

# Leasing Makes Cars Affordable, But...

At last, your dream has come true! Your friendly car dealer just handed you the keys to a beautiful, low-lying sports car and you're the envy of nearly everyone in town. Heads will turn as you drive down the street and those folks all wonder where you got that much money to buy such a car. But in reality, you are leasing.

It was so easy to "get into"

the car. Just a one or two month's lease payment and a security fee and you are whisking down the street. (The security fee is often refundable.)

Leasing sounds so easy. But, what happens after you've driven the car for three years? The lease was figured on what a car of comparable value would be worth after three years of normal use. You make pay-

ments on the depreciated value of the car. For example, the sports car you might like is worth \$12,000. According to blue book, that car will be worth \$9,000 after three years use, the residual value being \$3,000. After you have leased the car for three years, you have three options. (1) Turn it in which would be the same as a trade-in, (2) sell it to a private party for the amount

of the residual and pay the car company, or (3) keep it yourself and pay the car company the residual. The car is never yours until you pay the residual. So, at the end of three years you would have to pay the \$3,000 one way or another.

Manager of Miller Ford in Madras, Steve Miller, says that the reason for leasing is to "keep cash free to do other things with." But, he has never sold a personal lease, just business leases. Business leases are very good because the cost can be written off completely, he says.

"I have written up many personal leases, but after the figures are on paper, the people usually end up buying." Some of the reasons are that (1) you could lose money if the car is worth less than the residual value, (2) you have no actual equity into the car, even after driving and making monthly payments for three years, (3) it takes a lot of money to pay the residual amount and (4) you have to pay higher liability insurance.

In addition to these drawbacks to leasing, a lease is an expensive proposition to get out of if you want to get out early. The person has to come up with the residual as well as any lease payments that might be owing on the original transaction.

Also, the newly leased car is covered by manufacturers new-car warranty. However, you are expected to cover maintenance expenses such as tune-ups, lube jobs, tires and such. And, as a

leasing client, you are responsible for license fees and insurance costs.

Dennis Story of Thomas Sales and Service feels that personal leases are THE way to go. Story, unlike Miller of Miller Ford, has sold very few business leases. But, since Thomas Sales and Service began using Seattle First National Leasing Company, he has sold more than 80 personal leases.

However, he stated that there are no credit risks taken by "FirstLease". A person has to have a good credit rating." It is advised, for a person's own financial safety, that not more than 30 per cent of their income should be paid out in payments for cars, house and the like.

FirstLease also has a mileage limitation of not more than 18,000 miles per year. If mileage exceeds that amount, the residual payment will fluctuate. Therefore, it is suggested that the lease car not be the only car driven, but be used as a second car.

American consumers are requiring car dealers to offer leasing options now. "Few Americans pay their cars off any more," said Story. "So why not lease?"

All in all, leasing is easy and the initial cash outlay is substantially less than when buying a car. But most people like knowing that they are going to own a car after driving it for three years.

So, dream on about driving and owning that racey sports car.



There are options available when it comes to driving a brand new car. You can lease or you can buy. Which ever way you decide to get that new car, you can be assured that either way will cost you plenty. DLB Photo

## FIRE SEASON UPON US

# FIRES GROW FASTER THAN TREES.



With the warm weather here to stay and more people enjoying the out of doors, it is time to be more careful with fire. Larry Whalawitsa of Fire Control says that it doesn't seem that there is much danger now, but before long the fire danger will be "extremely high".

In 1976 and 1977, there were 95 fires on the reservation which burned a total of 947 acres. Seventy-three of those fires were man-caused, either with campfires, cigarettes or children playing with matches.

Help Smokey the Bear. Be VERY CAREFUL WITH FIRE! And remember, fires grow faster than trees!

## Calendar of Events

- June 2 - Last Day of school for Elementary & High School students
- June 3-4 - Pow Wow Mescalero Apaches, New Mexico
- June 5 - General Council Meeting at Agency Longhouse - 6:30 p.m.
- June 9 - Last Day of School for Headstart students
- June 9-11 - Pow Wow Portland, Oregon
- Pow Wow Merced, California
- Pow Wow Albuquerque, New Mexico
- Wow Wow & All Indian Rodeo in White Swan, Washington
- June 10-11 - Central Oregon High School Rodeo in Madras, Oregon.
- Sisters Open Rodeo in Sisters, Oregon

## Whats Happening

### Picnic Planned

At their first meeting for this year the employee picnic planning committee has set the date of July 20th, this year's social gathering. The function will give the new employees the opportunity to be recognized and also meet the other tribal employees. This year's occasion will begin Thursday at 6 p.m. at the Community Center Park Recreation area.

There will be plenty of entertainment, games, and prizes galore. There have been volunteers to serve on this year's committee's, Orthelia Miller will head the entertainment committee, Don Maxwell will head the set up committee, Jean Green will handle the food and beverage committee, and the personnel department will take care of the publicity committee.

Each committee is open for any suggestions to make this year's picnic a bigger and better one, and mentioned there are going to be good ole' fashioned

fun type games for everybody to participate in. Other activities are on the drawing board to highlight the event.

### State Wide Water Studies

After a completion of a study in the Rogue River basin, the Institute for Policy Studies and the Legislative Water Policy Task Force are co-sponsoring a series of water issue forums periodically throughout the state. The next forum is scheduled for June 6th, in Madras, and will focus on the Deschutes River Basin. This will include committee hearings, incorporate expert testimony and citizen input. A local legislature will chair each forum.

Each forum will be videotaped and edited for presentation to the Legislature during the next session. The Institute staff will be contacting various offices soon to give detailed information on the Deschutes River Issue Forum.

### Events On Memorial Day Week-End

There were activities to everyone's taste during the three day weekend. If one liked rodeo's, there were several around the northwest. Local rodeo participants, spectators went in several directions to either compete or observe the exciting event.

Bowling tournaments drew several local residents as this year's State Tournament was held at Coos Bay. Local teams qualified to enter the event, however all didn't do so well.

Camping and boating, another popular past time, drew many to the lakes and beaches for relaxation, water skiing and fishing. As each day ended everyone settled around the campfire and the air was filled with the aroma of bar-b-que hamburgers and hotdogs.

For the eager beavers some spent the week-end working on upcoming projects.



Spillyay's Cynthia Stowell, photographic specialist and feature writer, has been working so hard lately that she appears to have developed a growth on her face that looks suspiciously like a Nikkormat Camera. She took a two-week vacation to have it removed.