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## Moody on The Market

Pat  
Moody

### City Hall Ponders the Future of Tiscornia Park

What's the future of St. Joseph's Tiscornia Park—the city's 'other' beach, the one that's sometimes not crowded and has a more 'natural' feel to it? Is 'improvement' in Tiscornia's future? Or, is it more about 'preservation'? These are questions that are wrapped up in consideration of 'master plans' for all the City's parks that are under discussion at several levels of city government.

Our colleague, WSJM News Director Ken Lundberg has been talking to city officials and residents about Tiscornia Park, and shared this in-depth report with [MoodyOnTheMarket.com](http://MoodyOnTheMarket.com):

When locals think of Tiscornia Park, they often refer to it as a family beach and the area's last remaining hidden gem of beach access whose character hasn't changed significantly since the 1970s. Tiscornia's 16-acres of natural dunes and wildlife are an attractive resting place for migrating birds, butterflies, and the occasional family of deer. It doesn't include the same traits that come with the large crowds regularly seen at Silver Beach and it offers easy access to the North Pier Lighthouse.

Tiscornia has a relatively modest parking area (130 spaces), a humble picnic venue with a million-dollar view of the lake (the structure was donated by the local Lions Club), and park visitors are just a dune's climb away from the beach.

Except for a few Saturdays during the peak of summer, beachgoers will often find easy parking and access to the beach and pier and little in the way of raucous activity.

#### Concerns Over Change

The qualities of what Tiscornia Park is today and what people will find in the future are up for debate. What's there now could change when a new Tiscornia Master Plan recommendation is presented to the members of the St. Joseph City Commission, as early as late August/early September. With the approval of the city commission, the Parks Advisory Board has been developing a master plan for Tiscornia and proposed recommendations call on the city to budget for a larger parking lot; a new, higher capacity gathering pavilion; a maintenance shed; a paved nature

Continued on page 6



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## Marcy Simpson

Executive  
Director,  
Southwestern Michigan  
Tourist Council

## Fun and interesting things to do in Southwest Michigan

Join Family Hike 'n Play at Love Creek Nature Center for more green, less screen! Take some time to unplug and bring your family out for a naturalist-guided nature walk on Saturday, August 12 at 10:00 a.m. On this laid-back stroll through the woods, you'll visit a few fun locations like the marsh and the creek. Afterward, stick around to play in the

new Nature Play area located next to the Nature Center.

Run, walk, and enjoy wine – it's the only way to 5k! Mark your calendar for Sunday, August 13 at 9:00 a.m. for a fun morning of exercise, camaraderie, wine, and socializing. It's the Round Barn Estate and Mt. Tabor Trails' 2nd annual fun run!

Continued on page 2

## Inserts & Promotions

- ALDI • Dollar General
  - Family Fare • Family Farm & Home
  - Hardings Friendly Market
  - Jets Pizza
  - Martin's Super Markets
  - Save A Lot
- Inserts may vary by zip code

**Simpson** *Continued from cover*

Calling all Princes and Princesses! Join The Little Things Play Cafe for the cutest dance class around - in partnership with Miss Natalie's Rhythm and Dance. This fairytale dance class includes 45 minutes of instruction PLUS one full hour of play at the cafe. Intended for toddlers aged 2-6 years old. The classes are Tuesday, August 15 and 22 at 9:00 a.m.

New this summer is Michigan Maritime Museum's Lunch & Learn. It's a one-hour lecture with amazing presenters. August's Lunch & Learn will present "Friends Good Will: History on the Water by Administration & Curatorial Specialist Eric Harmsen. Join them at noon on Thursday, August 17 to learn more about the famous tall ship in the Museum's on-water fleet!

