## Auto tips

# Saving on insurance

By PATRICK KELLY

Here are a few suggestions on how to save money on your auto insurance policy:

Consider buying collision coverage with higher deductibles. Collision coverage can be reduced about 17 per cent when the deductible is changed from $100 to $200, and going from $50 to $100 deductible for comprehensive could work out to a 20 per cent savings.

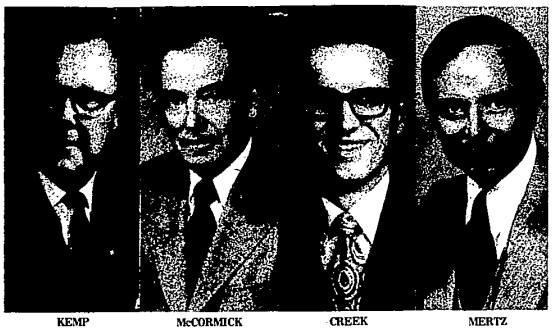
Drop collision insurance entirely on an older car, because regardless of how much coverage you carry, the insurance company will pay only up to the car's "book value."

Investigate special discounts offered by some companies in some states. They are available for young drivers who have completed driver education courses and for those who do well in school.

If you have a good driving record or attend college more than 100 miles from home or are a woman over 30 or a family with two or more cars, check the special discounts.

The lowest premium should not be your only goal. You should consider that you want to get the satisfaction you're entitled to when you make a claim and that your claim will neither increase your premium on the future nor be grounds for cancelling your policy.

If you stay with your present insurance company and have an accident, your company will take your previous record into consideration. If you are getting good service from your present company, making a switch may not be to your advantage in the long run.



KEMP McCORMICK CREEK MERTZ

# Auto people on the move

Kemp

LOUIS KEMP of Bloomfield Hills has retired as assistant divisional comptroller, Chevrolet Motor Division, General Motors Corp.

A native of Baltimore, Maryland, Kemp attended St. John's College in Annapolis, prior to joining Chevrolet on Feb. 20, 1935.

McCormick

JOHN McCORMICK of Birmingham has been appointed director of purchasing for production material-trim for Fisher Body Division of General Motors.

McCormick began his General Motors career in 1950.

Creek

WALLACE CREEK of Bloomfield Hills has been appointed assistant comptroller of Cadillac Motor Car Division.

He began his career in 1950.

Dr. JOSEPH GRAYSON of Bloomfield Hills has been appointed to be assistant medical director of GMC Truck & Coach Division of General Motors.

Mertz

EDWARD MERTZ of Birmingham was appointed assistant chief engineer for Pontiac Motor Division.

Mertz joined General Motors in 1956 with Chevrolet.

## 872 Lincoln

CONTINENTAL, 1974, 2 door, fully loaded, excellent condition. Desert Sand Beige. Real sharp. Executive owned. Must sell $3850. 358-1811

CONTINENTAL, 1975, Mark IV, moon roof, loaded, 24,000 miles. Best offer. Must sell 535-9933

CONTINENTAL, 1973, full power, FM stereo, air, 4 door, 42,000 miles. 476-7934

CONTINENTAL, 1977, 4 door town car, Bill Blass customized, loaded and mint, 3000 miles, plus warranty. 352-6778

LINCOLNS & MARKS A desirable selection with full equipment - options from $2295. Start the New Year right and save. DUSSEAU LINCOLN-MERCURY. 31625 GRAND RIVER 474-3342

LINCOLN TOWN CAR, 1975. Two door, power seats, power windows, power antenna, stereo, cruise control. $5,295. North Bros. 421-1376

MARK IV 1972, copper metallic, all leather interior, loaded. Excellent condition $3,800 474-2347

MARK IV, 1974 Black with red velour, 38,000 miles. Absolutely beautiful. North Bros 421-1376

MARK IV 1973 executive car. $6250 Must sell 682-1288

MARK IV, 1975, blue, loaded, new transmission, minor body work needed. Steal at $3500 855-1529

TOWN CAR 1976, Coach roof, full power, triple dark blue, leather seats, twin controls, am-fm stereo with 8 track quad, low mileage, excellent condition, $6,600 477-6817

## 874 Mercury

CAPRI II 1974, excellent condition, 4 cylinder, 4 speed, air, $2,400. After 6PM. 641-7887

