



Randy Pobst Buckles in for the Shock Test

SPEC MIATA DAMPER PACKAGE

THE REASONS AND HOW THIS BUILDS MORE VALUE FOR SPEC MIATA

AUGUST 14, 2018

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SPEC MIATA VISION

SYNOPSIS

THE SPEC MIATA (SM) CLASS IS INTENDED TO PROVIDE THE MEMBERSHIP WITH THE OPPORTUNITY TO COMPETE IN LOW COST, PRODUCTION-BASED CARS WITH LIMITED MODIFICATIONS, SUITABLE FOR RACING COMPETITION.

APPROXIMATELY 17 YEARS AGO, THE CONCEPT OF SPEC MIATA WAS BORN. THE ESSENCE OF THE CLASS FOCUSED ON A LOW COST, FUN, COMPETITIVE ENVIRONMENT THAT WAS RELATIVELY EASY TO ENTER. IF A PARTICIPANT FOUND A GOOD DONOR CAR, ADDED SAFETY EQUIPMENT, A HARDTOP AND A BOLT-ON KIT OF PERFORMANCE PARTS PURCHASED THROUGH MAZDA MOTORSPORTS, HE OR SHE WOULD HAVE EQUIPMENT CAPABLE OF RACING AT THE FRONT OF THE FIELD.



SM VISION: HONING IN ON COST, EXPERIENCE, AND COMPETITIVENESS

COST IS ONE KEY CONSIDERATION FOR THE CLASS – UPFRONT AND COST-TO-OWN. NEITHER SHOULD BE CONSIDERED EXCLUSIVE OF THE OTHER. BUT SPEC MIATA IS NOT KNOWN TO BE A SERIES FOR THE LOWEST COST IN PARTS. WE SHOULD NOT AND DO NOT SETTLE ON LOWEST COST AND GOOD ENOUGH. WHEN IT COMES TO SUSPENSION, THE EFFECTS IT HAS ON OTHER COMPONENTS, RELIABILITY IN PARTICULAR, IS A KEY ELEMENT THAT DRIVES THE RACING EXPERIENCE.

CONSIDERING THE OVERALL INVESTMENT IN RACING, ENSURING THAT THE RACE CAR'S SUSPENSION PROVIDES A POSITIVE EXPERIENCE TO THE RACER – BY WAY OF A FUN, COMPETITIVE ENVIRONMENT, THAT IS RELATIVELY EASY TO ENTER AND MAINTAIN – IS CRITICAL FOR THE LONG-TERM SUCCESS OF THIS CLASS.



EXECUTION OF THE VISION: SUPPLY OF PARTS

ANOTHER CRITICAL ELEMENT IN ENSURING THE LONG-TERM HEALTH OF A CLASS AND EXPERIENCE IS HAVING SUPPLY OF PARTS.

WE KNOW A STRONG AND CONSISTENT SUPPLIER IS NECESSARY FOR THE HEALTH OF A CONSISTENT CLASS. WE ALSO KNOW THAT THE STRONGEST SUPPLIERS (DEPENDABLE & MORE) RESULT WHEN THEY ARE MORE THAN JUST SUPPLIERS, BUT PARTNERS WITH A TRUE DESIRE TO SUPPORT MOTORSPORT, AND IN THIS CASE, SPEC MIATA. LIKE ALL CLASSES SHOULD AND MANY DO, SPEC MIATA MUST ALSO EVOLVE WITH THE TIMES.



THE CURRENT SHOCK OFFERING CHALLENGES

SPEC MIATA HAS SUFFERED DUE TO THE SHOCK PACKAGE PERFORMANCE ITSELF.

IT IS A STREET SHOCK THAT WAS READILY AVAILABLE AT THE TIME.

FOR THE SHOCKS THAT ARE CURRENTLY IN SUPPLY WITHIN THE SPEC MIATA COMMUNITY, THE SIGNIFICANT VARIATION IN VALVING CREATED A DESIRE/NEED FOR PARITY TO HAVE THEM ALTERED, RAISING COSTS. TO ELIMINATE THIS ADDITIONAL EXPENSE FOR A STREET SHOCK USED ON A RACE CAR, SCCA AND NASA STOPPED PERMITTING THIS OPTION; HOWEVER, THE WINDOW OF VARIANCE THOUGHT EXISTED AFTER 20+ SHOCKS WERE TESTED ON THE DYNO BY THE SCCA IN 2017 WAS REVEALED TO BE TOO SMALL/NOT ACCURATE, MAKING TECH COMPLIANCE A CONTINUED CHALLENGE.



THE CURRENT SHOCK OFFERING CHALLENGES CONT'D

THE PROBLEMS OF THE SHOCK ITSELF:

1. *INCAPABLE OF DAMPENING THE CAR:* OFF THE SHELF STREET SHOCK, WAS NEVER MEANT TO HANDLE THE SPRING RATE ON RACE CARS.
2. *IMPROPER SHOCK-BODY LENGTH:* CAUSES THE SUSPENSION TO BOTTOM OUT ON THE SHOCK BODY.
3. *CAR BOTTOMING OUT:* THE BUMP STOP IS THE WRONG RATE AND THEREFORE DOES NOT PROTECT THE CAR FROM BOTTOMING OUT. THIS CAUSES THE DRIVER TO CONTINUALLY AND INAPPROPRIATELY RIDE ON IT, CAUSING STRESS TO OTHER COMPONENTS, AND MAKING FOR A POOR DRIVING EXPERIENCE.
4. *TAMPERING:* NOT A TAMPER PROOF, SEALED SHOCK.
5. *MANUFACTURE TOLERANCE:* TOO WIDE TO TECH OR PROVIDE A MATCHED SET.
6. *LOWER RUBBER MOUNT:* DETERIORATING EASILY.
7. *SIDE LOAD ON SHOCK ROD:* FOAM MOUNTED AT THE STOP, WHICH INDUCES SIDE LOAD AND STRESS INTO THE SHOCK ROD.
8. *STEEL SHOCK BODY:* INADEQUATELY DISSIPATES HEAT; CAN'T MAINTAIN ITS DAMPENING ABILITY.
9. *DRIVABILITY:* THERE IS A SMALL WINDOW FOR ERROR WHEN DRIVING AT THE LIMIT, DIFFICULT FOR A NOVICE DRIVER, IN PARTICULAR.



mazda

THE OPPORTUNITIES WE HAVE BEEN FORGOING

IN ADDITION TO THE CHALLENGES WE WERE/ARE EXPERIENCING, WE HAVE BEEN LEAVING OPPORTUNITIES ON THE TABLE THAT COULD BE PROVIDED FROM A SPEC SUPPLIER.

