

Monthly Newsletter October '08

Newsletter No. 0010

What's in This Month

Topic: How to Sell your Trans Am

Tip: How to get your car ready for Winter Storage

Spotlight: Spotlight of the Month October 1978 Trans Am

Spotlight: 2009 Trans Am Calendar

Classifieds



How to sell your Trans Am

I guess this is a topic that I do not like to talk about since I think you should never sell your Trans Am.... But should the need arise to where you *have to* sell your Trans Am, then here are a few little pointers for you. Just like when you are going to purchase a Trans Am, you need to do some research first. Take a look at there at places like Ebay and other sites that have Trans Ams for sale. Try to find some examples of cars that are for sale that closely resemble yours in year, mileage, options etc. Now places like Ebay will be a good average price, maybe a little low, Dealerships that specialize in Muscle cars might be a little bit high, and places like Barrett Jackson will be about double of what they would go for (so don't even look at them to get a price). But if you take a look at all of these together, you should be able to get a good average of what your car is worth.

Now if you are reading this newsletter, then you probably already know about

your car and know how rare or how common your car is. So you shouldn't have to worry about being taken by someone who tells you that your car isn't worth what you are asking because you have nothing special. Do your research on the production numbers and rarity of your car and know what you have. The worst is having someone come along and throw numbers at you and try and talk over your head about it to try and beat you down on price. If you feel like spending the money, you can also have your car professionally appraised to determine the value. Usually this costs between \$150 to \$500 to have this done. Any kind of documentation you can provide about the car will help the selling price and also help identifying your car.

Now that you have a fair idea of what the value of your car is, it is time to look at the condition of your car. The more things you state that the car needs, the lower the sale price will be. So, take a look at your car and ask yourself, "What can I do that can make it better?" Now for those of you with

show winning cars, this list is pretty small to maybe non-existent, but if you are like most of us, then you will have a list of things that need to be done to the car. Once you have this list, you need to take a look at it and see what will give you the most bang for your buck. What I mean by this is that you need to take a look at the items on the list and see what can be done yourself for not alot of money.

Lets just say that the average Trans Am sells for \$15,000. Now if your interior is worn and tattered, then maybe you can only ask \$12,000 for your car instead because of the condition of the interior. So, if you spend \$400 on new seats \$130, on new carpet, \$140 on a new headliner, \$300 on new door panels, and about \$50 on some interior dye, that is spending about \$1,020 to get you back up to the \$15,000 price of what your car should be. So, in that case, those improvements will be well worth it in the end because you will net yourself an extra \$1,980 on the sale price of the car. Now if your car needs new paint and decals and you can

only ask \$11,000 for your car, then spending the \$3,500 to \$4,000 to have your car painted will net you \$500 or close to nothing at the ale of the car. So doing something like that might not be worth it to you to spend the time and effort for a net gain of \$0 on the sale price. But take a look at everything you have and see what you can do to the car and fix to net you a larger profit at the end of the day. Spending a little time and money before the sale of your car will be more than worth it in the end.

Another quick thing that you can do at the end is invest \$10 in alittle AmorAll and some cleaner. Detail your car like you never have before. A clean car shows people that you took care of the car. All of this little time and effort really will help the final value. If you are selling your car on the Internet, the one thing that I can tell you is "Pictures, Pictures, Pictures". Take as many photos as you can of every angle of the car inside and out. After all, your potential buyer might be several thousand miles away. So, being able to see every aspect really helps.

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How to Store your Trans Am

If you reside up in the Northern part of the US (or I guess anywhere in the World that has more than just two seasons), then there comes a time when the car has to be stored for a length of time. If you are storing your car for the Winter, it is better to put the car up onto jack stands. There are quite a few reasons to do this. First, it makes it alot easier to work on and under the car if you have any projects you want to accomplish. Second, it helps air flow underneath the car. If you have a concrete floor, sometimes moisture still seeps up through the concrete, so it is better to have it higher off the ground to create better air flow under the car. If you have the ability to put a small fan out there blowing under your car for better airflow, I would recommend it. Third, it keeps the tires off the ground so flat spots don't develop on the tires and also to keep the tires away from the moisture as mentioned before. When you place the car up on jack stands, use the recommended locations for placement of the jack stands. The jack stands should be located on the frame of the car.

You must make sure that you have the car evenly supported and level. A good way to check this is the doors, hood, and trunk should open and close just as easy as if it were sitting on

all 4 tires. If you have a hard time closing and opening the doors, then you don't have it sitting right and you should take it down and do it again. Once up on the jack stands, I also recommend taking off the rims and tires. That way they are not pulling down on the suspension all Winter long.

