Spring... ON THE ROAD

How to avoid buying a lemon
Tips on tire maintenance
Keeping car thieves at bay
Avoiding distracted driving
Take the car this vacation!

March 2017
A SPECIAL SUPPLEMENT TO
The Malone Telegram
How to recognize and avoid buying a lemon

New or preowned vehicles are significant investments. New cars might be more expensive than preowned models, but according to Edmunds, the average cost of a preowned vehicle is around $16,000.

Preowned vehicles seem and often are consumer-friendly options. However, preowned vehicles always carry some measure of risk. Unless a vehicle is covered by a warranty, consumers take that risk on themselves.

One way for buyers to reduce any anxiety they may have about preowned vehicles is to learn as much as they can about automobiles and spotting potential lemons. Despite information about major accidents, mileage counts, number of owners, airbag deployment, and many other clues that can shed light on the condition of the vehicle. The report also may include warranty information and whether the car or truck was branded a lemon.

- **Request a vehicle history report.** Ask to see a copy of the vehicle’s history report. Such reports may include information about major accidents, mileage counts, number of owners, airbag deployment, and many other clues that can be indicative of leaks. Melted wires or blackened areas can be a sign of an engine overheating or even a fire.
- **Research vehicles through reputable sources.** Investigate the reliability ratings of certain vehicles on reputable sites such as Edmunds.com, the National Highway Traffic Safety Administration website (NHTSA.gov) and Kelley Blue Book (kbb.com).
- **Ask the right questions.** Once you find a vehicle that interests you, ask pointed questions about its condition and features. Relatively new cars with high mileage may raise red flags, so ask how many owners such vehicles had and if maintenance records are available. Consumer Reports says a high-mileage car used on a long highway commute is better than if the car does many short trips or stop-and-go driving. Also ask if a vehicle you’re considering has been in an accident or if there are any recalls on the make and model.
- **Conduct a visual inspection.** Look at the vehicle for certain telltale signs of wear and tear that may indicate you should not buy the vehicle. Such indicators may include prematurely worn pedals or a sagging driver’s seat. Check for dents, chipped paint, mismatched body panels, body filler, or sloppy repair work. Inconsistent welds around the hood also may indicate the car has undergone significant repairs.

When looking under the hood, Consumer Reports suggests paying attention to the level of grease and corrosion on the engine, radiator and battery. Check for wet spots that may be indicative of leaks. Melted wires or blackened areas can be a sign of an engine overheating or even a fire.

- **Rely on a trusted mechanic.** Ask a mechanic you trust to give the vehicle a thorough, professional inspection. He or she may be able to spot signs of a lemon more readily than amateurs.

Purchasing a car can induce some anxiety. Research and patience can calm buyers’ nerves and ensure they find the right vehicle at the right price.

---

**Rebates**

Car buyers may find some great deals by using offered rebates. Rebates can take place at any time of the year. Dealers typically use rebates in order to clear out a particular model year. Rebates may also be offered through the manufacturer. Dealerships may sell a vehicle for less when certain incentives are applied. Shoppers can rely on Edmunds.com to search for rebates and incentives by vehicle make and geographic location.
Early Spring Lease Savings... On NEW Vehicles!

2017 Chrysler 300 S
- Stock #M17076, Bright White, V6, 8 Speed Automatic, 19” Alloy Wheels, 8.4” Touchscreen Radio with UConnect Bluetooth, Heated Leather, Heated Steering
- Lease for ONLY $335 a month!
- MSRP: $41,660
- Blevins Price: $41,110

2017 Dodge Dart SXT Sport
- Stock #M16237, Bright White, 6 Speed Automatic, 18” Alloy Wheels, Keyless Entry, Great on Gas!
- MSRP: $22,785
- Blevins Price: $21,800
- 0% for 84 months

2017 Dodge Durango SXT
- Stock #M17080, Granite, AWD, 3rd Row Seating, 8.4” Touchscreen Radio, UConnect Bluetooth, Heated Front Seats
- Lease for ONLY $325 a month!
- Retail $38,550. $3,000 down plus tax & fees, 36 months, 10,000 miles/year. Well qualified lessees, see dealer for details.

