VARSITY

LINCOLN • MERCURY IN NOVI

4.8%** A.P.R. On Select Models With Approved Credit

Open Every Saturday 8:30-5:00

NOBODY SELLS FOR LESS!

We always beat any dealer's advertised specials! Just clip the ad & bring it in!

Winter CLOSE-OUT

1996 MYSTIQUE GS 4 DOOR SEDAN

$600** Factory Cash Back

Champagne Clearcoat Metallic, Preferred Equipment Pkg.• Rear Window Defroster • Heated Mirrors •Power Antenna • Man Control Air Conditioning • AM/FM Stereo Radio W/Cassette • 2.0L DOHC 4 cyl. Engine • 5-Speed Manual Transaxle P185/70R14 BSW Tires, Frt/Rear Carpeted Floor Mats. Stock #61300

24 MONTH LEASE

DOWN	/mo.
$2950	$89**
$1950	$136**
$950	$184**
$1	$229**

$89**/per month — $4,907** one payment lease

1996 SABLE GS 4 DR. SEDAN

$1,100** Lease Cash Back

Toreador Red C/C Metallic Saddle Cloth Buckets • Preferred Equipment Pkg. 450A • Group 3 • Speed Control • Floor Mats, Front and Rear • Group 2 • Elec AM/FM Stereo/Cassette • Power Door Locks • 3.0L 6-Cylinder Engine• Automatic Overdrive Trans. Includes $500** Sable Renewal Incentive. Stock # 61172

24 MONTH LEASE

DOWN	/mo.
$2950	$122**
$1950	$168**
$950	$214**
$1	$259**

$122**/per month — $5,504** one payment lease

1996 VILLAGER GS WAGON

$1,000** Lease Cash Back

Toreador Red Clearcoat Met. Graphite cloth, Preferred Equipment Pkg. 961A • DA Trim• Air Conditioning• Front • Electric Rear Window Defrost • Dual Power Mirrors • 7-Passenger Seating • 5-Speed Control• Power Windows/Locks • 3.0L Fuel Injection Engine • 4-Speed Elec. Auto. Transaxle • P205 BSW All-Season Radials • 3.08 Ratio Regular Axle • Flip Open Liftgate Window Block #61444

24 MONTH LEASE

DOWN	/mo.
$2950	$122**
$1950	$168**
$950	$213**
$1	$256**

$122**/per month — $5,314** one payment lease

1996 TRACER 4-DOOR SEDAN

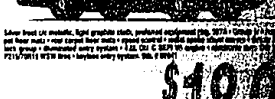
$600 FACTORY CASH BACK**

Granite red clearcoat met, red gray cloth, preferred equipment pkg. 961A • Group 1 • Electric rear window defroster • dual power mirrors • rear window defroster • dual power mirrors • AM/FM Stereo cassette radio • power group • power door locks • 1.8L SOHC 4 cyl. engine • 5-speed manual transaxle • P175/70R13 BSW tires • tinted glass • floor mats • 14" wheel covers • trailer wiring and connections. Stk. # 61171

DOWN	/mo.
$2950	$129**
$1950	$177**
$950	$224**
$1	$268**

$129**/per month

1996 GRAND MARQUIS GS 4 DR SDN



$600** FACTORY CASH BACK

Silver frost tri metallic, light graphite cloth, preferred equipment pkg. 961A • Group 1 • Electric rear window defroster • dual power mirrors • rear window defroster • dual power mirrors • rear carpet floor mats • speed control • wheel covers • trailer towing package • 4.6L SOHC V8 engine • electronic auto O/D trans • dual exhaust • power door locks • power lumbar seat • AM/FM stereo cassette • tilt steering wheel • cruise control • P215/70R15 WSW tires • keyless entry system. Stk. # 61041

PURCHASE FOR $18,9[illegible]

1996 COUGAR XR7 2-DOOR

$600** FACTORY CASH BACK

Alpine green clearcoat met, medium graphite interior, preferred equipment pkg. 961A • Group 1 • Electric rear window defroster • heat floor mats • Cougar group #1 • speed control • tilt steering wheel • cruise control • 4.6L SOHC V8 engine • dual exhaust • power door locks • power lumbar seat • AM/FM stereo cassette • aluminum wheels • power front seats • 3.08 Ratio Rear Axle • Electronic auto O/D trans • P215/70R15 BSW tires • keyless entry system • dual power mirrors • rear window defroster • wrapped steering wheel, tilt steering, cruise control • trailer towing package • 14" wheel covers. Stk. # 61043