SPEC MIATA RACERS HAVE NOT BEEN RECEIVING CONTINGENCY AWARDS, MARKETING SUPPORT, OR TRACKSIDE SUPPORT FROM THE CURRENT SPEC MIATA SHOCK SUPPLIER.

THESE SHOULD AND CAN BE PROVIDED TO THE RACERS AND TEAMS.



KEEPING IN MIND OUR VISION,
THESE CHALLENGES & OPPORTUNITIES,
A CHANGE IS WARRANTED



WHAT WE SHOULD HAVE FROM A SPEC SHOCK SUPPLIER

THE VALUE PROPOSITION FROM A SPEC MIATA SHOCK PROVIDER SHOULD PROVIDE THE FOLLOWING:

1. A RACE SHOCK THAT ALL RACING DRIVERS (INCLUDING NEW DRIVERS) CAN DRIVE CONSISTENTLY
2. A RACE SHOCK WITH PROPER SHOCK BODY LENGTH AND A TIGHT TOLERANCE (+/-5%)
3. NO BUMP STOP ISSUES (RIDING ON IT, STRESSING OTHER PARTS & LESSENING THE DRIVING EXPERIENCE)
4. SPHERICAL MOUNTS ARE INTEGRATED ON BOTH ENDS TO REDUCE DEFLECTION (NO LONGER RUBBER)
5. TAMPER PROOF
6. EASY TO TECH
7. RELATIVE LOW COST TO OWN (REFERENCING OTHER SIMILAR CLASSES TOO, NOT JUST WHAT SM IS USED TO FROM AN ANTIQUATED STREET SHOCK)
8. CONSISTENT SUPPLY
9. CONTINGENCY AWARDS
10. TRACKSIDE SUPPORT
11. MARKETING SUPPORT
12. RESPONSIVENESS IN ALL AREAS



WITH A NEED FOR CHANGE AND TIME TICKING AWAY...

MAZDA DROVE A SHORT-TERM PLAN AND LONG-TERM PLAN.

MAZDA, IN COMMUNICATION WITH THE SCCA, SMAC, AND NASA, FIRST FOCUSED ON THE SHORT-TERM PLAN, BUT QUICKLY AND, AS A RESULT, SIMULTANEOUSLY, STARTED THE DUE DILIGENCE REQUIRED FOR A LONG-TERM CHANGE.

ALL OF THIS WAS DONE TO ENSURE WE COULD DELIVER ON THE EXPERIENCE IN RACING WE ALL DESIRE AND DESERVE, WITH CONSISTENCY.

WE CANNOT BE, AND ARE NOT, DOGMATIC OR RIGID IN OUR APPROACH TO ENSURING QUALITY RACING EXPERIENCE.



THE SHORT-TERM PLAN

SIMPLY: GET CURRENT SHOCKS INTO THIS COUNTRY AND INTO THE HANDS OF TEAMS AND DRIVERS.

HOW: WE WORKED HARD TO SOURCE SHOCKS FROM NOT ONLY THE SUPPLIER - BILSTEIN - BUT DISTRIBUTORS WHO COULD GAIN SUPPLY SOONER. WE HAVE RECEIVED FRONTS AND REARS, WITH MORE (AND ENOUGH) EN ROUTE.

THE UNDERSTANDING AND PATIENCE OUR COMMUNITY HAS SHOWN HAS BEEN EXEMPLARY AND APPRECIATED. WE ARE PROUD OF THIS UNITY.



WENT TO A REQUEST FOR PROPOSAL (RFP)

WITH A SHOCK CHANGE WARRANTED, MAZDA CREATED AN RFP TO DETERMINE WHICH SHOCK MANUFACTURERS WOULD BE INTERESTED AND ABLE TO SUPPLY SPEC MIATA, AND WHAT THEY COULD OFFER.

MAZDA WORKED WITH THE SCCA, NASA, AND SCCA'S SPEC MIATA ADVISORY COUNCIL (SMAC) TO ENSURE THE ELEMENTS WITHIN THE RFP WERE IDEAL FOR SM.



THE PLAN FOR THE LONG-TERM: THE TEST AT CMP

AUGUST 1-4, MAZDA LED A
FOUR-DAY TEST WITH SEVEN
SHOCK MANUFACTURERS IN AN
EFFORT TO FIND THE BEST VALUE
FOR SPEC MIATA, WITH THE
VISION OF THE CLASS AT HEART.





THE TEST: THE RACE CARS

WE RENTED THREE CARS: A 1.6L, '99, AND VVT FOR CAROLINA MOTORSPORTS PARK (CMP).

DUE TO PROXIMITY TO CMP, AVAILABILITY OF CARS, AND OUR CONFIDENCE IN THE HIGH LEVEL OF PROFESSIONALISM, WE ASKED PANIC MOTORSPORTS TO SUPPORT THE TEST AND PREP OF THE CARS. IT PROVIDED THE '99 AND VVT.

NOT HAVING AN AVAILABLE 1.6L AT THE TIME, WE ALL CAME TOGETHER TO SOURCE ONE WE KNEW WAS ALSO VERY WELL PREPARED FROM ROSSINI RACING.

WE ALSO TOOK THE OPPORTUNITY TO TEST A FOURTH CAR - ANOTHER '99 - FOR COMPARISON.



THE TEST: THE DRIVERS

PRO DRIVERS (LEFT TO RIGHT): JOEL MILLER, JOHN DEAN AND RANDY POBST.

IN ORDER TO ARM THE SMAC CHAIR/SM DRIVER/PRO DRIVER TODD LAMB, WE ASKED TODD TO TEST THE SHOCKS THAT ROSE TO THE TOP DURING THE TEST. WE WERE VERY GLAD HE ACCEPTED.

HE OBSERVED THROUGHOUT THE FOUR DAYS, PARTICIPATED IN DISCUSSION THROUGHOUT THE TEST, AND DROVE.





THE TEST: TRACKSIDE SUPPORT & TEST MANAGEMENT

BASED ON LONG ROAD RACING'S (LRR) EXPERIENCE RUNNING MANY TESTS, INCLUDING THE ONES FOR THE GLOBAL MX-5 CUP CAR, ITS OVERALL EXPERIENCE AND TOP-LEVEL PROFESSIONALISM, LRR RAN THE OPERATIONS DURING THE TEST.

ITS KEY POINTS FROM THE TEST ARE INCLUDED.

