

## Golden 116

### Chapter 116 Buying a Car (Part Two)

"Okay, I'll take this one... Hey, wait a minute, Leilei, do you think this car is suitable?"

Liu Chuan was about to make a decision when he suddenly remembered he hadn't consulted his superiors. He immediately turned to Lei Lei with a fawning smile and said...

"What a character..." Lei Lei rolled her eyes at Liu Chuan, but nodded.

"Yes, Manager Zhu, I want this car. Do you have it in stock?" Liu Chuan immediately became arrogant.

"Yes, this car was only launched last year and it's selling very well. Mr. Liu has a great eye for business."

Seeing the deal go through, Manager Zhu was very pleased and immediately promoted Mr. Liu to Boss Liu.

"Manager Zhu, what kind of car did you choose for my brother? It doesn't matter if it's a bit expensive."

After hearing Liu Chuan's words, Zhuang Rui leaned forward slightly. After all, owning a car was something Zhuang Rui wouldn't have dared to dream of just a few months ago. Even if he had thought about it, it would have been something like an Alto.

"I've prepared two models for Mr. Zhuang. Let me start with the first one. This is one of the Land Cruiser series jointly developed by FAW Group and Toyota. It's the Toyota Prado. This car can meet Mr. Zhuang's needs. It can seat eight people and has a very large interior space. It can be considered the king of SUVs."

As Manager Zhu spoke, he opened the documents in his hand and pointed to a powerful-looking SUV, saying to Zhuang Rui, "There are three models on it: black, blue, and white. Just by looking at the pictures, you can feel the domineering presence of this vehicle from its perfect lines."

"Wood, what does SUV mean?" Liu Chuan didn't quite understand what Manager Zhu was saying, so he nudged Zhuang Rui and asked.

"It's an off-road vehicle..."

Zhuang Rui replied. He actually knew SUV was an abbreviation for Sports Utility Vehicle, but he was too lazy to explain it to Liu Chuan.

"Hehe, SUVs and pure off-road vehicles are still somewhat different. Although SUVs also use four-wheel drive, their front suspension is an independent coil spring suspension like that of sedans, while the rear suspension is a non-independent leaf spring suspension. They have a larger ground clearance, so to a certain extent they have both the comfort of a sedan and the off-road performance of an off-road vehicle. To be precise, an SUV should be considered a combination of an off-road vehicle and a station wagon."

An SUV can be used in the city as well as for outdoor activities, making it perfect for an energetic young man like Mr. Zhuang. Moreover, the price of 480,000 yuan fits his budget.

Manager Zhu then introduced the SUV, which made Liu Chuan interested, but Zhuang Rui frowned and said, "Tell me about the next car."

Zhuang Rui had read a report about the Toyota Prado some time ago. The report said that FAW had a very small share in the joint venture, which meant that most of the money from buying the car would go to the Japanese company. Although Zhuang Rui wasn't a radical, he wouldn't buy Japanese goods if he had other options, and he didn't really like the car's name either.

"Alright, Mr. Zhuang, take a look at this car. It's a fully imported DaimlerChrysler Grand Cherokee. Although the name is similar to the Cherokee, the Grand Cherokee is vastly different in terms of equipment, performance, and class. It's much larger in both size and interior space. The Grand Cherokee's class is comparable to the Toyota Land Cruiser, Mitsubishi Pajero, British Land Rover, and German Mercedes-Benz."

The Grand Cherokee's rear seats are foldable; if one side is occupied, the other side can be folded down for storage. Additionally, the Grand Cherokee's spare tire is cleverly concealed under the rear floor; with a cover, it takes up no trunk space whatsoever. This perfectly aligns with Mr. Zhuang's requirements.

Furthermore, this car's class is comparable to renowned vehicles like the Toyota Land Cruiser, Mitsubishi Pajero, British Land Rover, and German Mercedes-Benz.

Manager Zhu gave a very detailed introduction, but Zhuang Rui was a little confused. Logically speaking, this car should be more suitable for him than the Toyota Prado, so why didn't Manager Zhu introduce this car first?

After hearing Zhuang Rui's doubts, Manager Zhu said with a wry smile, "Mr. Zhuang, this car is fully imported, so its performance is naturally much better than the Toyota Prado. Moreover, it comes with a top-of-the-line control panel with a microcomputer, which can control the garage door, house door, and home security system in selected modes."

Moreover, this car is the only one in its class equipped with an infrared dual-zone climate control system. Infrared sensors continuously monitor the temperature of different surrounding surfaces and then automatically adjust it to the selected comfort level...

"Wow, isn't that about the same configuration as Brother Song's Hummer?"

Liu Chuan was stunned and interrupted Manager Zhu.

"Hehe, Mr. Song's car has been specially modified. Compared to it, this Grand Cherokee is still much inferior. However, it is better than other cars in the same class, but the price will be a bit higher. The market price of this car is 880,000, but we can give Mr. Zhuang a 2% discount and also throw in some interior decorations."

