The National Highway Traffic Safety Administration reported that more than 37,000 lives were lost due to traffic accidents in 2016 in the United States. Don’t get behind the wheel of a vehicle that may put you at a heightened risk of becoming injured or worse. The Insurance Institute for Highway Safety tests vehicles with the following two aspects in mind:

- **Crashworthiness:** How well a vehicle protects its occupants during a crash.
- **Crash avoidance and mitigation:** Determined by technology that helps prevent a crash or lessen its severity.

The first aspect is rated by six performance tests: driver-side small overlap front, passenger-side small overlap front, moderate overlap front, side, roof strength and head restraints. When researching your potential purchase, each piece is rated as good, acceptable, marginal or poor. This will give you a good idea of how well a vehicle can defend itself during an accident.

The second consideration looks at the performance of headlights and crash-prevention systems tested under performance-track tests.

**OLDER CARS LACK NEW TECHNOLOGY**

To take advantage of the latest and greatest safety technology, a new car will lead the way as manufacturers aggressively compete for buyer credibility and trust. However, you can still find incredible features in addition to saving a lot of money when you buy used. Look for vehicles featuring innovative safety options while you’re viewing cars on the dealerships’ lots. Most have been included on popular models for a few years already:

- **Blind spot warning:** Radars and cameras scan the perimeter and alert you when another vehicle is approaching your blind spot. It’s a big advantage to have when changing lanes.
- **Backup camera:** Placing a vehicle in reverse will automatically display a view of what’s behind you in the cab.
- **On-board assistance:** Many manufacturers are syncing their vehicles to call centers that assist during emergencies, provide roadside assistance and even give directions.

**SAFE FOR KIDS?**

If you have young children, it’s important that a used vehicle can keep them safe. You can ask your local salesman for a copy of an owner’s manual to glean some knowledge on the vehicle’s basic safety features. Some modern car seats use new technology to safely connect to a car rather than the traditional anchor system that’s been in use for years. Make sure both your car seat and potential purchase are compatible.

**USED CAR BUYING GUIDE | DO YOUR HOMEWORK**

Research Safety Ratings

Before purchasing a used car from your dealer, you can get an idea of how safe it is by doing research on a model’s official safety rating.
It is common to find used vehicles in great condition with low mileage — ones that come at a much lower cost than you will find when buying new.

**CONSIDERABLE SAVINGS**

According to the Kelley Blue Book, a car’s market value takes the greatest depreciation after the first year, with cars shedding about 60 percent of their original purchase price within the first five years. You can take advantage of the lower market value by finding a great deal at your local used car dealership.

Of course, you will want to be careful if you find a deal that seems too good to be true. While shopping for a used vehicle, consider mileage, age and the integrity of the interior and exterior. Ask your dealer about available guarantees or extended warranties.

**CERTIFIED PRE-OWNED GUARANTEES**

According to the Department of Motor Vehicles, a certified pre-owned (CPO) vehicle is a used vehicle that has gone through an inspection, refurbishment and certification process. To be certified, it must be authorized by the manufacturer or another authority — just like a dealership.

You can expect to pay a little more for a used car with a pre-owned guarantee, but you can also feel at ease that any issues have been resolved. When shopping for this guarantee, the DMV recommends asking your salesman about the details of the inspection. Here are some questions you should ask:

- **What was inspected?**
- **Why was the inspection important?**
- **How does the inspection benefit you?**

**CPO WARRANTIES**

In addition to buying a used car with a guarantee to prove it was inspected and repaired before rolling on the lot, many times they also will come with a warranty. The actual coverage might depend on who certified or is selling the vehicle, but you should look for these factors while going over the terms of your warranty:

- **What does it cover?**
  - Discover if it is a bumper-to-bumper coverage or if only certain components are under warranty.
- **Mileage.** Most extended warranties will only be eligible until you reach a certain number of miles. Pay attention to your odometer and make sure to address any concerns before you reach your max.
- **Deductibles.** Find out how much it will cost you out of pocket to make necessary repairs. It is helpful when building an emergency savings plan for car repairs.
NOW PURCHASING ALL LATE MODEL CARS, TRUCKS AND SUV'S! THE FAST AND EASY WAY TO SELL YOUR UNWANTED CAR!

With over 75 used cars, trucks and SUV’s to choose from, find your best deal here!

With payments based on 72mo financing with approved credit $2500 Down Cash or Trade equity. Excludes Tax Title & License. Offer ends 10/31/18.
# Used Car Showcase

Come see why 1000's of happy customers choose Ken Pollock Alfa Romeo Maserati!