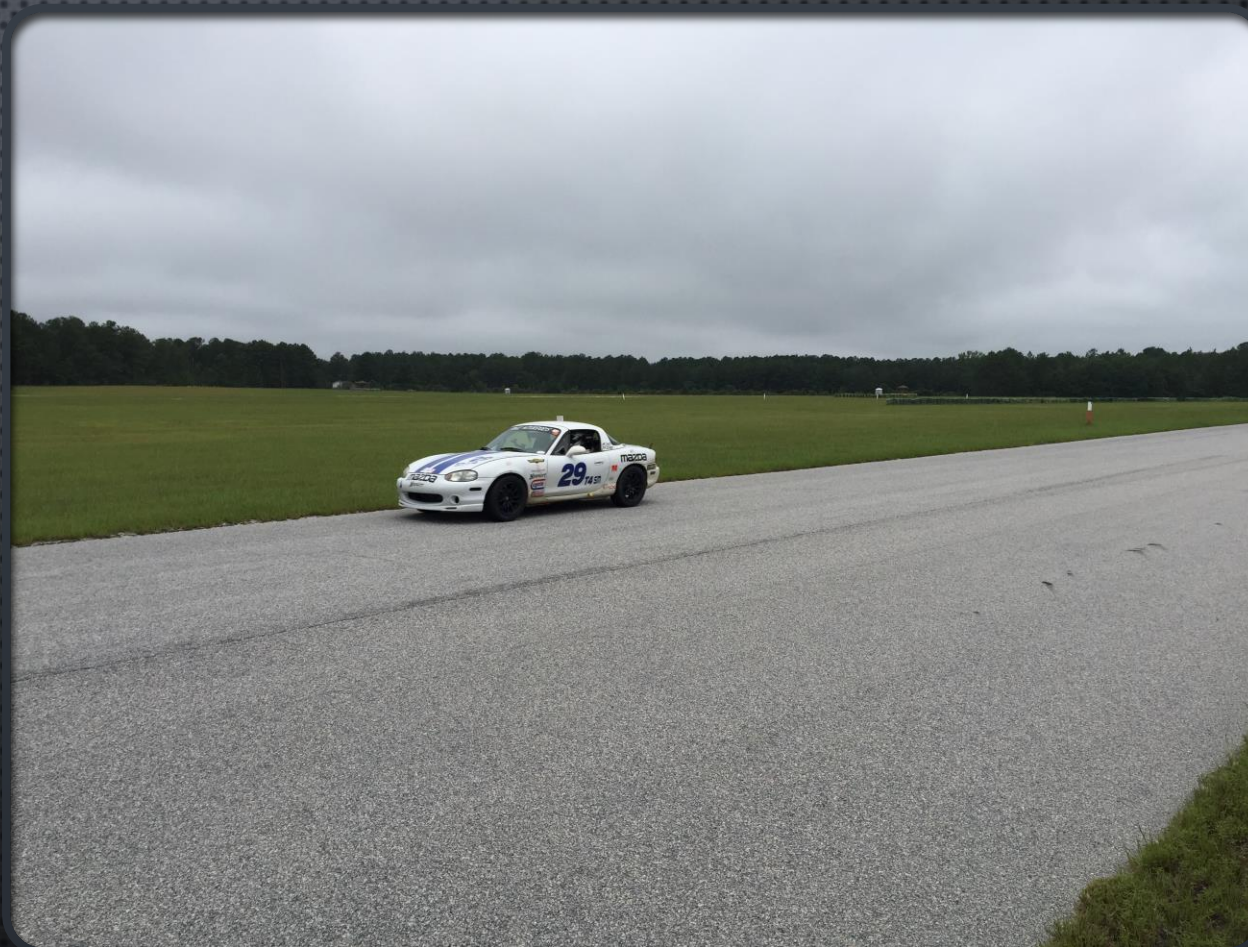
WORKING WITH LRR, PANIC MOTORSPORTS HELPED KEEP THE CARS RUNNING EFFICIENTLY AND EFFECTIVELY.





THE TEST: THE WEATHER CONDITIONS

RANDY POBST, JOEL MILLER AND JOHN DEAN RAN MOSTLY IN DRY CONDITIONS WITH SOME WET CONDITIONS THROUGHOUT THE DAY - COOL MORNINGS TO HOT AFTERNOONS.





THE TEST: THE TIRES

WE RAN TOYO DRYS AND WETS, AND HOOSIER SM7S AND THE PROPOSED SM8s.

THE DRIVERS USED CURBING, RUNNING THE CARS TO SIMULATE BOTH QUALIFYING AND LONG RUNS (10 MINUTES TO ONE HOUR IN DURATION).



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Spirit of Mazda winner [Jonathan Black](#) changes tire in the middle for a Penske run, with Long Road Racing assisting, and both John at Penske and Rick Harris from the SCCA observing.



THE TEST: OBSERVERS & SUPPORTERS

| | |
|--------------------|--|
| SCCA: | RICK HARRIS, ROAD RACING TECHNICAL MANAGER |
| NASA: | SEAN MEZE, TECHNICAL DIRECTOR OF RACING |
| HOOSIER: | BRUCE FOSS HELPED SET UP THE TEST, AND HAD MEMBERS OF HIS TEAM ON-HAND, PRIMARILY TO FOCUS ON ITS SM8 TEST, HOWEVER. |
| TOYO: | MARC SANZENBACHER |
| MAZDA: | DAVID COOK AND JOSH SMITH |
| LONG ROAD RACING: | GLENN LONG TO START, WITH CHAD BOYD AND ANDRES VALDES LEADING THE LRR TEAM |
| PANIC MOTORSPORTS: | STEVE BERTOK AND HIS TEAM |

THE EXECUTION AT THE TEST

SNAPSHOT OF WHAT WAS ACCOMPLISHED (PROVIDED BY LONG ROAD RACING):

- WE RAN OVER 1,000 TEST LAPS, FOR NEARLY 32 HOURS OF ACTUAL TIME ON TRACK.
- WE CHANGED DAMPER SETS 49 TIMES.
- WE RAN 72 DIFFERENT COMBINATIONS OF DRIVER/ DAMPER AND TIRE IN ALL POSSIBLE SUMMERTIME CONDITIONS: CLOUDY AND COOL, SUNNY AND HOT, PARTIAL WET AND FULL WET AND ALL OF THE TRANSITIONS IN BETWEEN.
- WE COLLECTED DATA AND RECORDED DRIVER FEEDBACK ON A STANDARDIZED FORM IMMEDIATELY AFTER EVERY RUN TO COLLECT CONSISTENT FEEDBACK FROM THE DRIVERS. THIS ALLOWED US TO GIVE EACH DAMPER SET A DRIVER RATING TO HELP COMPARE DAMPERS TESTED IN DIFFERENT CONDITIONS. WE DID THIS WITH DAMPERS FROM SEVEN MANUFACTURERS, AND THE CURRENT SPEC DAMPER.

