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## Moody on The Market



*Pat*  
**Moody**

**GVSU Expert Predicts "shallow recession" Ahead**

The West Michigan economy appears to have flattened, but has not yet contracted into a recession, according to the latest monthly survey data released by Grand Valley State University's Seidman College of Business.

The September survey of purchasing managers conducted by Brian Long, director of supply chain research at GVSU, found steady demand among automotive suppliers offsetting more negative news about orders coming from sectors like the office furniture industry.

"Of our cyclical industries in West Michigan, our automotive parts producers are continuing to stay fairly busy, but not so much so with our office furniture companies and anything related to capital equipment where the markets are starting to soften -- not collapse -- just soften," Long said.

Lower commodity prices for goods like metals and plastic resins will take months to find their way into consumer prices, while energy costs could offset lower costs in some areas, he said. For the survey, released Oct. 10, the sales/new orders index was flat in September after going into negative territory in July and August. Production levels were also flat, with a majority of survey respondents reporting output being the same as it was in August.

Long said he's about 80 percent certain the region is sliding into a "shallow recession," based on the national trends and feedback he hears from inside the region's industrial employers.

"The confidence situation has clearly worsened the short-term business outlook index for September," he said. "However, the long-term business outlook, which queries perceptions for the next three to five years, still

*Continued on page 6*

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**Arthur Havlicek,**  
*President, SMR Chamber*

## Standing Up for Small Businesses

The Southwest Michigan Regional Chamber, as part of the *Small Business for a Better Michigan* coalition, has officially filed an amicus brief with the Michigan Court of Appeals (COA) urging them to reverse the Michigan Court of Claims' (COC) July 19, 2022 decision that found the enactment of Michigan's *existing* paid sick leave and minimum wage laws unconstitutional.

We've taken this extraordinary step because there's a lot at stake in this case. Should the lower court's ruling be allowed to stand, it could have dire consequences for Michigan's job providers, economy, and overall business climate. Here's what you need to know:

*Continued on page 2*

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**Arthur** Continued from cover

**Background:**

In July, the COC ruled that the Michigan Legislature's 2018 "adopt and amend" 2018 strategy to address two previous ballot initiatives increasing the minimum wage and enacting a paid sick leave law was unconstitutional. In doing so, the judge voided the Legislature's amended version of the laws, which have been in effect since March 29, 2019 and ordered that the standards as *initially* proposed via ballot proposal and adopted be deemed the law.

Recognizing the significant impact on the policies, procedures and bottom line of most businesses operating in Michigan, the COC judge subsequently stayed his own ruling until Feb. 19, 2023, saying "there are justified concerns regarding the ability of employers and the relevant state agencies to immediately accommodate the changes required by [the statute]."

After a Motion to Expedite the case was filed by attorneys on both sides of the issue, the COA agreed to take the case and set the matter for first available case call – which would be November – to enable the court to issue a decision before Feb. 1, 2023.

**What's at stake:**

While it might be tempting to look at this issue and think the court's decision probably doesn't apply to your business either way, we'd encourage all businesses operating in Michigan to take a closer look at the details.

Public Act 338 of 2018, the Earned Sick Time Act ("ESTA"), requires that employees earn a minimum of one hour of sick time for every 30 hours worked. Employees of "small businesses" (employers with fewer than 10 employees and which includes many of the Coalitions' members) accrue up to 40 hours of paid sick time and 32 hours of unpaid sick time each year. Earned sick time will carry over from year to year up to the annual maximums. Under the ESTA, employers cannot require employees to arrange for coverage during an absence and are not required to give documentation for an absence until three days after the absence is incurred.

Further, the ESTA definition redefines the term "employee" to include anyone that performs a service for an employer—which may even include contract employees. Because employers must allow employees to accrue paid sick leave as they work (as opposed to front loading annual

sick time at the beginning of the year), employers will face increased administrative burdens allocating and tracking the new system. These higher benefit costs may also force employers to reduce workers' pay by approximately the cost of providing the benefit, and employers will need to spend more on leave benefits and less on wages—often hurting their employees.

Under Public Act 337 of 2018, the Improved Workforce Opportunity Wage Act ("IWOWA"), Michigan businesses—no matter their size—would be forced to quickly raise minimum wages with annual adjustments for inflation. The compelled re-enactment of IWOWA would cause these immediate, adverse consequences. These changes would apply equally to all employers, including hospitals, schools, local governments, and universities. An increase in costs to governmental entities in turn increases costs for employers through inevitable increased taxation. What's worse, the overnight elimination of the tip credit, which is a 156% labor cost inflation, will put the restaurant industry into a tailspin at a time when our state, communities, and families can least afford it.

**How we've intervened**

Understanding the ramifications of these potential changes, our coalition filed an amicus brief with the COA on Sept. 28, 2022 to defend the integrity of the legislative process as well as the welfare of our state's business community.

In its ruling, the COC held that the Legislature does not have the ability to adopt and amend an initiated petition in the same legislative session, however, our coalition argues this finding is supported by the plain language of the Michigan Constitution. We also argue that the COC relied heavily on selected constitutional history and former Attorney General Kelley's 1964 advisory opinion, despite a 2018 superseding opinion by Attorney General Schuette finding. The Schuette opinion found the Constitution permits the Legislature to enact a law proposed by the people through the initiative process and subsequently amend that law during the same session.

As of the writing of this column, we have yet to receive word on an appeals panel and hearing date. Rest assured, we will remain engaged and 'in the gap' for our members on this issue.

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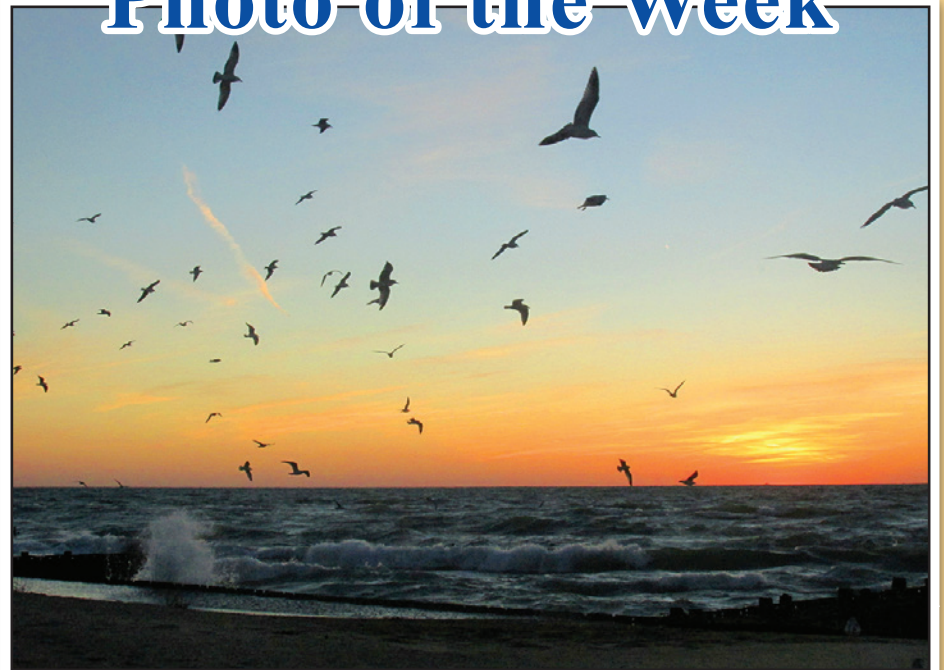
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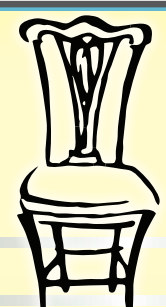
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## Dave Says Keep Them in the Loop

Dear Dave,

I am getting older, and health issues over the last year have made me begin thinking about selling my small business. I have spoken with a couple of potential buyers recently, and one of them seems to be the kind of person who would handle the company very well. How and when do I tell my employees about what is going on and what may happen?

Marjorie

Dear Marjorie,

In my mind, to be a good, effective leader you have to be willing to share and discuss things with your team—whether they're good or bad. When talking to the folks at my company, I try not to get into a lot of unnecessary stuff, but if there's any doubt, I'm going to over-share rather than leave them fearful, uninformed or confused.

Think about it this way. If the roles were reversed, and you were in their shoes, when would you want to know? If you'd worked for someone a few years, would you feel betrayed if you didn't know about something like this? It might sound simple, but I think that's a good, fair way to process the situation.

If I make a mistake with my team, it's always going to be in terms of over-communication. I expect and trust them to be mature adults in the workplace, and they know this

ahead of time. Still, I try to make sure I'm very transparent about how we're doing as a team and as a company. No small business owner can be successful unless they have great people around them. Your team needs to hear that once in a while, too, in addition to knowing you're always going to keep them in the loop and shoot straight with them.

Human beings just want to be treated with dignity and respect. They want to know what's going on where they work. When it's something that impacts their day-to-day lives—and potentially their livelihoods—they deserve to know the facts as quickly as possible.

