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## Moody on The Market



*Pat*  
**Moody**

### Jeff Noel to Retire From Whirlpool

One of the most respected and effective business leaders in Michigan's Great Southwest is announcing his retirement.



D. Jeffrey Noel, Global Vice President of Communications and Public Affairs for Whirlpool Corporation will retire in 2022, to be succeeded by Pamela Klyn, currently Whirlpool Vice President of Global Product Organization.

Noel came to Southwest Michigan almost 30 years ago to lead Cornerstone Alliance, then moved to Whirlpool, becoming its public face in SW Michigan and taking a leadership role in countless projects that advanced the economic and social fabric of Northern Berrien County.

The Harbor Shores project and the Whirlpool North American Headquarters are two of the most visible products of Noel's leadership, forging partnerships between diverse interests and communities working toward a common goal.

Noel says he has plenty of energy left and will take some time to consider how he can continue to make a difference wherever he is involved.

Here is the formal announcement from Whirlpool Corporation of Klyn's appointment and Noel's retirement: Whirlpool Corporation (NYSE: WHR) announced that Pamela Klyn, vice president – Global Product Organization, has been named Senior Vice President, Communications, Public Affairs and Sustainability effective Jan. 1, 2022. Klyn will join the Executive Leadership team and report directly to Chairman and CEO, Marc Bitzer.

In her new role, Klyn will leverage her extensive product knowledge and global experience to advance the company's sustainability goals. She will guide all communications for the company and take a leadership role in government relations at a time in which home appliance innovation is increasingly impacted by the regulatory landscape.

*Continued on page 16*

## Pour Me!



*Jenna*  
**Podjan**

*Bud*  
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## It's Officially Holiday Season!

Greetings my friends! I hope you all had a fabulous Halloween; I know that we sure did. Between trick or treating and all the fall feels (I know, I know, it is still fall) we have enjoyed our beautiful scenery in southwest Michigan, as well as some great fall beverages. With that being said... let's talk about the holidays! If you haven't

noticed yet with so many people enjoying Thanksgiving, people are eager to start putting up those trees and start singing Jingle Bells!

### Holiday Offerings at a Store Near You

This time of year, so many are gathering to celebrate with one another. So, at your

*Continued on page 2*

## Inserts & Promotions

- Ace Hardware • ALDI
  - Family Fare
  - Family Farm & Home
  - Hardings Friendly Market of Bridgman
  - Martin's Super Markets
  - Rural King • Save A Lot
- Inserts may vary by Zip Code

**JENNA** Continued from cover

next get together here are some must try items that are hitting the market.

**Cheers to Beers Advent Calendar**

This is a limited offer, but if you are a craft beer lover, this gives you something unique to try each evening as you count down to Christmas.

"The 24 Beers of Cheer pack is a one-stop package for craft beer lovers for the upcoming holiday season! Discover some new favorites with this 24-beer sampler pack that allows you to taste beers across 13 different styles from 7 different craft breweries. Featuring beers from Elysian Brewing, Goose Island Beer Co, Golden Road Brewing, Kona Brewing Co, 10 Barrel Brewing Co, Widmer Brothers Brewing Company and Redhook this seasonal package is sure to delight – so grab it while you can!" ([www.reservebar.com](http://www.reservebar.com)) Some of these selections you can even find on a normal basis in Michigan.

**Bud Light Seltzer Ugly Sweater Variety Pack 2021**

It's back, and in my opinion better than ever! So many people LOVED this holiday edition for the Bud Light Seltzers. This year's flavors I feel as though many people will approve of.

**Sugar Plum:** A crowned jewel of the holiday season, Sugar Plum brings sweet mixed berry, cranberry and plum flavors to this must-have seltzer. **Cherry Cordial:** Cherry and chocolate (yes chocolate!) flavors come

together in this seltzer for a sweetness flavor balanced by a cherry flavor for a sweet surprise. **Seltzer Nog:** The OG holiday drink just got a seltzer update! Seltzer Nog has the sweet cinnamon and vanilla flavors that you love from a classic Egg Nog, but with the bubbiness of a seltzer. **Cranberry:** A sweater weather classic and permanent offering, our sweet and delicious Cranberry is back for round two in the Ugly Sweater Pack. You can even go online a purchase some "Ugly Sweater Gear" at [www.shopbeergear.com](http://www.shopbeergear.com)

**Rochester Mills**

**12 Days of Milkshake Stout**

This has always been a market favorite. Starting next week, you will start to see this package trickle out in stores. Each Variety pack contains one delicious variant, and this is not only a great treat for yourself, but a great gift idea! This year's flavors are:

Chocolate Cheesecake, Oatmeal Cookie, Triple Layer Decadence, Raspberry Milkshake, Udder Enjoyment, Cookies and Cream, Peanut Butter Cup, Michigan Maple, Blueberry Pancake, Imperial Toasted Marshmallow, Imperial Hazelnut Coffee, Imperial White Russian.

That's it for me! As always please enjoy responsibly!

[Jenna@buddistributing.com](mailto:Jenna@buddistributing.com)

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**Photo of the Week**



**Halloween House**  
 Photo by Susan Sheldon

Please email your favorite photo with a brief description to [Photos@MailMaxOnline.com](mailto:Photos@MailMaxOnline.com)  
 Photos must be horizontal orientation to be considered for Photo of the Week.

**Make sure you have set up your Holiday appointments.**  
**Thanksgiving and the Christmas.....**  
**will be here before you know it!**

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**Nick Christe,**  
*Real Estate Investor,  
 Business Consultant,  
 Proud St. Joe Lion*

**FLIP & LIST...or...LIST & FLIP**

THAT is the question...that is if you're a prospective seller intending on making top dollar for your home or rental property prior to listing.

As a Realtor and real estate investor, I understand the various ways most properties are bought and sold. The most time-tested and true variation of these is the standard listing. I think most know the drill.

- 1) Find a Realtor
- 2) Determine when to sell
- 3) Determine home's sale price
- 4) Preparing, Marketing and Showing the home
- 5) Gathering Offers and Negotiations
- 6) Inspections and Appraisals
- 7) Paperwork and Disclosures
- 8) Title companies, Deed Insurance, The Closing Process and Recordation

Seems pretty straight forward. To be honest, the average retail seller stops at #1 because the Realtor takes over as guide and confidant.

As a Realtor takes the reigns of a new listing, the seller will be tasked in getting the home "show ready." Cleaning, removing excess debris and clutter, repairing obvious items like screen doors, cracked windows and a fresh coat of paint are typical suggestions one might hear prior to listing.

One suggestion you won't hear from many Realtors is to remodel the entire house, from the ground up, before listing. In all fairness, I understand the compli-

cations Realtors face prior to listing a client's home. Getting a seller to clean, paint and fix obvious items can be a challenge. On the contrary, encouraging the client to literally flip their house, from top to bottom, could be a recipe for disaster. Remember, a Realtor is just a Realtor. They're not contractors. Most are not investors, nor do they have the resources to put the pieces together for a start to finish flip project. The ONE option that could merit the highest sale in the neighborhood, FLIPPING YOUR HOME, most likely won't be suggested to you.

I'm a Realtor with Five Star Real Estate. I'm also an investor who partners with Renewed Homes, a private company specializing in start to finish home renovations. I assist homeowners who decide to flip their house prior to listing in order to merit TOP DOLLAR. The best part, we now work with currently listed homes AND Realtors! The preferred listing agent will re-list the house, at the higher asking price, once the remodel is complete and the best part, pay nothing upfront. We don't get paid until you do...at the closing! Simply have your Realtor reach-out or contact me directly and we'll put together a plan to take to your Realtor.

