1999 Ford F150
Vehicle class: Full-size pickup.
Power: 5.4-liter V8.
Mileage as tested: 15 city / 20 highway.
Where built: Kansas City, Mo. and Nor3Ontario, Canada.
Price as tested: $33,250.

See the F-150 at these local dealers

AVIS FORD, INC. • 248-355-7500
29200 Telegraph Road, Southfield
North of 12 Mile Road

BLACKWELL FORD, INC. • 734-453-1100
41001 Plymouth Road, Plymouth
Between Haggerty & I-275

BILL BROWN FORD • 734-421-7116
32222 Plymouth Road, Livonia
Between Merriman and Farmington Roads

JACK DEMMER FORD • 734-721-2600
37300 Michigan Avenue at Newburgh

STARK HICKEY WEST, INC. • 313-538-6600
24760 W. Seven Mile Road, Detroit
At Grand River

Let's Talk Cars

Art Cervi

Happy New Year all you fellow enthusiasts! It's now 1999 and the countdown to the new millemmium begins. Yet, while we think of the year 2000, automobile manufacturers are already at work beyond that. They must think years ahead, looking into that crystal ball and deciding what will be our future...and theirs. Guess wrong and it can be a costly mistake for the company... remember the AMC Pacer or the Edsel?

I am often asked how I see the collectible market twenty-five years from now (25 is the magic number now used to denote a vehicle eligible for antique plates). As I've stated in previous articles, that is a tough call. My head tells me that with the volume of individual cars and trucks being made, tens of thousands, the desirability factor may diminish. I still prefer low production vehicles to collect...again, well optioned. There is a new twist to the hobby and I will stress "hobby" because no one can guarantee what the market may do. At one time, not too long ago, collecting was a small business... cars, furniture, plates, baseball cards, etc. Now people collect "everything" because someone has convinced them they're going to make a fortune. Think of the Furbies this Christmas (people were paying over $100 for a $30 toy), then think about Tickle Me Elmo a few years ago. After the holidays, when the stores replenished their stock, the price comes back to almost normal. What's going to happen when the Beanie Babies craze crashes? Remember, you buy one of millions. Are you positive your children or grandchildren will share your passion? When the stock market was down during the 80's, investors jumped into antique automobiles, buying up the creme de la creme, thereby creating a false market...drove prices crazy. Investment became the buzz word. Folks got caught up in the hype and got burned when the stock market stabilized and the investors dumped out of cars and went back to stocks. Exotics dropped hundreds of thousands, muscle cars tens of thousands. I am so gold that I was not in a buying phase during that time.

Today, one's interests are becoming more diversified. Young people are concerned about their social security. Projections tell them it will be gone or dramatically lowered. More money is being put into stock investments or IRAs as a cushion for the future. This will adversely affect the collectible market. My advice? Buy something because you like it, enjoy it, don't worry about whether or not you're going to make money when you sell it. The hours you'll spend behind the wheel, taking along the family, the thumbs up you get, all have value, in many cases priceless family time. If and when you decide to sell your vehicle, for whatever reason, check out the current value and price it accordingly, based on the condition of your vehicle. Be fair, be realistic. If it's more than you paid originally, good for you..if it's less, recall all your memories. I believe you'll find you're still a winner. Till next week...

Art Cervi of "Let's Talk Cars" can be heard each Saturday from 10:00 a.m. to noon on WYUR, AM 1310.

The Observer & Eccentric Newspapers — It's all about you!
HOMETOWN CLASSIFIED Automotive

Your HomeTown Classifed ad is automatically posted on the internet! Visit us at...
www.oeonline.com

848 Ford

FORD PROBE 1993 - blue/gray, all power, cassette, 92K miles, $3800/best. 734-981-1665

MUSTANG 1997 Cobra, red, priced to sell at $19,900. (734) 453-7500

DON MASSEY
1-275 Exit #28 in Plymouth

MUSTANG 1996 Convertible, auto, air, aluminum wheels, 22,000 miles. $13,996. DEMMER FORD (734)721-2600