Local Dealer for Over 45 years, Servicing What We Sell

2017 Jeep Wrangler Unlimited Sport
- Stock #M17095, Bright White, V6, 5 speed automatic, 18” Alloy Wheels, Hardtop
- Lease for ONLY $350 a month!
- Retail $37,480. $3,000 down plus tax & fees, 36 months, 10,000 miles/year. Well qualified lessees, see dealer for details.

2017 Dodge Challenger SXT Coupe
- Stock #M17102, Green Go, 20” Aluminum Wheels, 8 Speed Automatic, 5” touchscreen radio, Moonroof.
- Drive this home for $299 a month lease
- Retail $30,875. $3,000 down plus tax & fees, 36 months, 10,000 miles/year. Well qualified lessees, see dealer for details.
Metro

Tire care a key component of spring checkup

When warm weather arrives, many people enjoy a collective sigh of relief. Just as people welcome the end of the cold, snow and ice, cars and trucks also can benefit from more moderate temperatures.

Salt, grime and pot holes can take a toll on tires over the course of a typical winter.

Drivers will not get far this spring and summer without tires in good repair, which is why tire maintenance should be part of any seasonal repair checklist.

INFLATION LEVELS

Now is the time to use a tire pressure gauge to see if tires are at the ideal inflation levels. Many tires indicate the recommended PSI (pounds per square inch) on their sidewalls. Cold temperatures may cause tires to deflate a little.

Esurance states that winter weather can cause tire pressure reduction at about one PSI for every 10 degrees the temperature drops.

Driving on improperly inflated tires can be dangerous, potentially affecting handling and braking distances.

Check tires when they are cold for the most accurate reading. Properly inflated tires also will improve fuel economy, so drivers may even save a little money by inflating their tires.

TIRE ROTATION AND REALIGNMENT

Examine the tires for tread wear. Any uneven or abnormal tread wear could indicate that the tires need to be rotated and the wheels realigned at the very least. Take the vehicle to a qualified mechanic to get their opinion on how to remedy the situation.

Mechanics may recommend rotating tires every 6,000 to 8,000 miles, or about every six months for the average driver.

Wheel realignment may be necessary after a season of driving over potholes and other irregularities in the road. Misaligned wheels can cause handling problems, like the car “pulling” to one side.

Drivers may discover extreme tread wear, bulges or even cracks in the sidewall during a tire inspection. These signs indicate that it’s time to replace the tires.

Failing to replace old, worn down tires can increase the risk of automobile accidents.

TIRE REPLACEMENT

Drivers will not get far this spring and summer without properly inflated wheels. Inflating their tires.

REALIGNMENT

The North Country’s Choice For Remote Starters

KROWN Rust Prevention

- Repels Moisture
- Protects Brake Lines
- Protects Vehicle’s Structural Integrity
- Reduces Maintenance Cost
- Environmentally Friendly
- Protects Fuel Lines
- Higher Resale Value
- Saves Money
- Safer Vehicle

With help from our customers, we’ve earned the president’s award four year in a row!

With help from our customers, we’ve earned the president’s award four year in a row!

THOROUGH CLEANING

Once tires are inspected and possibly serviced or replaced, treat the car or truck to a washing and thorough detailing. This will help tires shine and get the vehicle road-ready for spring trips and anything else you will be doing as the weather breaks.
S&S Auto

UNDER NEW MANAGEMENT
3385 Rt. 11, Malone NY | (518) 483-2500

**2016 JEEP PATRIOT LATITUDE**
Stk#8546, 4x4, Red, 2.4L 4-Cyl, 6-Spd., Auto, 17” Aluminum Wheels, Air, PW, PL, Cruise, Heated Seats, Remote Start and 26 MPG

*ONLY 2 LEFT IN STOCK*
MSRP $27,435
S&S Discount $5,440

**YOUR PRICE:**
$21,995

Save $5,440

20% Off!