CAPRI 1972, 58,000 miles, excellent condition, no rust, $950 or best offer 732-6598

COLONY PARK wagon, 1975, well equipped, well maintained, excellent condition. $2995 525-4227

COMET 1971, vinyl roof, rear defrost, 3 speed, new brakes, runs well, $760. 464-3915

COMET 1975, 4-door Automatic, power steering, AM-FM, vinyl top and More. $1,995 558-2455

COMET, 1976, power steering & brakes, 2 door, low mileage, like new, many extras 474-6655

COUGAR XR7, 1977, cream with carmel interior, power steering, power brakes, air, AM-FM stereo, rear window defroster, Decor group. $5295. 349-6533

COUGAR 1975, 27,000 miles, power brakes, steering, air, power windows. Excellent condition. $3,600 Days. 643-2344

COUGAR, 1977 4 door, air, 8 cylinder, automatic, power steering, & brakes, radio, steel belted radials, vinyl top and trim & interior. 13,000 miles. Like new. $4395. Bill Brown Ford, 35000 Plymouth Rd 421-7000

LEO CALHOUN FORD SAVES YOU MONEY ON ALL HIS NEW OR USED CARS & TRUCKS 41001 Plymouth R. 453-1100

## 874 Mercury

MARQUIS BROUGHAM 1974, 2 door, am-fm stereo, air, 12,000 miles, excellent condition, $3100 After 6 pm 535-2962

MARQUIS BROUGHAM 1974, full power, good condition, asking $1750. 455-4440 After 6PM. 421-5293

MERCURY COLONY PARK, 1974, Wagon, stereo, 30,000 miles. $4,195. North Bros. 421-1376

MERCURY COMET, 1974, 2 door, economy 6 cylinder, automatic, deluxe trim $995. Jack Demmer Ford 721-2600

MERCURY CUSTOM 1973, 4 door, power steering, brakes, air, AM-FM cassette, white, blue vinyl roof, good transportation. $850 643-0676

MERCURY GRAN MARQUIS, 1976 Power windows, power steering, cruise control $4,695. North Bros. 421-1376

MERCURY MONTEGO MX, 1975. 2 door, air, automatic, vinyl roof, 351 engine, automatic, power steering, power brakes, radio, white walls, 30,000 miles $2,895. Bill Brown Ford, 35000 Plymouth Rd 421-7000

MERCURY 1952 Standard stick shift, flat head 8, body very good condition, clutch needs repair. Call after 6PM. 522-4899

MERCURY 1973 Montego, power steering/brakes, air, rear defroster, am-fm stereo. $1050 722-0142

MONARCH GHIA, 1975 4 door, air, am-fm stereo, velour luxury interior, power windows, steering and brakes. Tinted glass, 302 - 8 cylinder, automatic, white walls, 22,000 miles. Really sharp. $2,995. Bill Brown Ford, 35000 Plymouth Rd 421-7000

## 874 Mercury

MERCURY MONARCH, 1975 Air conditioning, power steering, power brakes. $2,595 SOUTHFIELD DODGE 354-6600

MONARCH 1976, 2 door, 6 cylinder, automatic, am, power steering, brakes, air, $3,350 Evenings, 397-2543

MONARCH, 1977, 2 door, white landau top, full power, AM radio, 17,000 miles, 6 cylinder, showroom new. Must sell. $3250 358-1811

MONARCH, 1978, 2 door, 6 cylinder, automatic, power steering, radio, white walls. $2,995. Bill Brown Ford, 35000 Plymouth Rd. 421-7000

MONTEGO 1972 Brougham Air, AM-FM, power steering, power brakes, 20,000 miles. Excellent condition $1,600 firm. 292-7781, 261-6059

MONTEGO 1973, air, stereo, $1,400 455-6890

MONTEREY 1971. Good condition, steel belted radials, new starting system $900 After 3PM. 531-8116

STATION WAGON, 1969, stereo, new brakes & tune-up, good tires, good transportation. Must sell. $375. 655-2067

## 876 Oldsmobile

BRAND NEW CUTLASS SUPREME 2 DOOR Automatic, 260 V8, air, power steering & brakes, tinted glass, radio, side moldings, sport side view mirror, super stock wheels, steel belted radials, floor mats. $5440. Stock #716. GLASSMAN OLDS Telegraph, S. of 12 Mile 354-3300