Zhuang Rui finally understood why Manager Zhu hadn't recommended this car to him at first, but then went on and on about it later. It turned out that the price was more than 200,000 yuan higher than his budget, and even slightly more expensive than the Hummer that Liu Chuan had ordered.

Having figured this out, Zhuang Rui said noncommittally, "Manager Zhu, let's go take a look at the car. Although the picture is clear, it's probably not quite the same as the car itself."

"Okay, no problem. I'll take you all to see it. This car is currently in stock, but it's hard to say if we wait any longer. This model sells very well."

Manager Zhu was a little uneasy, afraid that the deal would fall through. He knew that the commission he would earn from selling this car was quite substantial.

The car Zhuang Rui wanted to see wasn't parked in the main showroom on the first floor, but in a warehouse next door. Inside, there was also the Tibetan Antelope SUV that Liu Chuan wanted to buy, as well as the Toyota Prado that Manager Zhu had just introduced. It seemed that he had already anticipated that Zhuang Rui and the others would need to drive, and had arranged for people to park the cars together in advance.

The Toyota Prado and the Grand Cherokee were parked side by side. Zhuang Rui stood in front of the cars and looked them over. He found that the Toyota's lines were smoother, but the Grand Cherokee was larger and had a more domineering feel.

"Manager Zhu, may I test drive the car?"

Zhuang Rui turned to Manager Zhu behind him and asked.

"Of course, Mr. Zhuang, feel free to try it out. But the car is still new and hasn't been broken in yet, so don't go too fast."

Manager Zhu wasn't worried that Zhuang Rui would drive off. Not to mention that they were introduced by Song Jun, Manager Zhu could tell from those two Tibetan mastiffs that they weren't animals that ordinary people could afford to keep.

After Zhuang Rui took the keys, he casually opened the back door of the Grand Cherokee. The little white lion quickly jumped in. Manager Zhu opened his mouth but didn't say anything. After starting the car, Zhuang Rui drove the Grand Cherokee out of the warehouse.

The signs on the car are all in English, but that's not a problem for Zhuang Rui. There's an open space between the warehouse and the showroom with artificial ramps, presumably built for customers to test drive the car.

Zhuang Rui drove the car to an open space and, following the English instructions inside the car, adjusted all the functions: power steering, power windows, power door locks, power sunroof, anti-fog power rearview mirrors with memory function, and light-sensitive rearview mirrors that automatically adjust for daytime and nighttime use.

Zhuang Rui was very satisfied with the result. He felt very relaxed when driving up the slope, which was at least 60 degrees, and the wheels had excellent grip. Compared to Song Jun's six-wheeled Hummer, this car only lacked the luxurious interior.

The manual/automatic transmission also makes it more convenient for Zhuang Rui to drive. Most of the cars he has been driving lately have been automatic. If he were given a manual car, he would probably find it difficult to adapt for a while. Thinking about how this car he was sitting in would soon be his, Zhuang Rui felt a surge of excitement.

"White Lion, stop fooling around."

The little white lion seemed to sense its owner's joy, crawling from the back to the passenger seat. It would occasionally turn its head, stick out its tongue, and affectionately lick Zhuang Rui's hand on the gearshift. This made Zhuang Rui, who had just finished his novice driving period, feel a little flustered, and the car began to sway. If they weren't in the test drive area, there might have been a minor accident.

The white lion looked at Zhuang Rui with a wronged expression, which made Zhuang Rui unable to say anything to blame it. He could only rub the white lion's big head and tell it that it shouldn't disturb him while driving. This little guy was very smart, as if it could understand human speech. It would remember everything Zhuang Rui told it.

At this moment, Liu Chuan also drove out the Hummer. Following behind the Hummer was the Tibetan Antelope SUV that Liu Chuan wanted to buy. When Zhuang Rui saw that Lei Lei was driving, he had an idea and drove the Grand Cherokee back to the warehouse.

"Mr. Zhuang, what do you think? Although this car is a bit more expensive than the same model, it has the best features inside. Even in Europe, it would be considered the most advanced. I'm sure it won't disappoint you."

As soon as Zhuang Rui got out of the car, Manager Zhu came up to him, talking while his eyes kept glancing at the seat where Bai Shi had been sitting. You see, the seats in this car are all genuine leather, and if they get scratched and Zhuang Rui doesn't buy a replacement, Manager Zhu will be responsible.

"Okay, this is the car, I'll take it." Zhuang Rui gave Manager Zhu a reassuring answer.

"Okay, Mr. Zhuang, please wait a moment while I go and process the formalities for you."

Manager Zhu immediately switched to polite language, which made Zhuang Rui chuckle. He recalled the story of "Sit, please sit, please take a seat; tea, serve tea, serve the best tea." Only Manager Zhu was far more reserved than the young novice monk who received Su Shi.