



Balancing the asymmetrical wobble in car deals!

# Thank You For Teaching!

A "Crash Ph.D. Course" in Carlessnesshood 101

Help the environment. Pay less for cars ("pollution units")!

Copy, share, save, recycle, reduce, restore, recreate, reuse

## the Car Deal Literacy to Library Connection

Half of all new car buyers fail to obtain the manufacturer's invoice price and negotiate the dealers mark-up (J.D. Powers & Associates, 2000). And few even consider negotiating the manufacturer's profit, often paying thousands more for automobiles.

### Car-Deal-Literacy-to-Library-Connection resources at your library or booksource:

👉 "Asphalt Nation: How the Automobile Took Over America, and How We Can Get it Back" by Jane Holtz Kay

"How to Out Negotiate Anyone: (Even A Car Dealer)" by Leo Reilly

👉 "Green Guide to Cars and Trucks" by ACEEE (American Council for an Energy-Efficient Economy), 1001 Connecticut Ave., NW, Suite 801, Washington, DC 20036 <www.aceee.org>

"Car Buyer's and Leaser's Negotiating Bible" by W. James Bragg

"Dealing With the Dealer" a report by Consumer Reports.

👉 "Don't Get Taken Every Time You Buy A Car" by Remar Sutton

"Everything Women Always Wanted to Know About Cars" by Lesley Hazleton

"Lease Your Car For Less" by Richard L. Kaye

"What Auto Mechanics Don't Want You To Know" by Mark Eskeldson

"What Car Dealers Don't Want You To Know" by Mark Eskeldson

"The Lemon Book" by Ralph Nader and Clarence Ditlow

"The Complete Car Cost Guide" by Peter Levy of IntelliChoice (800) 227-2665

"The Car Book" by Jack Gillis

"How To Buy A Car" by James R. Ross

"In The Driver's Seat" by W. James Bragg

"Little Secrets of The Automobile Industry: Hidden Warranties" by Clarence Ditlow and Ray Gould

"What's Wrong With My Car?" by Bob Cerullo

"The World's Most Complete Auto Troubleshooting Guide" by Alden G. Zimmer

"The Answer: Getting More and Paying Less for Auto Service" by Jeff Shumway

"Lucille's Car Care" by Lucille Treganowan

"Keys to Vehicle Leasing" from Publications Services, MS-127, Federal Reserve Board, Washington, DC 20551 (202) 452-3244.

"Buying A Car For Dummies" by Deanna Sclar

"Auto Repair For Dummies" by Deanna Sclar

"The Complete Idiot's Guide to Buying or Leasing a Car" by Jack R. Nerad

"How to Buy or Lease a Car Without Getting Ripped Off" by Pique Lyle

"Prevasive Prejudice" by Ian Ayres

"Divorce Your Car" by Katie Alvord

"The Betsy" by Harold Robbins

"Rivthead: Tales From the Assembly Line" by Ben Hamper

👉 "High and Mighty: SUVs -- The World's Most Dangerous Vehicles and How They Got That Way" by Keith Bradsher

"Car Buyer's and Lessors Negotiating Bible" by W. James Bragg

"Lease Your Car For Less" by Richard L. Kaye

"Auto Insurance Handbook" by Consumer Reports

👉 "The Insider's Guide to Buying a New or Used Car" by Burk and Stephanie Leon (Includes Internet Information)

The Car-Deal-Literacy-to-Library Tip: Don't leave school without it!

In an auto driven culture, car deal literacy should be education's job #2.

### Classic Car Deal Trick\$ to Avoid:

- Lemon laundering
- Grounding
- Curbstoning
- Double dipping
- Inflating invoices
- Flipping & turning
- Customer ping-pong
- Service shenanigans
- Deal packing
- Siphoning fuel
- Removal of bumpers or other items
- Hidden damage, defects, or repairs
- System selling
- Artificially shorting supply
- Highballing
- Lowballing
- Selling overlapping extended warranties



Fight gridlock, air pollution, and auto profit creep: Support auto alternatives for others.

Fight pollution: Curb the car; go carless, drive less, car & drive share, buy small & rent larger as needed, base mode on trip distance.

Because a lifetime of average auto ownership and operation costs now exceed \$450,000, more than 2x the cost of median priced American homes, carlessnesshood offers perhaps the best opportunity to save money, the environment, and our economic and physical health. Don't have a CAR, man! and save. Or if you must: Consume consciously.

Are your students, charges, or troops Mission Ready?

This resource list brought to you as a community service by:

# AutoBuyology®

A value additive for your employee financial aid binder?

A free online consumer educational resource - [www.autobuyology.org](http://www.autobuyology.org)