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Moody on The Market



Moody

close tabs on the West

Michigan Industrial

Economy is sharing a centu-

ries old adage that suggests "A rising tide floats all boats." By way of explanation, Professor Brian Long, Director of Supply Chain Management Research at Grand Valley State University goes on to say, "As the world economy continues to recover from the COVID-19 recession, the West Michigan economy has joined the parade, according to the data collected in the last two weeks of March." Dr. Long's most closely watched index, the New Orders Index, an index of business improvement, rose to +51, up from February's +33. In a more modest move, the **Production Index**, which is termed "output" by many economists, edged up to +33 from +28. The esteemed professor says, "Because of the ongoing disruptions in the supply chains, and activity in the purchasing offices, our Purchasing Index jumped sharply to +51 from +23," noting, "Much of the industrial market continues to experience spot shortages of a wide range of industrial commodities with no immediate end in sight." Long reports this month's Lead Times Index rose to a record of +83, which has, in turn, pushed the Pricing Index to record levels, while cautioning, "The continued success of the vaccine roll-out has resulted in a new wave of optimism, even though this pandemic by any measure is still far from over." Turning to specific industry sectors, Professor Long says that even though parts shortages continue to inhibit auto industry production, the auto sales report by Automotive News for the first quarter of 2021 greatly exceeded expectations. The Seasonally Adjusted Annual Rate for March posted at 16.5 million units, almost double the low point of 8.7 million units in April of 2020. According to the sales figures for 2021's first quarter, much of the industry's growth came from Hyundai-Kia, up 22.8-percent, Toyota rising 21.6-percent, Honda gaining 16.2-percent, and Nissan adding 10.8-percent. Sales growth for the Detroit three was much more modest. Year-over-year sales at Stellantis (formerly Fiat-Chrysler) rose 5.1-percent, followed by a 3.7-percent gain at GM and a scant 0.6-percent uptick from Ford. Long offers some additional insight from Randy Parker, Senior Vice President for National Sales at Hyundai Motor America, who says: "Our fleet partners are looking for addi-

Continued on page 7



Arthur **Havlicek,** President, SMR Chamber



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What April's Surge Means for Business

It is no secret that Michigan has been making national headlines due to the rapid spike of COVID-19 cases around our state. Business owners who watch these trends as vigilantly as I do have rightly asked if they should expect to see restrictions reimposed, or worse, brace themselves for another shut down. Time will tell, but for now, businesses at least have some control over their destiny.

To put Michigan's current 'surge' into perspective, more cases were reported between Wednesday, April 7 and Saturday, April 10 than in the entire month of February. This past week was the first time the state reported more than 4,000 hospitalizations since December 2020 and,

Continued on page 2

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Arthur Continued from cover

if the current trajectory holds, we will likely surpass last April's hospitalization peak. Not only do we lead the nation in new cases per capita, we currently lead all other states in COVID-related hospitalizations.

Unlike last Fall when most states were experiencing a similar surge, Michigan's downward spiral seems to be an outlier. Neighboring states, including Indiana who recently turned wearing a mask into an advisory, have had negligible increases in case counts over the past thirty days. Other states have seen their cases consistently decline. Michigan, meanwhile, accounted for 16 of the country's 17 highest metro areas in terms of case rates as of last Monday.

The troubling situation led Gov. Gretchen Whitmer to urge a voluntary two-week "pause" for youth sports, in-person high school classes, and indoor dining last Friday. While we have all become familiar with the concept of "two weeks to flatten the curve," this is the first time since the pandemic began where the Governor's administration did not issue an official directive that made the mitigation recommendations mandatory.

We were very encouraged to see the administration adopt this approach because, as regular readers will attest, we have been out-spoken advocates of allowing business owners to take into account their industry's risk level as well as community-specific data when determining how and when to limit their operations to preserve public health.

Restaurants, for example, have still not recovered from the last "pause" and the data still does not indicate they are a significant source of community spread. According to the state's own

outbreak tracker data from April 8, the leading total outbreak sources are K-12 programs (301), construction (141), and long-term care (120), youth programs (91), retail (81), office settings (45), and bars and restaurants combined (44), followed by a number of other settings. In fact, bars and restaurants combined only accounted for 5% of the 1,152 new and ongoing clusters/outbreaks. Even more telling, only .3% of those clusters/outbreaks actually involved restaurant

Furthermore, while Michigan's statewide totals are raising eyebrows, Berrien County's status is not as dire. While there has been a rise in cases locally since the beginning of March, daily cases since then have remained relatively flat and the trajectory looks to be curving downward. We've seen a fraction of new cases per day compared to the hardest hit areas of the state and, because of that, our County Health Department has said Berrien County does not show a need for the same level of new action at this time

That said, the next two weeks will be critical in determining whether or not we will return to required restrictions. Our success is predicated on our continued diligence in following all applicable public health guidelines. With that in mind, we are imploring our members, and their consumers, to use their best discretion regarding what further mitigation efforts may be necessary to keep our cases down and our businesses open.

It takes all of us to keep Southwest Michigan safe and, by working together, we can flatten the curve once again.