If you're a Realtor reading this, try thinking outside the box. We both know you currently have or have had listings that just aren't selling; whether overpriced or outdated. If your only tool is to reduce your client's listing after a few lackluster weeks on the market, you now have another more viable option. As Realtors, our fiduciary duties demand we do our due diligence for our clients. Not only will your client net more in proceeds after the remodel, YOU'LL make more in commission and the best part...we don't get paid until you do...at the closing. Give me a call and let's chat.

Column Writer is a REALTOR® with Five Star Real Estate.  
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Queen			\$1699	<b>\$1499</b>
King			\$2399	<b>\$1999</b>

	Serta <b>icomfort</b> HYBRID	CF 2000 Plush	Sets was	NOW
TwinXL			\$1599	<b>\$1399</b>
Full			\$1869	<b>\$1619</b>
Queen			\$1999	<b>\$1799</b>
King			\$2699	<b>\$2299</b>

	Serta <b>icomfort</b> HYBRID	CF 3000 Plush Pillowtop	Sets was	NOW
Twin			\$1999	<b>\$1799</b>
Full			\$2249	<b>\$1959</b>
Queen			\$2449	<b>\$2199</b>
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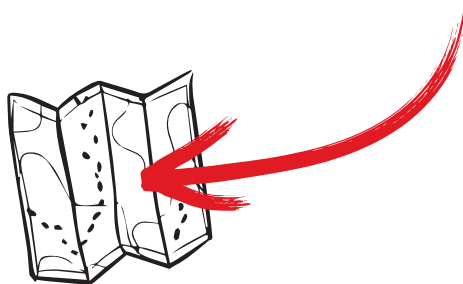
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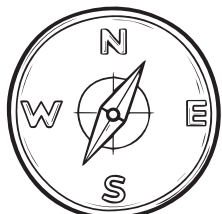


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*Sarah Spoonholtz,*  
**Regional Director,  
SMR Chamber**

**Your Chamber Update**

After a two yearlong project of renovations, build outs, and delays, downtown St. Joseph's newest indoor year-round farmers market simply called "The Market" has finally opened. The public is invited to join the official grand opening and multi-ribbon cutting celebration on Saturday, November 7<sup>th</sup> from Noon until 4:00 p.m. The ribbon cuttings will begin at 1:00 p.m., with a live auction to benefit multiple local non-profits beginning at 2:00 p.m.

Opening to the public on the last day of summer, The Market has proven to be a labor of love for everyone involved, including founders Rick Molitor and Deb Sailor. Built on the original idea of providing a storefront for Sailor's franchise, The Cheese Lady, the thought quickly expanded to that of an indoor farmers market. With over 9,000 square feet of space, it quickly became apparent to Molitor and Sailor that the location serves as a business incubator for local entrepreneurs, with many current owners being female, and under the age of 40.

Once inside the doors of The Market, located at 301 Main St., you'll find eight (8) separate businesses providing a wide variety of food and drink items, gift ideas, and more. General hours for The Market are 10:00 am – 6:00 p.m., however some locations have adjusted to better fit their customer base.

Each location provides something different and unique to the overall space, which creates a destination shopping experience that adds to the feel of downtown St. Joe. It also provides an opportunity for shoppers to gather and enjoy something from each location individually. Let's look at each location, and what you'll find there, plus their auction items for Sunday's big celebration and the non-profit beneficiary.

**The Cheese Lady St. Joe:** Featuring over 120 varieties of cheeses, charcuteries, crackers, jams, and a wide selection of specialty food items to enjoy with your cheese, plus classes, and local beer, wine, and restaurant collaborations.

**Auction Item & Non-Profit beneficiary:** After hours private party for up to 12 people, St. Joe Wine Shoppe collab cheese and wine pairing class; \$360 value, benefiting 100 Women Strong.

**Dad's Farm & Cafe:** This Michigan based farmers market provides fresh, local produce, jams, honey, Oberwies Dairy and Michigan made products. The Café features a full breakfast and lunch menu served daily, plus weekly specials including Meatless Monday, Taco Tuesday, and features multiple new local products.

**Auction Item & Non-Profit beneficiary:** Dad's Farm holiday gift basket; \$100 value and full Thanksgiving meal for 10 people; \$250 value, benefiting the Soup Kitchen of Benton Harbor.

**Infusco Coffee Roasters:** Known as Michigan's left coast roast, this locally owned, single-sourced coffee roaster is serving up local favorites at their new location inside The Market, with their first home being in Sawyer. Grab a cup, bag, or some of their Infusco branded merch!

**Auction Item & Non-Profit beneficiary:** Infusco Coffee Package; \$250 value, benefiting Harbor Country Mission.

**St. Joe Community Taproom:** They offer an ever-rotating list of craft beer, wine, cider, mead, cocktails, and more. All carefully curated for a mix of products that support local beverage makers, please every palate, and offer something new for us to taste together.

**Auction Item & Non-Profit beneficiary:** Taproom gift package including two lifetime community club memberships; \$350 value, benefiting Brave Noise.

**St. Joe Wine Shoppe:** This boutique wine shop is women owned and focuses on small batch wines from around the world that touts fun wines with purpose! Once inside you'll find a wide selection of organic, natural, and biodynamic wines.

**Auction Item & Non-Profit beneficiary:** Wine package: 6 bottles; 2 whites, 1 champagne, and 3 reds – all female wine makers; \$200 value, benefiting Lori's Place.

**The Tea Annex:** For those that prefer tea over coffee, you'll find a wide variety of green, black, oolong, and white teas by the glass, pot, or loose-leaf tins, as well as tea pots, mugs, and more. Spices and other cooking goodies coming soon!

**Auction Item & Non-Profit beneficiary:** Tea Annex gift box set including pots and tea; \$250 value; benefiting the Humane Society of Southwest Michigan.

**Wild Ginger Flowers & Gifts:** Offering fresh cut flower bouquets and a wide variety of unique gift ideas from local Michigan artists including jewelry, home décor, unique art pieces, cards, and more. Stop by and shop gift ideas for your significant other, family, friend, boss, or yourself.

**Auction Item & Non-Profit beneficiary:** Bouquet of the month for one year; \$465 value and St. Joe Community Taproom collab beer and cheese pairing class; \$360 value, benefiting the Humane Society of Southwest Michigan.

See you Sunday, November 7<sup>th</sup> as we celebrate with The Market!

Read more at [www.MailMaxOnline.com](http://www.MailMaxOnline.com)

# STUDENT ATHLETE

*of the week*

*Reid Haskins*

**Name: Reid Haskins**  
**School: Bridgman High School**

This week's Mid-West Family Player of the Week winner is Reid Haskins, a Junior from Bridgman High School and member of the Bridgman Varsity Football team.

In last week's football game vs Marcellus, Reid completed 10/11 passes for 259 yards and 4 touchdowns, while rushing 9 times for 196 yards and 3 touchdowns, and also added 7 tackles on defense as well.

Leading the Bee's to a perfect 9-0 regular season, Reid completed 42/61 passes for 904 yards and threw 16 touchdowns as compared to just 1 interception. And on the ground, he had 64 carries for 1,258 yards and 26 touchdowns for an average of 19.6 yards per carry.

Reid is also a member of the National Honors Society and Bridgman Varsity Basketball Team.

Reid also carries a 4.17 GPA in the classroom.

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**Stand up to the Bully**

*Resist the devil, and he will flee from you.*  
*James 4:7*

Brandon dreaded going to school. Jake was at school, and Jake was a bully. Jake sought Brandon out, intimidated him, insulted him, and pushed him around. Everything Jake did made Brandon feel weak and powerless.

