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826 Vans

ASTRO 1988 - 8 passenger, full power, automatic, red. 126,000 miles, a/c, $5500 810 646-8438

CHEVY 1991 - Astro Extension 4.3, new tires, 49,000 miles. Excellent condition. $8500/best. 810-474-6529

CHEVY 1994 ASTRO LT, All wheel drive, 29,000 miles, 4.3L V(6)TFI, V6, 8 passenger. Sharp! Sale priced $15,988 (810) 643-0070

Suburban OLDSMOBILE•CADILLAC

CHEVY - 1995 Majestic Van conversion, 12,000 miles, showroom condition. $24,000 810-685-2703

CHEVY 1984 20 Series - Runs good, needs some TLC $1000 Evenings 810-352-8906

CLUB WAGON - 1990 7 passenger loaded, excellent condition $7500 (313) 525-3807

DODGE B350 1987 Custom, 92,000 miles, V-8, auto, all options, mint, $4,900 313-565-6342

DODGE 1990 Conversion-V6, remote starter, 65,000 miles. Must See! $8300/best 313 425-7914

DODGE 1992 - 250, high-top conversion van, TV, VCR, teen stereos, new wheels/tires, nasty clean, extras. $12,500/best 313 427-7938

E-150 1990 Conversion van, must see! High top, all leather, factory $14,500/best. 313-422-3195

FORD 1994 Aerostar XL Extended, 2 tone paint, like new! $12,995

ATCHINSON FORD
9600 BELLEVILLE ROAD
(313)697-9161

FORD 1994 Aerostar XLT Extended Wagon, air, automatic, power windows, locks, cruise, tilt, 7 passenger, loaded $12,994 DEMMER FORD (313) 721-2600

FORD 1996 Aerostar XLT Extended Wagon, 7 passenger, automatic, dual airbags, power windows/locks, cruise, tilt, cassette $10,495 DEMMER FORD (313) 721-2600

FORD 1994 "Chateau" E150 Club Wagon, 5.0 liter, V8, automatic, dual air & heat, full power, quad captains chairs with deluxe seat, aluminum wheels $19,994 DEMMER FORD (313) 721-2600

FORD 1986 Conversion, 72,000 miles, good condition, $2500/best SOLD

FORD 1995 Cube Vans (3) "Turbo Stroke Diesel" Automatic 5 speed, 16 foot, 5,800 miles From $21,995 DEMMER FORD (313) 721-2600

FORD 1995 Cube Vans (2) 460, V8, auto, 16 foot, gas door, ramp door through door, roll up rear door $18,995 DEMMER FORD (313) 721-2600

FORD 1993 E250 Cargo New tires, Rust proofed, 51,000 miles. Excellent $11,700 810 391-5970

FORD 1994 E-350 Cargo Van, V8, automatic, air, 57,000 miles, great condition, $13,500 313-462-6222

FORD 1995 E150 Club Wagon XLT (2), automatic, dual air/heat, power windows/locks, cruise, tilt, 3,900 miles, $16,995 DEMMER FORD (313) 721-2600

FORD ECONOLINE 1994 - High top. Full power. Excellent condition. Asking $19,000 (313) 422-3160

826 Vans

FORD 1984 E150 conversion van, V8, 5.0L, automatic, power steering/brakes, a/c, excellent condition, original owner. (313) 451-0424

FORD - 1988 E-250 extra heavy, 178,000 miles on body, 12,000 miles on new motor, excellent shape mechanically, body in good shape $5000 810 227-2449

FORD, 1984 E-150, runs great, manual trans, a/c, mechanically sound, $1,650 (810) 855-6564

FORD 1995 E350 XLT, 12 passenger Club Wagon 351 V8, automatic, dual air/heat, loaded, 8,400 miles, $18,995 DEMMER FORD (313) 721-2600

FORD F-250 1988 Econoline Van. Runs great $1875 (517) 546-5572

FORD 1994 "Mark VIII High Top Conversion Van" V8, automatic, dual air/heat, TV, VCR, fiber glass running boards, aluminum wheels, oak package. Power bed. 29,000 miles. $17,494 DEMMER FORD (313) 721-2600

FORD 1995 "Step Van" Grumman aluminum body, automatic, 2 ways on doors, racks. Dual axle. Only 5,000 miles!! $19,995 DEMMER FORD (313) 721-2600

FORD 1996 Super Club Wagon, 15 passenger, V8, automatic, dual air/heat, full power, cloth seats, 18,000 miles, $20,496 DEMMER FORD (313) 721-2600

