

You may be planning on towing a small boat or camping trailer or, one of the large 30 foot travel trailers or, one of the hundreds of sizes and styles in between. No matter. Your Lincoln - Mercury dealer has a car that's just right to solve your towing problem. From the compact and economical Comet to the elegant and luxurious Continental Mark IV, your Lincoln-Mercury dealer can offer the cars, the accessories, the knowledge and assistance to help you have years of safe and enjoyable trailering.

Whether you're a veteran trailerist, or a novice, you should already know how important it is for safety, comfort and convenience to have the right combination of car, hitch and trailer. And, while we can't vouch for the trailer or hitch of your choice, we do think there are many good reasons for considering a Lincoln or Mercury as your tow vehicle. Remember that trailer towing puts many extra demands on the tow vehicle. And, while no stan-

dard automobile is specifically designed for towing trailers, the Lincoln or Mercury of your choice has a lot going for it from the start. Then, when properly equipped for your trailer, you'll literally find "getting there is half the fun." From extra cooling radiators to heavy duty suspensions to long lasting, high quality components, Lincoln-Mercury Division offers rugged, dependable, comfortable cars that are designed for better trailering.

When it comes to towing you have to balance the vehicle, hitch, and trailer to be successful. If you have a small boat or camper with loaded weights up to 2000 lbs. (Class I), you can balance the combination with

any domestic Lincoln-Mercury Division product as a tow vehicle. If, on the other hand, your trailer is in Class II or III (gross weights up to 3500 and 6000 pounds, maximum tongue weights of 500 and 700 pounds, respectively, you should consider at a minimum the mid size Montego or the full size Mercury or, of course Lincoln Continental, Your Lincoln-Mercury dealer is equipped to discuss your individual towing application and assist with hitch recommendations. After all, with sixteen different tow vehicle models, he's got a lot to offer. When it comes to the trailer, Americans have never before been offered a selection like today's.

If we've suggested that tow vehicle, hitch and trailer all have to function together to provide the best and safest possible performance, we've made our point. When you consider how much time you'll spend towing your trailer, it makes sense to spend time carefully selecting the proper towing combination.

IF YOU'VE GOT THE TRAILER.

WE'VE GOT THE TOW CARS!



You're going to spend a lot of time towing your trailer. Spend a little time right now and you'll find the car for your trailering needs.

The 1973 Lincoln and Mercury automobiles are built better to ride better. The smooth, steady Lincoln-Mercury ride, so vital to safe and enjoyable trailer towing, is the result of painstaking, computerized research and engineering. The Lincoln or Mercury you choose will ride and tow easily, safely and conveniently when properly prepared and equipped for the job required. There are sixteen different Lincoln or Mercury models that are easily adapted to the three main classifications of passenger car towing duty. We treat these weight classifications and engineering recommendations in more depth on pages 4 and 5. However, the groups include Class I (Light Duty) for weights up to 2000 pounds and a 200 pound maximum tongue weight; Class II (Medium Duty) for units weigh-

ing up to 3500 pounds with a tongue weight up to 500 pounds; and finally, the Class III (Heavy Duty) group to accommodate gross weights up to 6000 pounds and tongue weights up to 700 pounds. Obviously, your selection of a particular model can determine your towing capability. Any veteran trailer enthusiast will probably urge you to equip your car with those features that can maximize safety, comfort, and enjoyment on the road. Your Lincoln-Mercury dealer can offer many standard and optional features designed for improved trailer towing.

Your first consideration should be the selection of the right power train for the job. "Matching your 'go' to your tow!" Depending on your trailer's loaded weight, you can select from the dependable

250 CID 1V Six on Mercury Comet capable of hauling Class I equipment all the way up to the powerful 460 CID 4V V-8 that is standard on Lincoln and ideal for all trailering requirements. Lincoln-Mercury dealers offer dozens of power train combinations based on car model, trailer, weight, local terrain, etc. In addition, such features as Automatic Temperature Control air conditioning system, power windows, a complete choice of radios, power steering and power front disc brakes are only a few of the available features that will help you enjoy your mobile vacation. Pay particular attention to tires since stresses exerted by the trailer will place severe strain on tires. For a slight additional cost you should consider specifying higher rated tires for your tow vehicle.



