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Moody on The Market



Moody ^{Pat}

Even with many restaurants, bars and other gatherings still sidelined or facing substantial restrictions to normal operations, the **West Michigan industrial economy** "remains on the recovery track that began in July," although supply chains are under heavy stress and "shortages are popping up everywhere." That's the quick snapshot of the market from **Professor Brian Long, Director of Supply Chain Management Research at Grand Valley State University in Grand Rapids.** Dr. Long has issued his monthly survey results, sharing data collected in the third and fourth weeks of November. His New Orders Index, his most sought after index of business improvement, came in at +19, up slightly from October's +16. However, his Production Index, which is termed "output" by many economists, remained positive but fell sharply to +2 from October's +29. Long says activity in the purchasing offices, his Purchasing Index, came in at +9, modestly below last month's +12. Most notably in this survey, Long says, "Even after five months of recovery, our survey participants continue to complain that the supply chains, both foreign and domestic, are still far from getting back to normal." He adds, "In fact, this month's Lead Time Index set a record at +66, up from +42. As a result, some firms have had difficulty maintaining production schedules because of delayed shipments of key materials or components." Long says that additionally, the freight companies themselves are often short both trucks and drivers. He reports, "With a new wave of Covid-19 now upon us, we should not be surprised if our statistics flatten or even turn slightly negative in the next few months. However, there seems to be universal agreement that when the new vaccine (or vaccines) finally reach a large portion of the population, we should see an economic boom." In his November report, Professor Long shares a national view from **Chris Williamson, Chief Business Economist at IHS Markit,** who says: "The manufacturing recovery kicked up a gear in November, with production growth accelerating to the highest for over six years. Most encouraging was the breakdown of the rise in new orders which underpinned the expansion. Although demand for consumer goods remained somewhat subdued, mainly reflecting rising virus infection rates, demand for investment goods such as

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Sarah Spoonholtz,
Regional Director,
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Buy Local Bridgman Community Gift Cards

Many of us would assume that as we put an end to 2020, that we can officially put a close to the chapter that has been one of the most challenging years for people and business owners alike. However, with the continuation of restrictions being in place as we start 2021, we all must keep in mind that supporting businesses doesn't simply stop when the holiday season is over. We

HAVE to continue shopping with them, ordering take-out or delivery, and supporting them in what could prove to be the most difficult time of year ever.

Traditionally, first quarter (January, February, and March) are the slowest months for businesses and many restaurants. Post-holiday

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Sarah Continued from cover

recovery in many cases causes everyone to pause spending in hopes to financially recover from Christmas; add in the dark nights, falling temps, and snow as an excuse to stay home and you've got a perfect storm of slow sales and lost income. With many of our restaurants and small businesses still feeling the impact of COVID-19 restrictions, first quarter also holds an unfortunate large likelihood of seeing some of them close for good.

For those reasons, as well as many others, we proudly launched the **Buy Local Bridgman Community Gift Card** last week in partnership with our affiliates the **Greater Bridgman Area Chamber & Growth Alliance**. This community gift card, unlike reloadable visa debit cards, ensures the money spent stays local. It's also not store-specific, which means it can be redeemed at a number of participating Bridgman merchants.

While monitoring the continued impact that COVID-19 has on businesses, representatives from the Bridgman CGA Board spoke up about wanting to do something specifically for their business community. "After reviewing multiple options, this was the easiest and most effective way to infuse Bridgman businesses with extra funds in an effort to sustain them" says Brett Boyd, current Board Chair for the Bridgman CGA.

Like many parts of Southwest Michigan, the Bridgman community has seen amazing growth over the last few years, and we cannot risk losing that momentum. Watching the success of our #buylocalberrienchallenge on social media has shown how impactful a dedicated consumer spending campaign can be for local businesses. We hope to move the needle once more by launching this gift card and helping our beloved Bridgman merchants return to the pre-COVID revenue that so many are in desperate need of.

The best part is it's super easy for anyone to purchase and send gift cards.

Consumers can purchase these community gift cards online from SMRC program partner *Yiftee* by visiting www.smrchamber.com/bridgman. They are all digital, so customers can either print them out or save them directly to their mobile device. From there, they simply need to present the card to a participating merchant who will process it like any other manual entry Mastercard transaction.

Current participating merchants include:

- Accents at Himalaya Textiles
- Haymarket Brewery & Taproom
- Lake Side Fitness
- Paws to Wash
- Small Town Grounds
- Tapesty Brewing
- The Sandpiper

Based off the almost immediate sell out success of the initial purchase match, the Bridgman CGA will be allocating additional funds to the program that will allow for bonus card opportunities, such as buy a \$25 card get \$10 free, or buy a \$50 card get \$25 free. Consumers can either keep the bonus card for themselves to gift to others.

If you are a Bridgman Merchant who'd like to learn more or sign up for the program, you can reach me at sspoonholtz@smrchamber.com or call my direct line at 269-932-4040, the sign up process quick and easy.

If you'd like to learn more about the Chamber, find current members, view upcoming events, or discover member benefits visit our website smrchamber.com. We look forward to seeing and connecting with you soon!

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Diane Genovese,
Owner

Preserving Seniors Independence

We all wish to be independent; and not have to depend on anyone – especially our grown children. Unfortunately, the aging process doesn't always respect our wishes. I have worked over twelve years in the In-home care realm, serving our seniors, which has provided me with a true and real insight to the growing needs of this population. The truth is, we will all age. The reality is, we too will one day be the person in need. It is important that we take a step back and imagine how we are going to face losing some of our own independence when the time comes. By doing this, we can better understand what our parents are facing, put ourselves in their shoes, and hopefully guide them with a greater love and understanding. In my numerous visits with the families of loved ones, the one goal that resonates each time is, mom/dad wish to stay in their own home. Seniors are accustomed to leading productive lives and their days should involve hobbies and engagement in activities which will help them remain in their homes. Feeling useful can be a boost to an elderly person who is feeling isolated or depressed. Everyone needs to feel like they are contributing to something larger than themselves. You may be surprised how much a person perks up knowing that they are making real contributions to their household chores and engaging in fun activities which help counteract a sense of isolation. It truly is about finding ways to help nourish your loved

one with a sense of purpose, which is genuine to each one of us.

Helping elderly people feel connected and useful is one of the most nurturing things we can do. They need to be reassured by our thoughts and actions that their life has purpose now as it always has. Age does not change this. All of us cultivate our purpose which gives true meaning to every journey we experience.

There's no denying that giving up driving can be a tough step for older adults -- often far harder than we anticipate. It is one thing to talk about giving up driving but quite another to suddenly find yourself unable to go where you desire, when you wish to go. You can be a valuable source of emotional support to a driver as he or she gets used to life without wheels, by listening carefully to their concerns and helping to set up alternate solutions to continue their outings they once enjoyed and also maintaining scheduled appointments.

There can be a balance between accepting help and living independently. By accepting help you are giving a gift to your family and also the person helping you.



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Don

Stuart

Enormous Language, Gorgeous Fiddle

I'm getting a big assist in composing this column from a rusty old cookie sheet. It's one of those things certain Marie Kondo acolytes my household wish I would throw out, but here it is, playing a valuable role in helping me entertain my millions of global fans!

The cookie sheet is serving to display some 800 words from two Magnetic Poetry Kits that I acquired approximately 27 years ago. Don't ask me the who/what/when/where/why of this acquisition – all I know is I have them and have never used them. Yeah, they're also among the things certain Marie Kondo acolytes in my household wish I would throw out.

As I painstakingly explore the bits and pieces of these kits, I'm discovering many batches of words that are still connected – the scoring in the magnetic material didn't cut all the way through to separate the individual words. And lo and behold, I think there's some "instant" poetry here!

The still-connected magnets are generally two columns of three to four words. Here are some examples, reading from top to bottom, in left to right order:

"Some take/gown most/sun fast." (Reverse the reading order and you get "Fast sun/most gown/take some"... a completely different poetical interpretation!!)

"Place sordid blood behind heave garden." Ooooh, that one sounds mighty eerie – ideal for sharing with little kids around flickering campfires in the deep dark woods just before turning in for the night!

"Them lust from bare like feet." "Enormous language, gorgeous fiddle." I really like this couplet, if that's what it is, because half of it describes my inimitable writing style!

I also like these smaller, three- and four-word combinations: "Frantic delicate summer"; "Luscious languid power"; "Spray shake drool." Don't those sound like the titles of bodice-ripping romance novels?!

While exploring the Internet, I found many real-life examples of magnetic poetry. Unfortunately, many of them are a bit, uhhhh, racy.

I found one "poem" featuring words which, in and of themselves, aren't all that lascivious, but, in my opinion, when cobbled together as they are, requires extensive editing to appear in a family publication like MailMax. Here is a Safe-For-Work version:

Come here you nasty (redacted) of (redacted) (redacted).

The smoky perfume of your (redacted) (redacted) (redacted) makes my (redacted) (redacted) (redacted) and (redacted).

(Redacted) my (redacted) I (redacted) tremendously like (redacted) bacon.

(If you feel "bacon" should be censored for decency's sake, let me know, and let me know why you think so.)

My lack of poetic eloquence has resulted in only one column ever dedicated, sort of, to poetry. It contained my ruminations on the highly atmospheric and emotional names given to paint colors. Here are a couple of my deeply reflective poeticisms inspired back then by Sherwin Williams, Benjamin Moore, and Martha Stewart:

- Not blue, but Shantung
- Yellow, nay – 'tis Glacial Pool
- Beige, no! Common Larch!
- Morning Fog, Ramie
- Mounting Dusk, Pheasant, Moon Rise
- Mint Jelly, High Tea

You'll notice these are actual haikus. Most of the words are nowhere to be found in my Magnetic Poetry Kits. But I also don't think any of them require redaction.

(Although if you feel "moon rise" should be censored for decency's sake, let me know, and let me know why you think so.)

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Pastor



Rosenbaum

The Real Star

"I baptize with water," John replied, "but among you stands one you do not know. He is the one who comes after me, the thongs of whose sandals I am not worthy to untie."

John 1:26,27

With these words, John the Baptist takes his place next to Dr. Watson, Ed McMahon, Art Garfunkel, and Scottie Pippen in the society of famous "second fiddles." Dr. Watson didn't solve the case. He marveled at the wits of Sherlock Holmes and then complimented the detective on a job well done. Ed McMahon didn't sit behind the desk on The Tonight Show. He introduced Johnny Carson and then provided a hearty "laugh track" to the host's comedic efforts.

Some of those famous second fiddles weren't always so happy to play the supporting role. But John the Baptist was more than okay with it. In fact, he knew it was his divinely-given role in life to point ahead to the one who was coming after him. Before he

was even born, the angel Gabriel told John's father, "He will go on before the Lord . . . to make ready a people prepared for the Lord" (Luke 1:17).

And when he grew up and started preaching and started to gain a bit of a following, even then John remembered that it wasn't about him, it was about Jesus. "The one who comes after me," John says, "He is the one you're looking for. He's the star of this show."

What an example for us to imitate! What a blessing to play "second fiddle" to Jesus! It was the purpose and goal of John the Baptist's life. It's the purpose of our lives as well. Aware of our mountain of sins, aware of our spectacular failures in obedience, we echo John's words, "I am not worthy." But Jesus took our unworthiness to the cross. And now, in joyful thanks, we become John the Baptists—if not in appearance or mannerisms, at least in message and attitude. Our goal each day is to give Jesus glory—in how we interact with the people around us and use our time and abilities. It's not about us. It's all about Jesus.

Prayer: Lord and King, forgive me for those times when I am overcome by pride, arrogance, or selfish ambition. Lead me to follow John's example of humility and to glorify you all my life. Amen.