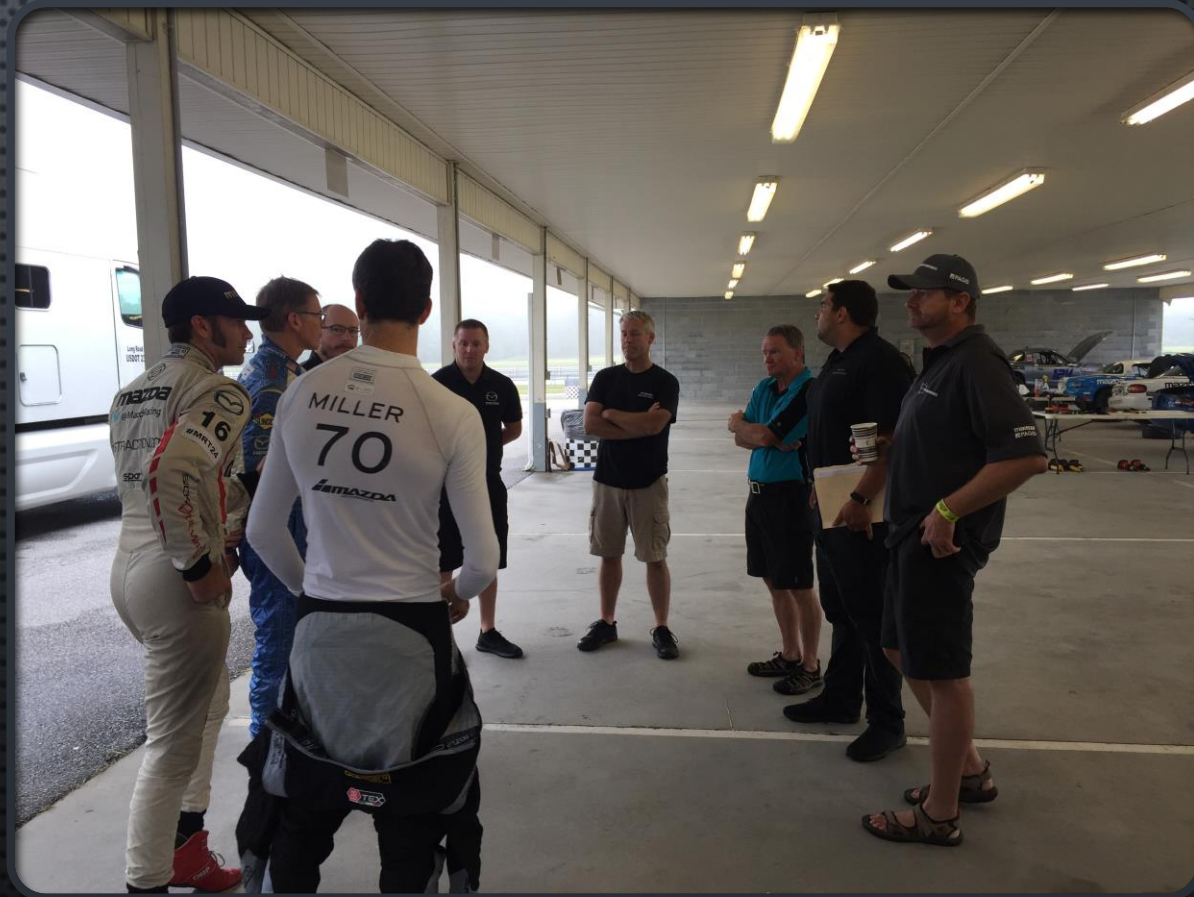




THE UNANIMOUS CHOICE: PENSKE

AFTER AN EXTENSIVE FOUR DAY TEST AND MANY CONVERSATIONS WITH THE SHOCK MANUFACTURERS, RICK HARRIS, SEAN MEZE, TODD LAMB, JOSH SMITH, DAVID COOK, CHAD BOYD, ANDRES VALDES, RANDY POBST, JOEL MILLER AND JOHN DEAN ARE ALL VERY CONFIDENT THAT THE BEST VALUE FOR THE SPEC MIATA COMMUNITY WOULD BE PARTNERING WITH PENSKE.

MAZDA SHARED THE RFP INFORMATION, INCLUDING MAZDA'S COST FOR THE SHOCK PACKAGE, WITH EACH MEMBER ABOVE FOR FULL TRANSPARENCY TO DECIDE WHICH WOULD BE THE BEST VALUE FOR THE SM RACER.

