

Desert Jaguar

Newsletter of the Jaguar Club of Southern Arizona



JCSA Concours d' Elegance 2017

Coming Events

- | | |
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| Dec 3 | JCSA Holiday Party (Doug Dechant) |
| Dec 6 | First Wednesday Dinner |
| Jan 6 | JCSA Board Meeting |
| Jan 25 | JCSA Potluck Social (Dan Veenstra) |

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According to all reports, the Club has staged another highly successful concours and you can read all about it in this issue. We really regret not being able to attend but we were there in spirit (i.e., we knocked off a nice Cabernet in honor of the event). On the 10th of the month (coincidentally my birthday), we left for two weeks in Europe and I'm writing this while sitting in the Pullman Eiffel Hotel in Paris. We started our trip by staying a couple of days in Zurich and then 10 days on a Viking river cruise from Basel to Trier. We will stay 4 days in Paris before returning the day after Thanksgiving. We wish everyone a great holiday season and look forward to our visit starting in February.



An image along the Moselle river in France.

Happy  Holidays!

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Visit our club's award winning website www.jcsaz.com

Jaguar Club of Southern Arizona's 45th Annual Concours d'Elegance

We celebrated our 45th Annual Concours d'Elegance this year, as we have for many years, at St. Phillips Plaza. On the Friday before the Concours we gathered at the Union Public House in their private dining room and patio for a reception cocktail party. Everyone praised the Union Pub for providing a superb selection of food and ambiance.



On Saturday morning, we moved 23 Jaguars of all types and models into the courtyard at St. Phillips. We were limited to the area inside the courtyard due to the overwhelming presence of the Farmer's Market. However, this did not hinder the judging.



Saturday evening, we gathered for our awards dinner at Vivace's Restaurant in the Catalina Foothills. It was a very elegant setting and Vivace's out did themselves with excellent food and wine. Just after dinner, a representative of Youth On Their Own (YOTO), a charity we support, gave a short presentation on their wonderful service, support and help to over 5,000 kids in Tucson who have been abandoned by their parents.

Some of the first place winners were Bob and Lynn Brown with their F-Type and Mark II, Jen Hansen with her XJS and XK6 and Brian and Linda Ellis with their XJ Vanden Plas. However everyone was a winner as the event was a lot of fun and a resounding success.

A special thank you to our sister Clubs that came from Phoenix and the surrounding states. We could not have had such an exceptional concours without you.

Thank you to Cam Sheahan and all the JCSA club members who worked so hard to make our Concours a success.





JCSA Concours d' Elegance 2017

Photos by Carroll Lam



STILL, TO THIS DAY ...

Sometimes it's a whim, sometimes a heartfelt craving, sometimes a pain in the butt, but many of us have discovered ourselves ... out looking for a used car. And while I can't overstress the importance of having the candidate-car that's been selected to buy subjected to the scrutiny of an independent inspection specialist, there are some pointers I often offer our clients, which they can use themselves, in order to minimize the number of cute puppies with rabies they bring in for pre-buy checks.

Tyre-kick and buy is not a wise approach, in my opinion, lest you see a lot of wisdom in gambling. However, the tyres are indeed where to start, and you don't need to know much about tyres to get a lot of mileage here. Key to this whole process is realizing that this car is on the market for a reason. That reason has everything to do with whether or not this car is in the running for us. If this is a private-party sale, we may get the opportunity to look the owner in the eye and ask the question, "Why?" I think this is really good because now you can judge trust, honesty, poker-face, and more, and then engage in further info-mining without much prying. But it still doesn't mean you know the true *why*. The physical evidence will carry the real heft here. *Why* varies from the most benign, "My wife loved this car but died suddenly last month, and on considerable reflection, I really have no use for the extra car," to the most unscrupulous buyer and seller of problem cars — after the airbags are stitched back shut — "I'm selling it for a friend." There's also an entire array of gambits in between. We don't want to buy the car that's been on the way out for the last few years. That car has had little or no maintenance, no love, many owner-supplied parts, and has been as good as gone for half its life. It has mismatched tyres, of various brands, and/or various degrees of wear, indicating replacements one at a time, rather than in pairs; or it has a new set, just to get it sold, but of dubious white-box brand (the "four new! tyres for under \$200!!" sort). Conversely, our candidate has four newer matched Michelins, worn less than half, worn evenly (meaning no apparent edge-wear, which is caused by chronic alignment or inflation issues, neither of which our penultimate last owner would have tolerated.) Oversize or aftermarket tyres and wheels, and/or aftermarket stereo indicate this was a 'kid's car' (if I recall correctly, the abuses a kid can put a car through tests the limits of the most vivid imagination) and we'll just pass right now.

Next is the walk-around. I do this systematically starting at the driver's door. Open it, and leave it open and look at the door jamb paint where many a clue reside, the pedals, the seats — for normal wear, for anomalies with stories to tell, for love. Open all the doors, the bonnet, the bootlid, all at once with abandon. It's not your car! Walk 'round and 'round, Sherlock, slowly, looking. Then shut the doors each, deliberately. Anything odd or inexplicable? Look for any incongruities, like a fender that's slightly different colour or texture. Perfect carpets and pedal pads on a car with 150k miles is a good thing, but a hole worn in the steering wheel or carpet on one with only 60k, or perhaps just a quicky-lube service sticker indicate carelessness. Walk away. We're not married yet. Please take little cosmetic flaws to heart, not just as a show of its character, but as though they are permanent features that will never be right. Also, if it's an item that is unacceptable to you, there likely lurk other similar ones less obvious. Once the rationalization that "It's just a little dent and easily repaired," takes hold, I think desperation has supplanted reason, and soon there's nothing a little time-travel can't fix either.