Submitted by: Pastor Glenn T. Rosenbaum
Administrative Pastor
Grace Evangelical Lutheran Church, St. Joseph
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MOODY *Continued from Cover*

business equipment and machinery rose especially sharply. The rise in investment spending sends a welcome signal that companies have become more optimistic about longer term prospects, something that was reinforced by a surge in firms' expectations about production in the year ahead – even in consumer-facing sectors – to the highest since early-2015." Turning his attention specifically to the automotive industry, Dr. Long tells us, "Although the business conditions for the **West Michigan auto industry** remain on track, the November sales picture for the industry, at first glance, looks weak. Although many nameplates are still reporting only quarterly sales, the November sales report for the rest of the industry fell by 12.2-percent." He adds, "However, *Automotive News* blames most of the problem on 'a fluke in the calendar.' For November 2020, there were three fewer selling days than last year. According to *Motor Intelligence*, the estimated Seasonally Adjusted Annualized Rate of sales in November came in at 15.2 million units. Dealer inventories remain slim, and most firms are still reporting recurring parts shortages at many assembly plants. **Thomas King**, who heads the data and analytics division at **J.D. Power**, further comments: "November 2020 is a prime example of why accounting for selling day differences is important in measuring comparable sales performance. After two consecutive months of year-over-year retail sales gains, a quirk in the November sales calendar will result in new-vehicle retail sales appearing to fall 12-percent. This year, November has three fewer selling days and one less selling weekend compared with 2019. When these calendar quirks are accounted for, new-vehicle retail sales are expected to almost match 2019 levels. While the sales results illustrate the continued strength of consumer demand, that strength is further reinforced by transaction prices hitting another record high, even as manufacturers and retailers continue to remain disciplined on new-vehicle incentives and discounts." Looking at the November Employment Index for the West Michigan industrial economy, that index improved modestly to +4, up from October's -2. At the state level, **Michigan's Department of Technology, Management and Budget** unemployment tabulation for October (the earliest month available) reported on December 1st that the seasonally adjusted state-wide unemployment rate fell sharply to 5.5-percent from 8.6-percent. For most West Michigan counties, the unemployment rate improved by about two percentage points. Turning to Industrial Inflation,

Professor Long says, "With our November Lead Times Index coming in at a 30-year high of +66, it is not surprising to see our West Michigan Price Index edge up to +26 from +16." By way of explanation, he notes, "Numerous supply chain disruptions have driven prices higher for a few key commodities such as steel, paper, corrugated, and aluminum."

Professor Long always works to peer into the crystal ball to forecast the future from the perspective of those taking his survey. In November's Short-Term Business Outlook Index, which asks local firms about the business perception for the next three to six months, the numbers retreated to +3 from +14. The Long-Term Business Outlook Index, which queries the perception for the next three to five years, backtracked to +23 from +37. Long suggests, "Needless to say, most measures of confidence are driven by the news cycle, and despite the promise of vaccines being available within months, the increasing Covid-19 death rate and the threat of more shut-downs make the outlook for next few months more pessimistic." Summarizing the data collected in November, Dr. Long says, "Although most of our statistics are headed in the right direction, the resurgence of Covid-19 cases has become the new wild card. By sometime in the early spring, it now appears that a large number of people may be vaccinated, and some form of normalcy will begin to resume. But to quote **Yogi Berra**, 'It ain't over 'till it's over.' Hence, it is going to be a long six months between now and then. Thousands of people are going to be infected, and many will die. Many of our local industrial firms have mandated face masks, divided work areas for social distancing, devoted cleanup crews to perpetual cleaning all with the goal of remaining open. However, worker absences for daycare issues and fears of infection will continue to challenge the normal operations of many firms at almost every level in the entire supply chain." Looking further down the road, Long surmises, "By summer, if all goes well, we may see a short economic boom as pent-up demand fuels a round of purchases at both the consumer and industrial levels. For another wild card, we hope congress will pass a significant stimulus package to assist the vulnerable sections of the economy through the gap. However, it is worth remembering that some retail businesses, some restaurants, some movie theaters, and some segments of the office furniture business will not come back. Other businesses like Amazon and automotive parts suppliers appear poised to expand. Even this month's report mentions numerous firms that are again looking for new employees at all levels. What we don't know is how long it will take for the newly-unemployed people to transition to available jobs in the post-pandemic West Michigan economy." As is Dr. Long's regular practice, he shares a number of verbatim anecdotal comments in an anonymous fashion from survey participants. Here are some of those from his report in November: "As our organization is essential, we have found that our necessary projects and work have not lessened.



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Our methods of completing our tasks have been challenged due to the virus, but with proper precautions, we can still be successful..."Automotive is strong despite the pandemic!"..."We are seeing high absentee rates due to COVID!"..."We are struggling to keep production running due to Covid-19 exposure throughout our workforce..."..."We are battling Covid internally and with our supply base. It keeps things interesting..."..."I am used to business slowing down in November once deer season starts, but this slowdown came out of the gate slow. November will likely be our lowest booking month of the year after a nice uptick in the third quarter..."..."Shutting down the restaurants and bars in Michigan is hurting our business as well..."..."We're still seeing a lot of delays on international shipments which make things difficult for planning purposes..."..."Our customer forecasting variability is at an all-time high..."..."So far, we have seen some fairly strong months for sales, but we are very cautious about the end of the year..."..."The aluminum beverage can shortage is real. It going to have a negative impact on craft brewers..."..."Next few months are going to be unpredictable. Short term sales pressure a real concern. Huge focus on keeping employees safe..."..."We were busier than expected this month, and actually ran some overtime. Hope it keeps up..."..."SLOW!"..."Our business continues to be great, and demand is out stripping our supply of materials."

The **New Super Buffet Restaurant** in the **Pipestone Plaza of Benton Township** has posted notice in their doorway that the buffet has been permanently closed. The restaurant, just down the strip from **Big Lots** and **Burlington Coat Factory** at **1956 Pipestone Road** had been a fixture in that shopping center for a number of years, but has been seriously hampered by closures and state mandated shutdowns in a business that did not easily translate to carry-out and curbside service to the degree that regular menu service restaurants have been able to adjust. Restaurant officials posted a simple sheet of paper that reads: "We are closing permanently. Thank you for all these years of support." The telephone number has been disconnected, so attempts to reach the owners have been unsuccessful.

Even heading to the **ski slopes** this winter won't be as simple and carefree as those seeking fun and adventure have grown accustomed to over the years, with the Michigan ski industry urging everyone thinking of strapping on their ski boots to **"Know Before You Go."** Saying that without a doubt, 2020 has been

a year of change, the Michigan ski industry is working overtime now preparing to deal with the safety of guests and staff during a pandemic, which is a top priority of ski areas across Michigan as they begin to open. Indoor restrictions, face covering rules, new take-and-go dining options, new lift queue configurations, and social distancing rules are some of the changes that guests will find at ski areas across the state. This season, the **Michigan Snowsports Industries Association (MSIA)** is urging skiers and riders to "Know before you go," by checking the website of the ski area you are planning to visit to familiarize yourself with their COVID-19 protocol. **Steve Kershner**, MSIA Chairman and Director of Snow Sports at **Shanty Creek Resort**, says, "Some ski areas are going to contactless lift ticket sales, others are bringing in food trucks for outdoor dining, changing the rental department around to aid in social distancing and limiting class sizes for ski and snowboard lessons." One rule that is consistent across all Michigan ski areas is the requirement to wear CDC-recommended face coverings, indoors and outdoors when 6 feet of physical distance cannot be maintained. That includes the base lodge staging area, shuttles, lift lines, while loading and riding a lift, entering an indoor facility or anywhere else where distancing is difficult. Kershner cautions, "The important thing to remember is that we are doing this for the well-being of our guests and our staff. We want everyone to be able to head out and enjoy the slopes safely." **Mickey MacWilliams**, President and Executive Director of MSIA says that the association's website, www.goskimichigan.org, now has a COVID-19 information page with links to each Michigan ski area's COVID-19 policies. MacWilliams says, "This makes it easy for skiers and riders to check out the particulars at any ski area that they plan to head to and come prepared." She adds that the site offers some general guidelines that are relevant no matter which ski area you visit.

Hope your Christmas was superb, and you continue to stay safe. See you Saturday right here in **MailMax!**

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Mon - Sat 12-6, Sun 12-5

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6 chicken nuggets w/sauce & fries
\$5.00

3 Pieces Chicken
Mashed Potatoes & Gravy, Dinner Roll & Butter
\$6.29

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New Year's Eve Package

- Harbor View Guestroom
- Bottle of Champagne in Room
- Inn Souvenir Basket
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- Complimentary Friday Night Stay

\$300 Harborview Room
2 night stay
*Taxes & Fees not included
Valid December 31st, 2020 & January 1st, 2021

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NEW YEAR'S EVE
5 Course Holiday Gala Dinner
\$49 per person

Appetizer - Chilled Shrimp Cocktail/Yuzu Ginger Aioli
Soup - Tuscan Andoulli Minestrone
Salad - Organic Greens/Poached Golden Raisins/Gorgonzola Roasted Pinenuts/Sweet Mustard Vinaigrette
Main Event - Smoked Prime Rib of Beef/Au Jus Horseradish Sauce (choice of one) Fresh Northern Atlantic Cod on a Cedar Plank with Soy Ginger Glaze/Miso Aioli
Dessert - Lavender White Chocolate Creme Brule

New Year's Eve available for pick-up 2pm-8pm on December 31 (orders must be phoned in or made on our website no later than December 30)

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HAPPY
New Year



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9					8	5		
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2021

HAPPY NEW YEAR

Level: Intermediate

WORD SEARCH

S	F	P	B	G	L	H	E	D	A	N	H	M	A	O	C	W	N	H	X	
J	C	H	P	A	C	J	T	T	U	K	H	B	A	X	Y	J	S	M	H	
R	D	O	L	A	L	A	E	G	B	S	E	D	D	U	G	R	E	H	F	
I	T	P	R	E	S	E	N	T	A	T	I	O	N	A	A	T	K	O	T	
S	Y	H	T	X	A	G	X	U	B	A	J	W	P	R	I	I	O	T	Y	
G	X	G	R	H	R	G	H	D	G	W	S	D	P	I	B	D	O	W	E	
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E	R	U	S	A	E	M	I	T	G	K	E	A	G	D	I	M	M	L	G	

Find the words hidden vertically, horizontally, diagonally, and backwards.

