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Moody on The Market



Pat
Moody

**Crazy King
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David Schuck didn't envision himself in the restaurant franchise business. He was just enjoying an annual trip to Cozumel, Mexico, helping host employees of the business he owns with his interior designer wife in St. Joseph. But soon, he found himself making frequent lunch trips to a Mexican restaurant called **Crazy King Burritos**.

"We'd sometimes go straight there when we landed," says Schuck with a smile. "And then we were going back almost every day." Schuck and wife **Karen Garlanger of Welcome Home Design Group** were spending several weeks each Winter in Cozumel, and soon met the owner of Crazy King Burritos. They struck up a conversation one day and learned Crazy King was a very successful single location restaurant. But the owner had dreamed about franchising it. "I'd love to do that someday," he said, "but I just don't know how."

Schuck responded, "Maybe that's something I can help you with," although he admits he knew nothing at the time about franchising or about owning restaurants. Schuck is entrepreneurial. "I like to work ON businesses as much as IN them," he says. So, he went to work learning about how franchise systems are created. He says it's all about government regulation and processes, far afield from the food and service that make up a successful restaurant.

"It was like a series of rabbit holes," says Schuck. "I just kept going down each one until I found out what I needed to know. And then I moved on to the next one. Eventually, I knew

Continued on page 7



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Federal Vaccine Mandate: What We Know So Far

Last week, President Biden announced a sweeping, national COVID-19 action plan as part of his administration's effort to increase vaccination rates and put an end to this pandemic. This week, I'd like to cover one of the plan's key components which will have significant ramifications on employers and employees throughout Southwest Michigan.

Before I get any further, I need to issue a brief but important disclaimer: This column is not meant

to be a commentary on the efficacy of the coronavirus vaccine or its importance as a public health tool. It is merely meant to summarize the mandate that was announced, who it will impact, and how.

In his speech, President Biden announced the Department of Labor's Occupational Safety and Health Administration (OSHA) will promulgate a

Continued on page 2

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rule mandating private sector employers with more than 100 employees to ensure their workforce is fully vaccinated or require those who are unvaccinated to produce a negative test result on at least a weekly basis before coming to work. Employers who break the rule could face fines of \$14,000 per violation, according to the White House. OSHA will issue an Emergency Temporary Standard (ETS) to implement this requirement and the rule would affect roughly 80 million workers in private sector businesses across the country.

Additionally, President Biden moved to mandate shots for over 17 million healthcare workers at Medicare and Medicaid participating hospitals and other health care settings and added a vaccination requirement for over 2.5 million federal contractors and federal workers who could be subject to disciplinary measures if they refuse.

All told, these actions would affect over 100 million Americans and affected employers are scrambling to discern just what the impact will be. Already, prominent questions have been raised regarding the new rule's scope and specifics.

For instance, does the 100-employee threshold apply to one worksite, or an entire company? How will the mandate apply to remote workers? Does the company have to pay for testing or does the employee? What proof-of-vaccination documentation will the companies need to collect? Will booster shots also be required? Will the requirement only apply to FDA approved vaccines? Who is responsible for vaccination tracking — the government or the individual businesses? What are the consequences of falsifying a vaccination status?

It remains unclear how soon the rule will go into effect, but questions like the above will need to be answered before it does. OSHA took months to issue a Covid-19 health care emergency temporary standard earlier this year and spent weeks just meeting with stakeholders on the rule.

Questions and clarifications aside, businesses remain concerned about implications this mandate will have on an already withered workforce. Most businesses simply cannot afford to lose the talent they have, regardless of whether that talent is vaccine-resistant or vaccine-hesitant. Furthermore, few can afford to become the 'vaccine police' and conduct regular testing — both tasks promise to be burdensome from a time and financial standpoint. According to Politico, even Unions have been treading a fine line over the new policy, arguing that workers and labor should have a say in any vaccine mandate policy — required by the federal government or not.

Predictably, there has already been talk about challenging these actions in a court of law but most experts agree the President is on strong legal footing and that his actions would survive the inevitable scrutiny. The true fight will likely be in the court of public opinion. A recent Washington Post-ABC News poll found that less than half of Americans support workplace vaccine mandates and only about 53 percent of the population is currently fully vaccinated, according to the Centers for Disease Control and Prevention.

As I've said before, public health is fundamental to a functioning economy and we will support any sensible strategy that prevents the transmission of COVID-19 in our community. That said, these mandates promise to fundamentally change our major employers' role and responsibility in that fight and need to be assessed in more detail.

We'll keep Southwest Michigan's business community apprised as more details become available. In the meantime, we'll continue working to ensure employers have the tools and flexibility to keep their employees and customers safe in a manner that makes the most sense for their circumstance.

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Photo of the Week



Danaus Plexippus

A Monarch's scientific name literally means "sleepy transformation."

Photo by Marge Yetzke

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Recently I read a letter in an advice column, from a woman who was having a very difficult time getting past the loss of her beloved dog. It had been a while and she was still grieving the loss and wondered what she could do to recover from it and live with her sadness. Having just gone through such a loss, I could certainly relate. It led me to research how someone who experiences the loss of a pet can learn to deal with it. Here are some of the suggestions I found, many from the American Kennel Club.

Seek out others who understand and have also gone through the death of a pet. Not everyone understands how deeply affected some pet owners are from such a loss. Perhaps a family member or friend who has experienced it is willing to listen to your concerns. Social media and online support groups can be helpful. One is the AKC Pet Loss Support group on Facebook. It is a private group that offers members a place to grieve and comfort one another. Realize there is nothing wrong with grieving the loss of a pet. You shouldn't nor do you have to grieve alone.

Find a way to memorialize your pet. Plan a service, plant a tree or flowers in their favorite spot, create a scrapbook of photos, donate in their memory to a rescue group or animal shelter. Even collecting items like their collar, blanket, a toy, and putting them together in a memorial box is helpful.

Know that other pets in the family may experience grief at the loss of their friend and need more attention and love, especially if they are the only remaining pet. Showing them extra care can help you work through your own grief.

The Pet Corner

As with any loss, there is no timetable or expiration date for grief. It takes as long as it takes to get past the initial shock and feelings of sadness. If you feel you need professional help, do not hesitate to reach out. There is a wealth of information online, but a local rescue group, shelter, or even your own veterinarian might be good resources to check for finding a support group and getting the help you need. The AKC itself offers a lot more ideas.

There is also no timetable for when or even if you are ready for another pet. Some folks rush right out and get another one; others need time to process the loss before they're ready to welcome another animal into their life. If you decide to adopt a new pet, don't view it as replacing the lost pet or compare it to that pet. Each animal is its own being and will bring their own joy and companionship to you.

