

## SAVE YOURSELF WORRY!

*With a Better, Value Rated Car  
from your Better Olds Dealer.*

# GLASSMAN OLDSMOBILE INC.

SALES AND SERVICE ON ALL MAKES  
28000 telegraph TEL-TWELVE MALL  
SOUTHFIELD, MICHIGAN

## 354-3300

## More Americans Are Now Buying Better Used Cars

If you're on the trail of a used car, welcome to the near-record number of Americans who are settling for less-than-new as the tight money solution to their transportation needs.

The demand has made the good ones as rare as precious metal and finding the "one-owner, only on Sunday beauty" is proving as elusive as Chicago Bear halfback, Gayle Sayers in an open field.

Like gold, good used cars are where you find them. You can cut down the search time, however, and avoid buying somebody else's problem by looking where they are most likely to be.

Your best bet is the used car lot of a fran-

chised new car dealer. There are several good reasons why this is true, according to Glenn L. Nise, a field operations manager for Dodge Division of Chrysler Corporation.

Nise says, "Nearly all used cars come on the market because the owner is trading it in on another car. If it's a late model car more than likely he is trading for a newer one with a franchised dealer. That means dealers get first crack at most of the late model cars available for resale."

Besides having first call on most late model used cars, Nise lists other reasons why the good ones will be found on a dealers lot.

"We advise our dealers to wholesale questionable cars that could come back to haunt them and to junk the obvious 'dogs.' This way the overall quality of the cars on our dealers' lots is going to be well above average.

"Second, he has the parts, facilities and skilled mechanics to put a car in first class condition. He does not have to subcontract this work, or try to get by without it. This is even more important

with the growing trend to more equipment on cars. The dealers have men schooled in repairing all of those optional items most people really want in their car, new or used.

"Third, a dealer has two added incentives for making sure his used car sales build satisfied customers. When repair work becomes necessary, he wants the service work. And, when the buyer is ready for a new car, he wants to make the sale.

"Last, but by no means least, the economics of the dealer's business are such that moving good used vehicles at a decent price is to his advantage. Usually, his profit on a new car sale is tied up in the car he took on trade. He needs to move it to get his money and, if he is building satisfied customers, he doesn't need as high a markup on his used car sales. He has service and parts, and new car sales to help carry the load."

Finding the used car that meets your pocket-book and transportation needs will still require some searching, but Nise makes a good case for hunting on the lot of a franchised car dealer.

## Safety Belts Still Important To Passenger Survival Odds

American drivers are, in large number, fooling themselves into disregarding the biggest single step they take to improve their own survival odds in case of an automobile crash, says the National Safety Council.

Harry Porter, Jr., NSC traffic safety director, pointed out that "the best estimates indicate at least 8,000 to 10,000 lives a year would be saved if every car occupant wore his safety belts, every time he got into a car."

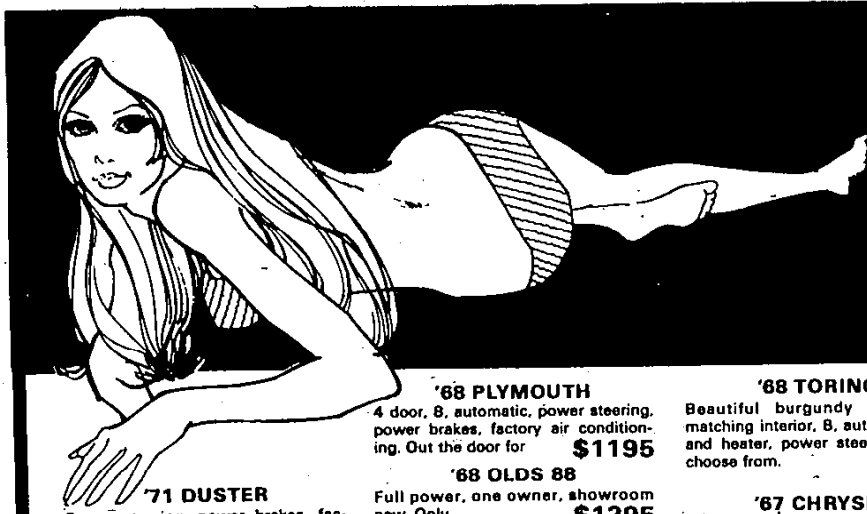
"Beyond question," Porter said, "the full use even of the old fashioned lap belts would have a massive effect in saving lives and preventing injuries. And now that combination lap-and-shoulder belts are

required on all cars sold in America, even greater protection is available."

Motorists who choose to sit on or beside their safety belts, instead of within them, in most cases are "relying on imitation excuses--not genuine reasons--to rationalize their behavior. Clear thinking will show that there aren't any real reasons."

## Brake System Needs Check

If your car begins skidding or pulling to the side when you apply your brakes, it may be a sign that your braking system needs attention. One brake is probably exerting less stopping force than the other -- thus causing the skid.



**'71 DUSTER**  
Power steering, power brakes, factory air. From **\$2695**

**'71 PLYMOUTH**  
Satellite wagon, full power and low mileage, beautiful blue finish with matching interior. Family sized bargain **\$2695**

**'70 CUSTOM NEWPORT**  
4 door hardtop. Beautiful red finish, white top, double power, factory air low mileage **\$3395**

**'70 MAVERICK**  
8 cylinder, 3 speed, beautiful blue finish with vinyl top. **\$1595**

**'70 ROADRUNNER**  
with 4 on the floor, mint shape and low, low miles **\$2195**

**'69 PLYMOUTH**  
Fully powered 4 door, factory air, swapper, legs, beautiful gold with matching interior **\$1896**

**'69 CHARGER**  
V-8, automatic, double power. From **\$1995**

**'68 PLYMOUTH**  
4 door, 8, automatic, power steering, power brakes, factory air conditioning. Out the door for **\$1195**

**'68 OLDS 88**  
Full power, one owner, showroom new. Only **\$1295**

**'68 ROADRUNNER**  
8, automatic, beautiful yellow with white top, factory air, fully powered. **\$1495**

**'68 SUPER BEE**  
4 speed, V-8, power steering **\$1195**

**'68 FORD LTD**  
Sharp blue finish and fireplace. Cream of the crop for the low price of **\$1269**

**'68 BUICK**  
Skylark Convertible, beautiful blue finish, 8 automatic, fully powered. Full price **\$1495**

**'68 CHRYSLER**  
Imperial, full power, factory air conditioning, one owner. The perfect luxury car for only **\$1995**

**'68 SPORT FURY**  
Convertible, beautiful red finish with black top, 8 automatic, fully powered. **\$1495**

**'68 TORINOS**  
Beautiful burgundy finish with matching interior, 8, automatic, radio and heater, power steering. Two to choose from. **\$1195**

**'67 CHRYSLER**  
4 door, beautiful red finish with matching interior, full power, factory air conditioning, luxury at economy price of **\$995**

**'67 MUSTANG**  
Mint shape and full power, beautiful red finish. Economy priced for **\$1195**

**'67 TEMPEST**  
LeMans 2 door hardtop automatic, 8 cylinder. Only **\$395**

**'66 MERCURY**  
Wagon, 9 passenger, V-8, automatic, double power **\$495**

**'66 FORD**  
4 door, automatic, 8 cylinder with power steering. **\$395**

**'66 CHRYSLER**  
Convertible V-8, automatic, double power. Total purchase price **\$495**