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## Moody on The Market



### Moody

**Mike Pappa** has been performing magic on damaged cars and trucks for decades in Michigan's **Great Southwest**. So, when **Al Poschke** decided last fall to retire from his long-running **P&R Service & Towing of Stevensville**, he knew exactly who he needed to talk to in order to take the reins and keep his legacy running. Together, Mike's own long-running **Lakeshore Body Shop** and his recent acquisition of P&R Service make a dynamic one-stop-shop for virtually everything in, on, or around your personal or commercial vehicle. Even Al himself is still on the team for a couple of months during the transition before he ventures to a new enterprise in **Grand Rapids**. More on that in a moment. Mike Pappa bought Lakeshore Body Shop in 2000, but he worked there before that. In fact, he had worked there for 16 years from 1978 to 1994 before he left. He worked at another place with the option to buy, but then the deal popped up for Lakeshore Body Shop, and he bought it with his partner. Mike also owns another body shop in **Michigan City** — **Dan's Body Shop** — which has been around since 1945, but he owned it starting sometime after 1994. The Pappa story is one filled with talent and determination. He started out as a body shop technician, and performed virtually all of the various work attendant to a body shop, but now is pretty much desk-bound, calling all the shots and processing much of the paperwork. By purchasing P&R, he adds towing, which is ironic inasmuch as he says, "To be perfectly honest with you, when I first bought Lakeshore Body Shop, I wanted nothing to do with the towing business. I didn't want my kids out on the road, and I didn't need it." However, when P&R became available, he talked to his sons, **Danny & John**, and agreed that it's more for them, and it's what Al wanted, as well. Mike says, "We worked with Al for a long time, doing all of his alignments, and such, and had developed a great relationship with him, so we thought we'd take over his business. Al was sincerely worried about taking care of his guys and his customers. He didn't want to leave people with nowhere to go. So, he thought we were a great fit, and I had young people on the team." Mike admits that while that's the case, "I'm not all that young, and I might hang in for a while yet, but I'm 62 so I'll probably hang it up whenever these boys kick me out. When they say,

*Continued on page 8*



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Ryan  
Ogle,  
Championship  
Director

## Your Sneak Peek into the 2020 KitchenAid Senior PGA

much-anticipated return of the KitchenAid Senior PGA Championship and its return to Benton Harbor's own Harbor Shores Resort, I wanted to reflect not only on the history of this storied Championship but also on the positive impact this Championship has brought to the region. I have been a part of

every Championship since 2014 and have witnessed many legends play at Harbor Shores including fan favorites Rocco Mediate and Colin Montgomerie but I still get excited to host golfing greats here in our own backyard.

*Continued on page 2*

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# Senior PGA

Continued from cover

If you did not already know, the Senior PGA Championship is the longest-running Major Championship in senior golf. It was born in 1937 when one of the sport's greatest players, Bobby Jones Jr., suggested a competition featuring the world's best golfers over the age of 50. The inaugural Senior PGA Championship was played at Augusta National Golf Club three years after the first Masters Tournament was held at the world-renowned course.

After a successful, but brief run at Augusta National, the Championship moved to Florida in 1940. Suspending play in 1943 due to World War II, the Championship resumed playing in 1945 in Dunedin, Florida. In 1956, after hosting more than a dozen Championship events in Dunedin, the PGA made the city its official home, moving its national office from Chicago to what would become the PGA National Golf Club. In 2012, the first KitchenAid Senior PGA Championship was held at Benton Harbor's own, nearly new, Harbor Shores Resort, a Jack Nicklaus Signature Course in Southwest Michigan. The course, celebrating its 10th Anniversary and a not-for-profit development created to benefit the local community, has hosted the Championship every other year since 2012. Christened in the historic "Champions for Change" event in 2010, the course was graced by the legends of the game, Arnold Palmer, Jack Nicklaus, Tom

Watson, and Johnny Miller to energize the mission. This year marks the 5th return of the Championship to this storied course which has certainly made its mark on Southwest Michigan.

Since it began hosting the KitchenAid Senior PGA Championship at Harbor Shores, the PGA of America, in partnership with KitchenAid, has donated nearly \$1 million to local charities, including Boys & Girls Club of Benton Harbor, The First Tee of Benton Harbor, Benton Harbor Promise and most recently, Benton Harbor High School Athletic Department.

For more on the KitchenAid Senior PGA Championship and how to purchase tickets to this year's event (May 19-24), visit online at [srpga.com/tickets](http://srpga.com/tickets)



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## Photo of the Week



### Winter Drones On

Aerial drone shot of Grand Mere State Park.  
 Photo by Savanna Morton

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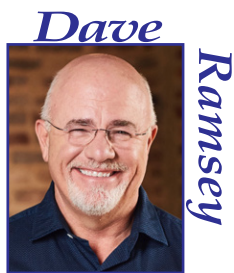
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### Take time to heal and to learn

Dear Dave,

I went through a divorce a couple of months ago, and I'm not sure what to do next. I received custody of our kids, ages 13 and 15, plus I have a good job and I got the house in the settlement. It's a nice, simple home, but it's paid for and worth about \$200,000. I receive \$1,400 a month in child support, and I got \$125,000, which was half our savings. I also have no other debt. Most of my friends are telling me I should begin investing, but they all have different ideas about where I should put the money. Can you give me some guidance?

