

HOOSIER TAILFIN



A publication of the Indiana Region of the Cadillac and LaSalle Club

SPRING 2022





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Above: 1993 Sixty Special w/ Ultra seating package, a \$3,500 option.

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On the Cover

Kaufman House’s latest Indiana debut. **1993 Sixty Special** with Ultra seating package.

Thoughts from the Director

Warner Young

Thoughts of warm, Spring weather are on our minds. It's about time. It looks as though 2022 will bring new special challenges. Our cheap gasoline era is behind us now. It was nice while it lasted. I guess all we can do is make the best of the situation provided to us.

Our Grand National is (relatively speaking) nearby this year in Lombard, IL. This will be our first since 2019. 2019 was a great one, of course, in Louisville. That's three years ago (already!). I know that the West of the Lake Region (Chicago) has put in a lot of effort for this GN. Should be a good one. Also, in June we are invited again to Joe Columbe's multi-car club picnic. He will offer a box lunch again this year (but it's not your ordinary box lunch).

We have 71 Indiana members presently. We also have 63 members that are for National only. Our treasury is quite strong and that is thanks to funds received from National after the 2019 Grand National. Note that our Treasurer, Jim

Smith, recently added a **1941 Series 63 Cadillac** to his stable of cars. It is an all-original car!

We would like your suggestions on driving tours for the Region. I have asked Joe Columbe (Lincoln and CLC clubs) to let me know of any plans for a Lincoln tour so that we could consider joining in. He has a couple places in mind.

Happy motoring this (another challenging) year.



*Spring 2021 at Ft. Ben with Warner's **LaSalle** reminds us that winter will soon be a memory. Photo: Warner Young*

NEWS and EVENTS

2022 EVENTS

June 4, BOPC meet in Lebanon

June 18, Columbe picnic

June 18 – 19, Cruise into Cheekwood, Tour de Elegance, Belle Meade

June 21 – 25, Grand National, Lombard, IL

Summer or fall, TBD, Saturday drive South of US 40

Sept. 22 – 24, Museum and Research Center Fall Festival at the Gilmore

Oct. 30 – Nov. 4, National Driving Tour, Virginia to Hilton Head Concours

December, Indiana Region Annal Meeting TBD

2023 EVENTS

June 20-24, Grand National 2023, Albuquerque

September, Indiana hosting a National Driving Tour. This tour will run through northeast Indiana, northwest Ohio and southern Michigan, ending at the 2023 Museum and Research Center Fall Festival at the Gilmore Museum.



Barn Update

Lars Kneller

I am anxiously awaiting the arrival of spring. All of our snow had melted, then we received 4 inches. Now a week later, temperatures in the 60's are predicted and I am hopeful that is all until this fall. The old cars are starting to grumble, and want to be awakened.

The Cadillac's continue to give me the fewest issues. As a reminder to always take a lot of pictures, no matter how obvious it seems to take a part apart and put it back together, I had difficulties with the **1958 Fleetwood's** seat switch. I got frustrated and just stuck it on the back shelf for a month or so, but alas, it is now back together and awaiting its reinstallation. My cantankerous trunk pull down was removed once again and went back to my friend who enjoys electrical mysteries. The culprit this time was a bad wire in the windings in the motor. It had a 1 in 4 chance of stopping at this point, and thus the motor wouldn't work when it did. He took it apart and took it to an old-time electrical shop in Chicago, and \$120 later, it is rewound and good to go.

The next closest car to a Cadillac in the barn is the **1966 Toronado**. Its engine has been at the rebuilder since November. The disassembly found a bad timing gear, a broken ring on one of the pistons and a bad lifter that wore the camshaft lobe. Investigation also discovered it is indeed a 1968 or 1969 455 cui. engine. Thus it is getting a complete rebuild. We were going to bore it just

0.020 over, but no one has those pistons and rings, so we went with 0.030. I am hopeful he will have it done in a few weeks. I detailed everything under the hood, so it should look pretty nice when back together. I also removed the front nose, as it had some paint bubbles that needed to be fixed. My body man told me it'd be done "mid-March" so I am hopeful that will be back soon. Then all the fun of reassembly!