MUSTANG 1998 Convertible's (3), auto, air, full power, CD players, loaded. From $18,998 DEMMER FORD (734)721-2600

MUSTANG 1994 GT: convertible. Loaded, 14K, manual, no winters. $14,000/best (248)477-5019

PROBE 1993, GT, auto, air, all black, $3699 TYME AUTO (734) 455-5566

PROBE, 1995 GT, black, 68K, 5 speed, leather, moonroof, new brakes, CD, $9900. 734-425-0377

PROBE 1994 SE, power windows, locks, tilt, air. Extra Sharp! Only $5,988

THE BIG STORE CAMPBELL DODGE

TAURUS 1996 (8), 4 door, SE & LX, auto, air, 24V, 6 cyl., full power wheels, ABS brakes from $12,998 DEMMER FORD (734)721-2600

TAURUS GL 1997 - low mileage, $12,995. (248) 652-3227

TAURUS 1992 GL - power, 80K miles! Runs great-Very Dependable! $4500. (734) 425-5297

TAURUS 1997 GL Wagon, full power, luggage rack, sharp. $10,995. Jorgensen Ford (313)584-USED

TAURUS 1997-1996 GL Wagon's, low miles, loaded with family fun! From $11,997 DEMMER FORD (734)721-2600

TAURUS & Sables 1996-1997, 4 door's & wagons, auto, air, loaded. 32 to choose, 7-34,000 miles. From $9,990 DEMMER FORD (734)721-2600

TAURUS 1996-1998. Several to choose-from! 1998's as low as $12,995. Save $7,000 over new!
BILL BROWN Ford
(734) 522-0030

848 Ford

TAURUS 1997 "SHO", leather, moon roof, CD changer, phone. $15,997. DEMMER FORD (734)721-2600

TAURUS 1997, "SHO" leather, moonroof, CD changer, phone, $15,997. DEMMER FORD (734)721-2600

TAURUS Stationwagon LX 1992-new tires/brakes, excellent condition. $4950. (248)650-8399

TEMPO 1991 GL, auto, low low miles, air, only $3995. JOHN ROGIN BUICK-Livonia-734-525-0900

TEMPO 1994 LX - 80,000 miles, NEW engine/parts. Looks/runs great! $7000. 734-207-0019

TEMPO 1992 Silver auto, cruise, power locks/windows. New battery. $3800 734-397-0488

THUNDERBIRD 1995 LX - auto, low miles, power windows/door locks, loaded. $9995. JOHN ROGIN BUICK-Livonia-734-525-0900

THUNDERBIRD 1995 LX, V8, loaded, moonroof. $8995. Call (734) 458-5250 GORDON CHEVROLET

THUNDERBIRD'S 1997-1996 (5), loaded, 6 & V-8 cyl., auto, air, loaded, all low miles. $11,996 DEMMER FORD (734)721-2600

TOWN CAR 1996, leather, loaded, 17,000 miles. $19,996 DEMMER FORD (734)721-2600

TOWN 1996 Car Signature Series, loaded, leather, 24,000 miles, $20,996. DEMMER FORD (734)721-2600

850 Geo

METRO 1995- charming red, air, am/fm stereo w/ cassette, 49k. $4000 (248) 594-9370

METRO 1992 - 70k, silver, 5 speed. $900 or best offer. (248) 553-0623

PRIZM 1990, very clean with cassette & CD changer, $7795. Call (734) 458-5250 GORDON CHEVROLET

852 Honda

Accord 1996 auto, sunroof, 19,000 miles.

BILL COOK AUTO GROUP 248 471-0800

ACCORD EX 1998, 4 door, 5600 miles, lease for $260/mo., 39 months, 12K, $1000 down + Tax or purchase $19,995. (734)453-3600

SUNSHINE HONDA

ACCORD 1990, EX, 2 door, red, 86K, excellent! $5500. 248-268-4020 W:248-258-7449

852 Honda

ACCORD EX WAGON 1992, ski rack, bike rack, every maintenance done, one owner, loaded, immaculate car! $7995. (734)453-3600

SUNSHINE HONDA

ACCORD 1994 LX air, auto, power steering & brakes, power windows/locks, AM/FM cassette & more!