## 876 Oldsmobile

BEFORE YOU BUY SEE SUBURBAN OLDS For Metropolitan Detroit's Largest Inventory of 1976 and 1977 Oldsmobiles Troy Motor Mall Birmingham-Bloomfield Hills 643-0070

CUSTOM CRUISER 1977. Silver, 9 passenger Air, extras 642-8093

CUSTOM CRUISER, 1977, 9 passenger wagon, all power options. Many extras $5,950 335-0660

CUSTOM CRUISER 1977, 9 passenger wagon, excellent condition. Woodgrain, cruise, power locks, etc. $5,600. 689-8310

CUTLASS Supreme Brougham, 1977, air, power steering, power brakes, AM FM stereo, deluxe interior and more, asking $5,500. Call anytime 881-2915

CUTLASS SUPREME 1976, excellent condition, low mileage, power brakes & power steering, rear speakers, small V6 engine, $3350. 459-1867

CUTLASS SUPREME 88 - 1977, triple black, tilt wheel, power brakes, steering, deluxe wire wheel covers, steel radials, stereo, full speakers, mint condition. After 3:30 PM 478-6652

## 876 Oldsmobile

CUTLASS Supreme Brougham 1976, 15,000 miles, loaded, blue with white vinyl top, factory wheels. Best offer. 453-8830

CUTLASS SUPREME, 1977 Brougham, loaded, $5250. 476-5628

CUTLASS SUPREME 1977, loaded with extras, excellent condition. $6500. 535-0614

CUTLASS S, 1974. Air, gold, with white opera roof, road wheels, 1 owner. $2,877. DUSSEAU LINCOLN-MERCURY, 31625 GRAND RIVER 474-3342

CUTLASS WAGON, 1975, Excellent Condition. Very low mileage, AM-FM stereo tape, cruise, luggage rack, power steering, brakes, air, tinted glass, rust proof. $3,975. 855-2842

CUTLASS WAGON - 1971, power steering, brakes, air, tilt, radio, snows, Good condition, $900. 476-6345

CUTLASS, 1968, power steering & brakes, automatic, $300. 728-5059

CUTLASS 1974, Supreme, Landau Top. Air, stereo, loaded. Light Green. Excellent Condition. $2,800. 349-5056

CUTLASS 1975, power steering, brakes, air, swivel bucket seats, console, AM-FM. $2,600. 352-0620

DELTA ROYALE 1972, 76,000 miles, some rust, runs great. Vinyl top, power steering, brakes, air, snow tires. $750. After 6 PM. 644-2424

DELTA 88 Royal, 1974, full power, 4 door, hard top, air, tinted glass, cruise, vinyl top, radials, excellent. $2350. 644-6896

DELTA 88 1973, 2 door hardtop, power steering, brakes, air, automatic, garage kept, excellent condition. $1600. 459-3046

OLDS CUTLASS, 1975. Supreme. Air, power steering, power brakes, dark blue, white vinyl interior, low miles. $3177. DUSSEAU LINCOLN-MERCURY, 31625 GRAND RIVER 474-3342

OLDS CUTLASS, 1974 Supreme, Triple black, air, stereo. $2,995. North Bros. 421-1376

OLDS 88, 1977, 4 door, air, Loaded. $4,290. ACTION OLDS 261-6300

OLDS 98, 1974, 4 door. Loaded. $1,995. ACTION OLDS 261-6300

REGENCY, 1974, 2 door, good condition. New radials, all extras. Must sell. After 4 PM 646-7173

REGENCY 98, 1977, 4 door, Every option. Spotless. $4,350 261-6838

ROYALE 1977, 4 door, exceptional value, many options, including CB. Asking $5,700 628-2354

STARFIRE FX - 1977, air, stereo, custom interior, electric rear window deicer, low mileage, V-6, automatic. 422-4800

TORONADO, 1975, Brougham, excellent condition, loaded, 8 track, 33,000 miles $4200 422-8089

VISTA CRUISER, 1977, air, power brakes, steering. Tilt wheel, AM-FM 8 track, power door locks, cruise control, sport wheel. 9800 miles. $5400. 722-0750

## 878 Plymouth

BARRACUDA, 1972. New brakes, shocks, clutch. Needs body repair. $400 425-8722

BARRACUDA 1971, Grand Sport deluxe, air, leather interior, am radio, low mileage, 1 owner, good condition. $1800. Call between noon-5 pm 476-9294

