



## 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?

Whatever the reason, we are grateful for all the support!!

## Corvettes & Caffeine



With the mornings starting to get cooler and the later sunrise(s), the start time for our fall, winter and spring Corvettes and Caffeine will be 7:00am.

**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,**

## Sales in Review

October was another 'Great' month. Better than expected sales and a significant change in parts shipping and availability helped deliver another double digit sales increase.

With the shipping issues coming to an end, we see better than expected sales for December.

We are on track for a double Digit increase for 2015.

## Feature Corvettes in our Showroom



### 2008 Coupe

- Victory Red with Cashmere Leather Interior
- 2LT Preferred equipment Group
- Dual Power Seats
- AM/FM/Stereo Radio with CD Player
- LS3/6 Speed 'Paddle Shift' Auto
  - Active Handling
  - Dual Mode Exhaust
  - Chrome Aluminum Wheels
- only 16,958 Miles!
- Asking: \$34,999 OBO

either through the link on our Corvette Arizona website 'Home Page', or the website direct:

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

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

## Christmas Shipping!

As the UPS shipping issues seem to be at an end, the focus is on the future, and Christmas is on it's way!

As we always have a huge list of orders for Christmas, we have to look at the shipping cutoff dates to assure everyone gets their order(s) on time.

This year, depending on the vendor, and the usual 'Christmas Rush', we have two schedules. Products ordered from vendors using FedEx, orders must be shipped by Friday, December 18th. For vendors using UPS, the shipping cutoff is Tuesday, December 15th.

Keep in mind, the closer to Christmas, many vendors are short of some products and colors, sizes, etc. might be limited.

## Corvette Challenge Series



### 1965 'Fuelie' Convertible

- Red over Red and Silver Leather
- White Convertible Top
- 'Soft-Ray' Tinted Windshield
- Teakwood Steering Wheel
- Telescopic Steering Column
- Power Windows
  - AM/FM Radio
- 327 'Fuel Injection'
- 4 Speed with 3:36:1 Positraction Rear End
- Knock-Off Wheels (Repro)
  - Side Exhaust
- Michelin White Wall Radials
  - 74,054 Miles

\$54,900 OBO



### 1965 Convertible

- Nassau Blue over White-Blue Interior
- White Convertible Top
- Removable Hardtop
  - Power Steering
    - AM/FM Radio
    - Power Antenna
  - 327cid/250hp with Powerglide
- Aluminum Radiator
- P205/70R-15 Radial Tires
  - Factory Wheel Covers

Asking: \$54,900 OBO



## Newsflash: The Corvette Challenge is BACK!

<http://gmauthority.com/blog/2015/11/michelin-announces-corvette-challenge-racing-debuts-track-prepped-stingray-racers/>



## C7 Corvette Parts

GM is still holding back the licensing for many C7 products. While there seems to be some non-licensed products available on eBay, many of the items advertised in our vendors catalogs or online are often back-ordered due to limited or no availability.

We will continue to add C7 products as they become available.

## The 'HKNML'



### 1969 Convertible

Monza Red  
Red Vinyl Interior  
66,831 Original Miles  
Matching Numbers  
350/350hp/4 Speed  
Power Steering and  
Brakes  
Tilt/Tele/AmFm Radio

Asking: \$29,900 OBO



### 1966 Coupe

- Rally Red with Black Interior
- Power Steering/Brakes
- Factory Air Conditioning
- AM/FM Radio
- 327/300hp with 4 Speed
- Side Exhaust
- Knock-Off Wheels (Repro)
- BFG Radial Tires
- 64,990 Miles

Asking: \$59,900 OBO



### 1966 Convertible

- Nassau Blue/Blue Vinyl Interior

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 several Service/Shop Manuals donated to the store, but we need lots more.

If you have any old Shop/Service Manuals, you no longer have use for, let us know.



## Corvette NYE Party!!

Every year, DCA (Desert Corvette Association), hosts the 'Corvette Club New Years Eve Party'. They have had over 8 local and regional Corvette Clubs attend these events, and it gives local Corvette Clubs and organizations an opportunity to spend a great evening with fellow club members, friends and other Corvette owners from around the valley.

The evening consists of a great dinner, music and dancing, a full bar and the option to stay at the resort, so you can party into the wee hours and not have to drive home.