— Dave

\* Dave Ramsey is an eight-time 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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# INVESTOR SPOTLIGHT – JASON BURKS

**Nick Christe,**  
Real Estate Investor,  
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Check out the Home Team's newest pearl and real estate investor, Jason Burks.

*"Jason is a real estate investor in the Southwest Michigan area. After witnessing firsthand the fragility of the employment sector during nearly three years of the Coronavirus pandemic, he began researching ways to provide for his family in hopes of achieving financial independence. Working within various trades over the years, as well as renovating his personal property, a 1900's farmhouse, Jason and his wife had the desire to flip homes and acquire rentals. Jason understands that real estate is one of the best ways to build generational wealth not to mention if done right, can be recession-proof."*

*Jason acquired information from different sources on how to get into real estate but ultimately found himself looking for individuals in his community to connect with. In his search, Jason stumbled upon a group of like-minded individuals who invest in real estate locally. Working with an experienced team made sense if he was to achieve the goal of becoming a real estate investor himself."*

*Jason met Nick Christe after being approached on a real estate investor Facebook Group page. After joining the team and closing his first deal this summer, Jason feels his family's future is bright. As a husband and father of three, Jason not only has proven his desire to build a secure and stable future for his family, he now has the means to do so."*



Building a team of like-minded professionals is tough, especially in small communities. When I lived in the Phoenix area, there was never a shortage of warm bodies. A simple *Indeed* ad would have me sorting through dozens, if not hundreds, of applications. No matter the industry, there's always another oyster of a human ready to be tossed to the side when there was no pearl to be found. I was spoiled. I shuck many human oysters looking for the pearls that would outlast and outshine the rest. What do you think this does for the quality of management in high volume areas? It creates laziness. It made the power of "next" seem like the only viable option in the face of my poor managerial skills. It worked well. I cultivated the ones worth putting time in while burning out the rest. Then, the cycle continued with a fresh *Indeed* ad.

When I moved back to Michigan, I was funded by a very similar thinking team of investors. It wasn't a few months earlier that I answered an *Indeed* ad myself. I was that oyster. I assume they saw a pearl in me which was why I was able to come here on their dollar. It wasn't long before my duties far outweighed my pay. I expressed my concerns, was met with a series of excuses, and even had my pay lowered and my living stipend removed. I was resentful to say the least. I severed our partnership and found my own way.

The biggest lesson I learned is that human pearls are not found, they're cultivated. When I met Jason Burks, I knew that despite his lack of experience and real estate understanding, he had a burning desire to alter the course of his reality. That was enough for me.

## RenewedHomes



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# MOODY *Continued from Cover*

remains positive, just not nearly as strong as it was six months ago."

### Another Economic View from SMC Panel...

Flying cars "The Jetsons" promised have not yet materialized, though that may be forgotten with the advent of drones large enough to carry passengers.

Southwestern Michigan College hosted a "Future of the Economy" panel discussion recently for which co-host, Market Van Buren Executive Director, Zachary Morris set the stage by reminding the audience of the past 10 years' transformative changes.

"Sometimes you have to go backwards to go forward," said Morris, who leads the eco-

nomie development agency for Cass and Van Buren counties. He showed photos comparing Rosey the Jetsons' robot maid of 1962 to Roombas 60 years later.

"Dowagiac and other towns have small airports where you could land your drone," Morris said. "Ten years ago, big breakthroughs were robotic hands, 3D printing, Tesla electric cars and paying electronically with your cell phone. A lot can change in 10 years, so what's it going to look like for the Class of 2032?"

Morris foresees a strong future for devices such as the Cidet Bracelet worn on the wrist that can do everything which can be done on a tablet or smartphone, but projected on the skin.

"I think drone transportation is going to be commonplace in my lifetime," Morris said. "Remote surgery, with a doctor controlling a robot from somewhere else. And I think Industry 4.0 (the fourth industrial revolution) is going to be a massive shift" as huge amounts of data from increased interconnectivity and smart automation are harnessed to save or make money.

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For local answers, Morris turned to panelists Tom Stanek, Director of Kalamazoo Operations for Owen-Ames Kimball (OAK) Construction; Terry Rubenthaler, COO of Midwest Energy and Communications (MEC); and CHT's Melanie Hunsberger, employee engagement coordinator and SMC graduate, and CHT Director of Operations Richard Hughes, Ph.D.

CHT USA, a Cassopolis/Richmond, Va., chemical company, has grown to more than 150 employees in 22 years in the Cass County seat and is expanding with a \$23 million addition that will increase floor space 50 percent locally by 2023.

Stanek, a Western Michigan University graduate, started as a laborer and worked his way up through project management.

Founded in 1891, the \$250 million, 190 employee-owned company has offices in Kalamazoo, Grand Rapids, Naples and Fort Myers, Fla., and Castle Rock, Colo. OAK welcomed a record 21 interns last summer and is "proactively looking for more women," Stanek added.

"There's a lot of investment going into roads, bridges, railroads and broadband right now," Stanek said. "We're still seeing a lot of bonds passed for K-12 education, so it's booming for the next three to five years." Arrayed against opportunities, such as strong demand for young people, are challenges such as rising material costs and supply-chain issues.

"There's been a labor shortage since 2008, when lots of employees left," Stanek said. "We've never caught up. Recruiting and retaining talent is across the board, not just in construction. There's a huge opportunity for SMC students to jump into robotics or drones. You can explore careers you've never heard of through job shadowing."

Hunsberger, who attended Decatur Junior-Senior High School with Morris, transferred with an SMC associate degree to Bethel University for an organizational management bachelor's degree. The Sister Lakes resident spent seven years in Florida before joining Edward Lowe Foundation for five years, then CHT 2 1/2 years ago.

Continued on page 8

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# MOODY *Continued from page 7*

CHT is a global producer of silicone products with 26 manufacturing locations.

Hughes, who holds a doctorate in chemistry from Montana State University, said, "We make about 400 products with silicon and silicone polymers. You use them every day and probably don't realize it because they're in shampoo, deodorant and the little clam shells strawberries come in. We service all the industries — leather, textiles, oil, gas, food — so we're stable, no matter how buying habits change."

"There is no economy without strong, reliable utilities," said Rubenthaler, a University of Nebraska-educated electrical engineer. "We think the future of the economy on the electric side is micro-grids, renewable energy and battery storage, and we need people who know how to develop and manage those complicated systems."

The former Fruit Belt Electric Cooperative, established in 1938, extended power lines to rural farm communities. Twenty-five years ago it added propane services. Ten years ago, MEC began providing broadband services.

MEC does its own accounting and billing. There are also opportunities in everything from network engineering to sales, human resources and fiber splicing.

"What's coming next year is 10-gigabit (10 billion bits per second) residential service," Rubenthaler said. "We need IT database management from people who know how to turn all this data into something we can use."

Robotic linemen will climb poles while employees tap instructions on tablets from the ground, "taking away a lot of the danger," he said.

Pat Moody  
 Publisher, MoodyOnTheMarket.com  
[moody@wsjm.com](mailto:moody@wsjm.com)  
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**Halloween Party**  
 Saturday, October 29th, 2022  
 7:00 PM to 11:00 PM

Music from Modern Day Drifters

Costume contest with prizes such as \$500 cash, Overnight stay, Plank's Tavern gift certificate, Rise & Vine gift certificate & many other fun prizes  
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Book a guestroom package for \$309 a night  
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**Pastor**



Rosenbaum

**Trap**

*People who want to get rich fall into temptation and a trap . . .  
For the love of money is a root of all kinds of evil. ~ 1 Timothy 6:9,10*

A man by the name of Hansie Cronje [pronounced HAHN-see CROHN-yah] is not familiar to many of us. In South Africa, where the game of cricket is a dominant sport, Hansie Cronje was a household name. Imagine a person with the superstar talent of a Michael Jordan, the universal popularity of a Tom Hanks, and the integrity of an Abraham Lincoln all rolled into one. In the 1990s, when racial divisions were fierce, black and white citizens alike revered Hansie, a white man, for his sense of fairness and his strength of character.

Therefore, when a report with evidence appeared that Hansie was taking money for match-fixing, almost everyone dismissed the report as outrageous. His reputation for honesty was impeccable. How could anyone even suggest such a thing?

A few days later, however, Hansie cracked. He confessed that the substance of the report was

true. Later, in a legal hearing televised live to the nation, Hansie told what he had done. He also answered the question: "Why?" The reason he gave was simple. It was, he said, "an unfortunate love of money." Authorities later banned Hansie Cronje from cricket for the rest of his life. He died in a plane crash two years later.

Hansie was honest as to the trap into which he had fallen. God's Word, through the apostle Paul, is honest too. Across the centuries, Paul is looking us straight in the eye when he speaks to us. The love of money has always been a trap for our fallen, sinful natures. In our culture that is materialistic and money-centered, the trap is insidious. But such a trap cannot just ruin reputations and careers. Far more lethal, such a trap can pull the soul away from our Savior-God.