The second thing that you should do is disconnect the negative battery cable. Once again there are a few reasons for this. First, it saves the battery from being drained by the car (clock, bad ground, etc.), Second, once again, it makes it easier to work on the car. If you are doing any kind of electrical work, the battery should be disconnected for this so why not do it now. If where you are storing the car does not have any heat, I also recommend taking the battery inside for the duration. Don't store it on a concrete floor, but rather put it up on a shelf in your basement.

Like I mentioned with air flow above, you also want to have your windows open a crack to allow air into the interior of the car. If you keep it closed up, it will start to get moisture build up and get that musty smell to it, so just crank both of the windows down just an inch or two. Sometimes the turn signal switches and also the shifter might start to get corroded as well because of the moisture. Another thing you should do is put in some fuel additive so that

condensation doesn't build up in the gas tank. If your garage or storage facility is heated, then you don't need to put the additive in the gas tank.

Another thing to watch out for is covering your car. You need to make sure that you have a soft car cover so that it doesn't cause any scratches. But there is more to watch out for. Even if you do have a soft car cover, you can still get marks on your car. Not scratches, but rub marks for taking on and off the car cover. I noticed this and had to do some touch up paint to the parts that had wear marks on them. Luckily I had discovered this before it was too late. You need to be very careful and remove the car cover with care so as not to cause this. Simply walk around all four corners of the car and lift up and around when taking off the cover.

2009 Trans Am Calendar

If you are member of the Forum, then you possibly already know about the 2009 Pontiac Trans Am Calendar that I am producing. If you don't know about it, head on over to the Forum and check it out. I will be making the calendar using photos submitted by you, the visitors of this website. I will be accepting photos from now until October 31st. If you wish to have your car considered for the calendar, please submit them by email to me at calendar@78ta.com. The better the photo and composition, the better your chances are of having your car featured in the 2009 Trans Am Calendar. Good Luck !





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Spotlight of the Month - 1978 Trans Am of Russ Kinsch

Here we are in the Month of October and alot of us are thinking of putting our cars away for the Winter..... but that is no reason to slow down here at all. For the month of October, I chose the 1978 Trans Am of ta78w72. Russ has been a member of this forum for quite a while and has given great insight and information to many a member here on the Forum. Russ has a beautiful black on black 1978 Trans Am with the Pontiac 400 and 4-Speed transmission. The car was purchase in late 1977 and made its way out to California sometime around 1980 and stayed there in storage until 2004 when the second owner moved to Illinois and took the car with him. Russ purchased the car in late 2004 and drove it back out to California. The car has been very well taken care of and only has about 72,000 miles on it to this day. There have been some cosmetic improvements to the car over time such as a repaint and new decals.... but other than that the car is pretty much still as it was when it left the factory in late 1977. The interior is the Deluxe Lombardy interior that is still in great shape. The Trans Am has the Pontiac 400 coupled with the 4-Speed transmission which I am sure makes for some fun driving in the California hills. Still to this day with

the original smog equipment and everything, it passes the tough California emissions. The car starts right up with no issues and still runs and looks great. Russ has made some improvements to the car over the past few years like adding tilt wheel, rear defog, the 15x8 inch snowflakes and also the larger rear sway bar and WS6 steering box. So he has made his little improvements to the car to make it what he wants. That's what it is all about anyway.... making a car exactly what you want it to be. I don't think he has still recovered from the loss of his wrecked 1978 Formula in 2004, but we won't get into that story. Russ has a fine example of a 1978 Trans Am and a very nice looking one still to this day.

Check it out for yourself on my Forum.



Classifieds

1968 Firebird Coupe - 1968 Firebird. Red with white interior. Some rust, needs interior work. Pontiac 428 with 4 speed. Have more parts as well \$7,500 Email hitman@78ta.com

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1978 - 1981 15x8 Snowflake rims One set of 15x8 inch snowflake rims. Refinished to that showroom shine in gold for that Special Edition Trans Am, \$999. Email hitman@78ta.com



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1978 Trans Am with cars and concepts t-tops for sale \$4,800 73k miles will need paint and interior work 615-513-3795 or snyder.robert@att.net



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2009 Trans Am Calendar Pre-Order now ! it will be an 11x17 full color 12-Month Calendar for the 2009 Year. Orders are being taken now and calendars will be out in time for Christmas. Visit store.78ta.com for more details.



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