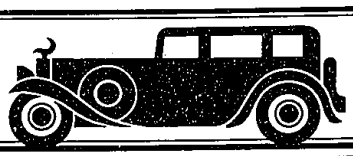
AUTOMOTIVE



828 Jeeps/4 Wheel Drive

EXPLORER 1995 Sport, black, loaded, excellent condition, 29,000 miles, $10,900. 810-620-2719

EXPLORER 1994 Sport, green, sunroof, power windows, locks, cruise, tilt, cassette, aluminum wheels, 27,000 miles, $13,994. DELMER FORD (313) 721-2600

EXPLORER 1992 - XLT Auto., loaded, 44,000 miles. Excellent condition. $14,000/best 810-477-1842

EXPLORER 1992, XLT, 4wd, thive, sharp. TYME does it again, shop our price & compare $8,995. TYME AUTO (313) 455-5566

EXPLORER 1994 XLT, 4x4, automatic, air, cruise, tilt, power windows/locks, aluminum wheels, 32,000 miles, $17,995. DELMER FORD (313) 721-2600

EXPLORER, 1993, XLT, 4x4, loaded, tow package, excellent condition, $14,000/best. 313-464-7896

F-150 FORD XLT 1995 - 4x4, extended cab, all options. (810) 227-5378

FORD 1996 Bronco XLT, loaded, excellent condition, 20K, $24,500. (517)223-9637 or (313)237-0432

FORD 1990 Bronco, Eddie Bauer, 90,000 miles, great condition, $10,700/best. (810) 229-2081

FORD BRONCO 1990 - Eddie Bauer, 4x4, full size, V8, running boards $7000/best. 810-661-0327

FORD 1994 Bronco XLT - loaded, 52,000 miles, $18,500/best offer. Call after 5pm (313) 453-0771

FORD, 1978 Bronco XLT, 4x4, 351, HD suspension, automatic, cruise, power, tilt, $1,900. (313) 425-8044

FORD 1990 Explorer, 4 door, 4x4, Eddie Bauer, leather, 51,000 miles, warranteed, $15,900. HINES PARK LINCOLN MERCURY 313-453-2424

FORD EXPLORER 1991, Eddie Bauer, green CD player, 4x4, 59,000 miles, excellent condition $12,500. (313) 782-9117

FORD EXPLORER - 1994 Limited Edition every option, CD player, 44,000 miles clean. Only $18,200. Call Greg 810-227-3530

FORD 1994 Explorer Sport - 4x2, 50,000 highway miles, dark green, automatic, air, power windows/locks, sunroof, $14,000. (313) 261-4127

FORD 1993 Explorer Sport, 29,000 miles, 4x4 upgraded seats, spotless! $14,900. HINES PARK LINCOLN MERCURY 313-453-2424

FORD 1994 Explorer XLT, 4 door, 21,000 miles, loaded, warm, extras! Excellent $19,500. 313-326-4214

FORD EXPLORER XLT, 1996, 4 x 4, 4 door, fully loaded. Priced right $22,995. OLSON OLDS (313) 261-6000

FORD 1991, extended cab, 4 wheel drive, 8 cylinder, less than 20,000 miles on new engine. $9999. TYME AUTO (313) 455-5566

FORD 1995 F250 H.D. 4x4 XLT 460 V8, automatic, air, power windows/locks, cruise, light bar, chrome wheels. $19,995. DELMER FORD (313) 721-2600

FORD 1997 F150 Lariat 4x4 super cab, 5.4 V8, loaded, 5,000 miles, $28,500/best offer. 313-425-1356

FORD 1996 Flat loaded, Florida extended cab, 351, automatic, $18,000. (313) 729-5015

FORD 1990 F150 XLT - 4x4, 351 automatic, loaded 72,000 miles, sacrifice $12,500. 313-453-1938

828 Jeeps/4 Wheel Drive

FORD 1995 F350 4x4 XLT, 351, automatic, air power windows/locks, cruise, tilt, 18,000 miles, $20,995. DELMER FORD (313) 721-2600

FORD - 1993 Ranger STX. Supercab, V-6, 4 DL, ABS, leather, power locks/windows, cruise, tilt, air, manual, excellent condition $11,800. 810-348-0556

