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Moody on The Market



Moody Pat

While Michigan restaurants this month finally obtained the green light to resume indoor dining, albeit at

a dramatically reduced 25-percent capacity, a long time **St. Joe** manufacturer is working around the clock to produce a completely different type of light that could someday preclude the hospitality industry from ever having to close down indoor dining again. **Bill Carle, Jr.** is working to gain government support and safety guidelines for the unique lighting products his team has developed for the restaurant and hotel industry employing special **virus-killing UV sterilization technology** that could revolutionize the safety and protection of hospitality patrons everywhere, among many other practical applications in public settings. Carle, who was the third-generation leader of **Lakeshore Studios**, a high-end domestic lighting manufacturer founded in **Chicago** back in 1954 and relocated to St. Joseph, later launched **Stonegate Designs** in 1998 to challenge industry standards, much as he is doing today. Stonegate quickly earned the **20th Annual Arts Award** for the leading lighting fixture manufacturer in the industry, crafting those designs in the **Stonegate Park** business and medical complex off the intersection of **Maiden Lane and Hollywood Road**. Carle and Stonegate gained a significant foothold in the hospitality industry by becoming a build-to-spec lighting source for major hoteliers, restaurateurs and others in the industry. Now, he's working to save that industry and others from the scourge of the coronavirus pandemic by developing lighting that actually destroys the virus. He tells me that over the past seven months, his new commercial lighting company, **Illume Global**, has been vetting, and is now partnering with a company called **Sterilray** which holds the patents and makes what they feel is "the best technology for killing airborne pathogens on contact." It kills airborne viruses, including coronaviruses, by breaking down their molecular structure. Carle says, "As studies have shown, coronaviruses are transmitted primarily through the air, more so than on surfaces. The technology is called 'Safe-UV' or 'Far-UV,' and was invented more than 10-years ago by Sterilray." He adds, "It was introduced to us by our science advisor and renowned airborne infectious disease specialist, **Dr. Ed Nardell** of the **Harvard School of Public Health**, which is part of the **Harvard Medical School**." Carle contends, "Our technology is the only technol-

Continued on page 20



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Arthur
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MI House COVID Recovery Plan

Two weeks ago, I penned a column summarizing Governor Whitmer's \$5 billion Michigan COVID Recovery Plan to help restore the economy and end the coronavirus pandemic in our state. Since then, House Republicans have introduced and passed three supplemental budget bills which together comprise their \$3.5 billion **Help and Hope for Struggling Michiganders** plan. This week, I'd like to provide an overview of their plan and sum-

marize its efforts to tackle Michigan's economic recovery, support our students, and end our public health emergency.

Supporting Small Businesses (HB 4047 H-1)

First and foremost, the House's plan would deposit **\$150 million into the state's Unemployment Trust Fund (UTF)** to ensure our small businesses are not on the hook for fraudulent benefit disburse-

Continued on page 2

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Arthur Continued from cover

ments and improper payments during the COVID-19 pandemic. I've written about the need to shore up the UTF in several articles now and this is the legislature's second attempt at doing so.

Second, the plan would allocate **\$393.5 million in tax and fee relief** for afflicted businesses that have realized a significant financial hardship as a result of the COVID-19 emergency. This is broken out into the following four programs which will be made available through a **combined application process**:

- **\$300 million** to create a property tax relief grant program that would provide direct relief to businesses in the form of a check from the Department of Treasury based on a business's property tax or rent liability.
- **\$55 million** to create and operate an unemployment insurance tax relief grant program that would offset the unemployment insurance taxes paid by businesses in the two most recent preceding quarters.
- **\$16.5 million** to create and operate a retail liquor license relief program that would reimburse businesses for the costs of their liquor licenses.
- **\$22 million** to create and operate a local health department food service fee relief program to reimburse businesses for the costs of local health department inspection fees.

Last but not least, the House included a **\$22 million Property Tax Penalty & Interest Reimbursement** program for afflicted businesses that incurred penalties or interest fines for unpaid 2020 Summer or Winter property taxes.

Supporting Public Health (HB 4019 H-3)

Much like the Governor's plan, House Republicans also address key public health priorities by allocating **\$22 million** for vaccine distribution and **\$144 million** for COVID testing and contact tracing. But unlike her plan, additional resources for vaccine distribution and testing would be allocated quarterly as needed, rather than all at once. Legislative leaders believe holding some funds in reserve allows for more oversight and ensures the funds aren't squan-

dered. This bill also contains a number of other funding items to help struggling families, such as home-delivered meals for seniors (\$1.3M); mental health and substance abuse treatments (\$25M); emergency rental and utility assistance (\$165M), and a 15% increase in monthly SNAP benefits for families needing emergency food. (\$510M).

Supporting Education (HB 4048 H-1)

The third supplemental in the House's plan addresses the need to get students back into classrooms by allocating **\$363 million** – capped at \$260 per student – for districts re-opening in-person classroom instruction by February 15; **\$1.65 billion** for helping local school districts with increased costs; and **\$135 million** for a voluntary K-8 summer school program to help students get back on track. Additionally, teachers who participate in summer school would be eligible for \$1,000 in incentives and support staff would be eligible for \$250. I'd be remiss if I didn't also mention HB 4048 was introduced by Berrien County's own Rep. Brad Paquette (R-Niles).

As you can see, there are plenty of common themes between what the House has proposed and what Governor Whitmer announced just over two weeks ago. Having reviewed both in-depth, we believe the House differentiated themselves by creating a plan more concentrated on targeted small business relief and overall accountability. Those are easy concepts to get behind. After all, Michigan does not have money to waste and every dollar should go where it's needed most.

Michigan also does not have time to waste. The House's plan is now under consideration in the Senate and we are imploring swift action on their part to send this legislation to the Governor's desk. I have ended far too many columns by saying struggling businesses and workers need relief *now*. It's time for leaders in Lansing to work together and deliver the *help* and *hope* needed to get Michiganders back on their feet.

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Winter Coat

Photo by Jordyn Elsner

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The crisp fallen snow sparkling against the sun has transformed Michigan's Great Southwest into a beautiful winter wonderland! There are plenty of opportunities to take a hike. Ride on a fat tire bike. Go skating at your favorite rink. Or simply just take in the beauty around you. There are also some cool things happening this month and the beginning of March.

We start with a virtual event brought to you by Krasl Art Center. February 25 is *iPhone Photography - Painting with the Camera (virtual) OVWS2*. Photographer Karen West will guide you through two creative/painterly apps that can tap into your creative zone and turn your iPhone photos into paintings. *Painteresque* and *Distressed FX*, and *Paint* allow you to add textures and other effects that make viewers ask "Is it a photograph or is it a painting?" Apps are particularly suited to still life and landscape photography. Registration is required.

Registration is also required for our next, ongoing event, *Dablon Winery's Thursday Music Box Films*, February 18 and 25. February 18, features *The Deep Blue Sea*. In *The Deep Blue Sea*, Master chronicler of post-War England, Terence Davies directs Rachel Weisz as a woman whose overpowering love threatens her well-being and alienates the men in her life. In a deeply vulnerable performance, Rachel Weisz plays Hester Collyer, the wife of an upper-class judge (Simon Russell Beale) and a free spirit trapped in a passionless marriage. Her encounter with Freddie Page (Tom Hiddleston), a troubled former Royal Air Force pilot, throws her life in turmoil, as their erotic relationship leaves her emotion-

Fun & Interesting Things to Do in Michigan's Great Southwest

ally stranded and physically isolated. The film is an adaptation of British playwright Terence Rattigan's 1952 play, featuring one of the greatest roles for an actress in modern theatre. Admission is free. Reservations can be made by calling 269-422-2846.

The second movie this month is *Bettie Page Reveals All*. Academy Award-nominated filmmaker Mark Mori's is an intimate look at one of the world's most recognized sex symbols, told in her own words for the first time. In Mori's alluring documentary, the real Bettie Page emerges from the veil of myth and rumor via audio interviews taped a decade prior to her death in 2008. With earthy, razor sharp wit, Bettie tells her life story — from humble beginnings as one of six children in an impoverished southern family, to high school salutatorian, to scandalous 50s pin-up model, to shocking retirement in 1957 at the peak of her modeling career. Sharing rare details about her short-lived first marriage and many torrid affairs, this keen insider's glimpse follows Bettie through decades of broken marriages, born-again Christianity, and bouts of mental illness, before her ultimate return to the public eye in the early 90's, unaware of her cult status. Ranked by Forbes in 2012 as one of the top ten posthumous celebrity earners, Bettie and her enduring legacy continue to flourish. With a stunning array of gorgeous photographs, unusual archival material, and playful movie footage, *Bettie Page Reveals All* shows how Bettie's unabashed sexual expression and provocative poses set the stage for the sexual revolution and ushered in a modern era in fashion. For stars like Katy Perry and Beyonce, as well as new generations of adoring fans around the world, Bettie remains an irresistible style icon and an empowering role model. Admission is free. Reservations can be made by calling 269-422-2846.

The last event we will talk about in this issue is *March Mannequins*, March 12. Visit beautiful downtown St. Joseph and walk around to view magnificent storefronts filled with themed live mannequins. Fun for the whole family! Plan to do some shopping and enjoy a delicious dinner at your favorite restaurant, or simply pick it up to take home and enjoy.

Our highlighted outdoor activity in this column features Fernwood Botanical Garden and Nature Preserve. Fernwood is a special place where people, plants, and nature come together. Beautiful gardens surrounded by forest are tucked into a landscape of 105 acres of cultivated and natural areas along the scenic St. Joseph River valley. Fernwood's nature preserve, with its tall trees, tranquil ponds, abundant springs, and carpets of wildflowers, is a magical place that draws people back again and again. Trails provide access to all parts of the preserve, allowing visitors to see a remarkable variety of plants and wildlife. Some trails climb steeply while others offer gentle grades. All are kept simple so visitors remain close to nature. Surfaces are wood-chipped or bare earth, and there are steps on hilly portions and boardwalks over wet areas. Benches provide places to rest and observe the beautiful surroundings. Species of endangered or threatened Michigan plants and animals are protected in the preserve. To visit Fernwood during this pandemic please follow the following:

- Fernwood will be limiting hours from 10am - 5pm Tuesday - Saturday and noon - 5pm on Sundays in order to allow staff additional time to clean and disinfect commonly touched surfaces.
- Fernwood's Visitors Center and Sims Education Center are open, with limited access. Restrooms are available in these buildings.