Hailing from Chicago, Bowmanville will be at the Acorn Friday, August 18 at 8:00 p.m. Bowmanville strives to bring the hip sensibilities of Hot Club Jazz from 1930s Paris mingled with the influences born of Chicago's global crossroads to a wider audience. Led by violinist Ethan Adelsman, with Graham Nelson on harmonica/vocals, Noah Plotkin on drums, Oliver Horton on bass, and Mason Jiller on guitar, the group draws inspiration from diverse musical backgrounds to push the boundaries of their craft, thrilling audiences nationally. Creating a simmering synergy of vibrant bouncing sound that crackles with electric energy, Bowmanville leaves listeners always hungry for more.

You won't want to miss the 2nd Annual Sister Lakes Brewing Company Charity Soapbox Derby Saturday, August 19 at 3:00 p.m. This is a charity event in collaboration between Sister Lakes Brewing Company &

The Children's Advocacy Center of Southwest Michigan. Come out and show your support for ending child abuse and exploitation by building and entering your own handmade derby car or by using one of the cars provided. Gather your family, business, organization, or group of friends and get creative for this cause!

TORP will thrill you with fits of laughter, amaze you with daring hilarity, and wow you with impressive feats of strength. OK, not so much with the feats of strength, but definitely the other two. Whether you prefer to chuckle, guffaw, giggle, snicker, or outright belly laugh, be at The Oak Room at The Citadel - in the heart of the Benton Harbor Arts District on Friday, August 25, at 7:00 p.m. to laugh out loud with TORP. More fun than mere mortals should be allowed to have.

Join Eden Springs Park for the 115th anniversary of the historic amusement park on Saturday, August 26 at 12:00 p.m. Three steam engines will be on display or running on the track for train rides. Enjoy the vintage car show, tour the park, take a train ride, and enjoy food from the concession stand and food trucks. The park museum will be open with House of David items on display. Guided tours of the back shops are available upon request. It's free and open to the public and all vintage cars are welcome.

If you would like more information on these and many more events and activities in the area, please visit our website at [swmichigan.org](http://swmichigan.org).

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**Photo of the Week**



**Row Row Row of Boats**

Photo by Bob Thomas

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.

# Water resources to help City of Benton Harbor residents.

## Learn what they are and how to access them.

The State of Michigan, City of Benton Harbor and partners are working to help keep you and your family healthy. To support residents, free, easy-to-access resources are being offered, including:

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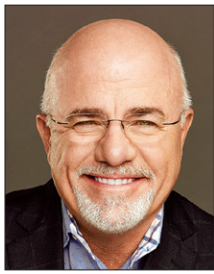
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**Dave Ramsey**  
Financial Expert  
The Ramsey Show

**Dave Says**

**It's a Guideline, Not a Rule**

Dear Dave,  
Is there any flexibility in your rule about not spending more than 25% of your take-home pay on rent or monthly mortgage payments? I live downtown in Washington, D.C., and I'm finding it's pretty hard to do here. I make about \$90,000 a year, but I'm spending a little over \$2,000 a month in rent. Rent is my largest expense by far, and I don't spend a lot of other money, so I'm still able to save a little and do other things. Can you give me your opinion about this approach?  
- Tanner

Dear Tanner,  
True, I advise people to spend no more than 25% of their take-home pay on housing. Math still works in every city and state in the country. You don't get a pass on math just because you live in Washington, D.C., even though Congress and a lot of other people there think you do.

But there's really nothing magical about 25%. The purpose behind it is, I don't want you to be house poor. If you find yourself still able to save and invest because you keep other financial aspects of your lifestyle so low, then you're okay. The problem with most people starts when they've got a high cost

of housing, and those payments put a real squeeze on their budgets. It doesn't leave them enough room to save up to buy the next car, so that car becomes debt. The same thing happens with Christmas and vacations and everything else. They don't have enough extra money to save for things because a huge chunk of their income is flying out the door every month wrapped up in rent or a house payment.

Now, you're telling me your situation works for you because you've made room in your budget and live a very frugal lifestyle by choice. That's cool. I'm not mad at you about that. But here's the thing: Whatever you spend on rent disappears. And the more money you burn, the less you've got on hand for other things.