FORD 1991 Ranger XLT, 4x4, sharp! $7995. (810) 333-3000

ALAN Ford

F-150 1982 4x4, 300 cu. in., 6 cylinder, 3 speed w/overdrive, 149,000 miles $2700. (313) 425-3047

F15 4X4 Jimmy, 1992, loaded, very clean, less than 50,000 miles, $11,500. (810) 634-2852

GMC 1988 crew cab, dually, 4x4 new 6.5 L diesel engine, runs great $6500. 810-632-5294

GMC JIMMY 1992 - black, 4x4 loaded, extra sharp & maintained, asking $11,200. 810-633-7331

GMC JIMMY 1987 - 1 owner, 4 WD loaded, runs & looks good. $5,000. Call after 3:30pm (313) 255-8724

GMC 1993 - Jimmy SLT, Black/gray leather, loaded, new tires, 49,000 miles, $14,750. Days, (810) 543-5200. Eves. 313-432-0537

GMC 1992 Jimmy, 4x4, fully loaded, luggage rack, hauling package, excellent condition, 108K highway miles. Asking $11,000. (810)220-0259

GMC YUKON SLT 1996 - 4 door. Loaded. 6,000 miles. Blue/gray leather. $29,900. (313) 454-0945

Grand Cherokee 1994 - Ltd Ready for winter! Showroom new, 25,000 miles, $23,000. 810-661-4365

GRAND CHEROKEE 1994 LTD leather seats, excellent condition, $18,500/best. After 6pm (810) 435-7661

GRAND CHEROKEE 1994 V8 Select-Trac, 4 wheel drive system. Excellent condition, new brakes 40,000 miles. $19,500/best. (810) 534-1568

GRAND CHEROKEE 1993, 4x4, V-8, automatic, all power. Only $16,450. FOX HILLS Chrysler-Plymouth-Jeep-Eagle 313-455-8740 313-961-3171

GRAND CHEROKEE 1993 4x4, V-8, automatic, all power. Only $16,450. FOX HILLS Chrysler-Plymouth-Jeep-Eagle 313-455-8740 313-961-3171

JEEP 1979 - Cherokee 6 cylinder, 3 speed manual, air. Good Hunting vehicle $1800/best 313-730-0113

JEEP 1995 Grand Cherokee Laredo, tan, 23,000 miles, great condition, warranty, $21,000. 810-478-9319

JEEP 1988 Laredo 4x4, 5 speed, 2 door, loaded, very clean, highway miles $5,200. 810-855-4972

JEEP WRANGLER 1995, 17,000 miles, soft top, clean, loaded, $14,500. (810) 855-2232

JEEP 1990 Wrangler 4 WD 4x4 Soft top, 5 speed, 6 cylinder, upgrades. Only 80,000 miles. Excellent. No rust. $7795/best. (517) 521-5726 days

JIMMY 1990 4 door SLE, white, deluxe blue cloth, 4500 miles. Like new $23,200. (810) 475-0962

JIMMY SLE 1996, 4 door, automatic, loaded, 3600 miles, like new, $23,200. (810) 373-5895

828 Jeeps/4 Wheel Drive

JIMMY 1992 SLE 4x4, 4.3 liter V6, like new, loaded. New factory paint. New tires & more. CD player & equalizer. $12,900. (810) 681-1940

MERCURY 1997 MOUNTAINEER, all wheel drive, 4,000 miles, leather, full power, loaded & factory warranty. $28,400/best. (810) 332-8326

MOUNTAINEER 1997, All wheel drive, moonroof, 6 disc, 5,000 miles $27,900. HINES PARK LINCOLN MERCURY 313-453-2424

OLDS BRAVADA 1991, 49,000 Black, leather, running board, alarm, excellent $12,500 (810) 553-3181

OLDSMOBILE BRAVADA - 1991 Gray, 106,000 miles. Great condition. (313) 941-7990

RANGER 1990, extended cab, 4 wheel drive pick-up, clean, no rust, $3999. TYME AUTO (313) 455-5566

RANGER 1995 STX Super Cab - 4x4, air CD, sidebiner, fiberglass cap, hitch. $16,200/best 810 486 4346

RANGER 1994 XLT - Super Cab, 4x4, 5 speed, excellent condition, $14,800. (313) 525-1590

