

ANALYSIS PARALYSIS

Or:

How to Not Buy a Ferrari

By UroTrash



It's been tough at times, but UroTrash has somehow managed to keep his garage Ferrariless.

I wish I could write a little essay on a technical issue having to do with my Ferrari. I'd love to write about the pitfalls and tricks associated with removing the oil filter or replacing the gearbox oil. I'd love to tell you about controlled over steer through deceasing radius curves. But I can't.

That's because I don't have a Ferrari.

We have experts on restoration, on concours judging, on the new cars and on the old cars. I'm afraid I can't lend guidance in these areas, but I think few would disagree, I am *the* expert on one thing: How to NOT Buy a Ferrari.

If you too are interested in Not Buying a Ferrari just follow these easy steps.

UroTrash's Guide to Not Buying a Ferrari

Or:

Fear of Success

The first step to Not Buying a Ferrari is to decide which car you're not going to buy. Obviously, this is a personal choice, but if you are serious about Not Buying a Ferrari, it is best to choose a relatively rare car. There are many people on this board who have made the novice's mistake of picking a model that is widely available. Before they know it, the car is sitting in their garage and they are wondering how THAT happened. Don't let this happen to you.

So, selecting a rare car has the built in advantage of the extreme likelihood that any car you find will be hopelessly far away. This happily provides numerous obstacles including inability to actually see the car, the worry that the seller may be a scammer, and the biggest obstacle of all: The Broker.

If you are really on your toes, there are many cars available outside of this country. This is GOLDEN. You can then spend endless hours jerking around with the cars with little fear that the purchase will even come close to fruition.

Another somewhat more advanced technique is what I call The Waffle. This has two different components: indecision about what model to not buy and indecision of whether or not to buy one at all. Let's explore.

Let's say you've spent 6 months looking for, oh say, a 275GTS. You look at all the pigs that have endlessly gone from dealer to dealer to dealer, never finding a home. It's child's play not buying these cars. Virtually any non-purchase criteria can be used to not buy them. Too easy.

But then maybe a renowned broker puts a beauty on his website. Excitedly, you call and he says the car was actually sold even before he put it on the site! In fact, you can sense the boredom in his voice having to even talk about such a proletariat device when he prefers *brokering million dollar race cars*. This is so festive I just wet my pants! Dealing with brokers is one of

my favorite parts of Not Buying a Ferrari. And I won't even go into Other Broker Tricks and Subterfuges.

Anyway, you beat the 275GTS thing to death and, just like a slot machine that's about to pay off, you give up at just the right moment and move on to say, a 365GTC. Repeat the dealer pig-broker already-sold dance ad lib.

Now, suppose you get tired of that, you start thinking "Maybe I don't need to get one of these old heaps anyway. Maybe I need a nice deep-water lot instead." This is the, I'm-not-sure-I-really-need-a-Ferrari gambit. Sadly, this technique, while effective, in my experience has the endurance of a daylily. A nice reprieve, but soon you'll be back to Not Buying a Ferrari.

Unfortunately, if you enjoy Not Buying a Ferrari for long enough, eventually you will actually find one that meets your criteria. This is the most dangerous part of Not Buying a Ferrari. Believe me, I've been there 3 different times, and sent 3 separate deposits on 3 separate cars. When you get to this point it's like being on a sport bike at 120 mph with a blind curve up ahead. Not pretty. Not pretty at all.

Fortunately, the most valuable technique of Not Buying a Ferrari is still available. This is the nuclear weapon in the non-buyer's arsenal, to be used only if purchase seems unavoidable. It is called: The PPI.

A gift from the heavens, indeed. It's so good that I have a hard time understanding how mankind could have come up with such a perfect device. The PPI (or pre-purchase inspection) is a must anytime a car breaches your usual defenses. A very picky mechanic pokes and prods the old pile of bolts, making up a list of problems and estimates of repairs that actually seem reasonable until you realize there's no decimal in those numbers! I had an inspection done on a car that actually made it back to the shop with out a tow-truck! Having said that, don't expect these cars to uniformly perform that well; I understand the last half mile of that test drive was down hill.

As stated above, the PPI has come to my rescue on 3 occasions when purchase seemed unavoidable. Fortunately, these old heaps can NEVER pass a PPI. A bit of rust, a puff of smoke, 12 (count 'em - twelve!) separate cylinders, any one of which can have low compression, at least three and sometimes six temperamental carburetors. Happily the list just goes on and on. There's simply no end to the ways these old jalopies fall apart. A good

PPI will cost you \$400, but will prove to be invaluable in Not Buying a Ferrari.

Use the PPI with restraint, as one day you might find a car that actually passes, and then only heaven can help you.

So, if you follow these simple steps you too can maintain years of fun by Not Buying a Ferrari.