The **1963 Lincoln** made it home from my mechanic after spending about a month there. The big issue was the rear end. My car came with a standard one per the VIN plate, but it had a posi-traction in it. That one was deemed unrepairable, and a “new” one was sourced from a supplier of



used parts. That one was rebuilt, and now my rear end is as delivered from the factory. We finally got all the leaks fixed in the air conditioning and properly charged from R-12 Freon; however, the pressure on the high pressure side is too high - a bad expansion valve is suspected. I need to source one of them this spring. Steele Rubber has been in the process of developing door seals, and the front ones (same for a convertible and sedan) were released several months ago. I ran into issues getting them to attach to the bottom of the door. After going back and forth with their technical staff several times, we solved that problem. I got them installed, and now the driver's door will not fully shut. The passenger shuts just fine, and for the life of me, I cannot figure out what the problem is. I've decided to save it for my body man, as it will be returning there this spring to fix a few remaining issues. Steele has just released the rear door seals (different between the two body styles) for the convertible, which I've ordered. I am praying the rear doors will not give me any issues. Also, since the last Update, the driver side rear door window has stopped lowering when the door is opened, after working fine for months. I am beginning to wonder if I'll ever have everything working at once on this car.

The latest project, my body man's **1970 Dodge Coronet hemi tribute car**, is also starting to progress. I brought the dash home and took it all apart so he can paint it. Just about everything is available for this car aftermarket, so it is nice to just make a list and give it to him to order! I've cleaned up all the wiring, and painted all the miscellaneous parts of the dash. I am now taking apart the convertible top to clean up and paint its frame. Next in line are the seats. I will take them apart, have him sandblast and paint the frames, then put them back together with new foam and seat covers. I plan to bring the engine home and spruce it up. I did ask him if it is insured, as I suspect an original **dual quad hemi** is worth a pretty penny. It will be nice to have it around for a while, just to spend time looking at it!

I hope everyone is planning to attend the **Grand National** this summer in Chicago. A good meet is planned, and it appears Covid is petering out. I know the local region has put a lot of work into the meet.

Until then, Lars



A “NEW” ELDORADO

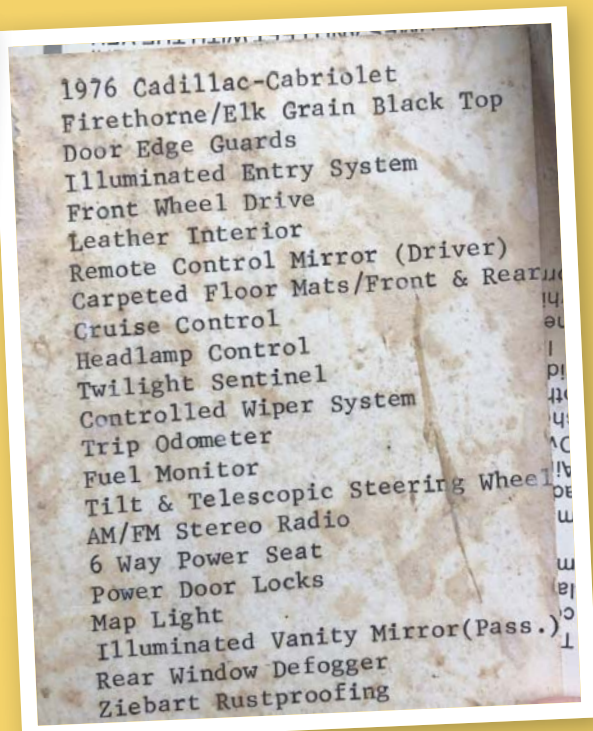
Andrew Shepherd

My wife Barbie and I attended the Cadillac Fall Festival in 2021 as we have for many years. As we walked around looking at the beautiful cars on display, we discussed what our next Cadillac should be. Barbie has a **1969 Eldorado** and I have a **1970 deVille convertible**. The Eldorado is in nice, original shape, just needing minor work. The DeVille is original, but has some bigger projects on the horizon like paint, brake work, etc. We decided our next car needed to be different, but similar to our current preferences. Since it was Barbie's turn for a car, we decided she would pick many of the selling points. When it all panned out, it looked like we had decided on a '71-'76 Eldorado convertible in a rare color.