BONNEVILLE BROUGHAM, 1977, 18,000 miles, loaded with options, $5500 or best offer. 478-0978

FURY III, 1973, air, stereo, power brakes & steering, red, black vinyl top. $795. 851-1781

PLYMOUTH ARROW, 1976, 1600cc, 4 speed, 20,000 miles. Ziebarted, $2600 628-8982

PLYMOUTH SAPPARO, 1978, 2,000 miles, $5,495. North Bros. 421-1376

CAMARO LT, 1975. Automatic, air, sharp. Only $2,495. North Bros. 421-1376

PLYMOUTH, 1977 Trailduster, showroom condition, two-tone priced to sell fast. $4,588. SOUTHFIELD DODGE 354-6600

SATELLITE, 1971, 1973 motor, air, radio, power steering, brakes, tires and black, $475. 455-1809

SPORT'S SUBURBAN 1973, 9 passenger, power steering, brakes, air, $1,899 or best offer 879-8250

## 878 Plymouth

VALIANT, 1975. 4 door, 6 cylinder, automatic, power steering, 19,000 actual miles. Feister, 27601 Ford Road at Newburgh, 721-2600, after 6 call 721-5408

VOLARE 1976 Premier, 4 door, wife's car, loaded, low miles, must sell. 354-1294

VOLARE 1976 Premier Wagon, air, power steering, brakes, 6000 seats, many extras. $3,795. 553-7013

## 880 Pontiac

ASTRE COUPE, 1976 $1990. Only 25,000 miles. Air, power steering, radio. Economy special! Art Moran Pontiac-GMC, Telegraph, North of 12 Mile 353-9000

BONNEVILLE BROUGHAM 1977, 4 door luxury car with all extras, including air, Cordova top, red plush interior, like new. $5500. 878-2254

BONNEVILLE, Brougham, 1977, padded landau top, excellent condition, 8,000 miles, must sell. $5500 652-3178

FIREBIRD ESPRIT 1977 Power, air, automatic. Many options. Roof accent. Excellent condition. $5,000 645-2519

FIREBIRD FORMULA - 1977, Yellow, 400 CI, automatic, AM-FM stereo, air. Power brakes, stereo, 5,000 miles. $5,800 or best offer 1-517-546-1686

FIREBIRD FORMULA, 1976. Beautiful firethorn red, console, automatic, air, 3 power, stereo, electric defogger, honey wheels, & MORE!!!! IMMACULATE!!! Art Moran Pontiac-GMC, Telegraph, North of 12 Mile 353-9000

FIREBIRD 1976 Esprit, 350, V8, Air, all power, radials, under 21,000 miles, excellent condition, $4,300. or best offer. Evenings, 338-0297

FIREBIRD 1977, Esprit, GM exec. Power steering, brakes, air, console, $300 miles. $4,650. 651-0396

FIREBIRD, 1976. AM-FM, rustproofed, 8 cylinder, automatic, power, 32,000 miles. $3,695. Bill Brown Ford, 35000 Plymouth Rd. 421-7000

GRAND PRIX 1976, air, power steering, brakes, landau, solitary glass, automatic. $3,900. After 6 PM 464-6815

GRAND PRIX, 1974. Air, stereo, console. Only $2,895. North Bros. 421-1376

GRAN PRIX SJ, 1977, fully equipped, rustproofed, low mileage $5850 981-2915

## 880 Pontiac

GRAND PRIXS, '74s, '77s Great selection, sharp well equipped suburban trades, priced RIGHT. Art Moran Pontiac-GMC, Telegraph, North of 12 Mile 353-9000

GTO - 1970, rebuilt engine and transmission, power steering, brakes, new J-60 tires on rear, great condition, must sell, $950 or best offer 455-5482

LeMANS SPORT 1970, 350 engine, good condition, no air, $800. 626-7295, after 6 pm 559-3614

LEMANS 1971, am-fm stereo, power steering, brakes, air, very good condition. $900 437-1397

LeMANS, 1973, power steering, brakes, automatic, locks, windows, 62,000 miles, air. Best offer. 569-7516

PONTIAC ASTRE, 1976 Air $2,495. ACTION OLDS 261-6300

PONTIAC GRAND PRIX, 1976 Air, automatic, power. $4,195. BOB JEANNOTTE PONTIAC. 453-2500

