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## Moody on The Market



### Moody

**Pat**  
**Moody**

Scott McGhee will be the first to admit that he never, in his wildest dreams, figured that he would own a soaring business in his chosen field of HVAC — heating, ventilation and air conditioning — but that's exactly what he has done, and he gives full credit to his supportive wife and dedicated employees. McGhee, who has just opened up shop for **McGhee's Heating & Air Conditioning** in his new location at the corner of **Linco Road and Red Arrow Highway in Stevensville**, isn't done growing yet either. In fact, he's already drafted the blueprints to more than double the space at his new building which was the long-time home to **Berrien Cancer Services**. McGhee currently has 2,160 square feet under roof, but will build an additional 3,000 square feet onto the back of the building to accommodate his sheet metal operations and provide for inside loading of his service vans in a single bay loading dock for year round access. It's been a great run since the days when Scott began his avocation while working as a co-op student in high school for **Cooper Carlson** where his dad was employed. He says, "**Don Cooper** was looking for help, so I went in and started working then as a grunt, doing whatever needed to be done." He adds, "One thing led to another and I took another job when I got out of high school." Perhaps it was just as well, because that was a job in a factory, which he says taught him quickly he didn't like that work at all, so he ventured back to Cooper and told him he wanted to learn the service angle of the business, "But didn't want to be somebody's grunt all day long, so he put me with another guy, **Dennis**, who owned the business until recently when he sold it." McGhee spent that whole summer and part of a winter with that partner, and eventually went to another heating contractor in **Niles** where he worked for a while, before taking a job at **Pepsi** doing refrigeration repair. He says, "I enjoyed that, but decided I wanted to get back into the heating and air conditioning business, and worked for yet another company, but that didn't turn out very well." That's when Scott's wife, **Laura**, said "You can do it for other people, why not do it for yourself?" He says, "She's the one that really pushed me to go into business for myself." Scott readily admits, "It was really never intended to get to the level that it has gotten to. I never would have guessed at the rate of success. I just started working out of the house and at the time my dad was working for **Oselka Marina in New Buffalo** and he asked if I wanted to work on some boating air conditioners, so I found that intriguing, having never done it before, and I did a lot of work in that sector on these big yachts, and really enjoyed that." However, as the business grew it was harder to do that and still take care of the demands of a growing enterprise, especially since when people on boats needed air conditioning, so did

Continued on page 8

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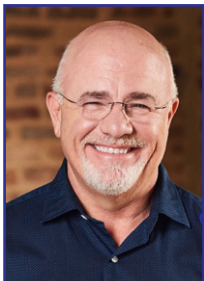
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## Dave



Ramsey

### How to make goals and resolutions become reality

Dear Dave,

My wife and I have our budget ready for next month, and we'll be following your plan in 2020 to pay

### Dave Says

off debt and get our finances in order. Do you have any tips for setting and sticking to goals in general?

Rick

Dear Rick,

That's a fantastic goal. Living on a monthly budget, and telling

your money where to go instead of wondering where it went, is an important step toward gaining control of your finances. Combine that with getting out of debt, and you'll be in charge of your most powerful

Continued on page 2

### Inserts & Promotions

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**Dave Ramsey** *Continued from cover*

wealth-building tool—your income.

If you're following my plan, you already have goals in front of you where your money is concerned. For most Americans, though, a new year means nothing more than new resolutions without real plans. Don't get me wrong. It's good to make resolutions and set goals, but you can't stop there. You have to formulate a plan that turns your dreams into bite-sized pieces of progress that will gradually create a big event in your life. If you want to achieve your goals, then keep these next things in mind.

When setting goals, be very specific in what you want to achieve. Include steps that will help you get there, too. Being vague will only cause you to feel directionless and overwhelmed. Most people give up when these feelings arise.

Make your goals measurable. If you want to lose weight, don't simply write down "lose weight" as a goal. Exactly how much weight do you want to lose? What will it take in terms of exercise and dietary changes to make it happen?

Are your goals your goals? Only you can realistically set your own goals. If your spouse, co-worker, or friend sets a goal for you, chances are you're not going to achieve it. Taking ownership will give you more opportunity to meet your goal.

Also, set time limits for your goals. Putting a time frame in place will help you set realistic goals. If you want to save a certain amount of money for a particular event, break it down and determine how much cash you need to put into your savings account each month leading up to that event.

And finally, put your goals and resolutions in writing. Putting them in writing will make you more likely to achieve them. Write down your goals, and review them often. This will give you motivation to make them reality.

I believe this is the process for success, Rick. Successful people reassess their lives regularly, and start living intentionally, in writing, and on purpose. Happy New Year!

-Dave

\* Dave Ramsey is CEO of Ramsey Solutions. He has authored seven best-selling books, including The Total Money Makeover. The Dave Ramsey Show is heard by more than 16 million listeners each week on 600 radio stations and multiple digital platforms. Follow Dave on the web at [daveramsey.com](http://daveramsey.com) and on Twitter at [@DaveRamsey](https://twitter.com/DaveRamsey).

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**Photo of the Week**



**Dawn of a New Decade**  
 Beautiful sunrise over Paw Paw Lake  
 Photo by Pam Brown

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 Photos must be horizontal orientation to be considered for Photo of the Week.

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### Iron – the good, the bad and the intolerability

**Robert B. Kress**  
RPH CCN

amount of iron in your blood, although not representative of iron throughout other areas of your body.

Serum ferritin helps provide a measurement of stored iron in your body, critical for metabolism, thyroid and optimal energy capacity.

Hemoglobin is a protein in your red blood cells that carries oxygen to your body's organs and tissues and transports carbon dioxide from your organs and tissues back to your lungs. Low hemoglobin can indicate low red blood cell count, aiding the practitioner to better diagnose the cause of anemia.

You have probably heard me say that not all nutrients are alike, and this is very true with iron supplements. Conventionally, ferrous sulfate is the form of iron that is recommended for supplementation, although due to some gastrointestinal side-effects such as stomach pain, gas and constipation, often makes this supplement intolerable.

Fortunately nutritional medicine keeps advancing and there are other forms of iron with better bioavailability, and greater tolerability, such as iron bis-glycinate in Pure Encapsulations OptiFerin-C, which allows the iron to be absorbed rapidly from the intestines into the mucosal cells and then released for transport throughout the body. Pure also combines the iron bis-glycinate with Ester-C® for enhanced absorption and healthy promotion of ferritin, hemoglobin and red blood cell function.

I have recommended OptiFerin-C countless times to people who don't like the side-effects of ferrous sulfate, or who are looking for a superior form of iron supplementation.

These statements have not been evaluated by the Food & Drug Administration. This information is not intended to diagnose, treat, cure or prevent any disease or as a substitute for recommendations by your primary care practitioner.