RANGER XLT, 4 x 4, clean, quiet, V-6, 5 speed, cap $2,500. (810) 547-3395

S-10 BLAZER 1987, V-8, automatic, new tires, exhaust, 114,000 miles, $3100/best. (810) 652-4466

SUBURBAN 1994, leather, 4x4, full power! PANIAN CHEVY (810) 355-1000

SUBURBAN 1994 LS, 4 wd, 5.7 liter Vortec V-8, emerald green metallic, tan cloth, loaded, 15,000 miles, $29,900. 810-629-9063

SUBURBAN 2500 SLE - 4x4, loaded, extras! 22,000 miles, Excellent condition! $28,500. After 6 (810) 229-1147

SUBURBAN 1982 - 4 wheel drive, 37,000 miles, automatic, $6500. (313) 722-3800

TAHOE 1995 LS, 4 door, 4x4, white with blue leather. Priced to sell! HARTY FELDMAN Chevrolet Grand River, Novi

WRANGLER 1994, automatic, hard top, extra sharp! Only $11,995. THE BIG STORE! CAMPBELL DODGE 538-1500

WRANGLER 1995, automatic, 4x4 Ready for winter! $11,995. (810) 333-3000

ALAN Ford

WRANGLER LAREDO 1989, black, excellent condition, 58,000 miles, loaded, $10,500 (313) 416-8429

WRANGLER 1993 - Sahara 6 cylinder, automatic, am/fm/cassette, sound bar. $11,800. 810-478-6331

WRANGLER 1991 - 2 tops, 2 sets of doors. Too much to list! Clean! Must see! $8995. (810) 358-1746

830 Sports & Imported

AUDI 5000 CS Quattro, 1987 - all wheel drive, turbo, black w/tan leather, 5 speed, loaded, sunroof, pampered. $5300. (810) 932-2692

AUDI 4000S 1987 - gray, loaded, sunroof, 91,000 miles. Excellent condition $2,995/best. (810) 644-5807

830 Sports & Imported

BMW 1984 - 633CSi: Black, 140,000 miles, 5 speed, cd, moonroof, leather seats, air power, mirrors & locks. Great. $5000/best. (810) 354-2028

BMW 1993 325i, automatic, excellent condition, every option, leather, 12 disc CD, $24,900. (810) 549-5541

BMW 1987 325i, convertible, all black, leather, loaded, excellent condition, $3000. 810-682-8864

BMW 1994 318is, burgundy/tan automatic, CD, phone, like new, 40,000 miles, $17,500. 810-543-7100

BMW 1990 535i - sunroof, Stored winters - Gray/beige leather. High miles. $7,200. (810) 932-3772

BMW 1990 Z3 roadster, red, 5 speed, like new, must sell $31,000. (810) 584-0670

CORVETTE 1990, black, coupe, loaded, 26,000 miles, $16,500 firm. 810-594-5807

CORVETTE 1990 Collectors Edition, automatic, low miles, Coupe! PANIAN CHEVY (810) 355-1000

CORVETTE 1995 Coupe - Competition yellow, 2 tops, $29,000. (810) 626-6296

CORVETTE 1994 Coupe, 6 speed, only 18,000 miles! PANIAN CHEVY (810) 355-1000

CORVETTE LT-1 1972, original $10,500. (810) 661-8896

CORVETTE 1982, red/black leaded, leather, 1 owner, perfect mint, 35,000 miles $15,200. 810-790-4373

CORVETTE 1981 - red w/black interior, showroom new, 20,000 actual miles, $14,000. (810) 541-2555

INFINITY 1993 G-45 - Loaded, like new, manufacturers extended warranty. $23,000. (810) 737-2020

ISUZU 1990 - Trooper, 4X4. Only $4,950. FOX HILLS Chrysler-Plymouth-Jeep-Eagle 313-455-8740 313-961-3171

JAGUAR 1990 - XJ6 Immaculate Condition. Very low miles, must Sell! Asking $14,500. (313) 342-6531

MAZDA 1991 626 LX, Super clean! $6995. SUNSHINE ACURA (810)471-9200

MAZDA MIATA 1990 - Red, 44,000 miles. Impeccable. Lots of extras. $9,500. (313) 473-4572