How about some records? This doesn't mean a glovebox stuffed full of old tyre store receipts. It means we have some reason to believe it got its big maintenance visits (say 30, 60, and 90k intervals) done completely. It could be from stamps in the Passport to Service in the glovebox, to a binder with everything from the bill-of-sale to the last battery it got. A total lack of records is not necessarily a deal-breaker, though it affects value. A complete set showing all appropriate preventative work, as well as regular timely oil services, rare as it is, again gives us the confidence of a responsible curator with nothing to hide.

And lastly, if we get that far, take a drive around the block. If possible do this with no passengers. We tend to focus on them I think, and less on the task at hand. Do you *like* the car? I ask this seriously. I once had a client bring in a car for pre-buy inspection, and I asked her how it felt to drive and she said it was really quite unpleasant. "Why are we doing a pre-buy then?" I asked. "You said that for my situation this is one of the best cars to own," she replied. "But Jean, you're the one that's going to need to get along with it, not I."

So, the car looks good, and is at a reputable dealer. It's gotten their "87.5 point safety inspection" and "certification". Does it need a pre-buy? Yes, absolutely. Their product is for them alone. For a potential buyer it constitutes a conflict of interest if there ever was one. Their objective in inspection is selling the car, and nothing more. You need an independent fiduciary agent to put the actual condition, price, and appropriateness of the potential purchase in perspective from your viewpoint. A good pre-purchase inspection should provide all that, and a private party seller or a dealer who resists a request for such should not be dealt with any more than a cow should test a cattle-guard's efficacy. Under no circumstance may the seller fund the inspection.

I know that for many it is difficult to decline the deal and walk — the more time spent with the seller the worse it gets. But perhaps the most important take-away from today's yarn, is that of *no guilt*. We don't need an excuse to not buy a car we have looked at. We don't even need to understand for ourselves why we rejected the car. We don't need to share the pre-buy results with the seller (why do so many people feel compelled to feed the boa constrictors?). As a potential buyer you owe the seller nothing at all. Please remember that, even before you pick up the phone to inquire.

Alan Cowan is a British-car driver of well over a million miles, and a private pilot of over 750 hours. He is proprietor of the high-end workshop, Falconworks' Fine Auto Service.

First Wednesday Dinner-December 6

Join us for our monthly social dinner at Firebirds Grill at La Encantada on Campbell and Skyline. This is an informal fun-filled evening spent with other Jaguar lovers, a perfect spot to socialize and meet new members. Order from the Special Mountain Time menu before 6pm.

Half Price Drink Specials between 3pm & 7pm

Get there between 5 & 6 for mix and mingle

www.firebirdsrestaurants.com/locations/tucson-az



JCSA Potluck Social-January 25

The third JCSA Potluck Social will be held at the home of Toni and Dan Veenstra. The get-together will be from 5 PM to 9PM. Mark your calendars if you are free to join us. RSVPs should be to Toni at (520)789-6644



Christmas Presents??



Don't forget about our fine line of JCSA clothing and accessories. These would make ideal Christmas gifts for special people on your list.

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JCSA Holiday Party



The JCSA Holiday Party will be held on **December 3** at Sullivan's Steakhouse. Cash bar starts at 4:30PM and dinner will be at 5:30 PM. **Fare is now \$64 per person inclusive of tax and tip.** Contact Doug Dechant for more details.

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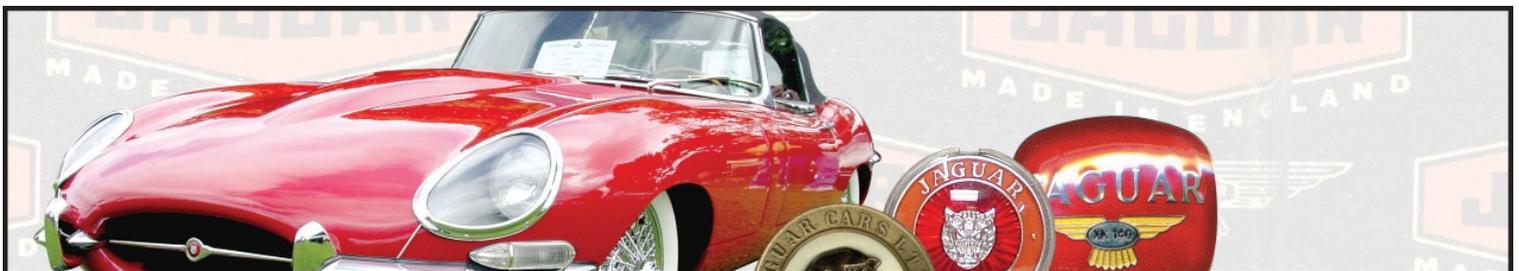
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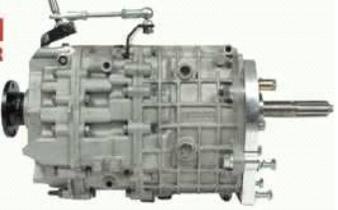
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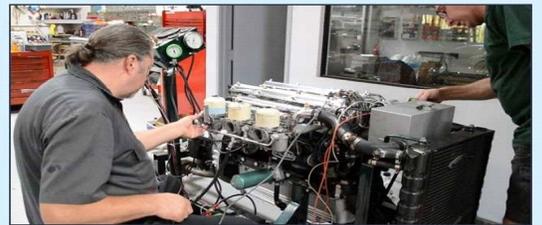
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