You can count on your Lincoln-Mercury dealer to help you select a combination of power train, towing equipment, and options in a package engineered to fit your trailering requirements.

One of the most appropriate suggestions you'll get from anybody who's known the fun and enjoyment of trailering is to do it right, right from the start. The proper matching of the vehicle, the power train components, and the towing equipment is worth a good deal of thought. You'll save time, money and inconvenience by consulting with your Lincoln-Mercury dealer and your trailer dealer at the very outset. Factory or dealer installed trailering equipment not only is more likely to function better but is usually available at less cost than similar equipment "added-on" at a later date. Above and beyond the necessities for towing your trailer, you'll want to consider the wide choice of options and equipment available for every Lincoln or Mercury model to further add to your comfort and convenience. Automatic Temperature Control air conditioning, AM/FM stereo radio and tape deck, Traction-Lok differential, Sure-Track brake system as well as dozens of other optional comfort and functional features are designed to make your trailer travel all the more confident and rewarding. Your Lincoln-Mercury dealer will be pleased to discuss any of the recommended features or options listed here.

RECOMMENDED TRAILER

TRAILER SIZE

LIGHT TRAILERS

Class I — 1000 to 2000 pounds loaded. Tongue load up to 200 pounds.

MEDIUM TRAILERS

Class II — 2000 to 3500 pounds loaded. Tongue load up to 500 pounds.

HEAVY TRAILERS

Class III — 3500 to 6000 pounds loaded. Tongue load up to 700 pounds.

MARQUIS,
MARQUIS BROUGHAM,
MONTEREY, MONTEREY CUSTOM
AND MONTEREY WAGONS

CLASS I TRAILER-TOWING

Standard equipment already included: SelectShift Transmission, Power Steering, Standard Engine, Standard Suspension, Steel Belted Radial Ply Tires, Standard Battery. Required Additional Equipment includes: Trailer Hitch (nonequalizing), Trailer Wiring Harness, Trailer-Towing Mirrors (if R/V unit blocks view in standard rear-view mirrors), Trailer Brake Controller (if trailer has electric brakes) Recommended Additional Equipment includes: Extra Engine Cooling Package.

CLASS II TRAILER-TOWING

Standard Equipment already included: SelectShift Transmission, Power Steering, Power Brakes, Standard Engine, Steel Belted Radial Ply Tires.

Trailer-Towing Package includes: Extra Cooling Package, Heavy-Duty Suspension, Trailer Wiring Harness, Rear Axle Ratio of 3.25:1†

Required Additional Equipment includes: Weight Distributing Hitch, Trailer Brake Controller (unless trailer has surge brakes), Trailer-Towing Mirrors.

Recommended Additional Equipment includes: Coolant Recovery System*, Automatic Transmission Oil Cooler*, Adjustable Air Springs*.

CLASS III TRAILER-TOWING

Standard equipment already included: SelectShift Transmission, Power Steering, Power Brakes, Steel Belted Radial Ply Tires. Trailer-Towing Package includes: Extra Cooling Package, Heavy-**Duty Suspension, Trailer Wiring** Harness, Heavy-Duty Frame, Heavy-Duty Battery, Heavy-Duty Alternator, Coolant Recovery System, Rear Axle Ratio of 3.25:1. Required Additional Equipment includes: Weight Distributing Hitch, 400 2V Engine Minimum, Trailer Brake Controller (unless R/V unit has surge brakes), Trailer-Towing Mirrors. Recommended Additional Equipment includes: Automatic Transmission Oil Cooler*, Adjustable Air Springs*, Sway Control Device

Indicates dealer-installed equipment. Other accessory equipment listed is available through independent trailer supply source. ▼ For trailers with frontal area of 25 square feet or more.

TOWING EQUIPMENT...

MONTEGO, MONTEGO MX, MONTEGO BROUGHAM, MONTEGO GT AND MONTEGO WAGONS

CLASS I TRAILER-TOWING

Required Additional Equipment includes: Trailer Hitch (non-equalizing)*, Trailer-Towing Mirrors (if R/V unit blocks view in standard rear-view mirrors), Trailer Brake Controller (if trailer has electric brakes).

Recommended Additional Equipment includes: SelectShift Transmission, 302 V-8 Engine♥, Cross Country Ride Package, Extra Engine Cooling Package♥.