Are you in such a trap? Even now, Jesus reaches for you. He calls you to repentance. Be refreshed in his forgiveness purchased at Calvary's cross. Be empowered to replace your love of money with God's love for you in Christ.

*Prayer: Lord Jesus, I think about money so much, and think about you so little. Forgive me. Refresh me in your Spirit. Dominate my thoughts once again. 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)

**This week's line up on Joe Jason Media Sports Networks**

<p><b>FRIDAY 10/21:</b> <b>Lakeshore vs. Portage Central</b> 7PM</p>  <p><b>NETWORK</b> <a href="http://LakeshoreLancersNetwork.com">LakeshoreLancersNetwork.com</a></p>	<p><b>FRIDAY 10/21:</b> <b>Berrien Springs vs. Portland</b> 7PM</p>  <p><b>BERRIEN SPRINGS SHAMROCKS NETWORK</b></p>	<p><b>FRIDAY 10/21:</b> <b>St. Joseph vs. Battle Creek Central</b> 7PM</p>  <p><b>St. Joseph BEARS SPORTS NETWORK</b> <a href="http://SJBearsSports.com">SJBearsSports.com</a></p>
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"While many say that people don't read newspapers anymore, **MailMax** is an anomaly in the print world. It is delivered to nearly 40,000 homes in Southwest Michigan every week, and based on advertising results for **BOSS Services**, it is evident that it's a must-read for many community members.

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- Jen Wagner, BOSS Services Marketing Manager



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Jen Wagner,  
BOSS Services Marketing Manager





BUILT **Ford** PROUD



**2022 FORD ECOSPORT SE 4WD**

Ruby Red Metallic, 16 Inch Aluminum Wheels, Power Moonroof, Heated Front Seats, Rear Parking Sensors, FordPass Connect, and Much More! F22170

MSRP.....	\$27,200
SIEMANS DISCOUNT.....	- 105
<b>SALE PRICE FOR EVERYONE.....</b>	<b>\$27,095</b>
2022 MILITARY OR FIRST RESPONDER* .....	- 500
<b>AS LOW AS.....</b>	<b>\$26,595</b>

**PLUS 1.9% FOR 36 MONTHS OR 2.9% FOR 48 MONTHS** (WITH APPROVED CREDIT)  
(\*MUST QUALIFY/MUST FINANCE THRU FORD MOTOR CREDIT)

**2022 FORD EDGE ST LINE ALL WHEEL DRIVE**

Atlas Blue, Panoramic Vista Roof, Heated Steering Wheel, Adaptive Cruise Control, Navigation, Power Lift-gate, Heated Seats, Wireless Charging Pad, Remote Start, 12 Inch Touchscreen, and Much More! F22153

MSRP.....	\$47,280
SIEMANS DISCOUNT.....	- 285
<b>SALE PRICE FOR EVERYONE.....</b>	<b>\$46,995</b>
2022 MILITARY OR FIRST RESPONDER* .....	- 500
<b>AS LOW AS.....</b>	<b>\$46,495</b>

**PLUS 0.9% FOR 36 MONTHS OR 1.9% FOR 48 MONTHS** (WITH APPROVED CREDIT)\*  
(\*MUST QUALIFY/MUST FINANCE THRU FORD MOTOR CREDIT)



**2022 FORD EDGE ALL WHEEL DRIVE ST LINE**

Iconic Silver, Panoramic Roof, ActiveX Seating, Adaptive Cruise Control, Navigation, Heated Steering Wheel, Heated Seats, and Much More! F22200

MSRP.....	\$47,720
SIEMANS DISCOUNT.....	- 225
<b>SALE PRICE FOR EVERYONE.....</b>	<b>\$47,495</b>
2022 MILITARY OR FIRST RESPONDER* .....	- 500
<b>AS LOW AS.....</b>	<b>\$46,995</b>

**PLUS 0.9% FOR 36 MONTHS OR 1.9% FOR 48 MONTHS** (WITH APPROVED CREDIT)  
(\*MUST QUALIFY/MUST FINANCE THRU FORD MOTOR CREDIT)

**2022 FORD F-150 SUPERCREW XLT 4X4**

Agate Black Metallic, 5.0 V8 Engine, 20 Inch Chrome-Like PVD Wheels, Trailer Tow Package, Extended Range 36 Gallon Fuel Tank, Locking Rear Axle, Heated Front Seats, Remote Start, Chrome Appearance Package, and Much More! F22223

MSRP.....	\$60,570
SIEMANS DISCOUNT.....	- 575
<b>SALE PRICE FOR EVERYONE.....</b>	<b>\$59,995</b>
2022 MILITARY OR FIRST RESPONDER* .....	- 500
<b>AS LOW AS.....</b>	<b>\$59,495</b>

**PLUS 2.9% FOR 60 MONTHS OR 3.9% FOR 72 MONTHS** (WITH APPROVED CREDIT)\*  
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**2022 JEEP RENEGADE  
LATITUDE 4X4 RED EDITION**

Colorado Red, 1.3 Turbo Engine, 19 Inch Granite Aluminum Wheels, Power Seat, Heated Steering Wheel, Heated Front Seats, Touchscreen Radio, Navigation, Blind Spot and Cross Path Detection, Remote Start, and Much More! C22136  
 MSRP.....\$33,175  
 SIEMANS DISCOUNT.....- 130  
 NATIONAL RETAIL CONSUMER CASH.....- 750  
**SALE PRICE FOR EVERYONE \$32,295**  
 RETURNING LESSEE\*.....- 500  
 MILITARY OR FIRST RESPONDER BONUS CASH\* - 500  
**AS LOW AS...\$31,295**  
 (\*MUST QUALIFY)



**2022 JEEP  
COMPASS LIMITED 4X4**

Laser Blue Pearl, Leather Seats, Heated Front Seats, Power Seat, Remote Start, Adaptive Cruise Control, Blind Spot and Cross Path Detection, and Much More! C22203  
 MSRP.....\$35,935  
 SIEMANS DISCOUNT.....- 140  
 NATIONAL RETAIL CONSUMER CASH.....- 1,000  
 GREAT LAKES BC BONUS CASH.....- 500  
**SALE PRICE FOR EVERYONE \$34,295**  
 RETURNING LESSEE\*.....- 500  
 MILITARY OR FIRST RESPONDER BONUS CASH\* - 500  
**AS LOW AS...\$33,295**  
 (\*MUST QUALIFY)



**2022 DODGE  
CHALLENGER GT  
ALL WHEEL DRIVE**

Go Mango, Blacktop Package, Navigation, Power Sunroof, Heated Front Seats, Heated Steering Wheel, 20 Inch Black Aluminum Wheels, Alpine Speakers, and Much More! C22176  
 MSRP.....\$44,170  
 SIEMANS DISCOUNT.....- 175  
**SALE PRICE FOR EVERYONE \$43,995**  
 MILITARY OR FIRST RESPONDER BONUS CASH\* - 500  
**AS LOW AS  
\$43,495**  
 (\*MUST QUALIFY)



**2023 JEEP GRAND CHEROKEE L  
ALTITUDE 4X4**

Baltic Gray Metallic, Leather Seats, Heated Steering Wheel, Heated Front Seats, 20 Inch Gloss Black Aluminum Wheels, Remote Start, Wireless Charging Pad, Power Liftgate, Touchscreen Display, Blind Spot and Cross Path Detection, Adaptive Cruise Control, and Much More! C23003  
 MSRP.....\$50,295  
 GREAT LAKES CCAP BONUS CASH\*.....- 750  
**SALE PRICE FOR EVERYONE \$49,545**  
 MILITARY OR FIRST RESPONDER BONUS CASH\* - 500  
**AS LOW AS...\$49,045**  
 (\*MUST QUALIFY/MUST FINANCE THRU CHRYSLER CAPITAL)



**2022 JEEP  
GLADIATOR  
OVERLAND 4X4**

Black, Leather Seats, Trailer Tow Package, 3-Piece Hardtop, Heated Front Seats, Heated Steering Wheel, Remote Start, Alpine Premium Sound System, and Much More! C22213  
 MSRP.....\$53,760  
 SIEMANS DISCOUNT.....- 265  
**SALE PRICE FOR EVERYONE \$53,495**  
 MILITARY OR FIRST RESPONDER BONUS CASH\* - 500  
**AS LOW AS  
\$52,995**  
 (\*MUST QUALIFY)



**2022 RAM 1500 LARAMIE  
CREW CAB 4X4**

Delmonico Red Pearl, Leather Seats, 5.7 HEMI V8 Engine, Sport Appearance Package, Anti-Spin Rear Axle, Heated Front Seats, Heated Steering Wheel, Blind Spot and Cross Path Detection, Parksense Front and Rear Park Assist, and Much More! C22165  
 MSRP.....\$63,225  
 SIEMANS DISCOUNT.....- 730  
**SALE PRICE FOR EVERYONE \$62,495**  
 MILITARY OR FIRST RESPONDER BONUS CASH\* - 500  
**AS LOW AS  
\$61,995**  
 (\*MUST QUALIFY)