GET COOKING WORD SEARCH

ADJUST	GARNISH	PLANNING
BREAKFAST	HOLIDAY	POT
CHOPPED	INGREDIENTS	PRESENTATION
COOKING	KITCHEN	RECIPE
CULINARY	LUNCH	SEASONINGS
DESSERT	MEALS	SLOW
DINNER	MEASURE	SNACK
FOOD	MIXING	TASTE

Answers can be found on Page 20

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2021 FORD BRONCO SPORT BIG BEND ALL WHEEL DRIVE

Shadow Black, 1.5 EcoBoost Engine, Class II Trailer Tow Package, FORD Co-Pilot 360 Assist Plus, and Much More! MUST SEE! F21013

MUST SEE!!
MSRP \$30,945



2020 FORD EDGE SEL ALL WHEEL DRIVE

Rapid Red, Active X Seat Material Heated Front Seats, Heated Steering Wheel, Adaptive Cruise Control, Voice Activated Navigation, Hands Free Liftgate, Remote Start, Wireless Charging Pad, Panoramic Vista Roof, 18 Inch Bright Machined Aluminum Wheels, and Much More! F20397

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36 MONTH LEASE WITH APPROVED CREDIT, 10,500 MILES PER YEAR, \$3,100 DUE AT SIGNING, PLUS 1st PAYMENT, TAX, TITLE, DOC FEE, PLATE FEE, SECURITY DEPOSIT WAIVED, *MUST QUALIFY FOR FORD RCL RENEWAL, FORD HOLIDAY TRADE IN ASSISTANCE LEASE CASH & FORD EDGE TO EDGE RCL RENEWAL, OFFER EXPIRES 12/31/20



2020 FORD ESCAPE SE ALL WHEEL DRIVE

Dark Persian Green Metallic, Heated Front Seats, Rear View Camera, Keyless Keypad, Ford Co-Pilot 360, 1.5 EcoBoost Engine, and Much More! F20302
MSRP.....\$29,450
SIEMANS DISCOUNT.....- 1,255
FORD CREDIT RETAIL BONUS CASH*.....- 700
FORD TRADE-IN ASSISTANCE BONUS CASH* - 1,000
FORD CAR TO ESCAPE OWNER LOYALTY* - 500
FORD RETAIL TRADE-IN ASSISTANCE BONUS CASH* - 2,000

SALE PRICE \$23,995
PLUS 0% FOR 60 MONTHS
(WITH APPROVED CREDIT)
(*MUST QUALIFY/MUST FINANCE THRU FORD MOTOR CREDIT)



2020 FORD EXPLORER XLT 4X4

Rapid Red Metallic, Active X Seat Material, Remote Start, Power Passenger Seat, Twin Panel Moonroof, Heated Steering Wheel, Heated First and Second Row seats, and Much More! F20450

MSRP.....\$47,235
SIEMANS DISCOUNT.....- 1,740
FORD CREDIT RETAIL BONUS CASH*.....- 2,700
FORD RETAIL TRADE-IN ASSISTANCE BONUS CASH* - 2,000
FORD HOLIDAY TRADE-IN ASSISTANCE BONUS CASH* - 1,000

SALE PRICE \$39,795
PLUS 0% FOR 72 MONTHS
(WITH APPROVED CREDIT)
(*MUST QUALIFY/MUST FINANCE THRU FORD MOTOR CREDIT)



2020 FORD F-150 SUPERCREW XLT 4X4

Velocity Blue, Sport Appearance Package, LED Box Lighting, Power Sliding Rear Window, 2.7 V6 EcoBoost Engine, Navigation, Trailer Hitch, Reverse Sensing System, and Much More! F20202

MSRP.....\$50,105
SIEMANS DISCOUNT.....- 3,110
FORD F-SERIES RETAIL CUSTOMER CASH - 2,500
FORD SELECT INVENTORY CUSTOMER CASH - 750
FORD BONUS CASH.....- 1,500
FORD HOLIDAY TRADE-IN ASSISTANCE BONUS CASH* - 1,000
FORD COMPETITIVE CONQUEST BONUS CASH* - 1,000

SALE PRICE \$40,245
(*MUST QUALIFY)



2020 FORD TRANSIT 15 PASSENGER XLT WAGON

Agate Black Metallic, Privacy Glass, Limited Slip Rear Axle, Wheel Simulators Added, FORD CO-PILOT 360, Rear View Camera, and Much More! F20297

MSRP.....\$49,610
ADD FOR WHEEL SIMULATORS.....+ 888
SUBTOTAL.....\$50,498
SIEMANS DISCOUNT.....- 2,003
FORD SELECT INVENTORY CUSTOMER CASH - 750
FORD RETAIL CUSTOMER CASH.....- 1,750
FORD HOLIDAY TRADE-IN ASSISTANCE BONUS CASH* - 1,000
FORD COMPETITIVE CONQUEST BONUS CASH* - 1,000

SALE PRICE \$43,995
(*MUST QUALIFY)



2020 FORD F350 XLT DUALY PICKUP

Agate Black, 6.7 Power Stroke Diesel, 4.10 Limited Slip Rear Axle, Fog Lamps, Reverse Vehicle Aid Sensor, Power Seat, Rear Defroster, 5th Wheel Hitch Prep Package, Power Scope Trailer Tow Mirrors, 17 Inch Forged Aluminum Wheels, LED Box Lighting, Upfitter Switches, Remote Start, and Much More! F20458

MSRP.....\$60,440
SIEMANS DISCOUNT.....- 1,945
FORD F-SERIES RETAIL CUSTOMER CASH - 500

SALE PRICE \$57,995



2020 FORD F-550 4X4 DUMP TRUCK

Oxford White, 6.7 Power Stroke Diesel, Payload Plus Upgrade, Power Windows and Locks, Trailer Brake Controller, Snow Plow Prep Package, VOTH Dump Body, and Much More! F20380

MSRP.....\$57,720
ADD FOR VOTH DUMP BODY.....+ 18,386
SUBTOTAL.....\$76,106
SIEMANS DISCOUNT.....- 3,854
FORD F-SERIES RETAIL CUSTOMER CASH - 500
FORD COMMERCIAL CONNECTION UPFIT CASH* - 1,000

SALE PRICE \$70,752
(*MUST QUALIFY)

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BIG FINISH 2020



2020 DODGE JOURNEY

Pitch Black, Black Top Package, Black Wheels, 3-Zone Temp Control, Power Seat, Touch Screen Radio, 7-Passenger Seating, Satellite Radio, and Much More! C20134



MSRP.....	\$27,230
LESS EMPLOYEE PRICING DISCOUNT.....	- 1,595
EMPLOYEE PRICING FOR ALL.....	\$25,635
REBATE.....	- 1,250
CHRYSLER CAPITAL BONUS CASH*.....	- 1,000
RETAIL BONUS CASH.....	- 1,000
CONQUEST TRADE-IN BONUS CASH*.....	- 2,500

SALE PRICE FOR EVERYONE.....\$19,885

MILITARY CONSUMER CASH*.....	- 500
CONQUEST LEASE CASH*.....	- 500

AS LOW AS.....\$18,885

(*MUST QUALIFY/MUST FINANCE THRU CHRYSLER CAPITAL)

2020 JEEP RENEGADE LATITUDE 4X4

Black Clear Coat, Heated Front Seats, Touch Screen, Heated Steering Wheel, Remote Start, Back-Up Camera, and Much More! C20176



MSRP.....	\$28,875
LESS EMPLOYEE PRICING DISCOUNT.....	- 1,790
EMPLOYEE PRICING FOR ALL.....	\$27,085
REBATE.....	- 1,500
CHRYSLER CAPITAL BONUS CASH*.....	- 750
NATIONAL BONUS CASH.....	- 500
BONUS CASH.....	- 500

SALE PRICE FOR EVERYONE.....\$23,835

2020 RETURNING LESSEE*.....	- 500
MILITARY CONSUMER CASH*.....	- 500

AS LOW AS.....\$22,835

(*MUST QUALIFY/MUST FINANCE THRU CHRYSLER CAPITAL)

2020 RAM 2500 CREW CAB 4X4

Black, 6.4 V8 Engine, Heavy Duty Snow Plow Prep Package, Chrome Appearance Group, Anti-Spin Rear Axle, Rear Window Defroster, Touch Screen and Much More! C20140



MSRP.....	\$44,725
EMPLOYEE PRICING DISCOUNT.....	- 4,424
EMPLOYEE PRICING FOR ALL.....	\$40,301
BONUS CASH.....	- 1,000
RAM BONUS COUPONS.....	- 500

SALE PRICE FOR EVERYONE.....\$38,801

MILITARY CONSUMER CASH*.....	- 500
RETURNING LESSEE CASH*.....	- 500

AS LOW AS.....\$37,801

(*MUST QUALIFY)

2020 JEEP GRAND CHEROKEE LIMITED X 4X4

Diamond Black Crystal, 20 Inch Wheels, Bi-Xenon HID Headlamps, Sport Hood, Navigation, Power Liftgate, Heated Seats, Heated Steering Wheel, Remote Start, Parkview Rear Back-Up Camera, ParkSense Rear Park-Assist with Stop, Blind-Spot and Cross-Path Detection, and Much More! C20291



MSRP.....	\$49,685
EMPLOYEE PRICING DISCOUNT.....	- 4,198
EMPLOYEE PRICING FOR ALL.....	\$45,487
REBATE.....	- 750
CHRYSLER CAPITAL RETAIL BONUS CASH*.....	- 1,000
NATIONAL RETAIL BONUS CASH.....	- 500
BONUS CASH.....	- 500

SALE PRICE FOR EVERYONE.....\$42,737

MILITARY CONSUMER CASH*.....	- 500
RETURNING LEASE CASH*.....	- 500

AS LOW AS.....\$41,737

(*MUST QUALIFY/MUST FINANCE THRU CHRYSLER CAPITAL)

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BIG FINISH 2020

2020 JEEP CHEROKEE LATITUDE PLUS 4X4

Diamond Black Crystal, Altitude Package, 18 Inch Gloss Black 5-Spoke Wheels, Touch Screen Radio, Power Seat, Blind Spot and Cross Path Detection, Back-Up Camera, and Much More! C20265



MSRP.....	\$32,030
LESS EMPLOYEE PRICING DISCOUNT.....	- 1,993
EMPLOYEE PRICING FOR ALL.....	\$30,037
REBATE.....	- 1,000
CHRYSLER CAPITAL BONUS CASH*.....	- 750
RETAIL BONUS CASH.....	- 750
BONUS CASH.....	- 1,000

SALE PRICE FOR EVERYONE.....\$26,537

MILITARY CONSUMER CASH*.....	- 500
RETURNING LESSEE CASH*.....	- 500

AS LOW AS.....\$25,537

(*MUST QUALIFY/MUST FINANCE THRU CHRYSLER CAPITAL)

2021 JEEP COMPASS LIMITED 4X4

Olive Green, Leather Seats, Touchscreen Radio, Ventilated Seats, Navigation, Heated Steering Wheel, Blind Spot and Cross Path Detection, Back-Up Camera, Heated Front Seats, Remote Start, and Much More! C21040



MSRP.....	\$33,950
EMPLOYEE PRICING DISCOUNT.....	- 2,257
EMPLOYEE PRICING FOR ALL.....	\$31,693
REBATE.....	- 2,000
CHRYSLER CAPITAL BONUS CASH*.....	- 750
BONUS CASH.....	- 250
NATIONAL BONUS CASH.....	- 500

SALE PRICE FOR EVERYONE.....\$28,193

MILITARY CONSUMER CASH*.....	- 500
RETURNING LESSEE CASH*.....	- 500

AS LOW AS.....\$27,193

(*MUST QUALIFY/MUST FINANCE THRU CHRYSLER CAPITAL)

2020 RAM 1500 CREW CAB LARAMIE 4X4

Hydro Blue Pearl, Leather Bucket Seats, Sport Appearance Package, 5.7 HEMI V8 Engine, Navigation, Wheel to Wheel Side Steps, Trailer Brake Controller, Anti-Spin Rear Axle, Heated Front Seats, 20 Inch Wheels, Sport Performance Hood, Heated Steering Wheel, Blind Spot and Cross Path Detection, and Much More! C20198



MSRP.....	\$57,125
LESS EMPLOYEE PRICING DISCOUNT.....	- 6,835
EMPLOYEE PRICING FOR ALL.....	\$50,290
CHRYSLER CAPITAL RETAIL BONUS CASH*.....	- 500
RAM BONUS CASH COUPONS.....	- 500
TRUCK OWNER CONQUEST RETAIL BONUS CASH*.....	- 1,000

SALE PRICE FOR EVERYONE.....\$48,290

CONQUEST LEASE CASH*.....	- 500
MILITARY CONSUMER CASH*.....	- 500

AS LOW AS.....\$47,290

(*MUST QUALIFY/MUST FINANCE THRU CHRYSLER CAPITAL)

2020 RAM 5500 4X4 FLATBED STAKE TRUCK WITH LIFT

Bright White, 6.4 V8 Engine, 16 Foot Platform Flatbed with Stake Racks, Power Liftgate, Chrome Appearance Package, Power Windows and Locks, Integrated Voice Command with Blue Tooth, and Much More! C20253



