they were in danger of injuring themselves. A Pittsburgh dealer with a Mustang up on a wash rack could not get the car down because of the crowd of people pressing below. One of the most emotional of all reactions occurred at a dealership where fifteen competing customers tried to bid on the same Mustang. The successful buyer insisted on sleeping in his new car, "... so they won't sell it out from under me before my check clears in the morning."

The favorable reaction on Introduction Day carried over and was strongly sustained. Within four months more than 100,000 Mustangs had been sold, and the car had taken its place among the top five automobiles in sales volume. The market that had been looking for a specialized car had found it.

THE MUSTANG BUYER

From the marketing viewpoint, it now was essential to learn everything possible about the average Mustang buyer. Information on buyers was needed in order to gauge the full potential of the new market that had been created, and to assure that the

car was an enduring concept and not a passing fancy.

Statistics traced a significant picture. The average age of Mustang buyers was 31, with more than half of them in the 20 to 34 age bracket. These facts helped confirm the early predictions of market studies on the growing importance of young people as prospective buyers. On the other hand, it was reassuring to note that about 16 per cent of Mustang buyers were between 45 and 54. This was clear indication that the car's attraction was not limited to the younger set.

As the statistics accumulated, it became apparent that more than 40 per cent of all Mustang buyers were in the \$5,000 to \$10,000 income bracket, suggesting that the advertising theme of "unexpected price" had been effective. At the other end of the range, it was notable that almost 15 per cent of all buyers had incomes of \$15,000 or more per year. Clearly, something besides the low price drew these customers to the Mustang.

Nearly two-thirds of the early Mustang buyers were married, proving that the main support of the car was not coming from the young bachelors of either sex. Fifty-two per cent of all Mustang owners had some college education, and another 38 per cent were high school graduates. In other words, the Mustang was drawing its support from the segment of the population with the greatest stability, the most secure purchasing power. The future of Mustang looked bright.

In addition to learning who the Mustang buyers were and what they were like, it was important from the marketing viewpoint to ascertain exactly what they were buying. Part of the original marketing strategy had been to broaden the appeal of the car by providing a wide array of options which would make it possible for the buyer to custom-tailor the car to individual taste. The buyer could begin with the low-cost economy model and add appropriate options to create a rally-type sports car or a luxury Mustang.

The facts showed that the customers were enthusiastic about the options. 85 per cent of all Mustangs sold were equipped with white sidewall tires, 80 per cent with radios, 71 percent with eight-cylinder engines, 50 percent with automatic transmissions and 10 per cent with the "Rallye Pack," designed specially for the customer who drove a car more "for the fun of it" than for utility.

The decision to make a variety of options available was vindicated in the marketplace. The Mustang was indeed appealing to a wide variety of owners. It was obvious that the car had aroused a strong emotional attachment in all types of car buyers, even though its original target was a particular market segment.

SUPER CRUISE '87 OH! WHAT FUN!

The Saturday July 18th SUPER CRUISE '87 turned out to be quite a success for the nine Cars that caravanned down to Jenro's Cafe at the Haygood Shopping Center in Virginia Beach. Seventeen members met at the Bermuda Shopping Center and cruised down Route 460, stopping at The Virginia Diner for dinners, snacks and desserts. The caravan arrived at Jenro's about 7:30. All of the entrances to the shopping center were crowded and finding parking together was impossible. Several other of our Club members were spotted in the crowd that had read about this event in the newsletter but were unable to join the caravan. There must have been close to a hundred cars and several hundred people strolling around to view them. Street Rods, Vintage 30's & 40's, Corvettes, GTO's, Kit Cars, Drag Cars, Restored and Driven Daily Cars. But the largest percentage of cars were Mustangs! If you would like to experience all the fun and excitement one Saturday evening, it is strongly recommended that you get to Jenro's by about 5:30. Cars are constantly coming and going all evening. Some of our members didn't leave until 11:30.

=====
**PLEASE JOIN US THIS
WED., AUGUST 5TH
FOR OUR NEXT MEETING
AT RICHMOND FORD
4600 W. BROAD ST.
AT 7:30 PM**
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CONTEST ANSWERS

We had a good time discussing the Q&A at the last meeting.

Hopefully another 'Mustang brain teaser' contest can be put together for another newsletter by an interested member. Just pull out those dusty ol' Mustang magazine and books and come up with an interesting list of questions.