Michelle

Dear Michelle,

I'm so sorry to hear you're going through this. Divorce is hard enough when it's just a couple, but it must be incredibly difficult with kids involved. Make sure you spend lots of time hugging on them, and telling them how much you love them. God bless you guys.

Ok, I know your friends are just trying to help, but I wouldn't follow their financial advice right now. The trauma from your divorce is still fresh, and you should never make important, long-range decisions when your emotions are messed up. If there's anything positive in all this, it's that you're in a really nice place where your finances are concerned. You've got a good job, you have no debt, and you've got six figures sitting in the bank.

### Dave Says

My advice is to park that money in a CD until you feel you're getting over the shock of what has happened. You won't make much money doing this, but you won't lose any, either. Then, after some time has passed, I want you to find a good financial advisor—one with the heart of a teacher—and look into investing \$25,000 in good growth stock mutual funds. I'm talking about ones with at least a 10-year track record of success.

Time and knowledge can help erase fear, Michelle. Plus, you've got a responsibility to yourself and your kids to invest wisely.

-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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**Don**



**Stuart**

## California, Here We Come (After This Brief Intermission)

Following last week's interruptive column about Leap Day, we return now to reminiscing about helping No. 2 son and his family move from Michigan to California.

We begin by . . . putting the Cali-move reminiscences on hold again . . . so I can rhapsodize about the most indescribably intelligent, utterly charming and irresistibly huggable baby on earth – my No. 1 granddaughter, born last October!!

You might immediately wonder why it's taken me so long to mention her. Firstly, No. 2 son and No. 1 Daughter-in-Law are not at all the "Hey, look at us!!" types; even on social media, which they use very judiciously, they've hardly bragged at all about this little bundle of wundle-fullness. Thus, I've been very cautious about when to make the big reveal about No. 1 G-daughter in my column, what with my worldwide fame and global popularity.

But now seems like the right time, for several reasons, including the fact that she's bound to make appearances in the columns I will write – eventually – about helping the family move. More importantly, it's better to kind of just rip the band-aid off, and get everyone else with baby granddaughters accustomed to the plain fact that my granddaughter is the smartest, cleverest and cutest one in the history of, well, history.

There is one sober-minded thing to say about this bee-yoo-tee-full, brilliant child: In California, she is much too far away. I mean, Ann Arbor was already plenty distant. But now, it feels like she – and her big brother, the world's smartest, most clever and cutest grandson – live

several dozen additional parsecs away. (A parsec is, of course, 3.26 light years, which you may not know, but which my granddaughter almost certainly already does, because she's sooooo smart!)

When I arrived in Ann Arbor to commence with the helping, the packing, the schlepping and the do-what-I'm-told'ing, one of my first assignments was to cradle No. 1 granddaughter in my arms. While I wasn't specifically given the task of looking dreamily at her and cooing at her and playing with every precious finger and toe, I did all those things anyway! And I got great smiles as my reward! Well, maybe the smiles were for me, I'm not sure – they did, after all, seem to coincide with her release of a few healthy, uh, "toots." (The smartest, cleverest, cutest toots ever!)

One thing guaranteed to make her smile, besides mommy's, daddy's, and big brother's faces, is that beloved object of affection for babies everywhere: the ceiling fan. She grows nearly ecstatic at those slowly spinning paddles! The smiles and wiggles it draws from her are adorable! Upon observing this, I immediately thought, "Boy, I hope her home in California has a ceiling fan!" After which, I immediately thought, "Gee, I'm kind of jealous of that ceiling fan getting all those smiles." After which, I immediately thought, "What if I wore a t-shirt bearing the image of a great big ceiling fan!? Bet I'd get some smiles then!"

So, don't let this secret out, but I'm going to surprise her next time I see her, by wearing one of those beanie-style hats with a little propeller on top! And the stitched words, "I'm your biggest!"

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### My Life

The LORD is your life.  
Deuteronomy 30:20

You are a young, adult male—nineteen years old. Through good coaching and hard work, your basketball skills have just given you a contract in the National Basketball Association. You are about to enter a world radically different from the world you have known. It will be different because this new world does not involve just basketball. This new world involves media, being a celebrity, agents, and sponsors. It involves threats to your privacy, constant travel, and suddenly possessing more money than you've ever seen before. And it involves all the temptations that go along with it.

It is for these reasons that the NBA insists that, before you enter this world, you get together with all the other rookies for four intensive days of listening and learning. In these four days, Hall-of-Fame players and other mentors sit down with you to impress upon you not only the things that matter but also warn about those things that can ruin your career and life.