MSRP.....	\$44,300
ADD FOR STAKE BODY AND LIFTGATE.....	+13,629
SUBTOTAL.....	\$57,929
SIEMANS DISCOUNT.....	- 2,934
REBATE.....	- 500
ON THE JOB COMMERCIAL UPFIT*.....	- 1,000
COMMERCIAL TRUCK SEASON BONUS CASH*.....	- 500
RAM COUPONS.....	- 500

SALE PRICE FOR EVERYONE.....\$52,495

MILITARY CONSUMER CASH*.....	- 500
RETURNING LESSEE CASH*.....	- 500

AS LOW AS.....\$51,495

(*MUST QUALIFY)

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WAS \$27,964



2016 MERCEDES 4MATIC GLE350 AWD

NOW \$26,915

3.5 EFI Engine, 7 Speed Automatic, Aluminum Spoked Wheels, 71K Miles, Navigation, Memory Power Leather Heated Front Seating, Power Dual Panel Moon Roof, Auto Climate Control, Rear View Camera, Power Lift Gate, Remote Keyless Entry System, Car Smart Checked! F20388A

WAS \$34,552



2016 FORD F-150 XLT SUPERCREW 4X4

NOW \$33,305

5.8 V8 EFI Engine, 6 Speed Automatic, Chrome-Like PVD Wheels, 45K Miles, Remote Start, SYNC 3, Bed Liner, Chrome Step Bars, Power Heated Front Seats, Power Adjust Pedals, Reverse Sensing System, Rear View Camera, Trailer Tow Group, Pro Trailer Back Up Assist, Remote Keyless Entry System, Ford Certified! F20436A

WAS \$36,625



2017 FORD F-150 XLT SUPERCREW 4X4

NOW \$34,907

2.7 V6 EFI Engine, 6 Speed Automatic, Chrome-Like PVD Wheels, 36K Miles, Chrome Step Bars, Power Driver Seat, Power Adjust Pedals, Rear View Camera, Remote Keyless Entry System, Ford Certified! C20162A

WAS \$39,995



2018 FORD F-150 XLT SUPERCREW 4X4

NOW \$39,369

2.7 V6 Ecoboost EFI Engine, 10 Speed Automatic, Chrome-Like PVD Wheels, Only 15K Miles! Remote Start, Navigation, SYNC 3, Bed Liner, Running Boards, Power Heated Front Seats, Power Adjust Pedals, Reverse Sensing System, Rear View Camera, Remote Keyless Entry System, Ford Certified! C20316A

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WAS \$35,989



2017 FORD EXPLORER PLATINUM 4X4

NOW \$33,935

3.5 V6 Ecoboost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 30K Miles, Remote Start, Navigation, SYNC 3, Memory Power Leather Heated AC Seats, Power Adjust Pedals, 2nd Row Heated Seats, Power Moon Roof, Auto Climate Control, Adaptive Cruise Control, Front and Rear View Cameras, Lane-Keeping System, Active Park Assist, Reverse Sensing System, Power Lift Gate, Trailer Tow Package, Ford Certified! C20288A

WAS \$20,995



2019 DODGE GRAND CARAVAN GT

NOW \$19,995

3.6 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 46K Miles, Remote Start, Navigation, Power Leather Heated Seating, Heated Steering Wheel, Stow 'N Go Seats, Auto Climate Control, Power Slide Side Doors, Power Lift Gate, Remote Keyless Entry System, Car Smart Checked! S20012

WAS \$33,520



2018 JEEP GRAND CHEROKEE LIMITED 4X4

NOW \$29,427

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 26K Miles, Remote Start, Navigation, Memory Power Leather Heated Front Seats, Heated Steering Wheel, 2nd Row Heated Seats, Power Moon Roof, Blind Spot and Cross Path Detection, Reverse Park Assist, Rear View Camera, Power Lift Gate, Remote Keyless Entry System, Jeep Certified! U20180

WAS \$9,822



2014 VOLKSWAGEN PASSAT

NOW \$9,822

1.8 EFI Engine, Automatic Transmission, 156K Miles, Power Leather Heated Front Seats, Power Windows, Power Locks, Rear View Camera, Remote Keyless Entry System, Volkswagen Certified! C20180

WAS \$8,806



2012 HONDA CIVIC LX

NOW \$7,558

1.8 EFI Engine, Automatic Transmission, Styled Wheel Covers, 146K Miles, Power Windows, CD-Player, Remote Keyless Entry System, Car Smart Checked! U20140A

WAS \$13,995



2017 FORD FOCUS SEL HATCHBACK

NOW \$13,495

2.0 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 58K Miles, Heated Front Seats, Power Moon Roof, CD-Player, Rear View Camera, M20086A

WAS \$22,923



2016 FORD EDGE SEL AWD

NOW \$20,836

3.5 V6 EFI Engine, 6 Speed Automatic, Polished Aluminum Wheels, 49K Miles, Remote Start, Navigation, SYNC 3, Power Leather Heated Front Seats, Heated Steering Wheel, Blind Spot Monitor, Reverse Sensing System, Rear View Camera, Hands Free Lift Gate, Trailer Tow Package, Remote Keyless Entry System, Ford Certified! F20410A

WAS \$33,226



2017 TOYOTA HIGHLANDER XLE AWD

NOW \$31,298

3.5 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 24K Miles, Navigation, Power Leather Heated Front Seats, Power Moon Roof, Auto Climate Control, Lane Departure Warning, Blind Spot Monitor, Cross Traffic Alert, Rear View Camera, Power Lift Gate, Remote Keyless Entry System, Balance of Factory Warranty! C20227A

WAS \$27,999



2017 FORD EXPLORER XLT 4X4

NOW \$24,929

3.5 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 65K Miles, Remote Start, Navigation, SYNC 3, Power Leather Heated Front Seats, Heated Steering Wheel, Auto Climate Control, Twin Panel Moon Roof, Forward and Reverse Sensing System, Blind Spot Information System, Back-Up Camera, Hands Free Lift Gate, Remote Keyless Entry System, Ford Certified! White Platinum, C20078A

WAS \$20,995



2019 DODGE GRAND CARAVAN SXT

NOW \$18,995

3.6 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 42K Miles, Remote Start, CD-Player, Power Driver's Seat, Power Slide Side Doors, Rear View Camera, Power Lift Gate, Remote Keyless Entry System, Balance of Powertrain Factory Warranty! S20013

WAS \$34,980



2017 FORD F-150 SUPERCAB 4X4

NOW \$30,891

3.5 V6 Ecoboost EFI Engine, 10 Speed Automatic, Chrome-Like PVD Wheels, 49K Miles, Security Cover, Bed Liner Mat, Running Boards, Remote Start, Navigation, Trailer Tow Group, Pro Trailer Back-Up Assist, Reverse Sensing System, Rear View Camera, SYNC 3, Power Heated Front Seats, Remote Keyless Entry System, Ford Certified! F20376A

WAS \$34,618



2017 FORD F-150 XLT SUPERCREW 4X4

NOW \$30,891

2.7 V6 EFI Ecoboost Engine, 6 Speed Automatic, Chrome-Like PVD Wheels, 49K Miles, Security Cover, Bed Liner Mat, Running Boards, Remote Start, Navigation, Trailer Tow Group, Pro Trailer Back-Up Assist, Reverse Sensing System, Rear View Camera, SYNC 3, Power Heated Front Seats, Remote Keyless Entry System, Ford Certified! F20376A



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WAS \$33,821



2017 FORD EXPLORER PLATINUM 4X4
NOW \$32,771

3.5 V6 EcoBoost EFI Engine, 6 Speed Automatic, Machined Face Wheels, 58K Miles, Remote Start, Navigation, SYNC 3, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, 2nd Row Heated Seats, 3rd Row Power-Fold Seats, Panoramic Moon Roof, Auto Climate Control, Adaptive Cruise Control, 180 Degree Front Camera, Lane Keeping System, Reverse Sensing System, Rear View Camera, Power Lift Gate, Trailer Tow Package, Remote Keyless Entry System, Ford Certified! White Platinum, F20437A

WAS \$39,995



2019 FORD F-150 XLT SUPERCREW 4X4
NOW \$37,407

2.7 V6 EcoBoost EFI Engine, 10 Speed Automatic, Chrome-Like PVD Wheels, 10K Miles, Security Cover, Bed Liner, Chrome Step Bars, Remote Start, Navigation, SYNC 3, Power Heated Front Seats, Dynamic Hitch Assist, Pre-Collision Assist, Rear View Camera, Remote Keyless Entry System, Ford Certified! F20399A

WAS \$40,827



2015 GMC YUKON DENALI 4X4
NOW \$39,156

6.2 V8 EFI Engine, 8 Speed Automatic, Aluminum Spoked Wheels, 58K Miles, Remote Start, Navigation, Running Boards, Memory Power Leather Heated/AC Front Seats, 2nd Heated Seats, Heated Steering Wheel, Power Moon Roof, DVD Entertainment System, Rear View Camera, Power Lift Gate, Remote Keyless Entry System, Car Smart Checked! C20305A

WAS \$30,663



2016 JEEP GRAND CHEROKEE HIGH ALTITUDE 4X4
NOW \$28,520

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 55K Miles, Remote Start, Navigation, Memory Power Leather Heated Front Seats, Heated Steering Wheel, 2nd Row Heated Seats, Dual Panel Panoramic Moon Roof, Blind Spot and Cross Path Detection, Rear View Camera, Power Lift Gate, Trailer Tow Group IV, Remote Keyless Entry System, Jeep Certified! C20306A

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MANAGER'S SPECIALS

WAS \$37,998



VOLKSWAGEN JETTA SE
NOW \$37,998

1.8T 4-Cylinder Engine, 6-Speed Automatic, Aluminum Spoked Wheels, Heated Front Seats, CD-Player, Rear View Camera, Car Smart Checked! U2011B

WAS \$31,228



2017 JEEP GRAND CHEROKEE ALTITUDE 4X4
NOW \$28,880

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 37K Miles, Remote Start, Power Heated Front Seats, Heated Steering Wheel, Rear View Camera, Power Lift Gate, Remote Keyless Entry System, Jeep Certified! U20181

WAS \$32,380



2017 JEEP GRAND CHEROKEE LIMITED 4X4
NOW \$28,469

3.6 V6 EFI Engine, 8 Speed Automatic, Tech Gray Aluminum Wheels, 50K Miles, Remote Start, Navigation, Memory Power Leather Heated Front Seats, Heated Steering Wheel, 2nd Row Heated Seats, Power Moon Roof, Touchscreen Display, Blind Spot and Cross Path Detection, Park Assist, Rear View Camera, Power Lift Gate, Remote Keyless Entry System, Jeep Certified! U20178

WAS \$16,357



2018 HONDA FIT EX HATCHBACK
NOW \$14,896

1.5L EFI Engine, CVT Automatic, Aluminum Spoked Wheels, 44K Miles, Power Moon Roof, Rear View Camera, Remote Keyless Entry System, Balance of Factory Warranty! F20375A

WAS \$13,904



2015 DODGE JOURNEY CROSSROAD
NOW \$12,483

2.4L EFI Engine, 4 Speed Automatic, Aluminum Wheels, 87K Miles, Power Driver's Seat, Leather Trimmed Seating, Three Zone Temp Control, Touchscreen Display, Remote Keyless Entry System, Car Smart Checked! F20334A

WAS \$20,884



2017 HONDA ACCORD EX
NOW \$18,502

2.4L EFI Engine, Automatic Transmission, Aluminum Wheels, 26K Miles, Remote Start, Power Driver's Seat, Heated Front Seats, Power Moon Roof, Auto Climate Control, CD-Player, Rear View Camera, Remote Keyless Entry System, Balance of Factory Warranty! F20420A