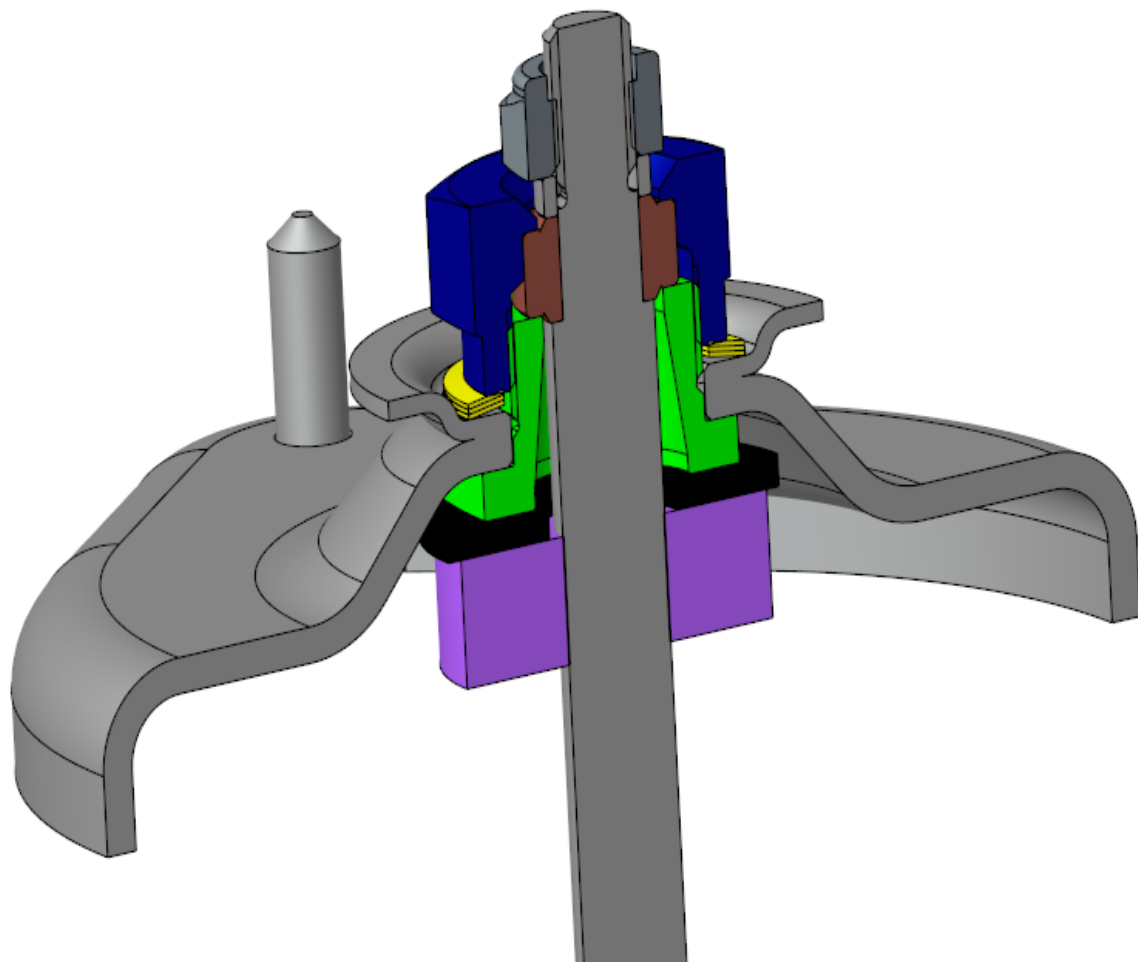




WHY PENSKE: ABOUT THE PRODUCT AND ITS BENEFITS

- CUSTOM TAILORED RACING SHOCK PACKAGE FOR THE SERIES IN COMPRESSION AND REBOUND FORCES. EACH SHOCK WILL BE VALIDATED VIA DYNO; INFO FOR EACH RESPECTIVE SERIAL NUMBER PROVIDED TO MAZDA, SCCA, NASA FOR TECH.
- THE PROPER SHOCK-BODY LENGTH.
- THE BUMP STOP REPLACEMENT WILL BE TAILORED TO NOT ONLY TO BOLSTER COMPRESSION FEEL, BUT TO PREVENT CONTINUOUS RIDING ON IT, AS WELL AS PROVIDE PROTECTION WHEN AN "OFF" OCCURS TO PREVENT SHOCK DAMAGE.
- SEALED, TAMPERPROOF SHOCK WITH SERIAL NUMBER.
- SERVICEABLE/REBUILDABLE EXCLUSIVELY BY PENSKE.
- MEETS THE 5% MANUFACTURE TOLERANCE.
- REPLACED WITH A SPHERICAL MOUNT ON BOTTOM.
- THE TOP HAT MOUNTING SOLUTION WILL BE A SPHERICAL BEARING THAT WILL PREVENT SIDE LOAD ON THE SHOCK ROD BY SPLITTING THE LOAD INTO THREE FORCES.
- ALUMINUM SHOCK BODY ALLOWS FOR A CONSISTENT TEMPERATURE FOR ENHANCED DAMPENING ABILITY OVER TIME
- LARGER WINDOW FOR ERROR, CONTROLLED AND COMPLIANT, EASY TO DRIVE FOR A NOVICE.

Top Mount Kit Penske's Design



Note: All four shocks run, per NASA and SCCA rules, must be from the same manufacturer.
If running the Penske's, the Penske top mount will be required and not permitted for Bilstein's.

WHY PENSKE: THE DRIVERS EVALUATION METRICS

EVALUATIONS CONSISTED OF COMPARING COMPRESSION UNDER BRAKING, REBOUND UNDER ACCELERATION, TRANSITIONAL MOTION, OVERALL CONTROL OF MOTION, EASE FOR A PRO DRIVER/SEMI EXPERIENCED/AMATEUR, TIRE DEGRADATION OVER A RUN, AND OVERALL FEEL.



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Randy Pobst – always happy, even when “working”



WHY PENSKE: LONG ROAD RACING'S PROVIDED ASSESSMENT

THE PENSKE DAMPER THAT WAS SELECTED ON AVERAGE HAD A 22% BETTER DRIVER RATING THAN THE CURRENT SPEC DAMPER - THE HIGHEST AMONG THE SHOCKS, AND PRICED IN THE MIDDLE, SLIGHTLY ABOVE TWO OTHERS.

| Car / Tire | Penske - Driver Ratings | Current Spec -Driver Ratings | % Improvement |
|-----------------|-------------------------|------------------------------|---------------|
| '01 VVT Toyo | 393.90 | 314.00 | 25.4% |
| '99 SM8 | 359.00 | 297.30 | 20.8% |
| 1.6L SM7 | 390.00 | 322.00 | 21.1% |

Note: Ratings, with weight, are based on the evaluation metrics



SPEED DIFFERENCE OF THE SM WITH THE PENSKE

QUALIFYING LAP TIMES WERE SIMILAR TO THE BILSTEIN, BUT IN HOTTER TEMPERATURES. WITH A FINAL TUNE TO COME TO ENSURE THIS BY MAZDA AND PENSKE, AND THE VERSATILITY ADVANTAGES OF THE RACE SHOCK, THE PENSKE IS EXPECTED TO BE QUICKER THAN THE BILSTEIN IN QUALIFYING AT ALL RACE TRACKS.

OVERALL PACE, PARTICULARLY STARTING ON LAP 5, THE PENSKE SHINES. THE SHOCKS WORK THE TIRE LESS (AND CAR) PRESERVING IT LONGER. THE LONGER THE RUN, THE MORE SIGNIFICANT TIME SAVINGS. THIS WILL TRANSLATE TO EVEN BETTER VALUE IN ENDURANCE RACING. ALSO, THE MORE RUNS ON THE TIRE, THE MORE SAVINGS ON THE TIRE (AND CAR) OVERALL.



WHY PENSKE: THE DRIVERS EVALUATION METRICS

STATEMENT TO MAZDA, FROM LONG ROAD RACING:

DURING TESTING, THIS DAMPER PERFORMED CONSISTENTLY BETTER IN ALL CONDITIONS – NO MATTER WHICH CAR, WHICH DRIVER, WHICH TIRE OR WHAT CONDITION THE TRACK WAS IN, THE PENSKE DAMPER ALWAYS RECEIVED HIGH RATINGS FROM THE TEST DRIVER – THE ONLY DAMPER TO DO SUCH.

ON A TYPICAL HOUR LONG RUN WE ARE USED TO SEEING LAP TIMES FALL OFF ANYWHERE FROM 2.5 TO 3 SECONDS AT CMP, BUT WITH THE PENSKE DAMPER LAP TIME FALL OFF WAS NEVER MORE THAN 2 SECONDS. THE QUALITY OF MATERIALS USED IN THE BUILD AND ASSEMBLY OF THE DAMPERS THEMSELVES PROVIDE A DAMPER THAT WILL WORK CONSISTENTLY AND LAST LONGER THAN THE CURRENT SPEC, AND WILL ADD VALUE TO SPEC MIATA RACING.



