

Golden 115

Chapter 115 Buying a Car (Part 1)

With Liu Chuan and Lei Lei arriving, the awkwardness between Zhuang Rui and Qin Xuanbing eased. The four of them walked together towards the second floor of the car dealership. Liu Chuan's Hummer was an order and wouldn't be displayed in the showroom below.

The car dealership showroom was full of handsome men and beautiful women, but they all paled in comparison to Qin Xuanbing and Lei Lei. Many men who brought their wives to look at the cars pretended to keep their eyes straight ahead, but once their wives weren't looking, their eyes would unconsciously drift to Qin Xuanbing and the others. As for what they would do if their wives found out, whether they would have to kneel on a washboard or face the wall at home, that was anyone's guess.

Liu Chuan had never been to this car dealership before; Song Jun had introduced him to it. After they went up to the second floor, Liu Chuan asked someone for directions and headed towards an office marked "Manager's Office."

After knocking and entering, there was only a middle-aged man in his forties inside. When he heard that Liu Chuan had been introduced by Song Jun, his attitude immediately became warm. He led the group to the sofa and personally poured them a glass of water.

Taking the business card from the man, Zhuang Rui glanced at the name and almost spat out the water he had just drunk. The business card clearly read: Sales Manager of xxx Car Dealership: Zhu Yiqun. Manager Zhu, seeing everyone's expressions, didn't seem to care and said with a smile, "When I was a child, my family was poor. The only pig we raised died when I was born. My father swore that he would raise a herd of pigs in the future, and that's how I got this name. Everyone can laugh if they want, haha."

Manager Zhu was good at setting the mood, and his words immediately made Zhuang Rui and the others feel more favorably toward him. However, the task of buying cars today had changed at the last minute. After a few polite words, Liu Chuan said directly, "Manager Zhu, it's like this, the Hummer we originally ordered may not be enough to meet our company's needs. Now we need to buy two more commercial vehicles or SUVs with more space. Do you see if the dealership has any in stock right now?"

Manager Zhu paused for a moment, then beamed. This was good news! Selling three high-end cars in one day meant their monthly sales target was almost met. However, he still needed to clarify the customers' needs first. So he asked, "Are you looking for imported or domestic cars? And what's your

price range? Could you tell me first, and I'll introduce some models to you? Of course, I'll offer you the best discount."

"I need a car under 300,000 yuan. It should be able to handle high-altitude driving, have a good engine, and preferably be readily available. Otherwise, it's quite troublesome for me to come to Nanjing, and I also need to go on a long trip soon. What kind of car do you want, Mu Tou?"

Liu Chuan thought for a moment and then said that it wasn't that he didn't want to buy a more stylish car, but he had just offended Lei Lei and was afraid that if he drove a nice car, Lei Lei would think he was going to pick up girls. If she caught him doing something wrong, life would be really difficult.

"I?"

Zhuang Rui was stunned for a moment. He just wanted to buy a car with a spacious interior. As for how much it would cost, he hadn't really thought about it. Zhuang Rui calculated his current funds in his mind. Wang Shizhen's manuscript sold for 3.8 million, and Liu's cricket gourd from Sanhe was 150,000. That added up to 3.95 million. He originally had a bonus of 100,000, but Zhuang Rui used that money to buy a house for his sister, and left the rest with his mother.

Although he earned more than four million yuan in less than two months, Zhuang Rui's expenses were also considerable. After deducting the 300,000 yuan he gave to his sister's family, the 3 million yuan he gave to Liu Chuan, and the 100,000 yuan he spent in Chengdu, plus his usual expenses, he now only had a little over 500,000 yuan left in his bank account.

"For my first car, I should get a decent one," Zhuang Rui thought for a moment, then pointed to the little white lion lying at his feet and said to Manager Zhu, "My requirements for the car are: it needs to have a large interior space, because this little guy will grow up and a regular car won't fit. The car also needs to have good performance. As for the price, between 500,000 and 600,000 yuan is fine."

After hearing Zhuang Rui's words, Manager Zhu was slightly surprised. He did not expect that among these people, Zhuang Rui, who looked the most ordinary in appearance and clothing, would be the most generous. However, as a professional manager, Manager Zhu's professionalism was commendable. After understanding Zhuang Rui and Liu Chuan's needs, he immediately stood up, asked them to have some tea and wait a moment, and went out of the office to prepare the materials.

It's worth noting that in 2003, while there were some wealthy individuals in China who bought luxury cars, most people opted for models like the Volkswagen Passat, which cost around 100,000 yuan. It wasn't common for big customers like Zhuang Rui to buy three cars, with a total estimated cost exceeding 1.5 million yuan.

Seeing Manager Zhu leave, Liu Chuan became lively again, looking at Zhuang Rui and saying, "Wood, why did you only buy a car worth five or six hundred thousand? It'll be so embarrassing to take our Miss Qin out for a drive. By the way, are you short on cash? I still have your five hundred thousand here."