Read more at www.MailMaxOnline.com



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Sitting DuckThe return of Wood Ducks is a sure sign of Spring. Photo by Chris Loose-Randall

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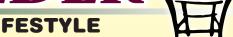
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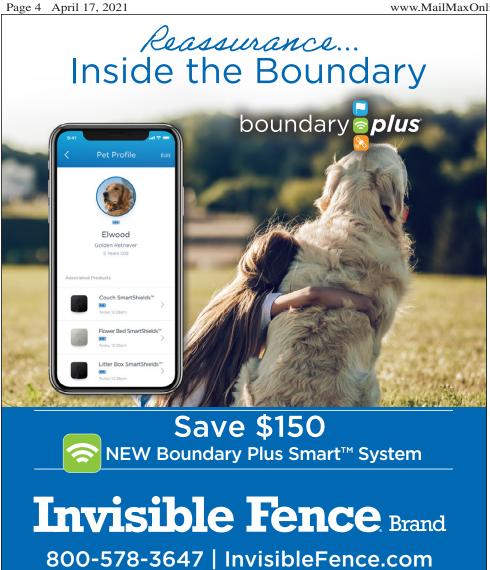


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The Pet Corner

Spring has a special meaning for most of us this year. Not only because it's always a delight to see daffodils in the garden and blossoms on the trees, but

after a year of high anxiety and uncertainty, we are finally entering into a more hopeful time. We are not back to "normal" yet, and who knows when that will happen, but we are certainly in a better place than we were last year at this time.

However, with Spring comes not only April showers but showers of another kind. Showers of kittens. Every pet shelter and rescue group know that they will see a heavy influx of kittens, often accompanied by their mom. Cats are prolific and if left to their own devices will produce litter after litter. While a six-month old female cat is still technically a kitten herself, many are able and do have kittens at that young age. Of course, this is not healthy for either the young mother cat nor the kittens born to her. A female cat that is not spayed will come into heat every 14 to 21 days and can have up to five litters a year. A male cat is mature between six months and one year. Considering all this, the window of opportunity to have a cat spayed or neutered, once they reach maturity, is not large, which is why it's best to do it as young as your vet advises it.

Another interesting fact about cats is that they do not stop having kittens when they are

I'm pretty sure seniors. They may not have as many kittens per litter nor have them as often, but older cats will continue to reproduce, often to the detriment of their health, too.

If you're reluctant or not sure if you want to have your cat spayed or neutered, consider this: 70,000 kittens and puppies are born in the U.S. each year, and 3.7 million are euthanized in shelters across the country. Perhaps you've seen the cat pyramid. The one I looked at, courtesy of animalleague.org, shows that theoretically, one pair of unaltered cats can lead to over 2 million offspring in 8 years! All of this should be enough to give anyone pause if they are thinking of letting their cat have at least one litter, because a) it will make her a better pet (false) or b) kittens are so cute (true!). There truly isn't anything much cuter than a sweet ball of kitten fluff, but every kitten born deserves a home and unfortunately, with the cat overpopulation in this country, it can't happen. Allowing cats to breed indiscriminately is irresponsible pet ownership, and that is a true

Spaying or neutering your pet cat will also make her or him a better pet. You won't have to deal with the annoying behavior that accompanies a cat in heat or a male cat that is driven by his hormones. As the owner of two neutered male cats, I will say it is the best thing that could have been done for them, and I don't have to be responsible for adding to the number of kittens and cats that will fill the shelters this Spring.

Read more at www.MailMaxOnline.com

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Luke Blesy

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and Basketball teams, National Honor Society, Key Club, and

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Luke is the son of Ed and Marcy Blesy of Bridgman.



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MOODY Continued from Cover

tional production. What that tells me is that the economy is rebounding, people are traveling again. A few months ago, the rental car companies saw an uptick in their urban rental business, but airport business was still depressed. Now their airport rental business is starting to pick up and they're looking for cars. We're going to support them as best as we can. Inventory is tight. We're not immune to the semiconductor shortage. We've got relationships with the fleet companies and we've got model year 2021 contracts that we still have to honor. But now, they are looking toward the future with model year 2022, so we're going to continue to work with our partners as best as we can. This semiconductor shortage is not going to be out there forever, hopefully." Turning to the world of employment, Dr. Long reports, "The national media has recently reported that the 'headline' rate of U.S. unemployment fell to 6.0-percent in March, down from 6.3-percent in February. In West Michigan, the March Employment Index came in at +40, a tenyear high." Long explains, "In short, the industrial economy market remains on a roll, and the problem of finding enough people to fill the vacant positions remains a major concern for West Michigan as well as the rest of the U.S. industrial economy. In the most recent unemployment report from Lansing, we find the jobless rates for most of our local reporting units to be rising, although this situation appears to

be temporary. The major segments of COVID-19 unemployment in West Michigan remain in the entertainment and hospitality industries, not the industrial firms. However, with the current high levels of consumer liquidity and bottled-up desire to resume travel, the summer could be very good for West Michigan's resorts if they are able to open up safely." Looking at Industrial Inflation in West Michigan, Long looks back at the Industrial Lead Times Index which continues to set new records, adding. "So it was not a surprise to see the index rise to +83 from the previous record of +80. The tight supply has also resulted in our Pricing Index setting a new record at +85, up from +78. Most of our major big-ticket items like plastic resins, steel, copper, aluminum, and corrugated containers are rapidly rising in price, and the ability of many firms to pass the costs along has been limited." Further explaining

