

IT'S WISE GUY WEDNESDAY!

Wise Guy 23-6: From the Factory, Not the Dealer

Q: Hey Wise Guy, a friend said he heard you explaining to another guy at one of your booths why some things from the original selling dealer are not important for judging. And that some items from the dealer may even *hurt* your score when the car is judged! My family has owned a Chevrolet dealership for more than 30 years. I have been scratching my head trying to figure out what we might do or give with a Corvette that would hurt it. Did my friend hear this right? *Dealer Dan*



A: Dan, your friend may have heard right! Let's start with a basic premise of Bloomington Gold Corvettes Standard Judging® ; A Gold Certified® car appears as it would have just after completion of 'Typical Factory Production', or, more commonly stated, *we judge cars as they would have left the factory... no better, no worse!* Some dealers may have changed, enhanced, or added to the car at delivery, but that is irrelevant to the standard of how *they left the factory*.

Let's start with the *things* from the original dealer that may not be important for judging:

- Items such as a dealer invoice, a dealer Congratulation letter, shipper's records, etc, may be important to validate the car's history and documentation, but were not a component of the car when it left the factory and are not *necessary* for the judging process. They were not with the car when it left the factory. And, some documents may not have been produced to a common standard and cannot be standardly judged (example; dealer invoices). So, in most cases, dealer documents are not needed for Standard Judging.

Now let's discuss what a Chevrolet dealer may have physically done to a Corvette:

- A dealer may have enhanced or added (items) to a new Corvette for delivery with a positive benefit to the owner, but possibly not a positive effect to Standard Judging. Here, it is easiest to give some examples;
1) *Undercoating* –It may have been good to protect the vehicle's components, but inhibits the judging of finish, dating, and installation of chassis components. This can result in deviations – lowering the judging score.
2) *Adding a component at the dealer* – passenger side mirror, side pipes, luggage rack. These items have a positive value to the new owner, but their installation requires some alteration to the body of the vehicle. This too can result in deviations – lowering the judging score.

Hopefully this helps you better understand what your friend was referring to.

Any questions..... contact **Wise Guy** guy@bloomingtongold.com