BILL COOK AUTO GROUP 248-471-0800

ACCORD 1995 LX - Leather, auto, power moonroof. $11,995. JOHN ROGIN BUICK-Livonia-734-525-0900

ACCORD LX Wagon, factory cell phone, like new. $15,990. (734)453-3600

SUNSHINE HONDA

ACCORDS 1997 - 4 to choose LX, auto, low miles, 6 disc CD. From $14,995. JOHN ROGIN BUICK-Livonia-734-525-0900

ACCORD'S 1996 - 3 to choose, low miles, loaded, sharp! From $11,995. JOHN ROGIN BUICK-Livonia-734-525-0900

CIVIC 1996 DX, auto, low miles, power moon roof. $9995. JOHN ROGIN BUICK-Livonia-734-525-0900

CIVIC 1995 - DX, 4 door, red, automatic, excellent, 78k miles, $5800. 248-681-6909

CIVIC DX 1996 - Hatchback, 5-speed, 46K, great condition, $7500/best. Call (248) 624-4136

CIVIC 1997 DX - Power moonroof, 6 disc CD, low miles, loaded. $10,995. JOHN ROGIN BUICK-Livonia-734-525-0900

CIVIC 1997, EX, 2 door, green, 5 speed, loaded, excellent, 17K miles, $13,700. 248-642-6881

ODYSSEYS - 4 to choose, Certified. Call for details. (734)453-3600

SUNSHINE HONDA

PASSPORTS 4X4 Certified. 4 to choose. Call for details! (734) 453-3600

SUNSHINE HONDA

856 Lincoln

CONTINENTAL 1996, leather, loaded, 5 to choose, all low miles, some with moon roof's. Starting from $16,996 DEMMER FORD (734)721-2600

848 Ford

JACK DEMMER FORD AFFORDABLES

IMPALA 1996 Super Sport, leather, C.D. $18,995.

E150 1993 Convertible Hi-top, 351 V8, T.V. VCR. $10,995.

F150 1995, 4 x 4, XLT, V8, auto, air, power windows & locks, tilt, cruise, cassette, CD. $13,995

Explorer 1996 Sport, 6 cyl., auto, 4 x 4, air, moon roof, power windows & locks, cassette. $16,495

Explorer 1994 Sport, 6 cyl., 5 speed, power windows & locks, tilt, cruise, cassette, $9,995.

Crown Victoria 1993 LX, V8, auto, air, power windows, locks & seat, tilt, cruise, cassette. $8,995

Ford E150 1993, 4 x 4, XLT, V8, auto, air, power windows & locks, tilt, cruise, cassette. $9,495.

CONTOUR 1997 Sport auto, air, power windows/locks, tilt, cruise, CD, only $9,995.

PROBE 1996 5 speed, air, CD, only $8,195.

PROBE 1995 GT 6 cylinder, 5 speed, power windows/locks, tilt, cruise, cassette, air, CD, 54K, $8,195.

TAURUS 1995 SHO auto, air, power windows/locks/seat, tilt, cruise, cassette, moonroof, $9,995.

CONTOUR 1995 GL, air, cassette, $7,495.

PROBE 1994 5 speed, air, cassette, $5,995.

THUNDERBIRD 1992 6 cylinder, auto, air, power windows/locks, $5,695.

TAURUS 1992 GL 6 cylinder, auto, air, power windows/locks/seat, tilt, cruise, cassette, 49K, Hurry, $8,295.

MUSTANG 1992 LX Convertible, 5.0 5 speed, air, power windows/locks, cassette; 51K, $9,495.

CAPRI 1994 Convertible, auto, air, power windows, cruise, cassette, extra clean, $5,995.

FORD 1997 F150 XLT 6 cylinder, 5 speed, air, power windows/locks, tilt, cruise, cassette, $12,995.