Continued on page 8

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MOODY Continued from page 7

those concerns, Long says, "Digging into the causes for the continued disruption in the supply chains, we find that the transportation firms face the same labor shortages as our industrial firms. The U.S. customs backlog at most major ports also continues to limit timely delivery, and there is considerable criticism that our government has done little or nothing to alleviate the bottlenecks." Professor Long says that according to the forecasts now being disseminated by many of the major financial forecasters, 2021 is on track to post some of the strongest economic growth statistics in recent history. According to the Federal Open Market Committee of the Federal **Reserve**, the GDP for all of 2021 is now expected to increase 6.5 percent and then "cool off" in later years. Scanning the horizon, Dr. Long shares his Short-Term Business Outlook Index for March, which asks local firms about the business perception for the next three to six months, reporting it rose

nicely to +41 from +31. He notes, "In a more modest move, the Long-Term Business Outlook Index. which queries the perception for the next three to five years, edged up to +40 from +38. Both of these indexes are now at or near three-year highs.

The power of collective effort is on full display New Heights Auto Services in Royalton Township, and the results are truly uplifting on multiple fronts. Chris Britton, Executive Director of the New Heights Christian Community Development Association, tells us that in just three weeks time, a short-term goal to help financially strained individuals and families in the community of Michigan's Great Southwest back on the road to key life situations literally exploded with success. Britton writes, "Wait until you see the impact that was created in just three weeks." He goes on to note, "Six weeks ago I extended an invitation to join New Heights in a three-week goal: help get 10 financially

strained individuals and families back on the road to secure jobs, medical appointments, grocery stores, churches, schools and productive lives with reliable transportation." Did it happen? Did it ever! Britton says, "Instead, the generosity of our New Heights' friends and supporters provided enough funds to assist 28 families!" Here are the details: \$12,185 was raised, enabling New Heights to put not 10, but 28 families on the road...On average, each family will experience an annual increase in income of \$1,750...In total, the \$12,000 raised will result in \$49,000 in the pockets of those 28 families... Britton notes, "That's a 300-percent return on investment in our community!" Not only that, every time someone takes a vehicle to New Heights Auto at 4367 S. Niles Road in St. Joseph for service, they continue to give back to the community. The socially driven work is fueled by people who choose to allow New Heights to maintain and repair their

vehicles. New Heights Auto Services is a full-service preventive maintenance and auto repair facility with a charitable purpose. All proceeds from the business are used to help provide low-cost transportation and repairs to financially struggling households in our region. It's never too late to offer up your own donation to the efforts of New Heights. You can take a look at that opportunity by going to this link: www.newheightsccda.networkforgood.com If you'd like to make an appointment for auto service or repairs, you can reach the shop at (269) 932-3637 or visit at www.newheightsccda.com/cars/ The shop is open for business Monday through Friday from 8:30am-to-5pm ET.

As more and more people either discover the thrill of vinyl for the first time in their lives or rekindle their love of the art, the return of recorded music continues to boom, and a major source for it is headed your way if you're in either of those camps with





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www.TimothysRestaurant.com • 269-469-0900 16409 Red Arrow Highway, Union Pier, Michigan 49129 the return of the South Bend Record Show, the largest one-day sale of recorded music in the entire region. The big event returns for one day only from 11 am-to-5 pm, tomorrow, Sunday, April 18th, at the Ramada by Wyndham at 52890 IN 933 N. in **South Bend** More than 30 dealers from seven states will fill 80-plus tables with tens of thousands of music items, from \$2 bargains for beginning collectors to rare items for the advanced music enthusiast. While the core of the popular record show, typically held six times a year, remains pre-loved LPs and 45s, select vendors also carry new releases on vinyl, CDs, cassettes, music videos, posters, memorabilia, and vintage stereo gear. The emphasis is on rock, pop, metal, and punk from the 1960s-to-today, but various musical genres, including jazz, country, and movie soundtracks, are also represented at the event. South Bend resident Jeremy Bonfiglio, who organizes the event, says, "Because of the COVID-19 pandemic, we were only able to have three shows last year," but adds, "We had a great response to our first show of 2021 back in February and can't wait to do it again. Many of our regular vendors are coming back fully restocked, and we have several new record sellers who are all ready to help you spend some of your tax refund or stimulus check!" While Indiana Gov. Eric Holcomb's statewide mask mandate and restrictions on gatherings ended April 6th, the show will continue to implement COVID-19 safety precautions. St. Joseph County Health

Officer Dr. Robert Einterz extended his mask order through May 27th for all people inside businesses and enclosed public spaces. In compliance with that order, masks will still be required for both customers and vendors. Hand sanitizer will also be available at the entrance for customers Bonfiglio says, "We want people to have a great time in an environment that is as safe as it is fun," while adding, "The safety of our customers, vendors, and community remains our priority, and this is a small price to pay to be able to come together over our shared love of music." Admission is free at 11 am. Those who are interested in shopping while vendors are setting up can pay an early-bird admission of \$5 beginning at 9 am. Door prizes are awarded at noon, 1:30, and 3 pm, and food and beverages, including beer, are available for purchase from 11 am-to-2 pm. While some individuals accept PayPal and credit card payments, cash is accepted and preferred by all

online at: www.southbendrecordshow.com or at www.Facebook.com/southbendrecordshow.