I'm not exactly sure how you adjust that in your situation. Maybe you move outside the city and commute, or perhaps you add a roommate into the equation. Or, maybe you're fine with how things are and that's the way you want to live. That's okay too. But my reasoning behind the 25% figure—which is actually more of a guideline than a rule—is so you don't become house poor. I want you to be able to save, invest and give generously. Plus, I want you to own your own home one day.

And you won't be able to do that if everything you make is going toward big payments!  
- Dave

*Description automatically generated \* Dave Ramsey is an eight-time national bestselling author, personal finance expert and host of "The Ramsey Show." 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 the company Ramsey Solutions.*

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**Glenn Rosenbaum**

*Pastor*

### God Revives Dead Dirt

*[Jesus said] "The seed falling on good soil refers to someone who hears the word and understands it.*

*This is the one who produces a crop, yielding a hundred, sixty or thirty times what was sown." ~*

*Matthew 13:23*

In the novel *The Martian*, an astronaut named Mark Watney is stranded on Mars all by himself. To survive until help can arrive, he has to find a way to grow food for himself. The problem is nothing can grow in the dead Martian soil. But Watney engineers a way to revive the dead Martian dirt and turn it into soil rich enough for growing potatoes. The potatoes he grows sustain him long enough for help to arrive. Remarkably, Watney was able to provide a climate in his greenhouse so that even the dead dirt of Mars could be cultivated into life-sustaining soil.

Jesus once told a story to illustrate God's ability to do something even more remarkable. God is able to make unbe-

lieving, sinful hearts trust in him. We are all essentially a pile of dead dirt, spiritually speaking, until God gets a hold of us. God uses his Word to make the seed of faith grow even in hearts that are dead in sin. God has the power to take the dead dirt of our hearts and revive it to life by the message of Christ. He never gives up on us, even when we look hopeless.

The faith that God causes to grow in us supports and nourishes us our whole lives. God alone gives us faith to get through the rocky and thorny times of our lives when our faith is threatened. We thank the Lord that he has allowed us to hear his word and understand it.

*Prayer: Heavenly Father, thank you for reviving my heart to live by the power of your Word. Grow me daily in the greenhouse of your Word. Amen.*

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



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**Moody** *Continued from cover*  
 path; boundary markers; and an area for food trucks.  
 One indication of the negative response to the draft plan, lapel buttons have started proliferating around town with green letters on a white background that simply state Keep Tiscornia Natural. Area residents are upset that the character of the park would change significantly under the Parks Advisory Board proposal and they're wondering what's driving the city to consider the projects. Further, they're wondering who will pay for the costly additions.

**Public Testimony**  
 A special public meeting to take testimony on the matter was held June 8. Dozens of people turned out from the greater St. Joe area. While there is broad support for minor updates like providing Americans with Disabilities Act-compliant access and hiding the beach-cleanup dumpster, every person testifying expressed opposition to the rest of the draft plans.

Among those testifying was Thomas Steele of Shoreham, who said he speaks for hundreds of bird watchers.  
 "Birders throughout Berrien County and St. Joseph treasure Tiscornia. It's probably well-known throughout the country as a hotspot for migratory birds. Any disruption of the natural environment there, it's going to cause (that to) diminish the migratory use," said Steele.

"No one wants this. I haven't talked to anyone that said, 'I can't wait till they redo the pavilion,'" said St. Joseph resident Mike Wilson. "The only woman that I talked to in depth (about the proposal) said, 'If they want to spend some money, fix the bathrooms. The bathrooms were horrible in the eighties.'"

Leading much of the Tiscornia neighborhood opposition effort is Carol Vondale. Vondale and her husband are retired attorneys who live next to the park.

"Many of the things they're proposing really aren't necessary," said Vondale. "Why are we spending these extraordinary amounts of money, why are we hiring all these consultants to change a park where there's high satisfaction?"