- The Gift Shop located in the Visitors Center is open, with limited access.
 - Fernwood asks visitors to wear a mask when interacting with staff or when indoors.
 - The use of drinking fountains, complimentary wheelchairs, and paper maps will be unavailable until further notice.
 - All visitors, including members, should check in with a staff member outside of the Visitors Center entrance.
 - There will be one entrance and one exit to the gardens. Paths will be labeled as 'one way' with arrows wherever possible.
 - Access to a map that can be downloaded or photographed will be made available to visitors.
 - We ask visitors to practice social distancing when encountering others on paths and trails. Please give passing visitors at least 6 ft of space to pass-by.
 - No waste receptacles will be available during this time. Please bring any waste with you to dispose of at home.
 - Visitors will need to bring their own water and insect repellent.
 - Group visits will be limited to the current gathering numbers mandated by state and local authorities.
 - The Nature Adventure Garden is closed.
 - Railway Garden visitation will be monitored and may be limited. Please be patient.
- Together we can get through this. Be respectful and most importantly, always be kind. We will be back in a couple of weeks with more fun and interesting things to do in Michigan's Great Southwest!

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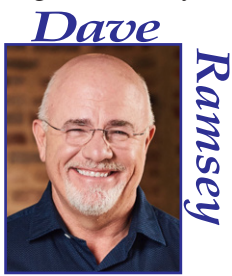
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Dave Ramsey

Dave Says Retirement funding comes before college savings

Dear Dave,
A friend told me about your Baby Steps program. I have one question, though. I noticed that according to your plan, saving for retirement should come before saving up a college fund for your kids. Why is this?

Natalie
Dear Natalie,
In short, college funding is not a necessity. Being able to set aside money for college is a great thing to do if parents can afford that sort of thing. But you can fund your education in other ways. There are loads of scholarships out there just for getting good grades. You can also work while you're taking classes. And one of the biggest things when it comes to getting an education is choosing a school or training program you can afford. Trust me, I believe in education. But there are lots of ways to get a college degree, or other career training, without your parents having to foot the bill or taking out student loans.

Another reason I advise this approach is because everyone is going to retire someday—unless, unfortunately, they happen to die before reaching retirement age. Retiring and eating are necessities. College is a luxury. Lots of

people succeed in life without going to college, and thousands have worked their way through college. I worked 40-plus hours a week in college, and still graduated in four years. The only good way to retire is by planning for it years ahead of time, and that means saving and investing.

Sure, you should try to help your kids with their educations if you can. Even a little bit each month over the course of several years can help a lot. But some parents might not be able to put a dime toward their kids' educations after high school. That doesn't make them bad people or bad parents. And it doesn't mean their kids can't still go to college, and avoid debt doing it!

-Dave

** Dave Ramsey is a seven-time #1 national best-selling author, personal finance expert, and host of The 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.*

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Health & Wellness Guide

February is **American Heart Month**



How exercise can help you live longer

There are many reasons to get in shape. Weight loss is a prime motivator, as is reversing a negative health effect, such as high cholesterol or increased diabetes risk. Routine exercise also can improve life expectancy.

WebMD says exercise keeps the body and brain healthy. That's why exercise should be an important component of daily life no matter one's age.

Research published in the journal Immune Aging found that how people age is 75 percent lifestyle and only 25 percent genetics, which underscores the importance of the lifestyle choices people make.

Cardiorespiratory fitness

Many health experts say that cardiorespiratory fitness may be just as valuable a metric to determine overall health as blood pressure and lipid levels. People with a high aerobic capacity can deliver oxygen to tissues and cells efficiently to fuel exercise, according to data published in 2014 in the journal Aging & Disease. In a study involving 11,335 women, researchers compared V02 max, also known as aerobic capacity, in women with mortality data. Women who were fit from a cardiovascular perspective had a lower death rate from all causes, irrespective of the women's weight.

Manage stress and mood

Exercise has direct stress-busting benefits that can promote longevity. The Mayo Clinic says physical activity can increase the production of endorphins, which are the body's feel-good neurotransmitters. In addition, exercise can imitate the effects of stress, helping the body adjust its flight or fight response accordingly, and help them cope with mildly stressful situations. While engaged in exercise, people may forget about their problems as they are focused on the activity at hand.

Improve bone health

Strength training and physical activity can stave off the effects of frailty and osteoporosis, which affects bone strength. A study published in the Journal of Internal Medicine in 2017 found that hip fractures are associated with diminished quality of life and survival among the elderly. One in three adults aged 50 and over dies within 12 months of suffering a hip fracture, and older adults have a five- to eight-times greater risk of dying within three months following a hip fracture. Building muscle strength, balance and bone density through exercise can reduce falls and frailty, helping to prevent fracture-related health risks.

Addresses sarcopenia

The health and wellness resource Healthline defines sarcopenia as the loss of muscle mass specifically related to aging. Doctors once considered this muscle loss inevitable, and it can affect stamina and lead to weakness. However, new indications suggest that exercise is the main treatment regimen for sarcopenia, particularly resistance training. This is designed to improve muscle strength and help balance hormone levels by turning protein into energy for older adults.

These are just some of the ways exercise can help older adults live longer, healthier lives.

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Health & Wellness Guide

How to incorporate more heart-healthy foods into your diet

Diet and heart health go hand in hand. The American Heart Association notes that a healthy diet and lifestyle are the best weapons to fight cardiovascular diseases, which the World Health Organization says kill more people across the globe each year than any other disease.

Men and women do not need degrees in nutrition science to create heart-healthy diets for themselves and their families. In fact, the familiar calls to "eat your fruits and vegetables" many adults recall from childhood lessons or nights around the family dinner table still bear weight today. A diet that is rich in fruits and vegetables is a hallmark of a healthy lifestyle. And supplementing such a diet with other heart-healthy foods is a great way to reduce one's risk for cardiovascular disease.

Fruits and vegetables

The U.S. Department of Health and Human Services notes that fruits and vegetables are healthy whether they're fresh, frozen, canned, and/or dried. The AHA advises eating fruits and vegetables with every meal and snack, and that may require a little creativity as you sneak them into favorite dishes. For example, the AHA suggests replacing half the ground meat in recipes for burgers, meatloaf or meatballs with cooked chopped mushrooms. The mushrooms can be finely chopped with a knife or food processor, and then sautéed in some olive oil until they're soft. They can then be mixed in with the lean meat, and the meal can be cooked as it normally would. At the breakfast table, add fruit to a bowl of cereal to make for a more flavorful morning meal.

Dairy products

When purchasing dairy products, the DHHS recommends sticking to fat-free or low-fat options. Replace whole milk with fat-free or 1 percent milk and buy only fat-free or low-fat cheese. When snacking, reach for fat-free or low-fat plain yogurt or cottage cheese. You can even add fruit or vegetables to such snacks to make snack time even more heart-healthy.

Proteins

Healthy proteins are another way people can promote heart health with their daily diets. When choosing proteins at the grocery store, the AHA recommends choosing chicken and fish over red meats. That's because red meats, which include beef and lamb, have more saturated fat than chicken and fish. Saturated fats increase blood cholesterol levels and can worsen heart disease, while the unsaturated fats in fish like salmon can actually reduce the risk for cardiovascular issues like heart failure and ischemic stroke. When preparing poultry, remove the skin, as most of the saturated fat in poultry is found just beneath the skin.

Grains

When buying grains, the DHHS recommends reading the ingredients list on the package before purchasing. Make sure whole wheat or another whole grain is the first item listed in the ingredients list, and choose only those products that say 100 percent whole grain. Instead of preparing white rice as a side dish, serve brown or wild rice, quinoa or oats.

A heart-healthy diet is easy to design and just as flavorful as less healthy alternatives.

How often to see the doctor

Routine health checkups are a key part of staying healthy. Older adults may feel like they're always visiting one doctor or another. But what is an acceptable frequency for doctor appointments?

The answer isn't always so cut and dry, and many health professionals have mixed feelings even among themselves over the magic number. The Centers for Disease Control and Prevention recommends adults over the age of 65 visit the doctor more than twice as often as 18- to 44-year-olds. According to Paul Takahashi, a physician at the Mayo Clinic in Rochester, Minn., adults should see their primary care physicians at least once a year to make sure diseases are being properly managed and to stay current on preventative screenings.

Visiting the doctor more frequently does not necessarily add up to better health, and it actually can do the opposite. Dr. Peter Abadir, an associate professor of medicine at the Johns Hopkins University School of Medicine, says frequent visits to health facilities where sick people congregate puts one at a higher risk of illness or infection. Visiting the doctor only when necessary is one way to avoid risky exposure.

Doctor visit frequency is not a one-size-fits-all answer. A yearly physical or checkup is a given, even for people who are healthy. People with a family history of certain conditions, like sleep disorders, cancer, high blood pressure, and other conditions, may need to see a doctor more frequently than those with no such histories. In addition, patients may need referrals to certain specialists who work together to provide an overall health plan. That can increase the number of appointments and shorten the intervals between them. Johnson Memorial Health offers some statistics.

• People visit the doctor four times a year on average.

• Studies show that poor or uninsured people prolong the time between doctor's visits.

• Individuals with high blood pressure may need to see the doctor four times a year to ensure medications are working properly.

• Patients on dialysis see the doctor several times a week.

