

## Preferred Customers

Thanks to our 'Preferred Customers' for making 2012 one for the record books. Our 'Preferred Customer' Program has been one of the main reasons we have had 'another' record year!! Price discounts on parts, 'No Shipping Charges', PC Lounge with Pool Table, Foos Ball, Darts, HDTV and a Bar for a few 'Tasty Beverages', Shop with Vehicle Lift and Compressor to use at 'No Charge' and Corvettes and Caffeine, are just some of the advantages to our program.

As most of our PC's know, the internet makes it a small world. We have several PC's outside the USofA, in Australia, Dubai, Sweden, Switzerland, Germany, France, England, Japan and the Peoples Republic of Canada!. Our latest 'International' PC, #101051, is from Japan, Hidemitsu Hayashi, 1981 Coupe. Welcome!!

On our website, click on the 'Preferred Customer' link, fill out the application and 'submit'!!

## Highline Autos Magazine

Highline Autos Magazine published an article about CPAZ in their latest issue. Great recognition for our store and great coverage in a 'High End' magazine. Many thanks to Brian Graff, David Brown and the staff for their support. Check it out!!

<http://www.highline-autos.com/noteworthy/46/Corvette-Performance-Arizona-Great-Parts-for-40Plus-Years>

## C7 Corvette Info

Still more info and pics about the new C7 showing up every day. The 'Official' release date is January 13th.



Here we are at the unveiling of the 2014 Chevrolet Corvette, on January 13, 2013 — the night before the official start of the 2013 North American International Auto Show in Detroit. Despite leaks from every which way in regards to design, powertrain and technology, anticipation remains white-hot. That being the case, we felt it would be a great time to revisit what we currently know about the all-new, 2014 Corvette.

The Stingray Moniker Is Coming Back As The Base Model Name! Not 'Sting Ray', but "Stingray"! The name also means the base Corvette will have a proper name, rather than some generic title like

## 2012 in Review

2012 was another 'Great' year for CPAZ. Numbers for the year show a sales increase of 29.3% over 2011. We met our sales goal by mid December and were able to show a 'significant' increase in several inventory groups. We have very ambitious plans for 2013. Without the expense of moving, capital construction costs and equipment purchases, we will concentrate on building our inventory and increasing sales. Our sales goal for 2013 is a 25% increase in Retail sales and 15% in wholesale/dealer sales.

## Inventory Changes

CPAZ will be making a 'significant' change in our inventory in 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 Vendors

CPAZ is now a vendor for **ALLIANCE SPORTS GROUP**, manufacturers of the **NEBO** and **PROTEC** lines of illumination products.

While we have availability of their entire, extensive product lines, we are going to focus on several lines to stock in our store.

A new focus for us is the **PROTEC 'Tactical'** line of High-Powered Firearm Lights and Laser sights for most models of firearms.

As a 'PRO' 2nd Ammendment business and with the support of many of our PC's, we are certain these products will be good for us.

"Corvette Coupe" that was used for the base C6 model. What's more, it's expected that the Grand Sport, Z06, and ZR1 names will continue to live on through the product life cycle of the 2014 Corvette C7. But like the 2014 Chevrolet Silverado and the GMC Sierra, don't expect everything to roll out of the gate at once. It could be a couple years before we see a new ZR1.

The 6.2L LT1 Will Be The Base Engine! Back in 2011, sources told us that the Corvette team will be using a 5.5L displacement V8 engine as the car's bread and butter powerplant. But after testing and observing performance with Active Fuel Management, engineers determined that a 6.2L block was a more optimal choice. Believe it or not, the Corvette team found that the larger engine posted better fuel economy numbers when four of its cylinders were deactivated over what a 5.5L could do. Thus, the LT1 engine is a 6.2L block. Preliminary numbers are at 450 horsepower and torque, but we're expecting that to be an underestimation. What's more, expect GM to add forced induction for the range-topping models such as the Z06 and ZR1. No word on whether or not there will be a successor to the wondrous LS7, which produces 505 horsepower with a 7,000 RPM redline and breathes naturally. We think it would be a blunder not to.

There Will Be Loads Of New Features And Technology! As first reported, the 2014 Chevrolet Corvette C7 will feature more track and go-fast performance applications than you can shake a stick at. Things like Active Rev Match (ARM), a Performance Data Recorder (PDR) and Engine Sound Management (ESM) will all be present in the new Corvette if the alleged owner's manual leak is accurate, which appears to be so. There will also be a digital instrument panel, rather than conventional gauges, that the C7 will rely on to display information. The latest Chevy MyLink system is also expected to make an appearance, with just the right amount of buttons and knobs.

## Corvettes and Caffeine

Corvettes and Caffeine continues to be a great success. 86 Corvettes in January is a great turnout, considering the cold temps first thing in the morning. We also had 1 Superformance 427 Cobra, thanks to Jim Messmer, who also just had a '58 Fulie and a '74 Convert/HT shipped to us by truck for the Russo and Steele Auction. Many 'Thanks' to Steve Schwab for all the help with parking!!