RANGER 1997 Super cab XLT 6 cylinder, auto, air, cassette, $10,995.

FORD 1998 F150 6 cylinder, auto, air, tilt, cruise, cassette, 19K, $12,995.

BRONCO 1994 Eddie Bauer V-8, auto, air, 4x4, leather, power windows/locks, $13,495.

EXPLORER 1994 Sport 4x4, 6 cylinder, auto, air, power windows/locks, tilt, cruise, cassette, $10,995.

FORD 1993 F150 Super cab 6 cylinder, auto, air, cassette, $8,495.

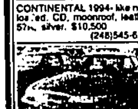
CHEVROLET 1983 Suburban 350 V-8, auto, air, 9 passenger, $4,395.

DODGE 1997¾ ton cargo van, 5.9 V-8, auto, air, tilt, cruise, $12,495.

JACK DEMMER FORD AFFORDABLES
734-721-5020

856 Lincoln

CONTINENTAL 1994- like new, loaded, CD, moonroof, leather, 57K, silver. $10,500 (248)545-6906



CONTINENTALS 1996-1997 all low mileage & under factory warranty. 10 to choose. From $16,996. JACK DEMMER FORD 1-800-878-FORD 734-721-6560

MARK VIII 1994 - 77K miles, $12,500. Chrome factory wheels, CLEAN! (248) 852-9265

MARK VIII 1996, leather, loaded, 5 to choose some with moonroof's, all low miles from. $17,996 DEMMER FORD (734)721-2600

MARK VIII 1997, leather, directional wheels JBL, CD changer, traction assit, 4,000 miles. $23,997 DEMMER FORD (734)721-2600

TOWNCAR 1985 - Bright blue, clean, good condition, $2695. Call (734) 525-7797

TOWN CAR 1996, leather, loaded, 17,000 miles, $19,996 DEMMER FORD (734)721-2600

TOWN CAR 1998 - white, 15,800 miles, $32,000. 734-354-6898

856 Lincoln

TOWN CAR 1995 fully equipped, red, leather, 37K, $16,900. (734) 453-7500

DON MASSEY
1-275 Exit #28 in Plymouth

TOWN CAR 1996, Signature Series, loaded, leather, 24,000 miles, $20,996. DEMMER FORD (734)721-2600

858 Mazda

MX3 1992-FL car, clean, mint condition, looking to upgrade, $4900/best. 313-541-4791

Protege 1997 LX-low miles, must see!

BILL COOK AUTO GROUP 248-471-0800

860 Mercury

CASH - For your used car. Dealer needs cars. My wife says I pay too much! For phone appraisal. TYME 734-455-5566

GRAND MARQUIS GS 1997 Loaded & perfect, 36K, dark red metallic, $16,500. 734-464-2107

SABLE 1993, loaded, full power, Only $6995. JOHN ROGIN BUICK-Livonia-734-525-0900

862 Nissan

ALTIMA SE 1994
Power roof, loaded, auto.
$12,900.
Livonia Jeep (734)525-7604

BERETTA 1991- auto, air sharp!

BILL COOK AUTO GROUP 248-471-0800

SENTRA 1994-4 door, auto, air.

BILL COOK AUTO GROUP 248-471-0800

864 Oldsmobile

AURORA 1997, Bright red/black interior, loaded, AutoBahn package, Chrome wheels, moonroof. Only $21,995. Call Today: (248) 851-7200

AUDETTE

CUTLASS 1993 Ciera, 4 door, V-6, power locks, tilt, wires, rear defrost, $5,795.

Buy With Confidence
GAGE OLDS 1-800-453-4243

CUTLASS 1993 Supreme, 4 door, SL, V-6, 68,000 miles, power windows, power locks, aluminum wheels, loaded, $6,995, well cared for.

