

Corvette Arizona June Newsletter



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 **July 6th** will be 6:30am.. The 4th of July 'holiday' is Thursday. While many people will take Friday as a holiday as well to make a long weekend, we will continue our 'First Saturday' Tradition with Corvettes and Caffeine.

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!!

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).

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!!

May in Review

Sales in May were 'Great!!'
33% increase over May of 2012!

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

We are looking forward to a strong
2013, and we are 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 2004 Coupe!!

Contact us for a quote for any of your vehicles.

Interesting information on Indy Pace Cars.

Ever wonder what car was used as a Pace Car for the Indianapolis 500?? Check out this link:

<http://indymotorspeedway.com/v1/500pace.htm>

More C7 Info!

Here Are The Ten Official Colors Of The 2014 Corvette Stingray

When the 2014 Corvette launches in the third quarter of 2013, it will be offered in ten different colors, just as the C6 is today. However, some of the colors offered on the C7 will differ from those seen on the C6. Most notably, *Supersonic Blue Metallic* and *Inferno Orange Metallic* will not be available on the C7, while *Laguna Blue Tint-coat* and *Lime Rock Green* will find a new place on the palette.

<http://www.corvette7.com/forums/showthread.php?t=280117>

http://www.youtube.com/watch?v=-Luai_cEYQA



GM confirms Corvette C7 even more powerful than first promised!

<http://www.slashgear.com/gm-confirms-corvette-c7-even-more-powerful-than-first-promised-29284039/>

ZR-1-spec Corvette C7 could revive LT5 name for 700HP monster!

<http://www.slashgear.com/zr1-spec-corvette-c7-could-revive-lt5-name-for-700hp-monster-30279918/>

Corvette C7 ups C6 weight by 90 pounds: technology not feather light!

<http://www.slashgear.com/corvette-c7-ups-c6-weight-by-90-pounds-technology-not-feather-light-02280316/>

Interesting video showing Convertible top operation and exhaust 'note'!

<http://www.youtube.com/watch?v=odm2ann1HA4>

C7 Pricing!

<http://www.corvetteblogger.com/2013/04/26/the-2014-corvette-stingray-will-start-at-51995/>



Silver/Black Leather Interior

LS1/6 Speed

HUD

Polished Wheels

48K miles

ALSO

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



Ontario Orange/Saddle Interior

350/Auto/PS/PB

Vehicle Consignment wanted!!

Well, the 1959 and the 1962 Corvettes have arrived in France and their new owners have let us know how happy they are. C1 Corvettes are rare in Europe and they are getting lots of 'Positive Feedback' with their new arrivals.

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

CPAZ 'Anti Sobriety' League

Our 1st ASL 'Road Trip' was May 17th/18th. 20 CPAZ/ASL members made their way to Cottonwood for a weekend of Fun, Food, Relaxation and several 'Tasty Beverages'! Great time was had by all, with fantastic accommodations, excellent food and service and a chance to share a 'laid back' weekend.

Plans are already underway for another Road Trip, in the fall, probably early November. We will make further plans at our next ASL meeting.

Bads Bits

Hot Rod Math V/S Pencil-Neck Math

(Warning: The following may contain explicit language that may be offensive to some!)

Around 3pm last Saturday, I had an epiphany!

Being in the Corvette business since 1969, there have been many times when 'Hot Rod' Math came into play. Many, when planning or working on a restoration or rebuild, know what Hot Rod Math is. It is used to figure cost/time/value for any given project and it is 'usually' very accurate.

The formula is **(costs) X 2 + (time) X 3 = (actual cost)**. Example; 'Whatever you 'think' you will spend on a restoration, you double it' and 'whatever amount of time you 'think' it will take, you triple it'! This will give you the 'net' cost of your project. Usually quite reliable and usually the reason so many 'projects are never finished or abandoned before completion.

My 'epiphany' on Saturday was that, for years, I have also been exposed to 'Pencil-Neck' Math, and never realized it! The formula for Pencil-Neck Math has to be something like this:

(Desire of Ownership) + (Info/Opinions/Hearsay received from others) + (Years of Searching) = \$40K
(Seeing other people own and enjoy their cars)

In our March Newsletter, I posted a story about one episode at the last Sweet Heart Car Show in Tempe.

When asked if we still had the '62 for sale in the showroom, we were informed that 'several' local Corvette owners had given their 'approval' for this car. Being one of the nicest '62's we have seen in a long time, no hit body, with original bonding strips, Excellent chrome and original interior and, 'Great' Acrylic Lacquer paint (painted in 1975), we thought this car stood on its own.