MERCEDES BENZ 1987, automatic, 61,000 actual miles, $11,341. (313)453-7500

DON MASSEY 1-275 Exit #28 in Plymouth

MERCEDES BENZ 1994 E420 - 4 door, 55,000 miles, dark grey, leather interior. 31,000 or best offer. Call (810) 746-0700/Ext. 4708

MERCEDES BENZ 1994 S320, full size sedan, black/black leather, sun roof, perfect, $45,900. 810-646-2981

MERCEDES 1983 "300SD" - Immaculate, 115,000 miles, 30+mpg, $10,500. SOLD

MERCEDES 1986, SEL, approximately 60,000 miles, loaded, excellent condition. 313-278-9230

MERCEDES 1992, 300TE 4matic, all wheel drive, white, 63,000 miles, $30,500. (810) 541-3324

830 Sports & Imported

MITSHUBISHI 1994 3000 GT SRV4, red, black leather, chrome wheels, 5 speed, low miles! Sale priced $23,788. Suburban OLDSMOBILE•CADILLAC

NISSAN 1993 300 ZX - Loaded! Pearl exterior, tan leather, 52,500 miles, $19,500. (810) 529-3120

SAAB, 1989 Turbo Convertible, 75,000 miles, all records, mint, $12,000. 810-651-0403, 810-681-6418

SUBARU, 1993 legacy station wagon, 25th Anniversary edition, 34,000 miles, great shape. $11,500. 810-547-3253

TRIUMPH SPITFIRE - 1973 new convertible top, 67,500 miles, $4500/best. (810) 681-8429

832 Antique/Classic Collector Cars

CORVETTE experimental car photos needed for historian. '53-62, also executive's modified cars, rejected clay models. Send let/pcture Archive, Box 55095, Riverside, CA 92517

CORVETTE 1977, 57,000 original miles, body in good shape, runs great. $5,500/best. (313) 455-1309

DELOREAN - 1981 6300 actual miles. Great condition. Stick shift. Gray interior. $20,000. 810-874-6051

DODGE 1973 Charger, segration hood, 383 ci., automatic, bucket seats, Florida car. $2500. 810-626-8928

FORD - 1962 Galaxy 500, 38,000 miles. Must sell $27000/best. Call 810-583-6153

MONTE CARLO 1978 Excellent condition. $3500. (810) 681-6818

RAMBLER AMERICAN 440 Convertible 1964, 43,000 miles, excellent condition, $5,100. (810) 547-3395

SELLING? CLASSICAUTO Showplace, Ltd. offers indoor display & professional selling services for private owners. 100+ car showroom since 1984. Call or stop in today. Open 7 days. 810-563-2700 31435 Stephenson Hwy. N of 13 Mile

834 Acura

INTEGRA 1990 GS 4 door. Automatic. Loaded with everything! $8000/best. (810) 477-3825

LEGEND 1992 - 2 door, leather interior, 43,000 miles. Mint condition! $20,000. (810) 645-5757

836 Buick

CENTURY CUSTOM 1969, 3 3 liter, clean 60,000 miles, great condition, $5,900/best. (313) 453-8367

CENTURY 1992 - Dark blue, V6, 42,000 miles. Excellent Condition, $7,500. (810) 625-1975

CENTURY 1994 4 door, loaded, electric windows/seats, 35,000 miles, $10,995. (810) 608-0768

CENTURY 1992 4 door, 62,000 miles, excellent. Power windows/locks. $5500. (313) 467-0751

CENTURY 1993 Limited, auto, full power, 47,000 miles. Very clean. 1 owner, $7,500. (810) 354-0144

CENTURY 1988 Limited. Full power, soft top, 44,000 miles, excellent condition. $4,500. (313) 421-7000

836 Buick

CENTURY 1993, V6, Red, 4 door Automatic, 22,000 miles. $8950. (313) 459-3157

ESTATE 1990 Wagon - 78,000 miles, extended warranty, all power, low package. Excellent condition. $6,800. (810) 588-0029

FESTIVA 1992, excellent condition, white with stripe, $2,600 or best offer. 313-291-8304

LESABRE 1993 Custom, dark blue, 21,000 miles, Prestige package. No accidents. $13,900. 810-559-7514