Let's talk about iron!  
Iron is considered an essential mineral. That means we need to get it from outside sources and that our bodies will not produce as needed.

Some iron-rich foods include spinach (think Popeye), green peas, sesame seeds, cashews and almonds, whole grains, coconut, and, of course, red meats, fish, and poultry.

One of the main functions of iron is to help produce red blood cells, which help store and carry oxygen in the blood. Thus, if you are low in iron, you could have fewer red blood cells to carry oxygen to your organs and tissues, opening the door for various risk factors.

Iron deficiency can negatively influence cognition, thyroid, metabolism, immune health, energy and stamina and more.

Globally iron deficiency affects an estimated 2 billion people, and in areas where malnutrition is rampant, can lead to birth defects, mental retardation, and even death.

More common symptoms of iron deficiency can span from no noticeable symptoms, to unusual tiredness, paleness of skin, shortness of breath, dizziness, and heart palpitations.

Understanding the importance of iron stores, I never recommend to just take iron without having your levels tested, as too much iron can be harmful as well.

There are a few tests which can be used to assess iron levels; serum iron which measures the



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## STUDENT ATHLETE of the week

Sports Radio 1400 WSJM, 94.9 WSJM-FM, and Midwest Family Broadcasting of Southwest Michigan salute Berrien County high school student athletes with the Student Athlete of the Week program. Varsity coaches are encouraged to nominate one of their student athletes they think is deserving of this award. Winners are selected based on athletic performance, academic performance, and other extracurricular activities. Each weekly winner is then in the running to win Berrien County's Male and Female Student Athlete of the Year award.

Coaches can get a nomination ballot from their Athletic Director each week.

Look here for information on our next Student Athlete of the Week from Sports Radio 1400 WSJM and 94.9 WSJM-FM.



The WSJM Student Athlete of the Week is chosen based on merits both on and off the field of play and is brought to you each week by the generosity of the sponsors below:



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**Welcome Him**

*[Jesus said] "About that day or hour no one knows, not even the angels in heaven, nor the Son, but only the Father. As it was in the days of Noah, so it will be at the coming of the Son of Man. For in the days before the flood, people were eating and drinking, marrying and giving in marriage, up to the day Noah entered the ark; and they knew nothing about what would happen until the flood came and took them all away. That is how it will be at the coming of the Son of Man. Two men will be in the field; one will be taken and the other left. Two women will be grinding with a hand mill; one will be taken and the other left." ~ Matthew 24:36-41*

Near the end of the first Iraq War, Air Force pilot Robby Robbins received permission to fly home. He flew across the Atlantic, landed on United States soil, and drove all night to his Pennsylvania home. His arrival was supposed to be a surprise. But when he pulled into his driveway just after sunrise, Robbins saw a large banner hanging across the garage. The sign read, "Welcome Home, Dad!"

Robbins walked into the house. His children, half-ready for school, greeted him with squeals. His wife came running down the hall—hair done, make-up on, wearing a fresh yellow dress.

"How did you know?" Robbins asked.

"I didn't. We kept listening to the news. When we saw that the war was almost over, we knew you'd be home soon. We knew you would want to surprise us, so we were ready every day."

When Jesus returns, he won't be crossing the sea or driving across the country. Swiftly and suddenly, he will sweep aside the heavens and snatch up his family to reunite with them in the air. And so, we will be with the Lord forever.

Jesus is coming! We don't know when that will be, but we want to be prepared every day. Like Noah, we trust the good news of God's rescue plan. As we rely on the perfection of Jesus, repent of our sins, and rejoice in his forgiveness, we will be ready to welcome him.

Prayer: Lord Jesus, I don't know when you will come but comfort me with the knowledge that you will take me to heaven to be with you forever. Amen.

Submitted by: Pastor Glenn T. Rosenbaum  
Administrative Pastor  
Grace Evangelical Lutheran Church, St. Joseph  
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**Don**



**Stuart**

**More College Grid Names That Bowl Us Over**

If you've watched as many college bowl games as I have this year – I'm aiming for all 41 of them! I hope you've captured and will share with me any trenchant observations by the announcers?

I'm talking about stuff like this, which I actually heard from an actual guy who gets paid actual money to tell you what you're seeing: In a reference to a player who was nursing a leg injury, this sage advised viewers that "Playing with a groin is brutal!" And moments later, from the same pundit, describing a particularly robustious scrum, "There are things being squeezed that aren't very polite."

Also, let me know if you hear any impressive player names, such as these:

- Southern Methodist U. played Florida Atlantic in what must've been the All-Roman Numeral matchup of the year! Featured players were:
  - Defensive end Garnett March II
  - Defensive back Terry Keys III
  - Running back Ulysses Bentley IV
  - Linebacker Hosea Barnwell V
  - Defensive back Dwight Toombs II
  - Defensive end David Belvin III
  - Running back Larry McCammon III.
- (This game was played early in the Bowl Season, and I'd planned to report back to you exactly how many times the announcers used the roman numerals when mentioning the players. Unfortunately, the game conflicted with my Saturday afternoon nap, since it didn't kick off until III:XXX p.m.)

I know that if I were a teammate of this Arkansas State U. quarterback, I would nickname him "Clickety" - Coltin Clack.

This gag only makes sense if you remember the laid-back, soft-spoken artist featured for years on a popular PBS show: Ross Painter, tight end for Arkansas State, should be nicknamed "Bob" (Bob Ross, Painter – hilarious, no?!)

I know there are parents that like giving twins similar sounding names, but wow, this might take the cake for "Did mom call me? Or you?" moments. I'm talking about Air Force Academy defensive backs Elijah and Elisha Palm.

I often discover names that just grab my attention for their melodiousness, or their syncopation, or simply their arresting aesthetic value. A trio of my personal favorites this year are:

- U of Birmingham defensive end Frendy Darelus (btw, very popular on Facebook – he's so frendy);
- Kent State linebacker Capone Blue
- Eastern Michigan U. offensive lineman Sidy Sow.

Back in the day, when I played the video game "The Oregon Trail," I usually reached a point in every journey where I was seriously low on food, and really could've used this Appalachian State U. offensive lineman – Baer Hunter.

Call this 6-1', 235 pound linebacker from Boise State really wimpy, I dare you! Well guess what?! – you HAVE to call him that; he's Riley Wimpey.

If this guy scores his first name, he raises his second name right?: Appalachian State linebacker T.D. Roof.

There's a reason opposing offenses have not been able to figure out how to advance the ball past Washington State linebacker Sky Stefonic – it's because Sky's the limit.

Strangely enough, being gang-tackled by Washington State defensive backs Armauni Archie and Armani Marsh leaves opponents feeling momentarily stylish, seeing's how they're covered in Armani.

Kent State U.'s opponents are just not finding any yardage straight up the gut these days; because the line's clogged up by 6-3', 320 pound defensive lineman Buddha Jones, there is no middle way.