The 500,000 that Liu Chuan mentioned included 100,000 that he borrowed from Zhuang Rui and 700,000 that he made from selling the sandalwood root carving. Although Zhuang Rui said he didn't want the money, Liu Chuan was determined to return 400,000 to Zhuang Rui. Although he paid for the root carving himself, if Liu Chuan had to buy it himself, he might not have made 700,000, let alone made a profit; he might have even lost 70,000.

"Driving a car worth 500,000 or 600,000 yuan is embarrassing, but if you drive a car worth 300,000 yuan and take me for a ride, then you'll have face?"

Lei Lei couldn't stand Liu Chuan at all today. If she didn't keep a close eye on him, he would cause trouble for her one day.

"Let's take a look at the car first. By the way... Lei Lei, what kind of event are you guys organizing this time? Tell us about it."

Seeing Liu Chuan's embarrassed expression, Zhuang Rui stepped in to help him out.

"Nanjing is about to host an international jewelry exhibition. Xuanxuan has prepared some pieces to participate in the exhibition. At the same time, our company and Qin's Jewelry will jointly establish a new jewelry company in China. Xuanxuan will be the jewelry design director of the company. So this exhibition is very important for our newly established company to make a name for itself in China. We've both been working very hard lately."

Lei Lei's attention was indeed diverted by Zhuang Rui's words, and she stopped focusing on Liu Chuan.

She and Qin Xuanbing have been incredibly busy lately. After the exhibition in Nanjing, they immediately had to prepare for promotional activities at Zhonghai. Such a huge workload had fallen on the shoulders of the two girls. Although they came from business families, it was their first time handling such detailed matters personally, leaving them feeling overwhelmed. When Zhuang Rui and Liu Chuan came to Nanjing, the two immediately found an excuse to relax.

Seeing Lei Lei's complexion improve, Liu Chuan quickly said, "After we buy the car, let's go for a stroll around Confucius Temple and Qinhuai River, so you can relax a bit. Back in the day, Qinhuai River was a great place. Mu Tou, let me tell you, do you know Chen Yuanyuan? She came from Qinhuai River. Uh, I only heard about her from others, I've never actually met Chen Yuanyuan..."

Liu Chuan was halfway through his sentence when he saw Lei Lei's face darken again. He quickly changed the subject and tried to clear himself of the blame. Even though Lei Lei was full of complaints, she was amused by Liu Chuan's ignorance. Zhuang Rui burst into laughter. Chen Yuanyuan had been dead for hundreds of years. Her bones had probably turned to ash. He wondered where Liu Chuan had heard that name.

"What are you laughing at? Don't think I don't know Chen Yuanyuan was from ancient times. I was just trying to make you guys laugh, you blockheads. Back then, we brothers even chipped in to buy that copy of *The Deer and the Cauldron* together." Liu Chuan said sullenly, seeing everyone's expressions.

Zhuang Rui still remembered this incident. Liu Chuan was not good at studying, but he especially liked reading novels. After the two of them finished reading *The Legend of the Condor Heroes*, they saw a five-volume edition of Jin Yong's *The Deer and the Cauldron* in a bookstore in Pengcheng. At that time, it cost 22.8 yuan.

Back in 1990, 20 yuan was no small sum. The money the two had made from their business dealings had all been taken by Liu's father. So Liu Chuan slipped his little hand into his father's police uniform and chipped in with Zhuang Rui to buy the set of books. Although he got a beating later, for the two of them at that time, those days of hiding at home or in class, covering the novels with book covers and secretly reading them were undoubtedly the happiest days.

Zhuang Rui recounted his past to Lei Lei and Qin Xuanbing, which elicited another burst of laughter. Just then, Manager Zhu walked in carrying a stack of colorful brochures. Seeing the group chatting and laughing, he couldn't help but sigh inwardly. He had worked his way up for decades, yet he couldn't compare to those with good parents. However, he never imagined that Liu Chuan and Zhuang Rui had achieved their success through their own abilities.

"Mr. Liu, Mr. Zhuang, based on your needs, I have found a few cars to introduce to you. Mr. Liu needs to drive in high-altitude areas, so I personally recommend the 'Tibetan Antelope Musso' high-end off-road vehicle. It is produced through a joint venture between Chengdu Xindadi, Tibet Tibetan Antelope Automobile Company, and SsangYong Motor Company of South Korea."

This car is mostly made of imported parts, uses a Mercedes-Benz engine and chassis, has a displacement of 2 liters and a power output of 220 horsepower. It uses powerful air pressure shock absorbers and is equipped with a "high-altitude compensation system" to suit the characteristics of the plateau terrain in China, allowing it to drive freely in areas with an altitude of 6,000-7,000 meters.

However, this car's market price is over 330,000 yuan, which is 30,000 yuan higher than Mr. Liu's budget. But it's 30%-50% cheaper than other SUVs with similar performance, making it very cost-effective. We can also give Mr. Liu a 2% discount, and we'll also throw in a car DVD and audio system. Mr. Liu, you can consider it. If you don't like it, I can introduce you to a few other cars."

Manager Zhu opened the documents in his hand and introduced the vehicle to Liu Chuan, especially emphasizing its outstanding high-altitude performance. Liu Chuan, who was already tall, immediately took a liking to the Tibetan Antelope off-road vehicle.