**2022 RAM  
2500 CREW CAB 4X4**

Patriot Blue Pearl, Snow Chief Group, Anti-Spin Rear Axle, 6.7 Cummins Turbo Diesel, Rear Power Sliding Window, Chrome Appearance Group, Clearance Lamps, Electronic Shift On-The-Fly Transfer Case, Trailer Brake Controller, Power Trailer Tow Mirrors, and Much More! C22190  
 MSRP.....\$65,385  
 SIEMANS DISCOUNT.....- 490  
**SALE PRICE FOR EVERYONE \$64,895**  
 MILITARY OR FIRST RESPONDER BONUS CASH\* - 500  
**AS LOW AS  
\$64,395**  
 (\*MUST QUALIFY)



**2022 RAM 2500  
CREW CAB LARAMIE 4X4**

Delmonico Red, Night Edition, LED Box Lighting, Leather Bucket Seats, 6.4 HEMI V8 Engine, Snow Chief Group, 20 Inch Black Painted Aluminum Wheels, Heated Seats, 17 Speaker Harman Kardon Premium Sound, Heated Steering Wheel, and Much More! C22168  
 MSRP.....\$72,170  
 SIEMANS DISCOUNT.....- 375  
**SALE PRICE FOR EVERYONE \$71,795**  
 MILITARY OR FIRST RESPONDER BONUS CASH\* - 500  
**AS LOW AS  
\$71,295**  
 (\*MUST QUALIFY)

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October 15, 2022

**WAS \$37,932**



**2018 FORD F-150 XLT SPORT SUPERCAB 4X4**  
**NOW \$36,482**

2.7 V6 Ecoboost EFI Engine, 10 Speed Automatic, Aluminum Wheels, 35K Miles, Pickup Bed Cap, Bedliner, Running Boards, Remote Start, SYNC 3, Power Heated Front Seats, Reverse Sensing System, Back-Up Camera, 36 Gallon Extended Range Fuel Tank, Trailer Tow Package, Pro Trailer Back-Up Assist, Remote Keyless Entry System, Ford Certified! Ingot Silver, U22118

**WAS \$32,276**



**2019 FORD EDGE SEL AWD**  
**NOW \$30,259**

2.0 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 33K Miles, Power Leather Heated Front Seats, Heated Steering Wheel, Auto Climate Control, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Driver Monitoring, Rear Parking Aid, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Agate Black, F22124

**WAS \$43,830**



**2017 FORD F-250 SRW XLT SUPERCAB 4X4**  
**NOW \$41,934**

6.2 V8 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 60 Miles, Security Cover, Bedliner, Running Boards, Remote Start, Back-Up Camera, Remote Keyless Entry System, White Gold, U22097

**WAS \$76,295**



**2021 CHEVY SILVERADO HIGH COUNTRY**  
**NOW \$76,295**

6.6 V8 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 22K Miles, Navigation, Memory Power Leather Heated/AC Front Seats, Cover, Bedliner, Running Boards, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Collision Alert, Lane Departure Warning, Cross-Traffic Alert, System, Balance of Factory Warranty

# MANAGER'S

**WAS \$14,995**



**2014 MAZDA CX-5 TOURING AWD**  
**NOW \$14,500**

2.5 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 119 Miles, Power Driver's Seat, CD-Player, Back-Up Camera, Remote Keyless Entry System, Blue Reflex Mica, M22017A

**WAS \$28,829**



**2019 FORD MUSTANG COUPE**  
**NOW \$26,410**

2.3 Ecoboost EFI Engine, 10 Speed Automatic, Machined Aluminum Wheels, 50K Miles, Remote Start, SYNC 3, Power Seats, Auto Climate Control, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Need for Green, F22156A

**WAS \$51,775**



**2021 LINCOLN NAUTILUS RESERVE AWD**  
**NOW \$49,874**

2.0 Turbo EFI Engine, 8 Speed Automatic, Aluminum Wheels, 20K Miles, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, 2nd Row Heated Seats, Panoramic Moonroof, Climate Control, Rear Parking Aid, Blind Spot Monitor, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Driver Monitoring, Cross-Traffic Alert, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Balance of Factory Warranty! Burgundy Velvet, C22188A

**WAS \$34,435**



**2019 JEEP GRAND CHEROKEE LIMITED 4X4**  
**NOW \$32,279**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 73K Miles, Remote Start, Navigation, Memory Power Leather Heated Front Seats, Power Moon Roof, Auto Climate Control, Touchscreen Display, Blind Spot Monitor, Rear Collision Mitigation, Rear Parking Aid, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Diamond Black Crystal, F22207A

**WAS \$31,995**



**2018 FORD SPORT SUPER**  
**NOW \$26,410**

5.0 V8 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 119 Miles, Power Driver's Seat, CD-Player, Back-Up Camera, Remote Keyless Entry System, Blue Reflex Mica, M22017A

**WAS \$34,463**



**2018 FORD EXPLORER XLT**  
**NOW \$33,255**

3.5 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 26K Miles, Remote Start, SYNC 3, Power Leather Heated Front Seats, Heated Steering Wheel, Auto Climate Control, Front and Reverse Sensing System, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Ford Certified! Shadow Black, F22126A

**WAS \$27,523**



**2013 JEEP WRANGLER SAHARA UNLIMITED 4X4**  
**NOW \$24,612**

3.6 V6 EFI Engine, 5 Speed Automatic, Aluminum Wheels, 92K Miles, Remote Start, 3-Piece Black Hard Top, Leather Heated Front Seats, Trailer Tow Group, Remote Keyless Entry System, Black Clearcoat, C22133A

**WAS \$40,995**



**2022 HONDA ACCORD EX-L HYBRID**  
**NOW \$40,365**

2.0 EFI Engine, 1 Speed CVT Automatic, Aluminum Wheels, 14K Miles, Remote Start, Navigation, Memory Power Leather Heated Front Seats, Power Moonroof, Auto Climate Control, Adaptive Cruise Control, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Driver Monitoring, Cross-Traffic Alert, Rear Parking Aid, Blind Spot Monitor, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty, Crystal Black Pearl, F22039B

**WAS \$36,552**



**2018 GMC SLE CREW**  
**NOW \$36,552**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 119 Miles, Security Cover, Bedliner, Power Driver's Seat, Auto Climate Control, Remote Keyless Entry System, Black, C22133A



**2018 TOYOTA HIGHLANDER XLE AWD**  
**NOW \$32,907**

3.5 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 87K Miles, Navigation, Memory Power Leather Heated Front Seats, Power Moonroof, CD-Player, Climate Control, Adaptive Cruise Control, Blind Spot Monitor, Cross-Traffic Alert, Lane Keeping Assist, Front Collision Mitigation, Driver Monitoring, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Celestial Silver, C22206A



**2012 JEEP WRANGLER UNLIMITED SAHARA 4X4**  
**NOW \$22,995**

3.6 V6 EFI Engine, 5 Speed Automatic, Aluminum Wheels, 139K Miles, Remote Start, Body Color 3-Piece Hard Top, Leather Heated Front Seats, Power Windows, Trailer Tow Group, Remote Keyless Entry System, Bright Silver Metallic, C22181A



**2019 FORD F-150 XL REGULAR CAB**  
**NOW \$27,750**

3.3 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 55K Miles, XL Power Equipment Group, Chrome Appearance Package, Vinyl Floor Covering, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Agate Black, U22123



**2021 JEEP WRANGLER UNLIMITED WILLYS 4X4**  
**NOW \$46,892**

2.0 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 17K Miles, Remote Start, 3-Piece Black Hardtop, Heated Front Seats, Heated Steering Wheel, Back-Up Camera, Remote Keyless Entry System, Jeep Certified! Sarge Green, U22131



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 SALE DEPT. HOURS: MON & TUE



for Michigan



**VERADO 2500 HD  
CREW CAB 4X4**  
**NOW \$33,950**

2.7 V6 EcoBoost EFI Engine, 10 Speed Automatic, Chrome-Like PVD Wheels, 47K Miles, Running Boards, Remote Start, SYNC 3, Power Heated Front Seats, Reverse Sensing System, Back-Up Camera, Trailer Tow Package, Pro Trailer Back-Up Assist, Remote Keyless Entry System, Ford Certified! Blue Jeans, C22040A

Southwest



**2018 FORD F-150  
XLT SUPERCREW 4X4**  
**NOW \$36,234**

2.7 V6 EcoBoost EFI Engine, 10 Speed Automatic, Chrome-Like PVD Wheels, 47K Miles, Running Boards, Remote Start, SYNC 3, Power Heated Front Seats, Reverse Sensing System, Back-Up Camera, Trailer Tow Package, Pro Trailer Back-Up Assist, Remote Keyless Entry System, Ford Certified! Blue Jeans, C22040A

www.MailMaxOnline



**2021 HONDA  
HR-V EX-L AWD**  
**NOW \$29,961**

1.8 EFI Engine, 1 Speed CVT Automatic, Styled Steel Wheels, 35K Miles, Leather Heated Front Seats, Power Moonroof, Auto Climate Control, Adaptive Cruise Control, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Remote Start, Remote Keyless Entry System, Balance of Factory Warranty! Crystal Black Pearl, C22137C

