VARSITY
LINCOLN • MERCURY

Open Every Saturday 8:30-5:00

As Always... We will match or beat any dealer's advertised specials! Just clip the ad & bring it to us!

NOBODY SELLS FOR LESS!

$112** 24 MONTH LEASE — 1996 MYSTIQUE GS 4 DR. SEDAN

Champagne Clearcoat Metallic Pumice Cloth, Preferred Equipment Pkg. 370A • Group 1 • Rear Window Defroster • Heated Mirrors • Power Antenna • Group 2 • 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 #61064

	24 MONTH LEASE
$2950 DOWN	$112*
$1850 DOWN	$158*
$950 DOWN	$205*
$1 DOWN	$249*

$600 Factory Cash Back**

$139** 24 MONTH LEASE — 1996 SABLE GS 4 DR. SEDAN

Vibrant White Clearcoat, Grey-Violet Cloth Bucket, Preferred Equipment Pkg. 451A • Group 1 • Speed Control • Floor Mats, Front and Rear • Group 2 • Elec. AM/FM Stereo/Cassette • Power Door Locks • Group 3 • Power Driver Seat • Aluminum Wheels • Light Group 3.0L 6-Cylinder Engine • Automatic Overdrive Trans. Stock #60203 Includes $500 Renewal Incentive

	24 MONTH LEASE
$2950 DOWN	$139*
$1950 DOWN	$186*
$950 DOWN	$233*
$1 DOWN	$277*

$500 Factory Cash Back**

$144** 24 MONTH LEASE — 1996 VILLAGER GS WAGON

Toreador Red Clearcoat Met. Saddle cloth, Preferred Equipment Pkg. 691A • GS Trim• Air Conditioning• Front • Electric Rear Window Defrost • Dual Power Mirrors • 7-Passenger Seating • Speed Control• Power Windows/Locks • 3.0L Fuel Injection Engine • 4-Speed Elec. Auto. Transaxle • P205 BSW All-Season Radials • 3.88 Ratio Regular Axle Stock #60388

	24 MONTH LEASE
$2950 DOWN	$144*
$1950 DOWN	$189*
$950 DOWN	$235*
$1 DOWN	$278*

$600 Factory Cash Back**

1996 TRACER 4-DOOR STATION WAGON

$600 FACTORY CASH BACK

Dunkirk Green CC Metallic, Blue Grey cloth, Preferred Equipment Pkg. 561A • Light Group • CFC Free Air Conditioning • AM/FM Stereo Cassette Radio • Power Group • Power Door Locks • Power Side Windows (Lexus) Convenience Group • Floor Mats, Speed Control • Tilt Steering Column • 1.9L SEFI Lynx Automatic Overdrive Trans. • P175/70R14 BSW Tires Tire Package • Aluminum Wheels • Leather Wrapped Steering Wheel • Remote Entry System Stock #60121

24 MONTH LEASE

DOWN PAYMENT	LEASE PAYMENT
$2950 down	$139** per mo.
$1950 down	$185**per mo
$950 down	$232**per mo
ONE $ DOWN	$276**per mo.

1996 GRAND MARQUIS GS 4 DR SDN

$600 FACTORY CASH BACK

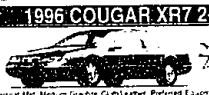
Silver Frost CC Metallic, Light Graphite Cloth, Preferred Equipment Pkg. 157A • Group 1 • Front Carpet Floor Mats • Rear Carpet Mats • Speed Control • Pass-a-Space Wheel Covers • Group 2 • Power Lock Group • Aluminum Entry System • 4.6L OHC SEFI V-8 Engine • Electronic Auto O/D Trans • P215/70R15 WSW Tires, Keyless Entry System Stock #60941

24 MONTH LEASE

DOWN PAYMENT	LEASE PAYMENT
$2950 down	$289** per mo.
$1950 down	$335**per mo
$950 down	$382**per mo
ONE $ DOWN	$426**per mo.

1996 COUGAR XR7 2-DOOR

$600 FACTORY CASH BACK



Alpine Green Clearcoat Met. Medium Graphite Cloth Leather, Preferred Equipment Pkg. 262A • Cougar Group #1 • Electric Rear Window Defroster • Front Floor Mats • Cougar Group #2 • Speed Control • Fogmiser • Cast Aluminum Wheels • Power Lock Group • 3.8L SEFI V-6 Engine • Fwd Auto Overdrive Transaxle • P215/70R15 BSW Tires Cougar Group #3 • Electric Power Drivers Seat • Illuminated Entry • Leather Wrapped Steering Wh. Keyless Entry System Cornering Lamps • Dual Seat Stock #60313

24 MONTH LEASE

DOWN PAYMENT	LEASE PAYMENT
$2950 down	$205** per mo.
$1950 down	$223**per mo
$950 down	$270**per mo
ONE $ DOWN	$314**per mo.

