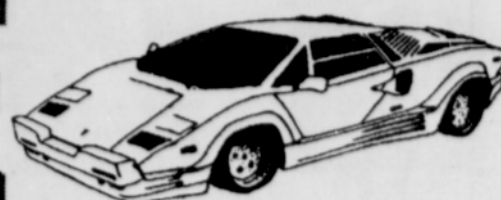


# AUTOMOTIVE



## The Best Way To Buy A New Or Used Car

BY SHARON ACHATZ  
Copley News Service

Headed down the highway toward purchasing a car? Whether that auto is new, new to you or a collectible classic, one bit of advice remains the same: don't go shopping alone. Use information as your ally, and you're sure to drive away a winner.

Gone are the days when consumers went blindly behind closed doors to haggle with a dealer. Now, services offer information that can minimize haggling hassles.

### Buying New

To begin, it's relatively easy to discover the real price the dealer paid for a new car and then to pay the dealer little more than that for the car. Dealer prices are available without

charge to members of the Automobile Association of America. They also can be purchased at newsstands in the "Consumer Guide Auto Report" or by calling the Consumer Reports Auto Price Service at (303) 745-1700.

Hiring a consultant or buyer's service, such as Seattle-based Auto Adworks, also can save a consumer cash on a car as these companies conduct research into hidden rebates, which can be taken into account to find dealers willing to accept even less than dealer cost on a car that carries a manufacturer rebate to the dealer.

Of course, either of these options still leaves a little legwork to the consumer as he goes from dealer to dealer, using his information to dicker down the car's cost.

For folks who don't enjoy such "car combat," there are one-stop shopping methods such as fleet sales or competitive bidding services.

With fleet sales, many credit unions, membership stores and automotive associations refer members to car dealers for a non-negotiable fleet-sale price based on volume sales. After getting his referral, the buyer generally makes an appointment with a designated sales representative at the dealership, who writes up the deal at the fleet price.

With a competitive bidding service, such as Washington-based Car Bargains, consumers receive at least five competitive bids from hometown dealers for the car they want. The service refunds its \$135 fee to anyone

who buys a car at a better price than its best bid.

Finally, there is a growing trend toward new-car dealers offering autos at a fixed price—such as Saturn dealers. No negotiations allowed. Period.

For consumers considering leasing a car rather than purchasing, keep this in mind: Leased prices are as negotiable as purchase prices. Here's how to negotiate the best leasing terms, according to Consumers Digest magazine:

When you arrive at a dealership, do not tell the sales representative that you intend to lease a car. Negotiate on price as if you were going to buy. When you have agreed upon a selling price approved by the sales manager, proceed to the dealer's finance office

where you should announce that you want to lease the car at the quoted price. Of course, be ready to walk out of the deal at anytime before signing the final agreement if the dealer refuses to lease the car at that price or if any of the contract's terms and conditions are not to your satisfaction.

### Buying Used

A growing number of auto buyers are shipping used-car lots instead of new-car showrooms for the best deals on wheels.

Of course, there is one huge potential problem with seeking used over new. Neither you nor the dealer has much knowledge of the vehicle's history—how it was driven, who drove it, or how it was maintained. But, the money to be saved could well out-

weigh the risks. The average new car costs more than \$15,000, and it will depreciate by nearly 30 percent in the first year, according to Consumer Reports magazine. A used car not only costs less to buy, it also depreciates at a slower rate and costs less to insure.

The best way to lurch beyond potential lemons and locate true, cream puffs is to first do some research. Consider models that have proven to be reliable in reader surveys of automotive and consumer magazines, and try to determine reasonable prices by referring to guides such as the NADA Official Used Car Guide published monthly by the National Automobile Dealers Association of McLean, Va.

## WHY PAY FULL RETAIL?

**PUBLIC AUTO AUCTION**  
Saturday, May 29th, 12:00 Noon

Up to 70 cars (many under \$1000) • Gates open at 9:00 a.m.  
**FEATURED VEHICLES**

- |                    |                    |                      |
|--------------------|--------------------|----------------------|
| 76 Chev Caprice    | 82 VW Rabbit CNVBL | 83 Olds Cutlass      |
| 89 Chev Celbry S/W | 77 Chev Suburban   | 88 Hyundai Excel     |
| 75 Dodge P/U       | 85 Chev Celebrity  | 82 Buick Electra S/W |
| 79 Ford Fiesta     | 84 Honda Accord    | 82 AMC Eagle         |

**River City PUBLIC AUTO AUCTION**



6500 NE Martin Luther King, Jr., Blvd. • Portland

## NEED A CAR?

DO YOU LIVE IN THIS AREA?



YOU MAY PURCHASE A CAR OR TRUCK FROM US WITH:

- NO CREDIT CHECKS OR CREDIT TURNDOWNS...EVER
- DOWNPAYMENTS \$400 OR LOWER
- 12.9% A.P.R. FINANCING

YOU CAN HAVE THE CAR CHECKED OUT **BEFORE** IT'S BOUGHT

**E.Z. CARR**

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We care more about your future than we do your past.

