

CAR CARE

SUCCESS...

Canadian auto sales zoom 60% in month
 TORONTO STAR
 Saturday, February 4, 1984

...General Motors of Canada Ltd. said sales of its front wheel drive compact and intermediate models more than doubled from January, 1983...

Conlin Motors - General Motors Dealer in Markham is happy to report, that the company is sharing in the phenomenal growth of General Motors Vehicles. "Our sales to new customers, as well as to our long time customers, and leasing are well above expectations" said Arch Evans, sales manager. "We maintain a cost efficient business and pass the savings on to the customers. We compete favorably in price with anyone in the business and offer top trade-in value. Our repeat business proves that our service to customers over the years has been excellent. We have been awarded the General Motors Triple Crown of Excellence.

I am proud of our sales staff, parts and service departments and all those other people in this company who makes our success possible. I would like to welcome all the newcomers to the Markham Area to drop in and visit with us, we sell at low prices give excellent service and provide some old fashioned congeniality as well.

Happy motoring from the people pleasers!



THE PEOPLE PLEASERS
 CHEVROLET - OLDSMOBILE



AUTHORIZED DEALER
 SALES - SERVICE - LEASING
 HWY. No. 7, W. Markham
 294-1440



Check car yourself

How long has it been since you took a really good look around your car? If you have to pause to remember when you last checked your tires, oil, coolant, battery or other components, you may have put it off too long.

According to Car Care Council, the advent of self-service gas outlets has placed an added burden of responsibility on the car owner. Even most "mini-serve" stations' personnel do not check under the hood, so the repair industry reports a mounting concern about maintenance neglect.

Car Care Council offers the following list of car checks that should be made periodically by the owner, if not by the service dealer:

- **Fluids:** Check engine oil, transmission oil, power steering fluid and coolant; add as needed. Caution: Never remove the radiator pressure cap when the engine is hot.

- **Battery:** Check for corrosion on terminals, a common cause of starting trouble. Check electrolyte level and add water as needed. Another caution: When working near a battery, be sure there is no open flame. Do not smoke. Batteries emit explosive hydrogen gas.

- **While the hood is up,** take a look at your drive belts and hoses. Frayed or worn belts should be replaced, as should soft, brittle or bulging hoses.

- **Take a look at your windshield wipers.** The rubber will become brittle with weathering and age and may be worn to a point where wipers smear or streak the glass. How's your supply of washer fluid?

- **Tires:** Invest in a good tire gauge and use it frequently. If you haven't checked tire pressure since summer you're likely to find them underinflated, says Car Care Council. Even a couple of pounds of underinflation can cut tire life by about 10 per cent. Four pounds of underinflation can cost up to three per cent in fuel economy.

Take a look at the service sticker on your door jamb. Time for a lube job, oil and filter change? One good reason for getting the car on the service station lift is so you or your serviceman can check underneath for leaks; leaking exhaust system parts, leaking shock absorbers, leaking engine or transmission seals. And this gives you an opportunity for another, closer look at your tires.

Finally, as part of your periodic inspection program, make a walk-around check of all your lights, including turn signals. If you have no one with you to help check brake lights, you can do it yourself when another car is behind you at an intersection. Just tap your brake pedal and look for the reflection of your brake lights in his headlights.

Self service fill-ups are great time and money savers, says Car Care Council, so long as you do the whole job yourself.



Clean glass

Winter driving is not a sport for the Olympics, but a good winter motorist must know the fundamentals of how to drive in inclement weather. One good idea is making sure the inside and outside of the car windows are kept clean at all times.

Upkeep saves owners money

Good car care can save you money and aggravation. And now there's proof.

That proof lies under the hoods of two identical cars whose only difference is one had been maintained faithfully for four years while the other had been sadly neglected.

Fram Corp., a major auto parts manufacturer, searched for and found these two vehicles (1977 Datsun F10s with approximately 80,000 miles on them) to prove a point: that preventive car maintenance "pays off" in dollars and cents.

After testing both vehicles, Fram determined that the owner of the maintained car came out at least \$748 ahead of the other owner through savings in fuel and repair costs. But more important, the maintained car's resale value is \$550 higher than that of the neglected car.

THE TESTS

Fram put both of these cars through a 2,000-mile road test consisting of city and highway driving. DM engineering, an independent automotive engineering and testing facility in Connecticut, also conducted general inspections and "dynamometer tests," which simulate actual driving conditions. Overall performance, fuel and oil consumption and emissions were recorded.