1. Was there a 1964-1/2 GT Mustang? NO!
2. On 1964-1/2 Mustangs with Pony Interior, was the rally pac standard? NO. There were no Pony Interiors on '64 1/2 Mustangs.
3. On 1964-1/2 hi-perf. Mustangs were the cars equipped with disc brakes or drum brakes up front? BOTH were available.
4. On 1964-3/4 Mustangs (yep three-quarters), there is one item which is not found on the 1964-1/2, but is on the early 1965 Mustangs. What is it? 1965 Mustangs have slots in the radiator support bracket; 1964 1/2 have louvers in the radiator support.
5. Were any Trans-Am BOSS 302's equipped with rear disk brakes from the factory? Ford never produced a Trans-Am BOSS, they were customized post production units.
6. Was Bud Moore's BOSS 302 for 1970 actually a BOSS Mustang? NO. Standard fastbacks were converted for racing to look like BOSS's.
7. Was the Paxton Supercharger a factory option for the FORD Mustangs? YES!
8. In 1966 was there a Trans-Am Class? YES. 13 cars were converted and entered by Shelby.
9. What is the rarest factory intake manifold for 1964 for a 260 cu. in. engine? Side draft Webber Manifold
10. What is the rarest intake for a '66 FORD 289 cu. in. engine? 2-4Y Trans-Am Intake Buddy Bar Castings with round runners.
11. Was there ever a FORD block made of Magnesium? If so, what cubic inch? 494 CU.IN.
12. What '68 Mustang featured: Wheel Opening Mould-ings, C-Stripe and Fog Lights with a 289 2 Barrel Carb. SPRINT!

SPOTLIGHT ON SPONSORS

Pay for your membership when you present your Club card to these businesses and receive from 10 to 45% off your purchases:

DICK STRAUSS FORD
Midlothian Turnpike
794-0500

THE FORD STORE INC.
Ford Performance Parts 50-70's
Ashland, VA - 798-9300

HERALD SALES COMPANY
Kar Kraft & Mirror Glaze Products
358-4995

MUSTANG BILL'S
3 Miles W of Short Pump on Rt 250
270-6555 or 270-4485

NAPA/GENUINE AUTO PARTS
All Richmond locations
(Reference Cash Acct #1918)

RAY BROYHILL FORD
Hopewell, Virginia
1-748-4405

RICHMOND MOTOR COMPANY
4600 West Broad Street
254-9254

SEREDNI TIRE & AUTO CENTERS
Northside/266-4955
Southside/232-4515
Mechanicsville/730-1440

VILLIAGE CLASSIC
DeWitt, Virginia
1-469-3034



EVENTS

AUG 5 - CENTRAL VIRGINIA MUSTANG CLUB Regular Club Meeting at 7:30 PM, Richmond Ford, 4600 W. Broad St.

AUG 8 - OFFICIAL CLUB CRUISE NIGHT at Bill's BBQ across from the Ashe Ctr on Boulevard at I-95. We will cruise as a group to fireworks!

AUG 22 - MUSTANG NIGHT AT RICHMOND DRAGWAY. Lets see lots of Club members that evening to cheer on those mighty Mustangs.

SEP 12 - CENTRAL VIRGINIA MUSTANG CLUB's Classic Car Cavalcade at ADJ Parking Lot.

OCT 4 - VIRGINIA PILOT'S ASSN. AIR SHOW at Chesterfield Co. Airport.

OCT 16 & 17 - WHITE POST CELEBRATES '87 Weekend

CVMC MEMBER PLACES IN DC SHOW

The Nat'l Capital Region Mustang Club, Inc.'s 9th Annual Summer Concourse Mustang Show proudly judged 86 Mustangs and Shelys before a mini hurricane forced everyone inside. \$325 was contributed to the NOVA Comm. College Automotive Scholarship Fund. 22 new members joined that day and watched 46 trophies awarded plus Best of Show in Modified & Stock. We are very proud to report that Carroll Lipscombe placed 2nd in the 1965 Street Division. Good Job Carroll!

The Galloping Gazette is published monthly by the Central Virginia Mustang Club, Inc. a non-profit organization promoting the safe and enjoyable use of our vehicles and to preserve and authentically maintain Mustangs. Submit materials to:

Tina Fritz, Editor
(276-3129 or 379-0379)

or mail to:

CVMC

P.O.Box 35474

Richmond, Virginia

23235-0474.

