

FROM PAGE 6

buying this is that these will eventually become cheap enough if enough of these are purchased — then production costs will go down,” he said.

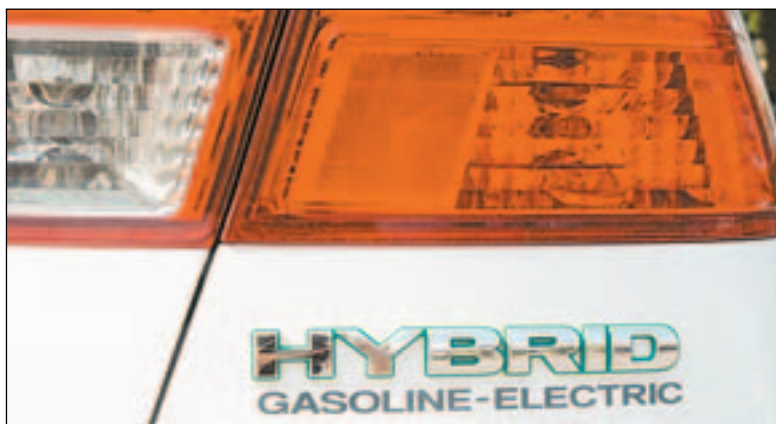
Hybrid car purchasers take their shopping seriously: they research models, features and function on the Internet. They price shop among dealerships around the nation and state, coming in to local ones armed with facts and figures aimed to get the best deal on a car they are already sold on. Mair made his purchased decision over the Internet and found the best deal from a dealership in Detroit, saving between \$500-\$1,000 for his extra effort.

“It’s the age of information — they can find anything they want on the car and they know everything even before they come in,” said Daniel Black, a sales representative with Williams Chevrolet-Honda in Traverse City.

Carol South is a local freelance writer.



Special to the Record-Eagle/Carol South
Above, the odometer shows recent mileage from a roadtrip in Tom Mair’s Honda Civic hybrid vehicle.

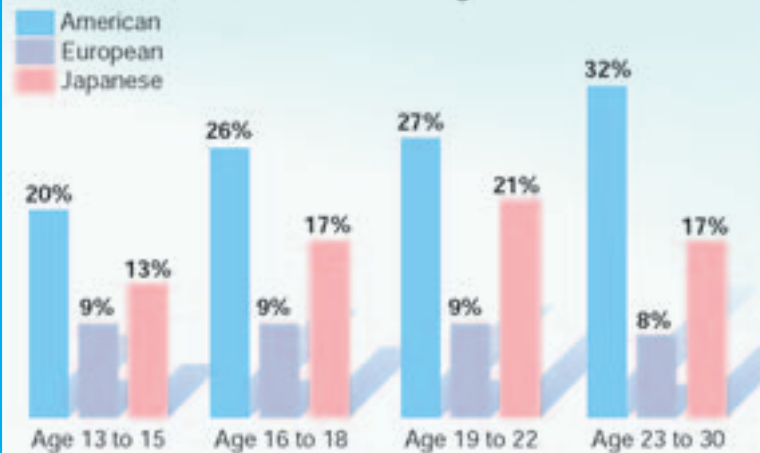


CAR FACTS

U.S. cars favored

According to a recent poll of 3,000 13- to 30-year-olds, young drivers — and even those not old enough to have a license — prefer to purchase an American-made car.

Preference of vehicle-manufacturing countries



SOURCE: Harris Interactive AutoYOUTH survey, Dec. 2004

Copley News Service / Paul Horn

For more stories on vehicle care and trends, go to:
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