Tables can be reserved for clubs or groups so you can sit together and enjoy the evening.

For further information checkout the link below:

<http://vette.org/NYE2015.pdf>

- 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

\$54,900 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 'Ultimate Plus' 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!!

### The Club Room

Corvette Arizona has 'The Club Room' available for small groups, clubs and organizations

# Bad's Bits

As we mentioned last month, we are working on a Corvette Market Section in our monthly newsletter. As market pricing and values of each generation are facing an extremely soft market, we want to focus on the actual 'sale' prices, both individually and through the auctions.

We are going to have a section for each generation and list values and pricing without all the hype, speculation and opinion. Currently, the collector car market seems to be off about 30-40% (with some exceptions) and since the market dropped in 2006, hasn't seemed to have recovered as most would expect.

There are a couple of reasons for the 'soft' market. First, the auctions have caused a significant uncertainty in the market. While many, (who watch the TV coverage), will remember the feature car that sold for \$\$\$'s, they don't see the Tues/Wed/Thurs cars that sell for significantly less. Second, we have 2 generations, call them Gen Z or Millennials, who have little or no interest in a Big Block '67 or '65 Fuelie.

Two major problems seem to arise when either trying to: 1. Sell a Corvette, or 2. Try to buy one. The FMV (Fair Market Value) has to be determined, and, while everything is worth what someone is willing to write a check for, you don't want to price yourself out of the market when selling, or overpay when buying.

The main concern is not to overvalue or over estimate the Corvette. When selling, if you have an older corvette and you drive it to local car shows, its 'Driver', not a Show Car. Overestimating the condition of the car can affect the value almost 2X sometimes, versus what these cars are

to use.

**This room seats  
'up to' 45 and  
has a TV/DVD  
available for videos  
and entertainment.**

**Contact us for more info;**

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

## Service Shop

**Keep in mind, Corvette Arizona 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.**

## 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)

actually selling for. When buying, 'Condition' is everything. While things like 'Matching Numbers' are important to some, a good solid, 'no-hit' driver is more important to many, who want to actually drive their Corvettes and not build a shrine in the garage. There is a different 'Pride of Ownership', when you can take your car out to Sonic and get a burger.

Two recent purchases we are aware of are somewhat indicative of where the market is today.

1. 1962 Corvette, Body-off Restored with 74K worth of receipts. 327, Fuel Injection, Two Tops, Matching Numbers, Honduras Maroon. Took 18 months to sell at \$48,600

2. 1967 Convert, Body-off Restored, with \$68K worth of receipts. 427/400hp (Tri-Power), 4-Speed, Factory A/C, PS/PB/PW, Both Tops Bolt-On Wheels and Side Exhaust. Sold (after 12 months) for \$64,400.00.

Starting next month, we will have a dedicated section for each generation, with FMV listings, based on actual figures, auctions, Internet and private sales. We look forward to your questions and input.

Stay tuned!

As always, we will buy American products whenever possible!

Until next time.....

'Save the Wave'

## **Facebook Page**

**We have set up a separate Facebook page for our Corvettes and Caffeine pictures.**

**We have so many pictures, it will take a while to get all of them posted.**

**We are now posting the C&C Notice and the 'Wrap-up' on our FB Page and the new Corvettes and Caffeine page.**

**Once we have them posted, we will put the albums from each event on our C&C website.**

**Check out our FaceBook Page**

[https://www.facebook.com/CorvettesandCaffeine?skip\\_nax\\_wizard=true](https://www.facebook.com/CorvettesandCaffeine?skip_nax_wizard=true)

## **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**

**Work hard for what you want**

because it won't come to  
you without a fight.

You have to be strong and  
courageous and know that  
you can do anything you put  
your mind to.

If somebody puts you down  
or criticizes you, just keep on  
believing in yourself and turn  
it into something positive.

Leah LaBelle

*Copyright © 2015 Corvette Arizona, All rights reserved.*

You are receiving this eMail, Notifications and Newsletter as a Preferred Customer

**Our mailing address is:**

Corvette Arizona  
2318 North Scottsdale Road  
Scottsdale, AZ 85257

[Add us to your address book](#)

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

The MailChimp logo is displayed in a white, cursive font on a dark gray rectangular background.