When Moses wrote the book of Deuteronomy, the Lord was about to bring the people of Israel into their new home—the Promised Land of Canaan. Before he did, however, he gathered them together for some intensive days of listening and learning. This new land was prosperous and rich, a land “flowing

with milk and honey.” But there was something else. It was also a land where they would face temptations and distractions—from the distractions of a prosperous life to the temptations of a pleasure-obsessed culture, to their own sinful tendency to lose focus. God knew how easy it would be for his people to forget what mattered. And so he reminded them, “The LORD is your life.”

God tells you and me the same thing. Your life rests in the One who created you. Your life rests in the One who went to the cross on your behalf, to wash you clean of your every wrong—including all the times we have turned our priorities into ugly chaos. Your life rests in the One who promises to guide even your dark and bitter moments for your good.

So, remember, the Lord is your life.

Prayer: Lord Jesus, you are my life. Forgive my forgetfulness. Remind me of what matters. Amen.

Submitted by: Pastor Glenn T. Rosenbaum  
Administrative Pastor  
Grace Evangelical Lutheran Church, St. Joseph  
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# STUDENT ATHLETE

*of the week*

**Name: Nolan Wertanen**  
**School: St. Joseph High School**

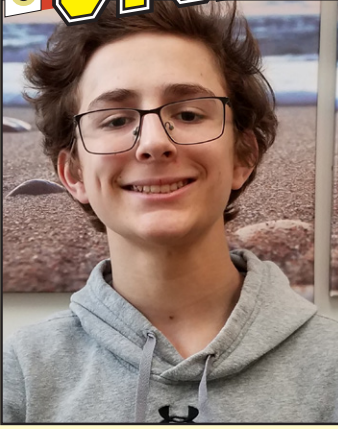
Nolan Wertanen of St. Joseph High School Wrestling is the WSJM Sports Berrien County Student Athlete of the Week for the week of February 16, 2020.

Nolan went 3-0 in capturing the Individual Regional Championship at 103 lbs. He adds the regional crown to his District and Berrien County titles. With his performance at Regionals, Nolan improved to 42-2 and is ranked #1 in the state heading into the state finals.

Nolan is also a member of the St. Joseph Student Foundation. In the classroom, he carries a 3.98 grade point average.

Nolan is the son of Chris and Pam Wertanen of St. Joe.

Other finalists for the week were Cole Alsup of Coloma Wrestling, Trevor Pelton of Watervliet Wrestling, Hunter Heath of Brandywine Wrestling, and Samantha Dietz of Watervliet Basketball.



*Nolan Wertanen*

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 these sponsors:











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## MOODY *Continued from Cover*

‘You’re more trouble than you’re worth, get out of here,’ I guess that’ll mark the end for me.” That likely won’t be for a while yet, as they are a fine-tuned unit in every regard at Lakeshore Body Shop and P&R Service. Al’s mechanical skills are not foreign to the Pappa family. Mike says, “We’ve been handling mechanical work for some ten years or more, largely through word of mouth. We have two mechanics. We acquired one from **The Lakeshore Auto Clinic** when they were getting ready to go, and we got **George from LeValley**. We can handle most mechanical work as a result.” The shop, located at **1751 W. John Beers Road** in Stevensville does alignments and both light and heavy mechanical repairs, and work on diesels. Additionally, they handle body work on any type of collision damage, including both heavy and light repairs. They can provide service for both foreign and American

made models across the board. In essence, Mike says, “We can pretty much do everything, there’s not much that we don’t do. We handle personal vehicles, business vehicles like light trucks, and occasionally larger vehicles, but we’re restricted in space for larger work. Business examples include work for the **Herald-Palladium** and the **U.S. Postal Service**.” Mike admits, “It’s been a good transition as we’ve earned some of that work through the deal for P&R.” The combined team now features 14 employees, including four certified mechanics, and two younger men handling alignments and tires while learning other mechanical trades. One man handles much of the towing work acquired from P&R, and another P&R transfer works in the office. Mike says, “I’m staying in the body-end of the paperwork for now.” From starters and alternators to transfer cases, rear axles and transmissions, the team is well-versed in servicing vehicles of all types.

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Mike says, "P&R always said if there's work to be done on an automobile, we can largely do it. Between Danny, George and Al, it's a pretty deadly combination that can provide that same level of confidence for you, day in and day out." The combined businesses are housed in 15,000 square feet under roof along John Beers Road, with four regular hydraulic hoists and two alignment hoists in the house. Additionally, there are two spray booths in the body shop. The majority of the auto body work is done at the back of the house with mechanical repairs taking place up front. Mike Pappa says, "My philosophy on taking care of the customer is I work to treat everybody in the manner in which I want to be treated wherever I go. We try to give the best service possible, a little extra for the money, and to be fair and honest. I want to treat everybody like I want to be treated." For those searching for a team to conduct repairs following a crash, Mike reminds you that, "With some insurance companies they want you to get several quotes for repairs, while some only require one to be submitted, but it is always the customer's choice where they want to go whether it's the highest or the lowest quote for the work. Then the insurance will work with our team to handle it. The law says you can choose your facility for repairs, and it doesn't have to be the lowest quote, it just has to be reasonable." The mild winter has kept things a bit slower than usual, but Mike admits, "The first snow always tends to bury us quickly

