

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!!

Newsletter Issues

We are still seeing our Corvettes and Caffeine Notices and our Newsletter 'Blocked' by Yahoo and AOL. It seems that, due to the fact we send 'Links', Pictures and PDF's, they are being blocked as 'Spam'. While not all of our 'PC's' are having issues, it seems that it is how the individual computers have their 'filter' set. If you have any issues, check your spam folder, and add us to your 'Preferred Sender' list.

Canada enacts 'Anti-Spam' Act!

Canada has enacted an 'Anti-Spam' Act. The purpose is to limit the amount of 'Spam' on the internet and in emails, especially those from a business. The 'Anti-Spam' Act requires Implied Consent, Identification and the ability to 'Unsubscribe' from any further communication.

We have the latest on this important legislation here:

<https://www.youtube.com/watch?v=anwy2MPT5RE>

CPAZ New Store Hours

Due to the huge increase in sales, and the fact Commercial Sales have increased almost 2X, we will be changing our 'weekday' opening hours from 8:00am to 9:00 am. This will allow us to do our commercial deliveries early in the morning and visit existing/new accounts.

Also, incoming phone calls, after 11:00am, will be forwarded to our 'Voice Mail' system and answered in the order they are received, as time allows. We have changed our voice mail 'Greeting' to reflect this change.

Corvettes and Caffeine!

With the mornings continuing to be warm, the start time on September 6th, will be 6:30am.

Please, RSVP for our Corvettes and Caffeine events 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. www.CorvettesandCaffeine.com

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

UPS Shipping Issues!

It's impossible to list all the 'issues' we are having with shipping. The best example, is a customers order for a pair of C4 Door Panels.

Ordered/Shipped, with a 'Tracking' # that said 'In Transit/On Time, Scheduled Delivery-Thursday.' So, the customer makes his appointment with the upholstery shop for Friday.

Thursday morning, the Tracking # said 'In Transit/On Time, Scheduled Delivery-Friday.'

Friday morning, the Tracking # said 'In Transit/On Time, Scheduled Delivery-Monday.'

Now, the customers appointment is lost, he has to take time off work to reschedule another appointment, (IF) we can actually supply his door panels. Finally, the door panels arrive on Tuesday afternoon, 3 working days late, past the original delivery date.

We are currently changing our 'Primary' source from Corvette America (UPS) to Eckler's (FedEx) this should significantly reduce our shipping issues.

C7 Corvette Parts!

We have had 40+ C7's come by the store, looking for Accessory Parts, License Plate Frames, etc. that 'so far' are not available. Lots of 'stuff' listed in catalogs and on the Internet, many vendors will even take your order, then 'Back-Order' the items due to no availability.

The issue is, GM is not releasing the C7 Logo/Font/Stingray Name, etc. to manufacturers. Partially due to the 'overkill' with all the C5/C6 vendors making all kinds of 'stuff', but due, primarily, to the fact GM is planning/selling most of the items themselves, rather than let a multitude of vendors/manufacturers

July in Review

Business 'seems' to be 'Back to Normal', whatever 'Normal' is. The slow time(s) in June have been replaced by ringing phones and lots of customers in the store and OnLine. Great to be back in 'Double Digit' sales increase(s).

July was our 'Third' Best Month ever!

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

New Additions to the Showroom

1967 'Factory Air Coupe



- Marina Blue/Bright Blue Vinyl Interior
- Excellent 'No Hit' Body
- Original Owners Manual and Protect-O-Plate
 - 61,471 Miles
 - Factory 'COLD' Air Conditioning
 - Power Brakes
 - AM/FM Radio
 - Factory Tinted Glass
 - L79 327/350hp/4 Speed
- Correct 'Replacement' Block (Re-stamped)
 - 3:36:1 Positraction
- Aluminum 'Bolt-On' Wheels
 - Red Line Tires

Asking: \$79,900 OBO

1965 Fuel Injected



327 'Fuel Injection'
4 Speed/3:36:1 Positraction
Red/Red-Silver Leather
White Convertible Top
'Soft-Ray' Tinted Windshield

make so many items.

It looks like GMs' plan is to sell accessories through 'The Chevy Mall', Chevrolet Dealerships, or ordered with the Corvette when the car is built.

