

## Race car checked closely

When a mechanic says a car should be tuned up every 2,000 miles, he is not referring to all cars. Race car drivers may spend as much time in the shop as on the track.

Race car driver Don Droud, owner of Joshua Motor Sports, 201 N. 20th St., said he tunes up his race car after every race. During racing season, Droud said he races about twice a week.

Driving in a race is hard on a car, he said, and it must be given special care. "You've got to go over it with a fine-tooth comb because you want to try to eliminate all the problems before you get to the race track, rather than at the race track," Droud said.

After a race, Droud said he checks the

car's valves, changes the filter and oil and tightens any loose nuts and bolts. After every eighth race, he said he tears down the motor to check the bearings.

The average speed Droud drives during race is 70 m.p.h., he said, but he has driven 115 m.p.h.

Though he said he has never seen a person get seriously injured in a race, he has seen cars tip over, crash into the fence and catch fire.

Droud said he has never had an accident with his race car.

"Knock on wood," he said, performing the motion.

The worst thing he experienced was two motor blow-outs last year. The blow-outs sidelined him from the race, he said.

## Weird Wally . . .

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Wally said promoting his "weird" image has proven effective, pointing to his average monthly sales of 110 cars as proof.

"Probably we're number one," he said confidently. "No doubt about it."

A check with the Motor Vehicle Licensing Board upheld this claim, at least to a certain extent. Although he said he had no official figures at hand, Larry Kelley, executive secretary for the licensing board, said Wally's probably had the highest volume of used car sales.

"Offhand, my first guess in Lincoln would be Wally's used cars," Kelley said.

"Weird Wally makes a good name dropper," Wally said. But only for used products. Wally said he doubts his name would draw as much business as it does now if he was selling new cars.

When the customer is told something might go wrong with the used car he is buying, there are fewer complaints when the car does break down, Wally said. His approach is to program his customers to expect problems, a viewpoint which Wally considers entirely viable.

"Too many people expect too much for too little," Wally said. "If the manufacturer gives up on them after a year and 12,000

miles, we can't be expected to bring them back up after seven to eight years and 90,000 miles."

Wally's philosophy is that a salesman can't misrepresent a product because it will backfire on him. When a customer asks him if the car he is about to buy will have problems, Wally said he gets right to the point.

"It better have, or you wouldn't get it that cheap."

However, there are occasions when Wally said he is confronted with the customer who is looking for a fault-free used car. In those cases, Wally said he will try to keep from selling the client a car because it's certain to bring problems later on.

"I try to be halfway honest with them and let them go to someone who'll tell them what they want to hear," he said. But you just can't count on a \$500 car lasting two years, Wally pointed out, adding he doesn't want to deceive his customers by stretching the truth.

Wally said he has had a lot of satisfied customers during his five years of business on P Street between 20th and 24th Streets.

"There's several people who wouldn't buy a car from anybody but us," he paused. "Then again, there are people who would buy a car from anybody but us," he added.