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**MOODY** *Continued from Cover*

everybody on land. Scott says, "I began to steer away from that sector, and hired one guy who I've known since the beginning, **Tristan**, and he still works for me today." At that point it was just Tristan and Scott, with Tristan doing the oddball things like gas-lines, installs, and Scott doing all of the service work. With their 20th marriage anniversary approaching and never having taken a true vacation, Laura decided that they needed to take a true escape. Scott says, "Realizing I couldn't just leave, since I was the one on call all the time and doing pretty much everything seven days a week, even at **Christmas, New Years**, and whenever, out of the need to take the work whenever he could get it, they realized what they needed was someone to answer the phone and take calls. That way, Tristan could do the service, but Scott didn't want him to have to answer the phone in the field like he had been doing. So, once again Laura says, "I've got this guy, he's very personable and I've known him since he was a little kid, he's been coming to the office." Scott says, "That's how I met **Joe Appelget**, and as soon as I talked to him, I knew he was the right guy to answer the phones. His personality is just over the top. He's fantastic. I could not do what he does." Joe's been a fixture ever since. That was 12 years ago when the business was really taking flight. Scott says, "Now I had Tristan and Joe working for me and again, never anticipated it getting any bigger than it was at that time. Yet, we just kept growing and I had a sheet metal room out at my garage and so I added on and built the building next door, got everything moved over there and put the office over there, and we just kept growing." One thing led to another and he needed somebody

else in the office to help out, so that's when Scott brought **Cheryl** on, and the business has added employees one at a time as they grew and needed them ever since. Again, McGhee admits, "When I started it was never my intention to be anywhere near where we're at today, by any means," yet now he has a team of three in the office and seven techs in the field. McGhee's specializes in service and replacement of HVAC systems for the light commercial and residential markets. They don't deal much in new construction work, and only a smattering of the remodeling market from time to time. McGhee has grown his team by teaching them and sending them to highly specialized training. He says, "It's hard to find people that are as multi-faceted as we need, so three of the people I have brought in didn't know anything but we trained them, sent them to school, and two have been sent to a specialty school down in **Arkansas** for two weeks at a time. Another was sent to a sheet metal class down south for a week. They've become top notch employees." They do sheet metal work for ventilation duct replacements. Speaking frankly, Scott McGhee will tell you, "We're probably not the cheapest company around by any means, but we continually reinvest in our employees and, in fact, they may well be the highest paid employees in our field in this region." He goes on, "The goal is to be the best, not necessarily the cheapest. I don't want my employees to be paid so cheaply that they are deprived of things for their own families, I pay them fairly so they can better their own lives." The new office on **Red Arrow Highway** is open from 8am to 4:30pm Monday through Friday, but are also on call for 24/7 service, and the team is expected to call back within the hour if they get the call. They use a live answering service that answers the phone and dispatches to whoever is on call at that moment through page, email and/or text message to respond. Interestingly, Scott says, "More than half of our clientele are second home owners and frankly, many of them we rarely see, but when they contact us through email or through a property manager, we get the key or the alarm code and go do the job. We've built a tremendous amount of trust over the years in the community." Addressing that trust, Scott says, "It's very humbling to gain that level of trust and maintain it. Companies with generic names can often hide behind that name whatever business they are in, but when your name is on the door, on the business, on the side of the truck, you need to maintain top flight service. I grew up here, live here, work and go to church here, and my kids go to school around here, so we work hard to keep that trust. We have regular meetings with the full team and remind everyone of the trust we've earned and how to maintain it, and never take advantage of anybody." Mrs. McGhee — Laura — is a dental hygienist at **CARE Dentistry**, and Scott gives her all of the credit, saying, "She's the one that prods and pokes and keeps us on target all the time." Cheryl Schoenback and Joe

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Appelget are on the office staff with him at **7301 Red Arrow Highway in Stevensville**, and they can be reached by phone at 269-466-0123. The **McGhee's Heating & Air Conditioning CARE Club** is a unique part of the business offering Comfort, Assurance, Reliability, and Efficiency through annual service and maintenance plans. They currently have a \$50 mail-in rebate program through **Efficiency United** for tune ups for **Michigan Gas Utilities** customers, in which customers pay for the tuneup and mail in the rebate form to get \$50 back through natural gas companies. Scott continues to give back to the community regularly. He teamed up with **Y-Country Radio** recently to give away a furnace for the holiday season to someone in need, but was so overwhelmed by the need exhibited, he ended up doubling that offer and has given away two furnaces to those in need. That's just the kind of guy he is.

The major printing company that acquired **IPC in St. Joseph** nearly ten years ago and transformed it into **Walsworth** is growing by acquisition once again, this time through the purchase of **Ripon Printers of Ripon, Wisconsin**. The move will help Walsworth annual revenues to exceed \$200M in the New Year. Walsworth has announced they have acquired Ripon on December 31, 2019. They tell us that the purchase will enhance Walsworth's print manufacturing capabilities, giving customers additional printing, direct mail, fulfillment and digital communications options into the future. The Ripon Printers plant will remain open and regular production schedules will continue as planned, however they will operate under the Walsworth brand beginning January 1st, 2020. **Don Walsworth**, President of

Walsworth, says, "Walsworth and Ripon Printers share a similar history and culture," and adds, "Like us, they have a long history as a family-owned company focused on meeting the needs of their customers, employees and communities." Ripon Printers' roots date all the way back to the **Civil War**, when the **Ripon Commonwealth Press** began publication. In 1962, the **Lyke** family bought that newspaper, and a few years later a web press was purchased, enabling Ripon to diversify its product focus. Officials at Walsworth say that the acquisition of Ripon is consistent with the company's strategy for growth. The purchase will augment their catalog manufacturing operations, which will increase Walsworth's market share in that space. It was back in 2010 that the company purchased IPC in St. Joseph, and two years later, in 2012, they acquired **The Ovid Bell Press in Fulton, Missouri**. Both facilities are key operations, as Walsworth expects Ripon Printers to be as well. The company has made significant investments in people, capital and technology and its goal is to continue to grow across all locations. After the acquisition, Walsworth's annual revenue will exceed \$200 million. Walsworth is a top-five book printer, a top-10 magazine printer and is the only family-owned printer of yearbooks in **America**. Started in 1937 by Don Walsworth, current leadership is under the second and third generations: **Don O. Walsworth, CEO, and his son, Don Walsworth, President**. The company operates from administrative offices and printing and binding facilities in **Marceline, Missouri**; a prepress facility in **Brookfield, Missouri**; a sales and marketing office in **Overland Park, Kansas**; and a printing facility here in **Saint Joseph, Michigan**. Additionally, Walsworth

owns the **Donning Company Publishers**, a specialty book publisher, as well as **The Ovid Bell Press**, a printer of journals and magazines located in **Fulton, Missouri**.