### Used Car Listings

<table>
<thead>
<tr>
<th>Model</th>
<th>Price</th>
<th>Payment</th>
<th>Year</th>
<th>Condition</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015 BMW X5 35i Sport</td>
<td>$45,900</td>
<td>$731*</td>
<td>2015</td>
<td>Pre-Owned</td>
</tr>
<tr>
<td>2015 Mercedes-Benz S Class</td>
<td>$60,250</td>
<td>$927*</td>
<td>2015</td>
<td>Pre-Owned</td>
</tr>
<tr>
<td>2015 Audi Q5 2.0T Premium</td>
<td>$38,800</td>
<td>$629*</td>
<td>2015</td>
<td>Pre-Owned</td>
</tr>
<tr>
<td>2015 Audi A6 3.0T Quattro</td>
<td>$42,995</td>
<td>$682*</td>
<td>2015</td>
<td>Pre-Owned</td>
</tr>
<tr>
<td>2015 Infiniti QX70</td>
<td>$38,750</td>
<td>$625*</td>
<td>2015</td>
<td>Pre-Owned</td>
</tr>
<tr>
<td>2015 Ford F-150 XLT</td>
<td>$26,000</td>
<td>$425*</td>
<td>2015</td>
<td>Pre-Owned</td>
</tr>
<tr>
<td>2015 Ram 1500 Laramie</td>
<td>$32,995</td>
<td>$525*</td>
<td>2015</td>
<td>Pre-Owned</td>
</tr>
</tbody>
</table>

### Pricing Details

- **Base Price:** $5,995
- **Payment:** $162* per mo.
- **TAX & TAGS:** Included
- **Rate:** 3.99% (with equity)

2015 BMW X5 35i Sport

- **Base Price:** $45,900
- **Payment:** $731* per mo.
- **TAX & TAGS:** Included
- **Rate:** 3.99% (with equity)

2015 Infiniti QX70

- **Base Price:** $38,750
- **Payment:** $625* per mo.
- **TAX & TAGS:** Included
- **Rate:** 3.39% (with equity)