COUGAR,

CLASS I TRAILER-TOWING

Required Additional Equipment includes: Trailer Hitch (non-equalizing)*, Trailer Wiring Harness*, Trailer-Towing Mirrors (if R/V unit blocks view in standard rear-view mirrors)*, Trailer Brake Controller (if trailer has electric brakes).

Recommended Additional Equipment includes: SelectShift Trans-

mission, Automatic Transmission

Oil Cooler*.

COMET,

CLASS I TRAILER-TOWING

Required Additional Equipment includes: Trailer Hitch (non-equalizing)*, Trailer Wiring Harness*, Trailer-Towing Mirrors (if R/V unit blocks view in standard rear-view mirrors), Trailer Brake Controller (if trailer has electric brakes).

Recommended Additional Equipment includes: SelectShift Transmission, Power Steering, 200 Six or 302 V-8 Engine[▼], Handling Suspension Package, 55 Amp. Battery.

CLASS II TRAILER-TOWING

Trailer-Towing Package includes: Extra Cooling Package, Heavy-Duty Suspension, Trailer Wiring Harness, Heavy-Duty Frame, Rear Axle Ratio of 3.25:1.

Required Additional Equipment includes: SelectShift Transmission, Power Steering, Power Brakes, Weight Distributing Hitch, 351 2V Engine, Trailer Brake Controller (unless trailer has surge brakes), Trailer-Towing Mirrors.

Recommended Additional Equipment includes: Coolant Recovery System*, Automatic Transmission Oil Cooler*, Higher Load Rated Tires (F78x14), Adjustable Air Springs*. Not Recommended for Towing in this class.

Not Recommended for Towing in this class.

CLASS III TRAILER-TOWING

Trailer-Towing Package includes: Extra Cooling Package, Heavy-Duty Suspension, Trailer Wiring Harness, Rear Axle Ratio of 3.25:1, Heavy-Duty Frame*, Heavy-Duty Battery, Heavy-Duty Alternator, Coolant Recovery System.

Recommended Additional Equipment includes: Automatic Transmission Oil Cooler**, Adjustable Air Springs*, Sway Control Device for Hitch.

Not Recommended for Towing in this class.

Not Recommended for Towing in this class.

WHEN TOWING,



TAKE CARE.

You want to have a pleasant, safe and memorable vacation. Think about safety in the Lincoln or Mercury you've chosen to do your towing. Today's automobiles are equipped with many safety features but when pulling a trailer you have to make them work for you. For starters, fasten both safety belts and harnesses. The following safety guidelines can contribute to a happier, more confident trailer towing vacation. Regardless of the model or age of your car, be smart and safe by thoroughly checking basic components. Your car's braking ability should be thoroughly checked since you'll be pulling and stopping a lot more weight than usual. Obviously, tires should receive prime considera-

tion. Check wheel bearings, tire balance, condition and front end alignment. Many trailer enthusiasts prefer to increase tire pressure up to the tire's maximum rating, for greater handling ease and less wear. If your car is due for a tuneup, have it done before your trip. There are a number of items you can easily check-out yourself. Things like headlamps, taillights, turn indicators, windshield wiper fluid. Remember, the more you do in advance, the less chance of your trip being marred by delays for repairs or adjustments after you've started. Make up a checklist to make all your preparations a lot easier.

Once you are underway, remember, save plenty of room for passing since you're not going to be

able to pass as fast or within the same distance as you can without a trailer. Watch out for sudden cross-winds. Should you encounter such winds, avoid the temptation to brake suddenly. Usually it's better to brake gently and intermittently to maintain control and reduce extreme sway. If your trailer brakes are installed so they can be operated independently of the car brakes, you should check out different braking techniques. Use the lower ranges on your transmission when climbing or descending grades. This reduces wear on engine and brakes, and more importantly, eases your nerves. Trailer towing can be safer and more enjoyable for all if only a few precautions are taken.

There is nothing more, basic to trailering than the trailer hitch.