**2017 DODGE JOURNEY**
Stk#17N020, Crossroad, AWD, Granite, 3.6L V6, 6-Spd., Auto, 19” Black Aluminum Wheels, Heated Leather Seats and Steering Wheel, 8.4” Touchscreen, Remote Start, 7 Passenger

MSRP $33,490
20% Off $6,698

**YOUR PRICE:**
$26,792

20% Off!

**2017 DODGE CHARGER SXT**
Stk#17N033, AWD, Go Mango, 3.6L V6, 8-Spd., Auto, 300 HP 19” Aluminum Wheels, Beats Premium Speakers, Backup Camera w/Park Assist, Power Heated Seats and Steering Wheel, Sunroof

MSRP $38,175
20% Off $7,635

**YOUR PRICE:**
$30,540

20% Off!

**2017 CHRYSLER 300 LIMITED**
Stk#17N029, AWD, Gloss Black, 3.6L V6, 8-Spd., Auto, 19” Aluminum Wheels, 8.4” Touchscreen, Nav., Blind Spot Monitoring w/Crosspath Detection, Beats Audio, Remote Start, Heated Leather Seats, Dual-Pane Sunroof

MSRP $41,425
20% Off $8,285

**YOUR PRICE:**
$33,140

20% Off!

**2016 JEEP RENEGADE LATITUDE**
Stk#8672, 4x4, Anvil, 2.4L 4-Cyl., 9-Spd., Auto, Backup Camera, 18” Aluminum Wheels, Beats Audio, My Sky Removable Roof Panels, Power Seats, Remote Start, 29 MPG

MSRP $28,745
S&S Bonus Cash $500
15% Off $4,312

**YOUR PRICE:**
$23,933

15% Off!

**2016 JEEP RENEGADE LIMITED**
Stk#8669, 4x4, Mojave Sand, 2.4L 4-Cyl., 9-Spd., Auto, 18” Aluminum Wheels, 6.5” Touchscreen, Nav., My Sky Power Retractable Roof Panels, Heated Power Seats and Steering Wheel, Remote Start, 29 MPG

MSRP $31,770
S&S Bonus Cash $500
15% Off $4,766

**YOUR PRICE:**
$26,504

15% Off!

**2016 JEEP RENEGADE LATITUDE**
Stk#16N017, 4x4, Black, 2.4L 4-Cyl., 9-Spd., Auto, Backup Camera, Heated Seats and Steering Wheel, All Weather Floor Mats, Cargo Tray, 18” Aluminum Wheels, Remote Start, 29 MPG

2 IN STOCK AT THIS PRICE!
MSRP $27,905
S&S Bonus Cash $500
15% Off $4,386

**YOUR PRICE:**
$23,219

2 IN STOCK AT THIS PRICE!
15% Off!

**2016 CHRYSLER 200 LIMITED**
Stk#16N018, Black, 2.4L 4-Cyl., 9-Spd., Auto, Backup Camera, Power Heated Seats and Steering Wheel, 8.4” Touchscreen, Nav. Capable, Remote Start, 36 MPG

MSRP $26,180
S&S Bonus Cash $500
15% Off $3,927

**YOUR PRICE:**
$21,753

15% Off!

See our inventory online at ssautochryslerdodge.com

*Plus tax, tags and fees. Sale ends 3/31/2017*
Ellis Car Care Values
Certified Service

Oil Change, Four-Tire Rotation, Multi-Point Vehicle Inspection
Includes: Check fluid levels, steering, suspension, wiper blades, exhaust, brakes, belts, hoses, and tires.

6-QUART $49.95** 8-QUART $59.95* Call to schedule: 483-1880

ACDEXOS Dexos1 Blend Full Synthetic Oil
**Tire balancing, tax, and more than 6 quarts of oil extra. Excludes diesel engines. See participating U.S. dealer for eligible vehicles and details.
*Tire balancing, tax, and more than 6 quarts of oil extra. Excludes diesel engines. See participating U.S. dealer for eligible vehicles and details.