Recognizing the huge sacrifice made by many small business enterprises over the past year of pandemic shutdowns, restrictions, and other impacts, Michigan State Senator Kim LaSata has announced a new Small Business of the Month award to honor local Southwest Michigan businesses, and is inviting you to nominate your favorites. LaSata says, "The past year has been difficult for all of us, and particularly for local businesses, which have endured hardship through numerous government orders in response to the coronavirus." The Bainbridge Township Legislator adds, "My Small Business of the Month award program is one way that we can show our appreciation and highlight these hardworking and dedicated Southwest Michiganders. I look forward to giving them the

vendors. For more information, you can visit recognition they deserve." LaSata is also inviting you to nominate businesses for consideration. Nominations can be submitted by filling out a form at: $\underline{www.statesenatorkimlasata.com/business-of-the-month/}$ District residents wishing to submit a nomination should include the nominee's name and location and a description of why that nominee deserves an award. Nominations may also be submitted via email with that same information to: SenKLaSata@senate.michigan.gov.

That's it for this week, folks. Have a great week and we'll see you Saturday right here in MailMax, or 24/7 at www.MoodyOnTheMarket.com.

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Read more at www.MailMaxOnline.com



An Open Letter of Appreciation



To the South Shore Health & Racquet Club members, your support means everything to us. Just over one year ago we closed our doors per executive orders and for the safety of us all. During the 6 months of closure, we offered as many activities outside as we could.

Many of you showed your support by taking outdoor fitness classes or tennis lessons, and even continuing personal training virtually. While we were closed for business inside the club, we were able to see first hand a preview of your eagerness to continue to support us, and use the club as your home for fitness, tennis and aquatic activities. As we slowly reopened and restrictions lifted, you kept coming through the doors. The amount of, and the ever changing restrictions, rules, and requirements were enough to say "it's easier to just stay closed." Since reopening in September, you all have done a fantastic job in following the regulations set in place for health clubs in our state. We thank you for your patience as we all navigate the ever changing "best practice" protocols and safety guidelines. We appreciate your support and your efforts that have aided in our ability to stay safe and stay open, such as social distancing while working out, wearing a mask, wiping down your equipment, and for telling your family and friends about your experience upon your return.

To our employees, without you, a safe and successful opening would not have been possible. The ability to show a smile through a mask is something to take pride in and you have done it well. Being here to greet members and guests, teach classes and give lessons, all while being positive and enthusiastic during times of constant change and the unknown is nothing to bat an eye at. Words on a piece of paper don't even begin to touch the surface of how appreciative we are for your patience, loyalty and dedication to your craft. Thank you for encouraging and informing

members and guests of the best practice safety procedures and for leading by example by wiping down the fitness equipment, wearing a mask and using hand sanitizer regularly. Every aspect of the success of South Shore Health and Racquet Club is a group effort, and teamwork is paramount. Thank you for being exceptional team players with a commitment to assisting our members, guests and the community with the highest level of service

To members of the community and guests. thank you for giving us a chance to earn your business. Thank you for putting our name out there in conversation and for taking advantage of our open programming. It means a great deal to us to have you in our building and using our services.

Nothing warms our hearts more than to see more and more of you returning to the club each day. A final thank you for keeping South Shore your place of fitness. We look forward to continuing to serve you as the weather warms and the sun shines on us all!

Sarah Lancaster General Manager South Shore Health & Racquet Club





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Dave

Dave Says

Help her get back out there

Dear Dave,

daughter Our recently moved back in

with us after she lost her job and her apartment. She hasn't been able to find full-time work yet, and she had nowhere else to go. My husband and I are nearing retirement age, so we want to do the best and smartest thing to help her get back on her feet. What do you suggest?

Joan

Dear Joan,

First, you need to define what helping your daughter really means. What does it look like? In my mind, you haven't helped her if she's still living at home two or three years from now. Going to those lengths is called being an enabler. At the same time, you shouldn't just show her the door and wish her good luck. You and your husband together should come to agreement on a forward-thinking plan that falls somewhere in the middle. I'm talking about something that allows your daughter a little time to heal and regain her dignity, but also includes a plan, expectations, and a move-out date.

If I were in your shoes, there would be requirements attached to her living at home again. One is that she would respect and abide by your household rules. If she's going to live in your home, she should be expected to respect her parents and their wishes.

Number two, she should be thinking about and working on tangible career steps every single day. I'm pretty sure she could find a part-time job out there to put a little extra money in her pocket. When she's not earning some cash, she should be focusing on long-term career goals. Sending out resumés and filling out applications for full-time employment needs to be a priority.

The last thing I'll suggest may sound a little strange, but trust me on this one. Right now, your daughter also needs some kind of physical activity on a regular basis. Exercise stimulates the mind, and she really needs that right now. It'll also be great for her body.