Page 13



**2017 CHEVY SILVERADO 1500 LT  
7.1 DOUBLE CAB 4X4**  
**NOW \$31,999**

5.3 V8 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 73K Miles, Bedliner, Remote Start, Power Driver's Seat, Auto Climate Control, CD-Player, Back-Up Camera, Remote Keyless Entry System, Red Hot, U22112

# SPECIALS



**F-150 XLT  
SUPERCREW 4X4**  
**NOW \$29,431**

Aluminum Wheels, 128K Miles, Security System, Remote Start, Navigation, Power Heated Front Seats, Panoramic Moonroof, Back-Up Camera, System, Blue, C21311A

WAS \$35,995



**2016 JEEP GRAND  
CHEROKEE SUMMIT 4X4**  
**NOW \$31,341**

3.6 V6 EFI Engine, 8 Speed Automatic, 20 Inch Satin Carbon Wheels, 55K Miles, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, 2nd Row Heated Seats, Panoramic Moonroof, DVD Entertainment System, Adaptive Cruise Control, Rear Parking Aid, Blind Spot Monitor, Front Collision Mitigation, Rear Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Balance of Factory Warranty! Brilliant Black Crystal Pearlcoat, C22169A

WAS \$29,500



**2019 CHEVY  
EQUINOX-LT AWD**  
**NOW \$26,889**

1.5 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 37K Miles, Remote Start, Power Driver's Seat, Heated Front Seats, Heated Steering Wheel, Rear Cross Traffic Alert, Lane Change Alert, Side Blind Zone Alert, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Balance of Factory Warranty, Silver Ice Metallic, U22092

WAS \$29,256



**2016 RAM 1500 BIG HORN  
ECO-DIESEL CREW CAB 4X4**  
**NOW \$26,498**

3.0 V6 Turbo DIESEL Engine, 8 Speed Automatic, Aluminum Wheels, 96K Miles, Security Cover, Bedliner, Running Boards, Remote Start, Power Driver's Seat, Heated Front Seats, Heated Steering Wheel, Rear Parking Aid, Back-Up Camera, Remote Keyless Entry System, Granite Crystal Metallic, F22075B

WAS \$26,868



**2019 KIA  
SPORTAGE EX AWD**  
**NOW \$24,758**

2.4 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 57K Miles, Power Driver's Seat, Leather Heated Front Seats, Climate Control, Blind Spot Monitor, Cross-Traffic Alert, Back-Up Camera, Remote Keyless Entry System, Snow White Pearl, C22130A



**CANYON  
CREW CAB 4X4**  
**NOW \$34,806**

Automatic, Aluminum Wheels, 48K Miles, Running Boards, Remote Start, Climate Control, Back-Up Camera, Balance of Factory Warranty! Onyx, C22145B

WAS \$33,725



**2015 FORD F-250 SRW  
LARIAT CREW CAB 4X4**  
**NOW \$31,989**

6.2 V8 EFI Engine, 6 Speed Automatic, Chrome Clad Aluminum Wheels, 145K Miles, Bedliner, Power Running Boards, Remote Start, Navigation, SYNC, Memory Power Leather Heated/AC Front Seats, Auto Climate Control, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Oxford White, C22087B

WAS \$26,924



**2020 DODGE  
JOURNEY SE VALUE**  
**NOW \$24,839**

2.4 EFI Engine, 4 Speed Automatic, Aluminum Wheels, 18K Miles, 3rd Row Fold/Recline Seat, Touchscreen Display, Rear Park Assist, Back-Up Camera, Remote Keyless Entry System, Dodge Certified! Vice White, F22060C

WAS \$106,900



**2022 GRAND WAGONEER  
SERIES III 4X4**  
**NOW \$98,371**

6.4 V8 EFI Engine, 8 Speed Automatic, 22 Inch Aluminum Wheels, Only 6K Miles! Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, Power Adjust Pedals, 2nd Row Heated Seats, Panoramic Moonroof, Head Up Display, Night Vision Pedestrian/Animal Detection, Automated Parking System, Surround View Camera System, Hands Free Power Lift Gate, Remote Keyless Entry System, Wagoneer Certified! Bright White Clearcoat, F22162A



**2021 FORD RANGER XL 4X4**  
**NOW \$35,995**

2.3 EcoBoost EFI Engine, 10 Speed Automatic, Steel Wheels, 10K Miles, Security Cover, Running Boards, Vinyl Flooring, Front Collision Mitigation, Remote Keyless Entry System, Ford Certified! Velocity Blue, U22117A



**2015 GMC  
ACADIA DENALI AWD**  
**NOW \$21,465**

3.6 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 113K Miles, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, Power Moonroof, DVD Entertainment System, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Front Collision Warning, Back-Up Camera, Remote Keyless Entry System, Carbon Black Metallic, C22103C



**2015 CHRYSLER  
TOWN & COUNTRY TOURING**  
**NOW \$18,995**

3.6 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 84K Miles, Power Driver's Seat, Power-Slide Side Doors, DVD Entertainment System, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Billet Silver Metallic, U22105A



**2022 JEEP  
COMPASS LIMITED 4X4**  
**NOW \$35,448**

2.4 EFI Engine, 9 Speed Automatic, Aluminum Wheels, Less Than 4K Miles! Remote Start, Power Driver's Seat, Leather Heated Front Seats, Heated Steering Wheel, Panoramic Moonroof, Auto Climate Control, Premium Alpine Speaker System, Touchscreen Display, Adaptive Cruise Control, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Jeep Certified! Billet Silver Metallic, C22146A

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**2022 JEEP GRAND CHEROKEE LAREDO 4X4**  
**NOW \$39,826**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, Only 2K Miles! Remote Start, Navigation, Power Driver's Seats, Suede Heated Front Seats, Heated Steering Wheel, Blind Spot Monitor, Rear Collision Mitigation, Rear Parking Aid, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Jeep Certified! Velvet Red Pearlcoat, C22138A



**2020 CHEVY SILVERADO 1500 EXTENDED CAB 4X4**  
**NOW \$35,835**

4.3 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 23K Miles, Security Cover, Touchscreen Radio, Back-Up Camera, Work Truck Preferred Equipment Group, Remote Keyless Entry System, Balance of Factory Warranty! Northsky Blue Metallic, F22120B



**2020 FORD EXPLORER XLT 4X4**  
**NOW \$40,872**

2.3 EcoBoost EFI Engine, 10 Speed Automatic, Aluminum Wheels, 30K Miles, Remote Start, Navigation, SYNC 3, Power Leather Heated Front Seats, Heated Steering Wheel, 2nd Row Heated Seats, Adaptive Cruise Control, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Evasive Steering Assist, Reverse Sensing System, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Ford Certified! Atlas Blue Metallic, F22217A



**2019 LINCOLN NAUTILUS RESERVE AWD**  
**NOW \$39,333**

2.0 EcoBoost EFI Engine, 8 Speed Automatic, Aluminum Wheels, 36K Miles, Remote Start, Navigation, SYNC 3, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, 2nd Row Heated Seats, Panoramic Vista Roof, Auto Climate Control, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Front Collision Mitigation, Back-Up Camera, Hands-Free Liftgate, Remote Keyless Entry System, Balance of Factory Warranty! Iced Mocha Premium Colorant, U22148

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**2018 JEEP COMPASS LATITUDE**  
**NOW \$21,580**

2.4 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 67K Miles, Remote Start, Power Driver's Seat, Heated Front Seats, Heated Steering Wheel, Touchscreen Display, Back-Up Camera, Tu-Tone Paint Group, Remote Keyless Entry System, Jeep Certified! White Clearcoat, U22157



**2020 FORD ESCAPE SE**  
**NOW \$27,500**

1.5 EcoBoost EFI Engine, 8 Speed Automatic, Aluminum Wheels, K Miles, Remote Start, Navigation, SYNC 3, Power Driver's Seat, Heated Front Seat, Panoramic Moonroof, Adaptive Cruise Control, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Sedona Orange Metallic, F22176A



**2021 FORD ECOSPORT SE 4X4**  
**NOW \$24,943**

2.0 EFI Engine, 6 Speed Automate, Aluminum Wheels, 55K Miles, SYNC 3, Heated Front Seats, Power Moonroof, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Shadow Black, F22238A



**2020 FORD ECOSPORT SE 4X4**  
**NOW \$24,398**

2.0 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 30K Miles, Power Driver's Seat, Heated Front Seats, Power Moonroof, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Moon dust Silver Metallic, Ford Certified! U22146



**2020 FORD EXPLORER PLATINUM 4X4**  
**NOW \$44,941**

3.0 V6 EcoBoost EFI Engine, 10 Speed Automatic, Aluminum Wheels, 43K Miles, Remote Start, Navigation, SYNC 3, Power Leather Heated/AC Front Seats, 2nd Row Heated Seats, PowerFold 3rd Row Seats, Panoramic Moonroof, 360 Degree Camera, Blind Spot Monitor, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front and Rear Collision Mitigation, Evasion Assist, Automatic Parking, Hands-Free Liftgate, Trailer Tow Package, Remote Keyless Entry System, Ford Certified! Magnetic Metallic, C22219A