Cleaning and Detailing $129.95 A total job- inside and out!
Wash and wax exterior, steam clean carpets and seats, stain treatment,

Great Gift Idea! Call to schedule: 483-1880

ACDelco Advantage Wiper Blades BUY ONE, GET ONE FREE!
Installation required. Tax & installation extra. See dealer for details.

Ellis Tire Center
• BRIDGESTONE • CONTINENTAL • DUNLOP • GENERAL
• UNIROYAL • GOODYEAR • HANKOOK • PIRELLI • KELLY

Ellis Service Center
551 East Main Street, Malone • 483-1880 • Mon.-Fri. 8-4:30; Sat. 8-noon

Use The BuyPower Card®. Save On The Car. Enjoy 0% intro APR and build Earnings toward a new Chevrolet, Buick, GMC, or Cadillac vehicle on every purchase! No annual fee. See dealer for details or go to mycertifiedservice.com

ATTENTION TO DETAIL

WE RENTAL INC.
INSURANCE AND PERSONAL RENTAL VEHICLES
At Ellis Automotive • 483-1880

Ellis Collision Center
ALL MAKES & MODELS
550 East Main Street
Malone
481-5100

• Expert Collision Repair
• State of the Art Equipment
• Undetectable Color Matching
• Rental Cars Available
• Insurance Claims Welcome

OWIK Liner® Truck Bed Liners - provides a permanently bonded protective barrier between your vehicle and the environment, protecting against rust, dents, scratches, and chemical corrosion.
SPRING CLEAN UP SALE!

We need to clear the lot for more 2017’s, so offering SUPER SAVINGS to you on these few leftovers!

2016 GMC CANYON CREW CAB
Short Box, 4-Wheel Drive SLT, 3.6L SIDI DOHC V6 VVT, 269 lb-ft of torque, trailering pkg., IntelliLink, AM/FM/SIRIUSXM. OnStar, built-in Wi-Fi hotspot

**MSRP** - $39,070
Buy Now For $36,495*

Stk.# G3084

2016 GMC CANYON EXTENDED CAB
Long Box, 4-Wheel Drive SLE, All Terrain 3.6L SIDI DOHC V6 VVT, 269 lb-ft of torque, trailering pkg., IntelliLink, AM/FM/SIRIUSXM. OnStar, built-in Wi-Fi hotspot

**MSRP** - $36,425
Buy Now For $33,900*

Stk.# G3055

2016 GMC CANYON EXTENDED CAB
Long Box, 4-Wheel Drive SLE, 2.5L I4, DI, DOHC, 191 lb-ft of torque, IntelliLink, AM/FM/SIRIUSXM. OnStar, built-in Wi-Fi hotspot

**MSRP** - $33,175
Buy Now For $30,900*

Stk.# G3053

STOP IN SOON!

SALE PRICES
GOOD THROUGH MARCH 31ST!

ELLIS CHEVROLET-BUICK-GMC

551 East Main Street, Malone • 483.1880

www.ellisauto.com

SALES
Mon.-Fri 8-6
Sat. 9-2

SERVICE
Mon.-Sat. 8-4:30

2016 Buick Encores...7 to Choose From!

2016 Buick Encore AWD
4Dr, Ecotec Turbo 1.4L, 6Spd., Audio System, AM/FM/SIRIUSXM. Stereo With MP3 Cd Player, IntelliLink USB Port, Radio Data System (Rds)

**MSRP** - $27,025
Buy Now For $17,904*

Stk. # B1197

Only 1 at this price!*

Vehicle theft is something few people imagine happening to them — until it does. While many motorists may think technology has done wonders to curb vehicle theft, the National Highway Traffic Safety Administration notes that a motor vehicle is stolen every 46 seconds in the United States.

Auto theft is sometimes mistaken as a victimless crime. After all, insured motorists are typically reimbursed for stolen vehicles, and drivers whose cars are returned after being stolen can simply submit a claim to have any damages paid for by their insurers. But this characterization of auto theft is untrue, as all motorists, whether their car’s been stolen or not, pay for auto theft. Costs are ultimately passed on to customers, who then indirectly pay for the actions of car thieves.