Since we have just passed the 20th anniversary of the tragedy of 9/11, it seems fitting to mention the many search and rescue and comfort dogs who worked at Ground Zero and the Pentagon. From Ricky, a rat terrier who could squeeze into small places, to the German Shepherds and Retrievers, who worked for weeks to help recover remains of those who perished in the attacks, they all were inspiring to the human rescue workers. Although they were not able to find many survivors, the dedication of those dogs and their handlers will always be remembered and honored. The last remaining canine hero from 9/11, a Golden retriever named Bretagne, was laid to rest in June of 2016, at nearly 17 years old, but an exhibit by photographer Charlotte Dumas, in Lower Manhattan, entitled "K-9 Courage" memorializes in portraits many of the dogs of 9/11 in their later years. You can find out more about the canine heroes of 9/11 by going here: www.dogingtonpost.com/remembring-the-hero-dogs-of-911/

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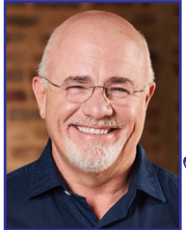


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Dave Ramsey



Dear Dave,

Leslee

Dear Leslee,

Think of an emergency fund as insurance

I have decided it's time to get control of my money. Your plan sounds workable, but I talked to some friends about it, and they think I would be better off using a credit card for emergencies. Can you explain why you advise saving a separate emergency fund?

When bad, unexpected things happen, like a job layoff or a blown car engine, you shouldn't depend on credit cards. If you use debt to cover emergencies, you're digging a financial hole for yourself. My plan will walk you out of debt forever, and a strong foundation of any financial house includes an emergency fund.

Putting together a fully funded emergency fund is Baby Step 3 of my plan for getting out of debt and gaining control of your money. Before you reach *this* point, however, steps one and two should be completed first. Baby Step 1 is saving \$1,000 for a starter emergency fund. Baby Step 2 is where you pay off all debt, except for your home, using the debt snowball method.

A fully-funded emergency fund should cover three to six months of expenses. You start the emergency fund with \$1,000, but a full emergency fund can range from \$5,000 to \$25,000 or more. A family that can make it on \$3,000 per month might have a \$10,000 emergency fund as a minimum.

What is an emergency? An emergency is something you had no way of knowing was coming—an event that has a major, negative financial impact if

you can't cover it. Emergencies include things like paying the deductible on medical, homeowners or car insurance after an accident, a job loss, a blown automobile transmission or your home's heating and air unit suddenly biting the dust.

Something on sale you "need" is not an emergency. Fixing the boat, unless you live on it, is not an emergency. Want to buy a car, a leather couch or go to Cancun? Not emergencies. Prom dresses and college tuition are *not* emergencies, either.

Never rationalize the use of your emergency fund for something you should save for. On the other hand, don't make payments on medical bills after an accident while your emergency fund sits there fully loaded. If you've gone to the trouble of creating an emergency fund, make sure you are crystal clear on what *is* and *isn't* an emergency.

Also, keep your emergency fund in something that is liquid. *Liquid* is a money term that basically means easy to access with no penalties. I use growth-stock mutual funds for long-term investing, but I would never put my emergency fund there. I suggest a money market account with no penalties and full check writing privileges for your emergency fund.

Your emergency fund account is not for building wealth. It's an insurance policy against rainy days!

** 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.*

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MOODY *Continued from Cover*

how to build a franchise system in the quick serve food business!" That 'rabbit hole exploration project' took from 2018 until early 2020, when Schuck was ready to take Crazy King Burritos to the US franchise market... just as the World shut down for the COVID-19 pandemic!

Schuck's initial franchise marketing effort online produced almost nothing, given the timing. However he came out with one potential franchisee in Dayton, Ohio. After much effort, that store became the first US location of Crazy King Burritos, soon to be joined by Schuck's own "laboratory" store location at Glenlord and Red Arrow Highway in

Stevensville. He's excited to have three other franchisees in various stages of development, which he hopes will soon lead to as many as ten Crazy King locations within a year.

What does it cost to open a Crazy King Burritos store? Schuck says you'll need \$15,000 for a franchise fee, plus about \$100,000 for average construction costs of your location. Then there's some 'operating cash' for those first few months when you might find yourself 'printing red ink.' "We feel good about a potential franchise operator with at least \$300,000 net worth, plus those start-up and operating numbers," says Schuck.

The Glenlord/Red Arrow location was "perfect" at 1200 square feet. A former Taco John's store, it has healthy traffic, good accessibility and already had a 'kitchen hood system' installed a major necessary expense for most quick-serve restaurants. The fact that it's 'right here at home' is a bonus. Schuck says he's not looking to amass a large number of 'corporate stores'. But having a 'laboratory location' is a good thing. "My mission is to

Continued on page 8

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MOODY *Continued from page 7*

serve my franchisees," he declares.

Underlining that point, Schuck says if someone wanted to open a Crazy King in downtown St. Joseph, he'd happily sell them a franchise. He believes South Haven would also be an excellent market. He has no plans to carve out several states for corporate stores. He says location is the key factor to success, not necessarily a set population within a radius, often cited in franchise marketing.

Schuck concluded early-on that to deliver the unique Crazy King Burritos products, he had to control the production of the tasty sauces and the spice packs for the meats used in the stores. "It's all about quality control and taste," he says. That required full FDA approv-

al as a food manufacturer. And it meant importing certain ingredients from Mexico via Texas, before delivery to Ohio and Michigan. He hopes and believes that attention to detail will be worth the added cost of those ingredients essentially a 'secret sauce' that will set Crazy King apart from its better known and cheaper competitors.

When the doors open at Crazy King Burritos in October, there'll be about a dozen items on the menu. Schuck enthusiastically points out the recipes are originals from Cozumel, with quality ingredients and unique house-made sauces. They're authentic flavors from Mexico, he says, truly different than run of the mill fast food outlets. "No compromises," he says, "This food is the real thing, just like we found in Cozumel."

Schuck is also trying to duplicate a bit of the 'feel' of the original Crazy King. He proudly shows sketches, prepared by his wife's design firm, of a combination of rustic and modern décor. Wood table tops, bright red chairs and walls combining natural wood and corrugated steel, balanced by facing walls of

sparkling white tile.

There'll be both Take Out and Dine In service available. Schuck is bucking the trend toward all carry-out and limited service. He says you'll be able to come in, sit down, have your order taken and brought to your table for pleasant dining. However, your time is valuable and this is still 'quick serve.' He promises you'll be able to sit down, dine in and still have time to drop off your dry cleaning on your lunch hour.

Crazy King Burritos will be open seven days a week, 10am-9pm, when it opens, likely in early October. As with many things these days, it all depends on supply chains, deliveries and available personnel.

Schuck is looking to recruit an experienced food service person as General Manager, so that he can focus on continued development of the Crazy King franchise system. He can be reached at David@ckb4you.com.

New St. Joseph River Water Taxi Makes Successful Debut

Cornerstone Alliance leaders are excited after they provided a free water taxi service during Labor Day weekend. The water taxi transported over 300 riders throughout the Twin Cities harbor. Stops included the Margaret B. Upton Arboretum, The Inn at Harbor Shores and Tavern on the River.

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ways," said **Rob Cleveland**, President of Cornerstone Alliance. "Whether it be Lake Michigan, an area inland lake, or any of our area rivers, many residents have never been on a boat or on the water. The water taxi service provides every resident with the opportunity to explore our community from the water – an experience that every Berrien County resident should have access to."

In addition to the water taxi service, **Holt Bosse**, a marketing firm, assisted Cornerstone Alliance in producing a wayfinding application that is accessible by visiting ExploreMIShore.com. The app suggests and provides navigation to restaurants, shops, and surrounding hotels. It also includes the water taxi schedule, which helped users plan daily activities throughout the holiday weekend.