One day, Brandon finally had had enough. As Jake was coming after him, Brandon stood up as tall as he could, looked Jake straight in the eyes, and said, "Enough! I'm not going to let you bully me anymore! You can't have any power over me that I don't let you have. So, from now on, this bullying stops!"

Jake was stunned. No one had ever stood up to him like that before. He stopped in his tracks, looked around, and saw that his power over Brandon—and everyone else—was gone. So, he ducked his head, turned around, and walked away.

Sometimes, the only way to stop a bully is to stand up to him.

It's hard to think of a bigger bully than the devil. Like any other bully, the devil loves to use intimidation, insults, and accusations to exercise his power over us. And his power is considerable. In fact, no mere human being has the power to stand up to him on their own.

One person, however, does have the power to stand up to the devil on his own. That person is Jesus. Throughout his life, Jesus resisted and overcame the devil in every confrontation he had with him. Even when it seemed as if the devil was about to defeat Jesus as Jesus was hanging on the cross, Jesus emerged as the victor. By his death and resurrection, Jesus decisively defeated the devil and destroyed his power.

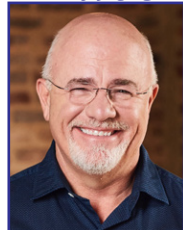
All those who trust in Jesus as their Savior share in Jesus' victory over the devil. His power to stand up to the devil now is their power as they trust in him. When the devil tries to bully us with his accusations and intimidation, we can, with Jesus' power, stand up to him and stop him. For, when we with Jesus resist the devil, the devil will flee from us.

Prayer: Lord Jesus, by your power enable me to resist the devil so that he will flee from me, even as he must always flee from you. Amen.

Submitted by: Pastor Glenn T. Rosenbaum  
Administrative Pastor  
Grace Evangelical Lutheran Church, St. Joseph  
Originated by: [www.WhatAboutJesus.com](http://www.WhatAboutJesus.com)

Read more at [www.MailMaxOnline.com](http://www.MailMaxOnline.com)

**Dave**  
**Ramsey**



**Dave Says**

**Work Together, and Be Intentional**

Dear Dave,  
My husband is a union member and works at a paint factory near our home. His union's current contract will expire in nine months. We have about \$27,000 of debt left to pay off, and he makes a little over \$80,000 a year. I'm nervous because his slow season is coming up between now and then. During this time, he usually gets about half the hours — and, of course, less money — than he does during the rest of the year. I'm a little scared, even though there hasn't been a strike in the last six years. Do you think we should go ahead and pay off our remaining debt or hold onto every penny in case they walk out?

Cheyenne  
Dear Cheyenne,  
I'm going to tell you something that might just blow your mind: You two can pay off the debt and have some money set aside to live on in that length of time. If you do that, you'll actually be more ready for a strike than ever before. You'll both have to be on the same page financially and do things with a sense of urgency, but right now,

I don't think you've got too much to worry about. The likelihood of them going on strike is pretty low. Chances are, they're just rattling their sabers and talking big to posture for the negotiations. Most factories are behind right now, and the last thing they want is to get even further behind. Everything has been so screwed up by COVID-19 that unless the union demands some completely ridiculous stuff, things will probably work out fine.

I think you guys are going to be fine, Cheyenne. Should you be intentional and thoughtful about the situation? Absolutely. It's always wise to look ahead and plan for the future. Getting that debt paid off and saving up a bunch of cash will give you real peace of mind.

-Dave  
**Dave Ramsey** is a seven-time No. 1 national bestselling 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," "Fox News," "CNN," "Fox Business" and many more. Since 1992, Dave has helped people take control of their money, build wealth and enhance their lives. He also serves as CEO for Ramsey Solutions.

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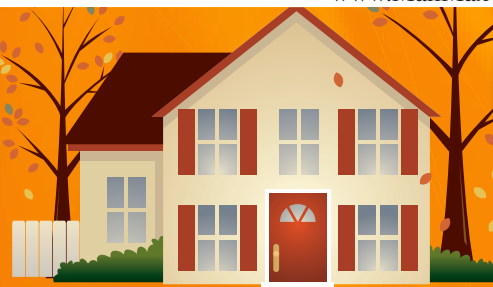
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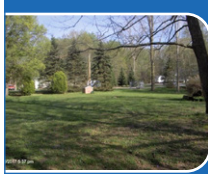
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**Have Your Home Featured Here!**

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Nice 1.19 acre parcel, modular home permitted, north of Little Paw Paw Lake. (19018668)  
**Text 269-921-5727 for information.**



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1901 Niles Ave | St Joseph, MI

**387 E GLENLORD ROAD, ST. JOSEPH**



**\$179,900**

Sprawling ranch in a great location in St. Joseph School District ready to be updated to your liking! Home sits on 1.9 +/- acres. Offering 3 bedrooms with ample closet space, 1 full bathroom, hallway built-ins for added storage, large living room, and family room with wood burning fire place. There is a separate furnace in the family room that services the dining area also. All appliances stay! Washer and dryer were new in 2018 and have barely been used. Enjoy the 28 x 22 garage with workshop and lean-to in back for added storage space! Roof on garage was new in 2019. Note: Garage door opener does not work.



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- NEW CONSTRUCTION**
- Complete by Jan. 2022
  - 3 BD, 2 BA
  - Cathedral ceilings
  - 22x18 Spacious Master Suite
  - 4 Car garage
  - So much more... call today!

**\$498,000 (21109215)**



**REDUCED**

- 3 BD, 1.5 BA
- Just under 1 acre
- New flooring
- New kitchen & bath
- 3 Season Room
- More new items & updates

**\$269,900 (21108071)**



**NEW LISTING**

- 3 BD, 1 BA
- Updated kitchen
- New flooring in kitchen & bath
- 2 Car garage
- Full basement
- Won't last long... call today!

**\$220,000 (21113417)**



**BRICK RANCH**

- 3 BD, 3 BA
- 2421 Sq ft
- Residential but could be a professional office
- Corner lot
- Partially fenced yard
- Full basement

**\$199,900 (21027338)**



**CONDO**

- 1 BD, 1 BA
- 320' on Lk Michigan
- LK MI VIEWS
- Furnishings included
- Many amenities
- Close to area activities

**\$175,000 (21010797)**



**REMEMBER TO SET CLOCKS BACK SUNDAY.**  
*ALSO, REPLACE SMOKE & CARBON MONOXIDE DETECTOR BATTERIES*



**HOME W/ACREAGE**

- 2 BD, 2 BA
- 9.95 Acres, semi-wooded
- Several outbuildings
- Custom oak cabinets w/ concrete countertops
- Mid Renovation - finish to make your own!
- Call today!