Dr. Jennifer Caudle, a family physician and assistant professor at Rowan University School of Osteopathic Medicine in Stratford, NJ, says too often people visit the doctor only when they are really sick. That works to their disadvantage because the appointment will focus only on treating the illness instead of addressing other preventative care and screenings. Balance is necessary in regard to health care.

Patients can work together with their doctors to develop screening schedules that are customized to their particular profiles. These schedules can be modified as health history information changes or as patients age. Doctors can dial back or increase health visits as needed.

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Sylvia Kimble

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GETTING TO KNOW US AND OUR PRIVATE PRACTICE....



32 YEARS OF SERVICE

Dr. DeAnn Kutzner graduated with honors from Loma Linda University School of Medicine in 1984 and completed a residency in Obstetrics and Gynecology at the University of Virginia in 1988. She spent one year on the faculty at the University of Virginia School of Medicine's Department of Obstetrics and Gynecology prior to co-founding this practice in 1989. Dr. Kutzner is a Fellow of the American College of Obstetrics and Gynecology, a member of the American Medical Association and the Alpha Omega Alpha Honor Society. Dr. Kutzner and her husband have three children and a grandbaby on the way.



10 YEARS OF SERVICE

Dr. Heidi Grabemeyer-Layman graduated from Michigan State University College of Human Medicine in 2007. She completed her residency in Obstetrics and Gynecology through the Grand Rapids Medical Education and Research Center in 2011. Dr. Grabemeyer-Layman is a Fellow of the American College of Obstetrics and Gynecology and a member of the American Medical Association. Dr. Grabemeyer-Layman and her husband have three children.



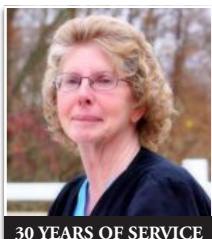
19 YEARS OF SERVICE

Dr. Rachael Proctor graduated with honors from Loma Linda University School of Medicine in 1998. She completed a residency in Obstetrics and Gynecology at Spectrum Health Blodgett and St. Mary's Mercy Medical Center in Grand Rapids and joined our practice in 2002. She is board certified in Obstetrics and Gynecology and a Fellow of the American College of Obstetrics and Gynecology. She is a member of the American Medical Association and Alpha Omega Alpha Honor Society. Dr. Proctor and her husband have five children.



2 YEARS OF SERVICE

Dr. Michele Ashton graduated from University of Michigan Medical School in 2001 and completed her residency in Obstetrics and Gynecology at the University of Missouri-Kansas City in 2005. She joined South Shore Women's Health Care in January of 2019. Dr. Ashton is a Fellow of the American College of Obstetrics and Gynecology as well as a member of the American Association of Prolife Obstetricians and Gynecologists. Dr. Ashton and her husband, Tim, have three children: Oliver, Elliott and Annabelle.



30 YEARS OF SERVICE

WE PERFORM OB, 3D & GYN ULTRASOUNDS...

Shirley Vargo, RDMS is a registered diagnostic medical sonographer who has been with South Shore Women's Health Care since 1990. She began her career at Lakeland, learning ultrasound on the job, later attending Grand Rapids Junior College to become certified. She passed her ultrasound boards in OB-GYN in 1988. She performs diagnostic OB and GYN ultrasounds for SSWHC. Shirley especially enjoys sharing the joy of parents as they see their babies in the womb. She has three children, a stepson and eleven grandchildren.



3 YEARS OF SERVICE

WE HAVE 3D MAMMOGRAPHY

Gina L. Kruck, RT (R)(M) graduated from Lake Michigan College with an Associate in Applied Science in May 1987. She became registered in Radiography, October 15, 1987 and in Mammography, October 17, 1991. Gina has performed mammograms at Berrien General Hospital, Lee Memorial Hospital and Memorial's Breast Care Center, before joining South Shore Women's Health Care. She has three grown children, and four grandchildren.

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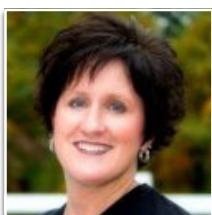


22 YEARS OF SERVICE

Darla Jordan, MT/CLS We have many testing facilities to meet your insurance requirements. We draw routine lab work as well as Biometric Screenings requested by employers. We have the capability to collect samples for Genetic Testing such as Hereditary Cancer Screening. Darla and her husband have two children.

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20 YEARS OF SERVICE

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Leigh Ann Hauch, MA, LMT began her career at South Shore Women's Health Care in 1992 as a Medical Assistant. She trained through La Roche Posay and became our skin care clinician in 2001. Leigh has also been trained to provide several of our physician supervised ancillary services including laser services for spider veins, brown spots/age spots, and skin tags, as well as Light Sheer Laser Hair Removal and 3D ultrasound. Leigh Ann is also a licensed massage therapist. She studied at Blue Heron Academy in Grand Rapids, graduating with honors. Leigh Ann and her husband live in Coloma and have two daughters and one grandson.

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Open concept 3 BD, 2 BA ranch design. Exterior to be vinyl & stone siding. Cathedral living rm ceiling, gas fireplace & natural light w/ windows to back yard & deck. Dining area into kitchen w/ granite countertops, SS appliances, island & pantry. Hardwood floors! Master suite w/ walk in shower & walk-in closet. Walkout basement w/ sliders & plumbed for full bath. Side loading, 3+ car garage. \$363,000 (20007766)

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COMMERCIAL



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ACREAGE



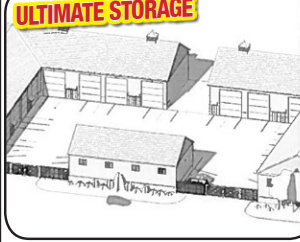
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COMMERCIAL BONUS CASH*.....	- 1,000
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CONQUEST LEASE CASH*.....	- 500
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SALE PRICE FOR EVERYONE.....	\$27,295
FIRST RESPONDER /MILITARY CONSUMER CASH*.....	- 500
RETURNING LESSEE CASH*.....	- 500

AS LOW AS.....\$26,295
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SIEMANS DISCOUNT.....	- 2,525
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REBATE.....	- 1,500
RAM COUPON.....	- 250
BONUS CASH.....	- 2,500
SALE PRICE FOR EVERYONE.....	\$41,495
FIRST RESPONDER/MILITARY CONSUMER CASH*.....	- 500
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RAM COUPON.....	- 250
PROMASTER CONQUEST BONUS CASH*.....	- 750
COMMERCIAL BONUS CASH*.....	- 500

SALE PRICE FOR EVERYONE.....\$31,995

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(MUST QUALIFY)

2021 DODGE DURANGO R/T ALL WHEEL DRIVE

White Knuckle, Leather Seats, Trailer Tow Group, 2nd Row Fold/Tumble Captain Chairs, 5.7 HEMI V-8 Engine, Power Sunroof, 19 Harman Kardon Amped Speakers with Subwoofer, Blind Spot and Cross Path Detection, Heated First and Second Row Seats, Power Liftgate, Heated Steering Wheel, and Much More! C21137



MSRP.....	\$55,370
SIEMANS DISCOUNT.....	- 2,075
REBATE.....	- 2,950
CHRYSLER CAPITAL BONUS CASH*.....	- 750

SALE PRICE FOR EVERYONE.....\$49,595

MILITARY CONSUMER CASH/1ST RESPONDER BONUS CASH*.....	- 500
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AS LOW AS.....\$49,095
(MUST QUALIFY/MUST FINANCE THRU CHRYSLER CAPITAL)

2021 RAM 1500 LARAMIE CREW CAB 4X4 NIGHT EDITION

Flame Red, Leather Seats, 5.7 E-Torque Engine, Dual Pane Panoramic Roof, 12 Inch Navigation Screen, Trailer Brake Controller, Heads Up Display, Adaptive Cruise Control, Heated Steering Wheel, Heated Seats, 19 Speaker Harman Kardon Premium Sound System, Parallel Perpendicular Park Assist with Stop, Surround View Camera, 22 Inch Wheels and Much More! C21096



MSRP.....	\$65,015
SIEMANS DISCOUNT.....	- 4,270
REBATE.....	- 1,500
CHRYSLER CAPITAL BONUS CASH*.....	- 500
RAM COUPON.....	- 250
RETAIL BONUS CASH.....	- 500

SALE PRICE FOR EVERYONE.....\$57,995

MILITARY CONSUMER / 1ST RESPONDER BONUS CASH*.....	- 500
RETURNING LESSEE CASH*.....	- 500

AS LOW AS.....\$56,995
(MUST QUALIFY/MUST FINANCE THRU CHRYSLER CAPITAL)

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WAS \$13,733



2015 CHRYSLER 200 S
NOW \$12,860

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

WAS \$4,180



2004 MAZDA TRIBUTE ES 4X4
NOW \$3,670

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

WAS \$17,192



2017 FORD FUSION SE
NOW \$16,753

1.5 EcoBoost EFI Engine, 6 Speed Automatic, Painted Luster Nickel Wheels, 26K Miles, SE Tech Package, SYNC 3, Power Seating, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Burgundy Velvet, U20224

WAS \$23,500



2020 MAZDA CX-30 SELECT AWD
NOW \$22,995

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

WAS \$38,995



2017 FORD F-150 XLT SUPERCREW 4X4
NOW \$37,334

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, F20462A

MANANA SEPTEMBER

SEE OUR HUGE SELECTION OF CARS

WAS \$20,271



2018 MAZDA CX-3 GRAND TOURING AWD
NOW \$19,165

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

WAS \$18,980



2017 KIA SORENTO LX AWD
NOW \$16,910

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

WAS \$20,989



2018 BUICK REGAL SPORTBACK ESSENCE
NOW \$19,375

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

WAS \$40,827



2015 GMC YUKON
NOW \$37,995

6.2 V8 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 108K Miles, Navigation, Running Boards, Memory Power Windows, Heated Steering Wheel, Power Moon Roof, Rear View Camera, Power Lift Gate, Remote Keyless Entry System, GMC Certified! Denali, S20017