This young lady has been through a stressful experience. She needs some understanding and support right now. At the same time, you don't want to let her slide into bad habits and participate in promoting negative behavior. Step in, help her get her life back on track, and get her out in the world again. All three of you will be glad you

* Dave Ramsey is a seven-time #1 national best-selling author, personal finance expert, and host of The Ramsey Show, heard by more than 18 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

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FORD GRMI MATCHING RETAIL CUSTOMER CASH - 1,400



Race Red, Cloth Seats, Power Mirrors, Vinyl Floor Covering, Cruise Control, Trailer Tow Package, and

Much More! F20483 SIEMANS DISCOUNT...... 1,580 FORD RETAIL CUSTOMER CASH...... 1,750 FORD SELECT INVENTORY RETAIL CUSTOMER CASH -FORD COMPETITIVE CONQUEST BONUS CASH* - 1,000

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Ecoboost, 3.55 Locking Rear Axle, LED Box Lighting, Remote Start System, LED Side Mirror Spotlights, Integrated Trailer Brake Controller, 360 Degree Camera Package, Power Sliding Rear Window, Connected Built-In Navigation, 20 Inch Six Spoke

Aluminum wheels, and wuch wore: F21057
MSRP\$51,900
SIEMANS DISCOUNT 3,000
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Oxford White, 6.2 V8 Engine, Power Windows and Locks, Cruise Control, Trailer Brake Controller, Limited Slip Rear Axle, Running Boards, 12 Foot Platform Body, Back-Up Camera, Receiver Hitch. and Much More! F21099

MSRP\$4	1,010
ADD FOR PLATFORM BODY+	7,065
SUBTOTAL\$4	8,075
SIEMANS DISCOUNT	2,080
FORD COMMERCIAL UPFIT BONUS CASH*	1,000

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Agate Black Metallic, Twin Panel Moonroof, 3.3 Hybrid Engine, 20 Inch 10 Spoke Wheels. Heat/ Ventilated Front Seats, Heated Steering Wheel, 360 Degree Camera, B&O 12 Speaker Sound System, Rear View Camera, Remote Start, Navigation, Wireless Charging Pad, and Much More! F21029

MSRP.....\$54,495 SIEMANS DISCOUNT..... 1,700 FORD CREDIT RETAIL BONUS CASH*...... 1,250 FORD SELECT INVENTORY CUSTOMER CASH -FORD TRADE-IN ASSISTANCE BONUS CASH* -FORD GRMI MATCHING TRADE-IN ASSISTANCE BONUS CASH* - 1,400



Agate Black Metallic, 3.5 V6 Ecoboost Engine. Limited Slip Rear Axle, Power Driver/Passenger Seat, Privacy Glass, Forged Aluminum Wheels, Dual Rear Wheels, Running Boards, Remote Start, Trailer Brake Controller, Navigation, Keyless Entry, Keypad, HD Trailer Tow Package and Much More! F20423 SIEMANS DISCOUNT..... 2,120 FORD COMPETITIVE CONQUEST BONUS CASH* - 1,000

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BONUS CASH	500
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RETURNING LESSEE CASH*	500

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SIEMANS DISCOUNT	2,000
REBATE <u>-</u>	3,750
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MILITARY CONSUMER CASH/FIRST RESPONDER BONUS CASH*	500

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RETURNING LESSEE CASH*.....



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Diamond Black Crystal, Night Edition, Power Seat, Remote Start, Black 20 Inch Aluminum Wheels, Heated Steering Wheel, Heated Front Seats, Touch Screen Radio, Power Adjustable Pedals, and Much More! C21103

MSRP.....\$46,580 SIEMANS DISCOUNT..... 1,500 CHRYSLER CAPITAL BONUS CASH*.....-RETAIL BONUS CASH.....-

SALE PRICE FOR EVERYONE......\$41,495

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





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2020 RAM 3500 4X4 SERVICE BODY DEMO

Flame Red, Snow Plow Prep Package, 6.4 V8 Engine, Trailer Brake Controller, Chrome Appearance Group, READING Classic Service Body, and Much More! C20295

MSRP\$	45,365
ADD FOR SERVICE BODY <u>+</u>	12,557
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SIEMANS DEMO DISCOUNT	4,427
RAM HD ENGINE BONUS CASH	500
ON THE JOB COMMERCIAL UPFIT*	1,000
SALE PRICE FOR EVERYONE\$5	1,995
MILITARY CONSUMER/FIRST RESPONDER BONUS CASH*	-
RETURNING LESSEE CASH*	500

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Billet Silver Metallic, Body Color 3-Piece Hardtop, Heated Steering Wheel, Black Wheels, Remote Start, Navigation, Heated Front Seats, Alpine Premium Audio System, Hardtop Headliner, Body Color Fender Flares, and Much More!

MSRP......\$53,120 SIEMANS DISCOUNT......- 2,125

\$50,995



2021 JEEP GLADIATOR MOJAVE 4X4

Nacho Clear Coat, Leather Seats, 3.6 V-6 Engine, Low Gloss Black Polished Wheels, Body Color Fender Flares, Roll-Up Tonneau Cover, Dual Top Group, Trailer Tow Package, Heated Steering Wheel, Heated Front Seats, Navigation, Alpine Premium Audio System, and Much More! C21147

\$53,995





2.0 TURBO EFI Engine, 9 Speed Automatic, Aluminum Wheels, 22K Miles, Remote Start, 3.6 Ecoboost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 40K Miles, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, Blind Navigation, SYNC 3, Power Running Boards, Memory Power Leather Heated/AC Front Seats, Power Adjust Pedals, Power Moon Roof, Blind Spot Monitor, Back-Up Camera, Power Lift Gate, Remote Spot and Cross Path Detection, Back-Up Camera, Hands Free Power Lift Gate, Remote Keyless Entry System, Ford Certified! Ruby Red, F20343A