**\$170,000 (21102858)**



**REDUCED**

- 4 BD, 1 BA
- 2,100 Sq ft, 2 story
- Original woodwork
- Hardwood floors
- Lg dining room with stained glass
- Eat-in kitchen

**\$153,000 (21111270)**



**VACANT LAND**

- Wooded Lot
- .25 Acre
- Flat & sloped
- Creek runs through property
- 2 Blocks from Lake Michigan
- Close to area activities

**\$149,900 (21010820)**



**ACREAGE**

- 3 Acres
- Buildable
- Level & wooded
- Near St. Joe River
- Parcel G
- Call for more information

**\$114,000 (21105500)**



**WATERFRONT COMMERCIAL**

- 1298 Sq ft commercial
- 50 ft on Morrison Channel
- 2 Boat docks
- Minutes from Lake Michigan
- Great investment
- Call for private showing

**\$499,999 (21109069)**

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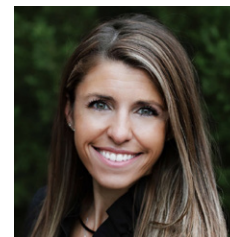
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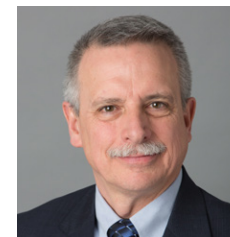
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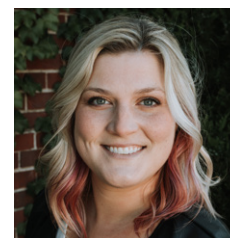
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(269) 208-8531



### BILL DYGERT

(269) 332-3004



### AMELIA HALL

Company Manager



### NICOLE RIMES

Director of Sunshine



BUILT



PROUD



**2021 FORD ECOSPORT  
SES 4 WHEEL DRIVE**

Diamond White, 17 Inch Black Painted Aluminum Wheels, Power Moonroof, Heated Seats, Navigation, Reverse Sensing System, and Much More! F21177

MSRP.....\$29,000  
SIEMANS DISCOUNT.....- 205  
FORD RETAIL CUSTOMER CASH.....- 1,000

**SALE PRICE**  
**\$27,795**

**PLUS 0% FOR 60 MONTHS**  
(WITH APPROVED CREDIT)  
(\*MUST QUALIFY/MUST FINANCE THRU FORD MOTOR CREDIT)



**2021 FORD EDGE SEL  
ALL WHEEL DRIVE**

Lithium Grey, Activex Seating Material, 18 Inch Bright Machined Aluminum Wheels, Panoramic Vista Roof, Heated Steering Wheel, Power Liftgate, Remote Start, Wireless Charging Pad, Adaptive Cruise Control, Navigation, and Much More! F21142

MSRP.....\$41,000  
SIEMANS DISCOUNT.....- 305  
FORD RETAIL BONUS CASH.....- 1,000

**SALE PRICE**  
**\$39,695**

**PLUS 0% FOR 60 MONTHS**  
(WITH APPROVED CREDIT)  
(\*MUST QUALIFY/MUST FINANCE THRU FORD MOTOR CREDIT)



**2021 FORD RANGER CREW  
CAB 4X4 LARIAT TREMOR**

Cyber Orange, Leather Miko Seats, B & O Sound System, Navigation, Adaptive Cruise Control, Forward Sensing System, Trailer Tow Package, Tremor Off Road Package, and Much More! F21206

MSRP.....\$47,615  
SIEMANS DISCOUNT.....- 320  
FORD RETAIL BONUS CASH.....- 1,000

**SALE PRICE**  
**\$46,295**

**PLUS 0% FOR 60 MONTHS**  
(WITH APPROVED CREDIT)  
(\*MUST QUALIFY/MUST FINANCE THRU FORD MOTOR CREDIT)



**2021 FORD MUSTANG  
GT PREMIUM COUPE**

Shadow Black, Leather Seats, Adaptive Cruise Control, Navigation, California Special Package, Active Valve Performance Exhaust, B & O Sound System, 19 Inch Machined High Gloss Black Wheels, and Much More! F21225

MSRP.....\$47,870  
SIEMANS DISCOUNT.....- 375  
FORD RETAIL BONUS CASH.....- 1,000

**SALE PRICE**  
**\$46,495**

**PLUS 0% FOR 60 MONTHS**  
(WITH APPROVED CREDIT)  
(\*MUST QUALIFY/MUST FINANCE THRU FORD MOTOR CREDIT)



**2022 FORD  
E-450 BOX TRUCK**

Oxford White, 7.3 Gas Engine, 16 Foot Liberty 2 Aluminum Body, Power Mirrors, Power Windows and Locks, Limited Slip Rear Axle, and Much More! F22012

MSRP.....\$39,435  
ADD FOR TRUCK BODY.....+ 9,666  
SUBTOTAL.....\$49,101  
SIEMANS DISCOUNT.....- 606  
FORD RETAIL BONUS CASH.....- 1,000  
FORD COMMERCIAL CONNECTION UPFIT BONUS CASH\* - 250

**SALE PRICE**  
**\$47,245**

(\*MUST QUALIFY)



**2022 FORD  
F-350 4X4 FLATBED**

Oxford White, 6.2 V-8 Engine, Power Windows and Locks, Running Boards, Knapheide 8 Foot Flatbed, Toolbox, and Much More! F22007

MSRP.....\$44,515  
ADD FOR FLATBED.....+ 5,121  
SUBTOTAL.....\$49,636  
SIEMANS DISCOUNT.....- 641  
FORD COMMERCIAL CONNECTION UPFIT\* - 500

**SALE PRICE**  
**\$48,495**

(\*MUST QUALIFY)



**2021 FORD EXPLORER  
PLATINUM 4X4 DEMO**

Stone Gray Metallic, Twin Panel Moonroof, Multi-Contour Seats, 10 Inch Touchscreen, 3.0 EcoBoost V6 Engine, 21 Inch Machined Aluminum Wheels, 14 Speakers, and Much More! F21014

MSRP.....\$58,565  
SIEMANS DEMO DISCOUNT.....- 3,570  
FORD RETAIL BONUS CASH.....- 1,000

**SALE PRICE**  
**\$53,995**

**PLUS 0% FOR 60 MONTHS**  
(WITH APPROVED CREDIT)  
(\*MUST QUALIFY/MUST FINANCE THRU FORD MOTOR CREDIT)



**2021 FORD F-150 XLT  
SUPERCREW 4X4**

Agate Black Metallic, Tu-Tone Paint, 3.5 V6 EcoBoost Engine, SYNC 4, Remote Start, LED Box Lighting, Locking Rear Axle, Power Sliding Rear Window, MAX Trailer Towing Package, Tailgate Step, 30 Gallon Fuel Tank, 20 Inch Chrome Clad Wheels, and Much More! F21214

MSRP.....\$56,890  
SIEMANS DISCOUNT.....- 1,495  
FORD RETAIL CUSTOMER CASH.....- 1,000

**SALE PRICE**  
**\$54,395**

**PLUS 0% FOR 60 MONTHS**  
(WITH APPROVED CREDIT)  
(\*MUST QUALIFY/MUST FINANCE THRU FORD MOTOR CREDIT)

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**2021 JEEP RENEGADE LATITUDE 4X4**

Granite Crystal Metallic, Blind Spot and Cross Path Detection, Heated Front Seats, Heated Steering Wheel, Remote Start, and Much More! C21322

MSRP.....	\$31,005
SIEMANS DISCOUNT.....	310
RETAIL CONSUMER CASH.....	1,750
CHRYSLER CAPITAL BONUS CASH*.....	500
<b>SALE PRICE FOR EVERYONE...\$28,445</b>	
MILITARY/FIRST RESPONDER BONUS CASH.....	500
RETURNING LESSEE CASH*.....	500

**AS LOW AS...\$27,445**

(\*MUST QUALIFY/MUST FINANCE THRU CHRYSLER CAPITAL)



**2021 JEEP GLADIATOR WILLYS 4X4**

Sarge Green, 3.6 V6 Engine, Trailer Tow Package, 3-Piece Hardtop, Back-Up Camera, Heated Front Seats, Heated Steering Wheel, Willy's Package, and Much More! C21349

MSRP.....	\$47,815
SIEMANS DISCOUNT.....	320
<b>SALE PRICE FOR EVERYONE...\$47,495</b>	
MILITARY/FIRST RESPONDER BONUS CASH*.....	500

**AS LOW AS...\$46,995**

(\*MUST QUALIFY)