When you consider the initial cost of your car and trailer, the trailer hitch itself may not seem all that important. But, talk to any veteran trailer owner, or trailer-wise dealer, and you'll discover just the opposite. The choice of a hitch is absolutely vital to a more enjoyable and safer trailer towing experience. There are two basic types of hitches, the simple nonequalizing ball type hitch and, the load equalizing hitch. Regardless of the hitch type, proper class usage is determined by the loaded weight of the trailer to which it is connected. The illustrations show the three classes as designed by Draw-Tite Inc. to serve (within stated limits) most hauling applications. First, and simplest, is the hitch that bolts to the car

frame and bumper and supports all of the trailer weight itself. This hitch for Class I capacity is suitable for small boats, light tent trailers and rental size utility trailers weighing up to 2000 pounds (loaded) and with no more than 200 pounds of

tongue weight.

To prevent vehicle damage, hitches which attach to the axle should never be used. Hitches which clamp to the rear bumper at multiple points (as provided by most trailer rental agencies) should be used only if unavoidable and only in rental situations. Single-point clamping bumper hitches should never be used.

weights of up to 3500 pounds and tongue weights ers) can help you make the appropriate selection.

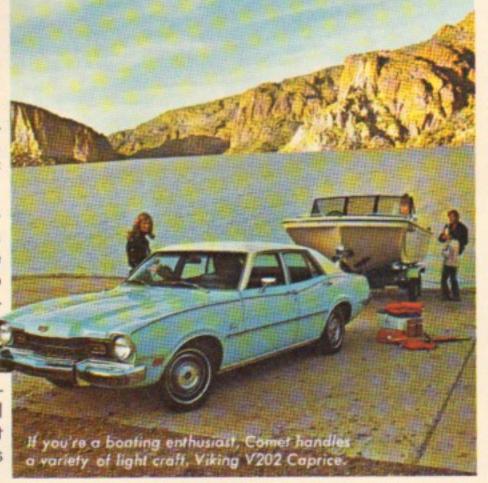
up to 500 pounds may be either equalizing or nonequalizing based on several factors. Consult your hitch dealer for specific recommendations. Trailer gross weights are for trailers fully loaded and must not be confused with the curb weight shown on vehicle registration forms. Since the difference in cost between the various installations is nominal, most experienced trailer owners will suggest a higher capacity hitch whenever load factors border on upper limits.

Class III trailers are those with up to 6000 pound gross weights and tongue weights up to 700 pounds. Class III trailers should always be connected to a load equalizing type hitch. The name itself describes

> the essential purpose of this hitch design which distributes weight to all four wheels of the towing car. This helps distribute the trailer load to both axles of the tow vehicle as well as the trailer axle to reduce sway or 'fishtailing.' For additional safety and driving comfort, many experienced Class III trailerists will suggest you add some type of sway control device, either built into the hitch system or added independently.

> Whatever your towing needs, be sure to pay a great deal of attention to this most basic of trailering requirements. Your Lincoln-Mercury dealer or a reputable hitch specialist

Heavier duty hitches for Class II trailers with gross (we mention Draw-Tite, Inc., but there are many oth-





For many families, trailering represents a new fun way of life. It can be more fun if you recognize the limitations as well as the many benefits. So, when you think about trailering keep the following things in mind.

One of the first things to consider is the size of your family. Will you require something more than a camper? Maybe your recreational needs tend more toward light trailering such as boating, snowmobiling, or fishing. There are many satisfying and rewarding vacations possible once you've selected the car and trailer that best match your interests.

And, you'll find extra enjoyment and satisfaction if you'll spend some time planning your trip and preparing your gear. Chances are many "first-timers" are going to expect a seemingly cavernous travel trailer to make a wonderful storage bin for just about everything possible to promote the ideal vacation. Remember though, that your trailer can, at best, serve only as a very scaled down version of your home. Even though travel trailers like the Coachmen Industries trailers