The city hired O'Boyle, Cowell, Blalock & Associates, Inc. (OCBA) out of Kalamazoo to design the master plans for Tiscornia and Paddler parks for \$22,500.

Vondale also raised the question of whether the parks board was sincerely taking citizen concerns into consideration for the plan.

"The city, I think, believes that it can do pretty much whatever it wants to do and I don't believe that it's really listening to the public on this."

**Mapping a Plan for the Future**  
 As part of the effort to outline the vision for what Tiscornia should evolve to in the coming years and decades, the City of St. Joseph's Parks Advisory Board, a seven-member volunteer body, has taken inputs from city staff, the landscape consultant (OCBA), and the general public. The outlined improvements have changed from their inception. No longer part of the plan is adding a playground area. Another change is reducing the size of the proposed new pavilion. Still in question are the other recommendations, including the nature path, whether to demolish the existing pavilion, and the location of the maintenance structures.

Parks Advisory Board Chairperson Jeanne Strine said the plan is still in the "tweaking process" and a proposal is expected to be finalized as early as August and submitted to the city commission for approval.

"I've always liked Tiscornia because it is quiet, it is peaceful, it is a place you can put your feet in the sand. I don't see the changes being made changing that element of this peaceful space in any way, shape, or form," said Strine. "These changes are meant to enhance the property as it exists today and

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keep it fresh and hopefully maintained well with a vision for the future."

Asked about those who say the Parks Advisory Board is not listening to public input, Strine said the Board is doing all it can to let people know they're being heard.

"I sense that there's many people who would feel they've been heard if we completely walked away from this at this point in time, but because it's something that we've been tasked with doing through the city commission's approval, we're doing our job (by) moving forward," said Strine.

Strine said the plan has evolved from the original consultant's recommendation and that it was public input that drove the changes.

"If you could go back and see the (master plan recommendation) boards that were presented in January, the concepts that we're working through now, to make a final recommendation to the consultant to create the final concept, you can see how it has evolved over time."

**Master Plan Components Under Consideration**

- Seasonal accessible mat to the beach
  - Refresh of restroom; addition of railing on rooftop to match existing railing
  - Defined nature path highlighting eco-system components such as native plants, butterflies, and migratory birds; proposed path follows primary existing path, with ~4' width cleared trail with occasional logs and boulders for resting
  - Learning pockets with native plants, interpretive sign, and cluster of logs and/or boulders for informal play and climbing
  - Local hardwood boundary posts, approx. 2' height at 20' intervals to subtly demarcate park property bounds without disturbing habitat or becoming an aesthetic distraction
  - Two additional picnic areas with (2) picnic tables and (1) grill
  - Upgrade swale to improve parking lot drainage
  - Enlargement 1A: Picnic Pavilion
  - Enlargement 2A: Maintenance area and potential parking
  - River Overlook; remove existing pavilion and portions of concrete pad, install benches, interpretive sign, and bat house
  - Food truck location; 20'x20' pad for food trucks, with electrical pedestal
- When All Else Is Said, Quote the Beatles**  
Jim Jeschke, a well-known and well-re-

garded resident of St. Joseph for 77 years, summed up his views by saying the issue was important enough for him to attend and testify just six weeks after he had open-heart surgery. His testimony echoed those who spoke before him asking the Board to reconsider the changes.

"The Beatles even made a song about Tiscornia Beach, 'Let It Be, Let It Be, Let It Be.'" With that, Jeschke walked away from the podium to a round of extended applause.

The St. Joseph City Commission is expected to consider whether to approve, reject, or request modifications to the master plan proposal as early as this September.

Pat Moody  
Publisher, [MoodyOnTheMarket.com](http://MoodyOnTheMarket.com)  
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**Sarah Spoonholtz**

**Regional Director,**  
SMR Chamber

**“If Vines Could Talk” focuses on the great wines of Southwest Michigan**

As we wind down summer, the alluring aroma of grapes will soon fill the air in Southwest Michigan. Second only to Napa Valley for our agricultural diversity, Michigan Wine, specifically Southwest Michigan Wine, is something that has evolved and developed much like our taste buds do over time. I thought this week I'd introduce you to local wine connoisseur **Steve Salisbury**, who has launched his own business based on his love and roots in our local wine country.

