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Wednesday, September 10, 1986/The Battalion/Page 9

# Low interest rates may prompt drop in used car prices

DETROIT (AP) - Bargain-basement financing for new cars will spark a dramatic drop in used-car prices, and that will cut into sales by the nation's major automakers, industry analysts said Tuesday.

Used-car dealers agree prices are dropping, but caution customers not

to expect a steal.
"Whenever new-car prices come down, every car in the fleet, all the way down to the one going to the junkyard tomorrow, reduces in value," said Arvid Jouppi, a Detroit au-tomotive analyst. "Used-car prices will go down because of the surplus created by the new-car sales."

General Motors Corp. and Ford Motor Co. last month began offering 2.9 percent interest rates in an effort to clear the showrooms of 1986 cars.

Chrysler Corp. quickly followed with 2.4 percent financing, and then American Motors Corp., whose sales this year have been running about half those of a year before, weighed in with interest-free loans on most

The low rates will end Oct. 8, the automakers said.

Jouppi estimated 1.5 million used cars will rumble into the market as owners trade them in for new-car bargains.

The greater supply of used cars and the need to compete with cheaper new cars will shave as much as 10 percent off used-car prices,

Jouppi said.
And lower used-car prices will steer some buyers away from new models, said David Healy, auto-motive analyst with the New York brokerage house Drexel Burnham

"I figure that a 1 percent change in used-car prices can swing new-car sales by about 50,000 cars for the industry on an annual basis," Healy

The domestic automakers sold 8.2

million cars last year. Rick Cantalini, used-car manager of King Charlie Hillard Ford-Mazda in Fort Worth, Texas, said the extent to which prices go down will depend

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For more information, call: 845-2151 845-1151 Lee Panella Greg Smith

#### **World Briefs**

#### Reagan seeks funding for new shuttle

WASHINGTON (AP) - President Reagan formally asked Congress Tuesday for money to restore the space shuttle fleet to four ships, even as the man he picked to rehabilitate NASA de-clared "a fifth orbiter is absolutely

imperative." NASA Administrator James C.

Fletcher said a start on the fifth ship "will have to be made in the

The National Aeronautics and Space Administration also announced the formation of a task force to make recommendations on how the station will be oper-

#### 3 die as plane crashes in Army airfield

FORT CAMPBELL, Ky. (AP) A Tennessee National Guard transport plane crashed and caught fire while trying to land Tuesday, killing three people and injuring two, authorities said.

The C-130 plane, with a crew of five from the 118th Tactical Airlift Command in Nashville crashed at Campbell Army Air Field about 2:10 p.m., said Capt. Dan Schmidt, a Fort Campbell spokesman.

The plane "apparently did not hit the runway, but crashed while attempting to land," Schmidt said. He said the transport was on a training mission when it crashed at the fort near the Kentucky-Tennessee border.

#### Stock market falls for third day in row

NEW YORK (AP) - The stock market had a third straight losing

session Tuesday after a strong tone at the opening soured. The Dow Jones average of 30 industrials fell 4.50 to 1,884.14. Buyers at first rallied to the blue chips and the average rose more than 12 points. But the buyers lost interest and the blue chip in-

dicator fell as it has each session since last Thursday when it reached a record closing high of

Western Air Lines was the volume leader with more than 4.1 million shares traded, due to rumours they had received a take-over offer from Delta Air Lines.

#### No rise predicted for crude oil buying

WASHINGTON (AP) - The Energy Department won't speed up purchase of crude oil for the Strategic Petroleum Reserve unless prices fall, Secretary John S.

Herrington said Tuesday.

And while the department is soliciting bids from domestic producers, it is still discussing terms with Mexico, the most recent supplier to the 505-million-barrel re-serve in salt domes on the Gulf coasts of Texas and Louisiana, Herrington said.

He told reporters he would like to be adding to the reserve at 100,000 barrels a day, the practical limit of intake capacity, but "the price may be a little high to go to that large a purchase.

#### **Western Airlines purchased by Delta**

LOS ANGELES (AP) — Western Airlines Inc., said Tuesday it agreed to be acquired by Delta Air Lines Inc. for \$860 million.

Los Angeles-based Western said its directors accepted an offer of \$12.50 a share, half in cash and half in securities, from Atlanta-based Delta.

The route systems of Delta and Western "fit together ideally," Delta Chairman David C. Garrett said in a statement. "The combined companies will be able to offer expanded and improved service to every section of the

#### CBS denies report it's seeking buyers

Inc.'s board of directors meets today amid speculation that the company might change hands and that Chairman Thomas Wy-

man might lose his job. On Monday, CBS denied it approached Philip Morris Cos. and

Westinghouse Electric Corp. about purchasing CBS.

Newsweek reported in this week's issue that CBS had been seeking possible bidders in case Laurence Tisch, chairman of the Loews Corp., tried to win control

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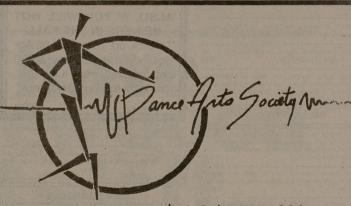
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