
The Jaguar's Purr©

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THE DELAWARE VALLEY JAGUAR CLUB
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November 2016

2016 Pumpkin Run Rally



Jaguars were well represented at the annual Pumpkin Run Rally sponsored by the Northeast Rally Club accounting for five of the 36 participating vehicles. Four of the Jaguars were from the Delaware Valley Jaguar Club and one was from the Nations Capital Jaguar Owners Club. Participants pictured above, from left to right, are Tom Jones, Nancy Jones, Pauline Craig, Brian Craig, Nancy Beible, Bill Beible, Tom Lovett (NCJOC), Kurt Rapold, Robert Raygan (NCJOC), and Bob Brown. More information on page 7.



NOTICE—It's never too late to renew your membership in the Delaware Valley Jaguar Club. The membership fee is \$55.00. If all your information is the same as last year please feel free to send a check to Ann Perry made out to DVJC. If any of your information has changed please Let Ann Perry know of the changes. Please remember the membership directory and listing of vehicles owned is shared only with active members.

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Upcoming DVJC Events

November 20, 2016
December 18, 2016

DVJC Breakfast Social (see p. 12)
Spring House Tavern, 1032 Bethlehem Pike,
Spring House, PA 19477
Contact: Paul Merluzzi pawlym@aol.com Please RSVP

December 18, 2016

DVJC Business Meeting—Election of Officers (see p. 16)
Concurrent with Breakfast Social (see p. 12)
Spring House Tavern, 1032 Bethlehem Pike,
Spring House, PA 19477
Contact: Paul Merluzzi pawlym@aol.com Please RSVP

January 22, 2017

DVJC Annual Holiday Party & Awards Luncheon (see p. 10)
William Penn Inn, 1017 DeKalb Pike,
Ambler, PA 19436
Contact: Mike Tate, mjtate1414@verizon.net

Other Interesting Events

November 5, 2016

Nations Capital Jaguar Owners Club Slalom (see p. 17)
Stonewall Jackson High School
8820 Rixlew Lane, Manassas, VA 20109
Contact: John Larson (jclars123@aol.com; phone 301-520-3620)



President's Mewsings *November 2016*

**From the Semi-Palatial Offices
of the Delaware Valley Jaguar
Club ...**

New Roving Reporter

Mike Tate has decided to hang up the spikes, ... I mean the typewriter, ... I mean the word processor. Mike's wonderful work has been rewarded by several journalistic prizes from the JCNA and has been lauded by our members over the years. His knowledge of the Jaguar marque (after all, he has owned 24 of them) and the inner goings-on at the Jaguar factory has kept us up to date and sometimes ahead of the tide with respect to new JLR developments. What made his columns appealing was his ability to interject personal history and experiences into the mix. He has a unique writing style that carries along the droll British sense of humor (or should I say humour?) – you can picture the twinkle in his eyes below that shock of silver hair (of which I am insanely jealous) each time a witty phrase is presented. We will miss your writing, Mike, so please send a missive to Brian when some subject strikes your fancy.

In the meantime, Paul Trout has volunteered to fill the void and produce a monthly column for the Purr. Currently he is deciding whether to keep the 'Roving Reporter' title, or retire it in honor of Mike. We shall see when the January edition hits the stands. Paul will occasionally be spelled by Kevin Fitzgerald when something strikes his fancy.

Speaking of Mike, don't forget to bring your silent auction items to the November and December breakfast socials. Mike would like to have a nice collection to auction off at the Holiday Party on January 22, 2017 (see pages 10—11).

Succession Planning

So far we have not received any nominations for the DVJC leadership positions. That is a shame. The success of the club is built upon good leadership and leadership succession. Right now, the incumbents are running unopposed. If that continues to the business meeting on December 18 and I am re-elected, I will accept the results of the election – but I will also announce that the term ending 12/31/2018 will be my last as President. It will be time for someone else to come forward with new and creative ideas.

Please attend the 12/18 meeting and cast your vote. See page 16 for details.