No telling how long this will continue. We understand Lloyd's Mats has been issued a license for the C7 Floor Mats/Cargo Mats, which is great due to the poor quality of the factory supplied mats.

We will keep you posted.

C6/C5 Corvette Parts!

Lots of C5/C6 parts, especially those with Logos' or Corvette Lettering are starting to get hard to find. This 'usually' happens when a model year or generation ends, coupled with the huge expense to license these products. As demand drops, vendors/manufacturers are reluctant to renew licensing for limited sales.

Also, Keep in mind, for many 'repair' parts, GM is the sole supplier and, while some (maintenance) parts are available almost anywhere, some (repair) parts are getting harder to find or have been discontinued.

C4 Parts!

The main reason for the significant drop in C4 'resale' values is the increasing difficulty in finding 'repair' parts. There are lots of parts still available. Interior, Carpet, Door Panels, some trim pieces are still fairly easy to find from several vendors. Brake parts like Rotors, Pads, Calipers are readily available, while Hydraulic Parts like Master Cylinders, Slave Cylinders (Manual Trans), are almost impossible to find (depending on Year). Electrical Parts, ECM's, Switches and Sensors are, at times only available if you have the time to search the Internet or eBay.

We do our best to source 'all' Corvette Parts from almost all sources available, but the rule seems to be that since GM 'Restructured', most of the suppliers of C4 repair parts are no longer supplying parts and, while there seems to be a lot of parts listed in Catalogs and on the Internet, the supply is quickly drying up.

Considering that Gm built 358,180 C4's, it is unfortunate the parts supply (or lack of it) has cause such a huge drop in C4 value(s).

Raid on Tombstone!



Ok, Laurie 'Tex' Schwab is 'definitely' Back in da Saddle and the 'Raid on Tombstone' was a 'Great' success!!

Members of Desert Corvette Association and Vettes and Rods were out having a good time, with plenty of shopping, sight seeing and more than enough 'Tasty Beverages'. Thanks to Bob (Swampy) Swan for the invite to the 'Best Fish Fry Ever' at the American Legion Hall on Friday night.

Great to see Greg and Sue Gonzales, Bill and Sharon Paul, members of the Tucson Corvette Club and the folks from the Inland Empire Corvettes from California. The weather was 'significantly' cooler in Tombstone and we were treated to a real rain storm with 'lots' of thunder and lightning on Saturday Night.

Got to love the 'Birthday Cake' shots in the Crystal Palace. Thanks again Tex!!

Corvette Pirates Cruise to the Caribbean!

Power Windows
Side Exhaust
Teakwood Steering Wheel
Telescopic Steering Column
Knock-Off Wheels (Repro)
AM/FM Radio
Michelin White Wall Radials
73,771 Miles
\$64,900 OBO

1966 Factory Air Convert



- Nassau Blue/Blue Vinyl Interior
 - White Convertible Top
 - Removable Hardtop
 - Side Exhaust
- Factory Air Conditioning
 - Power Steering
 - AM/FM Radio
 - 327/300hp 4 Speed
- 'Matching Numbers' Engine
 - Knock Off Wheels
 - 63,425 miles

Asking: \$64,900 OBO

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 as required.

The Club Room



Calling all Corvette Pirates!! 'All Hands on Deck'!!

It's time for another 'Johnson Family Reunion'!! Get out your JFR Shirts, grab some sunblock and your spandex and lets go to the Caribbean!!

Departing from Tampa, Florida to Costa Maya, Mexico, Belize, Mahogany Bay, Isla Roatan, Grand Cayman, Cayman Islands.

January 25th thru February 1st, 2015! The Theme.....Mayhem and Madness!!

Tex has 'Done it Again', with a fantastic cruise!! Check the following links for info:

www.corvettepirates.com

<http://www.corvettepirates.com/WestCaribbean2015.pdf>

The Howard Katz 'Not Memorial' Library

We are trying to build a 'complete' set of GM Shop/Service Manuals and Assembly Manuals for the HK'NM'L. We have had a 'few' Service/Shop Manuals donated to the store. If you have any old Shop/Service Manuals, you no longer have use for, let us know.

