

Corvette Arizona July Newsletter

CORVETTE
ARIZONA

A Special 4th of July 'Independence Day' link from our favorite President!

(Click on the link and Play the Video);

<http://now.msn.com/freedom-isnt-free-and-this-moving-video-with-ronald-reagan-tells-us-why>

Preferred Customers

Our 'Preferred Customers' are the reason for our success! Is it the Parts Price Discount?, Is it 'No Shipping Charges'? Tasty Beverage in our 'PC' Lounge? Free use of the Lift in our 'Service Shop'? What ever the reason, we are grateful for all the support!!

Corvettes and Caffeine!

As summer is heating up, the start time on **August 3rd** will be 6:30am.

Remember the 'Shoe Box Swap Meet' and please, RSVP if possible. The RSVP allows us to plan for coffee/bagels/donuts so there is enough for everyone. Go to the Corvettes and Caffeine website, either through the link on our CPAZ website 'Home Page', or the website direct.

Click on the RSVP tab, pick a date, fill in the info and send. We will save a donut for you!

Back-Orders and Out of Stocks and the 'never-ending' search for C4 parts!!

Every day we get as many as 3-5 calls from customers looking for C4 parts. As we are a Corvette Parts Store, and we make our sales based on Corvette Parts, it is frustrating to tell one customer after another that we cannot get the parts they are looking for. The main problem, most of our suppliers have been relying on GM inventory for too long. Just because it is in their catalog, doesn't mean it is still available.

With the parts availability issue, the C4 prices have dropped significantly, so there are lots of bargains out there. Late model C4's, 1991's to 1996's, which were bringing \$8-12K only 6months ago are selling in the \$5-7K range today. Currently, eBay is one of the best resources for C4 parts. While we can get carpet, brake pads, rotors, etc. most of the electronic parts, some master cylinders and trim pieces are extremely hard to find. With the pricing depressed on the cars, there are not too many options for anyone tooling up for reproductions.

As many of our Preferred Customers know, we are still having a significant problem with 'Back Orders' and 'Out of Stocks'. In mid-April, we cancelled all our outstanding back-orders and have focused on re-ordering many items from different vendors. With some products on hold since November of last year, with no scheduled delivery date, it was almost impossible to maintain any control or keep our customers informed as to when (if ever) we would see any product.

The back-order situation has been a significant problem for us, as we purchase/pay for every item when it is ordered and any delay not only frustrates our customers, but can put a serious dent in our purchasing ability. With, sometimes, \$20-30K tied up in pending orders, we have been unable to take advantage of 'special buys' and offers from our vendors, to help lower costs to our customers.

So far, we have seen a difference in the lead times and delivery of products, and we hope this trend continues.

The Howard Katz 'Not Memorial' Library

The latest addition to the HKNML is Hot Rod Magazines' Dream/Build/Drive 'Bodywork' DVD Library. While this collection is based primarily on sheet metal cars, there is lots of great information on body prep, panel fitment, use of body fillers, sanding and finishing. We currently have the first five DVD's available and we will add more as they are available.

The library has lots of good information, computer with Shop/Service/Assembly manuals and printer. We are adding more information sources as we can to make this a comprehensive resource for our Preferred Customers.

We currently have over 1500 Corvette magazines (still not sorted.....we are working on it!!). Sheryl Katz, ASL Member and (according to Howard), BWE!, has volunteered to help sort and organize our magazines. With the volume we have 'and' the fact we have issues going back decades, it is no small chore. We will keep you posted on the progress.

June in Review

We posted a 28% sales increase for the month of June!

30 consecutive months with 'Positive' numbers, increased sales over the previous month/year.

Last year, July was our best month on record and we are looking forward to another strong month.

2013 is on track for a 20-30% increase over 2012.

Inventory Changes

CPAZ is working towards our 'significant' change in inventory for 2013. As we are able to obtain 'accessory' parts in 3-5 days, and that segment has slowed considerably, it makes no practical sense to inventory them in quantity. While we will continue to maintain our stock of basic items like car covers, floor mats, etc., this is not where the majority of our sales are generated. We will make a major expansion in what has been the core of our business, restoration and repair parts.