**2019 FORD F-150 XL STX SUPERCREW 4X4**  
**NOW \$41,995**

2.7 V6 EcoBoost EFI Engine, 10 Speed Automatic, Aluminum Wheels, 26K Miles, Bedliner, Running Boards, SYNC 3, Front Collision Mitigation, Reverse Sensing System Back-Up Camera, Remote Keyless Entry System, Ford Certified! Magnetic, F22244A



**2020 TESLA MODEL 3 LONG RANGE AWD**  
**NOW \$54,569**

Electric, 1 Speed Automatic, 40K Miles, Memory Power Leather Heated Front Seats, 2nd Row Heated Seats, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Aerial View Display System, Front Collision Mitigation, Rear Parking Aid, Back-Up Camera, Balance of Factory Warranty! Deep Blue Metallic, C22166A



**2019 FORD F-150 XLT SUPERCREW 4X4**  
**NOW \$42,780**

5.8 V8 EFI Engine, 10 Speed Automatic, Chrome-Like PVD Wheels, 44K Miles, Chrome Step Bars, Remote Start, Navigation, SYNC 3, Power Heated Front Seats, Power Adjust Pedals, Twin Panel Moonroof, Front Collision Mitigation, Reverse Sensing System, Back-Up Camera, Trailer Tow Package, Remote Keyless Entry System, Ford Certified! Velocity Blue Metallic, U22137

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**2019 CHEVY-COLORADO  
CREW-CAB 4X4**  
**NOW \$32,894**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 34K Miles, Bedliner, Power Windows and Locks, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Satin Steel Metallic, U22138



**2016 AUDI A3 PREMIUM  
QUATTRO 2.0T AWD SEDAN**  
**NOW \$21,995**

2.0 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 75K Miles, Power Driver's Seat, Leather Heated Front Seats, Power Moonroof, Front Collision Warning, Rear Parking Aid, Back-Up Camera, Remote Keyless Entry System, Silver, M22012C



**2014 MAZDA CX-5 GRAND  
TOURING AWD**  
**NOW \$12,500**

2.5 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 157K Miles, Power Leather Heated Front Seats, Heated Steering Wheel, Power Moonroof, Climate Control, Blind Spot Monitor, Back-Up Camera, Remote Keyless Entry System, Deep Crystal Blue Mica, S22005A



**2019 FORD FLEX SEL AWD**  
**NOW \$36,987**

3.5 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 29K Miles, Remote Start, SYNC 3, Memory Power Leather Heated Front Seats, Power Adjust Pedals, CD-Player, Blind Spot Monitoring System, Reverse Sensing System, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Ford Certified! Burgundy Velvet, U22133



**2020 GMC  
TERRAIN SLE AWD**  
**NOW \$28,994**

1.5 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 41K Miles, Lane Departure Warning, Lane Keeping Assist, Front Collision Mitigation, Front Collision Warning, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Blue Emerald Metallic, U22147



**2020 FORD F-150 XLT  
SUPERCREW 4X4**  
**NOW \$46,995**

2.7 V6 EcoBoost EFI Engine, 10 Speed Automatic, Aluminum Wheels, 26K Miles, Bedliner, Running Boards, Remote Start, Navigation, SYNC 3, Power Heated Front Seats, Power Sliding Rear Window, Front Collision Mitigation, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Magnetic, F2210A



**2019 FORD FLEX SEL AWD**  
**NOW \$34,816**

3.5 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 24K Miles, Remote Start, SYNC 3, Memory Power Leather Heated Front Seats, Power Adjust Pedals, CD-Player, Blind Spot Monitoring System, Reverse Sensing System, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Ford Certified! Oxford White, U22136



**2017 JEEP GRAND  
CHEROKEE LAREDO 4X4**  
**NOW \$24,900**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 111K Miles, Power Driver's Seat, Touchscreen Display, Rear Parking Aid, Rear Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Walnut Brown Metallic, U22122A

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**2021 JEEP WRANGLER  
UNLIMITED WILLYS 4X4**  
**NOW \$54,995**

2.0 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, Less Than 9K Miles! Remote Start, Navigation, Sky One-Touch Power Top, Heated Front Seats, Heated Steering Wheel, Alpine Premium Audio System, Touchscreen Display, Back-Up Camera, LED Headlamp and Fog Lamp Group, Remote Keyless Entry System, Balance of Factory Warranty, Sting-Gray Clearcoat, U22140



**2017 FORD EXPEDITION  
LIMITED 4X4**  
**NOW \$38,995**

3.5 V6 EcoBoost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 55K Miles, Remote Start, Navigation, SYNC 3, Power Running Boards, Memory Power Leather Heated/AD Front Seats, Power Adjust Pedals, 2nd Row Heated Seats, Power Moonroof, Auto Climate Control, Blind Spot Information System, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, White Platinum Metallic, F22202A



**2020 FORD F-150 XLT  
SPORT SUPERCREW 4X4**  
**NOW \$42,899**

2.7 V6 EcoBoost EFI Engine, 10 Speed Automatic, Alloy Wheels, 46K Miles, Running Boards, Remote Start, SYNC 3, Power Heated Front Seats, Twin Panel Moonroof, Reverse Sensing System, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Iconic Silver, F22222A



**2021 JEEP WRANGLER  
UNLIMITED RUBICON 4XE**  
**NOW \$57,995**

2.0 Hybrid EFI Engine, 8 Speed Automatic, Aluminum Wheels, 23K Miles, Remote Start, Navigation, Leather Heated Front Seats, Heated Steering Wheel, SKY 1-Touch Power Top, Adaptive Cruise Control with Stop, Full Speed Forward Collision Warning, Blind Spot and Cross Path Detection, Rear Park Assist System, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Sting-Gray, M22023A



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# BOSS Services is Fighting Cancer with Furnace Check-Ups this October

As one of the most common forms of cancer in the United States, far too many Americans have battled breast cancer or have known someone who has been affected by it. This is why BOSS Services is recognizing National Breast Cancer Awareness Month by Fighting Cancer with Furnace Check-Ups.

For the entire month of October, BOSS Services is donating \$20 of every \$69 furnace check-up to Marie Yeager Cancer Center in St. Joseph. Donations to the Marie Yeager Cancer Center help fund care for patients in our community who are not able to afford the cost of cancer treatment. According to Marie Yeager's 2021 Cancer Care Report, 1,115 patients received care at their center in 2020 alone.

BOSS Services Marketing Manager, Jen Wagner elaborates on why BOSS is passionate about raising money for this cause:

"When we told our staff about our initiative to raise money for Marie Yeager Cancer Center this October, several people spoke up about how much this cause means to them because they had lost someone they loved to this awful disease. We

are thankful there is a place like Marie Yeager in our community that allows local patients and their families to stay close to home for cancer treatment. We hope we raise enough money to make an impact so we can ease some of the financial burden for patients during a tough time."

Having annual furnace check-ups performed by an HVAC professional is important for furnace safety. So if you haven't had a furnace inspection yet this year and want to contribute to a good cause, call BOSS Services at 269-468-6682 to schedule your check-up this October!

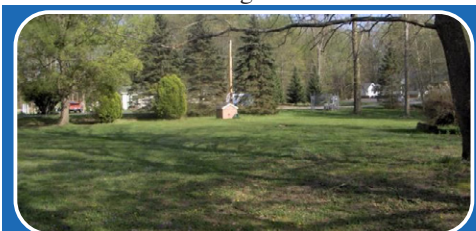
About Boss Services: BOSS Services is a home services company located in Benton Harbor, Michigan serving all of Southwest Michigan with Heating - Cooling - Plumbing - Windows - Electrical - 1-Day Bathroom Upgrades - And More! They provide 24/7 emergency HVAC and plumbing services, with real people answering the phones all hours of the day, even on weekends and holidays. You can reach BOSS Services by phone at 269-468-6682 or book an appointment online at [www.theBOSSservices.com](http://www.theBOSSservices.com).