**2021 RAM 1500 QUAD CAB 4X4**

Hydro Blue Pearl, 5.7 HEMI V-8 Engine, Snow Plow Prep, Anti-Spin Rear Axle, 20 Inch Aluminum Chrome Clad Wheels, Remote Start, BIG HORN Package, and Much More! C21287

MSRP.....	\$47,505
SIEMANS DISCOUNT.....	510
REBATE.....	1,500
RETAIL BONUS CASH.....	1,500
<b>SALE PRICE FOR EVERYONE...\$43,995</b>	
MILITARY/FIRST RESPONDER CONSUMER CASH*.....	500
RETURNING LESSEE CASH*.....	500

**AS LOW AS...\$42,995**

(\*MUST QUALIFY)



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

Baltic Grey Metallic, Dual Pane Panoramic Roof, U-Connect 5 Navigation with 10 Inch Display, 20 Inch Polished Aluminum Wheels, Heated First and Second Row Seats, Power Liftgate, Blind Spot and Cross Path Detection, 3<sup>rd</sup> Row Seat, Heated Steering Wheel, and Much More! C21269

MSRP.....	\$52,320
SIEMANS DISCOUNT.....	325
<b>SALE PRICE FOR EVERYONE...\$51,995</b>	
GREAT LAKES LOYALTY BONUS CASH*.....	500
RETURNING LESSEE CASH*.....	1,000
MILITARY/FIRST RESPONDER BONUS CASH*.....	500

**AS LOW AS...\$49,995**

(\*MUST QUALIFY)



**2021 RAM 1500 REBEL CREW CAB 4X4**

Hydro Blue Pearl, 5.7 V8 Hemi with E-Torque, Navigation, Trailer Brake Controller, Leather Seats, Power Tailgate Release, Heated Seats, Wireless Charging Pad, Heated Steering Wheel, Power Adjustable Pedals, Remote Start and Much More! C21251

MSRP.....	\$60,215
SIEMANS DISCOUNT.....	1,220
<b>SALE PRICE FOR EVERYONE...\$58,995</b>	
MILITARY/FIRST RESPONDER BONUS CASH*.....	500
RETURNING LESSEE CASH*.....	500

**AS LOW AS...\$57,995**

(\*MUST QUALIFY)



**2022 RAM 2500 CREW CAB 4X4 WITH PLOW**

Bright White, Ram Box Cargo Management System, Trailer Brake Controller, Chrome Flat Cab-Length Side Steps, Trailer Brake Controller, 6.4 V-8 Engine, Snow Chief Group, Chrome Appearance Group, Rear Power Sliding Window, Western 8.5 MVP Snowplow, and Much More! C22014

MSRP.....	\$51,515
ADD FOR SNOWPLOW.....	+ 7,446
SUBTOTAL.....	\$58,961
SIEMANS DISCOUNT.....	466
<b>SALE PRICE FOR EVERYONE...\$58,495</b>	
MILITARY/FIRST RESPONDER CONSUMER CASH*.....	500

**AS LOW AS...\$57,995**

(\*MUST QUALIFY)

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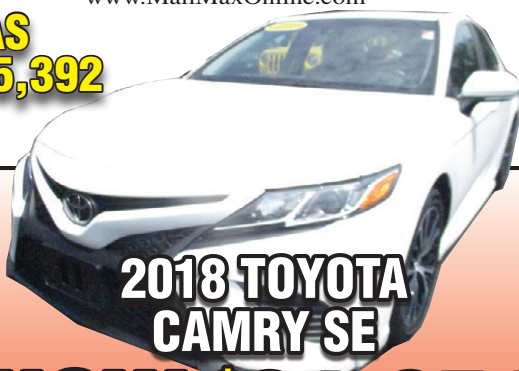
**WAS \$46,930**



**2019 RAM 1500 LARAMIE CREW CAB 4X4**  
**NOW \$45,641**

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

**WAS \$25,392**



**2018 TOYOTA CAMRY SE**  
**NOW \$24,854**

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

**WAS \$35,976**



**2018 JEEP WRANGLER SPORT UNLIMITED 4X4**  
**NOW \$34,915**

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

# MANAGER'S

## SEE OVER 250 NEW AND 125 PRE-OWNED VEHICLES

**WAS \$31,995**



**2016 CHEVY SILVERADO 3500HD CREW CAB WORK TRUCK 4X4**  
**NOW \$29,988**

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

**WAS \$33,903**



**2019 FORD FLEX LIMITED AWD**  
**NOW \$33,300**

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

**WAS \$24,635**



**2015 FORD EXPLORER LIMITED 4X4**  
**NOW \$23,919**

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, C21268A

**WAS \$43,778**



**2017 CHEVY TAHOE LT Z71 4X4**  
**NOW \$41,748**

5.3 V8 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 85K 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 Currant Metallic, U21139A

**WAS \$32,718**



**2018 RAM 1500 ST BIG HORN EXPRESS CREW CAB 4X4**  
**NOW \$29,784**

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

**WAS \$34,788**



**2016 FORD F-150 LARIAT SUPERCREW 4X4**  
**NOW \$30,709**

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



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**WAS \$33,500**



**2017 HONDA RIDGELINE  
RTL-T CREW CAB AWD**

**NOW \$32,995**

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

**WAS \$36,994**



**2016 FORD F-150  
XLT SUPERCREW 4X4**

**NOW \$35,916**

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, Shadow Black, F21195A

**WAS \$42,435**



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

**NOW \$38,565**

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

# SPECIALS

## VEHICLES AT [WWW.SIEMANSINBRIDGMAN.COM](http://WWW.SIEMANSINBRIDGMAN.COM)

**WAS \$41,995**



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

**NOW \$34,953**

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

**WAS \$39,995**



**2018 FORD  
EXPLORER SPORT XLT**

**NOW \$37,707**

3.5 V6 EcoBoost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 40K Miles, Remote Start, Navigation, SYNC 3, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, Dual Panel Moon Roof, Auto Climate Control, Adaptive Cruise Control, Collision Warning, Lane Keeping System, Blind Spot Information System, Reverse Sensing System, Back-Up Camera, Hands Free Lift Gate, Remote Keyless Entry System, Ford Certified! White Platinum, F21066B

**WAS \$34,773**



**2017 JEEP GRAND  
CHEROKEE TRAILHAWK 4X4**

**NOW \$32,831**

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

**WAS \$36,882**



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

**NOW \$35,999**

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

**WAS \$42,995**



**2019 FORD F-150  
XLT SUPERCREW 4X4**

**NOW \$37,478**

2.7 V6 EcoBoost EFI Engine, 10 Speed Automatic, Chrome-Like PVD Wheels, 39K Miles, Bed Liner, Chrome Step Bars, Remote Start, Navigation, SYNC 3, Power Heated Front Seats, Power Adjust Pedals, Pre-Collision Assist, Reverse Sensing System, Back-Up Camera, Trailer Tow Package, Pro Trailer Back-Up Assist, Remote Keyless Entry System, Ford Certified! Stone Gray, F21189A

**WAS \$38,410**



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

**NOW \$35,960**

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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Tim Place



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Alisha Danneffel






**2018 JEEP COMPASS ALTITUDE 4X4**  
**NOW \$27,870**

2.4 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 25K Miles, Remote Start, Power Driver's Seat, Heated Front Seats, Heated Steering Wheel, Touchscreen Display, Back-Up Camera, Remote Keyless Entry System, Jeep Certified! Diamond Black Crystal, C21334A