SEE OVER 250 NEW AND 125 PRE-OWNED VEHICLES

WAS \$20,995



2019 DODGE GRAND CARAVAN GT
NOW \$19,500

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 \$20,995



2019 DODGE GRAND CARAVAN SXT
NOW \$18,500

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 \$54,990



2019 FORD F-150 LARIAT SUPERCREW DIESEL 4X4
NOW \$48,995

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 AG Front Seats, Heated Steering Wheel, Memory Power Adjust Pedals, 21" Flow 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 \$40,489



2019 FORD F-150 XLT SUPERCREW 4X4
NOW \$37,287

2.7 V6 EcoBoost EFI Engine, 10 Speed Automatic, Chrome-Like PVD Wheels, Only 13K 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

WAS \$33,987



2017 FORD SUPERCREW
NOW \$31,995

5.0 V8 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 108K Miles, Navigation, Running Boards, Memory Power Windows, Heated Steering Wheel, Power Moon Roof, Rear View Camera, Power Lift Gate, Remote Keyless Entry System, Ford Certified! Denali, S20017



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WAS \$21,793



2019 FORD ESCAPE SE 4X4
NOW \$21,257

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

WAS \$38,470



2018 JEEP WRANGLER UNLIMITED SAHARA 4X4
NOW \$37,865

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

WAS \$36,625



2017 FORD F-150 XLT SUPERCREW 4X4
NOW \$32,301

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

WAS \$25,930



2017 JEEP GRAND CHEROKEE LAREDO 4X4
NOW \$24,823

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

MAILMAX SPECIALS

WAS \$28,783



2018 JEEP GRAND CHEROKEE LAREDO 4X4
NOW \$25,950

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

GREAT PRE-OWNED VEHICLES!!!!!!



2018 FORD DENALI 4X4
NOW \$37,413

Aluminum Spoked Wheels, 58K Miles, Remote Start, Leather Heated/AC Front Seats, 2nd Heated Seat, DVD Entertainment System, Rear View Camera, Remote Keyless Entry System, Car Smart Checked! C20305A

WAS \$39,995



2018 FORD F-150 XLT SUPERCREW 4X4
NOW \$36,318

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

WAS \$23,997



2015 INFINITI QX70 AWD
NOW \$20,730

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, C21009A

WAS \$13,995



2017 FORD FOCUS SEL HATCHBACK
NOW \$12,500

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

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2018 FORD F-150 XLT SUPERCREW 4X4
NOW \$31,704

Aluminum Wheels, 42K Miles, Remote Start, Chrome Step Bars, Power Heated Front Seats, Rear View Camera, Remote Keyless Entry System, Ford Certified! Magnetic, U20210

WAS \$34,312



2017 TOYOTA HIGHLANDER LIMITED AWD
NOW \$30,686

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

WAS \$32,679



2017 CHEVY SILVERADO 1500 LT 4X4
NOW \$28,995

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

WAS \$23,927



2017 CHRYSLER PACIFICA TOURING L-PLUS
NOW \$20,974

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

WAS \$16,357



2018 HONDA FIT EX HATCHBACK
NOW \$13,516

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

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**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 Check! Stone Blue Metallic, F20442A

**2018 JEEP
COMPASS LIMITED 4X4
NOW \$21,454**

2.4 EFI Engine, 9 Speed Automatic, Polished Aluminum Wheels, 38K Miles, Remote Start, Power Driver's Seat, Heated Leather Seating, Heated Steering Wheel, Panoramic Moon Roof, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Jeep Certified! White Clear Coat, U21007

**2013 FORD F-150 LARIAT
SUPERCREW 4X4
NOW \$23,994**

5.0 V8 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 143K Miles, Remote Start, Navigation, SYNC, Spray-In Bed Liner, Chrome Step Bars, Memory Power Leather Heated/AC Front Seats, Power Adjust Pedals, Power Moon Roof, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Tuxedo Black, F21050B

**2016 FORD ESCAPE SE 4X4
NOW \$15,233**

1.6 EcoBoost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 51K Miles, SYNC 3, Power Driver's Seat, Heated Front Seats, Reverse Sensing System, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Ford Certified! Magnetic, F20485A

**2014 FORD
EXPLORER XLT 4X4
NOW \$15,668**

3.5 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 103K Miles, Navigation, SYNC, Power Leather Heated Front Seats, Power Moon Roof, Dual Panel Moon Roof, Auto Temp Control, Reverse Sensing System, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Tuxedo Black, F20302A

**2019 FORD ESCAPE SE 4X4
NOW \$20,891**

1.5 EcoBoost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 11K Miles, Remote Start, SYNC 3, Power Driver's Seat, Heated Front Seats, Auto Climate Control, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Ingot Silver, U21001

**2018 CHEVY CRUZE LS
NOW \$13,995**

1.4 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 27K Miles, Power Windows, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Red Hot, C20176A

**2017 AUDI QUATTRO Q7
PRESTIGE 4X4
NOW \$30,665**

3.0 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 94K Miles, Memory Power Leather Heated/AC Front Seats, 2nd Row Heated Seats, Panoramic Moon Roof, Power Lift Gate, Back-Up Camera, Remote Keyless Entry System, Orca Black, F21034A

**2019 FORD ESCAPE SEL 4X4
NOW \$21,867**

1.5 EcoBoost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 23K Miles, Remote Start, SYNC 3, Power Driver's Seat, Leather Heated Front Seats, Panoramic Moon Roof, Auto Climate Control, Reverse Sensing System, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Ford Certified! Baltic Sea Green, U21012

**2018 RAM 1500
BIG HORN CREW CAB 4X4
NOW \$32,750**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 30K Miles, Remote Start, Black Appearance Group, Power Driver's Seat, Heated Front Seats, Heated Steering Wheel, Park Assist System, Back-Up Camera, Remote Keyless Entry System, Ram Certified! Brilliant Black, U21010

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**2019 FORD
ESCAPE TITANIUM 4X4
NOW \$26,762**

2.0 EcoBoost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 14K Miles, Remote Start, Navigation, SYNC 3, Memory Power Leather Heated Seating, Panoramic Moon Roof, Auto Climate Control, Adaptive Cruise Control, Collision Warning, Lane Keeping System Blind Spot Monitor, Active Park Assist, Reverse Sensing System, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Ford Certified! Azalea Black, U21002

**2017 FORD TAURUS SEL
NOW \$18,309**

3.6 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 47K Miles, Remote Start, Navigation, SYNC, Power Leather Heated Front Seats, Power Moon Roof, Auto Climate Control, CD-Player, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Shadow Black, F20508A

**2018 CHEVY COLORADO
Z71 CREW CAB 4X4
NOW \$30,996**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 31K Miles, Remote Start, Power Heated Front Seats, Auto Climate Control, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Cajun Red, U21015

**2015 FORD ESCAPE SE 4X4
NOW \$13,576**

2.0 EcoBoost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 89K Miles, Power Driver's Seat, CD-Player, Back-Up Camera, Remote Keyless Entry System, Ingot Silver, F20455A

**2018 JEEP
COMPASS LIMITED 4X4
NOW \$20,899**

2.4 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 35K Miles, Remote Start, Power Driver's Seat, Leather Heated Front Seats, Heated Steering Wheel, Back-Up Camera, Remote Keyless Entry System, Jeep Certified! Granite, U21008

**2016 NISSAN
ROGUE SV AWD
NOW \$16,221**

2.5 EFI Engine, CVT Automatic Transmission, 51K Miles, Navigation, Power Driver's Seat, Auto Climate Control, CD-Player, Back-Up Camera, Remote Keyless Entry System, Brilliant Silver, C21092A

**2010 MERCURY
MOUNTAINEER PREMIER AWD
NOW \$10,605**

4.6 V8 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 75K Miles, Step Bars, SYNC, Power Leather Heated Front Seats, Power Adjust Pedals, Power Moon Roof, Auto Climate Control, 3rd Row Seating, Remote Keyless Entry, Sangria Red, U20234A

**2017 TOYOTA SIENNA XLE
NOW \$21,902**

3.5 EFI Engine, Automatic Transmission, Aluminum Wheels, 92K Miles, Navigation, Power Leather Heated Front Seats, Power Moon Roof, Auto Climate Control, CD-Player, Remote Keyless Entry System, Silver, C20227B

**2011 JEEP
LIBERTY SPORT 4X4
NOW \$8,995**

3.7 V6 EFI Engine, 4 Speed Automatic, Aluminum Wheels, 108K Miles, Power Moon Roof, Remote Keyless Entry System, Natural Green Pearl, F20417A

**2014 JEEP CHEROKEE
TRAILHAWK 4X4
NOW \$18,556**

3.2 V6 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 79K Miles, Remote Start, Navigation, Power Driver's Seat, Heated Steering Wheel, Leather Heated Front Seats, Power Moon Roof, Power Lift Gate, Remote Keyless Entry System, Bright White, C21073B

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**2016 FORD F-350
SRW XLT CREW CAB 4X4**
NOW \$40,913

6.7 Power Stroke V8 DIESEL Engine, 6 Speed Automatic, 95K Miles, Bed Liner, XLT Interior Package, CD-Player, Back-Up Camera, Trailer Tow Package, Remote Keyless Entry System, Oxford White, F21042A



**2020 FORD TRANSIT
CONNECT XLT 6 PASSENGER VAN**
NOW \$26,544

2.0 EFI Engine, 8 Speed Automatic, Aluminum Wheels, Less Than 7K Miles! Power Driver's Seat, Auto Climate Control, SYNC 3, Wireless Phone Charging Pad, Lane Keeping System, Blind Spot Monitor, Pre-Collision Assist, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Frozen White Metallic, F20526A



2014 TOYOTA RAV4 LE AWD
NOW \$16,289

2.5 EFI Engine, 6 Speed Automatic, Styled Wheel Covers, 50K Miles, Back-Up Camera, Power Windows, CD-Player, Remote Keyless Entry System, Magnetic Gray, C21141A