Fast forward a few months and I received a call from Roger, a family friend that we've bought and sold cars with, but mainly DeSoto's. He asked if I was still interested in his friend's 1976 Cadillac. I didn't remember speaking about this car before, but with my dad having so many cars, we often

receive these types of calls. I said yes, and asked him to refresh my memory. Roger said the car was a low mileage 1976 with a black top (more on that later). The car was originally purchased by a retired couple about 20 miles from us. The car was in Haskins, Ohio, until 2012 when Perry purchased it as a partial trade for house work. The original owner's widow lived to be 99. When Perry purchased the car, the odometer was at 40k miles. Perry had the quarter and front bumper fillers replaced, all the mechanical work updated and some areas of the car repainted. He put less than 1,000 miles on the car.

I told him we would take a look at it as soon as possible. Roger's friend had been ill the last few years and it was very important to Perry that his car go to a good home. They were offering the car at a great price. I practically said take our money without even seeing it. We quickly made arrangements to see it with Perry's daughter and our friend Roger. We traveled the less than



10-mile trip to Perry's house to see the car. As I mentioned, after hearing a black top, we were excited to get a convertible for pennies on the dollar. Turns out it wasn't a convertible after all, it was an **Eldorado Coupe** with a black vinyl top. I don't know why I thought it was a convertible, I either just assumed or misunderstood. After the initial disappointment, we realized it was still an incredible deal! The car is a unique color, Firethorn, and in excellent shape with low miles. Perry's daughter said the car ran just fine. When trying to test it, the battery was completely dead and their jumper charger didn't work. Barbie, my dad and I went off to the side and talked it over. We made an offer that was contingent on the car running.

We took the battery home to see if it had life and made arrangements to come back two days later to test it out. When we came back, we were notified that Perry had accepted our offer. Once I put the battery in, the car started on the

third try. I backed it out of the garage after many years of slumber and drove it around the block. I was satisfied I could drive it the 10 miles back home. We set a date and time to pick up the car. When we arrived to pick up the car, I didn't have to do anything, just drive it home, dust covered and all. My father William, who many know, has quite the car collection, one of them being a **1974 Eldorado Coupe**. Since I do most of the driving for the family collection, I quickly realized they drove identical.

As I drove home, I realized how great of a purchase this was. The '76 performed excellent and was put into the barn for the winter. The next day I assessed the car and cleaned it out completely. I found just minor things needed; a small exhaust leak, an incorrect passenger side view mirror, the glove box doesn't close completely, some pinstriping missing, trunk carpet worn and some trim pieces missing around the opera windows on the top. It also needs a few other minor things that are expected like tires, battery and correct wipers.

Overall, we are completely excited, and can't wait to work on the car when it's warmer. For now, she is safe and covered. I only have a few pictures from when driving home and putting the car away, they are included here. The color Firethorn seems different from certain angles, sometimes red and sometimes orange. Barbie says the color reminded her of tomato soup, so she named the car **Campbell**.

Sadly, just four days after we bought the car, Perry passed away. We feel good knowing he knew we will take great care of his car, and I know his daughter does also. We look forward to our first cruises and shows of the year.



Why is the Dealer's "Floor Plan" Vital?