While we were asking \$59,900 for this classic, we were told, "These Corvettes are worth 'somewhere' in the '\$40's'!!" I think my response, "That at \$40+, we would laugh him out of the showroom and the owner of the Corvette would probably throw him out", seemed to fall on deaf ears.

This '62 Corvette was sold for \$58,000.00USD, and it now being driven through the French countryside.

Factory A/C

1989 Convert



L98/350/245hp/Automatic

Black/Saddle Leather

\$6,900 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 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

Here are two more examples:

Example #1

1963 Split Window Coupe
327/360hp 'Fuel Injected' (Original Matching Numbers)
4 Speed (Original Matching Numbers)
Power Steering/Power Brakes/Power Windows
Daytona Blue (1 Repaint-Flawless)
Saddle Leather Interior (Original/8 out of 10)
Looked like, but was not BOR*.
'All' Original Paperwork (2 Owner)
'Reproduction Knock-Offs'
61,950 Miles
Asking Price \$69,900

Customer comes in with his Third Baseman (advisor) and proceeds to try to find fault/flaws in Car. After 20 minutes of 'Wheel-well Grabbing', the 'advisor' determined that this was a 'No-Hit' Corvette, something I had declared on the fact sheet. A brief huddle, and they come up with an offer.....\$40K...After they have their 'Second Baseman' do a complete mechanical inspection, including pulling the oil pan, etc.

Example #2

1967 Convertible
427/400hp (Original Matching Numbers)
4 Speed (Original Matching Numbers)
'Factory' Air Conditioning
Power Steering/Power Brakes/Power Windows
Telescopic Steering Column
Factory Hardtop
Side Exhaust
Rally Wheels/Redline Tires (Radials)
AM/FM Radio
Goodwood Green/Saddle Leather Interior/Black Soft-top
Excellent 'Driver' Paint (Original-8 out of 10)
Excellent Interior (Original-8 out of 10)
'Perfect' Convertible top, looked like HT had been on car all the time.
All Original Paperwork (3 Owner)
58,470 Miles
Asking Price \$74,900

A customer called, without having seen the car, offers \$30K! Says he had one before, knows all about these cars and they are everywhere for.....'Wait for it'.....\$30-40K and he cannot see paying 'Top Dollar'!!

After a 'personal' invitation for him to 'Kiss My Never Wiped Ass', he decided not to join me at my store to actually 'see' the car.

Example #3 (My epiphany)!

Customer comes in last Saturday and looks at #223. Now, as we have described this Corvette in both our Newsletter and our Corvettes and Caffeine notices, we also 'unveiled' this car at the last C and C.

The history is great, 51K Original Miles, Bought 'New' in Glendale, One Owner, Matching #'s, Protec-O-Plate, 'and' Factory Air Conditioning, etc., etc.,! One thing we also know, is that, to be a 'show' car, it would have to be painted. No secret, especially to anyone who has seen the car in our showroom.

Looking at #223 for about 5 minutes, he asked what we are asking for it. I ask him, "What do 'you' think it is worth"? The answer.....\$40K! I pointed to the door and told him to 'Get out of my store'!

The look on his face was 'Priceless', do not think he had ever been thrown out of 'anywhere' before. After a 'brief' conversation, he proceeded to inspect every Corvette in the showroom, but kept going back to #223 and try to find more 'Paint Issues'.

So, here is the denouement to this story.

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.

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.

Example #1

The '63 SWC sold for \$67,500. The customer has put 20K+ miles on it, won several awards at various car shows, drives it virtually every week and says "It's hard to keep the smile off his face". He has been approached at several Car Shows, asked if the Car is for sale.?! Normally he says "Sure, everything is for sale, what are you offering?" Usual response.... You Gussed it.....\$40K!

Example #2

The '67 sold for \$72K. The customer still owns it and states, "It is 'Not' for sale"! He has put over 30K miles on the car and says it still drives like new and the A/C blows cold. The last person, who offered to buy it, said it was 'worth'.....(here it comes again)....., around \$40K 'and' he would take it off his hands if he ever thought of selling it.

Example #3

If we did a 'BOR'* on #223, or, even if we just painted it, 'Pencil-Neck' Math would value this car at...40K!

Note: I would like to have seen the look on his face if I had said 'Sold' and tried to shake his hand.*smerk*

As I asked in our March Newsletter;

Here is a test question....."What were these Corvettes worth??"

One thing I have noticed over the years, the people who 'know' the value of these cars, never seem to be driving one!!

*Body-Off Restored

** Yes I know how 'Smerk' is spellt!

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!!

June Quote

If you don't
eat your meat,

you can't have
any pudding!

How can you have
any pudding,

if you don't
eat yer meat?

Roger Waters
10/30/1979