**2015 HYUNDAI
SONATA SE**
NOW \$12,324

2.4 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 54K Miles, Power Windows, CD-Player, Remote Keyless Entry System, Lakeside Blue, C20120A



**2017 FORD F-250 LARIAT
SRW CREW CAB 4X4**
NOW \$59,725

6.7 Power Stroke V8 DIESEL Engine, 6 Speed Automatic, 59K Miles, Bed Liner, Power Running Boards, Remote Start, Navigation, SYNC 3, Memory Power Leather Heated/AC Front Seats, Power Adjust Pedals, Twin Panel Moon Roof, Auto Climate Control, Adaptive Cruise Control, Blind Spot Monitor, Reverse Sensing System, Back-Up Camera, Lariat Ultimate Package, Ford Certified! Shadow Black, F21020A

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**2015 RAM 1500 BIG HORN
CREW CAB 4X4**
NOW \$26,871

5.7 EFI HEMI Engine, 8 Speed Automatic, Aluminum Chrome Clad Wheels, 65K Miles, Remote Start, Bed Liner, Running Boards, Power Driver's Seat, Heated Front Seats, Heated Steering Wheel, Touchscreen Display, Park Assist System, Back-Up Camera, Remote Keyless Entry System, Bright White, C20065B



2013 MINI COOPER S
NOW \$8,957

1.6 EFI Engine, 6 Speed Manual Transmission, Aluminum Wheels, 93K Miles, Leather Seating, CD-Player, Remote Keyless Entry System, Lightning Blue, F21040A



**2018 FORD F-150
XLT SUPERCREW 4X4**
NOW \$28,952

2.7 V6 EcoBoost EFI Engine, 10 Speed Automatic, Aluminum Wheels, 92K Miles, Bed Liner, Running Boards, XLT Power Equipment Group, Remote Start, Navigation, SYNC 3, Power Heated Front Seats, Power Adjust Pedals, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ingot Silver, F20470A



**2007 GMC SIERRA 1500 SLE
Z-71 EXTENDED CAB 4X4**
NOW \$9,943

5.3 V8 EFI Engine, 4 Speed Automatic, Aluminum Wheels, 182K Miles, Security Cover, Running Boards, Power Adjust Pedals, CD-Player, Remote Keyless Entry System, Onyx Black, U21005A



**2015 JEEP PATRIOT
HIGH-ALTITUDE 4X4**
NOW \$11,924

2.4 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 103K Miles, Remote Start, Power Driver's Seat, Leather Heated Front Seats, Power Moon Roof, Remote Keyless Entry System, Granite, C20315A



**2017 FORD
EXPLORER XLT 4X4**
NOW \$26,901

3.5 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 60K Miles, Remote Start, Navigation, SYNC 3, Power Leather Heated/AC Front Seats, Heated Steering Wheel, Dual Panel Moon Roof, Auto Climate Control, Blind Spot Information System, Forward and Reverse Sensing System, Back-Up Camera, Hands Free Lift Gate, Trailer Tow Package, Remote Keyless Entry System, Ford Certified! White Platinum, F21056A



**2018 FORD POLICE
INTERCEPTOR AWD**
NOW \$17,878

3.7 V6 EFI Engine, 6 Speed Automatic, Steel Wheels, 82K Miles, Ready For The Road Package, 100 Watt Siren and Speaker, Spot Lamp, SYNC, Vinyl Floor Covering, Power Driver's Seat, Remote Keyless Entry System, Shadow Black, F21017A



**2019 FORD F-150 XLT
SUPERCREW 4X4**
NOW \$39,767

2.7 V6 EcoBoost EFI Engine, 10 Speed Automatic, Chrome-Like PVD Wheels, Less Than 2,000 Miles! Remote Start, Navigation, Security Cover, Bed Liner, SYNC 3, Chrome Step Bars, Pre-Collision Assist, Back-Up Camera, Power Driver's Seat, Remote Keyless Entry System, Ford Certified! Magna Red, F21058A



**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



**2016 MAZDA
CX-5 SPORT AWD**
NOW \$16,899

2.5 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 58K Miles, CD-Player, Touchscreen Display, Back-Up Camera, Remote Keyless Entry System, Freshly Detailed! Crystal White Pearl, U20180A



**2019 JEEP CHEROKEE
TRAILHAWK 4X4**
NOW \$28,591

2.0 Turbo EFI Engine, 9 Speed Automatic, Aluminum Wheels, 22K Miles, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, Blind Spot and Cross Path Detection, Back-Up Camera, Hands Free Power Lift Gate, Remote Keyless Entry System, Jeep Certified! Firecracker Red, C21155A



**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



**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 LEXUS IS 300 AWD
NOW \$29,990

3.5 EFI Engine, Automatic Transmission, Aluminum Wheels, 24K Miles, Navigation, Power Leather Heated/AC Front Seats, Power Moon Roof, Auto Climate Control, CD-Player, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Graphite, M20079A



**2018 RAM 1500
BIG HORN CREW CAB 4X4**
NOW \$34,967

5.7 V8 HEMI EFI Engine, 8 Speed Automatic, Aluminum Wheels, 28K Miles, Remote Start, Bed Liner, Heated Front Seats, Power Driver's Seat, Heated Steering Wheel, Park Assist System, Back-Up Camera, Trailer Brake Controller, Remote Keyless Entry System, Ram Certified! Bright White, U20229



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



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Pastor



Rosenbaum

Underestimation

They put a staff in [Jesus'] right hand. Then they knelt in front of him and mocked him. "Hail, king of the Jews!" they said.

Matthew 27:29

You are in Windsor, Canada. It is 1902. You are in the stands of a racetrack, waiting for the next race. As you do, you see a horse coming out to the track that makes you wince. You check your program. His name is "Prince Direct." The Chicago Tribune later describes him as "fat" and "gross." Worse yet, as he plods his way past you, you notice that he has the most awkward kind of walk you have ever seen. At once, you dismiss him out of hand. So does everyone around you.

And then Prince Direct begins to run. Suddenly he is a horse transformed. The legs underneath him are fast and sure. He blows past every other horse in the race. His performance shocks everyone. In the end, all the crowd can do is cheer. It is a grand case of underestimation.

It is what the soldiers who crucified Jesus did. As they prepared him for the cross, they decided to have some fun. They had heard the claims that he was a king. Their immediate response was mockery. "This

man, a king? Look at him. This man is a nothing. Whatever he claims to be is a nothing. And soon this nothing will be dead."

And so Jesus went to the cross. On the cross, he suffered and died. And three days later, he rose from death. In so doing, he demonstrated that his death had paid for the sins of the world. And that through faith in him, we have forgiveness and life. He is the Son of God and, indeed, the King of kings. It had been a grand case of underestimation.

The next time you feel the temptation to underestimate Jesus, take a deep breath, and give yourself a moment. Remember who he is. Remember what he has done for you. Let it assure you he is able to do anything for you. Let it assure you he will do what is best for you.

Prayer: Lord Jesus, King of kings, forgive me for all the times I have underestimated you. Help me remember who you are. Amen.

Submitted by: Pastor Glenn T. Rosenbaum
Administrative Pastor
Grace Evangelical Lutheran Church, St. Joseph
Originated by: www.WhatAboutJesus.com

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- ★ Financial assistance thru the Michigan Veterans Trust Fund for wartime veterans or peacetime veterans who earned an expeditionary medal (additional means tested restrictions apply).
- ★ Free financial coaching from an Accredited Financial Counselor and Financial Fitness Coach Counselor as well as ongoing Dave Ramsey's Financial Peace University Military Edition classes.



MOODY *Continued from Cover*

ogy that is safe for human exposure and kills the virus in 1/8th of one second by line of sight. So to give you an example, if you were to put one in your office there, I could sit almost on top of you and we can cough on each other, sneeze on each other, it doesn't matter, it's killed instantly." He explains, "The base technology is really pretty sophisticated, but essentially what we do is we take two chloride and Krypton gases and we fill a tube and then we charge it with a lot of power and create photons out of the gases that emit out of a quartz tube, and essentially anywhere that is within a line of sight becomes safe." Saying "Everybody recognizes, this is going to be essentially a major ticket to controlling the virus and moving on," Carle's team at Illume Global will be the original equipment manufacturer for decorative lighting fixtures and retrofit applications, and will also help scale and get the word out to the real estate, hospitality and development worlds. The St. Joe entrepreneur says, "We recently met with Hilton's top corporate engineers, who think this might be their 'silver bullet.'" He adds, "Fidelity Investments has already awarded Sterilray a contract to create a safer environment for the firm's 12-million square foot portfolio, and we are also introducing the technology on an original equipment manufacturing basis to companies such as Big Ass Fans, Whirlpool, Stryker, Hillrom, and DaVinci Robotics to name a few." The excitement for Carle and his partners in the project, Jeff Kovacs from Lighting Enterprises LED of Detroit, and Steve Machiorlette, founder and managing partner of Worth Home Products of Houston, is palpable, as Carle suggests, "We are at the forefront of a transformation in the hospitality industry, and quite frankly will be one of the main platforms that not only saves the industry, but provides a platform that will allow businesses to operate during inevitable events like this (the pandemic) in the future." With new coronavirus variants bursting onto the scene, Carle says the technology is gaining the eye of the medical community, and says, "After talking to DaVinci Robotics and Stryker Medical we all are going to converge technology and create flexible platforms that don't get us in this position (of extended shutdowns and restrictions) ever again, and that's the goal."