Brakes, Steering column parts, electronic parts, headlight repair parts, chassis and suspension, as well as driveline, clutch and transmission parts. Exhaust systems, radiators, as well as wheels and tires have shown a huge increase and these will be stocked in larger quantities as well. With our new POS system, we hope to have a catalog available sometime this year.

New Corvettes for Sale

We just received a 2007 Coupe!!



Extended Warranty Questions.

CPAZ is starting to sell more Extended Warranties. A couple of things have stood out as the reason for our success with this great product.

First, the price, up to 50% less than comparable plans available through other sellers or dealers.

Second, the coverage does not require you to take your vehicle to a 'Dealership', you can take any vehicle covered by the warranty to any 'Certified' repair facility. All they have to do is call the toll free # for authorization for repair.

Third, the NAC Extended Warranty is available to all vehicles, not only Corvettes, we have sold several for other vehicles.

With a number of plans available, from basic 'Powertrain', up to the comprehensive 'Pinnacle' Coverage, there is a plan for almost every vehicle. All we need is Year, Vin # and Mileage and we can give you a quote!!

Contact us for a quote for any of your vehicles.

More C7 Info!

Chevrolet to offer Limited 'Premiere Edition' Corvette!!

The Corvette Premier Edition Special model adds custom luggage – and Z51 performance package, that will be offered in a limited run of just 500 models for an estimated \$75,000 a piece. Thule will provide the Corvette Premier Edition's matching set of luggage.



The Corvette Premiere Edition is officially known as a 3LT model, the top-spec version of the new Stingray, each one coated in a distinctive Laguna Blue Tintcoat paint job with a contrasting Brownstone suede interior. The upgrades also include a visible carbon fiber T-top roof, a Stinger hood stripe, "Stingray" kickplates and wheel caps – and the matching set of Corvette luggage designed by Thule.

The news coincided with the 60th anniversary of the factory roll-out of the very first Corvette, Chevy working hard to prove the new model lives up to the so-called C7's advanced billing. The maker pulled the wraps off during a special launch party at the National Corvette Museum – which is around the corner from where the seventh-generation sports car is getting ready to go into production.

For true aficionados, of course, performance will be key, and the Premiere Edition will get the Z51 performance package that bumps the 6.2-liter LT1 engine up to 455 horsepower– enough to launch from 0 to 60 in 3.8 seconds.

The Premiere Edition also will feature the Magnetic Selective Ride Control, or Magneride, a system that used nano-sized magnetic particles to allow the shocks to be almost instantly and infinitely adjustable to respond to both driver input and road conditions

The C7 was originally supposed to be in showrooms in time for the 60th anniversary of the original Corvette's debut but the project was repeatedly delayed, most notably by parent General Motors' 2009 bankruptcy. Project leaders insist that, in the long run, it allowed them to actually turn out a bit better of a car.

The Premiere Edition is one of several special editions expected to follow the 2014 launch of

Monterey Red/Ebony-Cashmere Interior

LS2/6 Speed 'Paddle Shift' Automatic

3LT/HUD/Dual Roof Panels

Chrome Wheels

36K miles

ALSO

1998 Coupe



LS1/Automatic

Torch Red/Light Oak 'Katzkin' Leather

Ground Effects/Vertical Doors

42K Miles

Check out #223, our 'Garage Find'!



327/250HP/4 Speed

Rally Red/White-Red Interior

'Factory Air Conditioning'
(One of 872)

Rare 'Hard Top Only'
(One of 1277)

One owner/51,245 Miles

Purchased at Sands Chevrolet,
Glendale, AZ
January 23rd, 1965

See the pic's on our website

1972 Coupe

the new Corvette – the first model to get the Stingray designation in three decades. A convertible will follow soon after launch and next-gen versions of the Corvette Z06 and ZR1 are also reportedly in the works

Meanwhile, Chevy has also been working with Fisher-Price on what might be called the junior edition, a tyke-sized version of the Stingray that the toy maker will call the Power Edition. Top speed? A full 6 mph.

Corvette Racing to begin testing C7.R in July!!