The wayfinding application saw over 1,500 unique users and over 2,300 site visits. Cornerstone called this a major success for the initiative, by spotlighting the demand for a resource such as the water taxi.

Chris Frank, Cornerstone Vice President of External Affairs, said "The water is one of the greatest assets in this community. A water taxi service will provide our local residents with a new opportunity to utilize the water as a means of transportation. It will enhance the accessibility, mobility, and connection within the communities, and to businesses located within close proximity of the three stops. Most importantly, the water taxi and wayfinding app create an inclusive way for residents and visitors to enjoy the water as well as local restaurants, shops, and entertainment attractions."

As a direct result of the strong demand last weekend, plans are being advanced to offer the water taxi service in May 2022 during the **Kitchen Aid Senior PGA Championship** weekend and beyond. Construction will begin later this year on additional stops.

Cornerstone says the water taxi vision is also deeply rooted in **Brady Cohen's** support for the project. Cohen, Owner of the water taxi and **Southwest Michigan Cycle Boat**, said "I am just hoping the community rallies behind

the idea and supports the vision. We will be looking for community sponsorship very soon. There are a lot of expenses and effort that will be incurred and we all need to help bring this vision to reality. It's for the community and its participation will be a key factor."

"**Captain Andy**", the designated boat captain of the **Corabelle II**, added "I am excited to be a part of the water taxi and want to thank the community for all the support this weekend. I look forward to many more trips next summer."

Pat Moody
Publisher, MoodyOnTheMarket.com
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SIEMANS DISCOUNT.....- 205
FORD RETAIL TRADE IN ASSISTANCE BONUS CASH* - 2,000

SALE PRICE
\$26,795
(*MUST QUALIFY)



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ALL WHEEL DRIVE**
Desert Gold, Activex Seat Material, 18 Inch Bright
Machined Aluminum Wheels, Panoramic Vista Roof, Heated
Steering Wheel, Power Liftgate, Remote Start, Wireless
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MSRP.....\$40,865
SIEMANS DISCOUNT.....- 470
FORD RETAIL TRADE IN ASSISTANCE BONUS CASH* - 500

SALE PRICE
\$39,895
(*MUST QUALIFY)



**2021 FORD
MUSTANG GT**
Velocity Blue, 10 Speed Automatic Transmission, Active
Valve Performance Exhaust, 19 Inch Ebony Black Paint-
ed Aluminum Wheels, GT Performance Package, and
Much More! F21199
MSRP.....\$48,770
SIEMANS DISCOUNT.....- 475
FORD RETAIL TRADE IN ASSISTANCE BONUS CASH* - 500

SALE PRICE
\$47,795
(*MUST QUALIFY)



**2021 FORD F-150
SUPERCREW XLT 4X4**
Iconic Silver Metallic, Sport Appearance Package, Lock-
ing Rear Axle, 2.7 V6 Ecoboost Engine, LED Box Light-
ing, Remote Start, SYNC 4, and Much More! F21207
MSRP.....\$51,545
SIEMANS DISCOUNT.....- 1,050
FORD RETAIL TRADE IN ASSISTANCE BONUS CASH* - 2,000

SALE PRICE
\$48,495
(*MUST QUALIFY)



**2021 FORD
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F21223

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**2021 FORD F-550 4X4
CHIPPER TRUCK**
Oxford White, 6.7 Power Stroke Diesel, Limited Slip Rear
Axle, Power Windows and Locks, Trailer Brake Controller,
Tool Boxes, Voth Chipper Body 13 Feet 9 Inches, and
Much More! F21218
MSRP.....\$58,645
ADD FOR CHIP BODY AND TOOL BOXES.....+ 25,825
SUBTOTAL.....\$84,470
SIEMANS DISCOUNT.....- 1,475
FORD COMMERCIAL UPFIT*.....- 1,000

SALE PRICE
\$81,995
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1500 QUAD CAB 4X4**

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.....	585
CHRYSLER CAPITAL BONUS CASH*.....	1,500
RETAIL BONUS CASH.....	1,000
REBATE.....	1,500

SALE PRICE FOR EVERYONE \$41,995

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

AS LOW AS \$40,995

(*MUST QUALIFY/MUST FINANCE THRU CHRYSLER CAPITAL)



**2021 RAM
2500 CREW CAB 4X4**

Patriot Blue Pearl, Chrome Appearance Group, 6.4 Hemi V8 Engine, Flat Cab Length Side Steps, LED Box Lighting, Electric Shift on the Fly Transfer Case, Snow Chief Group, Rear Power Sliding Window, Power Black Trailer Tow Mirrors, Trailer Brake Controller, Anti-Spin Rear Axle, and Much More! C21256

MSRP.....	\$48,415
SIEMANS DISCOUNT.....	820

SALE PRICE FOR EVERYONE \$47,595

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

AS LOW AS \$46,595

(*MUST QUALIFY)



**2021 JEEP GRAND
CHEROKEE OVERLAND
HIGH ALTITUDE 4X4 DEMO**

Slate Blue Pearl, 19 Speaker High Performance Audio, Nappa Leather, 20 Inch Low Gloss Granite Wheels, Navigation, Trailer Tow, Heated Seats, Heated Steering Wheel, Power Liftgate, Dual Pane Panoramic Roof, Blind Spot and Cross Path Detection, and Much More! C21032

MSRP.....	\$55,875
SIEMANS DEMO DISCOUNT.....	3,980
REBATE.....	750
GREAT LAKES CHRYSLER CAPITAL BONUS CASH*.....	500
CHRYSLER CAPITAL BONUS CASH*.....	500
NATIONAL RETAIL BONUS CASH.....	500
NATIONAL BONUS CASH.....	1,000

SALE PRICE FOR EVERYONE \$48,645

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

AS LOW AS \$47,645

(*MUST QUALIFY/MUST FINANCE THRU CHRYSLER CAPITAL)



**2021 JEEP GRAND
CHEROKEE L LIMITED 4X4**

Velvet Red Pearl, Remote Start, Power Liftgate, Adaptive Cruise Control, Parksense Rear Park Assist, Heated Steering Wheel, Heated Seats, 2nd Row Buckets, Dual Pane Panoramic Roof, U-Connect 5 Navigation with 10 Inch Screen, 20 Inch Polished Aluminum Wheels, and Much More! C21260

MSRP.....	\$52,320
SIEMANS DISCOUNT.....	825

SALE PRICE FOR EVERYONE \$51,495

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

AS LOW AS \$49,995

(*MUST QUALIFY)



**2021 JEEP GLADIATOR
RUBICON 4X4**

Sting Gray, Leather Seats, Trailer Tow Package, Black 3-Piece Hardtop, Heated Front Seats, Heated Steering Wheel, 17 Inch Polished Black Aluminum Wheels, Navigation, Alpine Premium Audio System, Remote Start, and Much More! C21234

MSRP.....	\$55,630
SIEMANS DISCOUNT.....	635
REBATE.....	1,000

SALE PRICE FOR EVERYONE \$53,995



**2021 RAM
REBEL CREW CAB 4X4**

Bright White, Remote Start, 5.7 Hemi V8 with E-Torque, Electric Shift on Demand Transfer Case, Black Trailer Tow Mirrors, Touchscreen Radio, Heated Front Seats, Heated Steering Wheel, Power Adjustable Pedals, and Much More! C21309