Impure Sports

My enjoyment of Formula 1 racing is waning. Technology is the name of the game and the rule changes, formula changes, and Bernie Ecclestone are annoying. It has become an elitist sport and a far cry from what I witnessed a half-century ago and on the former Speed Channel when it was worth watching. Impure! NASCAR and Indy Cars are more pure – at least there is some excitement in the races and they are not won in the final qualifying stage. I don't enjoy NASCAR that much (taxi-cabs making left turns) but I admire their ability to generate fan enthusiasm and somewhat competitive races. Indy Cars are attractive to me because of the variety of track styles they use. Still too much technology (paddle shifters) and too many rules. But the races are generally exciting.

Actually most sports are impure in my opinion.

In baseball, I hate the designated hitter rule in

the American League. It removes much of the strategy that was built into the “pure” version of the sport. True, it extended the careers of some one-dimensional players like David Ortiz. But just look at the strategic moves that Terry Francona made in the third game of the World Series (e.g., double substitutions) to pull out a Cleveland win.

In basketball, I hate the three-point line. True it makes the game exciting to watch if a team is playing catch-up by sinking three-point bombs. Offenses are built around the three-point line. I'm not sure that Bob Cousy, in my opinion the greatest playmaker in the history of the game, would make any of the modern teams.

In football, I just don't like the game in general anymore. I long for the days of the Y. A. Tittle to Del Shofner or Bart Starr to Boyd Dowler passing game where the excitement of a long bomb was there on almost every play. It kept the opponents loose and opened up the running game for the likes of Jim Taylor, Paul Hornung, Frank Gifford, Alex Webster. Look at the stats of the most recent Eagles game – ultra conservative. Wentz's 43 passes averaged 5.1 yards in the air. The 32 completions averaged 6.3 yards per reception. It's not his fault – it is just the nature of modern football. Flare pass, run up the middle... Give me Bart, Y.A., or the “Mad Bomber” Daryle Lamonica anytime and the wide-open game that was played back then.

And I hate the playoffs that have sprung up in every sport – especially basketball and hockey where almost every team makes the playoffs. Impure! The only reason the Curse of the Babe ended in 2004 is that the wild-card rule allowed the Red Sox to enter the playoffs. Otherwise they would have had to wait until 2007 when they really won the pennant.

OK, OK, so I am getting to be a curmudgeon. At the age of (almost) 74, I am allowed to do so. Many things were better (politics!) in the old days. Maybe that's why I love vintage cars with their distinctive styling – especially Jaguars.

Jaguar Land Rover News

Jaguar Land Rover has taken a big step in reducing its dependence on engines from Ford Motor Company by launching its own new four-cylinder gasoline unit. The new 2.0-liter turbo-charged engine is part of the Ingenium family of all-aluminum power plants and will be built in the UK and in a new powertrain facility in China. The engine will replace Ford's 2.0-liter turbo built in Valencia, Spain, which JLR uses in many of its Jaguar and Land Rover models. The engine is particularly popular in China, where local taxation penalizes cars with engines above 2.0-liters in size.

Currently the four-cylinder gasoline engine accounts for around half of the engines that Ford builds for JLR and about 25 percent of the total engines JLR uses. That equates to around 130,000 engines a year. Ford will continue to build a V-6 diesel, V-6 supercharged gasoline and V-8 supercharged gasoline engines for JLR. However, JLR is expected to replace the V-6 engines with its own six-cylinder versions of the modular Ingenium family. Ford's engine contract with JLR runs to 2020, by which time JLR has said it wants to be largely self-sufficient in engines. Ford sold JLR to India's Tata Motors in 2008. JLR has already replaced Ford's 2.2-liter diesel engine with its own Ingenium 2.0-liter four-cylinder diesel. The new four-cylinder gasoline will be initially available in three outputs, including 250hp and 300hp versions and the fuel economy will be improved by up to 15 percent on the equivalent Ford engine.

President's Mewsings *November 2016 (continued)*

JLR said it saved money and increased flexibility by designing a similar engine block for both the diesel and gasoline four-cylinder. That allows both to be built on the same casting line. Production of the engine will start this year in JLR's engine plant in Wolverhampton, central England, which opened in 2015. China production will start early next year in a new facility built alongside JLR's factory it jointly operates with Chery Automotive in Changshu, north

of Shanghai. The engine is likely to be offered with the new Land Rover Discovery large SUV, which is due to be unveiled at the show.

Note: Extracted from an article by Nick Gibbs in Automotive News Europe.