WAS \$31,749



2014 JEEP WRANGLER UNLIMITED 4X4
NOW \$27,136

3.6 V6 EFI Engine, 5 Speed Automatic, Aluminum Wheels, 73K Miles, Remote Start, Navigation, 3-Piece Hard Top, Heated Front Seats, Touchscreen Display, Remote Keyless Entry System, Car Smart Checked, U20176

WAS \$26,811



2017 CHRYSLER PACIFICA TOURING-L PLUS
NOW \$22,225

3.6 V6 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 51K Miles, Remote Start, Navigation, Power Leather Heated Front Seats, Heated Steering Wheel, 2nd Row Heated Seats, Power Slide Side Doors, Power Lift Gate, Blind Spot and Cross Path Detection, Reverse Park Assist, Rear View Camera, DVD Entertainment Center, Remote Keyless Entry System, Chrysler Certified! C20212A

WAS \$31,499



FORD SUPERCREW 4X4
NOW \$31,499

3.5 V6 EcoBoost Diesel Engine, 10 Speed Automatic, Aluminum Wheels, 39K Miles, Power Driver's Seat, Reverse Sensing System, Bed Liner, Running Boards, Ford Certified! U20186

WAS \$54,990



2019 FORD F-150 LARIAT SUPERCREW DIESEL 4X4
NOW \$51,403

3.0 V6 EFI Turbo Diesel Engine, 10 Speed Automatic, Chrome-Like PVD Wheels, Only 9K Miles! Remote Start, Navigation, SYNC 3, Chrome Step Bars, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, Memory Power Adjust Pedals, 2nd Row Heated Seats, Twin Panel Moon Roof, Blind Spot Information System, Reverse Sensing System, Trailer Tow Package, Trailer Tow Monitor, Trailer Back Up Assist, Smart Trailer Tow Connector, Remote Keyless Entry System, Ford Certified! C20246A

WAS \$21,455



2017 FORD ESCAPE TITANIUM
NOW \$19,980

2.0 EcoBoost EFI Engine, 6 Speed Automatic, Alum. Wheels, Less Than 15K Miles! Remote Start & keyless entry, Nav., Memory Power Leather Heated Seats, Auto Climate Control, Blind Spot Monitor, Reverse Sensing System, Active Park Assist System, Rear View Camera, Hands Free Power Lift Gate, Ford Certified! F20400A

WAS \$31,951



2017 JEEP GRAND CHEROKEE LIMITED 4X4
NOW \$27,799

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 33K Miles, Remote Start, Navigation, Memory Power Leather Heated Seats, Heated Steering Wheel, 2nd Row Heated Seats, Power Moon Roof, Touchscreen Display, Blind Spot and Cross Path Detection, Rear Park Assist, Rear View Camera, Power Lift Gate, Remote Keyless Entry System, Jeep Certified! U20174

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2014 JEEP PATRIOT LATITUDE
NOW \$12,524

2.4 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 47K Miles, Remote Start, Heated Front Seats, CD-Player, Remote Keyless Entry System, Car Smart Checked! Billet Silver, C20139A



2016 GMC-SIERRA-1500 SLE EXTENDED CAB 4X4
NOW \$28,735

5.3 V8 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 83K Miles, Remote Start, Bed Liner, Running Boards, Power Heated Front Seats, Power Adjust Pedals, Auto Climate Control, CD-Player, Back-Up Camera, Remote Keyless Entry System, Car Smart Checked! Stone Blue Metallic, F20442A



2017 JEEP CHEROKEE LATITUDE 4X4
NOW \$20,500

2.4 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 39K Miles, Remote Start, Power Driver's Seat with 4-Way Lumbar Adjust, Heated Front Seats, Heated Steering Wheel, Panoramic Moon Roof, Touchscreen Display, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Jeep Certified! Diamond Black Crystal, U20228



2015 LINCOLN MKC AWD
NOW \$17,995

2.0 EcoBoost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 73K Miles, Remote Start, Memory Power Leather Heated Front Seats, 2nd Row Heated Seats, CD-Player, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Car Smart Checked! Silver Sand, M20083B



2016 RAM 2500 LARAMIE DIESEL CREW CAB 4X4
NOW \$46,999

6.7 Cummins Turbo DIESEL EFI Engine, 6 Speed Automatic, Aluminum Wheels, 69K Miles, Remote Start, Navigation, Security Cover, Bed Liner, Running Boards, Memory Power Leather Heated AC Front Seats, Memory Power Adjust Pedals, Heated Steering Wheel, 2nd Row Heated Seats, Power Moon Roof, Auto Climate Control, Back-Up Camera, Remote Keyless Entry System, Ram Certified! Bright White, C21070A



2016 HONDA ODYSSEY SPECIAL EDITION
NOW \$19,531

3.5 EFI Engine, Automatic Transmission, Aluminum Wheels, 71K Miles, Power Front Seats, Power Sliding Side Doors, DVD Entertainment System, CD-Player, Auto Climate Control, Remote Keyless Entry System, Car Smart Checked! Burgundy, F20504A



2015 CHEVY EQUINOX LS
NOW \$13,310

2.4 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 77K Miles, CD-Player, Remote Keyless Entry System, Car Smart Checked! Summit White, Car Smart Checked! U20141B



2012 HYUNDAI SONATA GLS
NOW \$8,944

2.4 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 85K Miles, Power Driver's Seat, CD-Player, Remote Keyless Entry System, Car Smart Checked! Iridescent Silver, F20348B



2013 FORD ESCAPE SEL 4X4
NOW \$9,844

2.0 EcoBoost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 143K Miles, Remote Start, SEL Technology Package, SYNC, Memory Power Driver's Seat, Leather Heated Front Seats, Dual Climate Control, Rear Park Aid, Power Lift Gate, Car Smart Checked! Ginger Ale, U20213A



2014 FORD ESCAPE SE 4X4
NOW \$11,907

1.6 EcoBoost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 113K Miles, Power Driver's Seat, SYNC, Back-Up Camera, Remote Keyless Entry System, Car Smart Checked! Oxford White, U20131B

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2015 CHRYSLER 200 S
NOW \$13,733

2.4 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 65K Miles, Remote Start, Power Driver's Seat, Heated Front Seats, Heated Steering Wheel, Touchscreen Display, Back-Up Camera, Remote Keyless Entry System, Chrysler Certified! Velvet Red, F20460A



2020 MAZDA CX-30 SELECT AWD
NOW \$23,500

2.5 EFI Engine, 6 Speed Automatic, Aluminum Wheels, Less Than 2,000 Miles! Leather Seating, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Mazda Certified! Soul Red Crystal, S20017



2018 JEEP WRANGLER UNLIMITED SAHARA 4X4
NOW \$38,470

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 41K Miles, Remote Start, Black 3-Piece Hard Top, Heated Front Seats, Heated Steering Wheel, Touch Screen Display, Back-Up Camera, Remote Keyless Entry System, Jeep Certified! Granite, C21052A



2018 FORD ESCAPE SE 4X4
NOW \$20,607

1.5 EcoBoost EFI Engine, 6 Speed Automatic, Aluminum Wheels, Only 19K Miles! SYNC 3, Power Driver's Seat, Heated Front Seats, Panoramic Moon Roof, Auto Climate Control, CD-Player, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Magnetic, U20214



2018 DODGE GRAND CARAVAN SE PLUS
NOW \$17,473

3.6 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 47K Miles, Remote Start, Power Driver's Seat, 2nd Row Stow 'N Go Bucket Seats, 3rd Row Stow 'N Go with Tailgate Seats, Back-Up Camera, Remote Keyless Entry, Dodge Certified! Octane Red, F20389A



2018 JEEP WRANGLER UNLIMITED SPORT 4X4
NOW \$38,293

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 15K Miles, Remote Start, Black 3-Piece Hard Top, Heated Front Seats, Heated Steering Wheel, Touchscreen Display, Back-Up Camera, Remote Keyless Entry System, Jeep Certified! Firecracker Red, C20065A



2019 JEEP CHEROKEE LATITUDE PLUS 4X4
NOW \$22,335

2.4 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 45K Miles, Remote Start, Power Driver's Seat, Heated Front Seats, Heated Steering Wheel, Panoramic Moon Roof, Blind Spot Monitor, Rear Parking Aid, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Jeep Certified! Olive Green, C20196A



2018 CHEVY SILVERADO 1500 REGULAR CAB 4X2
NOW \$20,912

4.3 EFI Engine, 6 Speed Automatic, Styled Steel Wheels, 51K Miles, Security Cover, Running Boards, Rear Step Bumper, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Race Red, C21068A



2004 MAZDA TRIBUTE ES 4X4
NOW \$4,180

3.0 V6 EFI Engine, 4 Speed Automatic, Aluminum Wheels, 166K Miles, Power Driver's Seat, Leather Heated Seating, Power Moon Roof, CD-Player, Remote Keyless Entry System, Glacier Silver, M20010A



2018 JEEP COMPASS TRAILHAWK 4X4
NOW \$24,354

2.4 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 20K Miles, Remote Start, Navigation, Power Driver's Seat, Leather Heated Front Seats, Heated Steering Wheel, Panoramic Moon Roof, Blind Spot and Cross Path Detection, Reverse Sensing System, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Jeep Certified! Orange Spiffire, C20328A



2015 JEEP GRAND CHEROKEE SUMMIT 4X4
NOW \$26,897

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 59K Miles, Remote Start, Navigation, Memory Power Leather Heated AC Front Seats, 2nd Row Heated Seats, Heated Steering Wheel, Panoramic Moon Roof, Blind Spot and Cross Path Detection, Park Assist System, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Jeep Certified! Brilliant Black, C21079A

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**2017 FORD F-150
XLT SUPERCREW 4X4**
NOW \$38,995

3.5 V6 EcoBoost EFI Engine, Chrome-Like PVD Wheels, 25K Miles, Chrome Step Bars, Remote Start, Navigation, SYNC 3, Power Heated Front Seats, Power Adjust Pedals, Reverse Sensing System, Back-Up Camera, Trailer Tow Package, Pro Trailer Back-Up Assist, Remote Keyless Entry System, Ford Certified! Race Red, F20482A



2013 FORD EDGE SE
NOW \$11,587

3.5 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 91K Miles, SYNC, CD-Player, Power Windows and Doors, Remote Keyless Entry System, Car Smart Checked! Tuxedo Black, F21006A



**2019 FORD F-150
XLT SUPERCREW 4X4**
NOW \$40,498

2.7 V6 EcoBoost EFI Engine, 10 Speed Automatic, Chrome-Like PVD Wheels, Only 15K Miles, Remote Start, Navigation, SYNC 3, Security Cover, Bed Liner, Chrome Step Bars, Power Heated Front Seats, Power Adjust Pedals, Pre-Collision Assist, Rear View Camera, Remote Keyless Entry System, Ford Certified! Agate Black, U20143A



**2017 JEEP GRAND
CHEROKEE LAREDO 4X4**
NOW \$25,930

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 28K Miles, Power Driver's Seat, Touchscreen Display, Remote Keyless Entry System, Jeep Certified! Billet Silver, C20323A



2017 KIA SORENTO LX AWD
NOW \$18,980

2.4 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 54K Miles, Cloth Leather Trimmed Seats, CD-Player, Rear View Camera, Remote Keyless Entry System, Snow White Pearl, Car Smart Checked! F20446A



**2017 FORD F-150 XLT
SUPERCAB 4X4**
NOW \$33,987

5.0 V8 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 42K Miles, Remote Start, Navigation, Security Cover, Bed Liner, Chrome Step Bars, Power Heated Front Seats, Power Adjust Pedals, Rear View Camera, Remote Keyless Entry System, Ford Certified! Magnetic, U20210



