



Today: Mostly sunny; record-tying temperatures.

High: 99

Low: 67

Details: B2

50 cents

★★★★

August 15, 2007



# NEWS SENTINEL

Wednesday

Knoxville

KnoxNews.com

## GOLDEN FOOT

Britton Colquitt is UT's kicking game. **D1**



## HEALTHY SCHOOL LUNCHES

Nutrition tips from local dietitians. **E1**

# Chancellor keeps Sentinel suit alive

Commission attempts to appeal after being denied request to dismiss the case

BY JAMIE SATTERFIELD  
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Attorneys for the Knox County Commission are pushing for an emergency appeal of a chancellor's refusal Tuesday to toss out before trial a News Sentinel lawsuit that alleges the panel broke the law.

"We respectfully request the right to take an interlocutory appeal," Deputy Law Director Mary Ann Stackhouse said after Knox County Chancellor Daryl R. Fansler shot down her bid to have the newspaper's lawsuit dismissed.

An interlocutory appeal is legalese for an immediate appeal to the state Court of

Appeals. Most cases must reach a conclusion before an appeal is filed. In rare instances, however, judges can allow a legal issue to be appealed before trial if it is the sole issue that would determine the outcome of the case.

Attorney Richard Hollow, who represents the News Sentinel, balked at Stackhouse's appeal request. If commissioners were allowed to appeal now, the lawsuit would remain in limbo for months. It is currently set for trial Aug. 28.

Fansler said he would hear arguments from both sides Friday and could rule then on the issue.

The News Sentinel filed suit against commission members, alleging that they violated the Tennessee Open Meetings Act in the panel's handling of appointments to

See **SUIT** on A8



CLAY OWEN/KNOXVILLE NEWS SENTINEL

**Chancellor Daryl Fansler rejects** Knox County's request Tuesday to toss out News Sentinel Editor Jack McElroy's lawsuit against County Commission, alleging it violated the Tennessee Open Meetings Act.

# Probe of 3 who resigned sought

Knox ethics panel votes 6-2 to ask DA to investigate Werner, Loyd, Bone

BY REBECCA FERRAR  
ferrarr@knews.com

The district attorney general will investigate the

## WHAT WAS RECALLED





medals in swimming at the AAU Junior Olympics.

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### A NOTE ON SUBMITTING PHOTOS

Please identify everyone in the photo and include your name and phone number. We may need to contact you for additional information or verification.

If you have questions, you are welcome to call the Community News desk at 865-342-6264.

## BUSINESS SPOTLIGHT: EXPERT AUTO CONSULTANTS INC.

- **Owners:** Tony and Lia Langenderfer
- **Location:** Home-based business in Farragut
- **Contact:** 865-777-2277
- **Web site:** www.ibuycars4u.com

BY LESLI BALES-SHERROD  
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**Tony Langenderfer** has had 17 new cars in 20 years. Cars, he said simply, are his passion.

"I want to get a new car as often as I can, so I tried to educate myself on how I can do that without losing my rear," Langenderfer said. "To me, buying a car is so much fun, but I've heard a lot of people say they would rather have a root canal."

Langenderfer spent years reading automotive magazines and watching automotive cable shows before his wife, **Lia**, gave him the inspiration — and the financial backing — to turn his hobby into a vocation. Almost 10 years later, Expert Auto Consultants Inc. is still in business.

"I'm kind of like a coach," explained Langenderfer, who moved to Farragut from Sarasota, Fla., last year. "I assist my clients to purchase and lease new and used vehicles, saving them time, hassles and money."

Langenderfer's business, which he runs out of his home, starts with a free consultation, which he can do in person or over the Internet. The presentation explains what he does: finding the cars clients want to buy or recommending



LESLI BALES-SHERROD/NEWS SENTINEL

**Tony Langenderfer**, owner of Expert Auto Consultants Inc. with his wife, **Lia**, uses a presentation on his laptop to explain his business to potential clients. He can meet with them in person or send the presentation to them by e-mail and go over it with them on the Internet.

cars based on the clients' needs, scheduling test drives with dealers, taking the follow-up phone calls from dealers, explaining details of the transactions when clients are ready to buy, and even arranging delivery so that, "within 30 minutes or less of signing the papers, you drive away in your new car."

"I work for the clients, not for the dealers," he said. "I'm a buyer's agent, like a Realtor, kind of, sort of."