## CARR OFFERS FINANCING TO EVERYONE!

The Law Allows

*"We care more about your future than your past!"*

## CARR NISSAN

### 24 Month Lease Option

In 24 Months You Can By Walk Away Keep The Car Or Get A Brand New Car

#### 1993 SENTRA XE



4 DR or 2 DR LIMITED EDITION  
1.6 DOHC 16 valve engine, 5 speed transmission, power disc brakes, full instrumentation, rear window defogger, side window defoggers, tinted glass, body side moldings, dual power remote control mirrors, air conditioning, AM/FM stereo cassette, cruise control, tilt wheel, power steering, and more.

|                          |   |
|--------------------------|---|
| 2 DR MSRP \$12,035       | 4 DR MSRP \$12,690                        |
| DR CARR Savings -3,040   | DR CARR Savings -3,895                    |
| #5077 #5023 #5027 #5021  | #5402 #5119 #5181 #5146 #5684 #5220 #5144 |
| Sale Price <b>\$8995</b> | Sale Price <b>\$8995</b>                  |

OR LEASE OPTION FOR 24 MONTHS  
\$150 DOWN & \$150 PER MONTH.  
TOTAL OF PAYMENTS \$3600



#### 1993 ALTAMA XE

2.4 ltr 16 valve DOHC engine, 5 speed, power steering, power disc brakes, 4 wheel independent suspension, tachometer, tilt wheel, defogger, air bag, child proof locks, tinted glass.

LIST \$14,339  
SAVE -3,344  
SALE PRICE **\$10,995**

OR LEASE OPTION FOR 24 MONTHS  
AT \$229 DOWN & \$229 PER MO.  
TOTAL OF PAYMENTS \$5495



#### 1993 ALTAMA GXE

Loaded luxury Sdn 2.4 16 valve DOHC 150 HP engine, power steering, power disc brakes, 4 wheel independent suspension, air bag, tilt wheel, upgraded luxury interior trim with walnut applique rear window defogger, tachometer, power windows, power locks, air conditioning, electronic AM/FM cassette with power antenna. Spci GXE option package, control and more.

14 AT THIS PRICE  
SALE PRICE **\$13,995**

#### 5 SPEED OR AUTOMATIC

OR LEASE OPTION FOR 24 MONTHS  
AT \$699 DOWN & \$249 PER MO.  
TOTAL OF PAYMENTS \$5976

#### 1993 PATHFINDER XE 4 DR 4x4



5 SPEED MANUAL OR AUTOMATIC  
CARR List \$22,785  
Savings -5,000  
SALE PRICE **\$17,785**

22 IN STOCK  
7 AT THIS PRICE

OR LEASE OPTION FOR 24 MONTHS  
\$699 DOWN & \$299 PER MONTH.  
TOTAL OF PAYMENTS \$7176

## FINAL 1992 CLEARANCE SALE OF ALL CHEVROLETS

### New Program And Demonstrators



#### 1992 CORSICA

V6, ABS, Brakes, Air Bag, Air Conditioning, PW, PL, tilt, AM/FM, rear defogger, delay wipers, some with tu-tone & alloy wheels.

LIST PRICE NEW ..... \$15,295  
SAVE ..... -6,300  
SALE PRICE **\$8,995**

8 AT THIS PRICE

All like #E1100

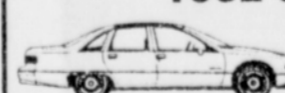
#### 1992 CAMARO COUPE



- Automatic
- Air conditioning
- Power steering
- Power disc brakes
- AM/FM cassette

LIST PRICE NEW .... \$15,110  
SAVE ..... -4,115  
SALE PRICE **\$10,995**

#### 1992 CAPRICE



V8 automatic trans, power windows, power locks, wire wheel covers, air conditioning, tilt, cruise, rear defogger, 2-tone paint, & more!  
#3268, #1099, #1000

LIST PRICE NEW .... \$19,455  
SAVE ..... -7,460  
SALE PRICE **\$11,995**

3 AT THIS PRICE

#### 1992 LUMINA EURO 4 DR

3.1 V6, Air conditioning, Tilt wheel, Cruise control, Power steering, Power disc brakes, Air bag, AM-FM stereo, ABS brakes, Power windows.

LIST PRICE NEW ... \$18,564  
SAVE ..... -6,000  
SALE PRICE **\$11,995**



#1303, #1292, #1298

#### 1992 S-10 BLAZER 4X4

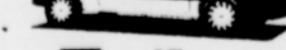
- 4.3 V6 Automatic Trans • Tahoe Package #3
- Air conditioning • Power tailgate
- Rear defogger • Roof rack
- Power windows/locks
- AM/FM stereo cassette
- Cruise control • Tilt wheel
- Alloy wheels • Tinted glass • FFD

LIST PRICE NEW ..... \$22,492  
SAVE ..... -4,500  
SALE PRICE **\$17,995**



#1294

#### 1993 GEO METRO



7 AT THIS PRICE  
SALE PRICE **\$5295**  
After '9300 Factory Rebate and '400 GMAC first time buyer rebate.  
#5187, #5188, #5191, #5214, #5215, #5189, #5190

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