No stranger to the southwestern Michigan wine industry, in the late 1960s and 1970s his family were among the pioneers in growing French hybrid and French Vinifera vines in the soils of Berrien County. His father was the first to plant vinifera - Chardonnay - in southwest Michigan in 1968 just before **Len Olson** established the first commercial Chardonnay vineyard at **Tabor Hill** in 1969.

Growing up neighboring Len, he and Steve's dad collaborated frequently; they discussed soil types, vines and root stocks, canopy care, fertilizing, harvesting, and of course wine making. At their peak, the Salisburys had over 15 acres of vines on their property, but they never made wine commercially. Most of the juice grapes were sold to processors while the wine grapes were sold to the local trendsetters who were home winemakers.

It should come as no surprise that Steve's first job in high school was at Tabor Hill, starting out cleaning barrels and tanks before eventually moving to the bottling line, and ultimately to the tasting room where he conducted tours and tastings. After Tabor Hill, Steve moved to the now defunct **Banholtz Winecellars**, just across the border in Indiana, south of Three Oaks. In his two years there, he was the cellar master and assistant winemaker. In 1976 his Rose' won first place in the Indiana wine competition.

With the foreboding economy of the late 1970s, Steve decided to exit the wine industry and opt for a more secure future working in corporate America. He spent 30 years at **Whirlpool Corporation** before moving to business consulting where he worked for another 15 years before entering semi-retirement. With more free time on his hands Steve decided to go back to his roots. Recognizing that Michigan makes great wine and that it is also underappreciated on the world stage, he began doing more to promote that which he saw start 50 years earlier.

In early 2021 Steve won his **WSET Level Two** award in wine and began **“If Vines Could Talk.”** His social media presence was devoted to writing reviews of wines from all over the world, but with a specific focus on Michigan, and in particular **The Lake Michigan Shore AVA** which encompasses most of Southwestern Michigan.

Leading up to this, Steve followed the wine industry in Michigan, and developed relationships with winemakers in the Baroda and Berrien Springs area. This served as a launchpad for him to have conversations with local wineries, winemakers, and owners which provided deeper content for his social media wine reviews.

Recently, Steve expanded the footprint of If Vines could Talk by offering a **weekly podcast** focused on Michigan and the Lake Michigan shore wine regions. New episodes are released every Thursday. Be sure to listen in to learn more about why Michigan is an up-and-coming wine region. The podcast is available on all major podcast platforms.

Steve has also partnered with **Local Pour of Sawyer** to provide private wine tastings. These can be family events, group gatherings, or events for business meetings. You can select and purchase a variety of packages with Steve's assistance, and then he will attend your event with everything needed to provide a well curated wine tasting event. You can learn more about these private wine tastings at [localpourmi.com](http://localpourmi.com) or by searching “If Vines Could Talk” on Facebook or Instagram.

In a recent interview with Steve, I asked him why this is so important to him. “Michigan makes wine that easily competes on the world stage. I hope that in some small way, I can elevate the awareness and prestige of our great wines. It's a legacy that I attribute to great innovators like Len Olson and my dad.”

Learn more about the Southwest Michigan Regional Chamber by visiting [smrchamber.com](http://smrchamber.com) or connect with me directly: [sspoonholtz@smrchamber.com](mailto:sspoonholtz@smrchamber.com) or 269-932-4040. See you around Southwest Michigan this summer!

**2ND ANNUAL COMMUNITY funFEST** SATURDAY AUGUST 26 NOON - 7PM

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# Gotcha Doin' Good Josiah

Josiah was an all-star volunteer when helping Berrien Community Foundation get ready for Backpacks For Good in Eau Claire! He initially signed up to help pack the backpacks at the high school, but when he heard BCF staff were unloading them nearby, he cheerfully offered to lend a hand with that, too, and rode his bike over to the elementary school!