$342** 24 MONTH LEASE — 1996 CONTINENTAL

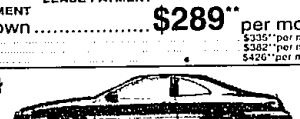
Light Saddle Clearcoat, Met Saddle Leather Seat Surface • 4.6L 32V Intech V-8 Engine • Electronic Auto O/D Trans. • P225/60R16 BSW Tires. Touring Package • Traction Control • Auto Dimming Mirror Group 1 • Ford JBL Audio System Premium Lux Radio with DSP Stock #60043

Includes $500.00 Renewal Incentive

	24 MONTH LEASE
$2950 DOWN	$342*
$1950 DOWN	$386*
$950 DOWN	$430*
$1 DOWN	$499*

$3000** Lease Cash Back

$312** 24 MONTH LEASE — 1996 MARK VIII 2 DR.



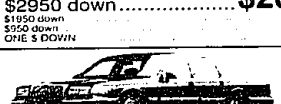
Bright Toreador Red CC Met. Saddle Leather Seats • Front Floor Mats • 4.6L 32V Intech V-8 Engine • 4 Spd. Electronic O/D Trans. • P225/60R16 BW Tires • Touring Package • Electronic Traction Assist • Electrochromic Auto Dim Mirror • Ford JBL Audio System • Trunk Mounted CD Changer • Directional Aluminum Pnt. White Stock #60435

Includes $500.00 Renewal Incentive

	24 MONTH LEASE
$2950 DOWN	$312*
$1950 DOWN	$357*
$950 DOWN	$399*
$1 DOWN	$461*

$3500** Lease Cash Back

$334** 24 MONTH LEASE — 1996 TOWN CAR EXECUTIVE 4 DR.



Vibrant White Clearcoat • Lt. Graphite Lth. Seat Surface • 4.6L EFI V-8 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. Stock #60028

Includes $500.00 Renewal Incentive

	24 MONTH LEASE
$2950 DOWN	$334*
$1950 DOWN	$378*
$950 DOWN	$422*
$1 DOWN	$465*

$3000** Lease Cash Back

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

VARSITY LINCOLN • MERCURY LEAVES THE COMPETITION STANDING IN THE SHADOWS WITH THESE "SUPER" GROUNDHOG'S DAY DEALS!

*0 DOWN

** 12 months, 12,000 mile warranty!

BUDGET PAYMENTS

1995 MERCURY TRACER 4 DR — Auto. air, power windows and locks, tilt & cruise, dual air bags, cassette stereo, 17,000 pampered miles. Drive for ONLY **$198***

1994 TEMPO GL 4 DR — Auto. air, power windows & locks, cassette stereo, front wheel drive, 32,000 well maintained miles* **$167***

1995 ASPIRE 2 DR — Only 10,000 pampered miles, auto. air, stereo, front wheel drive, brt. red w/charcoal cloth. Why spend more than you have too? **$165***

1994 PROBE GT — Polar white w/ grey cloth, auto. air, window, lock & seats, tilt, cruise, stereo cassette, dual air bags, rear spoiler, 5 star rims. A must see car! **$239***

1994 TOPAZ 2 DR — G.S., P.S., P.B., tilt & cruise, rear defrost, cassette stereo, front wheel drive, great in the snow. Low Payment all ONLY **$155***

1993 ESCORT LX 4 DR — Auto. air, rear defrost, cassette stereo, 24,000 miles. Silver in color w/ matching cloth. Clean as a Whistle! **$176***

1992 GRAND MARQUIS LS 4 DR — Mocha w/ mocha cloth, loaded with all the buttons. RIDE IN STYLE & COMFORT. No need to pay more **$186***

1993 PROBE SE — • Very sporty cayman green w/ grey cloth, 5 speed air, windows, locks, tilt & cruise, stereo cassette • A locker **$188***

1992 RANGER XLT — P.S., P.B., bedliner, am/fm cassette, aluminum wheels • Great for play or work! **$159***

TRUCKS, VANS & 4x4's

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

1994 EXPLORER 4 DR XLT 4 x 4 — Auto. air, windows, locks, tilt & cruise, rear defrost, cassette stereo, forest green w/ mocha cloth. This vehicle is ready for snow or summer fun! **$17,450**

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

1993 BRONCO XLT 4x4 — Auto. air, power window & locks, tilt & cruise, cassette stereo, 5.0 V8, only 21,000 miles. This truck is in mint condition! **$18,595**

1995 RANGER SUPER CAB XLT — Air, tilt & cruise, stereo cassette, CD player, purple w/ grey cloth. Only 14,000 pampered miles. X-tra clean! **$12,850**

1995 F150 4x4 XL — Sapphire blue, 5 speed, air, P.S., P.B., dual tanks, bedliner, 4.9 V6, stereo cassette. Neat car a Plo! **$15,450**

1996 EXPLORER SPORT 4x4 — All the toys, black w/ grey leather, power moon roof and more. Only 12,000 one owner miles! **$23,495**

