

MEMBER OF THE MONTH

Can't Have Too Many Corvettes...

By: Terry Shannon

I had been toying with the idea of buying a new Corvette for about a year. I had “built and priced” many a Corvette on Chevrolet’s website, read with interest commentary in various Corvette magazines and on-line forums. On June 9th I made up my mind, I was going to order a new '07 Corvette. I knew production was scheduled to begin on June 27. I knew I wanted a convertible, which eliminated the Z06 configuration...sigh. Having researched all of the options available I was certain of how I wanted the Corvette equipped. The last thing to settle was the color choices. I was smitten with the Magnetic Blue and the Velocity Yellow.

So what better way to decide is there than taking a ride to Kerbeck’s in Atlantic City to view their extensive inventory. Off to AC I went with my wife, Gwen. Lots of inventory and the convertibles were priced at \$5500 off MSRP. Gwen could not warm up to the Magnetic Blue. I pointed out the Velocity Yellow. She hemmed and hawed a bit and said “It might be too much yellow”.

Walking outside we were both struck by the Torch Red color. Meanwhile, a salesman who I had already told there would be no sale today as I was officially just stopping by on my way to satisfy my wife’s strange fascination with slot machines, was providing commentary. He pulled the car out and said “Take it for a ride”. I had only been in one C-6 prior to that date. Don Carbaugh was kind enough to let me drive his new Sunset Orange beauty a few weeks before. Don will remember me saying “this may have been a big mistake” in



reference to my ride. So off we went. The car was a 6 speed. I was impressed to say the least. So we returned and thanked the salesman once again mentioning that we were not in the buyer’s mode. I then asked the salesman if he would mind pulling the Velocity Yellow 6 speed convertible with the black interior out of the showroom and into the sun. He obliged and parked it right next to the Torch Red one that my wife and I both were now agreeing looked very nice. But I already have a red

Vette, my '66. The black top was up on the red one and down on the yellow. We hemmed and hawed some more and then I asked if he would do me one more favor and raise the top on the yellow one. The black top came up and Gwen and I looked at each other with that look that only the other knows how to take for sure and without words acknowledged that yellow was going to be our choice. So we thanked the salesman and reiterated the fact that we were not prepared to buy and he asked what was holding us back. I explained that I thought I might sell my BMW first, had no check book with me, etc. He asked if he could give me a price on the BMW and I thought well, that couldn't hurt as I already had a pretty good idea what it would bring. He came back with a decent number and I started thinking about the hassle of selling a car myself. I thanked him and said that's a nice offer but I still don't have a checkbook and I don't have the title with me anyway. He said no problem, we'll give you a Fed Ex envelope and you can send us the check and the title. The details of this procedure are that you actually sign a contract to finance the car and they hold it until your check reaches them and clears the bank and then they destroy the contract. So here I was, looking at the car I wanted, the car I wanted to unload and a salesman who reads my mind and says that if I wait and order an '07 he can accommodate me but most of the summer will have passed me by before it comes in and that he could have the car in front of me ready to drive home this afternoon. Thankfully, he left off the part about me not getting any younger. I told him I would think about it over lunch. He said "we're (he had an intern from Drexel working with him) getting ready to go to lunch, let us buy you lunch." I politely declined and told him that my wife was anxious to get to the casino, we'd have lunch, she'll play the slots, and I'll think things over. He said, "here take the car". NO! This guy was good. We drove out of the lot in our BMW and decided to buy the car before the first traffic light. So after lunch and slot machine action (good for me, bad for Gwen) we went back. In the meantime we had called a friend in the auto business that advised me that the trade in number I was happy with was a little light. We negotiated a higher price for the BMW and cut the deal! So now I have three amigos in the garage and I'm questioning my sanity. But I've come back to the one thing the salesman didn't mention, I'm not getting any younger. So this new Vette will be driven, all 4 seasons. It will be parked in parking lots of places that my '66 and my '60 have never dared enter. It will be driven in the rain and if necessary in the snow if I get caught in it. In other words, I'm going to enjoy this car every chance I get. I'll still drive my other two toys but this purchase will open up some new cruise opportunities that I have not considered previously as the result of weather and distance concerns. Off we go!

Here's my configuration regarding the options.

Preferred Equipment Group

(Heads Up Display, XM Radio, Heated Seats, etc.)

Power Top

Chrome Aluminum

Wheels

Z51 Performance

Package

Navigation System

OnStar

Premium Paint