LESABRE 1994, custom, loaded, excellent, blue, tan cloth, 48,000 miles, $10,900/best. 810-477-0710

LESABRE 1991 Limited - 4 door, black, loaded, 113,000 miles, $5,800. Call (810) 477-4473

LESABRE 1993 Limited, 77,000 miles, silver, leather, loaded, clean, $9,750. (810) 646-7313

LESABRE 1981 LTD Loaded. White with blue interior. Good condition. $1500. (810) 338-4109

LE SABRE 1988 Station Wagon - New tires, tune-up, $1495. Call (313) 454-3908

PARK AVE. - 1990 Excellent condition, leather interior, all power. $7900. 313-464-9829

REATTA, 1991, 40,000 Miles, excellent shape. $14,000 (313) 459-5339 or 313-459-5470

REGAL 1995 coupe, 3.8 V6, leather, CD, etc. 12,000 miles, $14,500. (810) 540-4109

REGAL 1993 - 3800 GS, 4 door, clean, loaded, black, gray leather, 62,000 miles, 3 owner, dealer maintained, $10,500. 313-925-8753

REGAL LIMITED 1993, Burgundy, Well maintained Extended warranty. $10,895. (810) 366-0211

REGAL 1993 - Limited. Loaded. 56,000 miles. Excellent condition. $10,000. (313) 721-3002

RIVIERA 1995, Amethyst, black leather, 34,000 miles, one owner. Sale price $18,998 (810) 643-0070

Suburban OLDSMOBILE•CADILLAC

RIVIERA 1995 - Fully loaded w/CD & heated seats. Excellent condition, $19,000. (810) 363-0285

RIVIERA 1995 - Supercharged, moonroof, CD, black/gray leather, 19,900 miles. $22,000. 313-464-2968

ROADMASTER 1994, low miles, leather, loaded, 10 disc CD player, very clean! $17,700. 313-937-0867

838 Cadillac

BAD CREDIT! NO CREDIT! WE CAN HELP! CALL MR. GREEN (810) 643-0070

Suburban OLDSMOBILE•CADILLAC

CIMARRON 1987 - 52,000 miles, leather interior. Very good condition. $3000. SOLD

ELDORADO 1989 Biarritz, 45,000 actual miles. Massey does it again! AI $3974. (313)453-7500

DON MASSEY 1-275 Exit #28 in Plymouth

EL DORADO 1983 - Perfect condition, white, all extras, all options. Call (810) 644-4930

838 Cadillac

ELDORADO 1994, chrome wheels, loaded, low, low miles. $19995. SUNSHINE ACURA (810)471-9200

FLEETWOOD 1987 - Clean Florida car, 70K original miles. $5,500/best. Call after 6pm. 517-545-0634

SEDAN DEVILLE 1994 Calypso green with neutral interior, low miles. Unbeatable price! $17,900. HARTY FELDMAN Chevrolet Grand River, Novi

SEDAN DEVILLE 1993, convertible top, moonroof, excellent condition, $17,000. (810) 542-1478

SEDAN DEVILLE 1988, 4 door, dark blue, clean, 82,000 miles, runs great $3250. (313) 453-6618

SEDAN DEVILLE 1993, Gray/gray leather, loaded with equipment! Sale price $14,888 (810) 643-0070

Suburban OLDSMOBILE•CADILLAC

SEDAN DEVILLES 1994, 7 to choose from. From as low as $17,963. (313)453-7500

DON MASSEY 1-275 Exit #28 in Plymouth

SEVILLE 1994, black, loaded with equipment including sunroof. Priced to sell! HARTY FELDMAN Chevrolet Grand River, Novi

SEVILLE 1978 & 1978. $700 each. Call Al 313-383-4438

SEVILLE 1992 - Low miles, red w/canvas top. Excellent condition. $14,000. (313) 455-3042

SEVILLE - 1988, 50,000 miles on second engine. $3,200. 810-528-0232

SEVILLE 1992 - Silver, 1 owner, 60,000 miles. Excellent condition $11,000/best. (810) 620-0007

SEVILLES 1994, 11 to choose from. Check our prices! (313)453-7500

DON MASSEY 1-275 Exit #28 in Plymouth

SEVILLE 1993 STS, 16,000 miles, black, black leather, CD, M10 seats. Sharp! (810) 643-0070

