

At a Glanz...

Goodbye Elantra, Hello Corolla!



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My fellow Long Islanders, its election time and in the spirit of the season, I have picked a winner. I'm not talking about politics, I'm talking about cars! But before I tell you about the car I just bought, you need to understand the process.

My 1999 Hyundai Elantra died an ugly death, and believe me it was painful... for both of us. A few months back it reached 100,000 miles and almost on cue it wouldn't start. So I brought it to my mechanic (who is a very honest man) and he told me it had a lot of problems. The cost was \$700 bucks and I was just tired of all the problems with it. But he told me that the engine seemed fine and it ran well. So I plunked it down.

A few weeks later the battery died again. I live in Mount Sinai and my mechanic is in Valley Stream so it's not an easy ride. I decided I wasn't putting another dime in the car and I drove to my Mom's house in Lynbrook and we went new car shopping. I also took the car to my mechanic, just in case it was really, really cheap.

My Mom and I went to all the major dealerships on Merrick Road in Valley Stream. Yes, as a 36-year-old man I went with my Mommy. But you would too if you had my Mom. For some reason, she has an amazing ability to barter.

The Hyundai salesman was relentless. He kept throwing in more and more and said, "What will make you buy the car right now?" I love that question. Yes he was a bit pushy, but I went to a few other salesmen who were passive and didn't give me the time of day for some reason. So I was appreciative of how much he wanted my business.

My brother told me no matter what they offer, leave. So even though he almost

had me, I left and went to the Honda store. After quickly realizing the Civic was a little out of my price range, I went to the Toyota dealership located at 639 Merrick Road in Lynbrook. I spoke to Steve K. the salesman. I drove the 2008 Toyota Corolla and immediately loved the way the car drove. And it was old school! No electronic windows, door openers, or any other modern day gadget. If I want the window open, I got to roll it down just like I did my first two cars. I called a lot of people and they all told me to go with the Corolla. But my brother told me to leave so I did, even though the deal Steve K. gave me was sweet.

Unfortunately, I went to my honest mechanic who told me he just tightened up the battery and my car was fine. No charge. I was heartbroken. I took my stinkin' car back to my apartment. I was depressed. But my Elantra would not let me down! Three weeks later it overheats right when I pull in to work. I decided that was it. It was all I could stand and I can't stand no more!!!! So I drove my overheated car from Yaphank to Lynbrook. I pulled over at a gas station on exit 61 to fill up my whatchamacallit with water. I had to pull over on the side of the Southern State at exit 22 to do it again. And I pulled into a gas station at exit 20. But finally, much like The Warriors getting to Coney Island in 1979 (<http://www.imdb.com/title/tt0080120/>) I was able to make it home!

I called Steve K. from Advantage Toyota in Lynbrook at (516) 887-8600 and he had me driving a brand spanking new Toyota Corolla in less than two hours! It's my first new car and I've already spoken to my new car. I told him (I need my car to be tough and manly, so it's a he not she) I love you. Because I do.

As for Steve K.... he's a great salesman. He wasn't pushy, worked with me, insulted me (in a great sarcastic NY sort of way) and was nice to my Mommy. What more can you ask? So if you're on the market for a new ride, my super delegate goes to Advantage Toyota and Steve K.