Buy With Confidence
GAGE OLDS 1-800-453-4243

CUTLASS 1996 Supreme Sedan, loaded, low low miles, cassette. $11,995. JOHN ROGIN BUICK-Livonia-734-525-0900

CUTLESS SUPREME 1990 SL. Red, sharp looking. Very good condition, 107K, $6,000. 734-434-1742

EIGHTY-EIGHT 1996, low miles, loaded, full power, only $15,995. JOHN ROGIN BUICK-Livonia-734-525-0900

Eighty Eight Royale 1992 - 66k, one owner, aluminum wheels, power, $5800. 248-489-8009

NINETY EIGHT 1996 Regency, 4 door, V-6, leather, aluminum wheels, loaded, 39,000 miles, $15,695. Last of a breed!

Buy With Confidence
GAGE OLDS 1-800-453-4243

OLDS "88" 1994- gold, excellent condition, smoke free, garage kept, 77K. $8200 (734)416-9039

OLDS 88 -1997 LS, loaded, 18,000 miles. $14,595. Call (734) 458-5250 GORDON CHEVROLET

866 Plymouth

DUSTER 1993, 4 door, ES, 48,000 miles, power seat, power windows, power locks, tilt, cruise, rear defroster, loaded, rare find, $5,895.

Buy With Confidence
GAGE OLDS 1-800-453-4243

866 Plymouth

LASER 1990 RS - 94k, air, power, cruise, CD, sunroof, black, $5600. 810-602-6416

LASER RS Turbo 1990- CD, power windows/locks, 80 K. Asking $3900. (248)738-3806

NEON 1997 -Highline auto, power roof, CD, aluminum wheels, sport. $8995. Livonia Jeep (734)525-7604

NEON 1995 Sport, like new, very clean! $6595. Call (734) 458-5250 GORDON CHEVROLET

PLYMOUTH 1991 Sundance, economy car. $1995. Call (734) 458-5250 GORDON CHEVROLET

868 Pontiac

BONNEVILLE 1995 SE, dark green, 72k, excellent condition, $10,750/best. (248) 644-7319

GRAND PRIX 1992, 4 door, $5995.

FOX HILLS
Chrysler-Plymouth-Jeep-Eagle
734-455-8740 1-800-494-9481

GRAND PRIX 1997 GTP, 16,000 miles, heads up, loaded, full power, $19,995 JOHN ROGIN BUICK-Livonia-734-525-0900

SUNBIRD 1995-AUTO, sunroof, sharp!

BILL COOK AUTO GROUP 248-471-0800

868 Pontiac

GRAND PRIXS 1997-98 Wide tracks, 11 to choose, priced from $13,995.

Red Holman
Westland
(734) 721-1144

SUNFIRE 1997, auto, air, cassette, low miles. $9995. JOHN ROGIN BUICK-Livonia-734-525-0900

870 Saturn

COUPE 1994 - 93K miles, 5 speed, air, power windows/locks, cruise, $4100. 248-349-8927

872 Toyota

CAMRY 1991 - 111K, good condition, sunroof, alarm, keyless entry. $5300/best. (248)879-6878

CAMRY LE 1996 - White, 22K, like new, loaded, well maintained, $17,500. 248-488-11412

CAMRY 1996 - red, 4 cyl. automatic, power, leather, sunroof, 65,000 mi. $11,900. 248-449-4907

872 Toyota

CAROLLA 1994- 4 dr., auto, air, casette, low mi. $7000 Call Mich: Days 248-644-3932, eves. 248-540-6324 leave message.

874 Volkswagen

Golf 1997 GTI-26,000 miles, sharp!

BILL COOK AUTO GROUP 248-471-0800

Jetta 1996 GLS-auto, sunroof, sharp!

BILL COOK AUTO GROUP 248-471-0800

JETTA 1997 GL, 5 speed, 4 door, air, alarm. Selling for payoff. $15,500/best. 734-397-6955

878 Autos Under $2,000

DELTA 88 1986- $500. Needs body work. (734) 722-1320

ESCORT 1990 - 4 speed, runs, needs body work, $500/best. Call after 6pm. 734-513-4072

FORD TEMPO 1986 - Runs Good, high miles, new parts. $600/best. (734) 422-4014

GMC 1983 Conversion Van - ¾ ton, air, auto, full power, must sell, $1350. 734-425-3742

HONDA CIVIC 1988 4 door, new brakes & battery. Newer tires/clutch/timing belt/exhaust, 165,000 miles. $1800/best. (248) 545-6899

878 Autos Under $2,000

PLYMOUTH RELIANT 1983. Low mileage (34,500 miles). $500. Call Gary, (248) 777-0559

NEED TO SELL YOUR CAR...