Thanks for being  
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Oxford White, 18 Inch Wheels, Built In Navigation, Lane Centering Assist, Rear Parking Sensors, 13.2 Inch Touchscreen, Adaptive Speed Control, and Much More! F23122

MSRP.....\$32,080

SIEMANS DISCOUNT.....- 585

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MILITARY OR FIRST RESPONDER EXCLUSIVE CASH REWARD\* - 500

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**2023 FORD BRONCO SPORT HERITAGE ALL WHEEL DRIVE**

Alto Blue Metallic, Wireless Charging Pad, Rear Parking Sensors, Heated Front Seats, Universal Garage Door Opener, Cargo Management System, and Much More! F23193

MSRP.....\$37,360

SIEMANS DISCOUNT.....- 365

**SALE PRICE FOR EVERYONE \$36,995**

MILITARY OR FIRST RESPONDER EXCLUSIVE CASH REWARD\* - 500

**AS LOW AS \$36,495**

**PLUS 1.9% FOR 36 MONTHS, 2.9% FOR 48 MONTHS, or 3.9% FOR 60 MONTHS**

(WITH APPROVED CREDIT) (\*\*MUST QUALIFY/MUST FINANCE THRU FORD MOTOR CREDIT)



**2023 FORD F-150 SUPERCAB XLT 4X4**

Iconic Silver Metallic, 2.7 V6 EcoBoost Engine, 20 Inch Chrome PVD Wheels, On-Board Scales with Smart Hitch, Interior Work Surface, Power Sliding Rear Window, XLT Chrome Appearance Group, and Much More! F23064

MSRP.....\$58,040

SIEMANS DISCOUNT.....- 3,045

LOW APR RETAIL CONSUMER CASH \*\* - 500

FORD TO FORD TRADE-IN ASSISTANCE BONUS CASH \*\* - 2,500

**SALE PRICE FOR EVERYONE \$51,995**

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

Oxford White, 6.2 V8 Engine, 3.73 Locking Rear Axle, Upfitter Switches, Trailer Brake Controller, Power Windows and Locks, Running Boards, Back-Up Camera, Knapheide Flatbed, and Much More! F22312

MSRP.....\$49,345

ADD FOR KNAPHEIDE FLATBED...+ 6,145

SUBTOTAL.....\$55,490

SIEMANS DISCOUNT.....- 1,495

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

MILITARY OR FIRST RESPONDER EXCLUSIVE CASH REWARD\* - 500

**AS LOW AS \$53,495**

(\*MUST QUALIFY)



**2023 FORD F-150 XLT 4X4 SUPERCREW HERITAGE EDITION**

Avalanche with Black Two-Tone Accent, 2.7 V6 Eco-boost Engine, 20 Inch Wheels with All Terrain Tires, Interior Work Surface, Locking Rear Axle, and Much More! Sharp Truck! Must See! F23076

MSRP.....\$60,215

SIEMANS DISCOUNT.....- 2,220

LOW APR RETAIL CONSUMER CASH \*\* - 500

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**2023 FORD E-450 14 FOOT BOX TRUCK**

Oxford White, Cloth Seats, 7.3 Gas Engine, Cruise Control, Utilimaster 14 Foot Box, and Much More! F23007

MSRP.....\$39,470

ADD FOR UTILIMASTER BODY.....+ 17,630

SUBTOTAL.....\$57,100

SIEMANS DISCOUNT.....- 2,105

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MILITARY OR FIRST RESPONDER EXCLUSIVE CASH REWARD\* - 500

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(\*MUST QUALIFY)



**2022 FORD F-250 SERVICE TRUCK 4X4**

Oxford White, 6.2 V8 Engine, Rear View Camera, Trailer Brake Controller, Platform Running Boards, Locking Rear Axle, Power Windows and Locks, Snow Plow Prep Package, Knapheide Service Body, and Much More! F22293