Also, we need Vette Magazine(s), January/2014 to date.

Extended Warranty Questions.

'Excellent News!!

We now offer Extended Warranties for Z06's, vehicles back as far as 20 years old (Depending on Mileage) and RV's!!!!

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.

Vehicle Consignment wanted!!

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.

Sales@CorvettePerformanceAZ.com

July Quote

Quoted by
Zelda Rae Williams
upon the death of
her father,
Robin Williams!

I'll try to keep looking up!

"You - you alone will have the stars as no one else has them...In one of the stars I shall be living. In one of

After selling 5 Corvettes in the past month, it's time to get a few more Corvettes 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.

NOTE: No C4's! With the parts situation getting worse, we cannot accept C4's for consignment.

Garrys Garrage!!

One thing is for sure, you never stop learning about how best to resolve issues on older cars... no matter how long you have been at it.

I recently acquired a '65 with a 327/250HP engine. The prior owner had the engine rebuilt by Chuck's Speed Shop in Phoenix back in December of 2012. Although the car ran well, I wanted to double check the timing on the car as it did run a little hotter than I liked when I drove the car home. (I did use an infrared thermometer to verify the car indeed was as hot as the temp gauge indicated.) Timing can be a contributor to a warmer running engine.

After setting up the timing light, I was first stumped by the fact that my base timing (engine warm, no vacuum advance, idle RPM) was not affected by the presence or absence of the vacuum advance line from the carburetor. Turns out that a small stainless steel ball was placed inside the tubing of the vacuum line – thus blocking the vacuum signal to the distributor advance. Sometimes this is done to keep the stock appearance, but change the control of timing to a purely mechanical advance operation. I was not interested in this, so I removed the ball and got my vacuum signal back.

The second issue I ran into was the inability to rotate the distributor enough (clockwise) to set the base timing at 4-6 degree BTDC (typical). I was at least 10-12 degrees off. Essentially the canister of the vacuum advance was hitting the coil, and the tach-drive cable was being bent excessively. So with a little internet research I found out that it is often necessary to rotate the distributor driven gear by 180 degrees when a newer (i.e., modern) CAM is installed in the engine. Normally, the dimple on the driven gear aligns with the tip of the rotor cap. Rotating the driven gear essentially moves the distributor timing about 14 degrees on the crankshaft (whereas leaving the drive gear alone and rotating the distributor by one tooth will move the timing about 28 degrees). This slight change was enough to put the distributor in a position where I could properly set the base timing and not interfere with the coil and avoid any major bends in the tach-drive cable.

Once both of these issues were resolved, I was able to set the base timing, and ensure my all-in mechanical advance was about 32-36 degrees. I then hooked up the vacuum advance, which adds 12 degrees of advance at full vacuum (probably not the correct vacuum advance for this car – but that is another item to research).

Now it is time to get the car out of the garage and drive it around to see what, if any, impact adjusting the timing has had on the overall running temperature of the car... so I will see you at the next Corvettes and Caffeine.

Cheers!

Garry

Save the Wave!!

A week or so ago, a lady from California came in to check out our store. During our conversation, she says "How come none of the Corvette Owners in Arizona wave?"

She said "Back in California, whenever you see another Corvette, you wave, and they wave back, but here in Arizona, nobody waves??"

Many 'older' Corvette Owners, especially those who have owned Corvettes for many years, remember the 'Save the Wave' Campaign. Whenever you see another Corvette Owner driving his car, you would wave 'and' they would wave back. I have always closed my Bad's Bits with 'Save the Wave' and maybe, many Corvette Owners don't even know what it is. It's a form of Greeting, Acknowledgement and Recognition, that dates back 'several' decades.

Here is an interesting link:

<http://www.savethewave.net/stw/TheWave.asp>

CPAZ eCommerce WebStore!!

CPAZ eCommerce WebStore

The launch of our WebStore, seems to have gone online without any 'Drama'.

Now that we are in our 'Beta' stage, with some of the inventory we currently have in stock, the next step is to start loading inventory from our vendors that we can 'drop ship' without ever seeing the product(s).

them I shall be laughing. And so it will be as if all the stars were laughing, when you look at the sky at night...You - only you - will have stars that can laugh."