FORD 1994 Universal Conversion Van, quad captains chairs with a bed seat, full power, green. Only $11,994 DEMMER FORD (313) 721-2600

GMC 1992 CONVERSION, full size, loaded, dual air/heat, 75,000 miles. Great for travel! $8550 313 522-0764

GMC 1993 SAFARI, XT, loaded, 4 captain chairs, excellent condition $11,000 (810) 645-5757

GMC 1978, 4 ton van, new calipers, front & rear brakes, 62,000 original miles, runs great, not rust, great work van $1450/best (313) 513-6177

LUMINA 1993-1995 Vans, all front lot, all clean!

PANIAN CHEVY
(810) 355-1000

PLYMOUTH VOYAGER 1987, LE, 86,000 miles, a/c, new transmission tires, brakes $3750 313-421-1668

92-93-94 VOYAGER Caravans Large selection From $9995 Livonia Chrysler-Plymouth (313) 525-7604

WINDSTAR 1995 Wagons, 5 to choose, automatic, air, power windows/locks, cruise, tilt, 7 passenger. Priced $13,525 - $14,995 DEMMER FORD (313) 721-2600

828 Jeeps/4 Wheel Drive

BLAZER 1995, 2 door, 4x4, full power!

PANIAN CHEVY
(810) 355-1000

BLAZER 1992, 4 door, 4x4, 4.3 Vortec, leather, dealer maintained 100K miles. $9500 313-261-5562

BLAZER 1996 LS, 4 door, black Onyx, loaded, 14,000 miles. Showroom new. $21,500 313-565-7123

BLAZER 1990 S10 Sport, blue, new paint, must see, high miles - $6500 firm. Days 810-616-6777

828 Jeeps/4 Wheel Drive

GRAVADA 1992, Black, black leather, heavy duty tow package, like new, $11,500 810-268-5104

GRAVADA 1992, 4x4, like new, $13,990

OLSON OLDS-NISSAN
(313) 261-6900

BRONCO 1993, Eddie Bauer edition, loaded, transferable factory warranty, $13,500 (810) 540-2123

BRONCO 1966, 4 wheel drive, extra clean, V8, automatic, air/ice, $3200 TYME AUTO (313) 455-5566

BRONCO 1987 4x4, V8, automatic, air, emtm, good condition, $2,200 (313) 561-3617

CHEROKEE 1996, Sport, 4x4, factory warranty, dark green, beige interior, 4 door, power windows/locks, tilt, much more. Good condition, must sell, only $18,995/best 810-737-2221 Work 313-522-3410 Nel

CHEVY 1996 Blazer LT 4x4 - 6,000 miles, all options including leather, CD. $30,000 new, assume lease of $438 or $25,000 (313) 455-7373

CHEVY BLAZER S-10 1986, Tahoe, 4 x 4, automatic, V-6, low miles, clean. $4750 SOLD

CHEVY 1996 Tahoe LT 4 door, 4 wheel drive, Loaded, Bluebird leather, $22,800. Financing available Matthews Motorcars (810)333-0088

CHEVY TAHOE LT 1995 - 4x4, 4 door, loaded, leather, CD. $27,500 best (810) 486-6382

DISCOVERY 1996 Land Rover, sale or lease, loaded, 6600 miles, silver. 810-960-4734

DODGE 1996 Ram, 2500, Cummins diesel 4x4, heavy duty everything, loaded. Mint. $21,000 313-459-9604

DODGE - 1994 Ram, loaded, Red, short bed, excellent condition, 45,000 miles. $17,800. Days 517-546-2546 ask for Don. Eves 517-546-7650

EXPLORER 1993 - 4 door, excellent condition, new brakes, 75,000 miles. $12,500/best. 810-652-1619

EXPLORER 1993, Eddie Bauer, 4 door, 4x4, CD, 50,000 miles, leather, like new $15,200 313-454-0545

EXPLORER 1991, Eddie Bauer, 4 door, 4 wheel drive, JBL sound, sun roof, $12,000 (810) 486-1260

EXPLORER 1993 Eddie Bauer, fully equipped $15,750 Days 810-353-5570, or 810-458-0313 eves

EXPLORER 1993 "Limited", 4 door, 4x4, automatic, air, white, sunroof, leather, loaded $17,993 DEMMER FORD (313) 721-2600

EXPLORER 1994 Limited - 4x4, loaded, excellent condition, 44,000 miles $19,800 810-625-8217

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

EXPLORER 1994 XLT, 4 door, 4x4, 21,000 miles, loaded, alarm, like new! Excellent! $19,600/best. 313-336-4214

EXPLORER 1996 XLT - 4 door, loaded, 12,000 miles, very clean. Must sell. $23,900 517-548-5754 after 5pm.

