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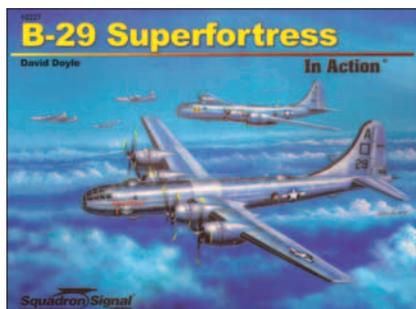
Model Kit Report

Increased profits through the add-on sale of ancillary products

It's the details that make any model and the sale of detail items makes the profit.

Quite often, a model kit does not include everything that a modeler will need to finish it. Almost every kit has “paint & glue not included” printed on the box. This provides an outstanding opportunity to increase sales by recommending additional items for the customer. After asking the customer, “Do you need any glue or paint?” retailers should consider offering ancillary products that would modify, enhance, or improve their customers finished models in some way.

To build a properly finished and more accurate model requires detailed reference material. As an example,



Scale modelers love documentation and to feed this passion Squadron offers a huge variety of books in its line-up such as this B-29 Superfortress In Action, which contains over 240 detailed photographs.

Squadron Signal Publications, available through Squadron Products, has a huge variety of books that are excellent resources for modelers. Squadron Signal Publications M26 *Dragon Wagon Walk Around*, by David Doyle, #SS27025, is a good reference. It is a large soft-cover book with eighty pages of crisp black and white and color photographs. Containing a brief history of the vehicle's design, development and use, the documentation is extremely thorough as well as entertaining. Squadron Signal's *B-29 Superfortress In Action*, also written by David Doyle, #SS10227, covers the B-29 bomber. Used to drop the first atomic bombs, the B-29 also saw action during the Korean War, and was used as the “Mother Ship” for the Bell X-1 in its attempts to break the sound barrier. This book covers the history of the heavy bomber, from its development throughout its service life and contains

over 240 detailed and captioned photographs.

Resin parts are often used by experienced modelers for increased ease of construction, to replace inaccurate kit parts, or for building a variant not included in some plastic kits. Because of certain limitations in the plastic molding process, resin replacement parts can often have better detail than some plastic parts. True Details offers a line of replacement resin parts including the 1/48 P-61A/B Propeller & Cowling Upgrade Set #TD48548. The Propeller & Cowling Upgrade Set includes two cowlings with nicely engraved detail, two extended reduction gear fairings, four magnetos, two spinners, and eight cuffed prop blades. The Cowling and Propeller Set is recommended for either the Revell or Great Wall Hobby P-61 Black Widow night-fighter kits.



True Detail offers a 1/48 propeller set that fits either the Great Wall or Revell Black Widow.

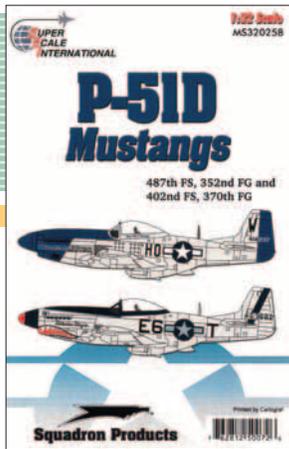
There are actually kits produced specifically to augment other model kits. For armor modelers, adding crew members can go a long way in adding realism to a tank or truck model. MiniArt, available through Model Rectifier Corporation, offers a line of tank crew kits, including the MiniArt 1/35 French Tank Crew #35105, depicting French army personnel, which would normally be seen with a WW II Char Bis or other French tank. To take the realism one step farther, putting a tank model into a diorama with buildings and other features adds even greater dimension to a model. The MiniArt 1/35



MiniArt offers a number of figure sets that are the perfect addition to a diorama.

European Tiled Roof #35555 allows the builder to construct or modify a scale building to fit in a diorama based on a WW II scene.

Aftermarket decals are another potential opportunity for add-on sales. Most model kits often include decals to build one specific subject. Many modelers like to use aftermarket decal sets to build a different version than the ones offered in kits. Super Scale International,



Aftermarket decal sets offer a real potential for extra add-on sales.

also available from Squadron Products, offers a wide variety of decal sets including the 1/32 P-51D Mustangs 55th FS 20th FG set #MS320257 and the 1/32 P-51D Mustangs 487th FS, 352nd FG and 402nd FS, 370th FG #MS320258. Printed by Cartograf and suitable for any 1/32 scale P-51 kit, the Super Scale International decals are crisp, in perfect register, and include a detailed placement and painting guide. **HM**

Keith's Choice: New Kits of the Month

Dragon Models 1/35 Sd.Kfz. 7/1 2cm Flakvierling 38 Smart Kit

Dragon Models recently released its Dragon 1/35 Sd.Kfz. 7/1 2cm Flakvierling 38 Smart Kit #6588-03B. Available from Dragon Models USA, the kit depicts the famous German 20mm Anti-Aircraft weapon that was widely used against Allied aircraft. This Dragon Smart Kit features optional close or open hatches, allowing the fully equipped interior details to be easily seen. The interlocking road wheel system is nicely represented with individual Magic Tracks track links, which provide the flexibility to give the completed tracks the proper realistic sag. The gun can be built in either the stowed position for travel or in the firing position for combat. In the combat mode. The kit includes decals for three units that saw action in 1943 and 1944, and generic numbers for alternative unit markings. The kit comes complete with detailed instructions, including a decal placement guide and a painting guide for six different marking options with one representing a vehicle seen on the Eastern front in winter camouflage. Dragon has a surefire winner with the Dragon Sd.Kfz. 7/1 2cm Flakvierling 38 Smart Kit.



Dragon Models has just released its 1/35 German anti-aircraft weapon.



Revell has captured the '69 Camaro in its 1/25 Motor-City Muscle series.



Look no further than the Eggplanes for a fun build.

ports. The RS or Rally Sport package added hideaway headlights, revised taillights, RS body emblems, and exterior bright trim. Revell has captured the 1969 Camaro SS 396 Convertible nicely in the Motor-City Muscle series, featuring a cowl induction hood, fully detailed 396 engine. The detailed chassis includes separate exhaust pipes, rear axle and leaf springs, shocks, A-arms, and anti-sway bars. The interior features beautifully molded seats, dashboard and steering wheel. The kit comes with complete instructions, including a painting guide with list of factory colors, and a decal sheet with racing stripes and instrument gauges. The Revell '69 Camaro SS/RS Convertible is an exciting kit that car modelers will enjoy taking for joyride.

Hasegawa A-6 Intruder Eggplane Series

Hasegawa has introduced its A-6 Intruder #60130 in the Eggplane Series. Most serious modelers will finish an intensive, complicated project and be somewhat tired of building. Nothing breaks a modeling slump like a whimsical build of one of Hasegawa's Eggplanes. The low parts count and simple construction makes building one a lot of fun. The A-6 Intruder kit has just 35 parts, with two colorful decal sheets with markings for a U.S. Navy or Marine version. With no need for concern over accuracy or realism, the Hasegawa Eggplane is the perfect diversionary, therapeutic build for burned-out experienced modelers, or an "Eggcellent" kit for a first time modeler. **HM**

Revell 1/25 '69 Camaro SS/RS Convertible

Revell recently released its 1/25 '69 Camaro SS/RS Convertible kit #85-4929. The 1969 Camaro SS, or Super Sport, included a 375hp 396ci V-8, stiff suspension, F70x14 tires, power front disc brakes, and nonfunctional hood