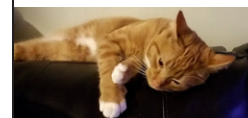
with work as people learn how to acclimate to the returning weather, but winter can always turn wicked when you least expect it, and we're always ready." On another front he tells us, "Deer hits have been happening year round anymore, unlike earlier years when it was confined to activity in the fall. There are so many deer out there, and many times when you least expect it, they hit you." Regarding his sons, Mike says, "Danny & John grew up in this world, and they've never done anything else so this is their future. Danny is really good mechanically, and John did most of the painting, but is now helping out with the towing and whatever dad isn't doing." I asked Mike about some of the more memorable wreckage he's seen, to which he says, "Sometimes you'll get a vehicle that has been hit so hard and yet you realize that people actually walked away from the wreckage and you wonder how that was even possible. Sometimes airbags don't go off, and you wonder why. Some of what we see is absolutely amazing." You'll find the crew in the house daily from 8 to 5 Monday through Friday, and occasionally a little later if somebody needs to pick up a vehicle after hours, and of course towing operations are 24/7. The Al Poschke story is one of great satisfaction as well. He says, "Basically, I started back when I was 20 years old, back at Red Arrow & Glenlord at the 66 Gas Station. I had a partner with me at the time, and from there we had big dreams - not much money - but, big dreams so we went out and

thought we were going to conquer the world and expanded into four locations at the time. From there we decided that we'd gotten big enough, and my partner decided that he was going to retire and left it all on my shoulders to go ahead and continue on." Al goes on, "That's basically what I did. I had to re-group, sold some things,

Continued on page 10

# LOST CAT!

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# MOODY *Continued from page 9*

and moved on. I got things down to two locations, the one in Stevensville – the Shell Gas Station – and from there we just kept it steady for the last 20 some years after that.” All good things come to a turning point, and Al says, “I turned 63 this year and I decided last year that I was going to have to look for an alternative, but I just did not want to lock the door, turn off the lights, and tell

my customers and my employees thanks for 40 years but, goodbye. Fortunately, through the grace of God, the Pappa family came along with an interest in taking over our business. They’ve taken over the business, they’re taking care of our customers and they took care of most of my employees, so it was the absolute dream that I was looking for.” As for the future, Al says, “I believe that the family can take and push it down

the road another 30 or 40 years and at that point hopefully there’ll be somebody in their future that can do the same. I’m planning on sticking around to help the folks out for a few months and then I’ll move on to something different, but it’s a good fit — it really is — and I think everybody in the community should come down and give these folks a try, because as I always tell my older customers who come in to see me, ‘it’s probably not gonna be the old white-haired man, but it’s still gonna be a very good place to come,’ and they’re very honest and I think they’re going to do a great job.” For Al’s next venture, he says, “People say I’m crazy, when I tell people I’m going to retire so that I can only work about 40 or 50 hours a week, but I have some plans to go into the Grand Rapids area and help my son-in-law with his new business, and I’ll spend some time up there and still work day to day, because I want to stay active and stay around younger people

because I think it keeps everybody, even us older people, happy if we’re working with younger people.” His son-in-law purchased a business called **Proper Soda** — a soda company — and he’s canning his own products and reaching out for other contracts to do things for other companies and it has taken off quite well. Al will be a part of that. I asked, “Should we keep our eyes peeled for a P&R Rootbeer some day?” To which Al replies, “It would probably sell pretty well down here. At any rate I do have plans to stay active for a while and see how that goes.” Al is also still a part-owner of **P&R Body Shop**, on Red Arrow Highway near **Lakeshore Roller World**. P&R Body Shop remains open, and is owned & managed by **Dennis & Karen Ott**. Danny Pappa says, “I’ve always enjoyed the mechanical end of our operations. Through high school I took a lot of shop classes and such at **Lakeshore High**, and just felt it was a better fit