24 MONTH LEASE

DOWN	/mo.
$2950	$166**
$1950	$213**
$950	$259**
$1	$303**

$166**/per month

1996 CONTINENTAL

$500** Lease Cash Back

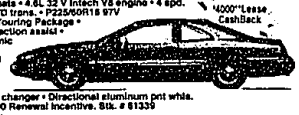
Cypress gold frost c/c met., cypress leather seat surface • 4.6L 32V Intech V8 engine • Electronic auto O/D trans • P225/60R16 BSW Tires • Touring Package • Ford JBL audio system • Traction control • Auto dimming mirror group, aluminum Lux radio and D&P. Includes $500** Renewal Incentive. Stock # 60178

24 MONTH LEASE

DOWN	/mo.
$2950	$299**
$1950	$348**
$950	$392**
$1	$436**

$299**/per month — $6,848** one payment lease

1996 MARK VIII 2 DR.



$1000** Lease CashBack

Dark Baltic Clearcoat Met, Saddle Leather Seats • Front floor mats • 4.6L 32 V Intech V8 engine • 4 spd. electronic O/D trans. • P225/60R16 97V BSW tires • Touring Package • Electronic traction assist • Electrochromic auto dim mirror • Ford JBL audio system • Trunk mounted Cd changer • Directional aluminum pnt whls. Includes $500 Renewal Incentive. Stk. # 61339

24 MONTH LEASE

DOWN	/mo.
$2950	$316**
$1950	$361**
$950	$405**
$1	$447**

$316**/per month — $9,328** one payment lease

1996 TOWN CAR EXECUTIVE 4 DR.

$500** Lease Cash Back

Cordovan • 4.6L EFI V8 engine • Electronic auto O/D trans • P215/70R15 WSW tires • Conventional spare tire • electrochromic auto dim mirror • aluminum spare wheel • leather seating surface T/C. Includes $500** Owner Incentive. Stock # 60179

24 MONTH LEASE

DOWN	/mo.
$2950	$326**
$1950	$370**
$950	$415**
$1	$457**

$326**/per month — $9,648** one payment lease

USED CARS • USED CARS • USED CARS • USED CARS • USED CARS • USED CARS • USED CARS • USED CARS • USED CARS • USED CARS • USED CARS • USED CARS

* 0 DOWN ** 12 MONTHS, 12,000 MILE WARRANTY!!!

TRUCKS, VANS & 4x4's

1994 VILLAGER GS — $15,495
Mocha w/Mocha cloth, auto., air, power windows & locks, tilt & cruise. A little one owner! A real cream puff

1994 EXPLORER 4 DR XLT 4X4 — $17,450
Auto., air, windows, locks, tilt & cruise, rear defrost, cassette stereo. Forest Green w/Mocha cloth, this vehicle is ready for snow or summer fun

1993 E150 STARCRAFT CONVERSION — $15,769
Red w/dk. Charcoal cloth, V8 302, F.fiberglass boards, power sofa bed, 41,000 miles. This van is loaded and ready for that summer vacation!

1993 BRONCO XLT 4X4 — $18,595
Auto., air, power window & locks, tilt & cruise, cassette stereo, 5.0 V8, only 21,000 miles. This truck is in mint condition!

1994 RANGER SUPER CAB SPLASH 4X4 — $14,495
Vibrant Red, auto., 4.0 V6, loaded, hurry the beauty won't last the week at only

1994 F150 XL — $10,985
33,000 miles, Emerald Green w/gray cloth, 5 speed, 6 cylinder, p.s., p.b., stereo cassette, plenty of power w/good gas mileage

1995 F150 4X4 XL — $15,450
Sapphire Blue, 5 speed, air, p.s., p.b., dual tanks, bedliner, 4.9 V6, stereo cassette, read as a pro!

1994 E150 FORD CONVERSION VAN — $16,995
"707" dual air fiberglass boards, TV, stereo, 5.0 V8, 2 tone blue exterior w/blue cloth, 33,000 miles, get ready for vacation!

1993 AEROSTAR XL SPORT — $10,995
Cayman Green w/gray cloth, auto., air, power windows & locks, tilt & cruise, AM/FM cassette stereo, great family wagon, lots of room!

