

After-Market Aggravation

Long-Lived Models

Carmakers don't bring out truly new models as often as they used to. Sticking with the same basic model year after year saves them money and cuts down on recalls. The list below shows the cars that have remained essentially unchanged the longest and the years each model has been in production.

11 years:

**Cadillac
Eldorado
Ford Crown
Victoria**

10 years:

**Chevrolet Camaro
Pontiac Firebird
Subaru Impreza**

9 years:

Ford Mustang

8 years:

**Chevrolet Cavalier
Pontiac Sunfire**

After spending hours in the auto dealership negotiating the best price for your new car, all you want to do is sign the papers and go home! But No! You don't sign the purchase agreement with your salesperson. That would be too easy. Instead, you will talk with someone in the finance department.

Well, okay. How difficult can that be since you have a pre-approved loan with your credit union? As your salesperson ushers you through the door, you get an uneasy feeling.

You're right. This isn't going to be quick or easy. "Finance" people earn commissions on selling you after-market products ranging from paint sealant and undercoating (rustproofing) to multiple-year extended warranties.

Trying to sell you any or all of these items can consume additional hours of your time and add hundreds of high-profit unnecessary dollars to the deal. And since they now

have the magic papers for you to sign, you are trapped.

Here is a way for you to avoid all this potential aggravation (and by the way, after-market items are not recommended for purchase). Tell your salesperson, before agreeing on a price, that you'd like to expedite your paperwork after the sale is agreed upon, because you don't wish to buy any after-market items.

If the salesperson balks, politely say thanks, get up and leave. Most likely the salesperson will reconsider your request. If not, there are plenty of quality dealerships who will grant your wish and process your purchase documents without requiring you to listen to another sales pitch.