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

1993 F-150 LIGHTNING 5.7 HO V8 — Auto. air, windows, lock, tilt & cruise, lightning red w/ grey bucket seats, a sexy looking truck. Drive it but hang on! **$13,995**

1993 RANGER XLT — 5 speed, air, P.S., P.B., aluminum rims, great on gas, plum w/ grey cloth, bedliner. Perfect for work or play! **$8495**

1993 AEROSTAR XL SPORT — Cayman green w/ grey cloth, auto. air, power windows & locks, tilt & cruise, am/fm cassette, stereo, great family wagon. Lots of room! **$10,995**

1992 F150 XLT SUPER CAB 5.0 V8 — Air, windows, locks, tilt & cruise, bedliner, stereo and more. A whole lot of truck only **$10,395**

1994 RANGER SPLASH — 11,000 miles, 5 speed, air, P.S., P.B., cassette stereo, bimini blue w/ grey cloth. WHY SPEND MORE THAN YOU HAVE TO? **$10,895**

1994 CLUB WAGON CHATEAU — Dual air & heat, 4 quad captian chairs, extra bed, running boards, emerald green w/ tan accent w/ grey cloth. Absolutely perfect! **$18,850**

1994 F150 XLT — Auto. air, power window & locks, tilt & cruise, cassette stereo, 5.0 V8, 22,000 pampered miles. A real honey! **$13,995**

1994 F150 XLT SUPER CAB 5.0 V8 — Auto. air, power package, fiberglass cap and boards, 25,000 original miles. Ready for work or pleasure! **$16,695**

LUXURY, SPORT & MORE

1996 SABLE LS — Midnight red w/ grey cloth, alloy wheels, loaded with all the options, only 7,000 miles. Absolutely pristine! **$19,995**

1995 TOWN CAR SIGNATURE SERIES — Med. version w/ white leather, all the toys at great savings. SAVE NOW! **$23,995**

1995 CROWN VIC LX — Auto. air, power windows, lock, seats & antenna, tilt & cruise, digital dash, memory seats, pearl white w/ titanium cloth. Drives like a dream! **$17,995**

1995 MARK VIII — Loaded, loaded, 10 disc CD, moonroof, voice activated phone, opalescent white w/ opal leather, Chrome wheels and more. Stop and compare! **$25,950**

1995 CONTINENTAL — Pearl white w/ opal leather, (@ air moonroof, VA phone. Save a bundle of money! ONLY **$29,888**

1995 COUGAR XR7 — V8, auto. windows, locks, seats, tilt & cruise, air, stereo cassette, 18,000 miles. Absolutely pristine! **$14,995**

1995 MUSTANG GT — 5.0 V8, raven black with grey cloth interior, 5 speed, dual air bags, stereo cassette. A summer car at winter price! **$16,495**

1995 SABLE L.T.S — You name it, this car has it, auto on the floor, leather, moonroof, digital dash, dual airbags, 3.8 V6, jewel green w/ mocha interior. Clean as a whistle! **$15,495**

1994 TOWN CAR — 31,000 miles, black w/ burgundy leather. Ride in comfort & style! Only **$19,495**

1994 CONTINENTAL — Titanium w/ black leather, keyless entry, aluminum geometric wheels, only 27,000 pampered miles. A whole lot of car. **$17,888**

1994 LINCOLN MARK VIII — Black w/ black leather, lacy spoke wheels, trac assist, voice activated phone, power moonroof and more. Won't last long at **$19,995**

1994 MUSTANG GT CONVERTIBLE 5.0 V8 — 5 speed, power windows, locks & seats, tilt & cruise, royal red w/ black leather and black top. Summer Fun! **$17,995**

1994 SABLE GS 4 DR. — Power windows, locks, mirrors & seats, stereo cassette, rear defrost, tilt & cruise, white w/ burgundy cloth. A real honey at **$11,350**

1993 CROWN VIC 4 DR. LX — Black w/ grey cloth, Auto. air, windows, lock, seats, tilt & cruise, cassette stereo, ride in luxury! Priced to sell! **$11,650**

1993 COUGAR XR7 — Charcoal w/ black cloth, tilt & cruise, cassette stereo, power windows, lock, seats & mirrors. Cute as a bug's ear! **$10,350**

1992 TOWN CAR SIGNATURE — Why pay more when you can buy this luxury car. All the toys and more **$15,485**

GUARANTEED HIGHEST $$$ TRADE-IN

MICHIGAN'S "A" PLAN HEADQUARTERS

FULL TANK OF GAS WITH EVERY PURCHASE

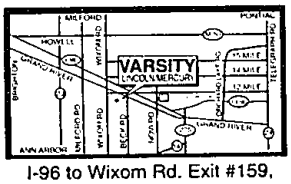
What A Lincoln Mercury Dealer Should Be!

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.

(810)305-5300 • Call Toll-Free 1-800-850-NOVI • Fax (810)305-9394