Be happy. Drive safely. It's a Jaguar kind of day.

2016 Pumpkin Run Rally Results

Eight members of the Delaware Valley Jaguar club and two members of the Nations Capital Jaguar Owners Club participated in the Northeast Rally Club's Pumpkin Run Rally. The rally was headquartered at the Millsboro Volunteer Fire Company in Millsboro, Delaware and was held from Friday, October 14, 2016 through Sunday, October 16, 2016. Below are the standings for the JCNA sanctioned part of the event. A total of 36 cars competed in the event in three classes. All DVJC members recorded respectable times and represented the club well. Tom and Nancy Jones finished 2nd SOP on Friday with Brian and Pauline Craig placing 3rd. Brian and Pauline Craig also placed 3rd SOP for the Saturday/Sunday rally. Tom and Nancy Jones scored an ACE on Sunday, Brian and Pauline Craig earned an ACE on Saturday. Most importantly all had a good time and the event raised \$6,800 for the Millsboro Volunteer Fire Company.

DELAWARE VALLEY JAGUAR CLUB
2016 Northeast Rally Club Pumpkin Run Rally Results

	Friday 10 /14		Saturday 10 /15 AM		Saturday 10 /15 PM		Sunday 10 /16		Overall	
	Time	Place	Time	Place	Time	Place	Time	Place	Time	Place
Brian Craig	21	2	13	1	3	1	35	3	72	1
Pauline Craig										
Tom Jones	19	1	37	3	21	3	12	1	89	2
Nancy Jones										
Bill Beible	22	3	18	2	20	2	56	4	116	3
Nancy Beible										
Kurt Rappold	161	4	51	4	46	4	21	2	279	4
Bob Brown										
Robert Raygan	70	1	27	1	21	1	74	1	192	1
Tom Lovett										

Note: Raygan / Lovett are Novice Class, members of Nations Capital Jaguar Owners Club



Roving Reporter - November 2016

By Michael Tate

DELAWARE VALLEY JAGUAR CLUB. DVJC

Big cats, fat cats, old cats, new cats, rare cats, sick cats, pussy cats, pampered cats, flying cats, gleaming cats, yes we take care of them all at the Delaware Valley Jaguar Club. Sometimes I believe that punters think the club is only for the older Jaguars. IT IS NOT. Let it be known we welcome all cats, even replica cats, and to be a member you do not have to own a cat.

During my time as a member, which I aim to continue, I have been very lucky to enjoy the many activities that are organized and implemented by volunteer members.

In December at the breakfast meeting it will be time to elect our officers for the coming two years. Those standing for election have been noted in the Purr. You can, if you feel so inclined, put your name forward for election. Elections are not rigged!!! Also as a member you can volunteer to organize a specific event for all members to enjoy. You do not have to be an elected officer.

That reminds me that I have to tell you that the annual Holiday Party is organized for January (see flier on page 10) at the William Penn Inn, Gwynedd. This will be the 4th time we have held the party at this venue. Why?? Because where we are housed the room is ideal and festive, the service is outstanding, the location is easy to reach, AND the low cost will introduce you to the best food you will have in 2017. Guaranteed!! Then, of course, there is the great company who

have similar interests.

PLEASE do not leave it to the last minute to say you want to attend. I have to inform the Inn and pay in advance for the stated number of attendees. I have in the past, foolishly, counted people who left it to the last minute and said they would pay at the event. They then did not attend and the club is left with the cost. Never again. NOTE: my address has changed from last year and is now M. J. Tate, 588 Wellington Square, Apt 300, Exton, PA 19341 . The final downsizing I hope.

COLOR (COLOUR)

The spelling on the right is the English way of spelling the subject. I suppose I should use that as you have all learned to pronounce Jaguar. There will be a test at the Holiday Party. Yes colour for Jaguar has always interested me and I believe each model has its own distinctive choice.

For example my XK150S was a bright yellow when I purchased it and I had it sprayed white. Later when I had it restored it was completed in British Racing Green (BRG) its colour when it left the factory. The leather in the interior was suede green and the hood was a dark grey. Everything back to original. It

looked wonderful. BRG is a colour that looks good on many older and new Jaguars. My MKVII was painted BRG with red leather. Spectacular. I think the red interior gave it a rich and sumptuous air. Red of course is a sports car colour. Are not all sports cars red? But red would not look good on the MKVII . My XJS Coupe and SERIES 3 E-Type were both red and gave



XK150S in white.



