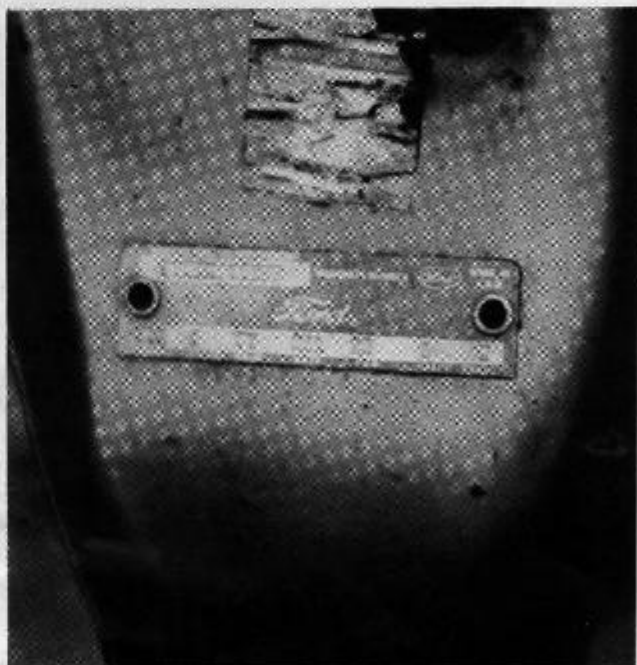


Buying A Mustang?



Buying a new car is a lot easier than trying to buy a used one. You can shop all over town for the best buy on a new car and can even find the lowest rate on financing if you are a good shopper. But with car prices as high as they are today more and more people are turning toward used cars. Well probably no cars are more used than some of the Mustangs that are still hanging on after all those trips to the grocery store and back. Sometimes I wonder if Ford really intended for as many of these cars to last as long as they have. Probably not.

Even though Ford produced millions of Mustangs, finding a good deal today on a good one takes a lot of patience and a lot of looking. Whether you are looking for a \$200 parts car or a \$10,000 completely restored first place show winner, let the buyer beware. You would definitely be more likely to get taken on a \$10,000 first place show car than you would on anything that costs \$200, but the only way to protect yourself is to learn as much about vintage Mustangs as possible. The first step is to grab a hand full of Mustang books and spend a good week reading up on the subject. *Mustang Does It* by Ray Miller, and *The Mustang Recognition Guide* from *Mustang Monthly* are just some of the books available on Mustangs — some of which can be bought at any local book store or through most of the Mustang vendors. A small investment in a book or two can save you a lot of money later on when actually looking at cars.



BODY	COLOR	TRIM	DATE	DSO	AXLE	TRANS
76C	A	66	06M	34	H	5
VEHICLE WARRANTY NUMBER 5F08K100001						Ford
Not For Title or Registration Purposes						
This vehicle is manufactured under U.S. and foreign patents and patent applications.						
A Product of Ford Motor Co.						
Made in U.S.A						

1964½-1969 Warranty Plate

MANUFACTURED BY
FORD MOTOR COMPANY

100100

04/73 THIS VEHICLE CONFORMS
TO ALL APPLICABLE FEDERAL
MOTOR VEHICLE SAFETY STANDARDS
IN EFFECT ON DATE OF
MANUFACTURER SHOWN ABOVE