MSRP.....	\$56,470
SIEMANS DISCOUNT.....	975

SALE PRICE FOR EVERYONE \$55,495

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

AS LOW AS \$54,495

(*MUST QUALIFY)



**2021 RAM 5500 4X4
WITH HAULER BODY**

Diamond Black, 6.7 Cummins Turbo Diesel Engine, Trailer Brake Controller, Tubular Side Steps, Chrome Appearance Group, CM SK Pro Hauler Body, and Much More! C21224

MSRP.....	\$59,645
ADD FOR HAULER BODY.....	9,646
SUBTOTAL.....	\$69,291
SIEMANS DISCOUNT.....	1,296
ON THE JOB COMMERCIAL UPFIT.....	1,000

SALE PRICE FOR EVERYONE \$66,995

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

AS LOW AS \$65,995

(*MUST QUALIFY)



**2021 RAM 3500
CREW CAB 4X4
BIG HORN DUALY**

Granite Crystal, 6.7 Cummins High Output Diesel, Aisin Heavy Duty Transmission, Flat Cab Length Side Steps, LED Box Lighting, Sport Appearance Package, Bucket Seats, Protection Group, Surround View Camera System, Touchscreen Radio, Heated Front Seats, Heated Steering Wheel, Park Sense Front and Rear Park Assist, Remote Start, and Much-Much More! C21280

MSRP.....	\$73,575
SIEMANS DISCOUNT.....	1,580

SALE PRICE FOR EVERYONE \$71,995

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

AS LOW AS \$70,995

(*MUST QUALIFY)

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WAS \$34,788



**2016 FORD F-150 LARIAT
SUPERCREW 4X4**
NOW \$32,648

3.5 V6 Ecoboost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 117K Miles, Bed Liner, Running Boards, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Power Adjust Pedals, Auto Climate Control, CD-Player, Back-Up Camera, Remote Keyless Entry System, Magnetic, U21151

WAS \$49,453



**2018 FORD F-150 LARIAT
SPORT SUPERCREW 4X4**
NOW \$47,429

3.0 V6 Turbo DIESEL Power Stroke Engine, 10 Speed Automatic, Aluminum Wheels, 43K Miles, Remote Start, Navigation, SYNC 3, Bed Liner, Running Boards, Memory Power Leather Heated/AC Front Seats, Memory Power Adjust Pedals, Heated Steering Wheel, 2nd Row Heated Seats, Trailer Tow Package, Blind Spot Information System with Trailer Tow Monitor, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Shadow Black, U21149

WAS \$41,938



**2018 FORD F-150 XLT
SUPERCREW 4X4**
NOW \$40,836

2.7 V6 Ecoboost EFI Engine, 10 Speed Automatic, Chrome-Like PVD Wheels, 30K Miles, Bed Liner, Chrome Step Bars, Remote Start, Navigation, SYNC 3, Power Heated Front Seats, Power Adjust Pedals, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Stone Gray, C21218A

WAS \$39,995



**2018 FORD
EXPLORER**
NOW \$38,995

3.5 V6 Ecoboost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 43K Miles, Remote Start, Navigation, SYNC 3, Power Leather Heated/AC Front Seats, Heated Steering Wheel, Dual Zone Climate Control, Collision Warning, Lane Keeping System, Blind Spot Information System, Power Lift Gate, Remote Keyless Entry System, Ford Certified! White, U21151

WAS \$30,998



**2019 CHEVY
EQUINOX PREMIER AWD**
NOW \$27,753

2.0 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 39K Miles, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, Panoramic Moon Roof, Auto Climate Control, Adaptive Cruise Control, Forward Collision Alert, Lane Keep Assist with Lane Departure Warning, Blind Spot Monitor, Cross Traffic Alert, Rear Parking Aid, Back-Up Camera, Hands Free Lift Gate, Remote Keyless Entry System, Balance of Factory Warranty! White Iridescent Pearl, U21126

WAS \$26,899



**2019 DODGE
JOURNEY GT AWD**
NOW \$24,523

3.6 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 33K Miles, Remote Start, Power Driver's Seat, Leather Heated Front Seats, Heated Steering Wheel, 3rd Row Folding/Reclining Seats, Touchscreen Display, Back-Up Camera, Remote Keyless Entry System, Dodge Certified! Granite Pearl Coat, U21132

WAS \$26,995



**2018 CHEVY
EQUINOX LT AWD**
NOW \$23,867

1.5 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 35K Miles, Remote Start, Power Driver's Seat, Auto Climate Control, Lane Change Alert, Side Blind Zone Alert, Rear Cross-Traffic Alert, Rear Park Assist, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Balance of Factory Warranty! Pepperdust Metallic, U21116

WAS \$42,995



**2019 FORD
EXPLORER XLT SUPERCREW 4X4**
NOW \$40,995

2.7 V6 Ecoboost EFI Engine, 10 Speed Automatic, Chrome-Like PVD Wheels, 30K Miles, Bed Liner, Chrome Step Bars, Remote Start, Navigation, SYNC 3, Power Heated Front Seats, Power Adjust Pedals, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! White, U21151

MANAGER'S

WAS \$25,794



**2017 JEEP CHEROKEE
TRAILHAWK 4X4**
NOW \$23,989

3.2 V6 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 71K Miles, Remote Start, Heated Front Seats, Heated Steering Wheel, Touchscreen Display, Remote Keyless Entry System, Jeep Certified! Diamond Black Crystal, C21172B

WAS \$22,777



**2013 FORD F-150
XLT SUPERCREW 4X4**
NOW \$19,999

5.8 V8 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 139K Miles, Bed Liner, Running Boards, Power Driver's Seat, Leather Heated Front Seats, Power Adjust Pedals, Power Sliding Rear Window, CD-Player, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Sterling Gray Metallic, F21149A

WAS \$34,480



2015 CHEVY TAHOE LT 4X4
NOW \$31,738

5.3 V8 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 90K Miles, Running Boards, Remote Start, Memory Power Leather Heated Front Seats, CD-Player, Lane Departure Warning, Rear Parking Aid, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Sable Metallic, C21136A

WAS \$39,989



**2016 JEEP WRANGLER
UNLIMITED RUBICON**
NOW \$37,989

3.6 V6 EFI Engine, 5 Speed Automatic, Aluminum Wheels, 43K Miles, Remote Start, Navigation, 3-Piece Hard Top, Leather Heated Front Seats, Touchscreen Display, Remote Keyless Entry System, Rhino Linx, U21151

WAS \$29,873



**2019 FORD
MUSTANG COUPE**
NOW \$26,999

2.3 Intercooled Turbo EFI Engine, 10 Speed Automatic, Aluminum Wheels, 12K Miles, Power Front Seats, Premium Sound System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Oxford White, U21057A

WAS \$27,994



**2018 CHEVY
EQUINOX LT AWD**
NOW \$23,901

1.5 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 26K Miles, Remote Start, Power Driver's Seat, Heated Front Seat, Auto Climate Control, Lane Change Alert, Side Blind Zone Alert, Rear Cross-Traffic Alert, Rear Park Assist, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Balance of Factory Warranty! Cajun Red, U21127