We will continue the 8:00 am start time until it warms up again, then we will go back to the regular 7:00 am. 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!

[www.CorvettesandCaffeine.com](http://www.CorvettesandCaffeine.com)

## DCA Christmas Party

CPAZ was glad to host the Desert Corvette Associations' Christmas Party on December 15th. Approximately 60 people enjoyed our store facilities, open space and the table/seating we had in our reception room. Great food, several 'Tasty Beverages', lots of 'snacks'. Special Thanks to Carol Motyl and Deb Hamersly for the fantastic Christmas decorations throughout the store.

## NCRS Meeting

On Saturday morning, December 15th, CPAZ hosted the NCRS monthly meeting in our 'Club Room'. This room and the rest of our facilities is available to any group or organization who wish to use it. Please contact us to schedule time as available. [info@CorvettePerformanceAZ.com](mailto:info@CorvettePerformanceAZ.com)

## Corvette Club 'New Years Eve' Party

Approximately 110 people attended the Corvette Club 'New Years Eve' Party at the Double Tree Scottsdale. At last count, 9 local and out of state Corvette Clubs were represented, and, special 'Thanks', to the Colorado Corvette Club(s) for their support. A 'Great' time was had by all, Great food, fantastic music and dancing and lots of party decorations made this a fun event. Thanks to Laurie 'Tex' Schwab and Lindsey Dickson for all their hard work putting this event together.

## Kiwanis Nuevo Club 'Catch A Wave' Car Show Committee

On Saturday, January 12th, CPAZ will host the Kiwanis Nuevo Club of Tempe, AZ 'Catch A Wave' Car Show committee. Planning for their upcoming show on Saturday, March 23rd, 10:00am-2:00pm at Kiwanis Park, West of Mill Avenue on Baseline Road.

For more information: [http://www.kiwanisnuevo.org/content.aspx?page\\_id=22&club\\_id=170868&module\\_id=4246](http://www.kiwanisnuevo.org/content.aspx?page_id=22&club_id=170868&module_id=4246)

## The Howard Katz 'Not Memorial' Library

The 'HKNML' is up and running. 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 (not sorted).

The PROTEC 'Elite' HP190LS has a 190 Lumen Light, (bright enough to make you 'legally blind' for several minutes if you get too close), and a 450 yard, 5mW Red Laser. Mounts to most handguns and picatinny rails.  
Retail Price \$89.99

The PROTEC 'Red Laser Firearm Sight has the 450 yard 5mW Red Laser only.  
Retail Price \$39.99

The PROTEC 'Elite' HP230 Firearm Light has a 230 Lumen Light, Low 40 Lumen Light and 'Defensive Strobe' Mode. Mounts on 'Rail-Equipped' Pistols and Long Guns.  
Retail \$49.99

The PROTEC 'Green Laser' Firearm Sight has a 100 yard (Daytime) and 500 yard (Nighttime) Green Laser.  
Retail Price \$79.99

Always a 'favorite', the PROTEC 'CSI' QUATRO!!  
6 Modes/4 Features/4Colors  
Includes 75 Lumen LED, 5 Green LEDs, 5 UV LEDs (excellent for nighttime Scorpion hunts!) as well as a Red Laser Pointer  
Retail Price \$29.99

PROTEC 'Long Gun' Light Mount, perfect for Shotguns, Rifles, Scopes or 'Military' Style Firearms.  
Retail Price \$19.99

Contact us for 'Preferred Customer' Pricing  
[Sales@CorvettePerformanceAZ.com](mailto:Sales@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.

## Questions about 'Retail' pricing!

We have had some comments about 'Retail' pricing and why we mention it when 'Nobody' likes to pay 'Retail'. Well, we are bound by our obligations and 'Sales and Service' agreements with our vendors.

As most know, we are a 'Stocking' dealer for the top 7 Corvette Parts vendors. What that means is we have a 'stock' order on a regular basis and, while we have a significant inventory on hand, you can 'never' stock everything. We are given a discount from these vendors based on the amount and type of products we order. Part of the agreement we have with our vendors is that we 'always' list/post/advertise the parts we order/stock at the 'catalog' price. It would make no sense for a vendor to sell parts to a dealer, only to have that dealer turn around and advertise them at a discounted price. This would 'immediately' cause margins to disappear and make it impossible for most businesses to survive long term. We can give the parts away if we wish, we just cannot 'list' the parts for less than their 'Retail' price.

Our Preferred Customer Program is designed to give our customers 'every' advantage possible with regard to pricing 'and' availability.