**2018 MAZDA CX-3
GRAND TOURING AWD**
NOW \$20,271

2.0 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 41K Miles, Navigation, Leather Heated Front Seats, Power Moon Roof, CD-Player, Blind Spot Monitor, Cross-Traffic Alert, Back-Up Camera, Remote Keyless Entry System, Car Smart Checked! Soul Red Metallic, C21036A



**2018 FORD
EDGE TITANIUM AWD**
NOW \$29,918

3.5 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 24K Miles, Remote Start, Navigation, SYNC 3, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, 2nd Row Heated Seats, Panoramic Moon Roof, Adaptive Cruise Control, Collision Warning, Lane Keeping System, Front 180 Degree Camera, Blind Spot Monitor, Reverse Sensing System, Active Park Assist, Hands Free Lift Gate, Remote Keyless Entry System, Ford Certified! Blue Metallic, F20463A



**2017 TOYOTA HIGHLANDER
LIMITED AWD**
NOW \$34,312

3.5 V6 EFI Engine, 8 Speed Automatic, Chrome Wheels, 30K Miles, Navigation, Memory Power Leather Heated/AC Front Seats, Power Moon Roof, Adaptive Cruise Control, Cross Traffic Alert, Blind Spot Monitor, Lane Keeping Assist, Rear Park Assist, Rear View Camera, Power Lift Gate, Remote Keyless Entry System, Balance of Factory Warranty! Gray, C20303A



2019 FORD ESCAPE SE 4X4
NOW \$21,793

1.5 EcoBoost EFI Engine, 6 Speed Automatic, Aluminum Wheels, Only 12K Miles! Remote Start, SYNC 3, Power Driver's Seats, Heated Front Seats, Auto Climate Control, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Magnetic, C21018A



**2017 CHEVY
SILVERADO 1500 LT 4X4**
NOW \$32,679

5.3 V8 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 45K Miles, Remote Start, Bed Liner, Running Boards, Power Driver's Seat, Auto Climate Control, CD-Player, Rear View Camera, Remote Keyless Entry System, Balance of Factory Warranty! Gray, U20206



**2017 JEEP COMPASS
TRAILHAWK 4X4**
NOW \$24,902

2.4 EFI Engine, 9 Speed Automatic, Aluminum Wheels, Less Than 12K Miles! Remote Start, Navigation, Power Driver's Seat, Leather Heated Front Seats, Heated Steering Wheel, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Jeep Certified! Laser Blue Pearl, U20225



2018 CHEVY EQUINOX LT AWD
NOW \$19,995

1.5 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 35K Miles, Remote Start, Power Driver's Seat, Touch Screen Display, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Summit White, U20218



**2017 CHRYSLER PACIFICA
TOURING L-PLUS**
NOW \$23,927

3.6 V6 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 65K Miles, Remote Start, Navigation, Power Leather Heated Front Seats, Heated Steering Wheel, 2nd Row Heated Seats, Power Side Doors, DVD Entertainment System, Reverse Park Assist with Stop, Rear View Camera, Power Lift Gate, Remote Keyless Entry System, Chrysler Certified! Granite, F20104A



2015 INFINITI QX70 AWD
NOW \$23,997

3.7 EFI Engine, 7 Speed Automatic, Aluminum Wheels, 66K Miles, Navigation, Memory Power Leather Heated Seating, Power Moon Roof, Auto Climate Control, CD-Player, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Car Smart Checked! Liquid Platinum, C20109A



**2018 JEEP GRAND
CHEROKEE LAREDO 4X4**
NOW \$28,783

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 33K Miles, Remote Start, Power Driver's Seat, Reverse Park Assist with Stop, Rear View Camera, Remote Keyless Entry System, Jeep Certified! Velvet Red, C20223A



**2018 BUICK REGAL
SPORTBACK-ESSENCE**
NOW \$20,989

2.0 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 28K Miles, Remote Start, Power Leather Heated Front Seats, Heated Steering Wheel, Auto Climate Control, Rear View Camera, Remote Keyless Entry System, Balance of Factory Warranty! Quicksilver Metallic, C20202A

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**2017 GMC SIERRA 1500
EXTENDED CAB 4X4**
NOW \$30,853

5.3 V8 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 40K Miles, Bed Liner, Step Bars, Power Windows and Locks, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Black, C20318A



**2015 FORD
EXPLORER LIMITED 4X4**
NOW \$21,868

3.6 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 72K Miles, Remote Start, Navigation, Memory Power Leather Heated Front Seats, Memory Power Adjust Pedals, Heated Steering Wheel, 2nd Row Heated Seats, 3rd Row Power-Fold Seats, Dual Panel Moon Roof, Reverse Sensing System, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Car Smart Checked! Ruby Red, U20198A



**2014 FORD
TAURUS LIMITED**
NOW \$13,561

3.5 V6 EFI Engine, 6 Speed Automatic, Painted Aluminum Wheels, 56K Miles, Remote Start, SYNC, Memory Power Leather Heated/AC Seating, Auto Climate Control, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Car Smart Checked! Sterling Gray, F20434A



**2019 FORD F-150 LARIAT
SUPERCREW 4X4**
NOW \$47,373

5.0 V8 EFI Engine, 10 Speed Automatic, Chrome-Like PVD Wheels, 31K Miles, Remote Start, Navigation, SYNC 3, Bed Liner, Chrome Step Bars, Memory Power Leather Heated/AC Front Seats, Memory Power Adjust Pedals, Heated Steering Wheel, 2nd Row Heated Seats, Twin Panel Moon Roof, 360 Degree Camera, Pre-Collision Assist, Blind Spot Monitor with Trailer Tow Monitor, Smart Trailer Tow Connector, Remote Keyless Entry System, Ford Certified! Agate Black, C21013A



**2017 FORD
EXPLORER XLT 4X4**
NOW \$31,973

3.5 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 33K Miles, Remote Start, Navigation, SYNC 3, Power Leather Heated Front Seats, Heated Steering Wheel, Dual Panel Moon Roof, Blind Spot Information System, Forward and Reverse Sensing System, Back-Up Camera, Hands Free Lift Gate, Remote Keyless Entry System, Ford Certified! Shadow Black, C20219A



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2020 MAZDA CX-30 SELECT AWD

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• SOUL RED CRYSTAL METALLIC
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MSRP \$27,005
NOW \$25,698**

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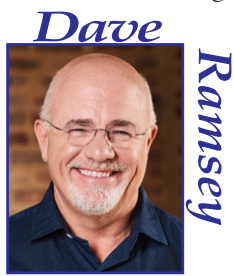
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Dave Ramsey

Dave Says You're just not ready

Push the pause button

Dear Dave,
I've been following your plan, but recently I experienced a medical emergency. I'm about halfway through Baby Step 2 and paying off my debts using the debt snowball system. Considering the circumstances, should I stop doing the debt snowball for now?

Brooke
Dear Brooke,
That's exactly what you should do. But make sure you're only pressing the pause button on paying off debt. I'm talking about temporarily stopping the debt snowball, and making only minimum payments on all non-mortgage debt for now.

Cash is your umbrella when it rains, and you never know just long the rain will last. Even if you have great health insurance, you might end up paying a chunk out of pocket. That's why it's important to save up and have plenty on hand.

Things like this are often just a bump in the road, so don't get discouraged. They can be expensive, and they're part of life, but taking care of these kinds of issues doesn't have to mean giving up on getting control of your finances. Emergency issues, especially a medical emergency, come first. Then, go back when things are better and pick up where you left off knocking out debt using the debt snowball system.

You can do this, Brooke. God bless you!
-Dave

Dear Dave,
My husband and I just bought a small business with cash. My sister let us live with her while we saved up the money for it, but things are starting to get a little cramped for everyone. The other day, my sister offered to co-sign on a house for us. Do you think this is a good idea?

Cari
Dear Cari,
Ok, so you just bought a business. I love your entrepreneurial spirit and the fact you saved up and paid for it with cash. But at this point, you don't know if the business is going to be successful or not. On top of that, you told me you'd need a co-signer for a home. If you need a co-signer for anything, it means you're not financially ready for that purchase.

I know you don't want to hear this, but you guys need to just forget about buying a house for a while. If I were in your shoes, I'd find a decent, inexpensive place to rent, and spend two or three years getting the business up and running. Pay off any debt you have, while saving as much money as you can in the process.

I want you and your husband to have a nice house someday. But right now, it would be a burden instead of a blessing.

-Dave

* *Dave Ramsey is a seven-time #1 national best-selling author, personal finance expert, and host of The Dave Ramsey Show, heard by more than 16 million listeners each week. He has appeared on Good Morning America, CBS This Morning, Today Show, Fox News, CNN, Fox Business, and many more. Since 1992, Dave has helped people regain control of their money, build wealth and enhance their lives. He also serves as CEO for Ramsey Solutions.*

Read more at www.MailMaxOnline.com

Drive Sober This Holiday Season

This holiday season, the **Berrien County Sheriff's Office** is teaming up with the **U.S. Department of Transportation's National Highway Traffic Safety Administration (NHTSA)** and the **Michigan Office of Highway Safety Planning** to remind all drivers about the dangers of drinking and driving. Before traveling to holiday festivities or seasonal vacations, make sure you plan for a sober designated driver before enjoying an alcoholic beverage. If you plan on drinking, plan on not driving. Doing so could change your life, not to mention the lives of your passengers, of pedestrians, or of other drivers and passengers nearby.

This holiday season, and every day remember: **Buzzed Driving is Drunk Driving.** We want our community to enjoy a safe and happy holiday season.

"With more drivers on the roads during this busy time of year, it's more important than ever for us to stress the importance of safe driving habits," said **Sheriff L. Paul Bailey**. "We know everyone is rushing around, finishing those last-minute errands and attending various holiday functions. But before you ever head out to the festivities, make sure you plan a sober ride home, because driving drunk should never be an option. Help us spread the message: Even one drink is one drink too many if you're the driver. "Buzzed Driving is Drunk Driving."

Between December 11, 2020 and January 1, 2021, the Berrien County Sheriff's Office will be partnering with numerous law enforcement agencies nationwide by increasing patrols while taking a zero-tolerance approach to drunk and drugged driving. The increased enforcement along with increased messages about the dangers of driving impaired, aim to drastically reduce crashes, fatalities, and injuries on our roadways.

According to NHTSA, 10,511 people were killed in drunk-driving crashes in 2018. On average, more than 10,000 people were killed each year from 2014 to 2018 – one person was killed in a drunk-driving crash every 50 minutes in 2018. This is why the Berrien County Sheriff's Office is working with NHTSA and the Michigan Office of Highway Safety Planning to remind drivers that drunk driving is not only illegal, it is a matter of life and death. As you head out to the holiday festivities, help us spread the word: **Buzzed Driving is Drunk Driving.**

If you're the designated driver, make sure you keep your promise of safety to yourself and your passengers. Stay hydrated with water and other non-alcoholic beverages. Support other designated drivers too. It can be a long night, but people are

counting on you, not to mention the other drivers, passengers, and pedestrians on the streets. Take the role of designated driver seriously – people are relying on you.

Party with a plan. Before ever heading out, it's vital to plan ahead. Be honest with yourself: You know whether you'll be drinking or not. Follow these ideas to ensure you and everyone else stays safe:

- Remember that it is never okay to drink and drive. Even if you've had only one alcoholic beverage, designate a sober driver or plan for another safe ride home.
- If you see a suspected drunk driver on the road, contact the Berrien County Public Safety Dispatch Center or your local law enforcement agency.
- Do you have a friend who is about to drink and drive? Take the keys away and make arrangements to get your friend home safely.

Buzzed Driving: The Sobering Statistics

- According to NHTSA, 839 people lost their lives in traffic crashes involving a drunk driver in December 2018.
- During the Christmas and New Year's Day holiday periods in 2018 alone, there were more drunk-driving-related fatalities (285) than during any other holiday period that year.
- Nationally, it is illegal to drive with a BAC of .08 or higher, except in Utah where it is illegal to drive with a BAC of .05 or higher.
- Of the traffic fatalities in 2018 among children 14 and younger, 22% (231) occurred in alcohol-impaired-driving crashes.