CLASSIFIED ADS: We invite CVMC members to contribute personal advertisements free of charge in our Club's newsletter. Classified rates for professional service, parts, dealers, etc. will be at a cost of \$5 per classified ad; rates subject to change. Submitted material will not be returned. All ads published as space permits and edited at the discretion of this publication. The Galloping Gazette will not answer inquiries about these ads and assumes no responsibility for their content. We regret any errors and will make corrections at your request. Ads must reach us 10 days prior to next meeting date, should be typed or printed on 8 1/2 X 11 paper, one ad category per sheet please!, include name and telephone number. Ads for Cars, Parts and Parts Wanted must be resubmitted each issue. Your help is greatly appreciated.

ADVERTISING: Commercial/Professional display advertising is also welcome. Rates are \$50/Full Page, \$30/Half Pg, \$17/Quarter Pg, \$10 for small display advertisement.

CVMC CLUB OFFICERS

	Home:	Work:
PRESIDENT:	Terry Wagner 276-3129	379-0379
VICE-PRES:	Kenny Fischer 743-1490	794-0500
SECRETARY:	Donna Seay 271-0788	-
TREASURER:	Bob Lelpertz 272-0267	-
NAT'L DIR:	Al Azzarone 355-6341	-

1985 Thru 1987 DIRECTORS:

Bill Broughton 270-4485	Rick Nochte 741-1209
Monte Evans 730-2864	Eric Selph 794-5217
Leroy Lilly 748-9259	Mike Walker 320-6152
Carroll Lipscombe 329-5901	

1986 Thru 1988 DIRECTORS:

Bill Thompson 346-0799	Carolyn Timms 744-2501
Barbara Evans 769-2653	Mike Timms 744-2501
Carl Evans 769-2653	Butch Williamson 271-0788
Tina Fritz 276-3129	

WHO TO SEE FOR WHAT:

ARCHIVES	Bill Hall 270-6718
AWARDS & TROPHIES	Bill Thompson 346-0799
CAR SHOWS	Kenny Fischer 743-1490
CLUB MERCHANDISE	Nellie Fischer 743-1490
CRUISES	Warren Wright 271-4096
MEMBERSHIP	Kenny Fischer 743-1490
NASCAR EVENTS	Monte Evans 730-2864
PARADES	Carroll Lipscombe 329-5901
PICNICS	Susan Epps 379-8044
PROGRAM SPEAKERS	Monte Evans 730-2864
PUBLICATIONS/PUBLICITY	Tina Fritz 276-3129
REFRESHMENTS/DOOR PRIZES	Barbara Evans 769-2653
SCRAPBOOK	Bonnie Fischer/Betty Wilson
SPONSORS	Leroy Lilly 748-9259

FOR COPIES of the By-Laws, Minutes, Newsletters, Greeting Cards or any other Club documentation - it's available from Tina Fritz at any meeting or call 276-3129 / 379-0379 (9-4 Daily)

Minutes Of

**JUNE 3, 1987 and
JULY 1, 1987**

The regular monthly meeting of the Central Virginia Mustang Club was called to order Wednesday June 3, 1987 by President Terry Wagner at Richmond Ford, 4600 West Broad Street at 7:30 P.M.

Bob Leipertz gave the Treasurer's Report stating membership at 148 and balance of \$1291.34 in the Club's account.

Carroll Lipscombe, Parade Chairman, stated that the Sunday prior, there were six members and Mustangs in the Keysville Parade. It was also noted that an Air Show was scheduled at Chesterfield Airport later in the year and that the Club would be asked to show a few cars.

Monte Evans, NASCAR Chairman, noted that Fords qualified 1, 2 & 3 at Dover.

Barbara Evans, Refreshments Chairman, advised that she had two lawn chairs and a set of Ford glasses for the door prizes.

Betty Wilson & Bonnie Fischer requested that anyone with any photographs of past Club activities that they are willing to donate for the Club scrapbook, please see them at the meetings or any officer.

Tina Fritz, Publicity and Publications, advised she needs reports for the newsletter. No experience necessary. She needs persons who attend events to jot down notes or write short stories on the happenings of the events. She also noted that she would accept notes, articles, etc., on just about all subject of interest for newsletter articles. She stated she would also take short articles or notes over the phone.

Bill Broughton had no new information on a new meeting place, however, the Secretary, Donna Seay advised that she had several leads from Club members but all had fell through. It was noted that we had received no response from Regency Square.

It was brought up and discussed whether the Club would like to participate in Ukrop's Golden Anniversary Gift Program. It was approved and everyone should save register receipts from Ukrops and give them to Donna Seay or mail to Club PO Box. Proceeds will be give to the Butch Lindley Fund.

