How car dealers feel about lifting of trade restrictions

Even though 1985 is almost here, several local car dealers fear that George Orwell's 'Big Brother' from the novel '1984' may establish additional hours for Detroit area auto

The dealers were reacting to a Federal Trade Commission suit that

The majority of Detroit-area dealer-ships are open Monday and Thursday nights in addition to normal weekday hours but have no weekend hours. Most car sellers in other major cities have weekend hours.

The major controversy surrounds opening on Saturdays, a practice that spend on Saturdays, a practice that shas met with picketing and violence in the past.

and Southfield Dodge with John Cini.
Salespeople from other dealerships, sometimes as many as 200, picketed Tel-Twelve AMC and damaged both dealerships by breaking windows, Loper said.

BUT EVEN WITH the property dam-age and picketing, Lopez said the FTC

action is unneccessary.

The caught in between because I have a many in between because I have a deal of the latter of the latte

died." Martin "Hoot" McInerney of Star Lincoln-Mercury, Southfield, Oakland Dodge, Madison Heights, Town and Country Dodge, Farmington, and other area dealerahips said the FTC action is "stupid."

"I'M ASTOUNDED THAT the government can get involved and order people to work," he said. "Is this Big Brother coming in?" McInerrey, who is named in the suit, also said it was fronte that dealers are named in the suit because they are not the ones causing the damage or picketing.

ing.

"The complaints have not been that dealers are breaking windows or threatening people. We're not restriction to the control of the cont

ing trade."

The dealer said his showrooms are not open on weekends because his

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salespeople do not want to work the ex-tra hours. The FTC action, he said, could result in the creation of a sales

could result in the creation of a sales union.

This may cause salesmen to minorize, and every three years they will want more movey and you know who pays in the end," he said, "If common sense prevails, this will be thrown out. The part of the p

vancaum "hit squads."

"The complaint wasn't brought be-cause dealers don't want to be open on Saturday," she said. "It's just the oppo-site. Dealerships that want to open have been restricted. There's no ques-tion there's restrictive trade and that hit squads are illegal.
"The other part of the

hit squads are illegal.

"The other part of the complaint says that for those cited, one requirement is to stay open on Saturdays. That's punishment for the illegal actions they've taken in the past."

Her dealerahlp, which was not named in the suit, was picketed several times by said.

named in the sult, was picketed several times by salespersons from other dealers when it tried to open Saturdays, Fuller said.

But McInerney said the violence can be handled by better law enforcement and not through federal requirements. In addition, he said, there are many other businesses not open on Saturdays.

"It's ironic that when we called the FTC in Washington on Saturdays of find out more information, the taped message said no one was there. The office was closed."

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These 2 car dealers split views

When President Ronald Reagan met rith Japanese Prime Minister asuhiro Nakasone on Wednesday, the wo leaders falled to reach an agree-cent concerning import car restric-

That news is not what Bob Page of Page Toyota in Southfield or Mike Aberlich of Southfield-based American

Abering in southern-based minerical Motors wanted to hear.

These two men are on opposite sides of the import quotas argument which has restricted the number of Japanese cars imported into America since April

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1981. The agreement between the two countries expires in March.

"No. I don't think they should be extended, "Page said. "We're on a level playground right now, let's go att." "That creates a situation in which the cars are hard to get and expensive to buy, he said.

"We have trained to manager of government communications." "We are starting to see the fruits of voluntary restraints, with restraints, we have been able to hold our own in the small, and the was prior to the restraints. "Before the government enacted restraints, Page said his dealership sold car market."

car market."

White against the restraints, Page said the quotes have provided a mixed blessing for his dealership.

From a consumers' point of view, it's bad. The demand is out there but the

"You are What You Eat," a dicti-tian's evaluation of special diets and healthy eating for heart patients.

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buy, he said.

"EVERYONE IS essentially paying retail prices for the cars. The consumer is paying a higher profit to the dealer than he was prior to the restraints."

Before the government enacted restraints, Page said his dealership sold 1,000 Toyousa a year. Now, with the limited supply, he said 1984 sales we have a supply to the same gross profit in the new car department by seiling 40 percent fewer cars.

"Life is a little bit carlet for a dealer. We don't have to work as much and we don't have the cars sitting here. In most cases, our cars are presold so our costs are lower.

"But business is more fun when the product is available. It's frustrating when you can't show a car or when the factory runs a sale and you don't have the product.

"When you make up your mind to

factory runs a sale and you don't have the product.

"When you make up your mind to buy a car, you're ready to move. I can't tell you how many returns we have written because the customer got tired of walting for the car."

The restraints have worked, Page asid. The huge profits earned by American auto makers point out that parity has been reached, he said.

"We have the toughest competition today than we have ever had in the small-car market. It is evident they have gotten healthy. Now how healthy do they have to get?"

have gotten healthy. Now now neatury do they have to get?

ABERLICH AGREES that the American industry has gotten healthier, but at least as far as AMC is concerned, there remains a long road ahead.

We have head four consecutive quarters of profitability, but our profits pails in comparison to the others. We have been hurt since we primarily complete in the small-car market.

The restraints should be continued will the Japanese start investing more abertich and, resources in America, Abertich and, resources in America, and the fight direction, but more needs to be done, he said.

In addition to the automotive arguments, Abertich and the balance of trade with Japan and the value of the Japanese yen also contribute to the problem by creating a price advantage for foreign autos.

The cost advantage is pretty substantial. It's estimated at \$1,600 per vehicle. This unfair cost advantage could destroy the U.S. small-car market.

We are moving in the right direction. If restraints drop, we will be moving back in the other direction.

Mall plans antique show

An antique show will come to Tel-Twelve Mall Jan. 17-27. The show of-fers not only a wide variety of antiques and collectibles but also a wide variety of services.

of services.

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will all be available.

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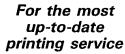
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