Mk VII in BRG

Roving Reporter - November 2016 (continued)

me a feeling of greater speed. Red goes faster! Now let's think of alternatives.

From what I hear and read it seems that firm favorites are dark blue, gunmetal or opalescent silver. Not very favored is Ascot Fawn or white. This latter colour is surprising as many E-Types are white and it certainly appears regularly on the immortal MK2. A Carmen Red looks flat on a XK120 while on an E-Type it comes alive.



Mike Tate in his (bright) red XJS.

Black rarely features as a Jaguar colour. However I have seen some British Racing Green cars that look almost black. The Pea Green that I mentioned in last month's *Purr* is not yet available.

So there it is, a subject rarely discussed...Colour...and it is important to realize that its worth is in the eye of the beholder and at auction many perfect Jaguars have been left unsold because of their colour. That being so they must have appealed to someone when they were new!!

HAVE A BALL IN A "CINDERELLA" JAGUAR

One of the all time most undervalued classic Cinderella Jaguars ever. It is a bit of a trick statement as the car I have in mind is not a Jaguar at all, but the glorious symphonic Daimler DS420 limousine, which enjoyed a long and successful career from 1968 to 1992. And with 4,116 produced, the operatic DS420 must be one of the most successful limousines of all time. One of the reasons had to be its outstanding value for money. Back in 1970 a new

DS420 cost roughly \$8,000 (4995 pounds), compared with \$22,000 (13,123 pounds) for a Rolls-Royce Phantom VI of which a mere 332 were built.

Today the DS420 is even better value selling in the \$12,000 (8000 pounds) region. Member John Murphy purchased one when he was living in Santa Fe. I had the pleasure of sitting in its sumptuous interior. He purchased it unseen and had it shipped to the USA from England. It had a few things that needed attention and John, who had lots of other projects on hand, I think fell out of love with it and sold it on.



E-Type Series 3 in red.

block for \$3000 to \$6000. Most of those have now expired and great ones are becoming hard to find. Yet they are still a bargain. For example, compare the value of a nice \$6000 DS420 with a

Phantom VI at roughly \$65,000. It is a great limousine to have and behave like nobility in, this huge machine. You would have to practice the "Royal Wave" when you went to Giant to shop. And when you are tired of it you could keep your chickens in it.



Daimler DS 420 limousine (perhaps looking fittingly dignified in black?).

Just one more to go and I am done. I feel very sad!



Delaware Valley Jaguar Club

*Please join us for our annual holiday party
and awards celebration.
Sunday, January 22, 2017*

*William Penn Inn
1017 DeKalb Pike
Ambler, PA 19002 (GPS address)
corner of Rt. 202 and Sumneytown Pike*

*11:30 a.m.. Hors D'Oeuvres and Cash Bar
1:00 p.m. Buffet Brunch*

\$35.00 per person

Please return number of people attending
and a check made payable to Delaware Valley Jaguar
Club by:

January 15, 2017

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Michael Tate
588 Wellington Square, Apt. 300
Exton, PA 19341
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Delaware Valley Jaguar Club Breakfast Socials

November 20, 2016, 10:00 am

December 18, 2016, 10:00 am

**Spring House Tavern
1032 Bethlehem Pike
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PLEASE RSVP TO PAUL MERLUZZI (pawlym@aol.com) SO THAT WE CAN GIVE A HEAD-COUNT TO THE RESTAURANT.