PRE-0



Keyless Entry System, Jeep Certified! Firecracker Red, C21115A

27K Miles, Remote Start, SYNC 3, Power Driver's Seat, Heated Front Seats, Auto Climate Control, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Ruby Red, U21027

2019 CHEVY COLORADO

3.6 V6 EFI Engine, 8 Speed Automatic transmission, Aluminum Wheels, 25K Miles, Running Boards, Power Driver's Seat, Back-Up Camera, Remote Keyless Entry sys tem, Balance of Factory Warranty! Summit White, F20514A



1.5 EFI Engine, Turbocharged, CVT Automatic, Aluminum Wheels, 35K Miles, Heated Front Seats, Power Moon Roof, Auto Temp Control, CD-Player, Back-Up Camera, Remote Keyless Entry System, White, M20016H



3.6 EFI Engine, 6 Speed Aut Wheels, 62K Miles, Power Dr 7-Passenger Seating, CD-Play Camera, Remote Keyless Entr



Wheels, 92K Miles, Remote Start, Power Driver's Seat, CD-Player, Back-Up Camera, Remote Keyless



Power Leather Heated/AC Front Seats, Heated Steering Wheel, Climate Control, Panoramic Moon Roof, Power Lift Gate, Adaptive Cruise Control, Park Assist, Forward Collision Alert, Lane Departure Warning, Blind Spot Monitor, Cross Traffic Alert, Back-Up Camera, Jeep Certified! Hydro Blue Pearl, C20294A



2.4 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 75K Miles, Remote Start, Power Driver's Seat, Heated Steering Wheel, Touchscreen Display, Back-Up Camera, Remote Keyless Entry System, Billet Silver, C21131A



3.6 V6 EFI Engine, 5 Sp Wheels, 69K Miles, R Touchscreen Display



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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

2018 FORD F-150 **SUPERCREW 4X4**

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



iver's Seat, Heated Front Seats, er, Touchscreen Display, Back-Up System, Summit White, U21028



3.6 V6 EFI Engine, 6 Speed Manual Transmission, Aluminum Wheels, 91k Miles, Lift Kit, Winch, CB Radio, Dual Top, Heated Front Seats, Power Windows, Rock Lobster Clear Coat, F21037A

2018 RAM 1500 **BIG HORN CREW CAB 4X4**

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 introller, Remote Keyless Entry System, Ram Certified! Bright White, U20229



5.7 V8 HEMI EFI Engine, 8 Speed Automatic, Aluminum Wheels, 84K Miles, Remote Start, Navigation, Security Cover, Bed Liner, Running Boards, Power Driver's Seat, Bucket Seats, Back-Up Camera, Remote Keyless Entry System, Brilliant Black, C20198A



eed Automatic, Aluminum emote Start, Navigation, Remote Keyless Entry ink, C21160A



2.0 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 70K Miles, Navigation, Memory Power Leather Heated Front Seats, Power Moon Roof, Auto Climate Control, CD-Player, Back-Up Camera, Remote Keyless Entry System, White, C21150A



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



2.0 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 28K Miles, Black 3-Piece Hard Top, Blind Spot and Cross Path Detection, Back-Up Camera, Remote Keyless Entry Jeep Certified! Sting-Gray, U21041

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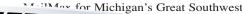
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Page 16 April 17, 2021











1.5 EFI Engine, Automatic Transmission, Aluminum Wheels, 81K Miles, Power Moon Roof, CD-Player, Back-Up Camera, Keyless Entry System, Aegean Blue, C21060A

2012 CHEVY SILVERADO 1500 LT CREW CAB 4X4 10W \$23,787

5.3 V8 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 80K Miles, Security Cover, Bed Liner, Running Boards, Power Driver's Seat, Auto Climate Control, CD-Player, Keyless Entry System, Blue Granite, C20323B 2017 BUICK ENCLAVE AWD

3.6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 32K Miles, Remote Start, Navigation, Memory Power Leather Heated Front Seats, Dual Panel Moon Roof, Auto Climate Control, CD-Player, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System. Balance of Factory Warranty! Sparkling Silver, U21053

2018 CHRYSLER PACIFICA TOURING L PLUS

1.6 V6 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 31K Miles, Remote Start, Navigation, Adaptive Cruise Control, Power Leather Heatled Seats, Heatled Steering Wheel, 2rd Row Heatled Seats, 3rd Row Seating, Power Slide Side Doors, Blind Spot and Cross Path Detection, 360 Degree Surround View Camera System, DVD Entertainment System, Power Lift Gate, Remote Keyless Entry System, Chrysler Certified! Billet Silver, P21090A

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2.4 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 17K Miles, Remote Start, Power Driver's Seat, Touch Screen Display, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System Jeep Certified Diamond Black, C21072A

2018 JEEP GRAND CHEROKEE LAREDO 4X4 NOW \$28,951

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 32K Miles, Navigation, Power Driver's Seat, Touch Screen Display, Back-Up Camera, Remote Keyless Entry System, Jeep Certified! Bright White, U21050 2018 JEEP GRAND CHEROKEE UPLAND 4X4 NOW \$32,995

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 33K Miles, Remote Start, Navigation, Power Driver's Seat, Heated Front Seats, Heated Steering Wheel, Power Moon Roof, Touch Screen Display, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Jean Certified Bright White