**2016 FORD F-250 SRW LARIAT CREW CAB 4X4 WITH SNOW PLOW**  
**NOW \$57,632**

6.7 Power Stroke V8 DIESEL Engine, 6 Speed Automatic, Aluminum Wheels, 71K Miles, Remote Start, Navigation, Security Cover, Cargo Bed Pickup Tray, Running Boards, Memory Power Leather Heated/AC Front Seats, Power Adjust Pedals, Power Moon Roof, Auto Climate Control, Reverse Sensing System, Back-Up Camera, Trailer Tow Group, Remote Keyless Entry System, White Platinum Metallic, F22011A



**2011 CHEVY SILVERADO 1500 LS REGULAR CAB 4X4**  
**NOW \$16,844**

5.3 V8 EFI Engine, 6 Speed Automatic, Styled Polycast Wheels, 102K Miles, Bed Liner, CD-Player, Power Windows and Locks, Blue Granite Metallic, F22014A



**2016 FORD ESCAPE SE 4X4**  
**NOW \$17,696**

2.0 EcoBoost EFI Engine, 6 Speed Automatic, Alloy Wheels, 95K Miles, SYNC, Power Driver's Seats, Heated Front Seats, CD-Player, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Oxford White, F21253A



**2018 FORD F-150 XLT SUPERCREW 4X4**  
**NOW \$37,858**

2.7 V6 EcoBoost EFI Engine, 10 Speed Automatic, Aluminum Wheels, 50K Miles, Security Cover, Bed Liner, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Blue Jeans, F21237B



**2019 FORD ESCAPE SE 4X4**  
**NOW \$26,473**

1.5 EcoBoost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 25K Miles, Remote Start, SYNC 3, Power Driver's Seat, Heated Front Seats, Auto Climate Control, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Ingot Silver Metallic, F21234A



**2017 JEEP CHEROKEE LATITUDE 4X4**  
**NOW \$26,994**

3.2 V6 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 45K Miles, Power Driver's Seat, Touchscreen Display, Blind Spot and Cross Path Detection, Back-Up Camera, Remote Keyless Entry System, Jeep Certified! Granite Crystal Metallic, C21130A



**2016 TOYOTA COROLLA LE**  
**NOW \$13,500**

1.8 EFI Engine, Automatic Transmission, Styled Wheel Covers, 81K Miles, Back-Up Camera, Auto Climate Control, CD-Player, Remote Keyless Entry System, Blue, M21000A

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**2017 JEEP COMPASS LIMITED 4X4**  
**NOW \$22,951**

2.4 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 86K Miles, Remote Start, Power Driver's Seat, Leather Heated Front Seats, Heated Steering Wheel, Panoramic Moon Roof, Touchscreen Display, Blind Spot and Cross Path Detection, Back-Up Camera, Trailer Tow Group, Remote Keyless Entry System, Rhino Clear Coat, C21257B



**2015 FORD EXPLORER SPORT 4X4**  
**NOW \$27,739**

3.5 V6 EcoBoost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 57K Miles, Remote Start, Memory Power Leather Heated/AC Front Seats, Power Adjust Pedals, Heated Steering Wheel, Auto Climate Control, Navigation, Blind Spot Monitoring System, Reverse Sensing System, Back-Up Camera, Trailer Tow Package, Power Lift Gate, Remote Keyless Entry System, White Platinum Metallic, C21294H



**2017 DODGE DURANGO GT AWD**  
**NOW \$30,792**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 70K Miles, Remote Start, Navigation, Memory Power Leather Heated Front Seats, Heated Steering Wheel, 2nd Row Heated Seats, Touchscreen Display, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Dodge Certified! Granite, C21294A



**2019 FORD EDGE SEL**  
**NOW \$30,735**

2.0 EcoBoost EFI Engine, 8 Speed Automatic, Aluminum Wheels, 22K Miles, Remote Start, Navigation, SYNC 3, Power Leather Heated Front Seats, Auto Climate Control, Adaptive Cruise Control, Evasive Steering Assist, Blind Spot Information System, Lane Keeping System, Pre-Collision Assist, Reverse Sensing System, Back-Up Camera, Hands Free Lift Gate, Remote Keyless Entry System, Ford Certified! Blue Metallic, C21294B

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**NOW \$30,995**

2.0 EcoBoost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 27K Miles, Power Front Seats, CD-Player, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Oxford White, F21121A



**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

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**2020 TOYOTA TUNDRA SR5 TRD CREW CAB 4X4**  
**NOW \$53,776**

5.7 V8 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 26K Miles, Bed Liner, Power Driver's Seat, Adaptive Cruise Control, Lane Departure Warning, Front Collision Mitigation, Driver Monitoring, Remote Keyless Entry System, Balance of Factory Warranty! Silver, C21309A



**2018 JEEP GRAND CHEROKEE LAREDO 4X4**  
**NOW \$33,994**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 46K Miles, Power Driver's Seat, Touchscreen Display, Back-Up Camera, Remote Keyless Entry System, Jeep Certified! Diamond Black Crystal, C21307A



**2020 JEEP WRANGLER UNLIMITED WILLYS 4X4**  
**NOW \$43,790**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 46K Miles, Black 3-Piece Hard Top, Heated Front Seats, Heated Steering Wheel, Touchscreen Display, Back-Up Camera, Trailer Tow and HD Electrical Group, Remote Keyless Entry System, Jeep Certified! Sting-Gray Clear Coat, C21314A



**2017 CHEVY CRUZE LT**  
**NOW \$16,489**

1.6 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 71K Miles, Remote Start, Power Leather Heated Front Seats, Heated Steering Wheel, Power Moon Roof, Side Blind Zone Alert, Lane Change Alert, Rear Cross Traffic Alert, Rear Park Assist, Back-Up Camera, Remote Keyless Entry System, Graphite Metallic, C21281A



**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 TERRAIN DENALI AWD**  
**NOW \$33,784**

2.0 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 49K Miles, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, 2nd Row Heated Seats, Panoramic Moon Roof, Blind Spot Monitor, Cross Traffic Alert, Rear Park Assist, Front Collision Warning, Back-Up Camera, Hands Free Lift Gate, Remote Keyless Entry System, Balance of Factory Warranty! Ebony Twilight Metallic, U21125A



**2017 FORD EXPLORERS XLT 4X4**  
**NOW \$21,782**

3.5 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 129K Miles, Remote Start, Navigation, SYNC 3, Power Leather Heated Front Seats, Heated Steering Wheel, Auto Climate Control, Forward Sensing System, Blind Spot Information System, Reverse Sensing System, Back-Up Camera, Hands Free Lift Gate, Remote Keyless Entry System, Ingot Silver Metallic, C21297B



**2020 FORD EXPLORER ST 4X4**  
**NOW \$52,959**

3.0 V6 EcoBoost EFI Engine, 10 Speed Automatic, Aluminum Wheels, 20K Miles, Remote Start, Navigation, SYNC 3, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, 2nd Row Heated Seats, Tire-Zone Temp Control, Twin Panel Moon Roof, Premium Technology Package, 360-Degree Camera, Active Park Assist, Reverse Sensing System, Back-Up Camera, Trailer Tow Package, Hands Free Lift Gate, Remote Keyless Entry System, Ford Certified! Agate Black Metallic, C21333A



**2016 RAM 2500 POWER WAGON CREW CAB 4X4**  
**NOW \$46,801**

6.4 V8 HEMI EFI Engine, 6 Speed Automatic, Aluminum Wheels, 42K Miles, Bed Liner, Running Boards, Remote Start, Power Driver's Seat, Rear Park Assist, Back-Up Camera, Remote Keyless Entry System, Ram Certified! Delmonico Red Pearl Coat, C21230A



