



NOVA SCOTIA AUTOMOBILE DEALERS ASSOCIATION

Determining the value of your trade-in vehicle

Value of used vehicles is at highest point in many years

RICHARD WOODBURY

For people looking to trade in their vehicles, there hasn't been a better time to do so in many years.

"Used cars are very desirable," said Tim O'Regan, president of the south shore division of the O'Regan's Auto Group.

The simple reason why is there are fewer used vehicles available for dealerships and used car lots to purchase, so this is driving up their values — a simple case of supply and demand economics.

Because fewer vehicles are being leased today, it has restric-

ted the number of used vehicles available for purchase.

According to the Canadian Automobile Dealers Association, in 2013, leased purchases made up 18.7 per cent of new vehicle sales. In 2005, it was 45 per cent.

O'Regan says the value of used vehicles is at their highest point in seven years, perhaps even more.

The value of a used vehicle is dependent on a number of things, such as the amount of mileage it has, its condition and whether it still has any warranty left on it.

The way the value of a used vehicle will be determined is at most dealerships, an appraiser will take the vehicle out for a drive and then take a look under the hood to see how everything is working.

The appraiser will then determine the wholesale value, as well as the reconditioning costs that would need to be done. The dif-

ference between these two numbers is what the customer would get for the trade-in value.

"The less that the dealership has to do to that car to get it ready for resale, the more value the customer is going to get for it," said O'Regan.

Some of the things that will add value to a vehicle is whether it has had undercoating or a paint protection package done to it, says O'Regan.

When trading in a vehicle, it is crucial that people bring in all of the records for the work they have had done to it.

If the dealership they are trading the vehicle into is where the maintenance has been done, the dealership will already have the records.

Having the right paperwork also means having a vehicle's Certificate of Registration. If you can't find it, you can get a replacement

through Access Nova Scotia.

Vehicles that have had regular maintenance done to them will fetch a higher price because vehicles with a spotty maintenance track record will need more work.

"Usually, there's going to be more mechanical reconditioning going to be needed on that car," said O'Regan.

When bringing the vehicle in to have it assessed, it's important to act as if this will be the final time you set foot inside your vehicle.

Get your belongings and any debris out of it, and be sure to vacuum it. For bonus points, clean under the hood and remove any debris that may be there. Washing the car is also a good idea.

Getting next generation interested in cars

For teenagers interested in learning about cars or eventually

working in the automotive industry, the high school public education system can accommodate them. Since Feb. 2009, skilled trades courses have been offered under the formal program name of Course Pathways.

The way it works is students must take Skilled Trades 10, a course offering a general overview of 65 designated trades. It serves as a pre-requisite to a course called Transportation Trades 11.

Both courses are 110 hours and qualify as academic credits. (There are also Construction Trades 11 and Skilled Trades 12 Co-op courses offered.)

In Transportation Trades 11, tasks include replacing brakes on a vehicle, changing and rotating tires, and taking an engine apart and rebuilding it.

Students spend about three

CONTINUED ON G6

Good year for new-vehicle sales in Nova Scotia in 2014

JOHN K. SUTHERLAND

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John K. Sutherland is Executive Vice President of the Nova Scotia Automobile Dealers Association.

The numbers are finally in. Nova Scotia's new car dealers sold more vehicles in 2014 than the previous year.

New vehicle sales totaled 53,441, an increase of 3.1 per cent.

On a national level, the number of sales increased by almost twice as much on a percentage basis.

Just over 1.85 million new vehicles were sold by new car dealers, an increase of 1.1 per cent

over the previous year.

To put that into perspective, 2013 itself was a record year nationally.

Factors contributing to the sales include strong consumer confidence in the economy (I think this is one of the most important aspects), stable federal government fiscal policy in Canada and continuing low interest rates.

Here in Nova Scotia, it will be

interesting to see how 2015 plays out. Politically, our government has some significant fiscal challenges to face.

Dealing with those challenges will not be easy, but is essential for the long-term health of the province.

The state of local economies within the province has a significant impact on vehicle sales in those areas.

Some of those communities face significant challenges with respect to depopulation.

The Nova Scotia Automobile Dealers Association's 115 new car franchised dealers all invest significantly in their business and facilities.

Their long-term success depends on our collective success in creating a prosperous economy in Nova Scotia.



Miscellaneous

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Helpful Tip
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206 Introduction Services

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209 Business Personals

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• Nancy Banman • Rhonda Barry
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THE FAMILY CIRCUS By Bil Keane



2-7
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Classified Ad Deadline: 10:00am Monday to Friday for next publishing day; 4:00pm Friday for Monday; space permitting.
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NEA Crossword Puzzle

ACROSS

1 Gallop or canter
5 Deadly snake
8 Break of day
12 Oil job
13 Get an eyeful
14 Hideous giant
15 Jeannie portrayer
16 Regulars
18 Put the kibosh on
20 Diamond stat
21 Crumb toter
22 Gift for Dad (2 wds.)
25 RR terminal
28 Aspirin
29 Swerves
33 House of cards?
35 Circle the earth
36 Speak one's mind
37 Spanish town
38 Diluted
39 - accompli
41 Uh-huh

DOWN

1 Campbell of country music
2 German import
3 Alpine goat
4 Doctrine
5 Bonfire remains
6 Rummage
7 Shoe annoyance
8 Pixel
9 Water, in Baja
10 Brown bird
11 Tree house?