**Biggy Coffee fans in Stevensville** will finally get their wish for a **drive-thru Biggy** stop. You may have noticed earth movers and contractors busy prepping the site alongside **Meijer on Red Arrow Highway in Stevensville**, and with any luck you can begin your morning with a drive by even before spring is on the doorstep. That's because the new facility will be a drive-thru option only, with no inside service available inasmuch as that's what the public has been clamoring for. A **Berrien County** official tipped me to the activity on the site, while I am currently traveling in **Southern California**, but Biggy sources say that the new coffee building is designed as a pre-fabricated floorplan that only requires the infrastructure of utilities and the foundation to be built before the building is brought in and set in place. There is no specific timeline for the new Biggy to be open, but due to the pre-fab nature of the

project, it should only take a short while once all foundation prep is complete for the business to launch at that site along **Red Arrow Highway** on land owned by Meijer and leased by the franchise owner who has not been identified as yet. Biggy Coffee is a **Michigan** success story, first established nearly 25 years ago and has developed into a chain of more than 270 sites in nine states throughout the **Midwest**, and as far south as **Florida and Texas**. Stay tuned.

That's it for this week folks. **Happy New Year**. See you Saturday here in **MailMax!**

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<p><b>\$5,295</b> <b>SOLD</b> 2000 MERCURY MARINER PREMIER V6, 4WD, sunroof, new tires &amp; brakes, heated seats, 119k miles!</p>	<p><b>\$5,495</b> 2006 MERCURY MARINER PREMIER V6, AWD, Clean! Warranty!, 117k miles!</p>	<p><b>\$5,995</b> 2009 PONTIAC VIBE One owner, 2.4L engine, 101k miles!</p>	<p><b>\$6,495</b> 2006 SUBARU OUTBACK All Wheel Drive. Only 111,000 miles. Clean!</p>
<p><b>\$7,295</b> <b>SOLD</b> 2008 GMC ACADIA FWD, leather, sunroof, heated seats, only 90k miles!</p>	<p><b>\$7,495</b> 2006 JEEP LIBERTY LIMITED 4x4 no rust, southern vehicle, only 105k miles, heated leather seats, sunroof!</p>	<p><b>\$7,995</b> 2007 JEEP COMMANDER V6, 4x4 sunroof, new tires, warranty included!</p>	<p><b>\$8,295</b> 2012 FORD ESCAPE XLT AWD, Clean CarFax, 118k miles, new tires</p>
<p><b>\$8,395</b> 2007 JEEP GRAND CHEROKEE LAREDO 4x4, heated leather seats, sunroof, one owner vehicle! 114,000 miles!</p>	<p><b>\$8,495</b> 2012 FORD ESCAPE LIMITED Sunroof, heated seats, leather, power seats, V6 4WD</p>	<p><b>\$8,795</b> 2007 LEXUS RX 350 Fully loaded, sunroof, navigation, only 122k miles, warranty included!</p>	<p><b>\$9,795</b> 2013 SUBARU IMPREZA Automatic, clean, 107k miles!</p>

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# HONDA Tyler Honda HONDA

**2019 Civic Sedan CVT LX**



**\$169**

\*\$2,799 Total due at signing. **PER MONTH FOR 36 MONTHS**

Includes down payment, no security deposit required; excludes tax, title, license and dealer fees. For well-qualified customers.

**2019 Accord Sedan CVT LX**



**\$249**

\*\$1,499 Total due at signing. **PER MONTH FOR 36 MONTHS**

Includes down payment, no security deposit required; excludes tax, title, license and dealer fees. For well-qualified customers.

**2019 CR-V CVT AWD LX**



**\$259**

\*\$2,899 Total due at signing. **PER MONTH FOR 36 MONTHS**

Includes down payment, no security deposit required; excludes tax, title, license and dealer fees. For well-qualified customers.

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**2007 Honda Accord EX-L**

3.0L V6 SOHC VTEC 24V, 5-Speed Automatic with Overdrive, 176221 mi., 20/29 MPG

**\$5,991**



**2011 Honda Odyssey EX**

3.5L V6 SOHC i-VTEC 24V, 5-Speed Automatic, 141821 mi., 18/27 MPG

**\$9,991**



**2014 Ford Fusion SE**

2.5L iVCT, 6-Speed Automatic, 72363 mi., 22/34 MPG

**\$9,991**



**2009 Toyota Venza**

3.5L V6 SMPI DOHC, 6-Speed Automatic Electronic with Overdrive, 94945 mi., 19/26 MPG

**\$11,491**



**2015 Kia Soul**

1.6L I4 DGI Gamma, 6-Speed Automatic, 34038 mi., 24/30 MPG

**\$11,491**



**2012 Honda Civic LX**

1.8L I4 SOHC 16V i-VTEC, 5-Speed Automatic, 46019 mi., 28/39 MPG

**\$12,991**



**2013 Ford Edge SEL**

3.5L V6 Ti-VCT, 6-Speed Automatic with Select-Shift, 98640 mi., 18/25 MPG

**\$12,991**



**2012 Toyota Camry SE**

2.5L I4 SMPI DOHC, 6-Speed Automatic, 62967 mi., 25/35 MPG

**\$12,991**



**2016 Toyota Corolla LE**

1.8L I4 DOHC Dual VVT-i, CVT, 28794 mi., 29/38 MPG

**\$13,991**



**2018 Nissan Sentra SV**

1.8L 4-Cylinder DOHC 16V, CVT with Xtronic, 33836 mi., 29/37 MPG

**\$14,991**



**2017 Ford Fusion SE**

2.5L iVCT, 6-Speed Automatic, 30335 mi., 21/32 MPG

**\$14,991**



**2011 Ford Ranger XLT**

4.0L V6 SOHC, 5-Speed Automatic with Overdrive, 54316 mi., 14/18 MPG

**\$15,991**



**2018 Volkswagen Passat 2.0T R-Line**

2.0L TSI, 6-Speed Automatic with Tiptronic, 32993 mi., 25/36 MPG

**\$15,991**



**2014 Acura TL 3.5**

3.5L V6 SOHC VTEC 24V, 6-Speed Automatic, 67762 mi., 20/29 MPG

**\$16,508**



**2017 Honda Accord LX**

2.4L I4 DOHC i-VTEC 16V, CVT, 13802 mi., 27/36 MPG

**\$16,991**



**2018 Ford Escape SE**

1.5L 4-Cylinder DGI Turbocharged DOHC, 6-Speed Automatic, 33445 mi., 22/28 MPG

**\$17,991**



**2018 Toyota Camry L**

Stock # H12348, 2.5L I4 DOHC 16V, 8-Speed Automatic, 32860 mi., 29/41 MPG

**\$17,991**



**2016 Chevrolet Malibu Premier**

2.0L 4-Cylinder DGI DOHC VVT Turbocharged, 8-Speed Automatic, 42631 mi.