1995 FORD WINDSTAR GL — $15,495
33,000 miles, loaded, 1-life one owner

1992 FORD F150 SUPER CAB XLT — $13,995
44,000 miles, captain chairs, V8, power windows, locks, tilt & cruise, stereo cassette, immaculate condition

1993 F350 CREW CAB DUALLY — $18,988
460 V8, 38,000 miles, auto, air, power windows, locks, tilt & cruise, stereo cassette, Fiberglass cap, chrome wheels, outstanding condition

1993 F350 SUPER CAB DUALLY — $17,475
49,000 miles, auto, loaded, chrome, wheels, 460 V8, impeccable condition, "must see"

1994 F350 CREW CAB DUALLY — $24,500
Turbo diesel 10,000 miles, auto., brite Red, loaded, ready for summer pulling fun

1994 F150 FLARESIDE XLT 4X4 — $17,995
Dark red w/gray cloth, captains chair, low miles, loaded, sharpest one in town!

'LEAP'

Into Savings
During Varsity
Lincoln - Mercury's
Used Car "LEAP YEAR"
SALE!!!

BUDGET PAYMENTS

1992 MERCURY TRACER LTS 4 DR. — $155/mo.
White w/gray interior, ps, pb, air, cruise, rear defrost, sale pats and drives great!

1992 GEO PRIZM 4 DR. — $137/mo.
Auto., air, stereo cassette, economy with PRIZM! Teal w/Gray interior, great pet around car!

1992 RANGER XLT — $159/mo.
Ps, pb, bedliner, AM/FM cassette, aluminum wheels, great for play or work!

1995 MERCURY TRACER — $198/mo.
4 dr., auto., air, power windows & locks, tilt & cruise, dual air bags, cassette stereo, 17,000 pampered miles, drive for only

1994 ESCORT LX 2DR. — $169/mo.
Green w/gray interior, auto., air, w/spoiler and wheels. Only!

1995 MERCURY MYSTIQUE — $219/mo.
Low low, miles, Champagne w/matching cloth, ready to take you to work

1993 FORD THUNDERBIRD LX — $205/mo.
Black, V-6, auto., air, windows, locks, tilt & cruise, ready to cruise

1993 FORD TAURUS LX — $148/mo.
Loaded, a 93 you can't miss!

1994 TEMPO GL — $169/mo.
Red w/Gray interior, lots of options and automatic, low miles and ready to go

$4000 TO $9995

1994 TOPAZ G.S. 4 DR. — $8,995
Silver in color w/Gray cloth, auto., air, windows, locks, tilt & cruise, cassette stereo, only 19,000 miles. Why spend more for less?

1992 SABLE LS 4 DR. — $7,895
Every option available, power moon roof, leather seats, digital dash, AM/FM cassette stereo with CD, 3.8 V6 and much more. Won't last long at this price. Hurry!

$4000 TO $9995

1995 FORD ASPIRE — $7,995
Bright red w/Charcoal cloth, auto., air, ps, pb, rear defrost, stereo, 1-yr/ school drive, only 10,000 pampered miles

1991 TRACER L.T.S 4 DR. — $5,995
5 speed, air, cruise, AM/FM cassette, aluminum wheels, great for school, work or a weekend getaway!

1991 CHEV. CAPRICE 4DR — $8,495
Auto., air, power windows & locks, tilt & cruise, rear defroster, AM/FM cassette, V8, only 54,000 original miles

1992 ESCORT 4 DR LX — $6,350
Auto., air, ps, pb, tilt & cruise, rear defroster, AM/FM cassette, 1 Owner Black cloth, great gas saver

1992 FORD MUSTANG LX — $9995
5.0 V8 engine, auto., air, power windows & locks, tilt & cruise, dual seat, and more, only 36,000 original miles, get ready for spring!

1993 ESCORT LX 4 DR — $7,995
Auto., air, stereo, rear defroster, 19,000 miles, 1-owner, Black w/Gray cloth, This car is in the wrapper!