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for me personally, and that's when we started doing the mechanical work at Lakeshore Body Shop. When we purchased P&R Service, that role has advanced for us." Danny is 32, having graduated from Lakeshore in 2006, and has been on the job ever since. Regarding his dad and Al Poschke, Danny says, "We have big shoes to fill, but we'll be the heir apparent here. We've got a pretty good crew and everybody's pretty easy going. I really enjoy diagnosing the problems and making sure everybody gets back on the road safely when our work is done." Danny's older brother John, who will turn 39 this year says, "I've been here a long time. We came here in 2000, and I've been in and out ever since. I also have worked at the Michigan City shop, where I painted until a year ago or so." John has been handling some of the office work in Stevensville of late and suggests, "My role is whatever he needs done. I handle estimates on the body work, and I help with the towing work now, and anything they need back in the shop that I can handle for them. I just like to stay busy more than anything, don't really have a favorite part of the job as such." John says, "I'm looking forward to see what the future brings us, with everything we're handling now. When Al approached us I thought it was a great idea, especially with us being younger and we all share the same philosophy of taking care of the customer the best way possible. It's been a great change, and the transition has been smooth, almost like an upgrade to the product mix we bring to the market." He concludes, "The nice thing is we carry on that tradition of quality customer service for their mechanical needs, but now if they need any body repair work, we're all under the same roof with their favorite mechanic and we're all here in a one-stop shop, essentially. I think it's going to be a good thing for everybody around here." You can rest assured that will certainly be the goal every single day. You can reach Lakeshore Body Shop at 269-429-1533 and P&R Service & Towing at 269-429-3551 or 800-378-5188.

That's it for this week, folks. Have a great weekend, and we'll see you Saturday right here in MailMax, and online 24/7 with lots of additional stories at [www.MoodyOnTheMarket.com](http://www.MoodyOnTheMarket.com).

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**Arthur Havlicek,**  
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SMR Chamber

### Your Chamber Update

ing & Steak Fry, and the Fall Trade Fair. They also brainstorm and implement innovative activities designed to engage attendees and improve value to Chamber members. Their work is crucial because we believe a successful event is one where everyone has a great time and a positive experience. Join this committee if you have experience planning events and would like to contribute!

#### Marketing Committee

The marketing committee helps provide the Chamber with its strategic focus and framework for marketing, advertising, and public relations. The committee's communications support helps further the mission of the Chamber by increasing the visibility of our members, our benefits, and our events. If you have an eye for messaging and want to help us build our brand and grow our reach, contact the chamber today!

We are always looking for fresh ideas and talented individuals to join our Chamber team. If volunteering time on any of these committees sounds interesting, please do not hesitate to reach out! I believe every one of us has a role to play in building a stronger Southwest Michigan. Getting involved with *your* Southwest Michigan Regional Chamber of Commerce is a great way to start!



Your Regional Chamber multiplies the effectiveness of its professional staff with the help of its volunteer-based committees. This organizational structure allows our Chamber to go above and beyond in meeting the needs of our growing community and helps our volunteers to learn more about the community to which they belong. This week, I would like to explore these committees more in-depth and give our readers some insight into their important work!

#### Government Affairs Committee

As a registered 501(c)(6) organization, our Chamber possesses the ability to engage in political lobbying on behalf of our members. To aid in this effort, we have a dedicated government affairs committee that helps set the advocacy priorities for the Chamber. This committee helps identify important regulatory and legislative issues affecting our business community; holds Eye Opener sessions to keep our members informed about emerging policy issues; and conducts monthly Chief Elected Official (CEO) Roundtables to facilitate regional collaboration among community leaders. If you are interested in or passionate about the legislative process, this is the committee for you!

#### Events Committee

Our events committee assists in planning our biggest Chamber events, including the Annual Business Recognition Breakfast, Golf Out-

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**2017 Honda Civic Sport**

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**\$17,991**



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SKYACTIV@ 2.5L 4-Cylinder DOHC 16V, 6-Speed Automatic, 33813 mi., 24/30 MPG

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**2019 Buick Encore Preferred**

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**2016 Chevrolet Malibu Premier**

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

**\$18,991**



**2019 Honda CR-V LX**

2.4L I4 DOHC 16V i-VTEC, CVT, 8023 mi., 25/31 MPG

**\$23,991**



**2017 Ford Explorer Limited**

6-Speed Automatic with Select-Shift, 76576 mi., 16/23 MPG

**\$23,991**



**2015 Toyota Tacoma**

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

**\$25,491**



**2018 Ford F-150 XLT**

EcoBoost 3.5L V6 GTDI DOHC 24V Twin Turbocharged, 10-Speed Automatic, 29063 mi., 17/23 MPG

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SAVE UP TO \$10,000 OFF MSRP!



Stock #CT00122. MSRP \$45,390. Selling Price \$35,390. Must have competitive lease in household. With approved credit.

**0% APR FINANCING** FOR UP TO **72 MONTHS** IS AVAILABLE ON **SELECT MODELS**

0% APR financing for 72 months is \$13.89 per \$1,000 financed. With approved credit.

FREE SERVICE LOANERS

Where After The Sale, SERVICE DOES MATTER!

TIRES FOR LIFE PROGRAM

**LeValley**

CHEVROLET BUICK GMC WE ARE PROFESSIONAL GRADE

2130 South M-139 • Benton Harbor, MI 49022  
I-94 to EXIT 28 (M-139). 1/4 Mile North on your left  
269-925-3214 • [www.LeValley.com](http://www.LeValley.com)

Loaner vehicle available with qualifying service. Tires for Life Program available with purchase of select new vehicle. 24 month, 10,000 miles per year leases. \$0 security deposit plus \$3990 down. Offer valid to lessees of GM or competitive vehicle. Dealer retains all rebates and incentives. Plus tax, title, and license. Expires 3/2/20.