While Carle has been pretty quiet on the local scene in recent years, he says he wants people to know that help is on the way. He tells me, "Even when I go into Airwae Barbershop in downtown St. Joe when I'm in town and sit down, everybody always asks, "What's going on in the lighting world and when I tell my barber about this technology, he's like, 'Oh my gosh, we've got to have that now!'" Carle cautions, however, "The sad thing about it is the big guys are going to get it first. The Whirlpool's and Hilton corporates." He wonders, rhetorically, "How clean is clean enough and what is your responsibility as a corporation to make sure the small independents are able to gain access to this and that's a big challenge. How do we get Airwae Barbershop, or the local restaurants a unit?" He goes on to say, "I mean literally they could be at full

capacity for occupancy with these UV lighting devices, and it's so exciting. It's at the very beginning of the bubble." Illume Global continues to go through all of the due diligence to assure safe operations, and Carle admits, "We'd love to see Michigan government embrace this, especially given Governor Whitmer's constraints on restaurants as a huge hurdle. If she knew about this technology, she'd be like 'Get it in and let's open everybody up tomorrow,' I mean that it would be that quick." Regarding the ongoing vetting process, Carle says, "We're looking probably at about two to three months before a safety statement can be made. Anybody can buy the product right now, but it's expensive, and liability is somewhat of an issue even though it will come out as being deemed safer than sitting in front of your window, at your computer, but it's going to be about three months before that safety statement is made." Once the safety clearance issue is resolved, the process is expected to gain traction quickly, with the Illume team looking at implementation from an infrastructure standpoint, starting to take hold pretty quickly in 2021. In fact, Carle says, "We're actually, as we speak, making prototypes in the factory off of Hollywood Road there at the Stonegate factory site, the first round of what we call the 100-watt sconce version, but there will be several different sizes depending on the area of coverage desired by the establishment deploying the special lighting fixtures for a safe environment all around." Illume Global is a full-service manufacturer of high quality, made-to-spec lighting fixtures designed to meet any need from a large and complicated lobby chandelier to a simple guest room table lamp. Their clientele has ranged from major brands like Hilton, Marriott, Double Tree, Hyatt, and Harrah's to Disney, Starbucks, Einstein Bagels, Noodles and such major properties as the MGM, Mandalay Bay, Mirage, Golden Nugget and Wynn in Las Vegas. Interested parties can reach Bill Carle, Jr. by email at bcarle@illumeglobal.com. Stay tuned for more as Illume and Sterilray move the ball down the field.

The Exchange Club of Southwest Michigan is celebrating their 100th birthday on Monday, February 15, 2021. They are a local service organization with programs focusing on Prevention of Child Abuse, Americanism, Youth Programs, and Community Service. Locally the Exchange Club of Southwest Michigan supports the Children's Advocacy Center, Girls on the Run, and Cyberbullying programs. Their Americanism projects like the Field of Flags at Lest We Forget events, and Senior PGA events, help us remember to appreciate freedom and opportunity in the United States. Youth programs like the ACE Award and Blossomtime Pageant provide funds for youth achievements. Community service projects locally include participating in the Newsie sale, completing its 99th year, raising over \$41,000 in December of 2020 for more than 1,000 local families. Other community service projects include honoring local police and fire personnel and participating in the National Day of Service in October. This spring

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GREAT LAKES FISH FRY

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MUSTARD CRUSTED SALMON

The Exchange Club of Southwest Michigan is hosting the **Michigan District Convention** the weekend of May 21st at the **Inn at Harbor Shores**. To learn more about the local Exchange Club they invite you to check out their **Facebook** page. Right now, they are meeting weekly online Tuesdays at Noon, until they can get together for group meetings again and have an official 100th birthday celebration.

The man who brought the modern-day version of the **Fairplain Plaza** to the local marketplace along with other key properties in that neighborhood including **Slumberland Furniture**, the **Maytag Laundromat**, and the strip center that brought both **GameStop** and **Batteries Plus** to town, is back at the drawing board in hopes of rehabilitating a sizable, but aging, building complex in the same Fairplain neighborhood of **Benton Township** with hopes of having it ready for new tenants this spring. **Jim Paul of JPA Associates** has developed many properties across the region and attracted dozens of retailers over the past 25 years or more, including **Best Buy** who ironically ended up building on a competitor's land. Now he's hard at work piecing together plans to completely rehabilitate the former building that housed both the original local **Big Lots** store and a **Ridge & Kramer Auto Parts** center along **M-139** near the corner with **Napier Avenue** across from the Fairplain Plaza. Paul is voicing deep gratitude to Benton Township board members and officials who voted recently to establish an **Obsolete Property Rehabilitation District** which sets the stage for a second public hearing for consideration of an exemption certificate for the site. If the exemption certificate gets the green light, Paul's development firm, **Properties Plus, LLC** will be able to undertake a major renovation of the building while freezing property taxes at their current rate for up to 12 years and exempting additional taxes on those improvements. Paul, who says he is continuing to perform his due diligence on the project, says that among other things he will have to undertake asbestos remediation processes stemming from the type

of floor tile and adhesive used there, and plans a total makeover of the building. He says, "When the work is done virtually everything but the building's major infrastructure will be all new," aiding in his work to attract new businesses to that center. Paul calls the proposed project "a perfect example of what the Obsolete Property Rehabilitation Act — OPRA for short — was designed to accomplish," by reviving an unused property and putting it back into productive use for the public and the community at large. Paul says he was represented at the **Benton Township Board** meeting by **Cornerstone Alliance Business Development Manager Cathy Tilley** who is assisting with the OPRA application process on the 60,000-plus square foot building. As the renovation planning process has advanced over the past several months, Jim Paul has been working diligently to attract retail tenants for the center, with hopes of having two signed to share the space, much as the previous tenants had. He tells me he's had "some leasing negotiation success, and hopefully we can announce some deals within the next 60 days or so." The developer's makeover includes "a whole fresh new look for the building, renovation and re-striping of the parking lot," and more. As always, stay tuned.

There's a new **Nurse Practitioner** specializing in several disciplines on board at the **Southwestern Medical Clinic in Bridgman**, and her name is **Sherry Simpson**. **Spectrum Health Lakeland** has welcomed Simpson to the medical staff at the clinic located at **9625 Red Arrow Highway** where she is

now caring for adult and geriatric patients in **Michigan's Great Southwest**. Simpson earned her master's degree in nursing from **Andrews University** and is currently pursuing a doctorate in nursing from **Valparaiso University**. She has more than two decades of clinical and educational experience and specializes in internal medicine, geriatrics, and hospice and palliative care. Prior to joining the practice, Simpson served as a Nurse Practitioner for **PACE (Program of All-Inclusive Care for the Elderly) of Southwest Michigan**, anchored in St. Joseph. Simpson says, "Through my work with **Lakeland Homecare** and **PACE** over the last nearly 15 years, I have been able to provide compassionate and comprehensive medical care for older adults who may be experiencing complex diagnoses or chronic illness," and adds, "I look forward to continuing this important work in the primary care setting and am pleased to be joining a diverse group of caregivers at Southwestern Medical Clinic."

Happy Valentines Day! See you Saturday right here in MailMax!

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Don



Stuart

Gong xi fa cai!
That's Mandarin for "Happy New Year!" I realize it conflicts a bit with the Germanic headline, but the point is, we're kicking off another new year! It'll run simultaneous to 2021, and we can eventually decide to live in whichever one is better!

It's the beginning of the new lunar year, the Year of the Ox. You might occasionally hear the year referred to by other names for this animal, but that's just bull.

I've checked out a wealth of horoscopes and forecasts for people born in an Ox year. They all describe Ox people the same way: stolid, unflappable, stubborn, taciturn, etc. That's all well and good, but it's boring fodder for a laugh-a-minute column.

Nevertheless, thanks to my perseverance, this column treats you to a decent serving of dopey stuff relating to Oxen! For example:

I don't know how many of the 12 Lunar animals are on menus around the world, but Ox certainly could be in this soup. And it could definitely be in ox-tail soup (although other bovine tails might be used). I wonder if it was *real* oxtail in the canned, condensed variety that Campbell's Soup used to

make? Heinz' Ox-tail soup is popular in the United Kingdom. Not universally though – there's a Royal Navy superstition that eating oxtail soup aboard a submarine will bring on "stormy weather and mild flatulence."

"Ox" has been bestowed as a nickname on a number of people who have their own Wikipedia pages. Interestingly, professional athlete or hitman/murderer are the leading professions for people nicknamed "Ox." There's one American astronaut, and one musician – John Entwistle, late bassist of The Who. (Rumor has it Entwistle earned the Ox nickname when he played rounders {British baseball} in his youth, although he eventually was kicked off the team; every time he got on base, he'd start his "The Who's on First?" shtick.)

By the way, about those gunmen, they were Tomasso Petto and Charles Reiser. They were born in the late 1870s, and they started building rap sheets at a young age, and apparently a life of crime agreed with them. Well, up to a point. While their lives were not long, they died peacefully. . .NOT!: Petto was stabbed to death – 62 times! – in 1905, and Reiser died in 1921 in a Chicago hospital. A coroner's jury declared he committed "suicide," from, you know, the ten bullets in his body.

The Lunar New Year is a cause for large and long-lasting celebrations in China. But that doesn't

mean it doesn't present some downsides. For example, Chinese culture places enormous importance on having children and passing along the family name. And for single adults, this can be a real headache. So, some desperate singles resort to hiring a fake boyfriend or girlfriend to take home. They just have to connect with someone who can't (or doesn't want to) go home to her/his family and pay them to pose as their significant other.