<http://gmauthority.com/blog/2013/06/corvette-racing-to-begin-testing-corvette-c7-r-in-july/>

Mark Reuss explains C7 allocation to 'select' dealers!

<http://www.usdailyvoice.com/gms-reuss-justifies-decision-to-allocate-2014-corvette-c7-stingray-to-select-dealers-7900/andywatson.html>

C7 Corvette 'Adrenaline Rush' Twin Turbo!!

<http://www.gtspirit.com/2013/06/19/official-twin-turbo-chevrolet-corvette-c7-stingray-adrenaline-rush-by-redline-motorsports/>

Corvette C7 Pace Car at Detroit Belle Isle Gran Prix!

<http://gmauthority.com/blog/2013/06/watch-gms-mark-reuss-pilot-the-2014-corvette-c7-stingray-pace-car-at-2013-detroit-belle-isle-grand-prix-video/>

Vehicle Consignment wanted!!

As many know, we sold a 1959 Corvette to a French car collector and a 1962 Corvette to another couple in France. After 3 weeks in Long Beach and three weeks at sea, (through the Panama Canal) they arrived in Le Havre, France on June 12th. The new owner of the '59 picked the car up and drove it to one of his homes in the suburbs of Paris. Despite the congested traffic, he reports the car was joy to drive and had no issues with the Corvette. Lots of looks/waves from people not used to seeing a classic Corvette.

The '62 made it's way to it's new home in Guiscriff, in western France, and has already seen many of the roads through the French Countryside.

Here is a picture of the '62 at its new home, almost looks like a calendar photo.



A Saturday drive through the French countryside with friends!



Ontario Orange/Saddle Interior

350/Auto/PS/PB

Factory A/C

1969 Coupe



350/Automatic

Rally Red/Black Vinyl Interior

Factory Air Conditioning

\$18,900 OBO

Coming Soon!

1963 Convertible
Silver/Black Interior/Top
327/4 Speed
Removable Hard Top
Knock-Off Wheels

www.CorvettePerformanceAZ.com

Extended Warranties

Our 'Extended Warranty program has been very well received. Excellent Coverage, as well as 'very' competitive rates, have helped with sales. Extended Warranties are available for just about any year Corvette. While the older cars can get 'Power Train' only, the newer ones have 'Pinnacle' Coverage available, which covers virtually all major components. These warranties are also available for almost all vehicle makes and models.

Call for price and availability!!

Service Shop

Keep in mind, CPAZ has a vehicle



Time to get more inventory in the showroom! Our Consignment Program is one of the best. Basic \$100.00 per month, (\$200.00 'up front'), and only 3% of the sale price.

If you, or anyone you know has a Corvette for sale, contact us for more info.

Newsletters/Notices available on our website!

Back issues of our Newsletters and Corvettes and Caffeine 'Wrap Ups' are available on the CPAZ website. Go to the website, click on the 'Newsletter' tab on the blue header bar and select which item you wish to read. All the pics and links are available.

www.CorvettePerformanceAZ.com

New Feature for the Newsletter and our Website.....Garrys Garrage!!

CPAZ receives calls on a regular basis about 'How Do I.....? Many of the questions are repeating, 'How do I fix my Headlight Motor on my C4/C5? How do I stop the noise in my.....? What is the best.....??

Garry Mion, CCA/SACC/NCRS member as well as a 'Charter Member' of the CPAZ/ASL, has '*volunteered*' to do a monthly Tech article for our Newsletter. These article(s) will be in PDF format, and will also be posted on our Website in the 'Newsletter' section with a link to 'TECH'.

Garry will cover a full range of topics from 'Body Off Restorations' to 'Converting you distributor from points to Electronic Ignition.'

For more information, or to request answers to you questions, contact Garry;

Tech@CorvettePerformanceAZ.com

CPAZ 'Anti Sobriety' League

Our June ASL 'Meeting' was convened on Friday, the 28th. The theme, 'Puppy Shower', was brought on by the fact that Daisy (Duchess Daisy of Arcadia) and Duke (Sir Duke of Arcadia), are 'expecting their first children in late July. Unlike their wedding, which was a 'formal' affair, the shower was low-key, with no Maternity Fashions, only 'Treats' and Tasty beverages!!.