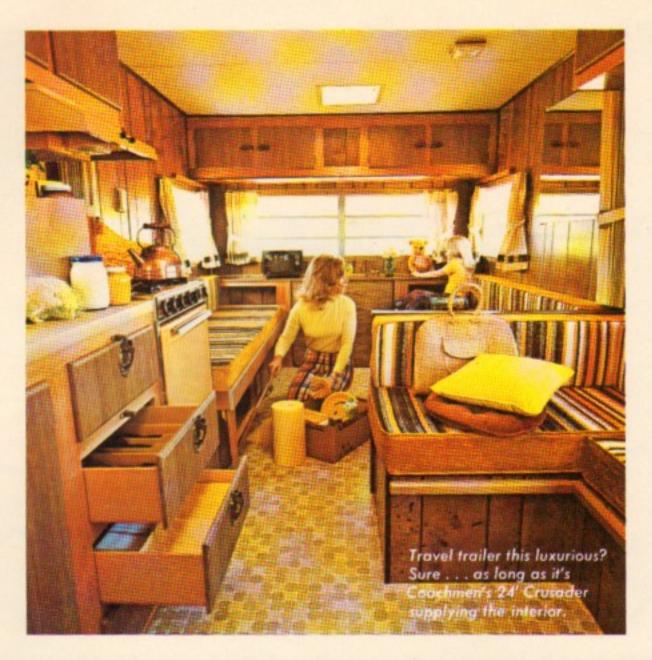
Take a close look at your life style...

shown in this brochure are designed to include practically every convenience you have in your home, and maybe even some you don't have, you can't expect to empty a whole house into even the largest trailer. Therefore, plan on sitting down for a conference well before departure time. Make sure every member of the family understands their responsibility before, during, and after the trip. With a 'family team' effort, your trip should be a lot of fun with little confusion.

Basic thinking should first consider elementary requirements. For example, two tanks of LP gas, so you won't run out in the middle of fixing a meal on the road. Sounds silly, but don't forget your vehicle registrations, drivers' licenses, and insurance information. Ask your trailer dealer for a list of dealers and sanitation facilities in localities you plan to visit. Many veterans also include a length of stout rope, or heavy chain, should you become mired in mud or need to pull the trailer into position for hitching. A set of basic maintenance and safety tools including a tire pressure gauge, a tire pump, and a fire extinguisher for car and trailer should be included on every trip.

The household items you'll want to include will vary in relation to size of family and the degree of comfort you expect. It might be a good idea to keep food supplies to a minimum. They are usually available wherever you go and the weight and space they take up can be used to better advantage. Many veterans prefer sleeping bags to the bother of sheets and blankets. Plates, cups, cutlery and other utensils such as pots, pans, and cooking knives should be carefully selected according to your agreed upon needs. Remember, when you are several hundred miles from home. it's too late to start planning.





YOU'RE GOING TO NEED A LITTLE SELF-RESTRAINT WHEN IT COMES TO LOADING UP.

By now you've heard some of the basic ideas that will contribute to a more enjoyable trailering vacation. Now comes one of the most basic and important considerations of all: DON'T OVERLOAD! Always remember that the weight classifications outlined in the chart section on pages 4-5 correspond to loaded weights. All Lincoln-Mercury engineering recommendations (as well as those made by the various hitch manufacturers) concerning gross weights and tongue loads are based on loaded trailers. It is generally conceded that both tow car and trailer be loaded so that weight is evenly distributed. The reason for this is simple and should be obvious. If there is too

much weight at the rear of the trailer, the reduced tongue weight will have a tendency to take weight off the car's rear axle and cause trailer "fishtailing." Should excess weight be placed forward in the trailer, the front of the car is raised and the same fishtailing situation and loss of steering control can occur. A similar situation can exist when too much gear is packed in the trunk and rear seat of the towing vehicle. Improper loading can greatly affect headlight aim, making night driving not only hazardous but nerve-wracking as well. Loading up for your trip is more than just putting all your household effects in the trailer.

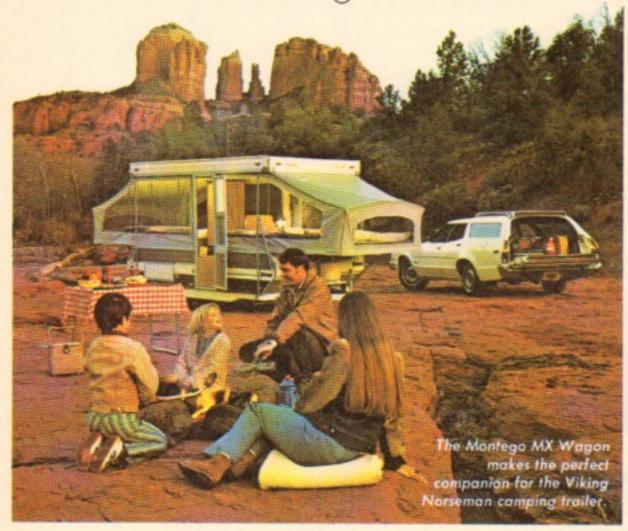
Many trailerists choose to place

heavier luggage on car top racks rather than place too much weight behind the axle in the trunk compartment. Stowing heavy items in overhead trailer cabinets, however, is never a good idea. The weight not only raises the trailer's center of gravity but can be very damaging should objects fall while the trailer is moving. It's a good idea to cushion glass and other breakables with paper towels, newspapers, etc.