Alex Beloff

In early 1972 I bought out a failing Pontiac Cadillac dealer in Peru, Indiana. This facility was very badly neglected. There was a mass mutiny of customers. I paid no blue sky and refused his entire remaining new car inventory and relic used cars. Folks, I did not marry well, so no deep family pockets and there was no bail out money. With my own unencumbered cash, I bought a business nobody wanted. I was 31 years old and the youngest known Cadillac Pontiac dealer in the country.

You had to have your shot records up-to-date to enter the old service department. I would have loved to close the dealership to do all remodeling after purchase, but you cannot close your doors for more than 24 hours or the franchise automatically reverts to the manufacturer. So, after closing until dawn, we stripped the walls and floors using muriatic acid then painted and complied with OSHA requirements. At 2:30 a.m. the police entered the open shop doors, caught one whiff of clouds of muriatic acid and immediately left the building. New service department photo above and note car exhaust flex hoses in the ceiling.

With a "floor plan" from GMAC, General Motors Acceptance Corporation, I carefully ordered a fresh properly merchandized compelling inventory. "With selling a creed and service a law," Beloff Pontiac Cadillac GMC opened for business. To me the customer is paramount. You can't build a business with unhappy owners. After 18 months according

to the Peru Chamber who researched and did an article, we broke every existing sales record for Miami County. It would not be possible without a "floor plan" . . . to provide a loan for our vehicle inventory and outdoor displays to finance the vehicles on our floor.

All those vehicles on new dealership lots are most likely owned by the bank or manufacturers financial credit line in some form of "floor plan." That's right! Each vehicle generates a monthly "floor plan" interest charge. You can't have a legal loan without interest. If sold at list price, slow-moving vehicles with accumulated and built-up interest sold at a loss to the dealer.

GMAC with wholesale floor plan sheets monthly check each vehicle personally by VIN# and location. If a vehicle shows over 250 miles on the odometer, you must purchase it off your floor plan which is unnecessary selling expense on an unsold vehicle. The absolute killer for any dealer is aged inventory.

Strict "floor plan" rules apply. The day you deliver to a sold customer is the day you pay. Pictured is my new **1972 Ice Blue Firemist Eldorado** VIN# 6L4753Q411125 listing for \$9,242 as an example. My office manager must write a company check for invoice on my floor plan for let's say \$7,000 and have it in the mail within 24 hours OR you are legally "out of trust." The lender could have the sheriff padlock the doors and you are OUT OF BUSINESS! It is

serious. If there is a trade-in, we must immediately transfer funds from the used car department to the new car department to cover the actual cash value. Fortunately, GMAC was liberal and always had resources to fund swelling inventories during model change, strikes, layoffs, brutal weather conditions and discontinued models.

Can a dealer survive without a “floor plan?” The answer would usually be **NO**, but I did! While in Mexico on my first vacation in Spring of 1974, my office manager wrote a bad check to GMAC for \$11,848. It bounced and I automatically went COD – basically, I was **out of business**. I had an Indianapolis friend rush \$15,000 to my account in Peru to make it good. Everyone said I was finished - except for Cadillac District Sales Manager, Clifford Wagner. He said, *Al, you’ve got more friends than you know. May Cleverly, owner of Cleverly Cadillac in Indianapolis, will let you order all your sold Cadillacs on her floor plan, pay with a certified check to Freda Lockhart’s office manager and personally take delivery of the car; I’ll transfer the paperwork so you get credit for the sale. The Pontiac dealer in South Bend and Cox GMC in Logansport will do the same. You are back in business!*

My saving grace was (back then) GMAC would not permit the floor plan of used cars. Doing so is the death rattle plus that is your money in used cars. One tends to watch closer and I did. I owned an impressive fast moving 30-day used car inventory. I



was always taking care of the customer even if they had nothing coming. Compromise and generous concessions eliminate disgruntled owners and spread good will throughout the community.