Donna Seay, Secretary, also stated that she had on file applications to Your Team Glidden and information on White Post Celebrates '87. Please see her for more information.

Kenny Fischer, Car Show Chairman, stated that he needed a lot more volunteers. Please see him if you wish to participate with the show preparations.

Location of the show will be the AJD parking lot, same as last year. It was noted that after the car show committee decided on AJD, several other options were presented, however, since the ball had been put in motion, with publicity, registration forms, etc., we would stay with AJD this year and research the other options for next year's show.

It was discussed that we should have a cruise to Jenro's Cafe in Virginia Beach. Jenro's Cafe appears to be "the hot spot" for cruising cars several times a month. The third Saturday in July was selected.

It was discussed to advise Picnic Chairman, Susan Epps, to look into the possibility of a picnic on Aug. 8th or 9th.

NEW BUSINESS: Tina Fritz stated that due to other obligations she would not be able to edit the newsletter after September. It was noted that a new editor from the Club would have to be selected or we would have to pay an outsider to edit the newsletter. Any one interested should see Tina Fritz as soon as possible.

Warren Wright reminded everyone of the cruise Saturday night.

Meeting Adjourned.

Respectfully Submitted, Donna Seay, Secretary

[illegible]

The regular monthly meeting of the Central Virginia Mustang Club was called to order Wednesday, July 1, 1987 by President, Terry Wagner at Richmond Ford, 4600 West Broad Street at 7:30 P.M.

Bob Leipertz gave the Treasurer's Report stating membership at 139 with a total of \$1184 in the Treasury.

Donna Seay, Secretary, advised that we had not received a response from Regency Square concerning a meeting place and that the application would be re-mailed.

Carroll Lipscombe advised that he would be calling a Judging meeting in the next few weeks and advise all the committee members.

Barbara Evans, Refreshments Chairman, advised that she had the usual soft drinks and mirror glaze as the door prize.

Leroy Lilly, Sponsors Chairman, stated he needed volunteers to help collect door prizes for the September Car Show. Please contact Leroy if you wish to help.

Tina Fritz thanked all who contributed to the newsletter. Please submit any notes, articles, etc. for the newsletter to Tina.

Donna Seay advised that the Club had received a response from the IRS concerning our tax exempt status application. It was noted that Terry Wagner and Donna Seay responded with detailed explanations of the activities of the Club.

Donna Seay also stated that the application to Ukrops for their Golden Anniversary Gift Program was in the

mail. Please save all cash register receipts from Ukrops to help benefit the Butch Lindley Fund (injured race car driver). Please mail to POB or bring them to the meetings.

Monte Evans, Registration Chairman asked that all Club members pre-register for the car show. Pre-registration will speed up the entrance line the day of the show. It was also noted that July 1 was the last day to pre-register for the show at a discount. The pre-registration date was extended to Saturday, July 4th at the cruise.

Questions were brought to the floor concerning car show judging rules. It was stated that Carroll would give an overview of the judging after the final rules are set. It was noted that anyone with convertibles that could participate in the halftime show at the University of Richmond Home Coming Show, please contact Carroll.

A letter was read by Al Azzarone, out Club's National Director, from Sam Ridgeway, President, National Capital Region Mustang Club. Sam's letter outlined their experience with Mustang Club of America (MCA). He noted that they sent their charter back to MCA and suffered no problems. He also stated a membership increase had occurred. A discussion ensued and once again it was decided not to contact MCA until they contact us.

Tina Fritz opened a discussion that we amend the By-Laws to add a Second Vice President to the Officers of the Club. The First Vice President would be in charge of Car Shows and the Second Vice President would handle recruiting and keeping the membership roster. A motion was made and seconded to vote to change the By-Laws. Per By-Laws, the proposed change must be presented in the newsletter and will be voted on at the August meeting.

A discussion was held and questions answered concerning elections. It was stated that the nominating committee nominate in October and elections are held in November.

It was also noted that membership has declined since we have not been using the blue greeting cards and not been meeting at Cloverleaf Mall. It was noted that the Second Vice President would be responsible for maintaining and hopefully increasing membership interest.

A discussion on the Club sponsors was held. It was noted that if anyone dissatisfied with the products or services that they received from sponsors should contact the editor of the newsletter to draw up an editorial.

Eric Selph also stated that Strafford Hills Auto Parts would offer a 10% discount to Club members and will ask them to sign a Sponsors Agreement for the Club records.