PONTIAC LeMANS, 1975. 2 door, automatic. $2,495. ACTION OLDS 261-6300

RED 1977 Trans Am, excellent condition, $6,000. Under warranty. 476-8543

SUNBIRD, 1977, Hatchback, V-6 automatic, power steering, power brakes, body side moldings, tinted glass, sport wheels, custom interior, AM radio. $4,600. After 4 PM 459-7868

SUNBIRD 1977, 4 speed, power steering, am-fm radio, $2800. After 4 pm. 433-0278

SUNBIRD 1977, 17,000 miles, V6, AM-FM $3,700 459-2271

TRANS AM, 1977, loaded, 3,600 miles, warranty, Best offer. 352-4797

TRANS AM, 1977, all power, AM-FM stereo, air, rear defroster, Hood Decal, Warranty, Excellent condition. $5,600 642-3341

TRANS AM 1977, automatic, air, defroster, stereo,cassette, custom interior, many extras $5,700. After 5. 560-2829

VENTURA 1973, Power steering, power brakes, AM-FM, rear defogger. 54,000 miles. Good condition. 427-9722

## 884 Volkswagen

VW, 1963 Good Condition. 43,000 miles $450 Call: 652-6268

VW, 1971, Regular Beetle, stick, original owner, $650. Call after 5 PM 522-3302

## 884 Volkswagen

VW 1971 Super Beetle. New Radials, good condition, asking $1050. After 6PM. 645-0024

VW 1977 Scirocco, air conditioned, am-fm, 4 speed, 13,000 miles $3600. 659-2778

RABBIT, 1975, stereo, Michelen Radials, 32,000 miles, 1 owner, excellent condition. $2300. Call evenings & weekends. 645-0285

SCIROCCO - 1975, Green, 4 speed, AM-FM 8 track stereo, $3300 or best offer 435-0234

## 884 Volkswagen

VOLKSWAGEN 1973, Sun Roof, 36,829 miles, am-fm stereo, good shape. $2,750. Call after 5 PM, 357-5439

VW'S WANTED TOP DOLLAR PAID! IMMEDIATE CASH! TOM SULLIVAN VOLKSWAGEN OPEN SATURDAY 25400 W. 8Mile 533-6900

We are pleased to announce the appointment of JACK SELLICK to our sales staff. JACK has been an active member of the community for several years and enjoys helping people within the community. JACK is a member of Ford's Professional Sales Counselors and has achieved this recognition by giving his customers excellent personalized attention along with the best deal possible on a new Ford. See JACK SELLICK at TURNER FORD when you're ready to purchase your next car or truck.

FORD PUTS IT ON WHEELS...

TURNER FORD GIVES BETTER DEALS!

Maple at Coolidge In the Somerset Area 643-7500

## TOWN & COUNTRY DODGE

1. DODGE B-200 VAN, 1977, Automatic, power steering, power brakes. $4195
2. CHARGER, 1972, Red, white..... $1995

77 CAMARO LT
AM-FM, 8 track - air, automatic transmission, ziebarted, etc.....$5295

3. FORD LTD, 1975, 4 door, clean.....$2650
4. VEGA, 1976, Clean ..... $1995
5. MAVERICK, 1976, 6 cylinder, automatic. $2995

JOHN CUETER'S TOWN & COUNTRY DODGE 9 MILE & GRAND RIVER FARMINGTON • 474-6750

## BOB SAKS Presents FEBRUARY SPECIALS

NEW 1978 TORONADO
6 way power seats, TEMPMATIC AIR, power door locks, power trunk, floor mats, door guards, electric rear defogger, remote control mirror (left and right), cruise control, tilt wheel, white side wall steel belted radials, AM FM stereo, 8 track, power antenna, custom leather interior, convenience group, custom padded landau roof, Stock No. 854. WAS $10,525
NOW ONLY.....$8,532