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<p><b>NEW LISTING</b></p> <p><b>\$139,900</b>                  Carolee Dalrymple                  616-634-2358</p>	<p><b>18789 Andrews Road Galien</b></p> <p>Ranch home offers .76 country acres in sought after Buchanan Schools! Open concept Living Room/ Dining area/ Kitchen with vaulted ceilings &amp; fireplace. Replacement slider door offers access to the deck &amp; fenced dog run area. Attached garage with opener &amp; code access panel &amp; storage shed to stay. Primary bedroom offers 2 large closets &amp; Primary bath with walk in shower. Main level laundry room. Water filtration system included.</p>	<p><b>NEW LISTING</b></p> <p><b>\$329,900</b>                  Carolee Dalrymple                  616-634-2358</p>	<p><b>200 Karen Drive Galien</b></p> <p>Absolute Show Stopper featured in Country Sampler magazine could be YOUR new dream home! Tucked away on a quiet cul de sac on .37 acres, this One Owner home, built in 2005 was built to be the best &amp; has been meticulously maintained inside and out. Gorgeous hardwood floors throughout, Chef's delight Kitchen with Pantry, Main level Primary Bedroom, office &amp; Laundry/Mud room. Upstairs offers another potential office area, 2 spacious bedrooms &amp; shared bath. Outside you will enjoy the deck, flower &amp; vegetable gardens, fruit trees &amp; additional storage shed.</p>
<p><b>NEW LISTING</b></p> <p><b>\$294,900</b>                  Kathy Lane                  269-921-9644</p>	<p><b>8895 Maplewood Drive Berrien Springs</b></p> <p>Here is your opportunity to have help with your mortgage payments or a home for your student. 2 units. Upper unit has 3 B/R 1 1/2 baths. Large living room. Kitchen with eating area, 2 car attached garage. Lower level is a walk out apt. with 2 bedrooms, and a study, 2 bathrooms, in the process of remodeling. Baths and Kitchen counter will be completed by closing. Flooring and drywall and cabinets all new in 2022. Range is included. There is a shared laundry room in the basement.</p>	<p><b>NEW LISTING</b></p> <p><b>\$387,000</b>                  Anne Odden                  269-930-0257</p>	<p><b>2272 Riverview Court Benton Harbor</b></p> <p>Motivated seller. Move in ready. Expansive contemporary home with fenced-in backyard on quiet Cul-de-Sac. Primary bedroom has private bath. Move in ready, this home can accommodate offices, classrooms, fitness equipment and guest rooms. Two custom-built play-sets stay with home. Two fireplaces, two car garage, metal roof, updated kitchen, new air-conditioning splits are just a few of recent updates. Seasonal views of the St. Joseph River plus close to everything the area has to offer - beaches, orchards, vineyards, golfing, boating, and regional airports.</p>

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<p><b>PAW PAW LAKE</b></p> <ul style="list-style-type: none"> <li>• 4 BD, 2 BA</li> <li>• 40' on Paw Paw Lake</li> <li>• Completely remodeled</li> <li>• Open concept</li> <li>• Primary w/ walk-out deck</li> <li>• So much more...call for private showing!</li> </ul> <p><b>\$815,000 (22039645)</b></p>	<p><b>WYNDSTONE ESTATES</b></p> <ul style="list-style-type: none"> <li>• 3 BD, 2.5 BA</li> <li>• Newer construction</li> <li>• Huge family room w/fireplace</li> <li>• Formal dining rm</li> <li>• Upper laundry</li> <li>• Call for a private showing today</li> </ul> <p><b>\$397,900 (22040551)</b></p>	<p><b>PRICE REDUCED</b></p> <ul style="list-style-type: none"> <li>• 4 BD, 2 BA Cape Cod</li> <li>• 17+ Acres</li> <li>• Paw Paw River frontage</li> <li>• Walkout basement</li> <li>• 2-Car detached garage</li> <li>• 2 Level deck &amp; so much more!</li> </ul> <p><b>\$375,000 (22040249)</b></p>	<p><b>PRICE REDUCED</b></p> <ul style="list-style-type: none"> <li>• 3 BD, 2BA - 1797 sqft Tri-Level</li> <li>• Complete, beautiful renovation</li> <li>• Open concept w/ many NEW items</li> <li>• Lg corner lot on cul-de-sac</li> <li>• Close to Randall Park &amp; other area activities</li> <li>• Must see new listing!!!</li> </ul> <p><b>\$255,000 (22040377)</b></p>
<p><b>PRICE REDUCED</b></p> <ul style="list-style-type: none"> <li>• 4 BD, 2 BA</li> <li>• 2100 Sq ft</li> <li>• 2 Car detached garage</li> <li>• Lots of remodeling</li> <li>• Laminate floors</li> <li>• Newer roof, windows and siding</li> </ul> <p><b>\$172,500 (22038922)</b></p>	<p><b>LAKE MI CONDO</b></p> <ul style="list-style-type: none"> <li>• 1 BD, 1 BA</li> <li>• Lake Michigan Views</li> <li>• 320' Waterfront</li> <li>• End unit w/ furnishings</li> <li>• Many amenities</li> <li>• Call today for a private showing</li> </ul> <p><b>\$169,000 (21010797)</b></p>	<p><b>COUNTRY ACRE</b></p> <ul style="list-style-type: none"> <li>• 5 BD, 1 BA</li> <li>• County setting, close to city</li> <li>• 1 Acre</li> <li>• 20x30 detached garage</li> <li>• Move-in ready</li> <li>• Call today!</li> </ul> <p><b>\$149,999 (22040510)</b></p>	<p><b>BUILDING LOTS</b></p> <ul style="list-style-type: none"> <li>• New development</li> <li>• Off Marquette Woods Rd</li> <li>• Buildable; wooded</li> <li>• Various lot size</li> <li>• Close proximity to shopping, US31, St Joe River &amp; more</li> <li>• Call for more info</li> </ul>
<p><b>NATURE'S COVE</b></p> <ul style="list-style-type: none"> <li>• Buildable lot options</li> <li>• Gated community</li> <li>• Own assigned dock space w/perm pier</li> <li>• Paw Paw Lake</li> <li>• Many association amenities</li> <li>• Various lots available</li> <li>• Call for more info</li> </ul>	<p><b>VACANT LAND</b></p> <ul style="list-style-type: none"> <li>• 1.28 Acres</li> <li>• Close to Paw Paw Lk public access</li> <li>• Close to Paw Paw Lk Golf Course</li> <li>• Buildable</li> <li>• Cleared &amp; level</li> <li>• Call today!</li> </ul> <p><b>\$27,000 (22020516)</b></p>	<p><b>COMMERCIAL</b></p> <ul style="list-style-type: none"> <li>• 1650 Sqft block building</li> <li>• Full basement w/add'l workspace</li> <li>• Parking in rear of building</li> <li>• Off main thorough fare</li> <li>• Downtown location</li> <li>• Close to Paw Paw Lk River County Park</li> </ul> <p><b>\$99,000 (19022308)</b></p>	<p><b>NEW LISTING</b></p> <ul style="list-style-type: none"> <li>• 7.52 Acres</li> <li>• Zoned commercial/ duplex</li> <li>• Along busy road/ thoroughfare</li> <li>• Total of 2 parcels</li> <li>• Vacant &amp; wooded</li> <li>• Call today for more details</li> </ul> <p><b>\$410,000 (22042216)</b></p>

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**Don Stuart**  
was the name of a huge hit album by the Beach Boys!

I'll be pained if you say you didn't know that, although not as pained as I was playing a game called "Cranium" with my family the other day. We had a boys vs. girls match going on: the wife, No. 1 daughter-in-law (No. 2 son's wife) and No. 4 son's girlfriend vs. No. 2, No. 4 and me.

At one point, us boys were given this challenge: One of us had to hum "Good Vibrations" - name-check Beach Boys again - and the other two had to identify the song.

I was chosen to hum, and hum I did, enthusiastically and melodically, knowing that No. 2 and No. 4 would guess it immediately. Except they didn't. The one-minute timer was emptying fast, and my humming segued from enthusiastic to frantic, from melodic to LOUD, hoping that volume would penetrate their minds. Didn't happen.

The only thing that rescued the moment was realizing that I could weave it into this week's column about more pets and their musicians:

"Shannon" was a hit in the mid-1970s for a guy named Henry Gross. The story goes that, while touring with the Beach Boys (!) in 1975, Gross and Carl came to learn they each had an Irish Setter called Shannon! Good vibrations, right?! Sadly, not so much, as Wilson told Gross that his Shannon had recently been hit by a car.

Okay, this next anecdote goes a bit further back in time, and revolves around the composer

**Pet Sounds Reverb-verb-verb-verb**

Sir Arthur Sullivan, as in "Gilbert & Sullivan," who co-wrote many famous operas such as *H.M.S. Pinafore* and *The Pirates of Penzance*.

Sullivan's stockbroker went bankrupt in 1882, owing Sullivan more than 7,000 pounds. While negotiating a settlement, Sullivan demanded the broker's dog, Tommy, as an "asset."

Sullivan was deeply enamored of Tommy, and a friend of his captured this infatuation for posterity:

"He had a beautiful dog, and such a spoiled pet. The dog was almost the master of the house. Host, visitors, gardeners - in fact, everybody - were engaged *all day long* in throwing twigs or sticks for the dog to fetch.

"I asked Sullivan, 'That dog is very attractive, but has he any other qualities besides fetching sticks? Is he a good housedog?'" Sullivan replied, 'He's a splendid housedog! If burglars ever enter this place and throw a stick for him to fetch, he'll show them all over the premises!'"

Post-script: When Tommy passed away, Sullivan couldn't bear to part with him; he had Tommy stuffed and mounted in a glass case in his living room.

Having given the Beach Boys plentiful ink in this column, I must, as a devout Beatlemaniac, balance the scales with an item about The Fab Four, last week I wrote about Paul's beloved sheepdog Martha. Well, did you know that one of Martha's offspring, named Arrow, appeared on the cover of an album McCartney released in 1993, called *Paul Is Live*.