EXPLORER 1992, XLT, 4 wheel drive, 4 door, looks & runs super, shop our price & compare, only $10,800 TYME AUTO (313) 455-5566

828 Jeeps/4 Wheel Drive

EXPLORER 1994 XLT, 4x4, automatic, air, cruise, tilt, power windows/locks, aluminum wheels, 32,000 miles $17,994 DEMMER FORD (313) 721-2600

EXPLORER 1994 XLT, 4x4, 4 door, 4.0-V6, all power, trailer towing, $17,250 After 6pm 313-981-1769

EXPLORER 1993, XLT, 4x4, loaded, low package, excellent condition, $13,800 313-464-7896

EXPLORER 1994 XLT - 4x4, automatic, leather, loaded. Excellent 1 owner. $9200 (810) 615-3727

FORD 1991 Aerostar 4x4 XLT Wagon, automatic, air, full power, loaded, low miles $9991 DEMMER FORD (313) 721-2600

FORD 1995 Bazer LS, 4x4, red $18,670

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FORD BRONCO II XLT 1990, 4x4, excellent condition. Alpine CD $5400 SOLD

FORD 1994 Bronco XLT, automatic, air, 4x4, leather, $18,995 (810) 333-3000

ALAN Ford

FORD 1994 Bronco XLT - loaded, 52,000 miles, $18,500/firm. Call after 5pm (313) 455-0771

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

FORD 1993 Explorer, 2 door Sport, 4x4, automatic, air, full power, low miles $15,995

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FORD 1994 Explorer Sport - 4x2, 50,000 highway miles, dark green, automatic, air, power windows/locks, sunroof $13,000 (313) 261-4127

FORD 1992 Explorer XLT, full power, 4x4, automatic, 50,000 miles $12,900 (810) 333-3000

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FORD 1995 F250 HD 4 WD XLT 460 V8, automatic, air, power windows/locks, cruise, light bar, chrome wheels $19,995 DEMMER 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 F150 1993, 4X4, 6 cylinder, manual transmission, 6 ft bed $7925 or best offer 810-814-0518

FORD 1995 F350 4x4 XLT, 351, automatic, air, power windows/locks, cruise, tilt, 18,000 miles $20,595 DEMMER FORD (313) 721-2600

FORD 1995 F350 4x4 XLT, 5.8 liter, V8, automatic, air, cruise, tilt, power windows/locks, 18,000 miles. $21,995 DEMMER FORD (313) 721-2600

FORD 1993 F-250 4x4 XLT Loaded, 55,000 miles, $14,500/best 810-231-2861

FORD 1991 Ranger XLT 4x4, 6 cylinder. Ready for winter! $7999 (810) 333-3000

ALAN Ford

828 Jeeps/4 Wheel Drive

FORD 1988 XLT Bronco - Black/red exterior, V8, loaded. Looks/runs good. No rust. $4800 810-442-6352

F-150 XLT, 4,000 miles! Automatic, V-8, loaded, showroom new! $15,900

Hines Park
LINCOLN-MERCURY
(313) 453-2424

GMC 1991 Jimmy SLE - 2 door, 4 wheel drive, loaded, very good condition. $3,000 miles. $10,350 or offer. 810-227-7936

GMC JIMMY 1994 SLT, loaded, mint condition, low miles, alarm, remote start CD. $16,900 (313) 981-7525

GMC 1994 Pick-up truck 2-ft, extended cab, loaded. Very clean, $17,500 810-231-2044

GMC 1988 S-15 Jimmy - 2x4, 87,000 miles, 2.8 L V6, automatic, clean, $4,500 (313) 455-0065

GMC YUKON 1995 - GT, metallic green, loaded, 50,000 miles, executive driven. Must sell (810) 540-7368

GRAND CHEROKEE, 1993 Jeep, Limited, low miles, one owner, extended warranty, (810) 305-9549

Grand Cherokee 1994 - Ltd. V8, loaded. Showroom new. 28,000 miles, $21,900/best. 810-661-4363

