



## Preferred Customers

Our 'Preferred Customers' are the reason for our success!

Is it the Parts Price Discount? Is it No Shipping Charges? Large 'In Stock' inventory? Or the availability of parts from over 10 Vendors? Whatever the reason, we are grateful for all the support!!

## Corvette Arizona turns 'Right'!!

Watch for Corvette Arizona's new location, opening January 9th, 2017.

5618 East Thomas Road #110  
Phoenix, 85008

Store Phone (Retail) 480-921-1200  
Commercial Phone 480-921-1202  
Fax 480-921-1203  
Toll Free 1-877-303-1206

*email:* Product and Pricing questions:  
[Sales@CorvetteArizona.com](mailto:Sales@CorvetteArizona.com)

Advertising, Club Links, and general inquiries:  
[Info@CorvetteArizona.com](mailto:Info@CorvetteArizona.com)

Store Hours:  
Monday Thru Friday: 9:00am to 5:00pm  
(Retail and Commercial)  
Saturday: 9:00am to 12:00 Noon

## Sales in Review

December was a 'Great' month, considering we closed our 'Retail' store on December 9th. Drop shipping our Christmas orders and an 'exceptionally' strong Commercial month, (also drop shipped), made 2016 another record year. Retail sales were up 7% for the year and Commercial sales were up almost triple digits.

It looks like the Concentrated focus on our commercial customers, eCommerce store and eBay store, along with the continued retail growth will make 2016 a record year.

## The Marketplace

Virtually unchanged from the previous month(s), the collector car market still seems to be off 30-40%, with no indication it will improve any time soon. This is a great time to find bargains in a 'Buyers

(Retail)

Sunday: *Closed*

## Corvette Arizona Website Makeover!

In preparation for the opening of our new location, GO 4.0, Corvette Arizona is expanding and upgrading our website and eCommerce store. In order to accommodate the huge increase in inventory (SKU's), we have outgrown our existing platform and are going to do a 'total' upgrade.

This expansion will allow us to tailor our inventory to our customers, both Retail and Commercial, increase flexibility for ordering and shipping, (especially drop ships), and help with the stocking and inventory management.

Shipping delays and 'out of stocks' will be greatly reduced, both by our increased inventory and our website and eCommerce enhancements .

This is no small undertaking, it means a complete overhaul of our inventory program, vendors and primary Point of Sale system. We are looking for a 'minimal' interruption, but the timing works, when we are moving to our new location and, while we will have a certain 'down time', we are sure the transition will go smoothly and hope all our Preferred Customers will have patience as we complete the changeover.

## CPAZ Moving Schedule

Moving to our new location has been no small task. As our new building was not available as

Market'. As always, it is more important to be realistic with regard to condition. It's extremely important that you do not over represent the condition of the car, whether you are buying or selling.

*Note: We base our 'Marketplace' on Corvettes that have actually 'SOLD', not the many cars that are advertised month after month at unrealistic high prices.*

**By the  
Generations:  
(will continue in  
our  
February  
Newsletter)**

### 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 'Ultimate Plus' Coverage available, which covers virtually

planned, we had to do a 'staged' move, with our inventory in 3 different locations. The main issue was the shelving, which could not be moved as units, but had to be completely disassembled, moved to storage, then into our new location and reassembled, with each unit increased from 5 to eight shelves, to accommodate the increased inventory. Other issues, including a 2 week (supposedly seamless) Phone, internet, Cable and WiFi install with Cox, which as of today we have been told will be complete tomorrow. This has caused several problems with phone service, voice mail and our ability to communicate with our customers. As of today, we have virtually everything operational and are closer to being 'Open for Business'.

## The 'HKNML'

The Howard Katz 'Not Memorial' Library

Unfortunately, one of the things we could not keep from our old location was the 'Library'.

Disappointing, as we had Corvette magazines dating back to the 50's and hard cover books and reference material from every generation. While we made a concerted effort to find them a new home, no one was able to take them or find storage.

## 'JWYTYHSE'!!

And 'everything' matches!!

all major components.

These warranties are also available for almost all vehicle makes and models.

Call for price and availability!!

## Gift Cards



Gift Cards are available at Corvette Arizona!!

These cards can be purchased in any amount requested and are great for gifts or any 'Special' occasion!

For more information, Contact us at:

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

## Consignment Store

Corvette Arizona has a 'Consignment Store', both online and in our store.

Contact us if you have any parts and accessories you wish to consign.

We have information, for



rates/times, etc. and  
advertising available.  
Contact:

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

**Monthly Quote**

**"The government  
will one day  
be corrupt  
and filled with liars  
and the people  
shall flock  
to the one  
who speaks the truth!"**

**Thomas Jefferson**

**Just ordered a couple more spoilers on  
Amazon!!**



**No, Bob, NO!! Do not get any ideas!!**



**Well, so much for 'Concealed Carry'!!**



## **Bad's Bits**

**As Most of our Preferred Customers know, Corvette Arizona was built to be a 'Destination' store.**

**We have provided a PC Lounge with Pool Table, Full Bar, Wine Bar, and HD TV. A Service Shop, with a Lift, Compressor and 'some' tools to work on your Corvette at 'No Charge'. A Club Room, seating 45, for local clubs and organizations to use. A Library, featuring hard cover Corvette books, reference material, service manuals and magazines dating back to the '50's. And finally, a Consignment program and a Showroom, for customers to sell their Corvettes or parts, through our eBay store, eCommerce store or in our showroom.**

**Now, as our business model has changed, from a**

**Retail Corvette parts store to one that does 'significantly' more Commercial sales. we have to refocus on our core business, as we are in fact, a business.**

**Our new location, opening January 9th, will be a 'significantly' smaller, no frills location with minimal parking. Our focus will be on our Commercial Customers, eCommerce and eBay business, and 'as always' giving our Retail business and our Preferred Customers', Priority Service.**

**Corvette Arizona  
5618 East Thomas Road  
#110  
Phoenix, AZ 85008**

**Store Phone (Retail) 480-921-1200  
Commercial Phone 480-921-1202  
Fax 480-921-1203  
Toll Free 1-877-303-1206**

**Stay tuned!**

**As always, we will buy American products whenever possible!**

**Until next time.....**

**'Save the Wave'**

*Copyright © 2017 Corvette Arizona, All rights reserved.*

[unsubscribe from this list](#) [update subscription preferences](#)