But single people, I believe there's a much easier way around this conundrum! Just make sure that Oxtail soup is on the menu, then show up alone, and sadly tell the family that when your beloved eats it, things get stormy and mildly flatulent. TakefiveT5@yahoo.com

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2016 FORD FIESTA S
~~\$149/mo~~ ~~\$9,491~~
\$5,991
 91K MILES



2010 CHEVY COLORADO CREW
~~\$9,491~~ ~~\$6,996~~
\$6,996
 RWD



SPECIAL OF THE WEEK!
2005 CHEVY MALIBU MAXX
 AUTO, A/C
~~\$2,495~~
\$1,000



2013 KIA SORENTO
~~\$11,491~~
\$8,991
 AWD, 2.4L I4



2016 CHEVY TRAX AWD
~~\$12,491~~
\$9,991
 LEATHER, ROOF, HEATED SEATS, JUST IN!



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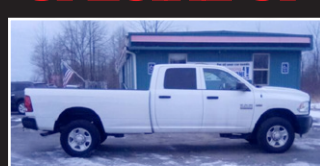
2014 JEEP COMPASS
~~\$179/mo~~ ~~\$14,491~~
\$12,991
 4X4, LIMITED



2018 CHEVY TRAX AWD
~~\$249/mo~~ ~~\$17,491~~
\$14,991
 62K MILES, POWER SEAT, JUST IN!



SPECIAL OF THE WEEK!
2015 RAM 3/4 TON CREW
 4X4, LG BOX
~~\$23,949~~
\$20,991



2018 CHEVY MALIBU LT
~~\$249/mo~~ ~~\$18,491~~
\$15,991
 JUST IN



2018 FORD ESCAPE SE 4X4
~~\$259/mo~~ ~~\$18,491~~
\$15,991
 85K MILES



2017 BUICK ENCORE PREFERRED II
~~\$259/mo~~ ~~\$17,491~~
\$15,991
 1.4L I4 TURBOCHARGER, ONLY 46K MILES



2017 CHEVY MALIBU
~~\$18,491~~
\$16,991
 FACTORY WARRANTY, 22K MILES



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2019 CHEVY IMPALA LT
~~\$269/mo~~ ~~\$19,491~~
\$16,991
 V6



2017 SUBARU OUTBACK
~~\$269/mo~~ ~~\$18,491~~
\$16,991
 2.5I PREMIUM, AWD



2018 FORD ESCAPE
~~\$349/mo~~ ~~\$18,491~~
\$16,991
 AWD



2019 TOYOTA COROLLA HATCHBACK SE
~~\$20,491~~
\$16,991
 25K MILES



2018 CHEVY EQUINOX
~~\$279/mo~~ ~~\$20,491~~
\$17,991
 LT, AWD, 41K MILES



2017 GMC ACADIA
~~\$22,491~~
\$19,991
 46K MILES, 3RD ROW, FACTORY WARRANTY



2016 CADILLAC SRX
~~\$369/mo~~ ~~\$22,491~~
\$19,991
 31K MILES, LEATHER, LOADED



2019 GMC TERRAIN SLT AWD
~~\$22,491~~
\$20,991
 NAV, HEATED



SPECIAL OF THE WEEK!
2017 JEEP WRANGLER UNLIMITED
 4X4, SAHARA, 64K MILES, 3.6L V6
~~\$31,649~~
\$29,991



2014 RAM 1500 SLT
~~\$22,491~~
\$20,991
 3.6L V6, 4X4



2016 CHEVY TRAVERSE AWD
~~\$22,491~~
\$21,991
 LEATHER, DVD



2014 FORD F150 4X4
~~\$25,491~~
\$22,991
 5.0L V8, STYLERSIDE XLT



2016 CHEVY COLORADO LT 4X4
~~\$27,491~~
\$24,991
 CREW CAB, 3.6L V6



2016 CHEVY SILVERADO LT Z71 4X4
~~\$30,491~~
\$26,991
 CREW CAB 5.8 FT. SB, 5.3L V8



2015 JEEP WRANGLER SAHARA
~~\$30,491~~
\$27,991
 4X4, HARD AND SOFT, AUTO, NAV, ALPINE SOUND



2017 CHEVY SILVERADO 4X4
~~\$30,491~~
\$27,991
 1500 LT, CREW CAB



2019 RAM 1500 CREW BIG HORN
~~\$41,991~~
\$32,991
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#ct10071b

\$8,991



2013 Nissan Altima
#b00073b

\$9,992



2012 Chevy Volt
#b00092a

\$9,991



2016 Chevy Trax
#p1280

\$11,993



2015 Kia Sorento
#g00119a1

\$12,991



2018 Chevy Cruze
#ch10008a

\$14,791



2017 Chevy Malibu
#b0054a

\$14,931



2017 Ford Fusion
#g10036c

\$14,991



2014 BMW 328i
#ct10052a

\$15,592



2013 Ford Explorer
#p1324a

\$15,991

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NOW AS LOW AS \$17,196

6 TO CHOOSE FROM!

NEW 2020 DODGE JOURNEY BLACK TOP
3 rows of seats, black aluminum wheels, Back up camera, keyless enter and go! Was \$26,015
NOW AS LOW AS \$19,854

NEW 2020 JEEP COMPASS LATITUDE 4X4
heated seats and steering wheel, power seat, Keyless enter and go, 7" touch screen, Apple Car Play, Android auto. Was \$29,885
NOW AS LOW AS \$23,598

NEW 2020 CHRYSLER VOYAGER LX
full stow & go seating, heated seats and steering wheel, 7 passenger seating, 3 zone climate control, remote start, Apple Car Play, Android auto
NOW JUST \$28,944

NEW 2020 JEEP CHEROKEE TRAILHAWK 4X4
heated seats and steering wheel, 8.4" touch screen, keyless enter and go, Apple Car play, Android Auto. Was \$37,190
NOW AS LOW AS \$29,991

New vehicle purchase prices & payments based on 10% down plus tax and titling. All incentives to dealer including conquest trade in cash, Chrysler Capital incentive and non-prime credit rebate which customer must qualify for to receive incentives used in this advertisement. With approved credit Incentives end February 28th, 2021.

2014 Dodge Dart Rallye

6spd automatic, 8.4" touch screen, bluetooth, usb, back up camera, 2.4L Tiger shark engine, 6 way drivers seat, hyper aluminum wheels, warranty!
NOW \$7,991 or \$123mo

2016 Ford Focus SE

Auto, air, power windows, locks and mirrors, warranty!
NOW \$8,991 or \$138mo

2015 Jeep Cherokee Latitude

5" touch screen, bluetooth, back up camera, 6 way drivers seat, warranty!
NOW \$10,291 or \$158mo

2017 VW Jetta SE TSI

36k miles, heated leatherette front buckets, 5spd manual transmission, premium sound with large touch screen, bluetooth, back up camera, blind spot monitoring, warranty!
NOW \$13,886 or \$214mo

2019 Nissan Sentra

Back up camera, steaming bluetooth, power windows, locks and mirrors, cruise control, air, automatic, factory warranty and more!
NOW \$13,491 or \$207mo

2019 Volkswagen Jetta

large power sunroof, heated front bucket seats, dual climate control, blind spot monitoring, premium sound with bluetooth, back up camera, lots of warranty!
NOW \$14,391 or \$221mo

2018 Honda Odyssey

1st and 2nd row bucket seats, 3rd row split bench, bluetooth, back up camera, front and rear air, warranty!
NOW \$14,991 or \$231mo

2018 Chevy Colorado Extended Cab

Power seat, front buckets with console, power windows, power locks, cruise, premium sound system, 7" touch screen, bluetooth, tonneau cover, warranty!
NOW \$16,291 or \$251mo

2017 Chrysler Pacifica Touring L

power heated front bucket seats, navigation, 3 zone climate control, dual power sliders, power lift gate, full stow & go with seating for 7, heated steering wheel, warranty!
NOW \$16,291 or \$251mo

2019 Dodge Grand Caravan SXT

power seat, dual power slider doors, power lift gate, full stow & go, 6.5" infotainment touch screen, back up camera, warranty!
NOW \$16,791 or \$258mo

2017 Dodge Journey GT AWD

3 rows of leather, heated seats, power seat, 3 zone climate control, 8.4" touch screen, back up camera, rear park assist, remote start, warranty!
NOW \$17,571 or \$271mo

2017 Kia Sorento LX AWD

29k miles, 3 row of seats, dual climate control heated front bucket seats, bluetooth, satellite radio, back up camera, front and rear park assist warranty!
NOW \$18,291 or \$281mo

2018 Chrysler Pacifica Touring L

Navigation, seating for 8 or 7, full stow & go, heated leather buckets, blind spot monitoring, cross path detection, rear park assist with stop, warranty!
NOW \$19,991 or \$308mo

2017 GMC Acadia SLE

3 rows of seats, 3 zone climate control, keyless enter and go, back up camera, bluetooth, slush mats, warranty!
NOW \$20,671 or \$318mo

2019 Jeep Compass Trail Hawk 4x4

Dual climate control, 8.4" touch screen, back up camera, apple car play, android auto, remote proximity sensing, warranty!
NOW \$20,991 or \$323mo

2018 Dodge Challenger

Destroyer Grey exterior, black out rims, 300hp V6, 8 spd automatic, dual climate control, keyless enter and go, 8.4" touch screen, warranty!
NOW \$21,791 or \$335mo

2017 Nissan Frontier SV Crew Cab 4x4

4.0L V6, dual climate, heated front bucket seats, premium infotainment, rear park assist, spray in bed liner, 4 new tires, warranty!
NOW \$22,491 or \$346mo

2017 Ram 1500 Quad Cab 4x4 Big Horn

5.7L HEMI V8, 8spd automatic, dual climate, power seats, 8.4" premium radio, satellite radio, bluetooth, tow pkg, back up camera, front and rear park assist, warranty!
NOW \$22,691 or \$349mo

2015 Jeep Wrangler Unlimited Sahara 4x4

Color match 3 piece hard top, automatic, uconnect 430 with 6.5" touch screen, 9 Alpine speakers with subwoofer, heated seats, heated steering wheel, warranty!
NOW \$26,986 or \$415mo

2017 Lincoln Continental Select AWD

39k miles, panoramic sunroof, navigation, drivers and passenger power heated leather seats, 3position memory seating, dual zone climate, blind spot monitoring, premium audio, warranty!
NOW \$28,491 or \$439mo

2019 Ram 1500 Crew Cab 4x4 Big Horn Classic

5.7L Hemi, 8 spd auto, 10 way power seat, dual climate control, premium sound with 8.4" touch screen, back up camera, bluetooth, satellite radio, tow pkg, 20" wheels, warranty!
NOW \$28,971 or \$459mo