WHY PENSKE: FROM THE DRIVERS - CONTINUED

PROVIDED TO MAZDA IN JOEL MILLER'S REPORT, AND SUBSTANTIATED BY RANDY POBST AND JOHN DEAN:

"THE PENSKE DAMPER HAD GREAT COMPLIANCE AND WAS THE BENCHMARK FROM DAY ONE. THE RIDE QUALITY WAS VERY GOOD. THE DRIVER WOULD NOT FEEL EVERY BUMP IN THE ROAD OR SEAM IN THE TRACK. THE DAMPER SOAKED UP THE EXIT CURBING AND DID NOT SKIP THE CAR WHEN DOING SO. TIRE LIFE HAD A MUCH MORE LINEAR YET SUBTLER FALL OFF BECAUSE OF THE GOOD COMPLIANCE. THE TIRE ALSO HAD A LARGE WINDOW OF OPERATION AND NEVER GAVE A KNIFE EDGE FEELING AT THE END OF THE STINT. THIS DAMPER IN THE RAIN WAS VERY GOOD AS WELL GIVING CONFIDENCE IN THE BRAKE ZONES PLUS MID CORNER GRIP."



WHY PENSKE: FROM THE DRIVERS CONTINUED

"THE PENSKE WAS VERY COMPLIANT, GOOD IN THE RAIN, WOULD BE EASIER FOR THE AMATEUR DRIVER, AND PROTECTED TIRE LIFE THE BEST. THE PENSKE'S PERFORMANCE FROM DAY ONE WAS THE BENCHMARK.

"THE SPEC MIATA COMMUNITY WILL RECEIVE TREMENDOUS VALUE FROM THE PENSKE SHOCK IN TERMS OF DRIVABILITY, CONSISTENCY, IMPROVED AREAS OF COMPLIANCE, LONGEVITY, GREAT VALUE FOR COST, AS WELL AS RACING A PROPER MOTORSPORTS DAMPER. PENSKE IS THE BEST CHOICE BY THE DRIVERS."



SHOCK PRICING: UPFRONT

PRICE POINT PER SHOCK (FRONT OR REAR): \$198.74 (TOTAL SET = \$794.96)

PRICE FOR UPPER TOP MOUNT (ALL FOUR CORNERS. REPLACES THE CURRENT BUMP STOP): \$249.90

TOTAL CONVERSION PRICE TO MOVE TO PENSKE PACKAGE: \$1,044.86

(FREE UPS GROUND SHIPPING FROM MAZDA MOTORSPORTS.)



AFTER ONE SEASON: COST TO OWN/MAINTAIN

BASED ON PENSKE'S EXPERIENCE WITH THESE COMPONENTS USED IN OTHER SHOCKS AS WELL, PENSKE'S SUGGESTED SERVICE INSPECTION FOR THESE SHOCKS IS AT 100 HOURS, BUT ARE EXPECTED TO EXCEED THIS AMOUNT. (4 HOURS PER RACE WEEKEND AVG AT 100 TOTAL HOURS = 25 WEEKENDS = 4 SEASONS, NOT INCLUDING TESTING).

SERVICE COST: \$100 SERVICE WILL COVER LABOR, NEW OIL, SHIMS, SHAFT SEALS, AND SECURITY SEALING.*

ADDITIONALLY, BASED ON LESS STRESS ON THE CAR, IT IS EXPECTED THAT OTHER COMPONENTS WILL LAST LONGER (E.G., HUBS, TIRES - LIKELY SAVING \$ FOR MANY RACERS, PARTICULARLY DURING THE COURSE OF ONE YEAR, ETC.).

*ANY DAMAGED PARTS (BENT SHAFT, SPHERICAL BALL, SEAL HEAD) WOULD BE ADDITIONAL COST.



ELIGIBILITY: WHERE THE PENSKE SHOCK CAN RUN: SCCA, NASA, SVRA AND MORE

IN SCCA ROAD RACING:

- SPEC MIATA (AS OF JANUARY 1, 2019)
- TOURING (T1) – MAZDASPEED MIATA - SHOCKS ARE OPEN
- TOURING (T2) – *MIATA NOT CLASSIFIED*
- TOURING (T3) – MAZDASPEED MIATA (04-05) – SM SUSPENSION KIT ALLOWED
- TOURING (T4) - MX-5 / MIATA SPORT (99-00) – ALLOWS SM SUSPENSION KIT
 - MX-5 / MIATA (01-05) – ANY NON-ADJUSTABLE SHOCK PERMITTED

MAZDA WILL WORK THE SCCA TO MAKE ELIGIBLE THE FOLLOWING CLASSES:

- SPEC MIATA
 - SCCA WILL ADD THE NEW PENSKE SHOCK KIT P/N'S TO THE RULES
- TOURING 3 (T3) – MAZDASPEED MIATA (04-05)
 - SCCA WILL ADD THE NEW PENSKE SHOCK KIT P/N'S TO THE RULES
- TOURING (T4) – MX-5 / MIATA SPORT (99-00) – RULE IS ADEQUATE AS WRITTEN ALLOWING THE SPEC MIATA SUSPENSION KIT

IN SCCA SOLO: ELIGIBLE IN ALL CLASSES

IN NASA CLUB RACING:

- SPEC MIATA (AS OF JANUARY 1, 2019)
- SUPER TOURING

IN NASA TIME TRIAL



ADDITIONAL BENEFITS FROM PENSKE: TRACKSIDE SUPPORT

FROM PENSKE:

"PENSKE SHOCKS PRIDES OURSELVES ON OUR AT TRACK SUPPORT. WE FEEL THIS IS WHAT REALLY SEPARATES US FROM THE COMPETITION. WE ARE KNOWN AS THE INDUSTRY LEADERS IN TRACKSIDE SUPPORT. NASCAR, INDY CAR, SHORT TRACK, SPORTS CAR, WE HAVE DEDICATED TECHNICIANS AND SUPPORT VEHICLES THAT ATTEND THE MAJORITY OF THE KEY EVENTS."

MAZDA, SCCA, AND NASA WILL WORK WITH PENSKE TO DETERMINE THE MOST APPROPRIATE SM EVENTS.



ADDITIONAL BENEFITS FROM PENSKE AND MAZDA: CONTINGENCY AWARDS & SERVICE CERTIFICATES

WHILE THE UPFRONT COST FOR THE HIGH QUALITY OF THE PENSKE SHOCKS ARE CONSIDERED VERY LOW, PENSKE AND MAZDA ARE SENSITIVE TO THE SWITCHING COST FOR OUR RACERS, AS WELL AS THESE RACING SHOCKS ARE APPROXIMATELY TWICE AS EXPENSIVE TO PURCHASE THAN SM IS USED TO (ALBEIT STREET SHOCKS).