For more information about the Buzzed Driving is Drunk Driving campaign, visit nhtsa.gov/risky-driving/drunk-driving

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Very nice 1.19 acre parcel with trees and shrubs, located north of Little Paw Paw Lake on North Shore Drive. \$40,000. (19018668) Text Lil at 269-921-5727 for information.

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LOT

Nice wooded lot.
\$3,950

1670 Berrien Avenue, Benton Harbor

Joyce Yerington
269.927.4700 or 269.208.3337

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COUNTRY FEEL IN STEVENSVILLE

Looking for that country feel close to schools and shopping, this is it. Country home with 3 bedrooms, large 2 car garage sits on 1.37 acres.
\$99,900

5802 Lincoln Avenue, Stevensville

Debra Patterson
269.927.4700 or 269.208.3367

Active REALTORS FOR SALE

UNPACK AND MOVE RIGHT IN

This large 2 bedroom boasts New 200 Amp Electrical Service and New Water Tank in 2020, New Roof in 2018. Home Security System with Motion Sensors and Additional Finished Room in Basement.
\$153,000

3580 Fieldtree Road, Benton Harbor

Joyce Yerington
269.927.4700 or 269.208.3337

Active REALTORS FOR SALE

VILLAGE OF LAWRENCE

Three bedroom home with two full baths, an attached garage, main floor laundry, sun porch, decorative beams in the living room, an extra family room.
\$59,900

125 Blackman Street, Lawrence

Greg Miller
269.927.4700 or 269.208.3568

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REDUCED



Great investment property or starter home. 3 BD, 1.5 BA, good size kitchen, main laundry, large lot to the side, well located, close to shopping area and some restaurants. Home needs a new Owner! \$77,900 (20046815)

CUL-DE-SAC



2 BD, 1 BA in quiet cul-de-sac location! Main floor living rm, dining rm, kitchen & laundry! Custom built shelving in Master walk in closet! Full bath offers ceramic tile, dual sink vanity & inviting Jacuzzi tub w/ dual shower heads! Functional furnace, humidifier, new water heater, ample room for storage & additional toilet in basement. Spacious fenced yard w/ 15x12 deck & concrete patio makes entertaining a breeze! \$175,000 (20044568)

BERRIEN SPRINGS



Large home with 6 bedrooms and 2 bath for sale. Well located close to main shops, restaurant, schools, public library and Andrews University. Great investment property or use it as your primary home. Many possibilities. Don't take long or it will be gone. Call for a private tour today. \$159,900 (20048090)

NILES



3 BD, 1 BA home in the Historic District of the City of Niles! Close to downtown shopping area and restaurants, YMCA, river walk, etc. This can be the home of your dreams with some TLC! Lots of updates, a nice large Kitchen, a main floor bedroom, a fireplace for the winter months. Garage. Owner wants offers! \$89,900 (20046813)

Merry Christmas


FROM OUR FAMILY TO YOURS

COMMERCIAL



Great property located right on Napier just west of Colfax on the South side of the road. Over 9000 SF of space that can be used by the owner or the building is presently split into 3 units in one building. This was the former D & M Market. Great visibility for the building. \$259,000 (20041876)

WATERFRONT




1.6 Acres of highly sought-after waterfront land beautifully situated on Van Auken Channel. Septic and well already in place. This build-able lot has its own dock to park your toys. Rarely listed, this land is a find! Call a builder and plan your dream lake home today! \$150,000 (20038676)

HARBOR SHORES



Vacant lot - this beautiful community offers private amenities such as clubhouse, kayak launch, pool, hot tub, & fire pit. Area features golf cart/walking paths through Jack Nicklaus Signature Golf Course & leads to Jean Klock Park on Lake Michigan's majestic shore. Close to Arts District of Benton Harbor, St. Joseph River & downtown St. Joseph. \$115,000 (20035744)

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JUST LISTED!



- 4 BR, 2 bath, 1,596 sq. ft.
- Spacious living room w/wood-burning stove
- Kitchen w/eating area & sliders to back covered patio
- Main floor master bedroom, attached 1-car garage
- Bridgman \$299,000. DJ - (20051324)

JUST LISTED!



- 2 BR, 1.5 bath, 1,600 sq. ft., Camelot condo
- Open living/dining room space, sliders to fenced-in patio
- Spacious kitchen w/pantry, fireplace, built-ins
- Finished basement w/rec room and 3rd bedroom
- St. Joseph \$149,900. LP - (20051249)

JUST LISTED!



- 2 BR, 1.5 bath, 876 sq. ft.
- Spacious living room, dining room, wood floors
- Kitchen w/SS appls., updated bath, newer roof
- Large fenced-in backyard w/deck, attached garage
- Niles \$115,000. DJ - (20051292)

NEWLY LISTED!



- 4 BR, 1.5 bath, 1,601 sq. ft., almost 5 acres
- Spacious living room, hardwood floors
- Kitchen w/SS appls., formal dining room
- Views of pond from huge back deck, wooded
- Berrien Springs \$220,000. DT - (20050320)

PRICE REDUCED!



- 2 BR, 1 bath, 925 sq. ft., many updates
- New kitchen appliances, new bath
- New partially finished basement, fresh paint
- Hardwood floors, 1-car detached garage
- Benton Harbor \$69,900. RG - (20050480)

NEWLY LISTED!



- 5 BR, 2 bath, 2,090 sq. ft., 1.5 acres
- Many updates, hardwood floors, original woodwork
- Living room w/fireplace, renovated kitchen w/granite
- Newer furnace, A/C & windows, 3-car detached garage
- St. Joseph \$409,900. LP - (20050579)

NEWLY LISTED!



- 4 BR, 2 bath, 1,541 sq. ft.
- Over a half acre, new roof this year
- Spacious living room, formal dining room
- Kitchen with lots of cabinet space, main floor laundry
- Hartford \$109,000. DG - (20044084)

NEWLY LISTED!



- 4 BR, 2.5 bath, 4,416 sq. ft., 17 acres
- Prime opportunity for training/boarding facility for horses
- Main floor master suite, main floor laundry, walk out finished LL
- D-frame barn w/4 stalls, hay loft, feed & tack room, 3 acres of pasture
- Eau Claire \$639,900. DJ - (20049605)

NEWLY LISTED!



- 3 BR, 2 bath, 1,597 sq. ft.
- Spacious open living & dining space
- Kitchen w/lots of cabinet space, finished LL
- Covered balcony overlooking wooded ravine
- St. Joseph \$234,900. LP - (20048735)

BIG SMITH LAKE!



- One acre lot, premium home site
- Views of Big Smith Lake, rolling & wooded land
- Surrounded by fruit orchards & vineyards
- Assoc. lake frontage w/pier & boat launch
- Berrien Center \$42,499. VW - (20017432)

HUGE PRICE REDUCTION!



- 5 BR, 4 bath rehabbed farmhouse, 3.8 acres
- Spacious kitchen w/breakfast nook, hardwood flooring
- Third level option for guest quarters w/bath & kitchenette
- Huge main floor laundry room, wrap around porch,
- Coloma \$599,000. MN - (20019674)

NEWLY LISTED!



- 2 acres of prime land to build on
- Near Lake MI, farms, vineyards, wineries
- Wooded and private
- Near LMC, easy access to I-94
- Benton Harbor \$50,000. ML - (20036021)

NEWLY LISTED!



- 2 BR, 1 bath, 1,020 sq. ft.
- 1/2 acre wooded lot, needs some TLC
- Spacious rooms, lots of natural light
- 2-car detached garage, main floor laundry
- Buchanan \$74,900. VW - (20039205)

PRICE REDUCED!



- 3 BR, 1 full, 2 half bath, 1,644 sq. ft., 8.4 acres
- Exposed wood beams, new floors throughout
- Open concept, spacious kitchen w/lots of storage space
- Attached insulated pole barn, back deck
- Lawrence, \$224,900. AK - (20046361)

PRICE REDUCED!



- 4 BR, 2 bath, 2,570 sq. ft.
- Living room w/fireplace, hardwood floors
- Spacious eat-in kitchen w/plenty of storage space
- Walk out LL w/kitchen, family room, bedroom & bath
- St. Joseph \$239,900. VW - (20040041)

PRICE REDUCED!



- 4 BR, 2.5 bath, 2,366 sq. ft., 1.13 acres, wooded ravine lot
- Living room w/fireplace, main floor laundry, updated baths
- Updated kitchen w/quartz countertops, cabinetry & appls
- 4-season room w/fireplace, large mudroom, covered patio
- St. Joseph \$279,000. VZ - (20043541)

NEWLY LISTED!



- 3 BR, 3 bath, 3,472 sq. ft., 3.19 acre wooded lot
- Family room w/fireplace & skylights, 3-season room
- Open eat-in kitchen w/island & SS appls, main floor laundry
- 2 new furnaces new A/C, new roof, beautifully landscaped
- St. Joseph \$375,000. LP - (20032867)

PRICE REDUCED!



- 5 BR, 3.5 bath, 3,306 sq. ft., 2.5 acres
- Living room w/fireplace, hardwood floors
- Kitchen w/quartz counter & SS appls, finished basement
- Master suite w/sitting area & fireplace, heated out building
- Vicksburg \$479,900. DJ - (20042055)

NEWLY LISTED!



- 3 BR, 2.5 bath, 3,045 sq. ft., views of Christie Lake
- Spacious rooms throughout, vaulted ceilings, fireplace
- Eat-in kitchen, formal dining room, main floor laundry
- Partially finished basement, partially covered back deck
- Decatur \$249,000. DG - (20041433)

PRICE REDUCED!



- 3 BR, 3 bath, 2,551 sq. ft., ravine views
- Hardwood floors, updated main bathroom
- Large family room, kitchen w/updated appliances
- Corner lot, parking for up to 4 cars, fenced-in backyard
- St. Joseph \$219,900. LP - (20036110)

EAGLE POINTE LOT!



- Great buildable lot
- Fantastic views of the St. Joseph River
- At the quiet end of cul-de-sac
- Playground, club house and green space
- St. Joseph \$54,900. LP - (19048805)

YOUR PICK OF BUILDABLE SITES!



- Several cleared and wooded lots
- Great quiet neighborhood
- Ready to build w/utilities available at each lot
- Close to downtown St. Joseph and beaches
- Benton Twp., \$25,000+. DS - (18047054+)

LAKE MICHIGAN LUXURY!



- 4 BR, 4.5 baths, 5191 sq. ft., finished basement
- Exquisite home with deeded Lake MI access
- Top of the line Chef's kitchen w/granite & SS appls
- 2-story great room w/fireplace, main floor master suite
- St. Joseph \$749,900. ML - (19008825)

BRAND NEW!



- New construction 3 BR, 2.5 bath home
- "Iris" floor plan or select many others
- Check out this new neighborhood
- Base pricing depending on plan
- Benton Harbor \$194,590. DS - (19055516)

NEW CONSTRUCTION!



- 2 BR, 2 bath, 1,268 sq. ft.
- "Wisteria" floor plan or select many others
- Check out this new neighborhood
- Base pricing depending on plan
- Benton Twp., \$192,390. DS - (19055526)

ON LAKE CHAPIN!



- Distinguished 6 BR, 4.5 bath waterfront home
- 112 ft. of lake frontage, private dock & boat lift
- Custom designed kitchen, formal living & dining room
- Stone fireplace, 3-season room, finished walk-out LL
- Berrien Springs \$895,000. MN - (19039717)

WATER VIEWS!



