

#### Friday • May 1, 19

### GARAGE

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"My family has owned the land that will be condemned for the garage for 30 years," he said. "Obviously I have a personal interest in the project. I also question the location of the garage. The University has acres behind Albertson's with signs not to park there. That area was not considered

"The garage benefits what I call the hole-in-the-wall businesses in the area. There are some textbook stores there, but the bars there don't provide parking, so they expect the city to provide parking.

Don An, owner of Café Excel and Crooked Path Ale House, said a parking garage will enhance the Northgate area

"We are hoping it will revitalize the Northgate area and attract more businesses," he said. "We think businesses will take a second look at Northgate if there is a parking garage.

An said the garage will attract people who do not normally frequent Northgate.

"Right now, people don't really take visitors to Northgate unless they want to go to the (Dixie) Chicken or are going to a football game," he said. "This (Northgate revitalization) is a visionary thing — It's not going to happen overnight. But if you put a garage in there, it will bring in more businesses. It can be something that people are proud of."

# THE THRILL OF THE RIDE

## Beetle mania sweeps U.S. car buyers

JOHNSON CITY, Tenn. (AP) — Not long after Wally Leach paid \$18,000 for a new Volkswagen Beetle, he was stopped in a parking lot by a man offering him \$27,000 for it. That came after someone else offered him \$23,000.

'When I told him 'No,' he said, 'Can I give you more?'" Leach recalled.

The popularity of the new car has led to Beetle scalping.

Demand is so great and the number of cars so small that some VW dealers are selling them for thousands of dollars above the sticker price. Also, non-VW dealerships and auto wholesalers are purchasing them and reselling them at a mark-up.

VW spokesman Tony Fouladpour said the company tries to dis-courage dealers from selling cars above sticker prices but can't stop them. "The dealerships are independent businessmen and some are much more independent than others," he said.

Fouladpour pointed out that cus-

non-VW dealer lose out on the 10year, 100,000-mile warranty.

That doesn't bother some people. The allure of the Beetle is that strong

Ronald Pogue of Berkeley, Calif., said his cherry red Beetle gets him attention everywhere he goes. "Can one purchase coolness? I think so," said Pogue, who bought his car at a VW dealer.

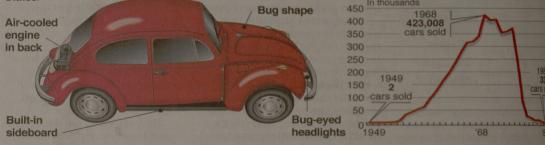
Leach, who lives in Gray, Tenn., bought his Bug for his nearly 16year-old son. Leach's wife, Jennifer, said their son's classmates tell him he has "the baddest car around."

Volkswagen stopped making the old Beetle in 1979. The new version is sleeker but still looks pretty much like the bulbous old Beetle. The base model starts at \$15,200. A car with all options costs about \$18,000.

Mick Adams, a salesperson at Livonia VW in Livonia, Mich., said Beetlemania has struck his dealership. Livonia's policy of no waiting lists has created problems, he said.

"We did have some customers tomers who buy a new Beetle from a arguing" when a Beetle arrived on





Source: Volkswagen of America Inc. the lot, he said. The manager had to

ask one of the customers to leave. 'I've had some pretty nasty people come through the door,' Adams said.

An Ohio woman bought a Beetle from Livonia after seeing a truck carrying the new cars. "She just followed it until it stopped," Adams said. Prestige Motors in suburban

Detroit has sold 10 Beetle around \$22,500 each, accord salesperson James Fox. Bylaw cars must be classified as use cause Prestige is not a VW dea

AP/Justin Gilbert, Jane Axemathy, Susan