Truck, RV or Boat? Place a classified ad in the Observer & Eccentric and get quick results at affordable rates! Call our inside sales staff at:

CLARKSTON AREA
248-475-4596
ROCHESTER/ROCHESTER HILLS
248-852-3222
OAKLAND COUNTY
248-644-1070
WAYNE COUNTY
734-591-0900
FAX YOUR AD
734-953-2232
INTERNET ADDRESS
http://observer-eccentric.com

We're making it easy.

1999 TOYOTA COROLLA

Automatic, air, stereo & much more

$179.95* 36 mo.

1999 TOYOTA CAMRY LE

power windows & locks, power seat, CD player, and much more!

$208.00* 36 mo.

1999 TOYOTA 4-RUNNER LIMITED

$0 DOWN LEASE

Sunroof, leather, alloys, CD & much more.

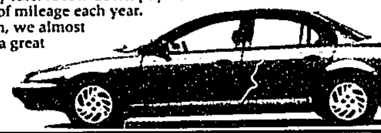
$499** 27 months

Bob Saks TOYOTA
(248) 699-7100

No hidden charges or ugly surprises? Are you sure this is a lease?

When you walk into Saturn of Farmington Hills, Plymouth or Southfield and say you're interested in a lease, a funny thing happens: we explain every "henceforth, thereafter and undersignituree" to you. That way, you'll know exactly what you're getting. A low monthly rate. A low down payment. Plenty of mileage each year. And, oh, we almost forgot, a great car too.

SATURN.



1999 SEDANS	SL	SL1	SL2	1999 COUPES	SC1	SC2
MSRP	$11,995	$13,555	$14,055	3 DOOR	$14,705	$18,305
$1,000 DOWN PAYMENT						
MONTHLY PAYMENT	$128	$158	$182		$175	$201
TOTAL DUE AT SIGNING	$1,773	$1,828	$1,877		$1,870	$1,921
$0 DOWN PAYMENT						
MONTHLY PAYMENT	$168	$198	$225		$215	$243
TOTAL DUE AT SIGNING	$368	$423	$475		$465	$518
GM EMLPLOYEES AND ELIGIBLE FAMILY (GMS)						
$0 DOWN PAYMENT MONTHLY PAYMENT	$135	$160	$184		$175	$197
TOTAL DUE AT SIGNING	$285	$335	$384		$375	$422

LEASE DETAILS

Total amount due at signing
Includes down payment, 1st months payment, $495 acquisition fee and security deposit. ($495 acquisition fee rolled into the cap cost and financed on the $0 down payment leases).
Additional costs
License, title, registration fees, taxes and insurance are extra.
Lease Term
Monthly payments are based on a 39 month/39,000-mile lease.

Standard features
Payment examples are based on 1999 Saturns equipped with an auto transmission and air conditioning, except the SL which has a 5 speed manual transmission and air conditioning.
Approval
Primary lending source must approve lease
Excess Mileage
Mileage charge of $.15 per mile over 39,000 miles.

Wear and use
Lessee is Responsible for excessive wear and use.
Delivery
Must take delivery by 3/31/99.
Disposal fee
NONE
Purchase Option Fee
$150

SATURN OF FARMINGTON HILLS
24730 Haggerty Road
N. of Grand River
(248) 473-7220

SATURN OF PLYMOUTH
9301 Massey Drive
I-275 & Ann Arbor Road
(734) 453-7890

SATURN OF SOUTHFIELD
Telegraph
N. of 12 Mile
(248) 354-6001

OPEN SATURDAY 10-4

A DIFFERENT KIND of COMPANY. A DIFFERENT KIND of CAR.