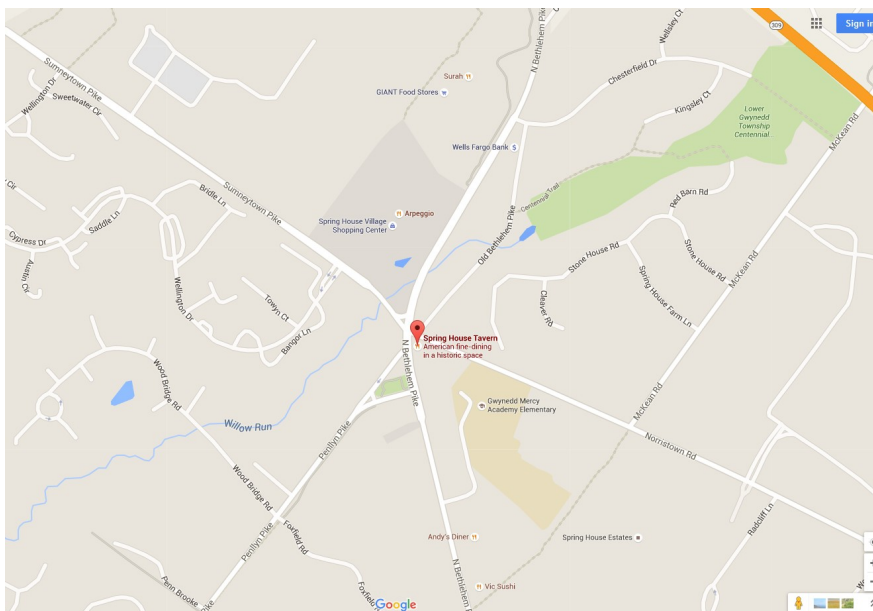
Driving directions from the Pennsylvania Turnpike:

Exit at Fort Washington Interchange, (Exit 339) thru tolls and take the ramp to Rt. 309 north (Ambler). Exit at the Norristown Road / Spring House exit. At the bottom of the ramp turn left on to Norristown Road. Proceed approximately 1 mile to Bethlehem Pike. Turn left on to Bethlehem Pike. The Spring House Tavern is on the left.

Directions from North: Use Rt. 309 south until you pass the Rt. 63 (Welsh Road) intersection. Stay in far left lane to continue on Bethlehem Pike. The Spring House Tavern will be approximately 1 mile on your left side after crossing the Norristown Road / Sumneytown Pike intersection.

From South: Use I-95 to Blue Route I-476. Travel north on I-476 to Exit 20, East I-276, New Jersey, Exits 339-359, (Pennsylvania Turnpike). Follow directions above from the Pennsylvania Turnpike.

For further information contact *Charles Olson 215-757-2028 cwolson29@comcast.net*



MEMBERSHIP RENEWAL TIME HAS PASSED!!!

However, it's never too late to renew. If your information is unchanged since last year just send the \$55.00 membership fee to:

Ann Perry
P. O. Box 163
Mendenhall, PA 19357

If your information has changed please use the membership application / renewal form . Contact Brian Craig at bhc166@aol.com and he will send you one. Ann will process your membership renewal as quickly as possible to insure your continued benefits with JCNA including your subscription to *The Jaguar Journal*.

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**Contact Gary King, 215-499-7013,
garyking@verizon.net**



1971 E-Type Series III 2+2, silver. 14,000 original miles.

Car has been completely recondi-tioned over the years at Lindley Motors. It was repainted from bare metal and all elastomeric elements have been replaced. Recently, after a long storage, it was again refreshed with rebuilt carburetors, etc. by Jeff Dement. A great runner with excellent exterior and fine interior. Ask-ing \$40,000. Photos can be viewed at: www.flickr.com/photos/hardingdg/albums.

Contact Kurt Rappold 610-358-4055



Greetings from the Green Lane Growler

By Kevin F. Fitzgerald



This year, the Hershey flea market (part of the annual Hershey car show) was held October 5-7. If you've never been there, it's a huge extravaganza, impossible to cover even in 2 days...acres of rusty old parts and rusty old cars. What hits you immediately is the ubiquitous array of gas station signs old and new, some massive in size with equally massive prices. One sign was \$5,000. One of the vendors acted like I was questioning his parentage when I asked if his sign was a repro; it was so bright and shiny that it was hard to tell if it was NOS (new old stock).

To give a little Hershey car show history, it began in 1958 at the Hershey stadium with seven vendors (called parts peddlers) and has expanded to its current size of 9,000 flea market spaces. Sponsored by the Antique Automobile Club of America, it's regarded as the largest automotive flea market in the world.