Local car shows in July were mentioned. Eric Selph advised that he still had Club caps & visors on sale.

A question was brought to the floor why we would not

be charging admission for the car show. It was answered by Tina Fritz that if we charged an admission that we would not receive many of the donations from local businesses for the show.

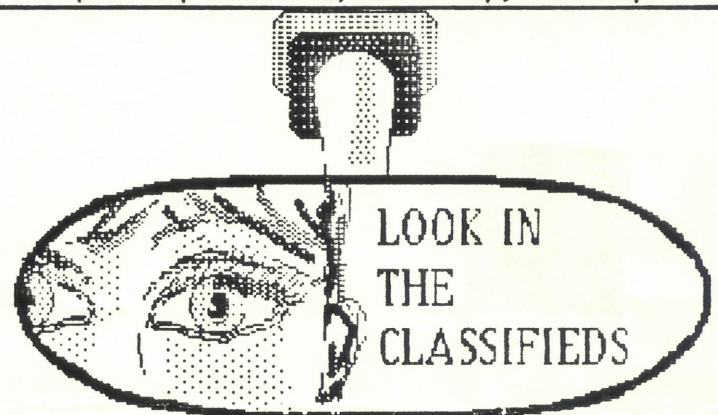
Jimbo Turner who owns a '72 MACH I was welcomed to the Club as a new member. Clyde Christian, a long standing member, was welcomed to his first meeting.

Tina reviewed the answers to the Contest in the last newsletter. Monte Evans was the grand prize winner - and the only one who bothered to enter.

Mike Timms announced that Saturday July 18th members would meet at Bermuda Shopping Center to leave at 4:30 for a Special Cruise to Jenro's Cafe in Virginia Beach.

Meeting Adjourned.

Respectfully Submitted, Donna Seay, Secretary



FOR SALE: Set of four 15 X 7 Ford Mags will sell or trade for set of four 14 X 7 Ford Mags.
Call Page Brough 794-1671

WANTED: Reporters for the Galloping Gazette Newsletter. Ability to write complete articles not necessary, just a desire to collect information and submit material to Editor. See Tina Fritz if interested.

FOR SALE: '76 Ford Mustang 2 Dr Hard Top MPG Model, 4-Cylinder 4-Speed. New paint job, original Yellow. Four new Michelin tires. Interior in good condition. New July inspection sticker. One Owner. Good mechanical condition. CALL: Samuel F. Littleton 804-453-5671 in Reedville, Virginia.



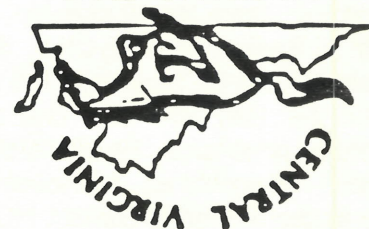
ED WOOD

WOOD REALTY

8310 HOOD DR.
RICHMOND, VA. 23227
804-266-2878

to the Club as a new member. Club Chairman
standing member, was referred to this Club.
This is how the answer to the question
was given. Please Evans was the answer.

MUSTANG CLUB
P. O. Box 35474
Richmond, VA 23235-0474



CLASSIC CAR CAVALCADE - CHAIRMANS TO CONTACT

REGISTRATION	MONTE EVANS - 730-2864
FACILITIES	TERRY WAGNER - 276-3129
JUDGING	CARROLL LIPSCOMBE - 329-5901
SCORING	CAROLYN TIMMS - 744-2501
SPONSORS	LEROY LILLY - 748-9259
PUBLICITY/DOCUMENTATION	TINA FRITZ - 379-0379
AWARDS	BILL THOMPSON - 346-0799
CONCESSION	BARBARA EVANS - 769-2653
VENDORS	BILL JARVIS - 262-2137
MERCHANDISE	NELLIE FISCHER - 743-1490
MEMBERSHIP	MIKE TIMMS - 744-2501
CASHIER	BOB LEIPERTZ - 272-0267
SIGNS	RICK JONES - 458-2679
ANNOUNCING	PAT CLAYTON - 276-6420
PHONE COMMUNICATION	JO ANN LEWIS - 644-2232

**OLD DOMINION
MUSTANG**

PARTS & ACCESSORIES 798-3348

OPEN:
M-F 10-6
SAT. 10-3

509 S. WASHINGTON HWY.
ASHLAND

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FIVE MINUTES NORTH
OF I-295