- 3 BR, 3.5 bath, 4,656 sq. ft., The Reserve at Knollwood
- Gourmet island kitchen w/Ayres cabinets, Corian countertops
- Main floor master suite w/shower, whirlpool tub, double vanity
- Main floor laundry, finished LL walk out, water views
- Niles \$820,000. JL - (20024088)

PRICE REDUCED!



- 2 BR, 2.5 bath, 1,611 sq. ft., Lighthouse Point Condo
- Lake MI views from all rooms, open floor plan
- Hardwood floors, gas fireplace, kitchen w/granite
- Gated security, swimming pool, hot tub, clubhouse
- St. Joseph \$974,000. JS - (19032865)

WOODED LOT!



- Lake MI beach wooded lot, 0.23 acres
- Beautiful lot just minutes to Lake MI
- Enjoy Hagar Park & assoc. beach
- Minutes from Coloma & St. Joseph
- Coloma \$19,900. LP - (17024317)

10 ACRE PARCEL!



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- Stevensville \$350,000. LP - (17023429)

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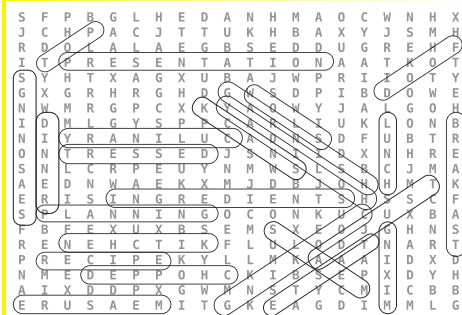
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SUDOKU ANSWERS FROM PAGE 8

SUDOKU ANSWERS:

6	1	5	3	7	4	2	8	9
8	4	2	9	5	1	7	6	3
9	7	3	2	6	8	5	1	4
4	3	8	5	2	7	6	9	1
7	2	6	4	1	9	8	3	5
1	5	9	8	3	6	4	7	2
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5	6	7	1	4	3	9	2	8

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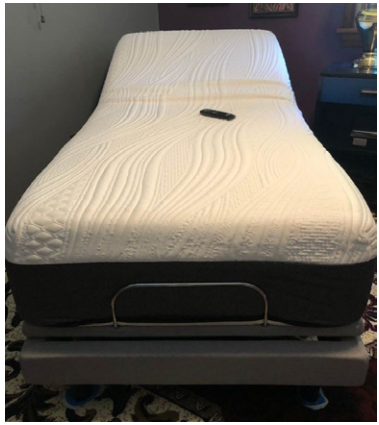
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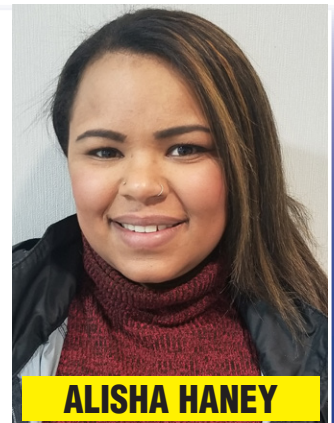
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AT E&H AUTO SALES

Year End **BLOWOUT** SALE!

CALL TO GET DETAILS OR GO TO EHAUTOSALES.COM

2016 FORD FIESTA S
~~\$149/mo~~ ~~\$9,991~~
\$6,991
 91K MILES

2013 CHEVY CRUZE LT
~~\$169/mo~~ ~~\$9,991~~
\$7,991
 1.4L I4 TURBOCHARGER

2016 CHEVY TRAX AWD
~~\$169/mo~~ ~~\$11,991~~
\$9,991
 LEATHER, ROOF, HEATED SEATS, JUST IN!

2014 JEEP COMPASS
~~\$179/mo~~ ~~\$14,991~~
\$12,991
 4X4, LIMITED

2014 JEEP CHEROKEE LATITUDE 4X4
~~\$14,991~~
\$13,991
 3.2L V6

2017 FORD ESCAPE SE
~~\$199/mo~~ ~~\$17,991~~
\$13,991
 1.5L I4 TURBOCHARGER

! URGENT ! URGENT ! SALE ABSOLUTELY ENDS DECEMBER 31 ! URGENT ! URGENT !

2018 CHEVY TRAX AWD
~~\$249/mo~~ ~~\$18,991~~
\$14,991
 62K MILES, POWER SEAT, JUST IN!

2019 NISSAN SENTRA SR
~~\$249/mo~~ ~~\$17,991~~
\$15,991
 25K MILES, FACTORY WARRANTY

2017 FORD FUSION SE ECO
~~\$19,991~~
\$16,991
 31,923 MILES, LEATHER, BACKUP CAMERA, FACTORY WARRANTY

2018 FORD ESCAPE
~~\$349/mo~~ ~~\$19,991~~
\$16,991
 AWD

2019 TOYOTA COROLLA HATCHBACK SE
~~\$20,991~~
\$17,991
 25K MILES

2017 GMC ACADIA
~~\$21,991~~
\$19,991
 46K MILES, 3RD ROW, FACTORY WARRANTY

2019 GMC TERRAIN SLT AWD
~~\$25,991~~
\$20,991
 NAV, HEATED

2012 JEEP WRANGLER
~~\$22,991~~
\$21,991
 UNLIMITED, AUTO A/C

2014 FORD F150 4X4
~~\$24,991~~
\$22,991
 5.0L V8, STYLISIDE XLT

2017 LINCOLN MKC
~~\$24,991~~
\$22,991
 33K MILES

2016 CHEVY COLORADO LT 4X4
~~\$22,991~~
\$24,991
 CREW CAB, 3.6L V6

2017 CHEVY COLORADO LT 4X4
~~\$29,991~~
\$27,991
 WITH NEWER PLOW, 55K MILES, FACTORY WARRANTY

2016 CHEVY SILVERADO LT Z71 4X4
~~\$30,991~~
\$27,991
 CREW CAB 5.8 FT. SB, 5.3L V8

2018 FORD F150 CREW CAB 4X4
~~\$31,991~~
\$29,991
 44K MILES, BACK UP CAMERA, FACTORY WARRANTY

\$2,500
MINIMUM TRADE-IN

PRICES SLASHED! ACT FAST! LIMITED TIME ONLY!

WE'LL MATCH YOUR DOWN PAYMENT UP TO

\$1,000

SPECIAL OF THE WEEK!



2017 CHEVY SILVERADO 4X4
1500 LT, CREW CAB
~~\$30,991~~
\$27,991

2018 FORD ESCAPE SE 4X4
~~\$259/mo~~ ~~\$19,991~~
\$15,991
 85K MILES

2015 GMC TERRAIN SLE2
~~\$259/mo~~ ~~\$19,991~~
\$16,991
 56K MILES

2017 HYUNDAI TUCSON SPORT
~~\$19,991~~
\$16,991
 AWD

2015 BMW X3 TURBO AWD
~~\$19,991~~
\$17,991
 75K MILES

2019 NISSAN ROGUE
~~\$329/mo~~ ~~\$21,991~~
\$19,991
 34K MILES, FACTORY WARRANTY

2016 CADILLAC SRX
~~\$369/mo~~ ~~\$21,991~~
\$19,991
 31K MILES, LEATHER, LOADED

2013 RAM PICKUP 1500 SLT CREW
~~\$24,991~~
\$21,991
 122K MILES

2014 RAM PICKUP 1500
~~\$24,991~~
\$21,991
 92K MILES

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36 month lease 10k per year, lease includes \$3,500 lease cash from HMFC. Excludes tax, title, plate and doc fees. Must be Tier 1 through HMFC

** M-Plan Pricing, must be Michigan resident. Excludes tax, title, plate & doc fees.

2021 HYUNDAI KONA SE
ALL WHEEL DRIVE

\$224/mo. \$0 DOWN

#H2547

2021 TUCSON'S AND 2021 SONATA'S

0% UP TO 72 MOS.

With approved credit thru HMFC. See dealer for details

2020 HYUNDAI SANTA FE SEL
ALL WHEEL DRIVE

M-PLAN SAVINGS \$7,433

WAS \$36,400
NOW \$28,967**



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HIGHLANDER BUILT IN THE USA

any new 2021 HIGHLANDER
Includes Hybrid

\$1500 CUSTOMER CASH²

1.9% for 60 Mos.³
APR Financing

\$269 Per Mo.

-or- Lease a new
2021 HIGHLANDER L
8-Speed AT ECT 4-Door FWD SUV
Gas Model #6935
36 Mo. | 30,000-Mile Lease
36 Mos. | **\$2999** Due at Signing

Includes \$1000 TFS Lease Subvention Cash.

CAMRY BUILT IN THE USA

any new 2021 CAMRY
Includes Hybrid, TRD & AWD Models

\$1000 CUSTOMER CASH²

1.9% for 60 Mos.³
APR Financing

\$229 Per Mo.

-or- Lease a new
2021 CAMRY LE AWD
8-Speed AT ECT-i 4-Door AWD Sedan
Gas Model #2515
39 Mo. | 32,500-Mile Lease
39 Mos. | **\$2999** Due at Signing

RAV4

any new 2021 RAV4

\$1250 CUSTOMER CASH²
\$1000 CUSTOMER CASH ON HYBRID²

1.9% for 60 Mos.³
APR Financing

\$199 Per Mo.

-or- Lease a new
2021 RAV4 LE
8-Speed AT ECT-i 4-Door FWD SUV
Gas Model #4430
39 Mo. | 32,500-Mile Lease
39 Mos. | **\$2999** Due at Signing

Includes \$500 TFS Lease Subvention Cash.

Expanded Toyota Military Rebate Program For MILITARY PERSONNEL & THEIR FAMILIES

\$500 OVER & ABOVE ALL OTHER INCENTIVES!

Ask about the **\$500 COLLEGE GRAD REBATE PROGRAM**⁸

OVER & ABOVE ALL OTHER INCENTIVES!



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1. Toyota vehicles and components are built using U.S. and globally sourced parts. 2. Customer Cash direct from Toyota Motor Sales, U.S.A., Inc. 3. New 2021 Highlander (includes hybrid), new 2021 Camry (includes Hybrid, TRD & AWD) & new 2021 RAV4 (includes hybrid) 1.9% APR for 60 Months with \$17.48 per \$1,000 borrowed* 4. New 2021 Highlander LE FWD Model 6935. Lease based on net cap cost of \$30,981. \$1,000 Toyota Financial Services Lease Subvention Cash included in lease deal. Lease end purchase option \$25,135.** 5. New 2021 Camry LE AWD Model 2515. Lease based on net cap cost of \$23,787. Lease end purchase option \$15,469.** 6. New 2021 RAV4 LE FWD Model 4430. Lease based on net cap cost of \$23,636. \$500 Toyota Financial Services Lease Subvention Cash included in lease deal. Lease end purchase option \$18,421.** 7. The Toyota College Rebate Program is not compatible with the Military Rebate Program. See participating dealer or visit buyatoyota.com for complete details. 8. 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. 9. ToyotaCare covers normal factory scheduled maintenance for two years or 25,000 miles, whichever comes first. Certain models require a different maintenance schedule as described in their Maintenance Guide. 24-hour roadside assistance is also included for two years and unlimited mileage. Roadside Assistance does not include parts and fluids, except emergency fuel delivery. See Toyota dealers for details and exclusions. Valid only in the continental U.S. * For 3 - 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 4, 5 & 6 - 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. 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 (Highlander LE FWD) & 32,500 (Camry LE AWD & RAV4 LE) miles at the rate of \$0.15 per mile (10K low mileage leases). \$350 Disposition Fee is due at lease termination. For 2, 3, 4, 5, 6, 7 & 8 - Must take retail delivery from new 2021 dealer stock between 12/1/20 and 1/4/21. APR, Customer Cash & Lease offers may not be combined. See participating dealer for complete details. Individual dealer prices and document fees may vary. VEHICLE IMAGES USED FOR ILLUSTRATION PURPOSES ONLY. Expiration for these offers is 1/4/21.



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