Along the perimeter of the flea market is a long, winding road—the car corral. One guy was selling a 1969 Series II Jaguar Roadster in pale primrose yellow. It allegedly had 24,000 miles but the odometer was broken. The rear driver's sill was rusted within inches of the trailing arm attachment point, plus it had two serious stretch-mark dents in the bonnet just above the radiator. Neither problem is easy to fix. No wonder the inspection sticker was 3 years old. The asking price: \$74,500. Even though I am considering buying an E-type OTS and was initially tempted, I had to walk away and never look back. Coincidentally, I have some bad news to report: After climbing into the front seat, I found that the interior compartment of the E-type Roadster has indeed shrunk in size in the past 30 years!

The prowl for Mark 2 parts for my '62 Jag continued. But in the meantime, I encountered a black 1946 Armstrong Siddeley cabriolet in need of total restoration. Magnificent car, Great Gatsby 1930s-style body, with an open front seat and the top folded over the back to cover back-seat passengers. The asking price: \$24,500. It was a better deal than the Roadster, but I just don't have the time to do it up.

My foray into the mecca of automobilia was a bit less ambitious. The hunt for that elusive piece of Jaguar memorabilia through a jungle of parts gets tougher every year. A bit of advice: If you go to Hershey, buy the \$5 program and consult two sections: #081 British cars/parts and #353 Jaguar. Of 25 vendors in those two sections, only four panned out for me. One gentleman, Tom

Buckus (he has the same spot every year--#RWH28), specializes in British car tools, mostly Jaguar automobilia, and specialty items. Tom reports that his client base is mostly older guys doing show-car restorations, and proudly says everything is sold unconditionally, meaning with a money-back guarantee. Some vendors combine personal attention and service with good prices, and Tom always makes the grade.

Another British car parts dealer is a fellow named Donald Henck (#RWN 2-3). He specializes in automotive ephemera. He reports that the volume of buyers this year is good but it's harder to find good used stuff. Since September 11, 2001, his buying trips to England are down from three to one per year. Airfares are almost double and he pays more for baggage and weight.

Navigating the flea market maze can be quite daunting. Going from, for instance, space C2G-51 to OBJ-25 is vastly easier if you use the numbers on the light posts. They act like a compass in each of the "fields"—chocolate, orange, etc. The lucky few officials who can ride around in a golf cart instead of walking miles and miles of blacktop have it made. I was there on both Wednesday and Thursday and parked near Wendy's restaurant; I estimate I walked at least 11 to 12 miles both days. If you end up carrying parts as I did, it can be a bit challenging.



I've been frequenting places like Hershey ever since I purchased my first Jaguar 46 years ago. I still enjoy the hunt for parts or even that great car find. A bit of advice from personal experience: If you spot something you want, there's usually room to negotiate. But if it's a great deal, don't hesitate—and don't take your hand off it. Buy it before someone lurking over your shoulder pounces on it.

Sure, 95% of the items can be located on the Internet or through Hemmings Motors News. But sometimes it's more about the journey than the destination. And it's usually a tug of war between what you want vs. what you need. My best find was a 1960s English bobby's hat in mint condition made of dark blue wool with chrome-plated accoutrements. The frontal badge reads "South Wales Constabulary." Incidentally, in the early 1960's, British police cars happened to be Mark 2s. (More about that in a future column.)

But now for the journey home: Pushing the speed limit, exhausted, rushing to get back, with my stomach starting to growl, I found that instead of being the hunter, I was now the hunted. Just in time, I spotted a camouflaged state police cruiser lurking in the bushes. Don't fall prey. Those cats are always ready to pounce!

Preliminary 2017—2018 Ballot

Election of officers is an extremely important activity for the continued progress and healthy future of our club. Any active member may run for any office. Any member choosing to be included as a candidate, must contact Ann Perry (annsag@aol.com) prior to November 30th, 2016. The final ballot will be in the December 2016 *The Jaguar's Purr*. The December 18, 2016 Breakfast Social at The Spring House Tavern will also be a business meeting at which time nominations may be made from the floor and a final vote will be taken. We encourage all members to attend, nominate, and vote.