2020 Dodge Durango SXT Plus AWD

power drivers seats, heated front buckets, heated steering wheel, tow pkg with integrated trailer brake controller, rear park assist with stop, power lift gate, 3 zone climate control, tons of factory warranty!
NOW \$30,991 or \$477mo

2018 Chevy 1500 LT Extended Cab 4x4

13k miles, 5.3L dual heated drivers and passenger seating, power drivers seat, dual climate control, premium sound system with 8" MyLink infotainment, back up camera, tow pkg, tonneau cover, level kit, \$1,300 in oversized BF Goodrich A/Ts, warranty!
NOW \$32,886 or \$507mo

2020 Chevy Suburban LT 4x4

3 rows of leather, memory heated front bucket with driver and passenger power seats, navigation, 3 zone climate, Bose sound system, tow pkg, collision avoidance land keep, rear park assist, warranty!
NOW \$43,891 or \$609mo

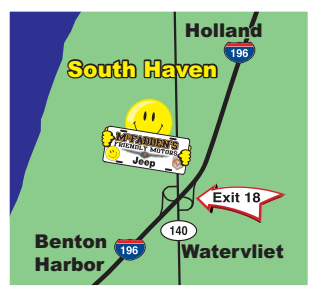
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 <p>2011 VOLKSWAGEN ROUTON SEL Just in! Fully serviced with full power and leather! NOW \$9,900 or \$182/mo</p>	 <p>2012 NISSAN QUEST SL Leather, loaded, fully serviced cause black van's matter NOW \$11,777 or \$216/mo</p>	 <p>2018 NISSAN VERSA This deal will make you feel great! NOW \$11,777 or \$171/mo</p>	 <p>2014 NISSAN JUKE NISMO This Nismo has got some Jismo! NOW \$11,900 or \$173/mo</p>	 <p>2015 NISSAN NV200 Save gas with this little worker! NOW \$11,900 or \$173/mo</p>	 <p>ONLY 5 LEFT! 2019 NISSAN VERSA SV One owner with low miles, Clean CarFax and fully serviced! NOW \$13,777 or \$199/mo</p>	 <p>2007 CHEVY TAHOE LT Get here QUICK! NOW \$13,900 or \$288/mo</p>	 <p>2016 TOYOTA PRIUS C Showroom new with only 35,000 miles! NOW \$15,771 or \$228/mo</p>
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 <p>2019 HYUNDAI ELANTRA SEL Only 4 left! One owners with low miles, clean CarFax and fully serviced! NOW \$15,777 or \$228/mo</p>	 <p>2019 CHEVY TRAX Just in! Off lease, Low Miles for Less! NOW \$15,865 or \$229/mo</p>	 <p>2017 CHEVY BOLT PREMIUM Just in! Full electric at a 1/2 of the price NOW \$15,900 or \$229/mo</p>	 <p>2019 FORD ECO SPORT 4X4 Just in! Perfect with low miles! NOW \$16,900 or \$244/mo</p>	 <p>2019 CHEVY CRUZE LT Just in! These sell fast! NOW \$17,777 or \$259/mo</p>	 <p>2014 ACURA MDX Just in and super duper sweet! NOW \$17,777 or \$259/mo</p>	 <p>2017 JEEP RENEGADE LATITUDE Just in! NOW \$17,777 or \$259/mo</p>	 <p>2019 NISSAN ALTIMA SPORT Like after Liposuction... Hot New Body! NOW \$17,900</p>
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 <p>2019 DODGE GRAND CARAVAN SXT Like New for LESS! NOW \$17,900 or \$259/mo</p>	 <p>2014 MAZDA CX5 LUXURY Only 15,000 miles! NOW \$18,900</p>	 <p>2019 CHEVY IMPALA LT JUST IN! Showroom new except \$15,000 less! NOW \$18,900 or \$258/mo</p>	 <p>2017 BUICK ENCORE PREMIUM AWD Just in! Off Lease, Low Miles, EVERY option! NOW \$19,900 or \$271/mo</p>	 <p>2019 DODGE GRAND CARAVAN GT Leather, full power options! Get here quick discounted to NOW \$19,900 or \$271/mo</p>	 <p>2019 FORD ESCAPE SE 4X4 Just in! Go thru the snow for a little dough! NOW \$19,900 or \$271/mo</p>	 <p>2019 RAM 1500 SLT Just in! Hemi with only 5k miles! NOW \$22,900 or \$312/mo</p>	 <p>2013 LEXUS RX350 AWD Just in! Perfect with all options & low miles! NOW \$22,900 or \$312/mo</p>
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 <p>2018 JEEP COMPASS LIMITED 4X4 Just in! Off lease, low miles with every option! NOW \$22,900 or \$312/mo</p>	 <p>2020 CHEVY EQUINOX LT AWD Perfect for your family and your family budget! NOW \$23,777 or \$324/mo</p>	 <p>2019 GMC TERRAIN SLT AWD Showroom new with low miles! NOW \$24,900 or \$339/mo</p>	 <p>2017 BUICK ENCLAVE LUXURY AWD Just in! Off lease, low miles, leather, loaded! NOW \$26,900 or \$367/mo</p>	 <p>2020 VOLKSWAGEN TIGUAN SE 20 VW showroom new with every option, only 16,000 miles! NOW \$26,900 or \$369/mo</p>	 <p>2017 JEEP GRAND CHEROKEE LIMITED Just in! Off Lease low miles. HEMI with every options. NOW \$28,900 or \$395/mo</p>	 <p>2017 CHEVY SILVERADO DOUBLE CAB Z71 Off Lease, Low Miles, perfect! NOW \$29,900 or \$415/mo</p>	 <p>2020 JEEP WRANGLER SPORT Hard to Find 2 door hard top that's like new! NOW \$33,900 or \$463/mo</p>
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<p>2020 IONIQ HYBRID SE</p>  <p>SAVE \$4,063 #H3483 WAS \$26,745 NOW \$22,682*</p>	<p>2021 KONA SEL ALL WHEEL DRIVE</p>  <p>#H2690 WAS \$24,775 NOW \$21,401*</p>	<p>2021 TUCSON SE ALL WHEEL DRIVE</p>  <p>#H2692 WAS \$26,664 NOW \$23,772*</p>	<p>2021 SONATA SEL</p>  <p>#H2625 WAS \$27,585 NOW \$24,333*</p>	<p>2020 SANTA FE SEL ALL WHEEL DRIVE</p>  <p>SAVE \$7,540 #H2669 WAS \$37,750 NOW \$30,210**</p>	<p>America's Best Warranty</p> <p>10-Year/100,000-Mile Powertrain Limited Warranty <small>*See dealer for LIMITED WARRANTY details.</small></p> <hr/> <p>Owner Assurance</p> <hr/> <p>Hyundai Complimentary Maintenance 3 Years Free Maintenance</p> <hr/> <p><small>*Sale prices include rebate, excludes tax, title, plates & doc fees. **M-Plan Pricing, must be Michigan resident, excludes tax, title, plate & doc fees. Colors shown may differ from actual vehicle.</small></p>
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36 Mos. | \$2999 Due at Signing

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 +\$500 AWD BONUS CASH⁷
 or \$1000 CUSTOMER CASH ON '21 CAMRY GAS¹
Excludes TRD
 or \$1250 CUSTOMER CASH ON '21 CAMRY HYBRID



Per Mo. **\$209**

-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

Includes \$500 AWD Bonus Cash and \$250 TFS Lease Subvention Cash.

ToyotaCare

Every New Toyota Comes With ToyotaCare.¹¹
 Toyota's No Cost Maintenance Plan.

1. Customer Cash direct from Toyota Motor Sales, U.S.A., Inc. 2. New 2021 RAV4 (includes hybrid) & new 2021 Highlander (includes hybrid) 1.9% APR for 60 Months with \$17.48 per \$1,000 borrowed* 3. New 2021 RAV4 LE FWD Model 4430. Lease based on net cap cost of \$23,626. \$500 Toyota Financial Services Lease Subvention Cash included in lease deal. Lease end purchase option \$18,421.** 4. Toyota vehicles and components are built using U.S. and globally sourced parts. 5. New 2021 Highlander L AWD Model 6937. Lease based on net cap cost of \$32,993. \$500 Toyota Financial Services Lease Subvention Cash included in lease deal. Lease end purchase option \$26,360.** 6. \$1,500 TOTAL Customer Cash = \$1,000 Customer Cash + \$500 Camry AWD Bonus Cash. Customer Cash & Bonus Cash direct from Toyota Motor Sales, U.S.A., Inc. 7. \$500 AWD Bonus Cash direct from Toyota Motor Sales, U.S.A., Inc. and may be combined with Customer Cash, TFS Subvented APR or TFS Subvented Lease Incentives. Valid only on new 2021 Avalon AWD, 2020/2021 Camry AWD & 2021 Prius AWD-e models. 8. New 2021 Camry LE AWD Model 2515. Lease based on net cap cost of \$22,996. \$250 Toyota Financial Services Lease Subvention Cash & \$500 Toyota Camry AWD Bonus Cash included in lease deal. Lease end purchase option \$14,917.** 9. 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. 10. The Toyota College Rebate Program is not compatible with the Military Rebate Program. See participating dealer or visit buyatoyota.com for complete details. 11. 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 2 - 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 3, 5 & 8 - 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 (RAV4 LE FWD & Highlander L AWD) & 32,500 (Camry LE AWD) miles at the rate of \$0.15 per mile (10K low mileage leases). \$350 Disposition Fee is due at lease termination. For 1, 2, 3, 5, 6, 7, 8, 9 & 10 - Must take retail delivery from new 2020 Camry & new 2021 dealer stock between 2/2/21 and 3/1/21. 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. Event ends 02/15/21.

Let's Go Places

Visit Your Local Michigan Toyota Dealer Today!

SIGNATURE TOYOTA

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