42 Not as old
45 Ballerina's hairdo
48 Gard's reward
49 Arm bones
53 Like a tooth
56 On its way
57 Novelist - Ferber
58 Cotton gin name
59 Tempo
60 Summer hangout
61 Skip stones
62 Door sound

Answer to Previous Puzzle

TEN DENS BBS
ORCA EXEC RAE
RAHS BATHROBE
OPOSSUM OOZED
AUG LOY
BUYUP RELATE
OLE THAI LENS
GNAT EGAD RIO
ARBORS RINDS
OAR PUG
FLANK SAGUARO
LEVELING AXON
EWE EDIE NEMO
ADS YAPS ADE

17 Big Ben numeral
19 Keaton or Sawyer
23 Kind of system
24 Ceremonial fire
25 Barge
26 - measure
27 China setting
30 Popular columnist
31 - E. Coyote
32 Cease
34 Dark
35 Exterior
37 Oinker
39 Fed the flames

40 Actress Lansbury
43 Lyric poem
44 Coarse files
45 Pager sound
46 Reverse
47 Billionth, in combos
50 Good buy
51 Machu Picchu founder
52 Particular
54 - de mer
55 Immerse briefly

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Top tips to maximize resale value

JUSTIN PRITCHARD

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Smart shoppers know that a good deal on a vehicle extends far beyond free fog-lamps and cruise control.

For more shoppers than ever, a good deal on a new ride extends far into the long term and, more often than not, today's shoppers are seeking out a new ride that offers top-notch resale value.

A few tips can help maximize your investment and maintain your ride's resale value for the long haul, ensuring your ride is worth more of your hard-earned money when it's time to trade it in.

Here's a look at a few tips to ensure your ride holds on to as much of its value as possible, for as long as possible.

PICK THE RIGHT RIDE

Some vehicles have better resale value than others, and there are many reasons why.

For that reason, our first tip is fairly obvious: if you want a ride that holds onto its resale value well, pick a ride known to hold onto its resale value.

Numerous websites, publications and industry authorities evaluate and predict resale values, announcing yearly winners and the best brands when it comes to retained value today via articles, awards and lists.

Search some of these online, look into how the vehicles listed are rated, and where feasible, shop out a ride that's predicted to hold onto its resale value well from an authority you trust.

PROTECTION

A little protection when your ride is new can do big things for its overall condition down the line.

While your ride is brand new, consider protecting its exterior and underside with corrosion-fighting treatments, paint and finish treatments, and accessories designed to fend off the damaging effects of sand, salt and road debris.

Clear protective films can be applied to vulnerable areas, like your vehicles front hood-edge, to protect from chipping, and your dealer, or local detail shop, can wax, polish and seal your ride's paint-job against environmental contaminants while it's still brand new.

Splash-flaps, deflectors and door scuff plates all help to keep wear to a minimum in vulnerable areas.

Whether from your dealer or otherwise, protective accessories and treatments that keep your ride in tip-top shape can more than pay for themselves when it comes time to sell.

Add all-weather rubber mats to fully protect your ride's carpeting from salt and sand, and consider a

FROM PAGE G5: WOODBURY

quarters of the time working with tools and doing vocational work on vehicles. The remaining time is spent on theoretical work.

Three of the eight schools in Nova Scotia offering Transportation Trades II are located in the Halifax area. About 150 students will be taking the course this academic year.

In each classroom, there is a new vehicle to work on, along with five additional engines identical to the one of the new vehicle. As well, teachers purchase used vehicles — beaters — as needed with program funding.

John Drish is the provincial education department's skilled trades education services coordinator. Asked if the students are enrolled because they want to be mechanics or are just curious about cars, he says "it's a bit of both."

Another exciting development is a program called TestDrive.

"That program is a summer program where students go to work for dealers or independent shops. They are registered as youth apprentices. They can acquire apprenticeship hours, they get paid for their time and they get school credit for the time that they are in there," said Drish.

These programs are encouraging ways of getting more youth interested in cars and working in the auto industry.



The 2012 Hyundai Veloster. TODD GILLIS/FILE

set of seat covers for added protection.

Door sill plates, cargo area mats and numerous other accessories are available to help keep your ride's interior looking tip-top.

A well cared for ride will tend to look that way to a shopper, so in much the same way you can protect your ride's body and underside, consider protecting its interior, too.

KEEP EVERYTHING

Get a folder or envelope to store every receipt, work-order and bill for maintenance and repairs on your ride, in and out of warranty.

Create a filing system, commit to it, and keep your documentation for all fluid changes, warranty and recall work, tire changes, brake jobs, tune ups and more.

Offering a shopper your full service records shows a commitment to keeping your ride in good shape, and many shoppers today are keen to find a used vehicle with full servicing history available. Having service records for all work performed, no matter how minor, can make it easier to sell your ride for what it's worth.

KEEP IT ORIGINAL

Resist the urge to modify your

ride, if you're so inclined. To maximize your ride's resale value, forget installing a giant custom stereo system, custom engine or suspension parts, custom body add-ons and the like.

These may suit your tastes, but can make it harder to sell your ride at a good price when the time comes.

Some alterations, like wheels, can be removed before you sell your ride, putting it back to 'stock.'

Further, note that modifying your ride's wiring, lighting system or stereo can be a strike against you when it comes time to sell.

Ditto a modified exhaust system, which may make it harder or even impossible for the vehicle to pass emissions testing.

FIX THAT PROBLEM

Has your ride got a clunk? Is it idling poorly? Is there a check-engine light on?

Before putting it up for sale, make a quick visit to your mechanic to identify or fix any issues.

You're best to sell your ride in 100 per cent tip-top working condition for maximum value, or at least, with an explanation of that unwanted sound or check-engine light for the seller.

322 Cars for Sale

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