WAS \$23,755



**2014 CHEVY SILVERADO
1500 LT Z-71 CREW CAB 4X4**
NOW \$21,592

5.3 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 175K Miles, Security Cover, Bed Liner, Remote Start, Auto Climate Control, CD-Player, Back-Up Camera, Remote Keyless Entry System, Black, C21147A

WAS \$28,253



**2018 FORD
ESCAPE**
NOW \$26,253

1.5 Ecoboost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 30K Miles, Remote Start, Navigation, SYNC 3, Power Driver's Seat, Auto Climate Control, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! White, U21151



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FORD SPORT XLT
NOW \$38,316

3.5 V6 EcoBoost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 27K Miles, Pick-Up Bed Cap, Bed Liner, Running Boards, Remote Start, Navigation, Power Driver's Seat, Heated Front Seats, Auto Climate Control, CD-Player, Blind Spot Monitor, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Deep Mahogany Metallic, U21106



2018 GMC SIERRA 1500 SLE 4X4
NOW \$35,987

5.3 V8 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 27K Miles, Pick-Up Bed Cap, Bed Liner, Running Boards, Remote Start, Navigation, Power Driver's Seat, Heated Front Seats, Auto Climate Control, CD-Player, Blind Spot Monitor, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Deep Mahogany Metallic, U21106



2018 RAM 1500 ST BIG HORN EXPRESS CREW CAB 4X4
NOW \$31,854

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Chrome-Clad Wheels, 55K Miles, Bed Liner, Running Boards, Back-Up Camera, Remote Keyless Entry System, Ram Certified! Delmonico Red, U21147



2017 FORD F-250 XLT SRW CREW CAB 4X4
NOW \$51,812

6.7 V8 DIESEL Power Stroke EFI Engine, 6 Speed Automatic, 101K Miles, Security Cover, Bed Liner, Running Boards, Preferred Equipment Package, Back-Up Camera, Remote Keyless Entry System, Oxford White, F21111A



FORD F-150 SUPERCREW 4X4
NOW \$37,926

3.5 V6 EcoBoost EFI Engine, 10 Speed Automatic, Chrome-Like PVD Wheels, 39K Miles, Bed Liner, Chrome Running Boards, Remote Start, Navigation, SYNC 3, Power Heated Front Seats, Power Adjust Pedals, Pre-Collision Assist w/AEB, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Stone Gray, F21189A



2017 FORD ESCAPE SE 4X4
NOW \$18,840

1.5 EcoBoost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 81K Miles, Remote Start, Navigation, SYNC 3, Power Driver's Seat, Heated Front Seats, Auto Climate Control, Blind Spot Information System, Reverse Sensing System, Power Lift Gate, Remote Keyless Entry System, Magnetic, C21058B



2018 FORD F-150 XLT SUPERCREW 4X4
NOW \$35,809

2.7 V6 EcoBoost EFI Engine, 10 Speed Automatic, Chrome-Like PVD Wheels, 48K Miles, Bed Liner, Running Boards, Remote Start, Navigation, SYNC 3, Power Heated Front Seats, XLT Chrome Appearance Package, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Shadow Black, C21161B



2019 FORD EDGE SEL AWD
NOW \$30,754

2.0 EcoBoost EFI Engine, 8 Speed Automatic, Aluminum Wheels, 20K Miles, Remote Start, SYNC 3, Power Leather Heated Front Seats, Heated Steering Wheel, Perimeter Alarm, Lane Keeping Alert, Pre-Collision Assist w/AEB, Reverse Sensing System, Back-Up Camera, Hands Free Lift Gate, Remote Keyless Entry System, Ford Certified! Oxford White, U21119

SPECIALS



WRANGLER JK UNLIMITED HARD ROCK 4X4
NOW \$37,989

3.6 V6 Pentastar EFI Engine, 6 Speed Automatic, Aluminum Wheels, 55K Miles, Hard Top, Hard Rock Package, Touchscreen Display, Remote Keyless Entry System, Clear Coat, C21185A



2018 FORD F-150 XLT SPORT SUPERCREW 4X4
NOW \$36,981

2.7 V6 EcoBoost EFI Engine, 10 Speed Automatic, Aluminum Wheels, 48K Miles, Security Cover, Bed Liner, Running Boards, Remote Start, Navigation, SYNC 3, Power Heated Front Seats, Power Adjust Pedals, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Oxford White, U21086



2018 CHEVY SILVERADO 1500 LT Z-71 CREW CAB 4X4
NOW \$38,514

5.3 V8 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 51K Miles, Bed Liner, Remote Start, Power Driver's Seat, Heated Front Seats, Auto Climate Control, CD-Player, Back-Up Camera, Remote Keyless Entry System, Black, U21099



2018 FORD F-150 XLT SPORT SUPERCREW 4X4
NOW \$35,839

2.7 EcoBoost EFI Engine, 10 Speed Automatic, Aluminum Wheels, 52K Miles, Remote Start, Navigation, SYNC 3, Bed Liner, Running Boards, Power Heated Front Seats, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Shadow Black, U21084



ESCAPE SEL 4X4
NOW \$26,612

1.5 EcoBoost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 13K Miles, Leather Heated Front Seats, Auto Climate Control, CD-Player, Blind Spot Monitor System, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Shadow Black, U21121



2018 FORD FLEX SEL AWD
NOW \$29,426

3.5 V6 EFI Engine, 6 Speed Automatic, Painted Gloss Aluminum Wheels, 36K Miles, Remote Start, Navigation, SYNC 3, Memory Power Leather Heated Front Seats, Memory Power Adjust Pedals, All-Weather Floor Mats, Multi-Panel Vista Moon Roof, Auto Climate Control, CD-Player, Blind Spot Monitor System, Reverse Sensing System, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Ford Certified! White Gold, U21107



2019 DODGE JOURNEY GT AWD
NOW \$25,756

3.6 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 20K Miles, Remote Start, Blacktop Package, Power Driver's Seat, Leather Heated Front Seats, Heated Steering Wheel, Touchscreen Display, Rear Park Assist System, Back-Up Camera, Remote Keyless Entry System, Dodge Certified! Pitch Black, U21123



2018 CHEVY SILVERADO 1500 LT CREW CAB 4X4
NOW \$36,970

5.3 V8 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 46K Miles, Bed Liner, Running Boards, Remote Start, Power Driver's Seat, Auto Climate Control, CD-Player, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Cajun Red, U21109

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2018 JEEP GRAND CHEROKEE TRAILHAWK 4X4
NOW \$38,694
3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 24K Miles, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, 2nd Row Heated Seats, Power Moon Roof, Back-Up Camera, Trailer Tow Group IV, Power Gate Lift, Remote Keyless Entry System, Jeep Certified! Granite Crystal Metallic, C21305A



2019 GMC SIERRA 1500 SLE CREW CAB 4X4
NOW \$39,647
5.3 V8 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 56K Miles, Remote Start, Running Boards, Power Driver's Seat, Heated Front Seats, Auto Climate Control, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Satin Steel Metallic, C21289A