## Inventory/Back Orders/Out of Stocks

Slowly, (ever so slowly), our vendors are starting to increase inventory and improve delivery. We still seem to have many issues where parts are not in stock at our vendors and they have to be 'drop shipped' from the manufacturers, which 'sometimes' takes weeks not days. Some items, floor mats for example, are not manufactured until they are ordered. This 'usually' takes 2-3 weeks and can be very frustrating for our customers. While we do everything possible to expedite orders, there are several things we cannot control. Thanks to our Preferred Customers for your patience.

## C4 Parts availability v/s 'Market Value'!

The C4 parts availability seems to get worse every day. Almost every day we receive phone calls and emails requesting parts for C4's that are just not available any longer. Most vendors have been relying on GM inventory to supply what is listed in their catalogs and on their websites, but that inventory seems to be long gone. What started out as a 'not too funny' joke a year or so ago "If you buy a C4, make sure you buy a second one for parts", now has almost become a reality. In most cases, simple things like weatherstrip, brake parts, carpet, etc. are still available, but other parts like electronic parts, ECM's, hoses, trim parts, etc. are long gone and sometimes eBay is the only resource or some wrecking yards. Consequently, the bottom has dropped out of the C4 market. As a result, there are lots of 'bargains' out there for keen buyers. Check out Max's Vette Stuff in Mesa as a good supplier of used parts.

## Eds Threads

Corvette C7 reveal this Sunday! Those wanting to see the live stream this Sunday use below:

General Motors has done a great job of hyping the reveal of the next generation Corvette, which will debut this Sunday evening at 7 pm Eastern time

While the event will be held at an undisclosed location in Detroit with only invited media and paid guests from the National Corvette Museum attending, we are now learning that the reveal will be live-streamed on the internet.

The Announcement came via Corvette's facebook page with the following event post:

After months of first sightings, get the first full sighting of the 2014 Corvette LIVE on the Corvette Facebook page. We'll be streaming the reveal live and posting photos from the event. You won't want to miss it.

The unveiling of the 2014 Corvette will be 'live streamed' through various websites including Chevrolet's

[one13thirteen.com](http://one13thirteen.com) site and the Corvette Facebook page.

I suggest that if you're interested in viewing the webcast to 'tune-in' by 6:55 PM, Eastern Standard Time, as the webcast will start promptly at the top of the hour.

## CPAZ 'Anti Sobriety' League

The CPAZ 'Anti Sobriety' League continues to grow. Charter Members are able to 'invite' new members and several new members have been inducted (some kicking and screaming) into our organization. The CPAZ ASL gives new meaning to the term 'Happy Hour'

Puppies Daisy and Duke have a new 'sister'! Belle (TinkerBell), a 'Rescue' Corgi has joined The Zoo and everyone gets along great. While Daisy and (now) Belle have been in 'heat', poor Duke has been chewing the crap out of his toys and even giving the cats 'The Eye'!!

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](mailto: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.

[Sales@CorvettePerformanceAZ.com](mailto:Sales@CorvettePerformanceAZ.com)

## January Quote

The path of the righteous man is beset on all sides by the inequities of the selfish and the tyranny of evil men.

## Bads Bits

Never let it said we are not 'Fair and Balanced' and give every Import Manufacturer an 'Equal Opportunity' to promote their products! Can't say enough about Toyota, now KIA (Killed in Action) has announced a recall for 'Misrepresenting Their Fuel Economy'. Seems the Gerbils and Lemmings in the KIA Commercials can't do basic math. Seems to me there was a 'Sock Puppet' in there somewhere too!! Cute!

Also, Suzuki has given up the US market entirely!! Seems they will have some sort of warranty service available through other dealers, bet you get a great trade-in value for you used Suzuki when you go to trade it in.

One of the Square-Box 'Clown Cars' goes by our store almost every day, with an American Flag on a Stick mounted on the rear roof rack. Guess you could put a Hockey Stick on the roof rack without much fear of tipping over, but what about 'The Flag'!? Figure at best it would be a 'push', with one cancelling out the other. What a disgrace to the flag, should probably fly it upside down (and backwards).

As a business owner, who has 30-50 import cars a day turn around in our parking lot, looking for who knows what, I can only be happy none of those 2D's work for me. More and more large Corporations will not hire for middle/upper management positions if the applicants drive imports. Has to do with '2 Dimensional' thinking and 'Loyalty' issues. WoW, and you thought it was just their 2TimingStud@Hotmail email address or their FaceBook postings ;)

'SPECIAL NOTE!! Camaro production will move 'back' to the United States, (Lansing, Michigan), from the PRC!! How cool is that, EH??

Congratulations to the Ford Motor Company with the Ford Focus being named the 'Top Selling Car in the World!! Took the title away from Toyota!!

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!!

Blessed is he, who in the name of charity and good will, shepherds the weak through the valley of darkness, for he is truly his brother's keeper and the finder of lost children.

And I will strike down upon thee with great vengeance and furious anger those who would attempt to poison and destroy my brothers. And you will know my name is the Lord when I lay my vengeance upon thee.

Jules Winnfield/1994

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