GRAND CHEROKEE 1994 LTD leather seats, excellent condition $18,500/offer After 6pm (810) 425-7261

GRAND CHEROKEE 1994 V8 Select Trac, 4 wheel drive system. Excellent condition, new brakes. 40,000 miles $19,500/best (810) 524-1568

JEEP, CHEROKEE 1995 Country - Loaded, low miles, 4 wheel drive, moonroof $18,900 (313) 451-7612

JEEP 1979 - Cherokee, 6 cylinder, 3 speed manual, fewer miles $1500 best SOLD

JEEP 1988 Cherokee Laredo 4x4, 5 speed, 6 cylinder, loaded very clean, few miles $4800 810-835-4372

JEEP CHEROKEE limited 1994, V-6, loaded, pristine condition, 46,000 miles, $19,900 (810) 360-8768

JEEP - 1993 CHEROKEE Sport - 4 door, V6, power, 40,000 miles, excellent $12,300 (810) 478-7958

JEEP 1993 Grand Cherokee Laredo, tan, 23,000 miles, great condition, warranty, $21,000 810-478-9318

JEEP 1993 Grand Cherokee Laredo - Excellent condition, 50,000 miles $20,000 (810) 649-4111

JIMMY SLE 1996, 4 door, automatic, loaded, 9600 miles, like new, $23,200 (810) 373-8895

JIMMY, 1994 SLE - Great condition, 24,000 miles Power ABS, warranty $18,600 313-591-6807

LAREDO 1994, loaded, red! $18,995

FARMINGTON HILLS CPJE
810-476-7900

RANGER 1990, extended cab, 4x4, looks & runs super, $4899 TYME AUTO (313) 455-5566

SUBARU 1988 GL-10 - 112K miles $2500 517-546-9739

SUBURBAN 1994, leather, 4x4, full power!

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(810) 355-1000

828 Jeeps/4 Wheel Drive

TOYOTA LAND Cruiser 1995 - Fully loaded. Moonroof, leather, CD $39,900 (313) 420-0225

TRACKER 1990, 4 wheel drive, loaded + hardtop $3300 TYME AUTO (313) 455-5566

WAGONEER 1990, 4 wheel drive, 7½' Western snow plow. New transmission, runs excellent. $2900/best (810) 769-3603

WRANGLER LAREDO 1989, black, excellent, hardtop, 68,000 miles, loaded, $10,500 (313) 416-8429

WRANGLER 1995 RioGrande - 14,000 miles, white, soft top, $12,500 (810) 373-6705

WRANGLER 1991 - 2 tops, 2 sets of doors. Too much to list! Clean! Must see! $8,698. (810) 358-1748

WRANGLER 1994, 4x4, hard top, automatic, air, aluminum wheels. Only $11,995.

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313-455-8740 313-981-2171

WRANGLER 1995, 4x4, 5 speed, 14,000 miles, wheels, roll bars $13,495

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830 Sports & Imported

AUDI A-4 1996, Midnight blue/gray leather, loaded, automatic, $27,000 810-626-6266

AUDI 5000 CS Quattro, 1987 - all wheel drive, turbo, black, wheel leather, 5 speed, loaded, sunroof, pampered, $5500 (810) 932-2622

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

AUDI 1990 wagon, 105000 miles $7000 AUDI 1987, turbo, $3500 Call (810) 375-0055

BMW 1984 - 633CSI Black, 140,000 miles, 5 speed, cd, moonroof, leather seats, all power, Runs & Looks Great. $6900/best (810) 354-3368

BMW 1987 325i, convertible, all black, leather, loaded, excellent condition, $9000 810-652-8864

BMW 1989 535i, factory sunroof, excellent condition, $14,500 or best offer. Contact Dan, Mon - Fri, 8am-4:30pm 810-624-8080

BMW 1994 318is, burgundy/tan, automatic, CD, phone, like new, 40,000 miles, $17,500 810-543-7102

BMW 1990 535i, silver/gray leather, 5 speed, 67,000 miles, $16,900 offer (810) 355-0162

BMW 325IS 1988, silver/gray leather, loaded, power everything, $7900 (810) 652-8454

BMW 1996 Z3 convertible, red, 5 speed, loaded with low miles $31,000 (810) 412-8289

BMW 1996 Z3 roadster, red, 5 speed, like new, must sell, $31,000 (810) 564-0674

BMW 1997 Z3 - 1 year lease. Choice of colors. Festival of Trees Preview Party Auction 11-23-96. Advanced bidding 313-745-0178

CORVETTE 1996 Collectors Edition, automatic, low miles. Coupe!

