

New Car Shopping

Arthur S. Keyser



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ArtAge Publications

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NEW CAR SHOPPING

By

Arthur S. Keyser

CAST

CARDELIA: A saleswoman in an automobile agency

HONEY: A customer shopping for a new car

SETTING

(The setting is an automobile agency.)

(Lights up. As the play begins, Cardelia is sitting at her desk in the showroom of an automobile agency. Honey approaches Cardelia's desk.)

HONEY: Excuse me. Can you tell me where I might find Mr. Cardelia?

CARDELIA: You're looking at him - I mean her. I'm Cardelia.

HONEY: There must be some mistake. I asked one of the men over there if I could speak to a salesman. He pointed this way and said I should see Cardelia.

CARDELIA: Well - you found me.

HONEY: But -

CARDELIA: The guys here don't want to deal with women. They think all women are just shoppers and not buyers. They send all the women customers to me.

HONEY: Are you an automobile salesman?

CARDELIA: Do I look like a salesman? I'm a saleswoman and I spend my working life helping women like you.

HONEY: I don't know. My husband told me I should ask for a salesman, who knows which would be the best car for me.

CARDELIA: Trust me, Sugar, I know what's best for you.

HONEY: My name isn't Sugar - it's Honey.

CARDELIA: Sugar - Honey - there's no difference. They're both sweet. The minute I saw you, I could tell you were sweet.

HONEY: I didn't mean to correct you.

CARDELIA: That's okay, Sugar. Be thankful your parents didn't name you Sweet'n Low. *(pause.)* Just kidding. When I feel close to someone, I like to kid around.

HONEY: Close? We just met.

CARDELIA: That's okay. As soon as I meet someone, I can tell if we're going to be close. I think we're gonna be best friends. I've been looking for a best friend for a long time and I can tell that you're gonna be that person.

HONEY: But it's only been a few minutes -

CARDELIA: It's not how long we've known each other that's important. It may have been only a few minutes, but it was quality time. I can feel it. We're bonding.

HONEY: If you say so. *(pause.)* Is it okay if I sit down?

CARDELIA: *(pointing to the chair across the desk from where Cardellia is sitting.)* Sugar, that chair has your name on it. Take the weight off.

HONEY: The weight?

CARDELIA: Just an expression. Sit down is too formal when you're talking to someone you like a lot.

(Honey sits down.)

HONEY: This chair is really uncomfortable. Is it the only one you have?

CARDELIA: It's a special chair for our customers. We call it our comparison chair. After you've sat there for a while, we let you sit in the passenger seat of one of our new vehicles. It really makes the car seat feel so good.

HONEY: But won't that give me the wrong impression about the seat in the car and distort my judgment?

CARDELIA: Not at all! We employ an ergonomic psychiatrist on our staff and he advised us to do this. Just trust me. We wouldn't do anything to distort your judgment. *(pause.)* So Sugar, what wonderful thing can I do for you today?

HONEY: I told you. My name isn't Sugar. *(pause.)* It's Honey.

CARDELIA: I know. I was just testing you. These days you can't be too careful. Especially with all those identity thieves.

HONEY: What does getting my name wrong have to do with identity theft?

CARDELIA: That's a very good question. I'll have to think about it. But let's not get off the subject. What was it that made you come looking for me today?

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