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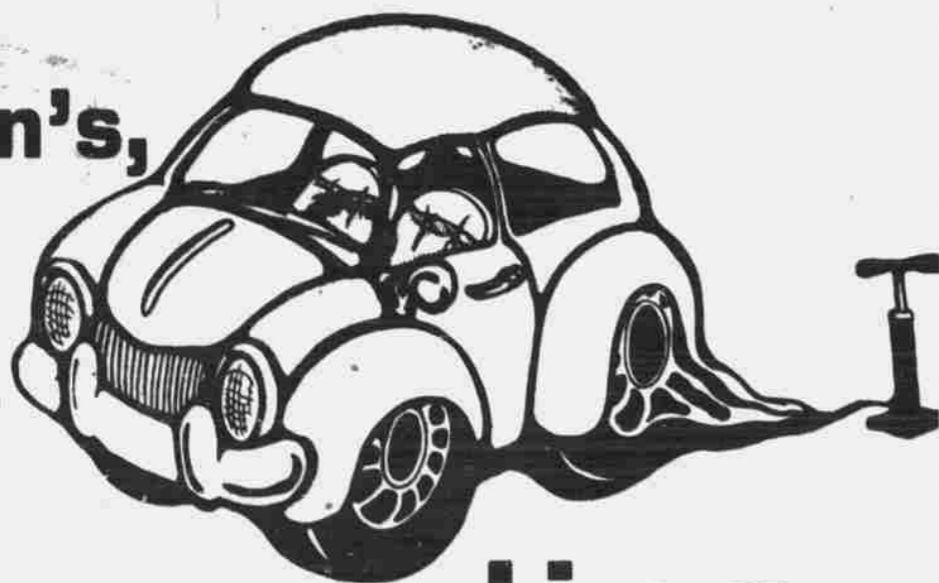
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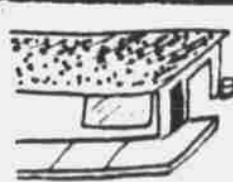
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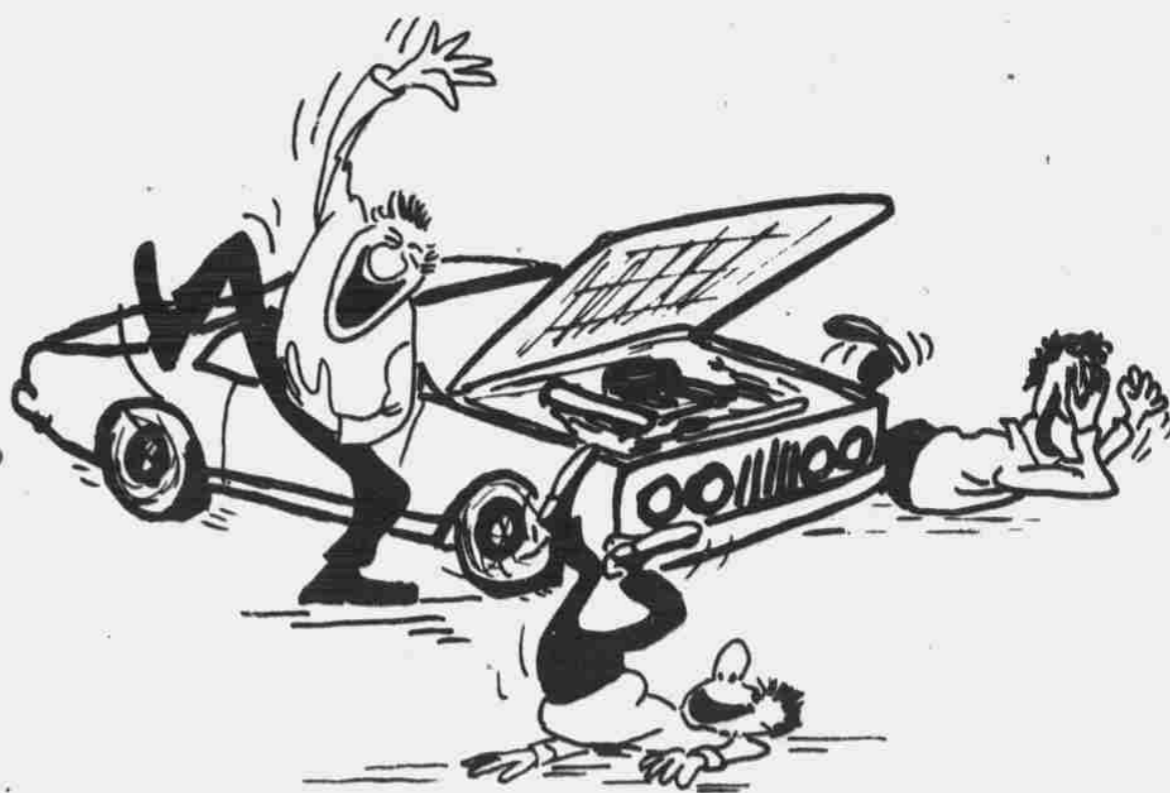
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