



The Best Deals in Town

With the newspapers, radio, and T.V. giving constant updates on the woeful state of the big three: G.M, Ford and Chrysler, it seems like the last brand of car and truck you would want to purchase would be one of these right? Wrong! And by a long shot. Actually the time is better than ever to get a quality car or truck for half of what its true worth is.

Let me explain. First of all, the problems with the Big Three stem from their business practices and not from their quality. To not consider one of these brands would be akin to not going to your favorite restaurant, where the food is always fabulous, because the owner spends more than he makes and never shows a profit. I could care less right? As long as the meal is superb it's none of my concern. Well the same principal here. American cars and trucks are some of the finest built yet because of the negative press nobody wants to own them. That's the herd mentality but my goal here is to get you to consider breaking away from the herd.

The fact that American autos are viewed with such negativity has driven the wholesale prices down. Way down. Again remember this has NOTHING to do with quality, only slow sales due to negative press.

So like the stock market what does one do when a stock is way undervalued? Buy! Buy! Buy!

There are some incredible values on American products out there.

Used car managers that I have interviewed have told me that they are taking in American products for thousands behind book value anticipating that they will be hard to retail or move in the wholesale market.

That's where you, the savvy buyer comes in. Knowing that these units are being taken in cheaply and also knowing the negativity towards them allows you to drive a hard bargain and a beautiful car or truck for so much less than its value.

Now keep in mind you will not want to buy with an idea of trading after a short while. If you buy make sure it's a vehicle that you will "run into the ground" as they say.

Also be assured that parts will be available whatever the fate of the big three is. There are laws in place that require car manufactures to supply parts long after a model is discontinued and long after your ownership.

So in closing it might be well worth your while to take a closer look at those American cars and trucks sitting on the lots. The quality is strong and the price is right and quite possibly with the money you save you can take your new ride and drive it on your vacation.

Till then enjoy the warm weather and be careful out there.

T.James.Michael Jr.