**2015 SUBARU LEGACY AWD**  
**NOW \$13,302**

2.5 EFI Engine, 6 Speed CVT Automatic, Aluminum Wheels, 129K Miles, Navigation, Power Driver's Seat, Heated Front Seats, Power Moon Roof, Auto Climate Control, CD-Player, Back-Up Camera, Remote Keyless Entry System, Tungsten Metallic, F21221A



**2016 LEXUS ES 350**  
**NOW \$26,772**

3.5 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 66K Miles, Navigation, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, Power Moon Roof, Auto Climate Control, CD-Player, Remote Keyless Entry System, White, C21239A



**2017 DODGE DURANGO GT AWD**  
**NOW \$26,994**

3.6 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 107K Miles, Remote Start, Memory Power Leather Heated Front Seats, Heated Steering Wheel, 2nd Row Heated Seats, 7 Passenger Seating! Back-Up Camera, Remote Keyless Entry System, Granite, C21243A



**2016 VOLKSWAGEN TOUAREG LUX AWD**  
**NOW \$26,596**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 65K Miles, Navigation, Memory Power Leather Heated/AC Front Seats, Power Moon Roof, Auto Climate Control, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Silver, C21323A



**2021 DODGE DURANGO GT PLUS AWD**  
**NOW \$44,337**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 25K Miles, Remote Start, Navigation, Memory Power Leather Heated Front Seats, Heated Steering Wheel, 2nd Row Heated Seats, Blind Spot and Cross Path Detection, Rear Parking Aid, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Dodge Certified! DB Black Clear Coat, C21332A



**2017 KIA SORENTO GDI AWD**  
**NOW \$21,110**

2.4 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 70K Miles, Power Driver's Seat, Leather Heated Front Seats, Auto Climate Control, CD-Player, Rear Park Assist, Back-Up Camera, Remote Keyless Entry System, Remington Red, C21293A



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**MOODY** *Continued from Cover*

Klyn succeeds current Corporate Vice President, Communications and Public Affairs, D. Jeffrey Noel, who has announced his long-planned intention to retire in mid-2022 following nearly 18 years at the company. Noel will work with Klyn over the first half of 2022 to ensure a smooth transition.

"Pam has been an outstanding leader at Whirlpool. She brings not only a strong technical understanding of the products and the types of purposeful innovation that exceed our customer's expectations, but also a commitment to bettering the communities around her," said Marc Bitzer, chairman and CEO, Whirlpool Corporation.

Bitzer continued, "Jeff has been a key leader for Whirlpool, serving as a strong advocate of building a values-based culture in which the people of the organization are committed to improving life at home. He has been involved in leading

a multitude of important issues faced by the company and always brought an enthusiastic and personal approach to everything he did."

As part of the transition, Eleanor Reece has been named Vice President of Global Communications. Reece joined the company in 2019 as Senior Director of Global Communications after serving across various communications and government relations roles in the private sector, including with General Motors, CNN International, and consulting for other industries. "Eleanor has made a strong impact since joining Whirlpool. The role of the global communications team continues to grow and I look forward to her continued contributions as she works alongside Pam to advance our company vision," said Bitzer.

Klyn was hired into Whirlpool Corporation's Technical Excellence Program in 1993 after grad-

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uating from Michigan Technological University with a Bachelor's Degree in Mechanical Engineering. She earned a Master's Degree in Mechanical Engineering from the University of Michigan in 1995. During her time with the company, Klyn has held advancing roles in engineering, product development, global innovation, and marketing.

Klyn is currently a Board member for the Boys & Girls Clubs of Benton Harbor and a Trustee for the Whirlpool Foundation. She serves on the Michigan Technological University External Advisory Board for the Dean of Engineering and on the Board of Directors for Patrick Industries.

Noel was appointed to his current role in 2004. During Noel's tenure, he has been a visible leader in representing the company on multiple issues, from social responsibility to local and regional matters.

Along with leading Communication and Public Affairs for Whirlpool, Noel served as President of the Whirlpool Foundation and led the company's global partnership with Habitat for Humanity International and the annual sponsorship of the KitchenAid Senior PGA Championship. Noel has served as chairman and vice-chairman of the Association of Home Appliance Manufacturers, Managing Director of Harbor Shores Resort, Chairman of the Michigan

Economic Development Foundation, and for 12 years as the vice-chairman of the Michigan Economic Development Corporation, among many other organizations.

"I am proud and humbled to have been a part of one of the most respected and responsible companies in the world," said Noel. "My greatest satisfaction has been the opportunity to work with incredible Whirlpool people whose passion for our consumers and commitment that there is no right way to do a wrong thing guided their every action."

Noel continued, "My goal has always been to see an even stronger leader succeed me in taking our function to even greater levels of value creation for Whirlpool and Pam is just such a leader. She gets to work with a fantastic team that comprises the Communications and Public Affairs function and global sustainability. The

promotion of Eleanor Reece to Vice President of Global Communications will further elevate the team. Together, they will lead the global function in new and better ways. I have several months of work ahead of me and at some point will take the time to reflect and determine what I plan to do in the next chapter of my personal and professional life."

### Big C's Bill Wallace Sees Blue Skies for Construction Careers

Building trades job opportunities are "10 times better" today than when he entered the industry 40 years ago, according to President and CEO Bill Wallace of Big C Lumber, which is celebrating its 100<sup>th</sup> anniversary. Big C is one of the leading construction materials suppliers in Michigan's Great Southwest.

Wallace addressed more than 100 students from Sturgis, Berrien Springs, Three Rivers and Branch County Area Career Center attending Southwestern Michigan College's "Sawdust Day." The gathering highlighted SMC's Construction Trades Program to potential students.

"Forty years ago I was sitting where you are without a clue to what I wanted to do," said Wallace, a 1979 Hartford High School graduate.

"In 1984, there was an opportunity in the building material industry that didn't exist prior," Wallace said. "Interest rates were 18 percent, compared to 3 percent now, so nobody built anything for years. There was a huge housing void. The person I interviewed with urged me to join the lumber business, work hard, and I could grow

*Continued on page 18*



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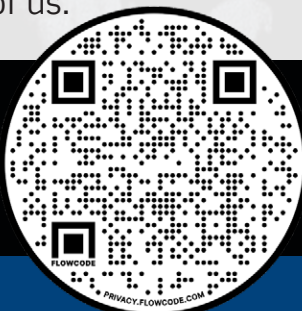
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MOODY *Continued from page 17*

with the industry. I spent 20 years with that company, then 20 years ago, joined Big C."

"Opportunity exists today like never before. Housing demand is high and supply is low" in the wake of "one of the worst housing recessions this country's ever seen," Wallace said. "A million legal immigrants enter the United States every year because it's still the best place to live." Wildfires, floods and hurricanes "wipe out" houses.

"Most importantly, Millennials, the largest demographic at 72 million ages 25-40, are just now entering the family and home ownership stages of their lives," Wallace said. "Everybody's hiring because of a labor shortage, but we've been hiring as many as we can for seven or eight years. A lot of people got out of our business during the recession. Many didn't come back."

"The housing recession started in 2006-07," Wallace said. "We need 1.5 million housing starts

every year to keep up with demand. We haven't done that in probably 14 years, so there is a huge backlog of houses that need to be built just to catch up. We may get to 1.5 million this year, but that's just maintaining for 2020-21. We've got a long way to go, so there's an opportunity for a run of remodeling and new construction like I've never seen. I'd love to be sitting in your seats to take advantage of what's ahead," Wallace told the students gathered at SMC.