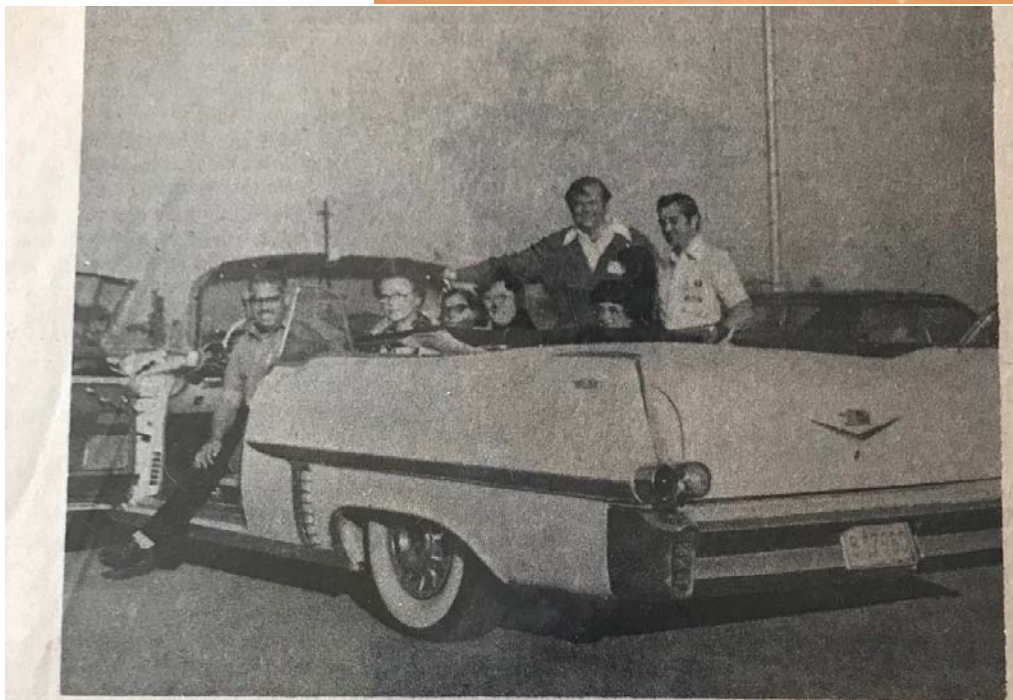
Cadillac’s Cliff Wagner (became owner of Wagner Cadillac, Richmond, Indiana) said, *Al, now comes the hard part. For a long time your monthly financial statement shows you (Beloff Pontiac Cadillac GMC) grossing about \$10,000.00 a month. The last two months that dropped to \$1,000. I’m convinced everyone in the dealership is stealing from you. Get your attorney, Patrick Roberts, and the police in the*

New 1972 Pontiacs on display with one new 1972 Cadillac and Alex’s 1967 Cadillac Fleetwood.



Editor’s Note: Reprinted with permission, North Texas CLC Newsletter. Warner Young was the Office Manager at the Ford, Lincoln-Mercury dealer in Peru at the same time as Alex was in Peru. He grew up 15 miles northwest of this dealership. Interesting Indiana history.

While we were notified in 2021 that we'd been recognized by "Old Cars," the certificate only recently arrived. Thanks to all who contributed!



A bit of nostalgia from the 1960's. Barry Wheeler at Carroll H.S. (Flora) Swap Day. Barry proudly driving his '57 Cadillac. Thanks, Warner, for sending this in.

SWAP DAY AT CHS was made as authentic as possible with the nostalgic return of a 1957 Cadillac convertible driven by Barry Wheeler and carrying several returning Flora High School graduates to take part in the SWAP day events. Parents exchanged hour for hour with their sons and daughters at Carroll High School Wednesday which is the first of its kind in the immediate area. The SWAP day was to allow the parents to assume the role of the student for a day, in hopes that this opportunity would increase parent involvement to their school and make them more aware of the school, the school

programs and the school staff. It will also improve parent confidence in their school system. Making the return debut and their year of graduation from Flora High School are: Back seat, (l to r) Fern Fisher, 1919; Judy Adams, 1958; and Jane Bishop, 1948. Front seat, Barry Wheeler, 1954; Catherine Daniel, 1952; Standing, Jerry Garrison, 1955 and Martin Rinehart, 1954. Charles Whitlock, principal, estimated that there were over 170 participating parents in the program, and will be considered a possible annual event at CHS. Comet Photo.