**Sale Price and Payment Based on Approval Through Prime Lender.**

### Contact Information

Ken Pollock Alfa Romeo Maserati

290 Mundy Street, Wilkes-Barre, PA

855-572-5321

KenPollockAlfaRomeo.com
<table>
<thead>
<tr>
<th>Model</th>
<th>Year</th>
<th>Features</th>
<th>Price</th>
<th>Mileage</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011 Cadillac Escalade</td>
<td>4x4</td>
<td>6.2L, V8, 3rd Row Seat, Heated Leather Seats, Premium Sound, Navigation</td>
<td>$23,999</td>
<td></td>
</tr>
<tr>
<td>2015 Mitsubishi Outlander</td>
<td>Sport</td>
<td>2.4L, AWD, 4-Cyl, Back-up Camera, Parking Assistance, 42k Miles</td>
<td>$17,900</td>
<td></td>
</tr>
<tr>
<td>2010 Ford Edge</td>
<td></td>
<td>3.5L, 6 Cyl, Auto, Back-up Sensor, Parking Assistance, 12k Miles</td>
<td>$11,500</td>
<td></td>
</tr>
<tr>
<td>2016 GMC Canyon</td>
<td>4x4</td>
<td>3.6L V6, Bluetooth, Back-up Camera, Vent Windows, Only 3k Miles</td>
<td>$29,999</td>
<td></td>
</tr>
<tr>
<td>2017 Toyota Tacoma</td>
<td>4x4</td>
<td>3.5L, 6 Cyl, AWD, Auto, Bluetooth, Heated Leather Seats, Premium Sound</td>
<td>$29,900</td>
<td></td>
</tr>
<tr>
<td>2016 Chevrolet Camaro</td>
<td></td>
<td>2.4L, Back-up Camera, Navigation, Bluetooth, Power Moon Roof, Leather</td>
<td>$18,999</td>
<td></td>
</tr>
<tr>
<td>2018 Ford F-150 Lariat</td>
<td>Sport</td>
<td>4WD, Sunroof, 1200 miles, Save Thousands!</td>
<td>$49,999</td>
<td></td>
</tr>
<tr>
<td>2016 Dodge Challenger R/T</td>
<td></td>
<td>5.7L Hemi, Plus 5.7L V8, 6 Spd Manual, Only 3,000 miles, Won't Last!</td>
<td>$33,999</td>
<td></td>
</tr>
<tr>
<td>2015 Honda Accord EX-L</td>
<td></td>
<td>2.4L, 4-Cyl, AWD, Back-up Camera, Push Button Start, Premium Audio</td>
<td>$18,999</td>
<td></td>
</tr>
<tr>
<td>2017 Hyundai Tucson</td>
<td>Limited</td>
<td>2.4L, AWD, Back-up Camera, Navigation, Bluetooth, Power Moon Roof,</td>
<td>$23,999</td>
<td></td>
</tr>
<tr>
<td>2015 Toyota Camry SE</td>
<td></td>
<td>2.5L, AWD, Bluetooth, CD/MP3, Back-up Camera</td>
<td>$13,999</td>
<td></td>
</tr>
<tr>
<td>2018 Toyota 4Runner SR5</td>
<td></td>
<td>4.0L, AWD, Auto, Back-up Camera, Braking Assist, Hill Start Stability, 12k Miles</td>
<td>$36,900</td>
<td></td>
</tr>
<tr>
<td>2016 GMC Sierra 3500HD</td>
<td>4x4</td>
<td>6.6L Turbo Diesel, Remote Start, Traction Control, 15k Miles</td>
<td>$51,999</td>
<td></td>
</tr>
<tr>
<td>2014 Kia Sorento LX</td>
<td></td>
<td>2.4L, 4-Cyl, AWD, Heated Front Seats, Premium Sound, Navigation</td>
<td>$13,900</td>
<td></td>
</tr>
<tr>
<td>2015 Honda Civic Sedan</td>
<td>LX</td>
<td>Manual, 1.8L, 4-Cyl, FWD, 61k Miles</td>
<td>$10,999</td>
<td></td>
</tr>
<tr>
<td>2017 Jeep Wrangler</td>
<td>Unlimited</td>
<td>4WD, Bluetooth, Heated Front Seats, Remote Start, Hill Start Assist,</td>
<td>$37,999</td>
<td></td>
</tr>
</tbody>
</table>

**See dealer for details.**
2015 Jeep Wrangler Unlimited Rubicon
- 6-Speed, Leather, Lifted, Wheels, Tires
- Tons of Extras
- $37,500

2016 Chrysler 300 "S" AWD
- Navigation
- $24,999

2014 Jeep Wrangler Unlimited Sahara
- 6 Speed, Painted Matching Hard Top, Lift, Wheels, Tires
- Tons of Extras
- $34,999

2015 Audi Q7 3.0T S-Line Prestige
- Panoramic Roof, Navigation, Every Option
- $40,999

2018 Land Rover Discovery Sport HSE
- 2L, 4 Turbocharged, Heated Door Mirrors, Rear Camera
- 3 AVAILABLE AT $39,999

2017 GMC Sierra 1500 Elevation 4x4
- 5.3L V8, Bluetooth, Ext. Cab, Tow pkg, Back Up Camera, Premium Audio
- 2 AVAILABLE AT $31,999

2015 Jeep Wrangler Unlimited Sahara
- Automatic, Leather, Lift, Wheels, Tires, Hard Top
- $34,999

2018 Infiniti Q50
- 3.0L V6, AWD, Heated/Cooled Leather Seats, Bluetooth, Wood Grain Interior, Premium Audio, Back Up Camera
- 2 AVAILABLE AT $29,999

2016 Chrysler 300 "S" AWD
- Panoramic Roof
- $24,999

2018 Mitsubishi Outlander Sport SE 4WD
- 2.4L, 4 Cyl, Heated Front Seats, Spoiler, Remote Keyless Entry
- 6 AVAILABLE AT $19,999

2018 Kia Stinger Premium AWD
- Panoramic Roof, *Only 1,500 Miles, Like New
- $33,500

2015 Audi Q7 3.0T S-Line Prestige
- Panoramic Roof, Navigation, Every Option
- $40,999

2018 Infiniti QX30 Luxury AWD
- Leather, Heated Seats, Back Up Camera
- $25,999

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$23,000

Miles
$26,900

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$3,900

Miles
$30,900

Miles
$30,900

Miles
$19,500

Miles
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Miles
$13,500

Miles
$12,995

Miles
$17,950

Miles
$15,595

Miles
$14,995

Miles
$8,995

*Tax and Title Additional, Passer Sales Excluded. *Not responsible for typographical errors.

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