



It Goes On and On...

For More Knowledgeable New Car Buyers

Down the street from these offices was the New York auto show. And you could hear those shiny new beauties just-a-humming! The makers' people were here from Michigan. And the local area car dealers' people were here, eager to see if any of the visitors were serious. "Here's my card. Come in to see me. I think we can work out a special price...." We're sure that was heard many times.

We hope you have taken advantage of the auto shows that were in or near your area—to get the close-up looks, to get a lot of information and questions answered, and maybe even schedule some test drives.

One of the impressive new kinds of cars there was the Dodge and Plymouth minivans. Good-looking cars. They are worth consideration as a highly versatile family car. They can be garaged just like a family car, parked in downtown spaces like a family car, give better view of the road than other family cars, and are more comfortably spacious than other family cars.

Toyota has one now. Chevrolet and Ford are expected to have their versions in their showrooms sometime this spring.

This column continues to urge new car buying readers to become more knowledgeable about the car you propose to buy. Remember, you and the dealer are about to enter into a long-term relationship. Most of the dealers conduct reputable businesses. But, dealers make deals—with *your* money at stake!

If the purchase is to be financed, can you do better, pay less, at your bank or credit union than financing through the car company? If insurance is involved, should it be yours or theirs? To buy a new car for the first time should and can be an experience that leaves you confident of having made the best buy. There is a paperback book showing new car prices that is worth the three dollars cost to have a good idea of what makes up the final price.

The cars a dealer has he owns. They are his best guess of what you, and others, may want. Buying one of these cars is most likely to be a better deal than his having to order one for you from the factory.

The car industry influences our lives in so many ways directly and indirectly. One

way may be more prominently realized through your state and national officeholders. It seems that some kind of new safety legislation to mandate the use

of seat belts is coming down the pike fast. Several states have such already. We understand that drivers in England are fined \$78 on the spot when caught not

using their seat belts.

Much, much more MONITOR Motoring next month.

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And genuine Mr. Goodwrench good service.

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And because he knows what parts he's most likely to need—he most likely has a good stock on hand. All you have to do is ask for genuine GM Parts—the kind engineered by the same people who helped design your GM car or truck.

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LET'S GET IT TOGETHER... BUCKLE UP.



Mr. Goodwrench

KEEP THAT GREAT GM FEELING WITH GENUINE GM PARTS