ADDITIONAL BENEFITS FROM PENSKE AND MAZDA: CONTINGENCY AWARDS

MAZDA AND PENSKE HAVE JOINED EFFORTS TO OFFER APPROXIMATELY \$75,000 IN CONTINGENCY AWARDS IN 2019. IT IS EXPECTED THAT LARGE CONTINGENCY AWARDS INFUSION WILL BE SIGNIFICANTLY REDUCED IN 2020, THOUGH STILL VERY APPEALING TO MANY RACERS.

THIS INFUSION OF FUNDS IS INTENDED TO HELP REDUCE SOME OF THE FIRST YEAR COSTS. SOON AFTER FOR MANY SM RACERS, THE LONGER-TERM SAVINGS GENERATED BY RUNNING THESE QUALITY PENSKE'S COMPARED TO THE CURRENT STREET SHOCKS WILL PAY DIVIDENDS (VIA BEING LONGER LASTING, EASIER ON TIRE WEAR AND OTHER CONSUMABLES, ETC.).

TO EARN THIS ADDITIONAL "PENSKE BONUS," RACERS WILL NEED TO HAVE PURCHASED THE PENSKE'S, AND MEET MAZDA MOTORSPORTS' CONTINGENCY AWARDS REQUIREMENTS. PAYOUTS WILL BE MADE BY³⁶ MAZDA MOTORSPORTS.



ADDITIONAL BENEFITS FROM PENSKE AND MAZDA: CONTINGENCY AWARDS

PENSKE BONUS WILL BE OFFERED BY MAZDA MOTORSPORTS IN THE FOLLOWING SANCTIONING BODIES IN 2019:

- SCCA
- NASA
- SPORTSCAR VINTAGE RACING ASSOCIATION (SVRA'S MIATA HERITAGE CUP FEATURING THE FIRST GEN MIATA ONLY)
- WORLD RACING LEAGUE (WRL)
- CHAMPCAR
- AMERICAN ENDURANCE RACING (AER)
- PACIFIC NORTHWEST MIATA CHAMPIONSHIP TOUR



ADDITIONAL BENEFITS FROM PENSKE AND MAZDA: SCCA CONTINGENCY AWARDS

2019 DIVISIONAL RACING (BASED ON FINAL STANDINGS):

- ROCKY MOUNTAIN: \$125 PAYMENTS MADE DOWN TO 5TH PLACE
- GREAT LAKES: \$125 PAYMENTS MADE DOWN TO 5TH PLACE
- SOUTHEAST (SECS): \$125 PAYMENTS MADE DOWN TO 5TH PLACE
- MIDWEST: \$125 PAYMENTS MADE DOWN TO 10TH PLACE
- SoPac: \$125 PAYMENTS MADE DOWN TO 15TH PLACE
- NORPac: \$125 PAYMENTS MADE DOWN TO 20TH PLACE
- CENTRAL: \$125 PAYMENTS MADE DOWN TO 20TH PLACE
- NORTHEAST: \$125 PAYMENTS MADE DOWN TO 20TH PLACE
- SE (SARRC): \$125 PAYMENTS MADE DOWN TO 35TH PLACE
- SW: \$125 PAYMENTS MADE DOWN TO 35TH PLACE

MAJORS & SUPER TOUR (BASED ON FINAL STANDINGS):

- MID-STATES: \$125 PAYMENTS MADE DOWN TO 10TH PLACE
- NORTHERN: \$125 PAYMENTS MADE DOWN TO 25TH PLACE
- WESTERN: \$125 PAYMENTS MADE DOWN TO 25TH PLACE
- NORTHEAST: \$125 PAYMENTS MADE DOWN TO 25TH PLACE
- SOUTHERN: \$125 PAYMENTS MADE DOWN TO 25TH PLACE
- SOUTHEAST: \$125 PAYMENTS MADE DOWN TO 35TH PLACE

2019 RUNOFFS - SPEC MIATA: TOP 30 FINISHERS

NOTES: EACH RACER MAY ONLY COLLECT ONE PENSKE BONUS FOR THE 2019 SEASON; PENSKE'S PACKAGE WILL BE REQUIRED FOR 2019 RUNOFFS AND 2020 MAJORS (INCLUDES HOOSIER SUPER TOUR); TO COLLECT CONTINGENCY AWARDS, RACER MUST ADHERE TO MAZDA MOTORSPORTS' CONTINGENCY AWARDS GUIDE TO BE POSTED ON MAZDAMOTORSPORTS.COM



ADDITIONAL BENEFITS FROM PENSKE AND MAZDA: NASA CONTINGENCY AWARDS

2019 REGIONAL RACING (BASED ON FINAL STANDINGS):

REGIONAL RACING (BASED ON FINAL STANDINGS):

- ARIZONA: \$125 PAYMENTS MADE DOWN TO 5TH PLACE
- CENTRAL: \$125 PAYMENTS MADE DOWN TO 5TH PLACE
- FLORIDA: \$125 PAYMENTS MADE DOWN TO 5TH PLACE
- NOLA: \$125 PAYMENTS MADE DOWN TO 5TH PLACE
- NORTHEAST: \$125 PAYMENTS MADE DOWN TO 5TH PLACE
- UTAH: \$125 PAYMENTS MADE DOWN TO 5TH PLACE
- GREAT LAKES: \$125 PAYMENTS MADE DOWN TO 10TH PLACE
- SoCAL: \$125 PAYMENTS MADE DOWN TO 10TH PLACE

REGIONAL RACING CONT'D (BASED ON FINAL STANDINGS):

- MID-ATLANTIC: \$125 PAYMENTS MADE DOWN TO 15TH PLACE
- MID-SOUTH: \$125 PAYMENTS MADE DOWN TO 15TH PLACE
- NORCAL: \$125 PAYMENTS MADE DOWN TO 15TH PLACE
- ROCKY MOUNTAIN: \$125 PAYMENTS MADE DOWN TO 15TH PLACE
- SOUTHEAST: \$125 PAYMENTS MADE DOWN TO 15TH PLACE
- TEXAS: \$125 PAYMENTS MADE DOWN TO 15TH PLACE

2019 NASA CHAMPIONSHIPS - SPEC MIATA:

- \$125 PAYMENTS MADE DOWN TO TOP 30 FINISHERS IF ONE EVENT
- \$125 PAYMENTS MADE DOWN TO TOP 15 FINISHERS EACH EVENT, IF TWO EVENTS (I.E. 15 PER EVENT = 30 TOTAL)