Curbing auto theft is not necessarily the job of drivers, but there are things motorists can do to reduce the likelihood that their car will be stolen by opportunistic thieves.

- **Lock your vehicle at all times.** One of the simplest ways to protect a vehicle from prospective thieves is to always lock the windows and doors, even when you’re inside the vehicle. Auto thieves like things to go quickly and smoothly, and locked doors and rolled up windows only complicate things for thieves. Get in the habit of locking the vehicle when you’re driving, as unlocked doors make it easier for carjackers to surprise unsuspecting motorists.
- **Install an alarm system and anti-theft device.** Insurance companies often discount their premiums for drivers whose vehicles have alarm systems and anti-theft devices. Such systems and technology draw attention to vehicles when thieves attempt to steal them, and many thieves can easily spot which cars have anti-theft devices they would prefer to avoid.
- **Remove personal items and valuables from the vehicle.** Automobiles should not be used as rolling storage facilities for various reasons. One such reason is that valuables may attract thieves. Women should always take their purses with them when leaving
The pros and cons of trading in and selling

When the time comes to upgrade to a new car or truck, buyers may ponder which offers more benefits: trading the vehicle in at the dealership or selling their vehicle privately.

Each option has its share of pros and cons. After reviewing their options, shoppers can make an informed decision regarding which path to follow.

SELLING IT YOURSELF

Selling a vehicle privately takes more effort than simply bringing it to the dealership and trading the vehicle in. However, the extra legwork and research can be worth it financially.

The work involved may deter some people, but if money is end game, it’s worth the effort. The first step is pinpointing an asking price. Automotive websites and even local newspaper classified sections can give would-be sellers an idea with regard to how much their vehicles might be worth on the open market. Kelley Blue Book (kbb.com) enables sellers to plug in details such as options on the car and mileage to determine the value of their vehicles.

Prospective sellers also can describe the condition of their vehicles to get the most accurate estimate possible with regard to the value of the vehicle.

Private sales also require devoting some time to getting the vehicle a tune-up and washing and detailing it. Plus, a seller will have to sort through the possible buyers and confirm their legitimacy and ability to pay.

TRADING IN

Trading in an old car has many benefits, including the simplicity of such transactions. Dealerships will assess the value of the vehicle and offer a trade-in price. That money is then applied to the purchase price of the new car.

Trading in may not prove as lucrative as selling the vehicle. That’s because dealers have to leave room for markup so they can make a few dollars on the trade-in. Yet, a number of people feel the convenience of driving into the dealership with one car and then leaving in a new one exceeds the financial benefit of selling the car privately.

Drivers must also recognize that there can be tax advantages to trading in compared to selling their vehicles. Sales tax is only applied to the difference between the trade-in and the new-car price. So, if one were to get $10,000 for the trade-in and is spending $20,000 on the new vehicle, he or she only pays sales tax on $10,000.

Deciding whether to trade in a preowned vehicle or sell it can be a difficult choice. Drivers must decide how much work they are willing to do if they want to sell privately or if they prefer the convenience of trading in.
Points for driving on your next vacation

Driving vacations are typically a more affordable option than flying for families looking to get away. Families often must decide between the convenience of flying versus the cost-effectiveness of self-driving vacations. Parents who hope to have a fun and affordable trip may find that driving saves them a substantial amount of money over traveling by air.

Families who want to get an idea of just how much they can save by driving instead of flying can visit BeFrugal.com, a discount shopping website that offers its Fly or Drive Calculator. That calculator allows travelers to list various details of their travel plans, including family size and vacation starting points and destinations. After doing so, prospective travelers can then get an idea of how much they can expect to pay to fly and how much to drive.