| | | |
|---|---|---|
| New 1978 OLDSMOBILE STARFIRE FROM $3711 | New 1978 OLDSMOBILE CUTLASS SALON BROUGHAM COUPE FROM $4206 | New 1978 OLDSMOBILE DELTA 88 SEDAN FROM $4763 |
| NEW 1978 OMEGA COUPE FROM $3764 | New 1978 OLDSMOBILE CUTLASS SALON BROUGHAM SEDAN FROM $4289 | New 1978 OLDSMOBILE DELTA 88 ROYAL COUPE FROM $4881 |
| New 1978 OLDSMOBILE OMEGA HATCHBACK COUPE FROM $3907 | New 1978 OLDSMOBILE CUTLASS SUPREME COUPE FROM $4327 | New 1978 OLDSMOBILE DELTA 88 ROYALE COUPE SEDAN FROM $4961 |
| New 1978 OLDSMOBILE OMEGA BROUGHAM COUPE FROM $3943 | New 1978 OLDSMOBILE CUTLASS SUPREME BROUGHAM FROM $4663 | New 1978 OLDSMOBILE CUSTOM CRUISER FROM $5375 |
| New 1978 OLDSMOBILE CUTLASS SALON COUPE FROM $3967 | New 1978 OLDSMOBILE CUTLASS CALAIS FROM $4621 | New 1978 OLDSMOBILE 98 LUXURY COUPE FROM $5828 |
| New 1978 OLDSMOBILE CUTLASS SALON FROM $4069 | New 1978 OLDSMOBILE DELTA 88 COUPE FROM $4702 | New 1978 OLDSMOBILE 98 REGENCY COUPE FROM $6111 |

ORDER ANY OF THESE TODAY OR PICK FROM OVER 450 NEW OLDSMOBILES IN OUR INVENTORY NOW!

36 1977 DEMOS AND NEW OLDSMOBILES LEFT TO CHOOSE FROM
DRASTICALLY REDUCED!

Example NEW 1977 OLDSMOBILE 98 LUXURY COUPE
6 way power seat, AIR CONDITIONING, tinted glass, floor mats, front and rear door guards, cruise control, tilt wheel, AM-FM stereo, white wall steel belted radials, convenience group, custom padded landau roof. Stock #1727
WAS $8237
REDUCED TO.....$5999

## Red Tag Sale

Cadillac

America's #1 Luxury Automobile Now At ...

Huge SAVINGS!

- All Models Red Tag Sale Priced
- Best Prices Anywhere — Anytime
- We Need Trades
- Easy to Locate (End of Northwestern Hwy.)
- Easy to Deal with (We'll Deal Now)
- Deal with your Neighbor

AUDETTE CADILLAC
7100 ORCHARD LAKE ROAD
(BETWEEN 14 AND 15 MILE ROADS)
WEST BLOOMFIELD

GM QUALITY SERVICE/PARTS GM GENERAL MOTORS PARTS DIVISION 851-7200

AUDETTE EVENTUALLY WHY NOT NOW!

## DETROIT AUTO SHOW

COMES TO TURNER FORD

SPECIAL PURCHASE

Turner Ford has just received several 1978 Fords from the recently concluded Auto Show. These beautiful models are on display on our showroom floor now. If you missed the new Fords at Cobo Hall, see them today at Turner Ford.

1978 LTD 2 Door Hardtop
as low as $449 DOWN
$1144.97 month
11.00 APR. Total note $5494.98 plus tax & plates 48 months
from $4749

1978 FAIRMONT
4 door, standard factory equipment, white side walls, AM radio.
$3634
$334 down, financing $3300 for 48 months, 11.0% A.P.R. includes credit life, total note $4217.08
$87.85/month

Automatic, 302 V-8, power steering, power disc brakes, white side wall radials, AM radio, body side moldings, full wheel covers.

FORD PUTS IT ON WHEELS...

TURNER FORD GIVES BETTER DEALS!

Maple at Coolidge In the Somerset Area 643-7500

LEO CALHOUN FORD SAVES YOU MONEY ON ALL HIS NEW OR USED CARS & TRUCKS 41001 Plymouth R. 453-1100

NOBODY IN THE WORLD SELLS MORE AMERICAN MOTORS CARS THAN GREENFIELD AMC/JEEP

## GREENFIELD AMC/JEEP

THE AMERICAN MOTORS KING SAYS: "I don't care where you've been or what you've been offered on any car—don't sign any order with any dealer until you see our deal!"

13600 GREENFIELD AT SCHOOLCRAFT 837-8200

BUY DIRECT AND SAVE

The Toughest 4-Letter Word on Wheels JEEP Joins the Toughest Competition in the World

O&E