2018 MAZDA CX-5 GRAND TOURING NOW \$27,296

2.5 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 33K Miles, Navigation, Memory Power Leather Heated Seats, 2rd Row Heated Seats, Heated Steering Wheel, Power Moon Roof, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System Relance of Eartery Warranthy Deep Blue Crystal. 270/88∆



4.7 V8 EFI Engine, 5 Speed Automatic, Aluminum Wheels, 147K Miles, Bed Liner, Running Boards, Power Adjust Pedals, Keyless Entry System, Cool Vanilla, F20508B



CREW CAB 4X4

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 27K Miles, Remote Start, Black Appearance Package, Power Driver's Seat, Power Adjus Pedals, Heated Front Seats, Heated Steering Wheel, Back-Up Camera, Keyless Remote Entry System, Ram Certified! Diamond Black, U21054



5.3 V8 EFI Engine, Automatic Transmission, Aluminum Wheels, 35K Miles, Bed Liner, Remote Start, Power Driver's Seat, CD-Player, Back-Up Camera, Keyless Entry System, Balance of Factory Warranty! Onyx Black, C21052B



1.5 Ecoboost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 24K Miles, Remote Start, Memory Power Leather Heated Front Seats, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! White Platinum, U21055



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2.0 EFI Engine, 7 Speed Automatic, Aluminum Wheels, 23K Miles, Heated Front Seats, Power Moon Roof, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Dark Gray Metallic, M21048A

2017 TOYOTA TACOMA SR5 **DOUBLE CAB 4X4**

3.5 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 45K Miles, Bed Liner, CD-Player, Back-Up Camera, Remote Keyless Entry System, Balance o Factory Warranty! White, U21058







Wheels, 92K Miles, Navigation, Power Leather Heated Front Seats, Power Moon Roof, Auto Climate Control,



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35K Miles, Power Driver's Seat, Power Moon Roof, Auto Balance of Factory Warranty Red, U21029



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



3.6 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 91K Miles, Remote Start, Power Driver's Seat, Power Lift Gate, Back-Up Camera, Remote Ceyless Entry System, Champagne Silver, F205291



3.6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 54K Miles, Remote Start, Navigation, Memory Power Leather Heated/AC Seats, Heated Steering Wheel, Heated Back Seats, Auto Climate Control, Back-up Camera, Remote



31K Miles, Remote Start, Power Heated Front Seats, Auto Climate Control, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Cajun Red, U2101



1.5 Ecoboost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 35K Miles, Power Driver's Seat, Heated Front Seats Auto Climate Control, CD-Player, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Blue Metallic, U21030



Remote Start, Power Driver's Seat, Leather Heated Front Seats Power Moon Roof, Touchscreen Display, Back-Up Camera,



V6 Ecoboost EFI Engine, 6 Speed Automatic, Aluminum Wheels 31K Miles, Remote Start, Bed Liner, Running Boards, Power Leathe leated Front Seats, Power Adjust Pedals, Back-Up Camera, Remo



V8 HEMI EFI Engine, 8 Speed Automatic, 20X8.0 Sen Gloss Black Aluminum Wheels, 29K Miles, Remote Start, Black Appearance Group, Power Driver's Seat, Remote



Remote Start, Navigation, Power Driver's Seat, Heated Steering Wheel Leather Heated Front Seats, Power Moon Boof, Power Life



2.4 EFI Engine, CVT Automatic, Styled Steel Wheels, 54K Miles, Power Windows and Locks, CD-Player, Back-Up Camera, Remote Keyless Entr



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of the fun little celebri-"question-and-answer" interview is to ask well-known famous people, "What's your

favorite pig-out food?" When I become

famously well-known, I'll have a tough time answering that. However, in many instances, my answer would be nachos. Which is a timely topic, as we approach the anniversary of human history's biggest serving of nachos, created on April 21, 2012.

Before we delve into this massive munchie, did you know that there is a single – and singular - individual who deserves credit as THE one and only inventor of nachos?: His name was Ignacio Anaya. He worked at a restaurant called The Victory Club, located in Piedras Negras, Mexico, a border town across from Eagle Pass, Texas.

The year was 1943, unless it was 1940 (there are different variations on the origin story). Eagle Pass was the home of the now-shuttered Fort Duncan, and folks stationed there commonly visited Piedras Negras to shop or dine.

One day, a group of 10, unless it was 12, or unless it was 4, "army wives," as several websites put it, stopped at the Victory Club for an afternoon snack. A regular visitor to the Victory Club, named Mamie Finan, made a request that will live forever in food lore – she asked for a snack, but "something different."

Ignacio Anaya was the maestro de (Spanish for "maitre'd"). After seating the ladies, he discovered - jadear! (Spanish for "gasp!") - there was no chef in the kitchen. He sprang into action! Surveying the kitchen, he spied a few totopos. aka fried corn tortillas. He sliced them into triangles, grated some cheese atop them, then sent

Nacho Nacho Man

A standard feature them through what his granddaughter later described as a "salamander." The salamander ate them, pooped (or puked) them out, and voila!,

> Unless you believe the origin story that says a salamander is a "quick broiler" type of gizmo that melted the cheese. After which Ignacio topped each triangle with a slice of jalapeno pepper, and voila!, nachos!! – for real, this time!!

> Mamie then asked the monumental question, "Whaddya call these?" Ignacio, who, like literally every guy named Ignacio, was nicknamed "Nacho," said they were "Nacho's Special."