This title may well be a clever reference to the famous latter-day Beatles "conspiracy theory" that "Paul is dead. . . and is stuffed and mounted in a glass case in Ringo's living room."

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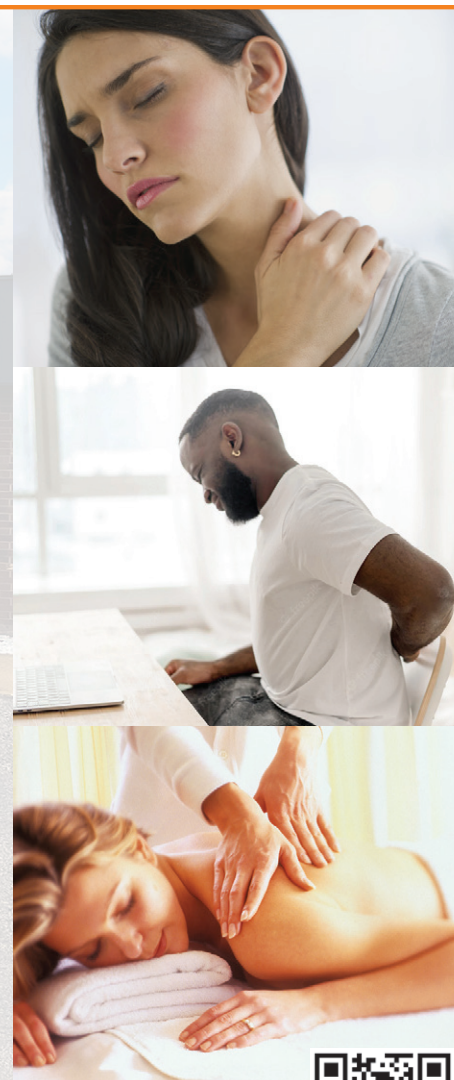
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One thing you learn, if you live with animals long enough, is to pay attention to the subtle signs they give us. This especially applies when things are not well with them. Recently, our cat Zombie was acting out of sorts. Not wanting to eat (when he's usually the first one in the kitchen at mealtime), sleeping all day, not even coming to bed at night but staying by himself in another room, as if moving was too much effort for him. Although he seemed to be improving by the second day, we decided a visit with the vet was a good idea, and fortunately we were able to get an appointment that afternoon. A couple of shots later, he is back to his normal self and up to his usual shenanigans. Zombie is prone to seasonal allergies and respiratory infections, so it was absolutely a good idea to not wait until he started showing obvious signs of illness. Since he's a senior cat, we're also going to try some arthritis medication, to see if that helps with mobility.

Most animals do not like to show outward signs of discomfort or sickness. Maybe a throwback to the wild when they couldn't act ill for their own safety. Cats are even less apt to let you know when they don't feel well. It is important to know a pet's normal behavior and what is not, and I've always found it better to err on the side of caution than to wait too long. From Zombie's bout with a former respiratory infection, I knew the signs, and I'm glad we had him see his vet (thank you Sunset Coast Veterinary Clinic!) before this incident could evolve into something worse.

## The Pet Corner

With Halloween just around the corner, it's also important to remember those cautions we've all heard many times. Keep candy away from pets. Put pets in a safe room during trick or treat hours, when doors are opening and closing frequently. Bring outside pets inside or at least place in a secure shelter, so as not to be at risk. Especially keep an eye on black cats (such as Zombie!) and protect them from nefarious pranks. It's hard to say if the stories of black cats being the objects of cruel practices on Halloween are urban legends or sadly true, but why take that chance? Let's keep Halloween a fun time and not one of searching for a missing pet.

The Humane Society of Southwestern Michigan has a Spooky Cat adoption special going on until November 1. Adoption fee is \$31, with a \$25 spay/neuter charge for unaltered cats/kittens. You may give them a call at 269-927-3303 or stop in during regular business hours of 11:00 am to 4:30 pm, Tuesday through Friday, 11 am to 2 pm Saturday, to visit the cat room. Cats really do make lovely pets for those who may not be able to take care of a dog. They can live happily indoors, and it's often better to have two of them to keep each other company. There are plenty to choose from at the shelter and all the rescue groups.

The Humane Society will also have a Family Open House on Saturday, October 29, at the shelter, 5400 Niles Rd., St. Joseph. View pets up for adoption and enjoy painting pumpkins, too. Have a safe and Happy Halloween!

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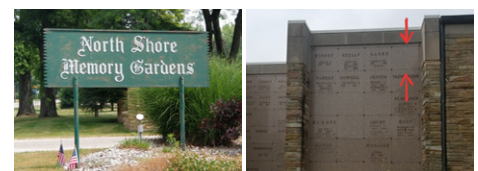
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Bluetooth, back up camera, power windows, locks, mirrors, cruise control, air, automatic, aluminum wheels, warranty!

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Full stow & go seating, 1st and 2nd row buckets, 3rd row bench, back up camera, bluetooth, sunscreen glass, warranty!

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Power seat, heated front bucket seats, large touch screen, bluetooth, back up camera, satellite radio, power lift gate, sunscreen glass, warranty!

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Power seat, heated front buckets, heated steering wheel, 8.4" touch screen, satellite radio, back up camera, HID headlamps, warranty!

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50k miles, large touch screen, bluetooth, back up camera, keyless enter and go, warranty!

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33k miles, black out pkg, heated front bucket seats, heated steering wheel, dual climate, remote start, rain sensitive wipers, passive entry, uconnect 4 infotainment with apple car play, satellite radio, back up camera, warranty!

**NOW \$24,451 or \$344mo**

**2018 Ram 1500 Quad Cab 4x4**



5.4L V8, 8 spd automatic, remote keyless entry with all secure, tow pkg, seating for 6 spray in bed liner, anti-spin rear axle, bluetooth, satellite radio, warranty!

**NOW \$24,991 or \$351mo**

**2019 Ram 1500 Quad Cab 4x4**



5.7L Hemi V8, 8spd automatic, remote start, 40/20/40 split bench seat, rear folding bench, tow pkg, spray in bedliner, warranty!

**NOW \$26,591 or \$374mo**

**2018 GMC Acadia SLE AWD**



1st and 2nd row buckets, 3rd row split bench, heated seats, power seats, power lift gate, 3 zone climate, keyless enter and go, rear park assist, warranty!

**NOW \$27,591 or \$388mo**

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5.7L Hemi, 8spd automatic, bluetooth, back up camera, satellite radio, aluminum wheels, power windows, locks and mirrors, cruise air, warranty!

**NOW \$29,971 or \$421mo**

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Power sunroof, navigation, 3 rows of leather, heated 1st an 2nd row, 2 position memory seat, radio, mirrors, beats audio, 3 zone climate, 20" wheels, warranty!

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**2020 Nissan Armada SL**



Power sunroof, dual power heated front buckets, memory drivers seat, 3 rows of leather, 3 zone climate adaptive cruise control, surround view camera, warranty!

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Power heated leatherette front bucket seats, climate control, tow pkg, premium infotainment with 8" touch screen, back up camera, bluetooth, remote start, tonneau, warranty!

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**2020 Ram 1500 Laramie Quad Cab 4x4**



5.7L Hemi, power heated and ventilated front bucket seats, memory seat/radi/pedals/mirrors, dual climate, keyless enter & go, remote start, tow pkg, warranty!

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**2022 Chrysler 300 Touring L**



Under 2,000 miles, heated front bucket seats, power drivers seat, dual climate, blind spot monitoring, cross path detection, front & rear park assist, 20" wheels, tons of warranty!

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**2021 Jeep Gladiator Sport 4x4**



8k local one owner, 3.6L V6, 8 spd auto, cruise, air conditioning, over sized tires wheels and 2" leveling kit, 6 way seat, 5" touch screen w/bluetooth, satellite radio, back up camera, warranty!

**NOW \$38,781 or \$549mo**

**2020 GMC Savana 2500 Cargo Van**



6.0L V8, power windows, power locks, cruise, air, bulk head, side steps, door glass, warranty!

**NOW \$39,981 or \$562mo**

**2021 Ram 2500 Crew Cab 4x4**



6.4L V8, 8 spd automatic, tow package with integrated brake controller, side steps, cloth seating for 6, power windows, locks and mirrors Warranty!

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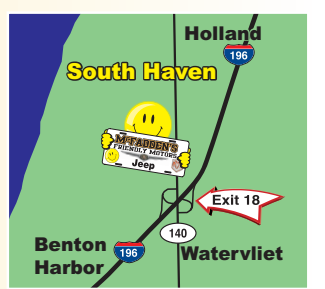


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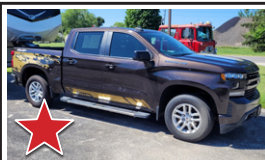
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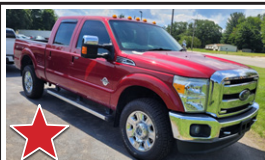
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