**YOU'RE APPROVED!**  
REGARDLESS OF YOUR CREDIT SITUATION

Call to get details or go to  
**EHAutoSales.com**

**RATES AS LOW AS 3.99%**

**NEW FIRST TIME BUYERS PROGRAM AT 9.9%**

**2015 CHEVY CRUZE ECO**  
  
**ONLY 58K MILES**  
~~\$179/mo~~ **\$168/mo**

**2010 LEXUS ES 350**  
  
**ONLY 78K MILES**  
~~\$209/mo~~ **\$188/mo**

**2018 FORD FIESTA**  
  
**CHOOSE FROM 3! FACTORY WARRANTY**  
~~\$205/mo~~ **\$189/mo**

**2014 KIA SORENTO LX**  
  
~~\$205/mo~~ **\$189/mo**

**2008 JEEP WRANGLER**  
  
**AUTO, POWER WINDOWS, LOCKS, CRUISE, TILT**  
~~\$221/mo~~ **\$199/mo**

**2015 NISSAN SENTRA SR**  
  
**NAV, LEATHER, SUNROOF**  
~~\$239/mo~~ **\$199/mo**

**2018 CHEVY CRUZE LT**  
  
~~\$252/mo~~ **\$229/mo**

**2012 CADILLAC SRX LUXURY**  
  
~~\$254/mo~~ **\$229/mo**

**NEED ASSISTANCE WITH YOUR DOWN PAYMENT? WE'RE HERE TO HELP!**

**2013 JEEP GRAND CHEROKEE OVERLAND**  
  
~~\$269/mo~~ **\$249/mo**

**2013 RAM 1500 BIG HORN**  
  
~~\$274/mo~~ **\$249/mo**

E&H AUTO  
9920 Blue Star Memorial Hwy  
South Haven, MI  
Tel: (269) 767-7399

0001  
DATE 03-14-2020

PAY TO THE ORDER OF Valued Customer \$ **2,500**

**Two-Thousand Five Hundred and 00/100** DOLLARS

MEMO Down Payment Assistance\*\* *Daren Hampton*

0001 000002 003 4567 890 0001 000002 003 4567 890 0001 000002 003 4567 890

**2016 NISSAN ROGUE SL**  
  
~~\$271/mo~~ **\$249/mo**

**2010 LINCOLN MKS ECOBOOST**  
  
**\$7,500**

**2014 LINCOLN MKX**  
  
~~\$273/mo~~ **\$249/mo**

**2019 DODGE GRAND CARAVAN SXT**  
  
**CHOOSE FROM 3! POWER DOORS, BACK UP CAMERA, POWER SEAT, FACTORY WARRANTY**  
~~\$292/mo~~ **STARTING AT \$269/mo**

**2016 CHEVY MALIBU PREMIER**  
  
**LEATHER, LOADED.**  
~~\$311/mo~~ **\$291/mo**

**2015 CADILLAC ATS**  
  
~~\$305/mo~~ **\$292/mo**

**2016 FORD ESCAPE TITANIUM**  
  
~~\$326/mo~~ **\$296/mo**

**2014 FORD FLEX SEL**  
  
~~\$305/mo~~ **\$299/mo**

**2016 NISSAN ROGUE SL**  
  
~~\$319/mo~~ **\$299/mo**

**2014 FORD F150 XLT**  
  
~~\$319/mo~~ **\$299/mo**

**2015 CADILLAC ATS**  
  
**AWD, LEATHER, SUNROOF, NAV, 67K MILES**  
~~\$324/mo~~ **\$299/mo**

**2017 RAM SPORT CREW 4X4**  
  
**LEATHER HEATED SEATS, BACK UP CAMERA, NAVIGATION. 25K MILES**  
~~\$479/mo~~ **\$439/mo**

**Veteran Owned!**  
  
Like us on: **facebook**

**E & H Auto Sales**  
*Where Service & Integrity are the Standard.*  
9920 Blue Star Memorial Hwy  
South Haven, MI  
**269-767-7399**

Payments based on year and mileage of vehicle, buyer credit, and best rates available. W. A.C. Voucher reflected in payment. See dealer for details.

