Buying From a Dealer

You may save a few dollars, but you don't know what you are truly getting unless you buy from an officially licensed dealer. Knowing and trusting a private party when you are planning to purchase a used vehicle is one thing, but buying from an unknown seller can prove disastrous. It is easy to acquire the history of a vehicle using the vehicle identification number (VIN), but this will only show you major events in the life of the automobile, not nuances that may become major problems later.

The only way to get a good grasp on the condition of a used vehicle is to spend quality time behind the wheel. Sometimes these issues arise once it is too late to back out of the deal. It is in your best interest to head to your local dealership when considering a used vehicle purchase.

Less Paperwork and Financial Backing

Purchasing a vehicle from a dealership gives you freedom from the sometimes-confusing paperwork that goes into transferring a title or registering a new vehicle. A major benefit you gain from buying from a dealer is this paperwork is prepared for you. You also will have the advantage of acquiring a loan on location at the dealership. Dealers have extensive networks of financial institutions and might be able to offer better interest rates than you might find when applying for a loan on your own.

Buy Certified Pre-Owned

When you buy a used vehicle from a private party, you are taking the risk of buying something unreliable or even unsafe. Many dealerships offer certified pre-owned vehicles. These models are put through extensive inspections and repairs and often carry impressive warranties.

These thorough inspections are crucial to those who live in areas that require emissions and other types of testing on vehicles.

Convenience

Arranging a meeting with a private party to look at the vehicle you are considering can be difficult. Buying from a dealership allows you to visit the lot on your own schedule and gives you the ability to look at numerous models at the same time. You also will feel more comfortable performing the test drive with a salesperson than a seller with whom you are unfamiliar.

Asking the Right Questions

When purchasing a used vehicle, you might not know how the vehicle was treated by its previous owner, any accidents it may have been involved in or if it might begin experiencing issues as soon as you drive off the lot. Buying from a dealership can alleviate issues that could arise, especially if the vehicle has been inspected and repaired.

However, it is still important to know your vehicle's history. Your salesperson will have a thorough report of all history and service records of your vehicle. Learn how to ask the important questions before making a deal.

Ask to See the Service Records

This is a telling way to discover any abuse the vehicle might have experienced from a previous owner. This record will show you the history of basic maintenance, such as oil changes, tire rotations or other repairs such as engine rehabs. A vehicle that hasn't been properly maintained will likely cause you expensive issues down the road.

When you are researching a model, be sure to look into any manufacturer recalls. If the repair is not listed on the service record, ask if the issue is still covered by the manufacturer. If not, it may be best to look at different options.

Ask About the Features

Before you drive home a used vehicle, make sure it works for you and your family. A manual transmission is a tough adjustment for someone used to using an automatic. Some used vehicles won't have the convenient extras such as power locks and windows, a sunroof or powered mirrors. Be sure to make sure the models you're interested in have exactly what you're looking for.

Ask About Condition

Dealerships and value appraisers use a system of poor, fair, good and excellent when determining the value of a vehicle. Some factors that can lower the category your vehicle falls into are a damaged interior, rust on the exterior, soiled carpets or performance issues.

Ask your salesperson which condition a particular used vehicle falls into, and be sure to look it over thoroughly to ensure you agree with the dealer's assessment.
## 70 Pre-Owned Trucks in Stock!

**F150’S, F250’S, F350’S**

**Regular Cab’s, Super Cab’s**

**Crew Cab’s**

**Gas & Diesel Available**

<table>
<thead>
<tr>
<th>Model</th>
<th>Stock No.</th>
<th>Description</th>
<th>Mileage</th>
<th>Price</th>
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<tr>
<td>2005 CHEVROLET SILVERADO 2500HD LS Truck 4WD</td>
<td>UC1796</td>
<td>6.0L V8, Heated Driver Mirror, Remote Power Door Locks, Compass</td>
<td>ONLY 24K MILES!</td>
<td>$14,990</td>
</tr>
<tr>
<td>2014 NISSAN FRONTIER SV</td>
<td>UC2080</td>
<td>4.0L V6, Tonneau Cover, Backup Camera, Tow Package</td>
<td>ONLY 24K MILES!</td>
<td>$23,990</td>
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<tr>
<td>2014 TOYOTA TUNDRA 4X4</td>
<td>UC1765</td>
<td>5.7L V8, Tow Pkg, CD/MP3, Fog Lamps</td>
<td>ONLY 31K MILES!</td>
<td>$27,990</td>
</tr>
<tr>
<td>2014 RAM 1500 SLT 4X4</td>
<td>UC1515</td>
<td>5.7L V8, Bluetooth, CD/MP3, Tow Pkg</td>
<td>ONLY 29K MILES!</td>
<td>$29,990</td>
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<tr>
<td>2016 RAM 1500 SLT 4X4</td>
<td>UC1770</td>
<td>5.7L V8, Tow Pkg, Tonneau Cover, Bluetooth, CD/MP3, Fog Lamps</td>
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<td>$30,990</td>
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<tr>
<td>2014 CHEVROLET SILVERADO 1500 1LT 4WD</td>
<td>UC251</td>
<td>5.3L V8, Bluetooth, Power heated mirrors, Engine hour meter</td>
<td>ONLY 5K MILES!</td>
<td>$34,990</td>
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<tr>
<td>2014 CHEVROLET SILVERADO 1500 1LT 4X4</td>
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<td>5.3L V8, Navigation, Sunroof, Leather Seats</td>
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**Used Car Showcase**