2017 CHEVY MALIBU LT
NOW \$15,802
1.5 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 98K Miles, Remote Start, Power Leather Heated Front Seats, Power Moon Roof, Back-Up Camera, Remote Keyless Entry System, Blue Velvet Metallic, F21187B



2009 PONTIAC G8 GT
NOW \$19,999
6.0 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 80K Miles, Power Leather Heated Front Seats, Power Moon Roof, Auto Temp Control, CD-Player, Remote Keyless Entry System, Panther Black Metallic, F21200A



2019 FORD EXPLORER XLT 4X4
NOW \$36,995
3.5 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 17K Miles, Remote Start, Navigation, SYNC 3, Power Leather Heated Front Seats, Auto Climate Control, Rear Parking Aid, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Ruby Red Metallic, C21297A



2015 CHEVY TRAVERSE LT AWD
NOW \$16,938
3.6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 104K Miles, Remote Start, Heated Front Seats, CD-Player, Remote Keyless Entry System, Silver Ice Metallic, F21119B



2019 FORD EDGE TITANIUM AWD
NOW \$34,998
2.0 EcoBoost EFI Engine, 8 Speed Automatic, Aluminum Wheels, 40K Miles, Remote Start, Navigation, SYNC 3, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, 2nd Row Heated Seats, Auto Climate Control, Panoramic Moon Roof, Adaptive Cruise Control, Evasive Steering Assist, Lane Keeping System, Blind Spot Information System, Pre-Collision Assist, Reverse Sensing System, Back-Up Camera, Hands-Free Lift Gate, Remote Keyless Entry System, Ford Certified! Ingot Silver, C21262A



2013 FORD F-150 FX4 SUPERCREW 4X4
NOW \$28,873
5.0 V8 Engine, 6 Speed Automatic, Aluminum Wheels, 77K Miles, Bed Liner, Running Boards, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Memory Power Adjust Pedals, Power Moon Roof, Auto Climate Control, Reverse Sensing System, Back-Up Camera, Trailer Tow Package, Remote Keyless Entry System, Oxford White, F21198A

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NOW \$13,250
2.4 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 127K Miles, Remote Start, Power Driver's Seat, Leather Heated Front Seats, Power Moon Roof, Touchscreen Display, Remote Keyless Entry System, Mojave Sand Clear Coat, C21296A



2016 RAM 3500 TRADESMAN CREW CAB 4X4 FLATBED WORK TRUCK
NOW \$49,899
6.7 16 Cummins Turbo DIESEL Engine, 6 Speed Automatic, Steel Chrome Clad Wheels, 57K Miles, Chrome Appearance Group, Vinyl Lined Flooring, Granite Crystal Metallic, F21163A



2015 FORD EXPLORER LIMITED 4X4
NOW \$24,635
3.5 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 74K Miles, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, Memory Power Adjust Pedals, 2nd Row Heated Seats, Auto Climate Control, Dual Panel Moon Roof, Lane Keeping System, Lane Departure Warning, Blind Spot Information System, Active Park Assist, Reverse Sensing System, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Ruby Red Metallic, C21269A



2016 FORD F-350 XL DRW REG CAB 4X4 DUMP TRUCK
NOW \$39,995
6.2 V8 EFI Engine, 5 Speed Automatic, Aluminum Wheels, 50K Miles, Power Equipment Group, Preferred Equipment Package, Vinyl Floor Covering, Remote Keyless Entry System, Oxford White, U21146



2017 FORD FUSION SE HYBRID
NOW \$17,901
2.0 ECVT, Automatic Transmission, Luster Nickel Wheels, 58K Miles, Remote Start, Memory Power Leather Heated Front Seats, Auto Climate Control, Regenerative Breaking System, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Ingot Silver, U21128A



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SPORT UNLIMITED 4X4**
NOW \$35,976

2.0 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 65K Miles, Black 3-Piece Hard Top, Touchscreen Display, Back-Up Camera, Remote Keyless Entry System, Jeep Certified! Billet Silver Metallic, C21221A



**2017 HONDA RIDGELINE
RTL-T CREW CAB AWD**
NOW \$33,500

3.5 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 50K Miles, Security Cover, Running Boards, Remote Start, Power Leather Heated Front Seats, Auto Climate Control, Back-Up Camera, Remote Keyless Entry System, Remainder of Factory Powertrain Warranty! White, M21063A



**2018 JEEP GRAND
CHEROKEE LIMITED 4X4**
NOW \$37,408

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, Only 27K Miles! Remote Start, Memory Power Leather Heated Front Seats, Heated Steering Wheel, Power Moon Roof, Touchscreen Display, Blind Spot and Cross Path Detection, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Jeep Certified! Bright White, C21257A



**2016 CHEVY SILVERADO 3500HD
CREW CAB WORK TRUCK 4X4**
NOW \$31,995

6.0 V8 EFI Engine, 6 Speed Automatic, Styled Steel Wheels with Dual Rear Wheels, 192K Miles, Knapheide Utility Box, Vinyl Flooring, Remote Keyless Entry System, Summit White, C21212A



**2014 JEEP
CHEROKEE LIMITED**
NOW \$17,997

2.4 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 82K Miles, Remote Start, Navigation, Memory Power Leather Heated AC Front Seats, Panoramic Moon Roof, Adaptive Cruise Control, Lane Departure Warning, Blind Spot and Cross Path Detection, Parallel Park Assist, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Brilliant Black Crystal Pearl, C21229B



**2017 JEEP GRAND
CHEROKEE TRAILHAWK 4X4**
NOW \$34,773

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 54K Miles, Remote Start, Navigation, Memory Power Leather Heated AC Front Seats, Heated Steering Wheel, 2nd Row Heated Seats, Power Moon Roof, Blind Spot and Cross Path Detection, Back-Up Camera, Trailer Tow Group, Power Lift Gate, Remote Keyless Entry System, Jeep Certified! Granite Crystal Metallic, F21188A



**2019 FORD
ESCAPE SE 4X4**
NOW \$25,273

15. Ecoboost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 28K Miles, Remote Start, SYNC 3, Power Driver's Seat, Heated Front Seats, Auto Climate Control, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Agate Black, C21252A



**2018 JEEP GRAND
CHEROKEE LIMITED 4X4**
NOW \$37,277

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 21K Miles, Remote Start, Navigation, Memory Power Leather Heated Front Seats, Heated Steering Wheel, 2nd Row Heated Seats, Blind Spot and Cross Path Detection, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Jeep Certified! Velvet Red Pearl, C21248A



**2016 FORD F-150
XLT SUPERCREW 4X4**
NOW \$36,994

3.5 V6 Ecoboost EFI Engine, 6 Speed Automatic, Chrome-Like PVD Wheels, 41K Miles, Running Boards, Remote Start, SYNC 3, Power Heated Front Seats, Power Adjust Pedals, Reverse Sensing System, Back-Up Camera, Max Trailer Tow Package, Pro Trailer Back-Up Assist, Remote Keyless Entry System, Ford Certified! Shadow Black, F21195A



2019 KIA FORTE S
NOW \$19,622

2.0 EFI Engine, CVT Automatic, Aluminum Wheels, 38K Miles, Power Moon Roof, Auto Climate Control, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Clear White, C21105B