**Daren Hampton**  
269.206.2164

**Brandon Black**  
269.364.9155

**Pamela Thomas**  
269.767.7399

# Dominion CHEVROLET



FIND **NEW** ROADS

## CHEVY WINTER SALE!

### 2019 CHEVY SILVERADO D. CAB 4X4

MSRP.....\$40,605  
REBATE.....-\$6,500  
LEASE LOYALTY.....-\$3,000  
DOMINION DISCOUNT...-\$2,500

**DOMINION DEALS**  
**\$28,605**



DEMO Stock #3177

**SAVE \$12,000**

### 2020 CHEVY EQUINOX AWD

**SAVE \$6,750**

MSRP.....\$29,095  
REBATE.....-\$4,250  
CURRENT LEASE.....-\$1,500  
DOMINION DISCOUNT...-\$1,000

**DOMINION DEALS**  
**\$22,345**



**LEASE SPECIAL FROM \$239/mo.**

### 2020 CHEVY SILVERADO HD3500 CREW 4X4

**SAVE \$4,500**

MSRP.....\$56,970  
REBATE.....-\$2,000  
DOMINION DISCOUNT...-\$2,500

**DOMINION DEALS**  
**\$52,470**



**DuraMax Diesel**

### 2020 CHEVY TRAX

**FINANCING APPROVAL FOR EVERYONE**

MSRP.....\$22,830  
REBATE.....-\$3,000  
LEASE LOYALTY.....-\$2,500  
DOMINION DISCOUNT...-\$1,000

**DOMINION DEALS**  
**\$16,330**



Stock # 3368

**LEASE SPECIAL FROM \$199/mo.**

### 2020 CHEVY TRAVERSE

**SAVE \$4,600**

MSRP.....\$35,565  
REBATE.....-\$2,500  
LEASE LOYALTY.....-\$2,000  
DOMINION DISCOUNT...-\$1,100

**DOMINION DEALS**  
**\$29,965**



### 2019 CHEVY SILVERADO LONGBOX V8

**FINANCING APPROVAL FOR EVERYONE**

MSRP.....\$32,050  
REBATE.....-\$4,500  
AUTO SHOW CASH.....-\$1,000  
PRIVATE OFFER.....-\$2,000  
DOMINION DISCOUNT...-\$1,000

**DOMINION DEALS**  
**\$23,550**



**SAVE \$8,500**

### 2020 CHEVY SPARK LS AUTOMATIC

**FINANCING APPROVAL FOR EVERYONE**

MSRP.....\$15,195  
REBATE.....-\$1,000  
DOMINION DISCOUNT...-\$200

**DOMINION DEALS**  
**\$13,995**



**SAVE \$1,200**

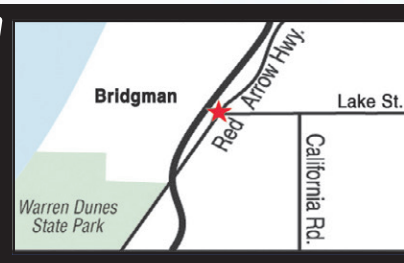
**During March Dominion Chevrolet is donating a portion of the proceeds from the sales of all New Chevrolet Cars, Trucks & SUV's!**



Lease payment includes 10% MSRP down + State fees W.A.C. finance approval for everyone must have 1 year full time job with \$2,400 monthly income. \$3,000 minimum trade reflected in price.



**269-465-3325**  
9630 RED ARROW HIGHWAY, BRIDGMAN, MICHIGAN  
**WWW.DCHEVY.COM**



# Signature HYUNDAI

Fresh Lineup, Fresh Savings.

# Spring sales event

## America's Best Warranty

10-Year/100,000-Mile  
Powertrain Limited Warranty  
\*See dealer for LIMITED WARRANTY details.

### 2019 HYUNDAI IONIQ HYBRID LIMITED

#H3263



WAS \$28,576  
LESS REBATE..... - \$1,750  
NOW **\$26,826\***

### 2020 HYUNDAI SONATA SEL

YOUR CHOICE  
1.9% x 60 MOS.  
OR  
2.9% x 72 MOS.



#H3470

WAS \$26,472  
NOW **\$26,072\***

### 2020 HYUNDAI ELANTRA SEL

M-PLAN SAVINGS  
**\$3,033**



#H3335

WAS \$21,835  
NOW **\$18,802\*\***



**Owner Assurance**



**Hyundai Complimentary Maintenance**  
3 Years Free Maintenance

\*Excludes tax, title, plate & doc fees. \*\*M-PLAN Pricing: Must be Michigan Resident. Excludes tax, title, plate & doc fees. Not compatible with other offers. See sales person for details. Colors may differ from actual vehicles.

# Signature HYUNDAI

**WE'RE OPEN 24 HOURS ONLINE!!! • WWW.SIGNATUREHYUNDAI.COM**  
**CALL OR VISIT US AT: 680 NAPIER, BENTON HARBOR**  
**CALL TOLL FREE 877-241-7725**



# READY SET GO!

Go get your new Toyota today!