Cruise into Cheekwood

June 18 & 19, 2022

Cruise into Cheekwood (Nashville, TN) and stroll among impeccably maintained classic cars from the early to mid-twentieth century during this dazzling weekend-long event. Enjoy the sounds of a barbershop quartet, grab a drink from our bar stations and savor tasty fare from local food trucks. Elegant cars from a bygone era shine against the backdrop of Cheekwood's gardens before the weekend culminates with an 11-mile Tour d'Elegance through the streets of the City of Belle Meade. There is something for everyone, including hands-on activities for the kids, so bring the whole family for the perfect Father's Day Weekend at Cheekwood.



Lane Motor Museum will display four classic, Post World War II micro-cars from England, Germany and France in the Frist Learning Center Courtyard.

Cars on View

Rolls Royce Phantom 1 (1927)

Studebaker President (1931)

Chrysler Imperial C-14 Eight Roadster (1937)

Packard Twelve Coupe Roadster (1938)

Jaguar XK 120 Fixed Head Coupe (1952)

and more!

For registration information:

615 356 8000

www.cheekwood.org



Times Have Changed: Have Car Prices? Are Any of These Still on the Road?

From the HOOSIER TAILFIN, August, 2007 Indiana Region Swap Meet

1942 Cadillac 7519: Very rare pre-war Full Classic sedan. The only existing 1942 Series 75 with a curved divider window. Blue with blue cloth interior. This is an excellent tour car that participated in the 2006 CLC Driving Tour here in Indiana as well as the CCCA Finger Lakes CARavan in 2005. Offers in the \$20,000 to \$25,000 range will be considered.

1967 Fleetwood Brougham: One family owned since new. In storage for 20 years. Gold exterior and gold cloth interior. Writing tables are intact. Factory air conditioning. Power windows work. Runs and drives. Will need paint and vinyl top replaced. Recent tune-up, battery, oil pump. Solid restoration candidate, \$1,700.

1968 Calais Coupe: 54,000 mile car. Much mechanical work has already been done including new brakes, front end, exhaust, shocks, \$4,500.

1977 Sedan deVille d'Elegance. Original Colorado car. AM-FM 8 track, all power, very nice shape inside and out. Brown exterior, tan vinyl top, plush brown interior. Very good tour car that participated in the 2001 Indiana Region Southern Indiana Driving Tour. \$3,000 or best offer.

1979 Coupe deVille: 109,000 miles. Brown leather interior, tan exterior, A/C doesn't work, nor do the power seats. Runs very well. Owner is selling to fund college.

1987 Cadillac Cimarron: 2.8 multi-port V-6. 128,500 miles. No rust. Automatic. Yellow body, tan leather interior. Service manual, sales literature. \$6,500 obo.

Parts for Sale. **1967 Fleetwood 60 Special.** Parts pulled off car many years ago and stored inside. Grill, rear bumper, front bumper, 3 doors, pair of 60 Special fender skirts, instrument panel, dash pad. \$600 for all. Will consider selling individual items.

Tailfin Quiz

1. In 1969 Cadillac offered, on a limited basis, the first U.S. anti-lock brake system. True or False?
2. Adjusted for inflation, gasoline at \$.21/gal. in 1945 costs the same as in 2022. True or False?
3. Cadillac sales in 2021 in the U.S. were:
A. 98,500 B. 118,000
C. 127,400 D. 144,300
4. Lincoln sales for 2021 were within 6% of Cadillac. True or False?
5. For 2021, the Escalade was the best-selling Cadillac model. True or False?
6. The first all-electric Cadillac will go on sale as a 2023 model. True or False?
7. The Cadillac CTS-V Blackwing has 590 hp, the second most ever for Cadillac. True or False?
8. The 1948 Cadillac offered the first power windows in the U.S. True or False?
9. The 1963 Buick Riviera was offered to Cadillac as a LaSalle, but Cadillac declined. True or False?
10. The 1953 Eldorado came about as a concept in 1952. True or False?
11. The first Cadillac with radar based adaptive cruise was the :
A. ELR B. CTS-V
C. Escalade D. XLR

Answers on back cover.

