

# Celebrating 20 Years

In celebration of our 20th year in business, we at Pony Carburetors have decided to write this month's "Good Carbs" column about how things have changed in the carburetor industry in the last 20 years.

One of the major things that we have noticed is a huge decrease in the availability of good used carburetors (cores). Many of the sources that we used to use for cores have dried up as many carburetors were destroyed for scrap metal. The cores that we do find are in extremely poor condition. This translates to increased costs of doing business. The worse the core is, the more labor and materials it takes to restore them to our standards. Many of the parts that we use in our restoration process are obsolete. What this means is that we either have to pay someone to make them, or make them ourselves. In order to make many of the parts, we have purchased a CNC plasma cutter.

The cores that we do find are becoming increasingly more expensive. As the price we pay for core carburetors goes up, we have to charge our customers more. eBay and the internet have really changed the way many small businesses operate. We used to be able to go to swap meets and pick up lots of carburetors to bring back to our shop and restore. Now, we are seeing less and less good stuff at swap meets and more and more on eBay. Just about anyone with anything of value or in relatively good condition is putting their stuff on eBay and getting a pretty penny for it. We buy many of our cores from eBay and also sell our restorations there.

Over the last 20 years, we have seen less daily drivers and more show-quality cars. Because of this, almost all the carburetors we restore now are plated. This is not necessarily because they are show cars, but it also is to help prevent rust. We have observed that automobile restorations are getting more and more meticulous. As the restorations are getting better, the price of classic cars has increased. As these prices increase, our clientele has become more sophisticated and discerning. They appreciate the kind of perfection that we provide with our restorations. Because of this change in customer mindset, we have seen that many of the mass rebuilders have gone by the wayside. More and more customers are deciding to choose quality over price.

Our quality has improved tremendously since we first opened our doors in 1988. Twenty years ago we thought we knew a lot about carburetion. As it turns out, we knew very little. Every day we learn new things about what we do and we occasionally upgrade our calibrations if a performance enhancement is available. We are constantly facing new challenges as the carburetors we worked on 20 years ago were only approximately 20 years old, now they are 40 years old on average.

In recent years, we have seen a renewed interest in six-cylinder cars and performance. Once thought of as the less desirable engine, six-cylinder engines are now gaining in popularity. They have become a huge part of our client base and because of this

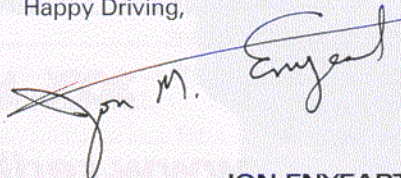
demand we decided to reproduce the Autolite 1100 carburetor that was factory installed on these vehicles. Last summer we had a long waiting list for restored 1100 carburetors. By the first part of 2008, we had a pre-order list for our new 1100 reproduction (called the "Vaporizer") of over 200 orders. We are now in the process of shipping our New 1100's just in time for our 20th anniversary. We are steadily working our way through the 200 order list at the pace of about 10-15 carburetors a week. In addition to our regular restoration business, we are now the ONLY source for brand new six-cylinder carburetors.

In May, Mike Winterboer from Classic Inlines came to our facility to do some dyno testing with his aluminum head. We tested several types and sizes of carburetors with this head. With our Spreadbore 4100 carburetor we were able to make over 200 hp at the rear wheels. The Autolite 2100 blew away the Holley 2 barrel that was on the car when it pulled into our shop. Until this head was available, we NEVER recommended putting anything other than the Autolite 1100 one barrel on a six cylinder. If you would like more information on these tests or the new head available by Classic Inlines, visit <http://classicinlines.com/PCdyno.asp>.

As you can see, much has changed in the last 20 years in the classic car industry. We expect many more changes in the next 20 years. We believe that the future of carbureted vehicles is precarious, but they will certainly be around awhile longer. As for the future of Pony Carburetors, we expect to continue to have to make more and more of our own parts and are actually in the process of reproducing the Autolite 4100 four barrel. We will take on Holley, Edelbrock, and Barry Grant head on. We believe wholeheartedly in the Autolite carburetor line and will continue to promote its benefits and superiority. With better product design, finer quality, and unequaled customer service we fully expect to be the biggest and most popular carburetor manufacturer and restorer in the world. These might seem like big dreams, but 20 years ago Pony Carburetors was in the back of a garage and had one employee. Now, we are the foremost authority in Ford carburetion and most people would say that we are the best carb shop on the planet.

As always, please feel free to contact us with any questions or comments.

Happy Driving,



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