**\$18,991**



**2018 Subaru Legacy 2.5i**

2.5L 4-Cylinder DOHC 16V, CVT Lineartronic, 17208 mi., 25/34 MPG

**\$19,991**



**2019 Nissan Pathfinder SV**

Stock # H12368, V6, CVT with Xtronic, 17839 mi., 19/26 MPG

**\$24,491**



**2015 Toyota Tacoma**

4.0L V6 EFI DOHC 24V, 5-Speed Automatic, 48658 mi., 16/21 MPG

**\$25,491**



**2018 Ford Explorer XLT**

3.5L 6-Cylinder SMPI DOHC, 6-Speed Automatic with Select-Shift, 19696 mi., 16/22 MPG

**\$29,991**



**2019 Chevrolet Silverado 1500 LD LT**

EcoTec3 3.5L V8, 6-Speed Automatic Electronic with Overdrive, 11711 mi., 15/21 MPG

**\$29,991**

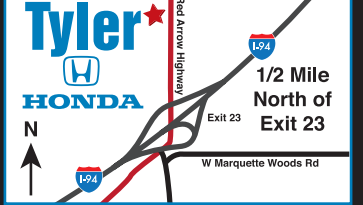


**2018 Ford F-150 XLT**

EcoBoost 3.5L V6 GTDI DOHC 24V Twin Turbocharged, 10-Speed Automatic, 29053 mi., 17/23 MPG

**\$30,991**

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**2014 FORD FUSION SE**  
**NOW \$11,215**

2.5 EFI Engine, 6 Speed Automatic, Painted Aluminum Wheels, 71K Miles, Power Driver's Seat, SYNC, CD-Player, Remote Keyless Entry System, Car Smart Checked! U19227



**2015 FORD EXPEDITION XLT 4X4**  
**NOW \$24,855**

3.5 V6 Ecoboost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 84K Miles, Remote Start, Running Boards, Memory Power Leather Heated/AC Front Seats, Power Adjust Pedals, Power Moon Roof, Auto Climate Control, Reverse Sensing System, Rear View Camera, Power Lift Gate, Trailer Tow Package, Remote Keyless Entry System, Car Smart Checked! F19501A



**2017 FORD FUSION SE**  
**NOW \$17,942**

1.5 Ecoboost EFI Engine, 6 Speed Automatic, Painted Luster Nickel Wheels, 26K Miles! SYNC 3, Memory Power Leather Heated Front Seats, Reverse Sensing System, Rear View Camera, Remote Keyless Entry System, Ford Certified! U19211



**2015 FORD EXPLORER XLT 4X4**  
**NOW \$19,929**

3.5 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 86K Miles, Remote Start, Power Leather Heated Seating, Power Dual Panel Moon Roof, Auto Climate Control, SYNC, CD-Player, Blind Spot Monitoring, Reverse Sensing System, Rear View Camera, Power Lift Gate, Remote Keyless Entry System, Car Smart Checked! F20100A



**2017 FORD ESCAPE SE 4X4**  
**NOW \$19,141**

1.5 Ecoboost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 38K Miles, Navigation, Power Leather Heated Seating, Power Panoramic Moon Roof, SYNC 3 Connect, Blind Spot Monitoring System, Reverse Sensing System, Rear View Camera, Power Lift Gate, Remote Keyless Entry System, Ford Certified! U19217



**2014 FORD F-150 XLT SUPERCAB 4X4**  
**NOW \$20,953**

3.5 V6 Ecoboost EFI Engine, 6 Speed Automatic, Chrome Clad Aluminum Wheels, 80K Miles, Security Cover, Bed Liner, Chrome Step Bars, Power Driver's Seat, Power Adjust Pedals, SYNC, CD-Player, Reverse Sensing System, Rear View Camera, Remote Keyless Entry System, Car Smart Checked! U19229A



**2016 MAZDA CX-5 TOURING AWD**  
**NOW \$18,995**

2.5 Skyactiv EFI Engine, 6 Speed Automatic, Alloy Wheels, 47K Miles, Navigation, Power Driver's Seat, Heated Front Seats, CD-Player, Blind Spot Monitoring, Rear Cross Path Detection, Rear View Camera, Remote Keyless Entry System, Mazda Powertrain Warranty! S19026



**2007 CHRYSLER PACIFICA TOURING**  
**NOW \$5,125**

4.6 V6 EFI Engine, Automatic Transmission, Aluminum Wheels, 101K Miles, Power Seating, CD-Player, Keyless Entry System, U19228



**2016 FORD FLEX SEL**  
**NOW \$21,879**

3.5 V6 EFI Engine, 6 Speed Automatic, Aluminum Painted Gloss Wheels, 23K Miles, Remote Start, Navigation, Memory Power Leather Heated Seating, Memory Power Adjust Pedals, Auto Climate Control, SYNC 3, Blind Spot Monitoring, Reverse Sensing System, Rear View Camera, Power Lift Gate, Remote Keyless Entry System, Ford Certified! C19310B



**2013 FORD F-150 XLT SUPERCREW 4X4**  
**NOW \$17,783**

5.0 V8 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 121K Miles, Security Cover, Bed Liner, Running Boards, Power Driver's Seat, Power Adjust Pedals, SYNC, CD-Player, Reverse Sensing System, Rear View Camera, Trailer Tow Package and Brake Controller, Remote Keyless Entry System, Car Smart Checked! F19306A



**2013 FORD F-150 XLT SUPERCREW 4X4**  
**NOW \$19,941**

5.0 V8 EFI Engine, 6 Speed Automatic, Chrome Clad Aluminum Wheels, 100K Miles, Pickup Bed Cap, Bed Liner, Chrome Step Bars, Power Driver's Seat, Power Adjust Pedals, SYNC, CD-Player, Reverse Sensing System, Rear View Camera, Trailer Tow Package with Sway and Brake Control, Remote Keyless Entry System, Car Smart Checked! F19502A



**2017 RAM 1500 ST EXPRESS CREW/CAB 4X4**  
**NOW \$26,961**

5.7 V8 HEMI EFI Engine, 8 Speed Automatic, Aluminum Wheels, 29K Miles, Bed Liner, Popular Equipment Group, Touchscreen Display, Rear View Camera, Remote Keyless Entry, Ram Certified! U19224



**2017 RAM 2500 CREW CAB 4X4**  
**NOW \$29,897**

6.4 V8 HEMI EFI Engine, 6 Speed Automatic, Steel Chrome Clad Wheels, 52K Miles, Bed Liner, Rear Park Assist System, Rear View Camera, Trailer Tow Connector Wiring, Trailer Brake Control, Remote Keyless Entry System, Chrysler Certified! C19347A