NOTES: EACH RACER MAY ONLY COLLECT ONE PENSKE BONUS FOR THE 2019 SEASON; PENSKE SHOCKS WILL BE REQUIRED FOR 2019 NASA CHAMPIONSHIPS; TO COLLECT CONTINGENCY AWARDS, RACER MUST ADHERE TO MAZDA MOTORSPORTS' CONTINGENCY AWARDS GUIDE TO BE POSTED ON MAZDAMOTORSPORTS.COM



ADDITIONAL BENEFITS FROM PENSKE AND MAZDA: NEW CONTINGENCY AWARDS

2019 DETAILS TO BE FINALIZED FOR:

- WORLD RACING LEAGUE (WRL)
- CHAMPCAR
- AMERICAN ENDURANCE RACING (AER)

PACIFIC NORTHWEST MIATA CHAMPIONSHIP TOUR
(BASED ON SEASON-ENDING POINTS STANDINGS):

- \$125 PAYMENTS MADE DOWN TO 15TH PLACE

NOTES: AWARDS ARE CONTINGENT UPON RUNNING THE PENSKE'S
AND FOLLOWING 2019 MAZDA CONTINGENCY AWARDS GUIDE TO
BE PUBLISHED ON MAZDAMOTORSPORTS.COM

2018 contingency awards for reference:

<http://www.mazdamotorsports.com/wp-content/uploads/2018/05/2018-Mazda-Contingency-Program-5.21.2018.pdf>



CONTINGENCY AWARDS CLAIM SUBMISSION PROCESS

WHEN SUBMITTING CONTINGENCY CLAIMS WITH MAZDA MOTORSPORTS, MAZDA WILL CROSS REFERENCE YOUR REQUEST WITH FINAL POINTS STANDINGS OR CHAMPIONSHIP EVENTS, AND MAZDA'S PURCHASE HISTORY OF YOUR PENSKE PURCHASE.

IF YOU DID NOT PURCHASE THE PENSKE PACKAGE DIRECTLY FROM MAZDA MOTORSPORTS (E.G., YOU RENTED A CAR THAT HAD THEM, OR YOUR PREP SHOP PURCHASED ON YOUR BEHALF), WHEN SUBMITTING PHOTOS OF YOUR CAR (PER THE STANDARD MAZDA CONTINGENCY AWARDS PROCESS SEEN ON [MAZDAMOTORSPORTS.COM](https://www.mazdamotorsports.com)), PLEASE SUBMIT PHOTOS OF YOUR RACE CAR WITH THE PENSKE'S CLEARLY SHOWING (E.G., CAR ON STANDS).



ADDED BENEFITS FROM PENSKE: PENSKE CERTIFICATES (AS ADDITIONAL CONTINGENCY)

PENSKE SHOCKS WILL BE AWARDING NUMEROUS CERTIFICATES THROUGHOUT THE 2019 SEASON IN MANY CLASSES (NOT JUST SM). THESE CERTIFICATES CAN BE USED FOR SERVICE WORK, NEW SHOCKS, OR PARTS.* ONE CERTIFICATE PER TRANSACTION.

*IN ORDER TO DELIVER ALL THE BENEFITS TO THE COMMUNITY, PENSKE AGREED TO EXCLUSIVELY SUPPLY MAZDA MOTORSPORTS WITH SHOCK AND TOP MOUNT SALES DISTRIBUTION. HOWEVER, WHEN PENSKE IS AT-TRACK SERVICING OUR COLLECTIVE RACERS, AND A RACER HAS A NEED FOR A SHOCK, PENSKE WILL BE ABLE TO SELL THE SHOCKS. SINCE THESE SHOCK ARE SERVICEABLE, THIS SCENARIO WILL LIKELY OCCUR IN THE CASE OF DAMAGE. THUS, THE CERTIFICATES ARE PRIMARILY INTENDED TO HELP OFFSET SOME SERVICING COSTS IN ANOTHER EFFORT TO REDUCE COST-TO-OWN. THESE CERTIFICATES WILL NOT BE REDEEMABLE THROUGH MAZDA MOTORSPORTS (JUST PENSKE).



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ADDITIONAL BENEFITS FROM PENSKE & MAZDA: MARKETING SUPPORT

MAZDA AND PENSKE ARE ALIGNED IN BOLSTERING THE MARKETING AND COMMUNICATION EFFORTS ABOUT SPEC MIATA.

PENSKE WILL PROMOTE RACE RESULTS, UPCOMING SCHEDULES, AND SPECIAL EVENTS THROUGH ALL OF ITS MEDIA OUTLETS.



NEXT STEPS: ACTION ITEMS & TIMELINES

Final track testing (time still available, so Mazda and Penske will work to finetune the shock even better, though is exceptional as-is) – September



7-Post shaker rig (will determine the shock body length)– Sept/October



Ample car sets delivered to Mazda – by November 21, 2018 (and as-needed)



ORDERING INFORMATION

YOU MAY ORDER THE PENSKE SHOCKS AND TOP MOUNT KIT NOW FROM MAZDA MOTORSPORTS BY GOING TO THE PARTS STORE VIA [MAZDAMOTORSPORTS.COM](https://www.mazdamotorsports.com), CLICKING [HERE](#).

OR CALL 1.800.435.2508 MONDAY THROUGH FRIDAY, BETWEEN 6:30 PM AND 3:30 PM PACIFIC TIME.

PART NUMBERS:

- THE KIT (FRONTS & REAR SHOCKS + TOP MOUNT KITS FOR COMPLETE CAR SET): 0000-04-5720-KT (PRICE \$1044.86)
- FRONT PENSKE SM SHOCK: 0000-04-5275 (PRICE: \$198.74 PER SHOCK)
- REAR PENSKE SM SHOCK: 0000-04-5276 (PRICE: \$198.74 PER SHOCK)
- TOP MOUNT/BUMP STOP KIT: 0000-04-5277 (\$249.90 PER COMPLETE CAR SET KIT)

DON'T FORGET FREE UPS GROUND SHIPPING OFFER FOR ORDERS EXCEEDING \$1,000*

*[HTTPS://WWW.MAZDAMOTORSPORTS.COM/2018/01/08/COMPETITION-PARTS-DISCOUNTS-FREE-UPS-GROUND-SHIPPING-3/](https://www.mazdamotorsports.com/2018/01/08/COMPETITION-PARTS-DISCOUNTS-FREE-UPS-GROUND-SHIPPING-3/)



THANK YOU FOR BEING PART OF THE MAZDA FAMILY

JOHN DOONAN, DAVID COOK, SCOTT KALUZA, KYLE KIMBALL, JAMES PAINTER, RICHARD CONLEY, RANDY MILLER, MO MURRAY, EFRAIN OLIVARES AND JOSH SMITH