And Langenderfer never touches the money that is exchanged between dealer and buyer. He gets a flat fee of \$595 from the client — \$300 on retainer and the remaining \$295 after the client purchases a car — regardless of the value of the vehicle.

"I love cars and would love to sell cars, but I want to do it on my terms," Langenderfer said. "You know what my commission check is because you wrote

it."

Langenderfer spends the free consultation educating potential clients about his services. After all, some question why they would pay Expert Auto Consultants to find cars for them when they could do so themselves using books and popular Web sites, Langenderfer said.

Among the advantages Langenderfer lists is that books and Web sites usually do not add or deduct value for criteria such as color, correct options and cosmetic and/or mechanical repairs needed. Those things make a difference, he said, showing how much more a premium luxury car resells for when it's white, black or silver compared to dark green.

"No matter who you use (National Auto Dealers Association, Kelley Blue Book), none of those sources buy cars, so it's only a starting point," he said. "But people take it as gospel."

Langenderfer uses for an example a car he bought for a client. NADA said it was worth \$46,800, while Kelley Blue Book said it was worth \$41,750 — a difference of \$5,050.

"I bought the car for \$38,600," he said. "That's \$8,200 less than NADA and \$3,150 less than Kelley Blue Book."

Another car NADA valued at \$46,825 and Kelley Blue Book valued at \$48,185 was purchased by Langenderfer for \$39,000.

"I'm not a miracle worker; I just pay attention," he said. "I've never once met

See **AUTO** on WS3

named Best Defensive Player and all-district. He also led the team in assists and was second in scoring.

Jenkins was a two-year starter at Hiwassee College, elected captain his last year. He later was a two-year starter at Berry College and again was elected captain of his team.

Jenkins coached basketball at Dalton (Ga.) High School and then returned to Hiwassee College as head coach and athletic director. In his 14 years there, he won 71 percent of his games, and he was inducted into the Tennessee Junior College

#### Jenkins

Hall of Fame in 1988.

This year's induction ceremony will be Sept. 29 in the Lenoir City High School cafeteria. Registration will begin at 6 p.m., followed by a dinner at 6:45.

Cost for the event is \$15 per person and by reservation only. Send checks and names of those attending to LCHS Hall of Fame, P.O. Box 538, Lenoir City, TN 37771.

For more information, contact **Dale Barton** at **865-986-5529**.

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## AUTO

from WS1

a dealer who used these sites for buying for his own inventory. You can use these sites as a starting point, but you can't take them as accurate."

It works the other way as well, Langenderfer noted. A car Kelley Blue Book valued at only \$23,475 was bought by a dealer for \$29,300, according to [manheim.com](http://manheim.com), a Web site for dealers.

"To find out a true trade-in price, I have driven (the car) to different dealers and asked what they'd give me for my car without me buying a car from

them," Langenderfer said. "You should get a vehicle's actual cash value from someone empowered to write a check, not a book or a Web site."

Langenderfer also ensures that used cars are checked out by reputable body shops since he has known Carfax to report a car as "clean" even after it had been in an accident.

Langenderfer's presentation sets out to debunk the popular myth that new car buyers will automatically lose "\$2K driving off the lot," he said, and explains the advantages of leasing. He can crunch the numbers to determine what is a better deal for each client: leasing or purchasing.

Langenderfer also has tools to calculate payments and can find hidden incentives that go straight from the manufacturer to the dealer.

"My goal is to save you more than you pay me," he said. "And I have a guarantee: You will be happy with my service, or I will give you back the retainer fee."

Money isn't all his clients save, though, Langenderfer added. They also save time and hassles.

"On a new car, in 2-3 working days, I'll have you in a new car unless it is something we specifically have to order," he said. "This stuff is common sense, but it also takes a lot of time, just not for me because

I've done this thousands of times."

Langenderfer strives to make the process as "stress-free" as possible," he said, from telling dealers up front that his clients are not buying a car the day they go in for test drive — therefore eliminating the "hard sell" — to taking the follow-up phone calls from dealers. He even goes over with clients all the things a dealer will try in order to "up-sell" them when they go in to sign the papers.

"I'm only here to help," Langenderfer said. "I'll tell you once what I think, but it's all about you."

Lesli Bales-Sherrod may be reached at 865-342-6369.