PANIAN CHEVY
(810) 355-1000

830 Sports & Imported

CORVETTE 1995 Coupe - Competition yellow, 2 tops. $29,900 (810-626-6096

CORVETTE 1994 Coupe, 6 speed, only 16,000 miles!

PANIAN CHEVY
(810) 355-1000

CORVETTE 1969 - 3D gray, mint condition. 28,000 miles. Asking $16,500. (313) 451-5814

INFINITI J30 1994 - 4 door Sedan, loaded, deluxe leather interior, BOSE CD/cassette stereo, auto temperature controls, sunroof, ABS, 1 owner. Very low miles (13,000 miles). Like new. $24,500 (810) 932-5390

INFINITY 1994 G45 Black emerald w/gold stripe. Tan leather, DRS wheels, traction control, heated seats, 35,000 original miles, transferable manufacturer's warranty. Like new. $33,000 (810) 642-5060

INFINITY 1993 Q-45 - Loaded, like new, manufacturers extended warranty. $23,900 (810) 737-2020

JAGUAR 1984, Vanden Plus, 28,000 miles, all power, 1 owner, sunroof, like new, $11,000 313-326-4244

JAGUAR 1993 XJ6, leather, sunroof, loaded $15,995 SUNSHINE ACURA (810)471-9200

MERCEDES BENZ 1991 300E, black/tan, moon roof, mint condition, serviced every 3,000 miles $21,000 miles $17,900 (313) 397-2567

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

MGB 1977 Runs great. Same family 13 yrs. Electric overdrive. Tonneau & boot. Closed wheels. $4500/best Wife says must sell. 810-779-6387

MITSUBISHI 1994 3000 GT SR V4, red, black leather, chrome wheels, 5 speed, low miles! Sale priced $22,988

Suburban OLDSMOBILE•CADILLAC

MITSUBISHI 1993 Eclipse, 5 speed, $7495

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832 Antique/Classic Collector Cars

BUICK 1936 SPECIAL - Excellent condition. $6000 or best offer. Hartland 810-632-7293

CAMARO 427 1967, 4 speed, $6,000 or best offer. (810) 229-5806

CHEVY, 1951 Stake Truck - Good shape, runs excellent. $1800 313-849-1313

CORVETTE 1977, 57,000 original miles, body in good shape, runs great, $6,500/best (313) 455-1360

DELOREAN - 1981 6300 actual miles. Great condition. Black shell, Gray interior. $20,000 810-674-8051

DODGE 1973 Charger, original hood, 383 c.i., automatic, bucket seats, Florida car. $2500 810-626-8928

DODGE DART 1968, GT, automatic, no rust, original owner, 120,000 miles, $2400. 810-855-5514

DODGE 1947 4 door sedan. Runs good. New brakes. All original $2000 (313) 416-1895

832 Antique/Classic Collector Cars

ENGINE REBUILDING antique to Hot Rod, all makes. Drive train, suspension & specialty automotive (810) 227-6171. Pak Enterprises

IMPERIAL 1967, 48,000 miles, excellent condition. Must see! $3995 Livonia Chrysler-Plymouth (313) 525-7604

MUSTANG 1966 - Red/black Hardtop, black interior, 77,000 miles. Many new parts & assessories $3400/best offer. (810) 651-5552

834 Acura

INTEGRA 1990 GS 4 door, automatic, fully loaded. Sale priced $5000/best. (810) 477-3675

INTEGRA 1994 5 speed, 3 door, CD, power windows/locks. $11,200 offer. (810) 547-5470, or 304-7731

LEGEND 1994, 4 door, automatic, air, loaded, $18,495 SUNSHINE ACURA (810)471-9200

LEGEND 1992 - 2 door, leather interior, 41,000 miles. Excellent condition $20,000 (810) 645-5757

836 Buick

CENTURY 1994 Excellent condition $10,900 (517) 345-1972

CENTURY 1986 Limited. Full power, soft top, 44,000 miles, excellent condition $4,500 (313) 421-7060

CENTURY 1990, loaded, V-6, $5400 (313) 464-0979

CENTURY 1987 118,000 miles, V6, automatic, power windows & locks. Good condition $3000. 810-474-0066

CENTURY 1994 Sedan - bought new April 1995, loaded, 19,000 miles, heated garage kept, must see, $10,300/best (313) 513-6119