The following is a Preliminary Ballot for DVJC Executive Committee candidates for a 2-year term starting January 1, 2017 ending Dec 31st 2018:

President	Paul Merluzzi (incumbent running for office)
Vice President	Alexander Giacobetti (incumbent running for office)
Treasurer	Bill Beible (incumbent running for office)
Recording Secretary	Clara Saxton (incumbent running for officer)
Director of Membership	Ann Perry (incumbent running for office)
Director of Events	Mike Wolf (incumbent running for office)
Director of Events	Rich Rosen (incumbent running for office)

Save the Last Dance This Year for Jaguar

By John Larson, Nation's Capital Jaguar Owners Club

The Nations Capital Jaguar Owners Club inaugural slalom in July was a great success for all who attended. In response to that interest, and recognizing the recent emphasis on driving performance and enjoyment in the Jaguar Land Rover advertisements, NCJOC has scheduled a Fall Slalom for Nov. 5 at Stonewall Jackson High School in Manassas, VA (see attached flyer for details). The slalom site is just 150 miles from the DVJC slalom site, so you also get the side benefit of a day-trip in your Jag before the snow flies.

What a great way to enjoy your Jaguar and other driving enthusiasts on a fine fall day. The diminutive slalom course, measuring only 200 feet by 100 feet, lets you:

- • Practice brisk acceleration, firm braking and crisp cornering;
- • Run safely within the confines of the orange cones laid out on a parking lot;
- • Proceed at your own pace, just you, the car and the clock;
- Increase your pace as you gain familiarity with the course, Smooth beats Frantic.

You leave the slalom course wishing you had just one more turn. You get hooked.

Contact the NCJOC Slalom Steward, John Larson (jclars123@aol.com; phone 301-520-3620) with questions, and watch for the next email blast for registration forms that you can fill out at home and bring to the slalom.

WHY SLALOM:

The JCNA slalom course provides a convenient “mini-race course” experience to drivers of all ages with all types of cars. The entire slalom course fits into an area measuring only 200 feet by 100 feet. The JCNA slalom is also a family sport for parents, spouses, children and grandchildren as participants or spectators. We can practice our vehicle control and driving expertise in a safe, well-controlled environment free from the hazards of wheel-to-wheel competition with other cars. The game is just you and your car on the course against the clock. Most drivers may approach a maximum speed of 25 MPH, but only for one second before having to brake for the next turn. Cars compete within specified classes based on year and model, similar to but not identical with concours classes.



Official Jaguar Land Rover USA Merchandise Site

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Dear Jaguar Clubs of North America Member,

The Jaguar Land Rover merchandise team is pleased to announce the launch of the official Jaguar and Land Rover USA Merchandise websites. You can begin shopping immediately at:

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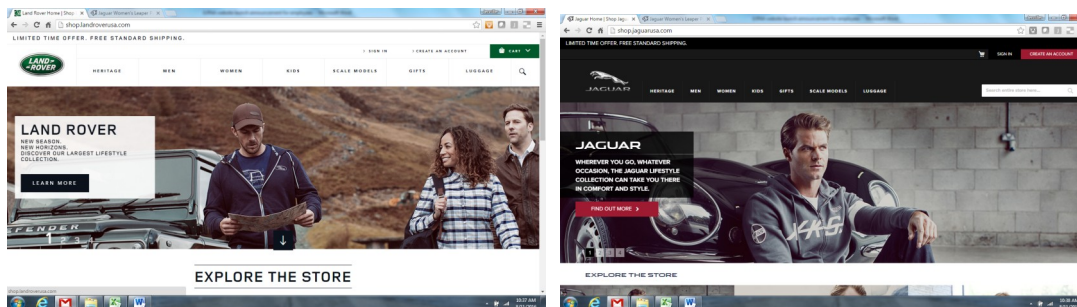
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And, if all the great merchandise wasn't enough, we are offering all JCNA Members a discount on your purchase. Just use the promo codes below during check out for 20% off your total purchase. The discount applies to all items, even those previously discounted!

JCNA (For Jaguar items)

LRCNA (For Land Rover items)

And JCNA members can shop for both Jaguar and Land Rover branded items.



The sites will also be an extension of each brand's website and will integrate current and ongoing promotions with the brand.

The site will feature social media buttons for Facebook, Twitter, YouTube, and Instagram to help foster improved communication with our customers. Feel free to share our fabulous merchandise on your social networks.

If you use your email to create an account and do not receive messages regarding your order or account, please check your spam folder to ensure that the message was not blocked.

For any questions, feedback or comments please contact the Merchandise team: Jennifer Muniz at jmuniz@jaguarlandrover.com and Natasha Vwich at nvwich@jaguarlandrover.com.