**Times Leader  2   Saturday, February 3, 2018**

**COCCIA**

**BAD CREDIT? NO CREDIT? WE MAY HAVE A PROGRAM FOR YOU! CONTACT BARRY OR DAVE 1-888-416-5081**

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**70 PRE-OWNED TRUCKS IN STOCK!**

**F150’S, F250’S, F350’S**

**REGULAR CAB’S, SUPER CAB’S, CREW CAB’S**

**GAS & DIESEL AVAILABLE**

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Stk: UC1915
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- **$34,990**


**COCCIA FORD**

**577 E. Main Street**

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**F150’S, F250’S, F350’S**

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**Tax and tags extra. Photos of vehicles are for illustration purpose only, CoCcia Ford is not responsible for any typographical errors. No Security Necessary. See dealer for details. Sale ends 02/28/18. 570-823-8888 www.cocciacars.com • 577 E. Main Street (across from Mohegan Sun)**
2015 Jeep Grand Cherokee Laredo 4x4
Stock# N30500B  32,329 miles
$12,994

2017 Ram 1500 SLT 4x4
Stock# NP12146  18,642 miles
$19,997

2015 Ford Fusion SE
Stock# NP12115  38,400 miles
$14,974

2016 Hyundai Elantra SE
Stock# NP12152  6,455 miles
$15,574

2011 Nissan Murano SV AWD
Stock# NP12131A  60,820 miles
$16,979

2017 Nissan Rogue SV AWD
Stock# NP12141  37,015 miles
$15,995

2015 Nissan Rogue SL AWD
Stock# NP12151A  42,177 miles
$13,583

2015 Nissan Rogue S AWD
Stock# NP12143  35,536 miles
$12,994

2017 Subaru Forester 2.5X AWD
Stock# NP12169  42,369 miles
$12,994

2017 Nissan Rogue Select AWD
Stock# NP12153  26,807 miles
$15,994

2015 Nissan Pathfinder SV 4x4
Stock# N29839A  8,502 miles
$27,469

2015 Nissan Altima 2.5SR
Stock# NP12113  13,990 miles
$14,994

2016 Hyundai Elantra SE
Stock# NP12114  13,990 miles
$14,974

2015 Nissan Altima 2.5SL
Stock# NP12113  33,345 miles
$16,979

2017 Nissan Pathfinder SV AWD
Stock# N30662A  60,903 miles
$26,989

2017 Subaru Forester 2.5I Premium AWD
Stock# NP12163  12,365 miles
$23,840

2014 Ford F-150 XLT 4x4
Stock# NP12164  35,000 miles
$25,931

2017 Nissan Rogue SV AWD
Stock# NP12141  37,015 miles
$24,499

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Rebate Available*
*Ask Dealer for Details

+ Tax
+ Tax
+ Tax
+ Tax
+ Tax
+ Tax
+ Tax

*$450 CPO Rebate Available* 
*Ask Dealer for Details*
Inspecting a Used Vehicle

By visually inspecting a used vehicle, you can gain a good understanding of how it was treated by previous owners. It is easy to find imperfections.

Before even getting into a vehicle for a test drive, there are key elements to inspect.

Tire Condition
Walk around the vehicle and assess each tire individually. Bring along a tread-depth gauge to measure the amount of life left in a tire. If the tires have less than a quarter-inch of tread, you should negotiate a new set of tires or a price reduction.

Also, make sure the tires are the same brand and model. You can get this information on the sidewall of the tire. Different sizes will affect ride comfort and cause premature wear to tires.

Leaks
Let the engine run while you inspect the tires. Then look under the vehicle to find any puddles or notice any leaks. Point out any leaks to your salesperson.

Lights
Stand in front of and behind the vehicle as the salesman performs a light test. You should check both bright and dim functions of the headlights, turn signals, stop lights and hazards. If any light is not working, request repair as part of the deal.

Check the Body
Body repair is difficult and costly. Look from the front corners of a vehicle, you can typically find any ripples or paint runoff that indicates a body repair was performed. Inquire about the vehicle’s accident history. Your salesperson will have access to the incident report.

Under the Hood
Raise the vehicle’s hood and watch the engine run. Does it engage securely? If it seems to be moving too much, there could be a mounting issue. Listen for noises such as knocks or hissing, which can indicate mechanical problems.

In the Cab
While inside, test every feature on the dashboard. Make sure the heat and air conditioning both function properly and efficiently. Check that each power lock works, power windows operate correctly and media centers work. Also check the condition of the interior for clean carpet or well-maintained leather seats.

Any of these issues should be addressed when noticed. Some repairs can be performed, but if the damage is too extensive, it might be best to look at another option.
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<tr>
<th>Model</th>
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<th>Color</th>
<th>Options</th>
<th>Mpg</th>
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*Tax and Tags Additional. Prior Sales Excluded. 2.49% Rates Based on Tier 0 Credit Rating. Not Responsible for Typographical Errors.
### UNDER $10,000

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### UNDER $15,000

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### CARS UNDER $20,000

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### QUICK LANE HOURS
- M-Th: 7am - 7pm
- Fri: 7am - 5pm
- Sat: 8am - 4pm

### SERVICE HOURS
- M-Th: 7am - 7pm
- Fri: 7am - 5pm
- Sat: 8am - 4pm

### SALES HOURS
- M-Th: 7:30am - 8pm
- Fri: 7:30am - 6pm
- Sat: 8:30am - 5pm

704 Martin F. Gibbons Blvd. Dickson City, PA 18519
570-489-4747 or 1-877-693-5851 or GibbonsFord.com

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*Plus Tax and Tags.*