1992 TEMPO GL 2 DR. — $6,888
Jet Black w/Light Gray cloth, auto., air, cassette, only 31,000 pampered miles, super clean, great transportation. Only

1989 TAURUS S.H.O. — $6,995
Windows, locks, tilt & cruise, 5 speed, cassette stereo, Black w/Gray leather, clean seats, 1-owner, sport car for

1990 GRAND MARQUIS G.S. — $6,995
4.6L, auto., air, power windows, locks & seats, tilt & cruise, rear miles, travel in luxury and stay low on gas, great price

LUXURY, SPORT & MORE

1994 TOWN CAR — $19,495
31,000 miles, Black w/Blue panty leather, nav, air conditioned and more! Only

1995 MUSTANG G.T. — $16,495
5.0 V8 Silver Black, with Gray cloth interior, 5 speed, dual air bags, stereo cassette, 1-owner car at great price!

1994 LINCOLN MARK VIII — $19,995
Black w/Black leather, lux package wheels, sun roof, power antenna phone, power mirrors red and more. Don't lost long at

1994 MUSTANG G.T. CONVERTIBLE — $17,995
5.0 V8, 5 speed, power windows, locks & seats, tilt & cruise, Rally Red with Black & leather and Black top. Summer fun!

1996 SABLE L.S. — $19,995
Midnight Red w/Gray cloth, chrome wheels, loaded with all the options, only 7,000 miles, absolutely pristine!

1995 TOWN CAR SIGNATURE SERIES — $23,995
White w/White leather, all the toys of great savings, come now!

1995 MARK VIII — $25,950
Loaded, V8 dual CD, moon roof, voice activated phone, Caramel White w/Dark leather, chrome wheels and more, shiny and pampered!

1995 CROWN VIC LX — $17,995
Auto., air, power windows, locks & seats, tilt & cruise, digital dash, memory seats, Pearl White w/Titanium cloth, drives like a dream!

1994 CONTINENTAL SIGNATURE — $18,995
Black w/Gray leather, auto, air, tilt, floor shift, power mirrors, plus all the extra's, only 13,000 pampered miles, land a bunder!

1995 CHEV. CAMARO Z28 — $17,995
Loaded, loaded, loaded, 1-owner, leather CD, purple w/Charcoal leather, hot 5.7L V8, ready for summer fun!

1996 MERCURY COUGAR XR7 BROUGHAM — $16,850
V8, power windows, locks & seats, Pearl White w/Gray cloth, only 2,000 miles. This car is brand new!

1995 BMW 325IS — $28,888
Black w/Black leather, no options spared, the car has it all, 16,000 miles, must see and save!

NEW CARS DISCLAIMER:** Plus monthly use tax placed and not included in lease payment and 12,000 miles per year. 12¢ per mile of lease mileage and 12¢ per excess mile at lease end. Based on approved credit. Lessee has option to purchase vehicle at lease end price determined at lease signing. Lessee responsible for payment of security deposit, refundable at lease end, title and applicable taxes. Lease payments are fixed for 24 months. Security deposits are fixed at 1 or least lease payment and are not required. Due to production deadline exact vehicle and price may not be available. Prior sales and leases excluded. See dealer for details on payment availability. Advanced payment on any lease is plus applicable tax, title, plates and destination charges. All rebates to dealer. *All rate financing with approved credit. ** Plus tax, license, destination rebates to dealer & factory carry over. *** See dealer for details on qualifying rebates for the Ford model and payment deferral incentive.

USED CARS DISCLAIMER:* Approved credit plus tax & tags. **60 & 84 - 9.73% APR ≤ 60 mos.; 36 - 10.13% APR ≤ 36 mos.; 51 - 11.66% APR ≤ 60 mos.; 30 - 12.02% APR ≤ 54 mos.; 36 - 12.73% APR ≤ 42 mos.; 36 - 14.73% APR ≤ 42 mos. * Interest rates subject to change, on select models.

GUARANTEED HIGHEST SSS TRADE-IN

MICHIGAN'S "A" PLAN HEADQUARTERS

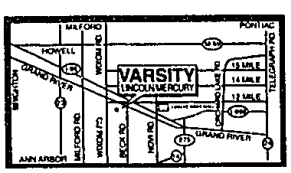
FULL TANK OF GAS WITH EVERY PURCHASE

What A Lincoln Mercury Dealer Should Be!

HRS: Mon & Thurs. 8:30am-9pm
Wed & Fri 8:30am-6pm Sat. 8:30am-5pm

VARSITY

LINCOLN • MERCURY IN NOVI



49251 Grand River at Wixom Rd. • Novi
I-96 - Wixom Rd. Exit • Just 2 Exits West of 12 Oaks Mall

I-96 to Wixom Rd. Exit #159, 1 block south at corner of Grand River and Wixom Rd.

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