"To add insult to injury," Wallace said, "after COVID hit, searches for new homes jumped 20 to 40 percent, partially because more people are allowed to work from home. We saw a huge influx of people from the Chicago area abandoning the big city, coming to Michigan and building new houses or remodeling lake houses. Where eight to nine months' supply was normal, we have two to three months. Existing houses

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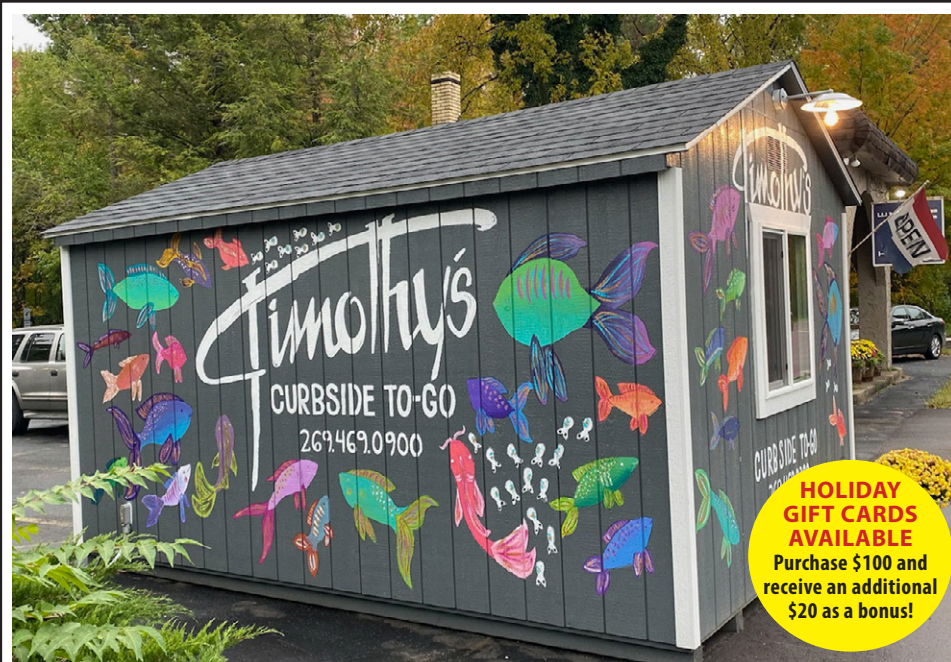
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listed for sale, you better be ready to move because demand is high, inventory low. Prices are going up dramatically. Builder confidence is at an all-time high because commercial and residential construction are on fire."

Wallace attended an industry meeting last week in Austin, Texas. "Every community was sold out of open lots and taking orders for houses to be built in 2023 — and they're almost sold out of those. That's how far behind they are. We don't have the highs and lows of big cities around here, but demand is equally strong."

Millennials generally didn't show interest in construction jobs, Wallace said, "so there's a huge void, coupled with the fact there's just less labor available. We've been clamoring for labor since 2015."

The construction industry needs 900,000 new people just to keep pace with demand. "We stopped looking for qualified people and hire for attitude. Southwestern Michigan College has a great program to teach construction from the ground up," said Wallace, accompanied by 2018 SMC graduate Shawnee Gunnett from Lawton, "who's been great for us. We're utilizing summer interns to hire the right people and getting into the community with Habitat for Humanity."

Granger-based Big C has 15 retail and three manufacturing locations, including the

Dowagiac structural building components facility Gunnett represented.

"This business is recession-proof because people always need places to live," Wallace said. "Twenty-five percent of our employees — 80 people — are over 60. I started in the yard, loading lumber and learned the business from the ground up."

"You're building your brand," Wallace cautioned students. "Be careful what you post on social media. Whatever you put out there is forever. It's the first thing employers check before extending job offers. As desperate as we are for people, we don't want drama!"

In addition to Wallace's keynote address, students heard presentations from Morton Buildings and Gibson Insurance brokers who work with building contractors on risk management.

Students interested in SMC's Construction Trades program for Spring or Fall 2022 can apply to the college for free at

[www.swmich.edu/admissions/apply](http://www.swmich.edu/admissions/apply)

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**Don**



**Stuart**

*I've been thinking about how many Veterans Days my dad observed as a veteran. Technically, since November 11 became officially named "Veterans Day" in*

*June, 1954, it would be 56 days. But weren't there thousands of ordinary days that he, not to mention my mom, siblings, and me, celebrated in some little way that he was simply here among us? I guess I don't really know the answer, but I do know that being in the limelight of this annual column always made him and my mom feel a little embarrassed. But I soothe my mom's nerves — as I do each year — with these tender words: "Tough toenails."*

When I think of Veteran's Day, I mentally snap to 'ten-HUT for my mom and dad.

They're vets of "The Big One," World War II. My dad had enlisted in the summer of 1941, so he was already in uniform when America got involved, and he stayed in it throughout. (Well, he changed into clean uniforms once in while. I hope.)

While my dad was cultivating a taste for army food, my mom helped in all the ways that a

**A Couple of Sure Vets**

teenage schoolgirl could. She assisted my grandpa with his duties as a block warden, finished her compulsory education, conserved and rationed. And prayed.

Dad spent almost two years on the island of New Caledonia in the South Pacific. A couple years ago, I finally memorized the dates that he was overseas. He reached New Caledonia on April 21, 1942, the day after his 20th birthday. I figure the other end of the equation is one of the most important days of my life, even though it was 4,860 days before I was born: He headed home — all in one piece — on April 1, 1944.

Something tells me that on the voyage home, he didn't foresee a future that would bring him a degree from Wabash College (on the GI Bill), marriage to a DePauw University co-ed (for 60 years), and long careers for both of them in elementary and high-school education - including their own "continuing education" at the hands of their five brilliant children.

I come from a family of readers, and at one time my parents owned scores of books about WWII. I was very fond of one of them when I was a kid. It's called "Up Front." It's a book of wartime cartoons by a guy named Bill Mauldin, who honored the fortitude of ordinary GI's through two foot soldiers named Willie and Joe.

Mauldin's drawings of Willie and Joe are wonderful - a couple of regular guys always balancing their weariness against their determination. They always need a shave, and a change of uniform. (Willie and Joe won a Pulitzer Prize for Mauldin, but I once read that General George Patton just HATED the way they looked.)

As a kid, I'd draw my own versions of Willie and Joe. They were about what you'd expect from a 10-year old, although I did do a pretty nice job with their stubbly whiskers. Of course, I could observe and touch the occasionally unshaven face of a real-live vet.

Lucky me. ## #

PS - Thanks dad (we miss you), thanks mom, and thanks to every vet of the front lines or the home front.

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The City of Bridgman Planning Commission has scheduled a public hearing for Thursday, December 16, 2021 at 6:30 p.m. EST, with the regular meeting to start at 5:30 p.m. at the Bridgman City Hall, 9765 Maple Street, Bridgman, Michigan to amend the definition of Hotel/Lodging in the Bridgman City Zoning Ordinance.

This meeting is open to the public and this notice is posted in compliance with Open Meeting Act, Public Act 267 of 1976, MCL 15.261, et seq., and the Americans with Disabilities Act. Individuals with disabilities requiring auxiliary aids should contact the City Clerk by writing or calling the following: Allyson Holm, City Clerk (269) 465-5144, 9765 Maple Street, Bridgman, MI 49106.

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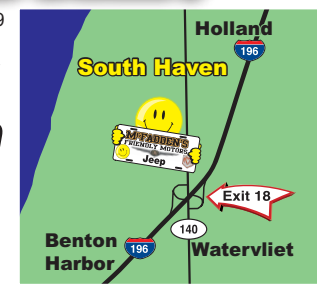


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