Antoine de Saint-Exupéry, El Principito

We are adding inventory every day, and have taken on a couple of new product lines (Tactical), and will continue to build our eCommerce WebStore.

So far, we have had many Customers (in the Phoenix area), check out items on the WebStore, then come in to purchase the item(s). Out of state, (about 3/4's of our eCommerce sales) customers are taking advantage of the 'No Shipping' charge and we are starting to 'Drop Ship' several items.

For the 'Canadian Products' Spam seems to be the big seller, added onto other items we have available. One of the next items we are going to focus on is the Consignment and Used Parts sections.

You can check out our eCommerce WebStore at:

<http://www.corvetteperformanceaz.com/>

BAD's Bits

Corvette Market Conditions

We were very fortunate in the past month or so to have sold a total of 5 Corvettes. With the warm summer temps, July has always been a busy time for us as far as parts sales go, but 'usually' slow with Corvette Sales.

There have been several articles written over the past few months, trying to explain the downturn in the Collector Car market and the possible reasons.

So far, I have seen two 'primary' reasons for the soft market;

First, The Auction(s). Some auctions do not have a 'Reserve' available, so, when 'They' say they sold 85+% of the cars listed, 'They', do not reveal that a majority of the 'Sold' vehicles were, in fact' (Sold) back to their 'original' owners.

EG: You have a 'Body Off Restored' Corvette, you have \$100K+ invested, and the max bid is \$45K. Do you sell it, take the loss; Or, buy it back yourself, pay the 'Buyer' and 'Seller' fees (+tax), keep 'Your car' and take it to the next Auction!!?

This is happening all the time, and, with all the 'Smoke & Mirrors/Hype', at the auctions, it's getting hard to keep track and the market is reflecting that with lower 'Actual' prices.

Second, The Market Continues To Get Smaller. It was just announced that Popular Hot Rodding and Rod & Custom Magazines have ceased publication, (merged into Hot Rod Magazine), a further indication that the 'Collector Car' market is getting smaller every day, and, the younger generation(s) are just not interested in the older 'Classic' cars.

EG: The 'Grandfather' (Car Enthusiast) spends years restoring his Corvette, Mustang Convertible or other 'Classic' car, with the 'intention' of giving it to his Kids (Grand-kids), so they can enjoy something that was important to 'him' in years gone by. In the 60's and 70's, America (WAS) a Car Culture! Win on Sunday/Sell on Monday, You Are What You Drive, (and others) were slogans 'Back in the Day'!

In today's world, we have 2 generations who don't even know how to use Signal Lights, let alone care about what they are driving. The 'New' generation(s) would rather take a picture of the salad or burger they had for lunch and post it on 'FaceBook', rather than cherish something that has been in the family for years.

In previous years, the older generations were conscious (and it was 'Important' to them), to be loyal, to their favorite car manufacturer, their family, and to their country. Now, that is not important. It doesn't matter that they are driving a silver 4 Door Sedan that looks like so many others in the same row at the Costco. They are content to 'settle' for a LeSux, an Infirmary, or any other marque that has a number, series of letters ending in X, or has been 'sold' to them, with Iconic American songs. The term 'Import Performance' comes with the promise that the 'Performance' is better than 'Public Transportation' or, they can relate to Gerbil, Hamster or Lemming in the commercials.

I remember, a few years ago, when one of the guys I worked with at GM, (now a Toyota rep) said: "We can make cars that won't stop, catch fire, look like any other 'box' with 4 doors and a trunk, recall them over and over, or name them after a 'Frozen Barren Wasteland in Northern Canada', and, as long as we use 'Beach Boys' music in the commercials, the American public will buy them!" Sad, But True!!

So, what is the result? As the market gets smaller, demand decreases, inventory is plentiful, prices go down (or cars don't 'appreciate' as they used to) and 'everyone' wonders what will become of all the 60's/70's 'Dream Cars'. I've always said it is a matter of the choices we make. I choose to 'Buy American/Drive American' and be loyal to the companies that have served me so well in the past, and, will continue to do so in the future. They will continue to prosper, 'IF' I support them!!

As always, we will buy American Products whenever possible!

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

Until Next time!! Save the Wave!!