Proper trailer loading is as important to towing as the individual components you select. Proper weight distribution permits safer driving, better braking, smoother riding, less sway and faster hooking and un-hooking.

The Campsite.

Where the fun, adventure and relaxation come together.



Once you've got the tow car and the trailer, you're almost ready. With proper planning and some serious consid-

eration of your trailer's

many vacationing advantages, you're ready for the trips your family will long remember.

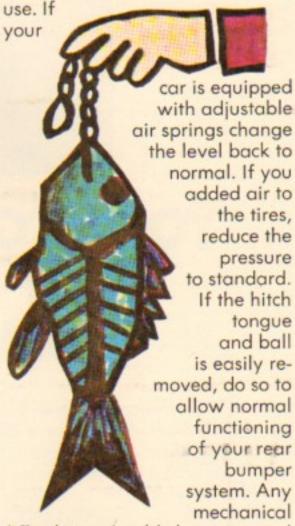
Along with the suggestions you can get from your Lincoln-Mercury dealer, your trailer dealer, and your hitch dealer, you'll want to do some research if you're heading for areas you haven't visited before. All sorts of free descriptive literature is available from travel associations, state or local Chambers of Commerce, oil companies or credit card concerns. All can provide detailed advice on the natural beauties and wonders of the

American scene. Travel magazines, particularly those dealing with trailering, offer many helpful suggestions. You'll dis-

cover that the fast growing campground companies are good sources for information on local sights to see as well as their own camping facilities. In fact, many of these organizations rival elaborate hotels and motels for providing vacationing attractions. And, best of all, many accept reservations, eliminating the disappointment of arriving at an over-crowded facility.

One of the best sources for upto-the-minute camping information will be the fellow campers you'll meet along the way. They can tell you their favorite nearby hideaways, whether or not certain areas are overcrowded or about unlisted road repairs or delays ahead. You may want to join a local camping club and join in regular campouts with those who share your pastime. Whether you're camping by yourselves at a secluded site or with dozens of others at one of the large commercial or public campgrounds, you'll want to explore the neighboring area. You'll find the Mercury or Lincoln of your choice a marvelous campsite companion. Once your site has been located, take advantage of side trips while your trailer serves as your home on the road.

After you've established your camp, run through a few basic checks. If you're going to stay at the same site, check over your car to 'readapt' it to non-towing



difficulties should be corrected now while the trailer is off the hitch. Your car has just completed a trip which placed extra demands on it. It's a good time to check all operating equipment. Your Lincoln-Mercury dealer offers an entire line of cars that are built better to ride better and are engineered to handle most trailer towing jobs. They not only serve to get you to your favored vacation site in comfort and safety but will serve your needs while you're there.

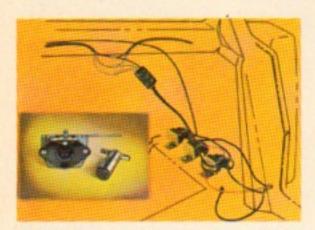


While the stunning good looks and classic styling of these two fine automobiles may not be a prime prerequisite for trailer towing, it certainly contributes to their overall elegance. Both Lincoln Continental and Continental Mark IV have features that help make them well suited to those who prefer the ultimate in quiet, comfortable trailer towing travel. Just the standard features alone make either of the two impressive to consider. Both automobiles are equipped with the powerful 460 CID 4V V-8 engine, Select-Shift automatic transmission, Automatic Temperature Control air conditioning with tinted glass, power steering, power front disc brakes, stay full radiator, improved amp/hour battery and The final step up in Tow Cars for Comfort, Convenience, Performance-Lincoln Continental and Continental Mark IV.