THE RESULTS

Overall, the maintained car outperformed the neglected one.

- **Gas mileage -** The maintained car averaged five (5) miles per gallon more than the neglected auto.

- **Oil Consumption -** The maintained car consumed only 3/4 qt. of oil while the neglected auto burned 5 1/4 qts. over the 2,000-mile road test.

- **Emissions -** The maintained car's exhaust emissions were at acceptable levels, but the neglected car's emissions were extremely dirty and polluting - a sign of worn engine parts.

- **Repairs -** The maintained auto could have gone an estimated 30,000-40,000 more miles without major repairs. The neglected car, however, needed \$800-\$1,000 in repairs to continue operation, primarily for an engine-overhaul.

MAINTENANCE "PAYOFF"

Fram obtained the shop records on both cars which listed the total maintenance and repair expenses. The four-year fuel costs were estimated using the mpg ratings from the dynamometer tests, the cars' 20,000 miles of annual driving and a four-year average fuel price of \$1 per gallon.

The neglected car owner spent \$971 on maintenance during the four years, mainly for brake and body work. The maintained car owner spent \$1,583, or \$612 more.

However, the neglected car needed at least \$800 in repairs and its owner spent \$560 more on fuel over the four years because it averaged five miles per gallon less than the maintained car. Consequently, the neglected car owner would have spent \$748 more.

Additionally, the maintained car's resale value was \$2,750 while the neglected auto's was \$2,200 - \$550 less, if it could be sold in its poor condition.

Add that to the \$748 savings in fuel and repair costs and the maintained car owner comes out \$1,298 ahead.

IT PAYS

How could two cars that started out the same turn out so different? The maintained car received the care appropriate for its driving style. Oil and filters were changed and tune-ups performed regularly.

TIPS

To prevent your car from going the costly way here are some tips.

- **Fluids -** Check monthly and replenish where necessary the 10 fluids in your car such as motor oil, radiator coolant, battery, brake and automatic transmission fluids.

- **Filters -** Check and replace when clogged. Owner's manuals list the proper filter change intervals.

When refueling

Fill tank with care

The self-service station has become the common way to purchase gasoline for our cars. Most motorists feel the slight inconvenience in filling it up ourselves is worth the savings at the pump.

Doing it ourselves means that we must also accept the responsibility of doing it right. The rules of handling fuel are basic and apply to all your refueling situations, be it refueling the lawn mower at home, or the frequent refueling of vehicles at the local self-service gas station.

Whenever refueling make sure that the engine is not running and the ignition is turned off. An engine at idle not only wastes gas but also could be a source of ignition to any fuel spill or leak. Don't smoke! A burning cigarette is a fire hazard of explosive potential when handling gasoline. This includes in-car passengers as well. Fuel spills can occur at any time and the pump area is always likely to be high in gas fumes from previous spills.

When filling always ensure that the filling nozzle is properly inserted into the tank filler pipe. Avoid over-filling to prevent unnecessary wasteful and hazardous spillage. Stay clear of the filler area as a sudden splash of gasoline when the tank fills may occur, soaking clothing or even worse, causing a painful eye injury.

Use only containers specifically manufactured and approved for use as gasoline containers. The use of other types is illegal

and a serious fire hazard.

Around the pumps be aware of the many hoses which can sometimes tangle and make walking very difficult. Fuel spills make for slippery surfaces and hazardous walking.

As a final caution for refueling at a self-serve station, use only the gasoline type required by your car. Other types may be cheaper or more readily available but can cause damage to your car's emission control systems and ultimately a large repair bill.

While at the self-serve station take the time to check the oil, tire pressure and to clean the windshield and other glass surfaces including the headlights. Supplies are available if you need them. Make it a routine at every fill-up. It's a good habit to get into. Spending a few minutes on simple maintenance can pay off in better gas mileage and lower overall servicing costs. After all, saving money is what self-service is all about.

The few minutes spent in caring for your car will earn you considerable savings over a period of time. Most important of all though, is that this care will result in a longer life for your car and a much safer, more reliable one in which to drive.

Let's remember that ensuring our own safety can be our most valuable investment.