Daisy & Duke welcomed Molly and Meyer (Wiess) and all of the ASL 'Extended Family' had great time.

lift and compressor available in our service shop. While we do not do service or repair, our shop is available to our Preferred Customers to use at 'No Charge' for minor repairs, installations and inspections. We are 'NOT' able to do oil/fluid changes, due to the permits/license required to dispose of waste oil/antifreeze. Call ahead to book time on the lift as required.

The Club Room

CPAZ has 'The Club Room' available for small groups, clubs and organizations to use. This room seats 'up to' 45 and has a TV/DVD available for videos and entertainment.

Contact us for more info;

info@CorvettePerformanceAZ.com

CPAZ Gift Cards

Gift Cards are now available at Corvette Arizona!! These cards can be purchased in any amount requested and are great for gifts or any 'Special' occasion!



FaceBook Page

We are 'slowly' getting our pics from the Corvettes and Caffeine events posted on our FB Page. We have so many pictures it is almost impossible to post them all. Once we have then posted, we will put the albums from each event linked on our CaC website.

You can check out our FB page at

<http://www.facebook.com/pages/Corvette>

Consignment Store

CPAZ is about to start our 'Consignment Store', both online and in our store.

Plans are underway for another ASL Road Trip, in the fall, probably early November.



ASL Ladies (L-R) Michele Davies, Linda VanScoy, Deb Hamersly, Lindsey, Sandy Vendt, Alice Ambrose, Linda Goward, Teresa Smith, Lois Petersen, Janet Chamberlin.(Front Row) Barb Wiess, Carol Motyl (Daisy) Lyn Trayte.



ASL Guys (L-R) Rollie Trayte, Paul Hamersly, Mark (Mel) Davies, Kevin Motyl (Charter Member), Tom Ambrose, Bob Wardell, Doug Petersen, Ed VanScoy, William (Wink) Wiess, Jim Chamberlin (Molly) Bill Vendt. (Front Row) Jeff Goward, BAD, Jack Smith

Bads Bits

Last month I talked about 'Hot Rod Math and 'Pencil-Neck' Math!! I wish I had the time to document all the 30+ calls I had from 'PC's' about their experiences with 'PN' math. Some of the stories were so 'personal' to the people who called and you could hear the frustration in their voices when they

Contact us if you have any parts and accessories you wish to consign. We will have information as to rates/times, etc. and advertising available.

Sales@CorvettePerformanceAZ.com

July Quote

"Once you say you're going to settle for second, that's what happens to you in life!"

Too often we enjoy the comfort of opinion without the discomfort of thought."

John F Kennedy

relayed every detail of their 'PN' experience. Seems my 'epathany' was just my failure to realize this phenomenon earlier, always looking for the best in our customers and people who are looking for a Corvette.

Retail sales is a tough business at the best of times, but couple that with "PN' math, and you have a scenario, sure to raise your BP. As long as I have been in the Corvette business, 44 years now, the 'Pencil-Necks' and the 'Wheel-Well Grabbers' are the extrinsic part of the business.

My 'Pencil-Neck formula' seems to have reached many in the Corvette Community! I have made one small change to the formula based on a statement from one of our Preferred Customers. The comment made was "Maybe \$40K is all their wife will allow them to spend on their 'dream'!!

So, from now on the formula will be:

(Desire of Ownership) + (Info/Opinions/Hearsay received from others) + (Years of Searching) = \$40K

(Seeing other people own and enjoy their cars) + (Maximum allowed by Spouse)

Butch Claar, Purchasing Manager for Mid America Motorworks, one of our largest suppliers, does a regular workshop at many events on 'Buying Your First Corvette'. He has limitless knowledge of all generations of Corvettes and shares lots of information on what to look for when purchasing your first car. He indicates he is going to use our formula from now on.

As always, we will support American products whenever and where ever possible.

Don't like the economy, Look in the driveway! Buy American!!

Until Next time!! Save the Wave!!

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