> Well, Mamie and her 9, or perhaps 11, or perhaps 3, friends went home and talked about the dish, which they couldn't avoid because each and every one of them had to explain the bit of cheese schmutz on their chin.

> These days, you rarely find nachos made as simply as Nacho's original. For example, history's largest serving of nachos (well, the one certified as a Guinness World Record) weighed almost 4,700 pounds, and included salsa, tomato, meat and beans. It was produced at the University of Kansas, and apparently was consumed by some UK football players (reports vary - it was 10, or perhaps 12, or perhaps 4, guys).

> In sum, few things can bring a smile to one's face faster than a plate of warm nachos, eh? Although this internet anecdote I found comes close: A guy in Massachusetts shared that, when picking up his custom "NACHOS" license plate, "The angry lady behind the counter grinned when she gave it to me. That's correct: a DMV employee actually smiled." What the guy failed to mention is that she was smirking at the bit of cheese schmutz on his chin.

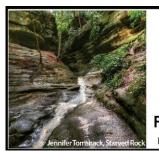
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Peace Be With You



Again Jesus said, "Peace be with you! As the Father has sent me, I am sending you."

John 20:21

wonderful words

to hear when you live in a world like ours so filled with turmoil and turbulence. It is Jesus' promise to all of his followers. It is peace between you and God. It is the certainty that God is not out to get you. He already "got" Jesus for your sin when he punished be with you! Do trials make you mishim for it on the cross. God's wrath is gone. Where once there was hostility and anger over sin, now there is only peace.

the apostles when they saw the risen Savior, and it is the peace that Jesus sent them to proclaim. Because they took the message of peace to the and you are reading this devotion Amen. nearly two thousand years later.

This resurrection peace directly affects you. Because Jesus lives, you know that your sins are forgiven, and your guilty conscience is silenced.

"Peace be with Because Jesus lives, you have peace you!" Those are of mind and can cast all your cares on the Lord, who cares for you. Finally, because Jesus lives, you have the certainty that there is "an inheritance that can never perish, spoil or fade . . . kept in heaven for you" (1 Peter

Listen to Jesus. He says, "Peace erable? Does death terrify you? Remember me. I died for you, rose for you, and conquered every evil. I give you an eternal inheritance, and noth-This is the peace that settled on ing can take that from you. Truly, what can harm you?" Peace like that cannot be found anywhere else in this world.

Prayer: Jesus, help me to cherish world, the Christian Church grew, your resurrection and your peace.

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

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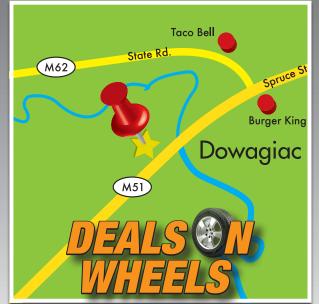
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APR Financing for **60** Mos. On any new 2021 COROLLA HYBRID, CAMRY HYBRID or AVALON HYBRID



any new 2021 HIGHLANDER

CUSTOMER CASH³

-or- **1.9%** APR Financing

for 60 Mos.4

or- Lease a new 2021 HIGHLANDER L 8-Spd AT ECT 4-Door FWD SUV Gas 36 Mo. | 30,000-Mile Lease

36 Mos. | \$2999 Due at Signing

'21 HIGHLANDER HYBRID LE AWD 36 Mo. I 30.000-Mile Lease

36 Mos. | \$2999 Due at Signing

CAMR'

new 2021 CAMRY excludes TRD **CUSTOMER CASH**

\$1250 on '21 Camry \$1750 on '21 Camry Hybrid

or- Includes Hybrid **0%** APR Financing for **60** Mos. Per Mo.

or- Lease a new **2021 CAMRY LE**

8-Speed AT ECT-i 4-Door Sedan Gas Model #2532 36 Mo. | 30,000-Mile Lease **36** Mos. | **\$2999** Due at Signing



CUSTOMER CASH³ \$750 on '21 RAV4 Hybrid

1.9% APR Financing for 60 Mos.

-or- Lease a new **2021 RAV4 LE**

8-Speed AT ECT-i 4-Door FWD SUV Gas Model #4430 36 Mo. | 30,000-Mile Lease

36 Mos. | \$2999 Due at Signing



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1. New 2021 Corolla hybrid, 2021 Camry (including hybrid) and & Avalon hybrid 0.0% APR for 60 Months with \$16.67 per \$1,000 borrowed.* 2. Toyota vehicles and components are built using U.S. and globally sourced parts. 3. Customer Cash direct from Toyota Motor Sales, USA, Inc. 4. New 2021 Highlander (includes hybrid), new 2021 RAV4 (includes hybrid), new 2021 Venza, all-new 2021 Slenna and new 2021 Tacona (excludes TRD Pro). 1 9% APR for 60 Months with \$17.48 per \$1,000 borrowed.* 5. New 2021 Highlander I-PMD Model 6935. Lease based on net cap cost of \$31,975. Lease end purchase option \$25,118** 6. New 2021 Highlander Hybrid IE APM Model 6964. Lease based on net cap cost of \$31,687. Lease end purchase option \$28,307.* 7. New 2021 Camry LE 2532. Lease based on net cap cost of \$13,687. Lease end purchase option \$14,161** 8. New 2021 RAV4 [Lease based to net cap cost of \$14,161**



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