The Jaguar Land Rover North America, LLC JLR Private Offer Program has been extended to March 2017.

Jaguar Land Rover North America is pleased to announce the updated Organizations & Clubs Vehicle Purchase Program.

Eligible Vehicles and Incentive Amount

As a special incentive for being a member of JCNA, we are pleased to extend an exclusive offer on the purchase or lease of a new 2016 or 2017 Jaguar or Land Rover vehicle. This opportunity is available through March 31, 2017 and is only offered to preferred friends of the Jaguar and Land Rover brands. After all, power has its privileges. See the terms and conditions below for more information regarding this incentive.

Jaguar

Model Year	Model	Trim Level*	Amount
2017	XE	All	\$1,000
2016 / 2017	XF	All	\$1,000
2016	XJ	All	\$2,000
2016 / 2017	F-TYPE	All	\$2,500

Land Rover

Model Year	Model	Trim Level*	Amount
2016 / 2017	Discovery Sport	All	\$750
2016 / 2017	Range Rover Evoque	All	\$1,000
2016	Range Rover Sport	All	\$1,000

* Subject to vehicle availability. SVR models excluded.

PIN numbers (which are required to take advantage of the above discounts) may now be obtained by you via the link below. Employees must log-on to the website using their company email address which will grant access to the site.

<http://jlrprivateoffer.com/>

This is a perfect time to purchase a new Jaguar/Land Rover.

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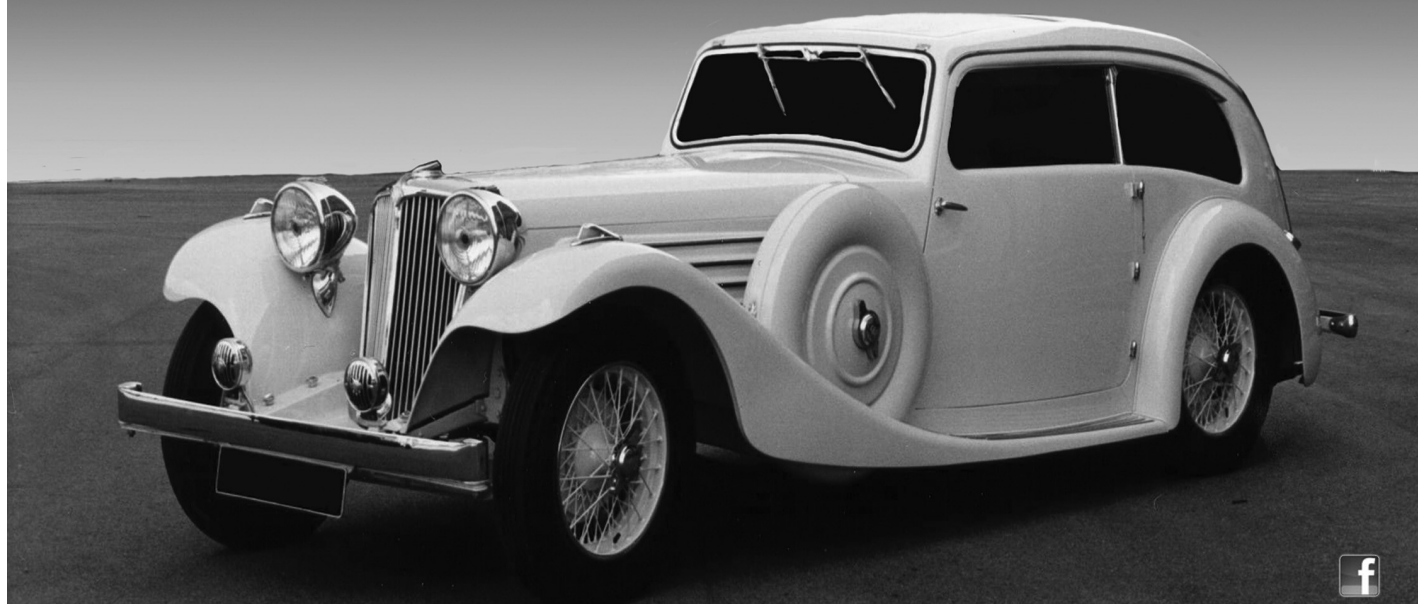
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