**2016 CHEVY TAHOE LTZ 4X4**  
**NOW \$40,833**

5.3 V8 EFI Engine, Automatic Transmission, Aluminum Wheels, 59K Miles, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Power Adjust Pedals, Heated 2<sup>nd</sup> Row Seats, DVD Entertainment System, Auto Climate Control, Power Moon Roof, CD-Player, Power Lift Gate, Remote Keyless Entry System, Balance of Factory Warranty! F19491A



**2019 TOYOTA RAV 4 XLE AWD**  
**NOW \$27,299**

2.5 EFI Engine, 8 Speed Automatic, Aluminum Wheels, Only 9K Miles! Power Driver's Seat, Heated Front Seats, Power Moon Roof, Auto Climate Control, Rear View Camera, Power Lift Gate, Remote Keyless Entry, Balance of Factory Warranty! C19329A



**2017 FORD ESCAPE SE 4X4**  
**NOW \$18,247**

1.5 Ecoboost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 37K Miles, Power Driver's Seat, Auto Climate Control, Rear View Camera, Remote Keyless Entry System, Ford Certified! U19212



**2016 FORD F-150 XLT SUPERCAB 4X4**  
**NOW \$27,554**

2.7 V6 Ecoboost EFI Engine, 6 Speed Automatic, Chrome Like PVD Wheels, 46K Miles, Remote Start, Bed Liner, Chrome Step Bars, SYNC 3, Power Heated Front Seats, Reverse Sensing System, Rear View Camera, Remote Keyless Entry System, Ford Certified! U19216



**2016 FORD EDGE SEL AWD**  
**NOW \$23,240**

2.0 Ecoboost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 40K Miles, Remote Start, Navigation, SYNC 3, Power Leather Heated Front Seats, Heated Steering Wheel, CD-Player, Blind Spot Monitoring, Reverse Sensing System, Rear View Camera, Hands Free Lift Gate, Remote Keyless Entry System, Ford Certified! U19214



**2011 HONDA PILOT TOURING 4X4**  
**NOW \$11,915**

3.5 EFI Engine, 5 Speed Automatic, Aluminum Wheels, 144K Miles, Navigation, Memory Power Leather Heated Seating, Power Moon Roof, Auto Climate Control, CD-Player, Rear View Camera, Remote Keyless Entry System, Car Smart Checked! U19113A



**2010 PORSCHE BOXSTER CONVERTIBLE**  
**NOW \$25,828**

2.9 EFI Engine, 7 Speed Automatic, Aluminum Wheels, Only 18K Miles! Power Leather Seats, CD-Player, Remote Keyless Entry System, Car Smart Checked! F19272A

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**2017 RAM SPORT CREW 4X4**



LEATHER HEATED SEATS, BACK UP CAMERA, NAVIGATION. 25K MILES

~~\$33,991~~ **\$32,991**

**2016 RAM 1500 SPORT**



**LOADED**

~~\$30,995~~ **\$29,991**

**2017 BUICK ENCLAVE PREMIUM**



~~\$28,850~~ **\$27,995**

**2014 FORD F150 XLT**



~~\$18,991~~ **\$17,995**

**2016 NISSAN ROGUE SL**



~~\$18,800~~ **\$17,995**

**2016 CHEVY MALIBU PREMIER**



**LEATHER, LOADED.**

~~\$18,991~~ **\$17,991**

**2019 DODGE GRAND CARAVAN SXT**



**CHOOSE FROM 3!**  
POWER DOORS, BACK UP CAMERA, POWER SEAT, FACTORY WARRANTY

~~\$17,991~~ **STARTING AT \$16,995**

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**2012 GMC SIERRA 1500 SLE**



~~\$17,800~~ **\$16,995**

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**2018 HYUNDAI SANTA FE SPORT**



~~\$17,500~~ **\$16,995**

**2017 CHEVY CREW LT Z71**



~~\$29,991~~ **\$28,995** 41K MILES, FACTORY WARRANTY, POWER SEATS, BACKUP CAMERA

**2017 RAM SPORT CREW 4X4**



~~\$33,991~~ **\$32,991** LEATHER, NAV, HEATED, BACK UP CAMERA, 4X4, TOW PKG. JUST IN!

**2016 FORD ESCAPE TITANIUM**



~~\$18,991~~ **\$15,991** LEATHER, NAVIGATION, 4X4, BACK UP CAMERA. JUST IN!