VEH. I.D. NO.	BODY	COLOR	
3F03F226643	76D	3D	
TRIM	TRANS	AXLE	DSO
CW	W	6	46

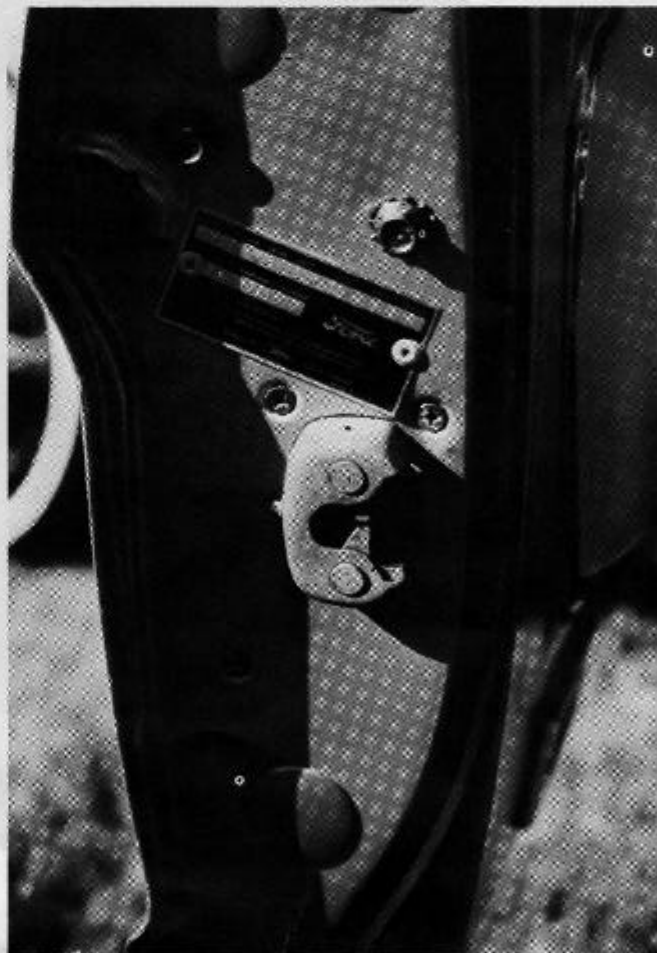
Not For Title or Registration
MADE IN U.S.A.

1970-1973 Certification Label

Probably the first step in looking at a car is to decipher the ID plate on the drivers' door. Whether you are buying a car just for transportation, to partially restore, or for whatever reason, you might as well buy the most correct car available if for no other reason but for resale later on. An original car in some reasonable shape should always be worth more than a car that is the wrong color or has the wrong motor or wrong interior. Never buy a car without a door ID plate unless you know enough about the car to have one made. A car without an ID plate better be bought extremely cheap. After checking the door plate check to see what options, if any, the car has. Again, your books will list and show pictures of most all the options.

Assuming that you have located a car that you like you should road test it and check it over closely. How the engine runs and sounds, how loose the steering might be or how the transmission works are basic performance tests that should be done on any used car. But rust is probably the most serious problem a Mustang will encounter in its life.

Southern cars and western cars generally aren't as likely to be rusty as are northern cars. Again, if you know your Mustangs, a simple check of the DSO code will tell you what district the car was originally sent to. But even if the car was originally sent to the Los Angeles district you should still look the car over closely. Fifteen years is a long time. The Los Angeles car could have spent 5 years fighting the winters of Chicago before returning to sunny southern California climates.



Next is price. What is a good price for a Mustang. Well, this is another problem area. Mustang prices are up along with everything else. Convertibles are the most expensive with fastbacks bringing second and coupes bringing up the rear. But again knowledge of the market is a must. For example, a 1965 "K" Hipo coupe in good to fair condition will cost you more than a regular run of the mill 1965 convertible. A simple study of the newspaper classified ads for a couple of weeks and a look thru a couple of back issues of the *Mustang Times* and any other local car trader magazines will give you a fair idea of what to expect. If you are interested in a convertible, probably the best time to buy one is in the winter when demand is down and everyone isn't out with the top down enjoying themselves. And today, just like back when Ford was selling them, hundreds are sold every day.



Sounds Good!

The value of our Mustangs is directly affected by the quality of the components and the originality of the restoration. In keeping with their reputation for the finest in restoration and products, Prestige Thunderbird and Mustang is offering a new modern radio that fits in the '64½ to '66 Mustangs. These AM/FM cassette units fit into existing dash opens without any modifications. They have all the new features and sound quality available such as, scan and seek, auto reverse push button tuning, some have a quartz clock and amplifiers. These Mustang radios start at \$189.00, the Pioneer radio shown is model #4200 and sells for \$249.00.

Thunderbird radios are \$395.00 and with a digital clock \$495.00. Dual speakers fitting original dash openings, \$38.00 and \$49.00. Repo door panel speaker grills as original \$79.00 a pair.



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PRESTIGE THUNDERBIRD & MUSTANG
10215 GREENLEAF
SANTA FE SPRINGS, CA 90670
IN CA (213) 944-6237 or 800-423-4751