For example, a family of four leaving New York City and heading to Virginia Beach in the summer of 2016 could expect to pay more than $2,200 to fly, an estimate that includes baggage and vehicle rental fees upon arriving in Virginia. But the same family driving their own vehicle would pay just a little more than $100. (Note: Both estimates exclude lodging costs, the driving estimate excludes highway tolls.)

While the cost savings associated with driving depend on where families live and where they want to visit, driving is often the most affordable option for families traveling on a budget.

Families planning their next road trip can consider the following tips to make their getaways go as smoothly as possible.

• Prepare your vehicle. Rental car costs can add up quickly, so families often hope to drive their own vehicles on driving vacations. Parents should prepare their vehicles for upcoming trips by checking tires, during which mechanics can change the oil, inspect the air filter and rotate the tires so the car operates as safely and efficiently as possible. The cost savings of driving your own vehicle may be negated if it breaks down on your trip, so make sure the car or truck has a clean bill of health before embarking on your trip.

• Bring things to keep passengers occupied. A significant disadvantage to driving instead of flying is it typically takes longer to arrive at your destination by ground than it does by air. To quell the boredom and restlessness that can settle in on long road trips, bring along some tablets and chargers so passengers can play games and watch movies along the way.

• Plan your route. While it’s wise to bring along a GPS, it’s even wiser to map your route before leaving. This can help you avoid rush hour traffic or heavily trafficked roads that might add a few hours to your travel time. If possible, map a different route home so you can enjoy some different scenery.

• Build in breaks. Road travelers may want to arrive at their destination as quickly as possible, but drivers will need periodic breaks to stretch their legs and prevent drowsiness. Passengers also will appreciate the chance to get out of the car and walk around, so include a few breaks in your itinerary.
Distracted driving costing too many lives

The evidence is clear: Distracted driving can be just as dangerous as driving under the influence of drugs or alcohol. Removing one’s eyes from the road for mere seconds can have dangerous repercussions, contributing to accidents, injury or even death.

Distraction.gov, the United States government’s official website for Distracted Driving, states that, in 2014, 3,179 people were killed and 431,000 were injured in motor vehicle crashes involving distracted drivers. The National Highway Traffic Safety Administration offers that 10 percent of all drivers between the ages of 15 and 19 years old involved in fatal crashes were reported as distracted at the time of the crashes. A 2013 All-state Canada marketing survey conducted with more than 1,500 Canadian adults found that, although the vast majority of Canadians think distracted driving is dangerous, near-ly three out of four Canadian drivers engage in behavior that is considered distracting.

The term “distracted driving” is an umbrella term that refers to various behaviors drivers engage in when behind the wheel. The situations below are some of the biggest distractions today’s drivers must deal with.

TALKING OR TEXTING ON A MOBILE PHONE

Mobile phone usage is one of the leading causes of distracted driving. Five seconds is the average time a person’s eyes are off the road while texting. When traveling at 55 mph, that’s enough time to cover the length of a football field blindfolded. And people are not only texting when behind the wheel. They’re posting to social media, taking photos and video, as well as reading emails and more. The National Occupant Protection Use Survey points out that, at any given daylight moment across America, approximately 660,000 drivers are using cell phones or manipulating electronic devices while driving, a number that has held steady since 2010.

PASSENGER DISTRACTIONS

People, pets and objects inside of a vehicle can be quite a distraction as well. Removing focus from the road for a few seconds to address rowdy children in the back seat or to pass food to the backseat can cause vehicles to veer. Drivers who allow pets to ride unrestrained in their cars may find their animals in their laps or roaming around, which can be distracting as well.

It is paramount that drivers keep their eyes on the road at all times. Limiting distractions, however innocuous they may seem, can keep drivers, their passengers and their fellow motorists safe.

WILLETTS AUTO REPAIR

We provide comprehensive car care to keep you on the road!

- Body Work • Mechanic Work • Brakes
- Tune-Ups • Tires • Exhaust Systems
- Shocks & Struts • NYS Inspections

483-1410
Free Estimates

Route 30, South Malone
Major Credit Cards Accepted

Plattsburgh Auto Sales

Spring On the Road

March 2017 • 11