MARKHAM-UNIONVILLE AUTO DEALERS

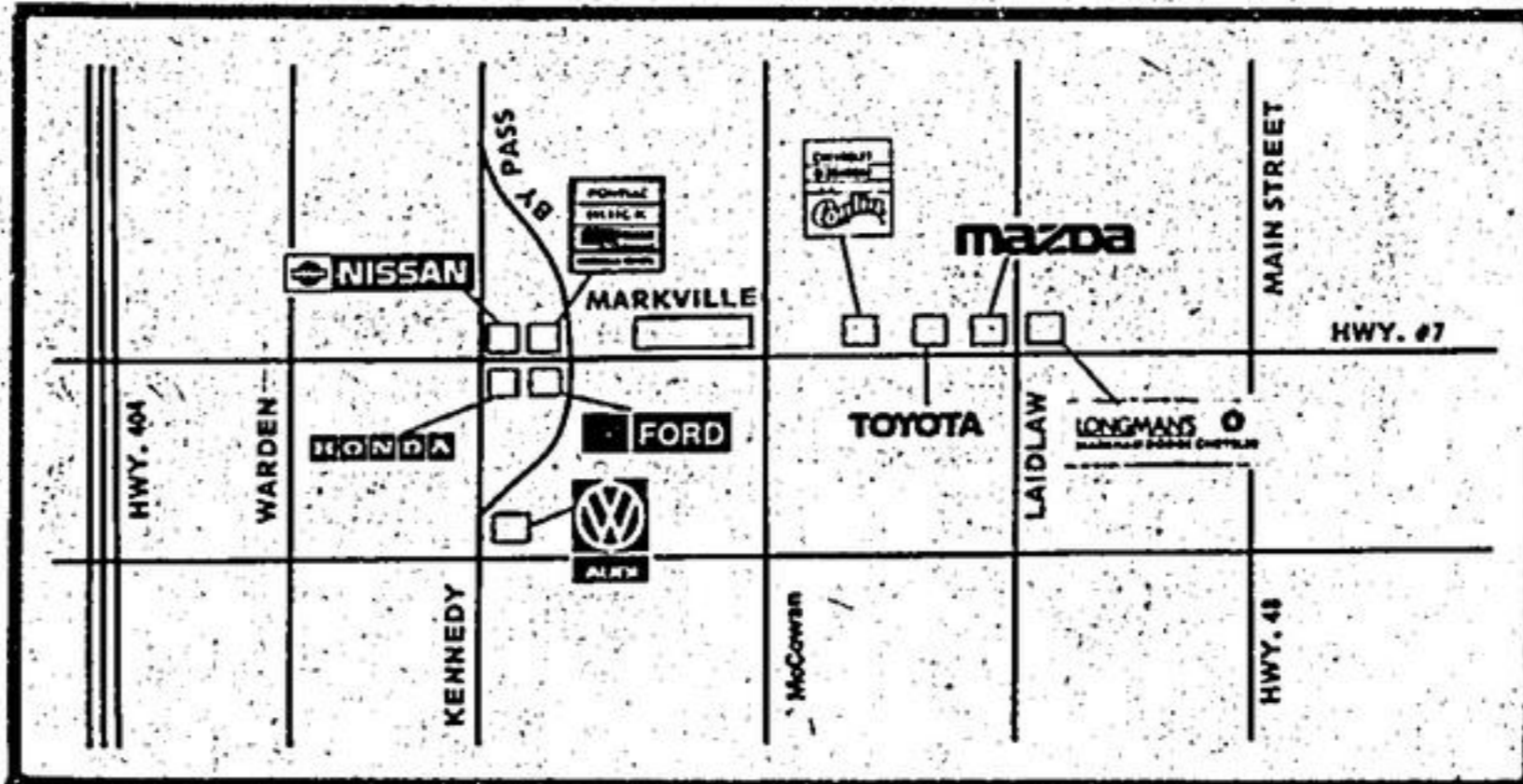
AUTO SHOW

There's an AUTO SHOW right here in Markham...365 days of the year... Markham boasts some of the finest car dealers in Canada, all within close proximity, all with an enviable reputation and personnel.

Domestic and imports give any discriminating car buyer a chance to see and test drive the car of his choice close to place of residence or work.

So...when it comes to buying a new or used car or truck and leasing, remember that you'll likely do better right here because...

We have it all right here in Markham, Domestic or Imported Cars at the right prices. Local service counts too!! What better place to have your car serviced close to where you work or live. So be sure to check before you buy...new or used... "we have it all right here!"



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