**2013 JEEP GRAND CHEROKEE OVERLAND**



~~\$16,991~~ **\$15,991**

**2013 RAM 1500 BIG HORN**



~~\$16,800~~ **\$15,800**

**2016 NISSAN ROGUE SL**



~~\$15,500~~ **\$14,995**

**2018 CHEVY CRUZE LT**



~~\$14,991~~ **\$13,991**

**2017 CHEVY TRAX LS**



~~\$13,899~~ **\$12,995**

**2013 LINCOLN MKX**



~~\$13,991~~ **\$12,991**

**2008 JEEP WRANGLER**



AUTO, POWER WINDOWS, LOCKS, CRUISE, TILT

~~\$11,991~~ **\$10,995**

**2006 DODGE RAM 3/4 TON 4X4**



~~\$8,991~~ **\$7,991**

**2010 LINCOLN MKS ECOBOOST**



~~\$7,750~~ **\$6,995**

**2011 CHEVY CRUZE LT**



~~\$5,991~~ **\$4,995 OR \$139/MO**

**2014 SATURN VUE AWD**



**V6, 73K MILES**

~~\$5,550~~ **\$4,991 OR \$149/MO**

**2004 PONTIAC SUNFIRE**



~~\$2,491~~ **\$1,850**

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& THE CREWIE!**



**START THE YEAR RIGHT**

**BEST PRICES PERIOD!  
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<p><b>CHRYSLER SEBRING CONVERTIBLE</b> 78k original miles. Drop the top &amp; cruise! <b>\$4,900 CASH SPECIAL</b></p>	<p><b>2005 CHEVY TRAILBLAZER LT</b> Fully serviced, ready for snow! <b>ZERO DOWN \$149mo.</b> Sale Price \$5,900</p>	<p><b>2011 MERCURY GRAND MARQUIS LS</b> Just in! leather, loaded, low miles <b>ZERO DOWN \$169mo.</b> Sale Price \$9,900</p>	<p><b>2018 NISSAN VERSA SL</b> Only 4 Left! <b>ZERO DOWN \$169mo.</b> Sale Price \$11,700</p>	<p><b>2012 FORD TRANSIT CONNECT XLT</b> Only One Left! <b>ZERO DOWN \$169mo.</b> Sale Price \$11,777</p>	<p><b>2010 DODGE NITRO 4X4</b> SWEET! <b>ZERO DOWN \$169mo.</b> Sale Price \$9,900</p>	<p><b>2013 VW GOLF GTI</b> G.T.I. stans for Got Transportation Intenisty! <b>ZERO DOWN \$186mo.</b> Sale Price \$12,900</p>
<p><b>2017 HYUNDAI ELANTRA GT</b> Just in! Special purchase, Only 3 left! All one LOW price! <b>ZERO DOWN \$199mo.</b> Sale Price \$13,777</p>	<p><b>2007 CHEVY SILVERADO EXT CAB 4X4</b> Just in! Fully serviced, ready to go thru snow! <b>ZERO DOWN \$244mo.</b> Sale Price \$11,900</p>	<p><b>2011 CHEVY SILVERADO CREW 4X4</b> Just in! Roomy crew widda Deal for you! <b>ZERO DOWN \$265mo.</b> Sale Price \$15,900</p>	<p><b>2018 CHEVY MALIBU 2LT</b> Just in! Loaded up with options even a power sunroof! <b>ZERO DOWN \$269mo.</b> Sale Price \$17,900</p>	<p><b>2017 FORD FIESTA ST</b> Just in! Turbocharged, pocket rocket! Only 33k miles! <b>ZERO DOWN \$273mo.</b> Sale Price \$10,900</p>	<p><b>2018 DODGE JOURNEY CROSSROAD AWD</b> 3rd row, full power options <b>ZERO DOWN \$299mo.</b> Sale Price \$19,900</p>	<p><b>2018 DODGE GRAND CARAVAN GT</b> Just in! Leather, Sto-N-Go. Full Power &amp; Perfect! <b>ZERO DOWN \$299mo.</b> Sale Price \$19,900</p>
<p><b>2011 CHEVY SILVERADO CREW Z71</b> Just in! Nicest one around for under 20 pound! <b>ZERO DOWN \$299mo.</b> Sale Price \$19,900</p>	<p><b>2018 FORD ECO SPORT TITANIUM AWD</b> Just in! Perfect with low miles! All Wheel Drive <b>ZERO DOWN \$299mo.</b> Sale Price \$19,900</p>	<p><b>2017 CHEVY EXPRESS HD 3500</b> Extended length, 6.0V8, loaded! <b>ZERO DOWN \$329mo.</b> Sale Price \$21,500</p>	<p><b>2017 CHRYSLER PACIFICA L TOURING</b> Just in! Leather loaded, low miles! <b>ZERO DOWN \$333mo.</b> Sale Price \$22,900</p>	<p><b>2016 DODGE JOURNEY RT AWD</b> Just in! Off lease, 1 owner, low miles, nav, heated leather, moonroof, over \$38,000 new! <b>ZERO DOWN \$333mo.</b> Sale Price \$22,900</p>	<p><b>2019 NISSAN PATHFINDER SV AWD</b> Just in! Over \$45,000 new, Save over \$15,000!!! <b>ZERO DOWN \$364mo.</b> Sale Price \$24,900</p>	<p><b>2017 RAM 1500 CREW CAB BIG HORN 4X4</b> Just in! Off lease, super low miles! <b>ZERO DOWN \$375mo.</b> Sale Price \$25,900</p>
<p><b>2016 CHEVY EXPRESS BOX TRUCK</b> Just in! Extra clean, fully serviced, ready to work! <b>ZERO DOWN \$375mo.</b> Sale Price \$25,900</p>	<p><b>2016 DODGE DURANGO LIMITED 4X4</b> Just in! Off Lease and perfect! <b>ZERO DOWN \$375mo.</b> Sale Price \$25,900</p>	<p><b>2019 NISSAN FRONTIER CREW 4X4</b> Just in! Excellent Condition with Low Miles! <b>ZERO DOWN \$375mo.</b> Sale Price \$25,900</p>	<p><b>2018 FORD EXPLORER XLT 4X4</b> Just in! Like new, low miles, EXPLORE THIS DEAL! <b>ZERO DOWN \$389mo.</b> Sale Price \$26,900</p>	<p><b>2017 INFINITI QX60 AWD</b> Mint Condition! <b>ZERO DOWN \$399mo.</b> Sale Price \$27,900</p>	<p><b>2016 TOYOTA TACOMA SR5</b> Just in! Super clean! Super deal! Super hard to find! <b>ZERO DOWN \$399mo.</b> Sale Price \$27,900</p>	<p><b>2014 JEEP WRANGLER UNLIMITED SPORT</b> OH Yeah baby! <b>ZERO DOWN \$399mo.</b> Sale Price \$27,900</p>

**30 - Special Purchase - 30**  
**2018 Nissan-Altima SV**  
Back-up Camera, Alloys, Keyless Remote Start.  
30 Available  
**\$239 or \$14,900**

**2018 GMC ACADIA ALL TERRAIN**  
Less than 15k miles!  
**ZERO DOWN \$399mo.**  
Sale Price \$27,900

**2018 FORD F-150 SUPER CREW 4X4**  
Teen miles, V8 super crew!  
**ZERO DOWN \$458mo.**  
Sale Price \$32,900

**2019 FORD RANGER LARIAT 4X4**  
Just in! Hot new body!  
**ZERO DOWN \$478mo.**  
Sale Price \$34,900

**Special Purchase**  
**2019 Dodge Ram Crew Big Horn**  
20's, Big Screen, HEMI Full Power!  
**\$425 or \$29,900**

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# TOYOTATHON IS ON!

## FINAL DAYS!

Ends January 6

JUST ANNOUNCED! DEC. 3 – JAN. 6 ONLY!

### \$500 TOYOTATHON BONUS CASH<sup>1</sup>

OVER & ABOVE ALL OTHER INCENTIVES ON 2019 RAV4



**RAV4**

any new 2019 RAV4 (Excludes Hybrid)

**\$1750**

TOTAL CUSTOMER CASH<sup>2</sup>

Total Customer Cash Includes \$500 Toyotathon Bonus Cash.

Look How Much You Can Save...



-or- Lease a new **2019 RAV4 LE**  
8-Speed AT ECT-i 4-Door FWD SUV Gas Model #4430  
\$189/mo. 3-Year 10,000-Mile/Year Lease

**\$189** Per Mo.

36 Mos. Due at Signing  
**\$2999**

Includes \$500 Toyotathon Bonus Cash applied to lease deal.



**TACOMA**



any new 2019 TACOMA (Includes TRD Pro)

**\$2000**

TOTAL CUSTOMER CASH<sup>5</sup>

\$1250 CUSTOMER CASH on 2020 TACOMA<sup>6</sup>  
Excludes 2020 TRD Pro

Total Customer Cash Includes \$250 Toyotathon Bonus Cash.