FOR ALL TOYOTA OFFERS

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

**Expanded Toyota Military Rebate Program For MILITARY PERSONNEL & THEIR FAMILIES**  
**\$500 OVER & ABOVE ALL OTHER INCENTIVES!**

Ask about the **\$500 COLLEGE GRAD REBATE PROGRAM**  
**OVER & ABOVE ALL OTHER INCENTIVES!**

**ToyotaCare**  
**Every New Toyota Comes With ToyotaCare.<sup>13</sup>**  
**Toyota's No Cost Maintenance Plan.**

1. New 2020 RAV4 (excludes hybrid) \$500 Bonus Cash direct from Toyota Motor Sales, U.S.A., Inc. and must be applied to deal. 2. New 2020 RAV4 (excludes hybrid). \$1,500 TOTAL APR Cash = \$1,000 APR Cash + \$500 Bonus Cash. Customers financing through Toyota Financial Services using standard rates up to 72 months qualify for the TFS Standard Rate Retail Cash, subject to approved credit. 3. New 2020 RAV4 LE FWD Model 4430. Lease based on net cap cost of \$23,573. \$500 Bonus Cash included in lease deal. Lease end purchase option \$17,978.\* 4. Toyota vehicles and components are built using U.S. and globally sourced parts. 5. Customer Cash direct from Toyota Motor Sales, U.S.A., Inc. 6. New 2020 Camry (Includes Hybrid & TRD) 2.9% APR financing for 36 months with \$29.04 per \$1,000 borrowed OR 2.9% APR for 48 months with \$22.09 per \$1,000 borrowed OR 2.9% APR for 60 months with \$17.92 per \$1,000 borrowed OR 3.9% APR for 72 months with \$15.60 per \$1,000 borrowed.\*\* 7. New 2020 Camry LE Model 2532. Lease based on net cap cost of \$22,050. Lease end purchase option \$14,187.\* 8. New 2020 Tacoma (excludes TRD Pro & Model 7593) 1.9% APR financing for 36 months with \$28.60 per \$1,000 borrowed OR 1.9% APR for 48 months with \$21.65 per \$1,000 borrowed OR 1.9% APR for 60 months with \$17.48 per \$1,000 borrowed OR 3.9% APR for 72 months with \$15.60 per \$1,000 borrowed.\*\* 9. New 2020 Tacoma SR 4x4 Double Cab Model 7594. Lease based on net cap cost of \$29,727. Lease end purchase option \$26,273.\* 10. All-New 2020 Highlander (excludes hybrid). Customers financing through Toyota Financial Services using standard rates up to 72 months qualify for the TFS Standard Rate Retail Cash, subject to approved credit. 11. 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 U.S.A., 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. 12. The Toyota College Rebate Program is not compatible with the Military Rebate Program. See participating dealer or visit buyatoyota.com for complete details. 13. 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 1 PLUS customers ONLY. Excludes state and local taxes, tags, registration and title, and insurance. Ohio sales tax due at lease inception. 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 at the rate of \$0.15 per mile (10K low mileage lease). \$350 Disposition Fee is due at lease termination. \*\* Subject to approved credit through Toyota Financial Services Tier 1+ & 1 only. Not all customers will qualify for lowest rate - see dealer for terms and conditions. For 1, 2, 3, 5, 6, 7, 8, 9, 10, 11 & 12: Must take retail delivery from new 2020 dealer stock between 3/31/20 and 5/31/20. Customer Cash, APR & 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 03/31/20.



**Let's Go Places**

Visit Your Local Michigan Toyota Dealer Today!

# SIGNATURE TOYOTA

680 East Napier • Benton Harbor, MI  
877.241.7725



any new 2020 RAV4 (Excludes Hybrid)

**\$500 BONUS CASH**  
OVER & ABOVE ALL OTHER INCENTIVES!

Look how much you can save...

**\$1500 TOTAL APR CASH**<sup>2</sup>

When financed through TFS  
Includes \$500 Bonus Cash

-or- Lease a new

**2020 RAV4 LE**

8-Speed AT ECT-i 4-Door FWD SUV Gas Model #4430  
\$219/mo. 3-Year 10,000-Mile/Year Lease

**\$219**  
Per Mo.

36 Mos.  
\$2999  
Due at Signing

Includes \$500 Bonus Cash applied to lease.



any new 2020 CAMRY (Includes Hybrid & TRD)

**\$1250 CUSTOMER CASH**<sup>5</sup>

2.9% APR Financing for 60 Mos.<sup>6</sup>

-or- Lease a new

**2020 CAMRY LE**

8-Speed AT ECT-i 4-Door Sedan Gas Model #2532  
\$239/mo. 3-Year 10,000-Mile/Year Lease

**\$239**  
Per Mo.

36 Mos.  
\$2999  
Due at Signing



any new 2020 TACOMA (Excludes TRD Pro & Model 7593)

**\$1500 CUSTOMER CASH**<sup>5</sup>

1.9% APR Financing for 60 Mos.<sup>8</sup>

-or- Lease a new

**2020 TACOMA SR 4X4 DBL CAB**

6-Speed AT ECT-i 4-Door Pickup Truck Model #7594  
\$199/mo. 3-Year 10,000-Mile/Year Lease

**\$199**  
Per Mo.

36 Mos.  
\$2999  
Due at Signing

The All-New  
**2020 Highlander**  
ARRIVING DAILY!

any all-new  
2020 HIGHLANDER  
(Excludes Hybrid)



**\$750**  
APR CASH<sup>10</sup>

When financed through TFS