Suburban OLDSMOBILE•CADILLAC

STS 1995 - Born Oct. 1995, never allowed out in bad weather, up for adoption $100 miles 313-455-7202

840 Chevrolet

BERETTA GT 1988, loaded, low miles, excellent shape, $4800/best. Leave message (313) 425-6753

BERETTA 1990 GTZ, Quad 4.5 speed, sunroof, air, cruise, 80K, new tires. $5000/best (517)548-0429

BERETTA 1993 5 speed, excellent condition, $3295. 810-681-4688

CAMARO 1989 RS - automatic, air, cruise, alarm, many extras, $5,200/best. Must sell. (810) 476-3331

840 Chevrolet

CAMARO 1994, 6 cylinder, automatic, Polo green, power windows/locks, tilt, cruise, excellent condition, low miles, 36000, asking $17,400. Must sell. (313) 277-8589

CAMARO, 1995 - Red, 1 tops, Bose CD stereo, 5-speed, excellent condition, $12,900. 810-558-4840 before 6pm, 810-553-7449 after 6pm

CAMARO 1992 RS - 60,000 miles, dark green, new tires/brakes/exhaust, full power, well kept. $3,000/best. (810) 651-9489

CAMARO 1995 T-tops, 19,000 miles. Graphite interior, loaded. Keyless entry. $14,400 313-427-5358

CAMARO 1982 Z28, 427 cubic inch, 500 miles on motor, 30,000 miles on body, 90% complete, many extras, $7,000. After 6pm, 313-421-6742

CAPRICE 1994 LS, 4 door, low miles. Priced to sell! HARTY FELDMAN Chevrolet Grand River, Novi

CAVALIER CONVERTIBLE 1994, 24,000, V6. Like new. $10,958. TAMAROFF CHEVROLET 810-354-6600

CAVALIER 1987 - 4 door, automatic, well-maintained. Dependable $1250. (313) 591-0682

CAVALIER 1989, excellent condition, sunroof, air, cassette. $2800/best. (810) 474-0874

CAVALIER 1995 LS, automatic, air, power windows/locks, tilt, cruise, front seat $10,795. THE BIG STORE! CAMPBELL DODGE 538-1500

CAVALIER LS, 1996, 4 door, like new, only 8,000 miles, factory warranty, $12,900. OLSON OLDS (313) 261-6000

CAVALIER 1996 LS - Red, 4 door Sedan, 2.4L DOHC engine, 8,000 miles. $13,200. (810) 650 9063

CAVALIER 1990, 51,000 miles, automatic, air, $3250. TYME AUTO (313) 455-5566

CAVALIER RS 1993, automatic, clean, red/black cloth. Non smoker $2,700/best. (313) 537-5341

CAVALIER, 1993, Teal, 53,000 miles, warranty, manual, air, cassette, alarm $5500/best. Must sell. (313) 422 5026

CELEBRITY 1988 - 2 door, 4 cylinder, automatic, tilt, cruise, many new parts, $1295. 313-844-3465

CHEVY CAPRICE Wagon 1982, fully equipped, no rust, $2000/best. (810) 852-2220 or (810) 651-0672

CHEVY CAPRICE Wagon 1970, good condition, $1000/best. (810) 852-2220 or (810) 651-0672

CHEVY 1994 2500 Extended Cab, 2 wheel drive, automatic, air, V8, low miles. Priced to sell! HARTY FELDMAN Chevrolet Grand River, Novi

CORSICA 1990 Hatchback - 79,000 miles, V6, automatic, loaded, original owner, $3500. (313) 420-3595

CORSICA 1990, V6, low miles, very clean! PANIAN CHEVY (810) 355-1000

840 Chevrolet

CORSICA 1995 LT, automatic, air, low miles. Priced to sell! HARTY FELDMAN Chevrolet Grand River, Novi

GEO PRISM, 1991, white sedan, power steering, brakes, automatic, am-fm stereo, $5000/offer. LUMINA 1990, blue Europort sedan, power steering, brakes, automatic, 16 in aluminum wheels, $5800/offer. 313-455-1329