-or- Lease a new **2019 TACOMA SR 4X4 DOUBLE CAB**<sup>7</sup>  
6-Speed AT ECT-i 4-Door Pickup Truck Model #7594  
\$219/mo. 3-Year 10,000-Mile/Year Lease

**\$219** Per Mo.

36 Mos. Due at Signing  
**\$2999**

Includes \$250 Toyotathon Bonus Cash applied to lease deal.



**HIGHLANDER**

any new 2019 HIGHLANDER (Excludes Hybrid)

**\$2500**

CUSTOMER CASH<sup>8</sup>

\$1500 CUSTOMER CASH on 2019 HIGHLANDER HYBRID<sup>8</sup>



**4RUNNER**

any new 2019 4RUNNER (Excludes TRD Pro)

**\$1500**

TOTAL CUSTOMER CASH<sup>9</sup>

Total Customer Cash Includes \$250 Toyotathon Bonus Cash.



**TUNDRA**

any new 2019 TUNDRA (Excludes TRD Pro)

**\$3000**

CUSTOMER CASH<sup>8</sup>



**COROLLA**

any new 2020 COROLLA (Excludes Hybrid)

**\$1250**

CUSTOMER CASH<sup>8</sup>

\$500 CASH BACK on 2020 COROLLA HYBRID<sup>8</sup>

-or- Lease a new **2020 COROLLA LE**  
CVTi-S 4-Door Sedan Gas Model #1852  
\$159/mo. 39 mos. Low Mileage  
32,500 Total Mile Lease

**\$159** Per Mo.

39 Mos. Due at Signing  
**\$2999**



**CAMRY**

any new 2020 CAMRY (Includes Hybrid & TRD)

**\$1250**

CUSTOMER CASH<sup>8</sup>

-or- Lease a new **2020 CAMRY LE**  
8-Speed AT ECT-i 4-Door Sedan Gas Model #2532  
\$219/mo. 39 mos. Low Mileage  
32,500 Total Mile Lease

**\$219** Per Mo.

39 Mos. Due at Signing  
**\$2999**



**COROLLA HATCHBACK**

any new 2019 COROLLA HATCHBACK

**\$2000**

CUSTOMER CASH<sup>8</sup>

**FOR ALL TOYOTATHON OFFERS**

INCLUDING LOW APR AND MORE GREAT LEASES & CASH BACK

[buyatoyota.com](http://buyatoyota.com)



Expanded Toyota Military Rebate Program For **MILITARY PERSONNEL & THEIR FAMILIES**

**\$500** OVER & ABOVE ALL CURRENT TOYOTA OFFERS!<sup>12</sup>

- ★ **NOW INCLUDES ALL RETIRED MILITARY** ★ (Regardless of Time Since Retirement)
- ★ **ACTIVE-DUTY & INACTIVE RESERVE** ★ MILITARY PERSONNEL
- ★ **HONORABLY DISCHARGED VETERANS** ★ Within 2 Years of Service See dealer for details.

Ask about the **\$500** COLLEGE GRAD REBATE PROGRAM<sup>13</sup> THAT'S OVER & ABOVE ALL OTHER INCENTIVES!

Every New Toyota Comes With ToyotaCare.<sup>14</sup>

Toyota's No Cost Maintenance Plan.

1. \$500 Toyotathon Bonus Cash valid on new 2019 RAV4 (excludes hybrid) & is direct from Toyota Motor Sales, USA, Inc. 2. \$1,750 TOTAL Customer Cash = \$1,250 Toyota Customer Cash + \$500 Toyotathon Bonus Cash direct from Toyota Motor Sales, USA, Inc. 3. New 2019 RAV4 LE FWD Model #4430. Lease based on net cap cost of \$23,103. \$500 Toyotathon Bonus Cash included in lease deal. Lease end purchase option \$16,314.\* 4. Toyota vehicles and components are built using U.S. and globally sourced parts. 5. New 2019 Tacoma \$2,000 TOTAL Customer Cash = \$1,750 Toyota Customer Cash + \$250 Toyotathon Bonus Cash & New 2020 Tacoma (excludes TRD Pro) & new 2019 4Runner (excludes TRD Pro) & is direct from Toyota Motor Sales, USA, Inc. 7. New 2019 Tacoma SR 4x4 Double Cab Model #7594. Lease based on net cap cost of \$29,133. \$250 Toyotathon Bonus Cash included in lease deal. Lease end purchase option \$24,575.\* 8. Customer Cash direct from Toyota Motor Sales, USA, Inc. 9. New 2019 4Runner (excludes TRD Pro) \$1,500 TOTAL Customer Cash = \$1,250 Toyota Customer Cash + \$250 Toyotathon Bonus Cash direct from Toyota Motor Sales, USA, Inc. 10. New 2020 Corolla LE Model #1852. Lease based on net cap cost of \$18,019. Lease end purchase option \$12,327.\* 11. New 2020 Camry LE Model #2532. Lease based on net cap cost of \$22,257. Lease end purchase option \$14,069.\* 12. Qualified military personnel and household members of eligible qualifying military personnel are eligible for rebates in addition to all other incentives, depending on model, through Toyota Motor Sales, USA, Inc., when leased or financed through Toyota Financial Services. Must take retail delivery from select new dealer stock. The Toyota Military Rebate Program is not compatible with the Toyota College Rebate Program. See participating dealer or visit buyatoyota.com for complete details. 13. The Toyota College Rebate Program is not compatible with the Military Rebate Program. See participating dealer or visit buyatoyota.com for complete details. 14. ToyotaCare covers normal factory scheduled service for 2 years or 25,000 miles, whichever comes first. 24-hour roadside assistance is also included for 2 years and unlimited miles. See Toyota dealers for details and exclusions. Valid only in the continental U.S. and Alaska. \*NO SECURITY DEPOSIT. Subject to approved credit through Toyota Financial Services. Not all customers will qualify - Tier I PLUS customers ONLY. Excludes state and local taxes, tags, registration and title, and insurance. License and applicable fees are extra. Other options and dealer charges extra. Your payment may vary depending on final price. Lessee may be charged for excessive wear based on Toyota Financial Services standards for normal use and for mileage in excess of 30,000 miles on 36 mos. leases and 32,500 miles on 39 mos. leases at the rate of \$0.15 per mile (low mileage lease). \$350 Disposition Fee is due at lease termination. For 1, 2, 3, 5, 6, 7, 8, 9, 10, 11, 12 & 13: Must take retail delivery from new 2019 & 2020 dealer stock between 12/03/19 and 01/06/20. Customer Cash & Lease offers may not be combined. See participating dealer for complete details. Individual dealer prices and document fees may vary. Offers may vary by region. VEHICLE IMAGES USED FOR ILLUSTRATION PURPOSES ONLY. Expiration for these offers is 01/06/20.



Visit Your Local Michigan Toyota Dealer Today!

# SIGNATURE TOYOTA

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