

AS I SEE IT

by Virginia Brooks Brewster

"New Cars", buying one is like buying a used car. You should still form some idea of what you want and need before you start looking around. Shop and compare prices at different dealerships. Check and test drive a car very carefully before deciding to buy it. As always, be cautious when the time comes to sign the papers.

When shopping for a new car, you're dealing with fewer variables; the same model car with the same equipment should cost pretty much the same no matter who is selling it since all dealers pay the same wholesale price for it. So when you shop, consider such factors as: Who is offering you the best deal? How convenient is the dealership in-case you have to return the car for service? What is the dealership's reputation? You might ask people who have traded there previously what their experiences have been.

Also, decide whether you want a car ordered from the factory according to your exact specifications or delivered immediately off the dealer's lot. If you are choosy about color and options and can't find a car that comes close to your preference any where, you can have the dealer special order your car from the factory, up until about May or June of the model year.

Another alternative, if you can't find the car you want in the dealer's inventory, is to ask the dealer to locate a similar car from another dealer, buy it for you and deliver it to you himself. Sometimes this service can save a great deal of time, money and inconvenience, but you may find the dealer increases his markup a little to cover his time and expenses.

If you are looking for a common type of car, such as a two-door hardtop with automatic transmission, power steering and brakes, air conditioning, a radio and a couple of trim items such as whitewall tires and protective body molding, you can probably find what you want right on the dealers lot. There shouldn't be any appreciable difference in the price between an ordered car and one picked out of stock.

Demos, etc. In addition to new cars, the salesman may ask you to consider a demonstrator, a former driver education vehicle or a factory executive car. A demonstrator, "demo", is a car driven for the personal use of a salesman or some other dealer executive, as well as demonstrated to customers. Demonstrators are not strictly "new", although they should not have been titled previously.

Such cars can have up to several thousand miles on them and usually sell for modest discounts. If you consider one of these cars, compare the cost to a new car with the same equipment in order to judge whether the discount outweighs the disadvantage of prior usage. Also, be sure to get a written statement of warranty coverage before signing the papers.

Check new cars, too. Once you have selected a car, inspect and test drive it. One man who purchased a new \$8,000 luxury car of the showroom floor later discovered it had approximately \$1,600 worth of defects. The paint was mismatched, the door and body panels were misaligned, the sunroof wouldn't work, the moldings were falling off and the trunk had six inches of water the first time it rained. The car apparently had been previously damaged and repaired without the knowledge of the consumer or dealer. The repair job was very poorly done.

New cars coming off the assembly line can get damaged at the factory. They also have been known to fall off new car transport carriers on the way to dealerships. They can get hit while parked on the dealer's lot or during customer test drives.

In one case, a light pole fell on a demonstrator crushing the roof. The people who bought the car after it was repaired never found out. Look the car over very carefully for this type of predelivery damage.

Check the mileage on the odometer. The Federal Trade Commission says a new car should not have more mileage than the minimum necessary to deliver it to the dealer and display it to customers. Ask the salesman about it if the mileage appears excessive.

FINAL RITES

Friends and relatives of Sim Ellis who departed this life Sunday, September 2, at his home in Las Vegas, gathered to pay their final respects at the Palm Chapel, Saturday, September 8 at 1:00 p.m.

Solos were rendered by Sister Loyce Hall. Mack Payne made a few brief but eloquent remarks about his friend and Mrs. Rosie Smith read the obituary. Rev. N. Whitney delivered the Eulogy.

Ellis was a native of Lake Providence, Louisiana and moved from St. Louis, Missouri to Las Vegas in 1954. Since 1966 he held the position as Assistant Superintendent of Public Areas at Caesar's Palace Hotel.

He leaves to mourn his wife, Bernice, one daughter, Janice, one son, Eugene, two great aunts, Annie and Drucilla Banks of St. Louis, three aunts, Kinese and Annie Mae Davis and Edna Heckard, all of Las Vegas. Also three uncles, Williams Logan and Freddie Moten, both of Las Vegas and Albert Moten of St. Louis, Mo., three stepsons, five stepdaughters, 14 grandchildren and a host of relatives and friends.

Funeral services were held for Tillman Owens, Sr., Tuesday, September 4 at Pilgrim Rest Baptist Church with several local ministers participating in the last rites of the local churchman, noted for his fidelity to the Church. Rev. J.S. Jefferson delivered the Eulogy.

Brother Tillman Owens, Sr., was born in 1913 in St. Joseph, La. At an early age he became a member of the Gold Bell Baptist Church, pastored by the Rev. Scott in St. Joseph. Later he became a member of the Union Baptist Church No. 2 in Tallulah, Louisiana.

In 1962 he moved his family to Las Vegas and became a member of the Pilgrim Rest Baptist Church, pastored by the late Rev. E.C. Kline.

Left to mourn his loss are a devoted wife, Atlanta Owens, six daughters, Rosie Smith, Gloria Owens,

Atlanta Wines, Wealttia, Margaret, and Wilma Owens, all of North Las Vegas. Also bereaved are three sons, Robert Owens of California, Tillman Jr., & William Owens, both of North Las Vegas; one sister, Earnestine Dukes of Las Vegas; one brother, Murray Newton of Tallulah, La., thirty grandchildren, one great grandchild, and many other relatives and friends.

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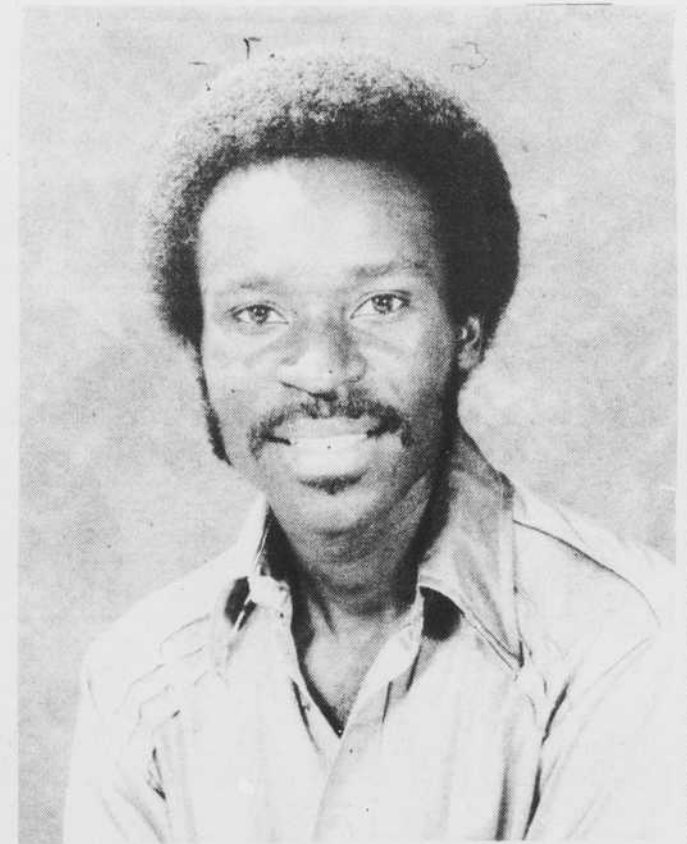
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