IMPALA 1996 SS - Cherry, 5.7 liter, V8, automatic, air, 17 inch wheels, console, power locks/windows, cruise, tilt, power seats, leather, 3,500 miles. (810) 731-6431

LEBARON 1994 Convertible GTC, V6, power windows, power locks, power seats, tilt, cruise, air conditioning. Real steal at $10,285. THE BIG STORE! CAMPBELL DODGE 538-1500

LUMINA - 1993 Beautiful White Sedan, loaded. Call ask for Bob 810-426-8589

LUMINA 1994, 4 door, 39,000 miles, $9,800 excellent condition. (313) 416-8903

LUMINA 1990 Euro coupe, loaded, excellent condition, $5295. 313-591-6158

LUMINA 1993 Euro Coupe, loaded, full power, cast aluminum wheels, low miles, like new! Only $9988. THE BIG STORE! CAMPBELL DODGE 538-1500

LUMINA 1992, Euro, 2 door, clean, $7000. 313 533-4191

LUMINA - 1993 Euro 2 door, loaded. Red over silver. $10,900. 810-220-6603

LUMINA 1994 Euro, 4 door, moonroof, bright red! PANIAN CHEVY (810) 355-1000

LUMINA, 1995, low miles, full power, factory warranty. $12,890. OLSON OLDS (313) 261-6000

LUMINA - 1995 LS loaded, Black w/Gray sport interior, V6, 15,000 miles. $14,900/best. (810) 415-8362

MONTE CARLO 1978 Excellent condition. $3500. (810) 681-6818

MONTE CARLO 1995 LS, 23,000 miles, extra sharp! Sale priced $13,988. Suburban OLDSMOBILE•CADILLAC

MONTE CARLO 1995 LS, 22,000 miles, loaded with equipment, new car trade in! Sale price $13,888. (810) 643-0070 Suburban OLDSMOBILE•CADILLAC

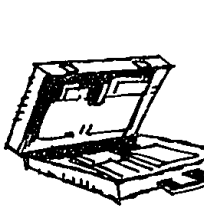
MONTE CARLO 1995 Z34, clean, low miles! PANIAN CHEVY (810) 355-1000

MONTE CARLO 1996 Z-34, 10,000 miles, leather, loaded Black on Black. Priced to sell! HARTY FELDMAN Chevrolet Grand River, Novi

WRITE IT AND REAP!

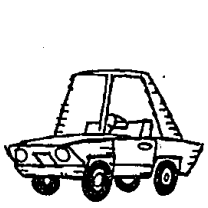
Writing a classified ad that gets results–whether it be for real estate, employment, the personals, transportation, or merchandise–is easy if you follow the guidelines below.

1. Give the reader specific information. Pretend you are someone reading the classifieds. What would you like to know about the item, service or job you are advertising? Be sure to add details such as color, size, condition, brand name, age, features and benefits. Be accurate! Don't embellish your ad with misleading information. Stick to the facts and reap the rewards!

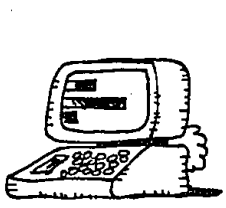


2. Include the price. Don't waste your time or a potential buyer's time. If you advertise the price of the item or service you offer, the people who respond to your ad will be those who are genuinely interested. Surveys show that readers are more interested in those items and services they know are within their price range.

3. Avoid abbreviations. Don't make a potential customer work too hard! Although you may be tempted to cut down on the cost of your ad by using abbreviations, surveys indicate that many people don't understand such abbreviations as EIK (eat-in-kitchen) or WSW (white side wall) tires and won't take the time to figure them out. A confused reader is a disinterested reader. Get the most for your money and use complete words.



4. Include phone number and specify hours. Be sure to let potential customers know when and where to call. Surveys show that even if a person is very interested in your item or service, he or she will not call back after the first attempt. Stay near the phone during the hours you indicate you will be available. Don't risk missing a sale!



5. Run on consecutive days. Your ad will not get results if people don't see it! Therefore, it is important to set up a consistent and consecutive ad schedule with your telephone salesperson or outside sales representative.

Observer & Eccentric
CLASSIFIED ADVERTISING

644-1070 OAKLAND COUNTY 591-0900 WAYNE COUNTY
852-3222 ROCHESTER-ROCHESTER HILLS