ESTATE 1990 Wagon - 76,000 miles, extended warranty, all power, low package. Excellent condition. $6,500/best. ******** SOLD

LA SABRE 1991 Limited, 4 door, black, loaded, 113,000 miles, $4200/best (810) 477-4473

LESABRE 1994, Custom, amethyst, good condition, $13,000 (810) 348-4620

LESABRE 1993 custom, beige metallic loaded, ABS, air. Great condition $9100 (810) 357-1089

LESABRE 1993 Custom, dark blue, 21,000 miles, Prestige package. No accidents. $12,500. 810-559-2514

LESABRE 1994, custom, loaded, excellent, blue, tan cloth, 40,000 miles, $10,900/best. 810-477-0710

LESABRE 1990 - 4 door, 1 owner, new tires, great condition, 67,000 miles, $6,000 (810) 471-4888

LE SABRE 1993 Limited - 4 door, 52,000 miles, good condition, $10,500 (810) 469-1862

LESABRE LIMITED - 1992. Just tuned-up, 60,000 miles. Very good condition 810-679-1787

LESABRE 1993 Limited, 77,000 miles, silver, leather, loaded clean $3,750. (810) 649-7313

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

836 Buick

LESABRE 1989 - V6, 4 door, custom sedan, loaded, 81,000 miles, excellent condition $5075. 313-425-0282

PARK AVE 1989, excellent condition, all power, $6400. 313-464-3217

PARK AVENUE 1994 - Loaded, leather, very clean. $17,000 (810) 685-2703

RIVIERA 1985 - 58,700 miles, excellent condition, $4,100 (810) 932-8278 Cell

RIVIERA 1988, Silver Anniversary Special, showroom condition, 29,500 actual miles. $8500. 313-421-9644

RIVIERA 1995 - Super-charged, moonroof, CD, black/gray leather, 16,800 miles $22,000. 313-464-2968

ROADMASTER 1992, loaded, leather, $5995

FARMINGTON HILLS CPJE
810-476-7900

ROADMASTER 1994, low miles, leather, loaded, 10 disc CD player, *very clean! $15,900. 313-937-0807*

SKYLARK 1995, 4 door, automatic, air, $8995 SUNSHINE ACURA (810)471-9200

SKYLARK 1992, 4 door, automatic, air, power. Only $6995/Livonia Chrysler-Plymouth (313) 525-7604

SUMMERSET 1985, 2 door, all power, am/fm cassette. Looks and runs great! $3900. (313) 278-7174

838 Cadillac

CADILLAC, 1994, STS, Northstar, many extras. Immaculate. Highway miles. $22,000/best. (810) 542-6248

ELDORADO 1995, dark cherry, leather, loaded. Sale priced $25,988 (810) 643-0070

Suburban OLDSMOBILE•CADILLAC

ELDORADO 1995, fully loaded $18,995 SUNSHINE ACURA (810)471-9200

EL DORADO 1989 - Perfect condition, wife's car, all extras Call (810) 644-4930

FLEETWOOD BROUGHAM 1994 - mint, 47,000 miles, $17,500/best. Call (313) 493-0535

FLEETWOOD BROUGHAM 1989, 42,000 miles, mint, $9900. 313-273-7374 Eves. 810-647-6529

SEDAN DEVILLE 1994, Blue/Tan leather, 28,000 miles. Loaded with chrome wheels. Sale priced at $19,988 (810) 643-0070

Suburban OLDSMOBILE•CADILLAC

SEDAN DEVILLE 1985, 4 door, dark blue, clean, 69,000 miles, runs great $3250. (313) 453-5618

1992 SEDAN de Ville - Excellent condition. Digital dash, leather seats $12,000 (810) 231-9576

SEDAN DEVILLE 1992, 57,000 miles, excellent condition, $13,000 firm (313) 421-7818

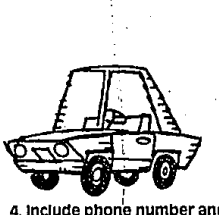
WRITE IT AND REAP!

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.

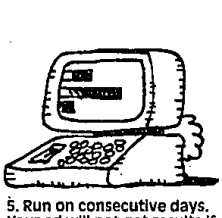
1. Give the reader specific information. Pretend you are someone reading the classifieds. What would you like to know about the item, service or job you are advertising? Be sure to add details such as color, size, condition, brand name, age, features and benefits. Be accurate! Don't embellish your ad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

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