CLC Grand National

June 21 - 25, 2022

Lombard, IL



Hotel Westin Chicago Lombard, 888 627 9031

Registration: cadillaclasalleclub.org

gnregistrar@cadillaclasalleclub.org

First event in three years! Expecting a big crowd. If you are not registered, do it NOW!

Tours, seminars, entertainment galore and a show field full of beautiful Cadillacs! What more could you ask?



Cadillac History: A Milestone



Cadillac Fall Festival & Concours d'Elegance

September 22 - 24, 2022

Hickory Corners, MI

For 2022, the full three-day Cadillac Fall Festival & Concours d'Elegance is back! It will be at the Cadillac Museum and the Gilmore Car Museum campus, just outside of Kalamazoo, Michigan. Please mark your calendars.

The Cadillac Fall Festival celebrates Cadillac's commitment to Innovation, Performance, and Design for more than a century. It is much more than a celebration; it is your opportunity to support the Cadillac Museum and other charities.

Each year the event brings together Cadillacs from its beginning in 1903 to the present. Every year there are new features and opportunities to enjoy your love of Cadillacs. Please check out Events and Cars for this year's attractions.

What to Expect:

- Thursday - Driving Tour & Bus Tour
- Friday - Peer Judged Car Show, Gala Reception, Car Rides
- Saturday - Concours d'Elegance, Awards, New Cadillacs Display
- AND MORE!

Questions? Please contact Erin Abel, Event Coordinator, at erin@thirdcoast.events.

Determination has its rewards.

A tradition of building great cars like the 1933 Cadillac 355 Phaeton has its advantages—and rewards—for today's luxury car buyer. First, we stubbornly maintain that a luxury car should be a thing of beauty. This is reflected in all nine Cadillacs—including Eldorado, the only American-built luxury convertible. Then, there's Total Cadillac Value. Because of it, Cadillac resale is traditionally the highest of any U.S. luxury car make...and its repeat ownership the greatest of any U.S. car make. Cadillac. Then and Now...an American Standard for the World.

Cadillac  '75



Quiz Answers

1. False, the 1969 Lincoln Continental Mark III was first.
2. False, \$4.25 as of early March (was \$3.30 in mid-February and highly changeable)
3. B. 118,000
4. False, Lincoln = 88,000
5. True, 40,500 units, 34% of total
6. True, the Lyriq priced at \$60,000. The ELR was a hybrid electric
7. False, it has 668 hp, 3.6 seconds 0-60. The most ever for Cadillac.
8. False, first was the 1940 Packard 180. The 1941 Lincoln 7 passenger was second.
9. True
10. The Eldorado celebrated 50 years of Cadillac. Eldorado is "the gilded one" in Spanish.
11. D. XLR

Convertibles Are Ready to Roll!



A Note From Jim Smith

I went to a BOPC swap meet in Chicago this weekend, and there was a gent selling 1950's-1980's Cadillac parts that were in excellent shape--he had trim pieces, emblems, body parts, mirrors, etc. He had quite a few NOS parts for 1970's cars that would be valuable to some of our members at the show, and he had a lot of 1958 parts. Apparently there was a gent that was a longtime CLC member who passed away, and the widow sold all of his parts and a '58 Eldorado to this young man who is selling them. His name is Kyle, located in Cincinnati, at 513-522-7278 or dannosrestorationparts.com. I was impressed with what the man had.