**2018 FORD F-150
XLT SUPERCREW 4X4**
NOW \$42,435

2.7 V6 Ecoboost EFI Engine, 10 Speed Automatic, Chrome-Like PVD Wheels, 37K Miles, Security Cover, Bed Liner, Running Boards, Remote Start, SYNC 3, Power Heated Front Seats, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Magnetic, U21083A



**2018 RAM 1500 BIG HORN
CREW CAB 4X4**
NOW \$36,882

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 34K Miles, Bed Liner, Running Boards, Remote Start, Power Driver's Seats, Heated Front Seats, Heated Steering Wheel, Back-Up Camera, Remote Keyless Entry System, Ram Certified! Brilliant Black Crystal Pearl, C21241B



**2018 VOLKSWAGEN
TIGUAN SE**
NOW \$26,557

2.0 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 32K Miles, Heated Front Seats, Power Dual Panel Moon Roof, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty, Platinum Gray, F21022B



**2019 RAM 1500
LARAMIE CREW CAB 4X4**
NOW \$46,930

5.7 V8 HEMI EFI Engine, 8 Speed Automatic, Aluminum Wheels, 36K Miles, Remote Start, Memory Power Leather Heated AC Front Seats, Heated Steering Wheel, Power Adjust Pedals, Touchscreen Display, Back-Up Camera, Remote Keyless Entry System, Ram Certified! Maximum Steel Metallic, C21254A



**2018 FORD F-150
XLT SUPERCREW 4X4**
NOW \$38,410

5.0 V8 EFI Engine, 10 Speed Automatic, Aluminum Wheels, 78K Miles, Bed Liner, Running Boards, Back-Up Camera, Pro Trailer Back-Up Assist, Trailer Tow Package, Remote Keyless Entry System, Blue Jeans, F21038A

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**2019 CHEVY SILVERADO 2500HD LTZ
771 CREW CAB 4X4 WITH PLOW**
NOW \$63,995

6.6 V8 DIESEL EFI Engine, 6 Speed Automatic, Aluminum Wheels, 59K Miles, Security Cover, Bed Liner, Running Boards, Remote Start, Navigation, Memory Power Leather Heated AC Front Seats, Heated Steering Wheel, Power Adjust Pedals, Auto Climate Control, CO-Player, Lane Departure Warning, Forward Collision Alert, Safety Alert Seat, Front and Rear Park Assist, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Silver Ice Metallic, U21154



**2018 TOYOTA
CAMRY SE**
NOW \$25,392

2.5 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 42K Miles, Power Driver's Seat, Power Moon Roof, Auto Climate Control, Adaptive Cruise Control, Lane Keeping Assist, Back-Up Camera, Remote Keyless Entry, Balance of Factory Warranty! White, C21213A



**2018 JEEP GRAND
CHEROKEE LIMITED 4X4**
NOW \$37,740

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 22K Miles, Remote Start, Memory Power Leather Heated Front Seats, 2nd Row Heated Seats, Power Moon Roof, Touchscreen Display, Blind Spot and Cross Path Detection, Back-Up Camera, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Jeep Certified! Granite Crystal Metallic, C21228A



2017 CHEVY TAHOE LT 771 4X4
NOW \$43,778

5.3 V8 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 65K Miles, Remote Start, Navigation, Running Boards, Memory Power Leather Heated Front Seats, Power Adjust Pedals, Power Moon Roof, Lane Keeping Assist, Lane Departure Warning, Front and Rear Park Assist, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Black Current Metallic, U21139A



**2019 FORD
FLEX LIMITED AWD**
NOW \$33,903

3.5 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 63K Miles, Remote Start, Navigation, SYNC 3, Memory Power Leather Heated Front Seats, Auto Climate Control, Reverse Sensing System, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Ford Certified! Stone Gray, U21155A



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There is a park in Arkansas called Crater of Diamonds State Park. Inside is a 37.5-acre field in which anyone can go and look for diamonds, and you get to keep any diamonds you find. A few years ago, a woman found a 3.69-carat diamond. The diamond was worth about \$20,000. The year before, someone found a 6-carat diamond. The largest diamond ever found was a 40-carat gem

Jesus Is the Bread of Life

Jesus answered, "Very truly I tell you, you are looking for me, not because you saw the signs I performed but because you ate the loaves and had your fill. Do not work for food that spoils, but for food that endures to eternal life, which the Son of Man will give you. For on him God the Father has placed his seal of approval" . . . Then Jesus declared, "I am the bread of life. Whoever comes to me will never go hungry, and whoever believes in me will never be thirsty." ~ John 6:26,27,35

called the "Uncle Sam" diamond—worth over \$50 million.

But these are the exceptions. Most people who look for diamonds in this large field don't find anything, no matter how hard they look, no matter how long they stay. Everyone hopes to find the very best diamonds. But the vast majority end up disappointed.

The group to whom Jesus was speaking in John chapter 6 never wanted to feel disappointed again. One day earlier, Jesus used five loaves of bread and two small fish to miraculously satisfy the hunger of thousands. But do you know what happened the next day? The same thing that does the day after we eat even the most satisfying meal. Their bellies were hungry again. So they came to Jesus, who then promised them a food that would never fail to satisfy them.

But he wasn't talking about food for their bellies. He was talking about nourishment that would never fail to feed their hurting hearts and sinful souls. He was talking about himself—the one who would feed their souls with forgiveness by his sacrificial death and fill their hearts with hope by his resurrection.

He was pointing them and us to the Bread of Life, who will never disappoint us.

Prayer: Father in heaven, as I listen to your Word, feed me with the living bread that will never fail to satisfy. Amen.

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

Read more at www.MailMaxOnline.com

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MUST SEE

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 • Hardwood floors
 • Open concept
 • Wooded backyard
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 • Laundry on upper level
\$294,000 (21026981)

NEW LISTING

• 3 BD, 2BA raised ranch
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 • In-ground pool and hot tub
 • 2 HVAC units
 • Heated oversized garage
 • Convenient location!
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REDUCED

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 • 1920 sq ft, Bi-Level home
 • 2 Family rooms
 • Eat in kitchen
 • Large laundry room & more!
 • Close to area schools
\$199,999 (21101269)

REDUCED

• 3 BD, 1 BA Cottage
 • Little Fish Lake
 • 49' Waterfront
 • All sport lake
 • Laminate/ceramic floors
 • Some updates
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\$164,900 (21105443)

NEW LISTING

• 3 BD, 2 BA
 • Quiet country setting
 • Over 1 acre
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 • Newer windows & floors
 • Close to river
\$129,900 (21105660)

NEW LISTING

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 • 3 Acre
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 • Buildable, level, wooded
 • Call for more information!
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 • Call for private showing
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SUNDAY SEPT. 19, 12-2PM

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St. Joseph

- Located in LAKESHORE SCHOOL DISTRICT
- 2 bedroom, 2 bath.

- New roof coming.
- Large corner lot in south St. Joe.
- Kitchen has lots of storage and snack bar.
- Beautifully updated bathrooms.