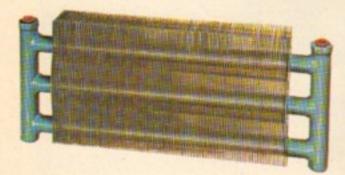
power antenna, steel belted radial ply tires, 2-way power seat, power side windows with driver lock, two speed windshield wipers with wiper arm mounted spray jets, spare tire lock, power ventilation, and power mini-vent windows. While you may wish to consider extra cost options such as Traction-Lok differential, computerized Sure-Track Brake System, AM/FM Multiplex Stereo Radio with Stereo Tape, etc., the only option that is required for trailer towing is a higher ratio rear axle. (3.00:1 on Continental, 3.25:1 on Mark IV.)

Note: When towing in hilly terrain or high ambient temperatures an external transmission oil cooler is recommended (dealer installed option).

TRAILERING IS EVEN MORE ENJOYABLE WHEN YOU ADD THESE DEALER INSTALLED OPTIONS



Trailer Wiring Connector Kit and Wiring Harness. Neatly installed high quality connector and wiring harness for safer, surer electrical hookup. Includes relays to prevent circuit overloads. Available for all models.



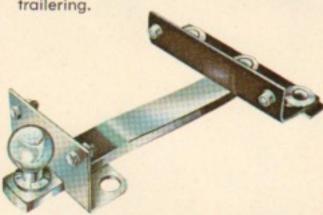
Automatic Transmission Oil Cooler. Mounted behind the radiator on V-8 powered models with automatic transmissions. Ideal for high-speed, heavy load trailer towing. Keeps transmission fluid cooler, to maintain transmission performance and increase seal life. Should be considered for air-conditioned models, too.



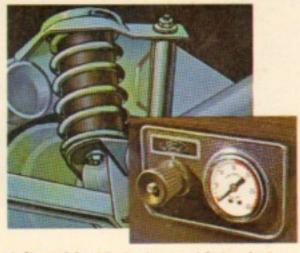
Coolant Recovery System. A great convenience when heavy traffic, hot weather, or difficult terrain produces radiator coolant overflow. The system



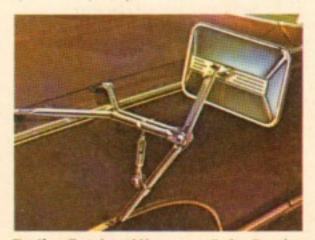
Deluxe Station Wagon Luggage Rack.
A large capacity, permanent rack well suited to the recreational traveler's needs. It's also useful for distributing weight equally when loading up for trailering.



Trailer Hitch and Ball. Designed for Class I light duty trailers, campers, and small boat trailers weighing up to 2000 pounds.



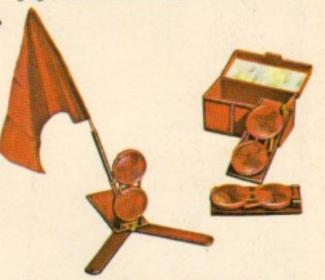
Adjustable Air Springs with Dash Control. A highly recommended way to improve ride and level the car when towing heavier trailers or carrying unusually heavy loads in the luggage compartment. Dash control provides quick easy adjustment.



Trailer Towing Mirrors — Pair. Fender mounted mirrors offer excellent rear vision coverage and are easily attached or removed when not trailering. Your dealer can provide a door-



Luggage Rack Cover. Protects family luggage and other gear during inclement weather. The cover is made of sturdy vinyl and is easy to install and store. Fits all Wagons with the luggage rack installation.



Emergency Reflector Flare Kit. Can be used night or day. An effective warning device should you need to stop for an emergency or repairs.



Fire Extinguisher. All cars should have one and those towing trailers should consider one a "must." This dry chemical extinguisher is easy to use and maintain.

In addition . . . your Lincoln-Mercury dealer has information on other accessories and options such as heavy duty hitches, trailer brake controllers, higher load rated tires, etc.

SPECIAL NOTE: The use of Coachmen, Draw-Tite or Trail-et products in conjunction with Lincoln or Mercury models in this brochure should not be construed as an endorsement of these products by any of these manufacturers. Illustrations are employed only to dramatize the contents of the brochure.

For additional information on Coachmen, Draw-Tite or Trail-et products, contact your local dealer or write Hoosier House, Dept. LM, P.O. Box 75, Middlebury, Ind. 46540.