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OPEN HOUSE SATURDAY, SEPT 18 1-3PM

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- PLAY on your own PRIVATE ISLAND retreat!
- 11+ ACRES total on Painter Lake
- Amazing wildlife paradise & phenomenal fishing
- Island includes timber pavilion with electric
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- 9,000 SF COMMERCIAL bldg
- One mile north of I-94 exit 28
- Currently furniture store
- Many potential uses
- Could be split for double occupancy

Call Dick Donnellan 269-921-0023 or Loren Gerber 269-921-0754

**** \$115,000 ****

MLS#2425511

- Nearly 24 ACRES
- Lake Twp
- Great building site
- Wooded
- Public utilities available

Call Dick Kading 269-313-3719

**** \$84,500 ****

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- STONEGATE PARK
- Large 3/4-ACRE LOT
- Excellent location for medical or general office
- Fast-developing area
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- Royalton Twp

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- ADULT FOSTER CARE HOME
- Accommodates six residents
- 2.34 ACRES in Berrien Twp
- Includes attached 2 BR care-taker home
- Large garage
- Nice country setting w/gardens
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**** \$245,000 ****

MLS#21027526

- COMMERCIAL ACREAGE
- 6.5 ACRES
- 760 ft of I-94 frontage
- Lots of potential
- Coloma Twp

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**** \$14,900 ****

MLS#19040488

- LARGE LOT in Eau Claire
- Buildable site in subdivision
- One-third acre
- On cul-de-sac
- Berrien Twp

Call Jim Fisher 269-930-9191

**** \$149,000 ****

MLS#17053278

- EXCELLENT COMMERCIAL corner location
- 3040 SF well maintained office space
- Large 1+ ACRE site
- Frontage on Napier & Pipestone
- Benton Township

Call Dick Donnellan 269-921-0023

Akins Drafted into Major League Rugby

Sean Akins of St. Joseph was taken with the 12th pick of the 3rd round of the **Major League Rugby** draft by the **Atlanta Rugby Team** on August 19, 2021.

Akins graduated from **St. Joseph High School** in 2016 where he was an All-State selection for both football and track. After graduation, Sean played two years on the **Western Michigan University** football team. He then transferred to Rugby, where the WMU team was ranked in the top 5 in the nation. Akins and the team competed in both 7-man and 15-man Rugby in 2019.

Akins is the son of **Brian Akins** and **Debra Akins**, both of St. Joseph.



could tell this joke to lighten the mood:

Why do grandparents and grandchildren get along so well?

They have a common enemy.

I hope my mom is fondly remembering that joke several times over the course of this month, because September is National Grandparents Month.

National Grandparents Month evolved from National Grandparents Day, which was the brainchild of a woman from Fayette County, West Virginia, named Marian McQuade. When I learned a bit about Marian's life story, it seemed a little surprising that she'd have much enthusiasm for a special day for grandparents. After all, she had 15 children of her own; you'd think after the last one was finally out from underfoot she'd say "Grandma shmandma, I've had enough of parenting."

On the other hand, 15 children is a LOT of common enemies to share with her 43 grandchildren, and eight great-grandchildren.

There used to be a homemade website - now defunct - called grandparents-day.com, which I visited once. (Don't bother looking for it now: the URL goes to a page about "structured settlements," which I think is how loving grandparents negotiate between their children and their grandchildren.)

Anyway, this now-defunct site shared the whole National Grandparents Day story, and some useful trivia as well. For instance, in 2013, the last time I visited they singled out the winners of "Grandparents of the Year". . . although the most recent winner recognized on the site was from 2011.

The Year's Grandest Month

Somewhere in the depths of grandparents-day.com, there was a collection of video testimonials to grandparents. One of the more interesting clips was produced by a bunch of middle schoolers from Grace Lutheran School in Huntington Beach, California. They say the following heartfelt things about their grmmas and grampas:

"What I like best about my grandma is that she makes me really good coffee, and nobody else will do that for me."

"The thing I like best about my grandparents is that they smell good."

"They make great food, which is really good." (Author's note: You'd think great food would be "really great," but whatever.)

"I like my grandparents because they send me ten bucks every December."

"My grandma gets a lot of my jokes."

I'll bet that kid's grandma would think this is a joke, but it's not: A grandfather of two competed for the U.S. in the Beijing Olympics. John Dane, a 58-year-old from Gulfport, Miss., teamed with his son-in-law in a two-man sailing competition. They didn't make it to the medal round, which Dane and his grandkids agreed was entirely the fault of The Common Enemy.

In recognition of that alliance against T.C.E., I think a requirement of National Grandparents Month should be that everybody has to do something to honor theirs. So here's my gesture:

To Issac and Naomi Giles, and Perley and Anna Stuart - my grandparents;

To James and Ellen Neal, and A.H. and Clara Giles - my mom's grandparents;

To John and Mary Ilett, and James and Amanda Stuart - my dad's grandparents. . .

. . . You are still remembered.

Happy Grandparents Month!

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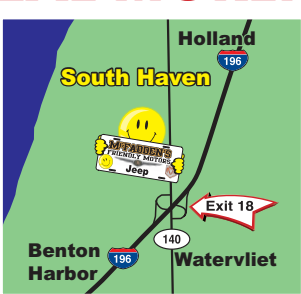
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5 BIG REASONS TO BUY A TOYOTA

#1. Great Toyota Deals!

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HIGHLANDER & HIGHLANDER HYBRID

Gas Models
BUILT IN THE USA



new 2021 HIGHLANDER
Includes Hybrid

2.49% up to **72** + **\$750**
APR Financing Mos.² TFS FINANCE CASH³

WHEN FINANCED THRU TOYOTA FINANCIAL SERVICES

RAV4

new 2021 RAV4
Finance Cash excludes Hybrid



2.49% up to **72** + **\$750**
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WHEN FINANCED THRU TOYOTA FINANCIAL SERVICES



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\$500 OVER & ABOVE ALL OTHER INCENTIVES!

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1. Toyota vehicles and components are built using U.S. and globally sourced parts. 2. New 2021 Highlander (includes hybrid) & new 2021 RAV4 (includes hybrid). 2.49% APR for 36 Months with \$28.86 per \$1,000 borrowed OR 48 Months with \$21.91 per \$1,000 borrowed OR 60 Months with \$17.74 per \$1,000 borrowed OR 72 Months with \$14.97 per \$1,000 borrowed. 3. Finance Retail Subvention Cash available thru Toyota Financial Services only and must be applied to deal. Subject to approved credit through TFS. Not all customers will qualify - see dealer for details. 4. 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. 5. The Toyota College Rebate Program is not compatible with the Military Rebate Program. See participating dealer or visit buyatoyota.com for complete details. 6. 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. and Alaska. * For 2 - Subject to approved credit through Toyota Financial Services Tier 1+ & 1 only. Not all customers will qualify for lowest rate - Tier 1+ & 1 only; see dealer for terms and conditions. For 2, 3, 4 & 5 - Must take retail delivery from new 2021 dealer stock between 9/7/21 and 10/4/21 and must be taken from TCUV stock. APR, Customer Cash & Lease offers may not be combined. See participating dealer for complete details. Individual dealer prices and document fees may vary. VEHICLE IMAGES USED FOR ILLUSTRATION PURPOSES ONLY. Expiration for these offers is 10/4/21.



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