MSRP.....\$47,265

ADD FOR KNAPHEIDE SERVICE BODY.....+ 13,382

SUBTOTAL.....\$60,647

SIEMANS DISCOUNT.....- 2,152

**SALE PRICE FOR EVERYONE \$58,495**

MILITARY OR FIRST RESPONDER EXCLUSIVE CASH REWARD\* - 500

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

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**2023 FORD EXPEDITION MAX LIMITED STEALTH 4X4**

Dark Matter Gray Metallic, 22 Inch Black Painted Aluminum Wheels, 3rd Row PowerFold Seat, Stealth Edition Package, Power Running Boards, Leather Seats, 2nd Row Captain's Chairs, Heavy Duty Trailer Tow Package, ControlTrac with Electronic Limited Slip Differential, and Much More! F23153

MSRP.....\$83,720

SIEMANS DISCOUNT.....- 725

**SALE PRICE FOR EVERYONE \$82,995**

MILITARY OR FIRST RESPONDER EXCLUSIVE CASH REWARD\* - 500

**AS LOW AS \$82,495**

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MSRP.....\$39,885  
 SIEMANS DISCOUNT.....- 202  
 STANDALONE 10% OFF MSRP RETAIL BONUS CASH - 3,988  
**SALE PRICE FOR EVERYONE \$35,695**  
 MILITARY OR FIRST RESPONDER BONUS CASH\* - 500

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### 2023 RAM 1500 CREW CAB 4X4

Bright White, Vinyl Seats, Anti-Spin Rear Axle, 3.6 V6 Engine, Trailer Hitch, Back-Up Camera, Touchscreen Radio, and Much More! C23110

MSRP.....\$46,390  
 SIEMANS DISCOUNT.....- 756  
 STANDALONE 10% OFF MSRP RETAIL BONUS CASH - 4,639  
**SALE PRICE FOR EVERYONE \$40,995**  
 MILITARY OR FIRST RESPONDER BONUS CASH\* - 500

**AS LOW AS \$40,495**

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Silver Zynith, Heated First and Second Row Seats, Navigation, Heated Steering Wheel, Leatherette Seating, Power Liftgate, Adaptive Cruise Control, Blind Spot and Cross Path Detection, and Much More! C23184

MSRP.....\$54,620  
 SIEMANS DISCOUNT.....- 325  
 GREAT LAKES CCAP BONUS CASH \*....- 1,000  
 BONUS CASH.....- 2,000  
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 MILITARY OR FIRST RESPONDER BONUS CASH\* - 500

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### 2022 RAM 1500 CREW CAB 4X4 BIG HORN

Billet Silver, Sport Appearance Package, 20 Inch Aluminum Chrome Clad Wheels, Anti-Spin Rear Axle, Remote Start System, Touchscreen Radio, Rear Power Sliding Window, and Much More! C22216

MSRP.....\$56,580  
 SIEMANS DISCOUNT.....- 7,585

**AS LOW AS \$48,995**



### 2023 JEEP GLADIATOR SPORT 4X4 DEMO

Black Freedom Edition, Trailer Tow Package, Remote Start, Heated Front Seats, Heated Steering Wheel, Alpine Premium Audio System, Navigation, Black 3-Piece Hardtop, and Much More! C23019

MSRP.....\$57,060  
 DEMO DISCOUNT.....- 1,570  
 EMPLOYEE PRICING FOR ALL.....- 4,591  
**SALE PRICE FOR EVERYONE \$50,899**  
 MILITARY OR FIRST RESPONDER BONUS CASH\* - 500

**AS LOW AS \$50,399**

(\*MUST QUALIFY)



### 2022 RAM 1500 REBEL CREW CAB 4X4

Bright White, Leather Bucket Seats, Dual Pane Panoramic Sunroof, 9 Amplified Speakers with Subwoofer, 5.7 HEMI V8 Engine, Heated Front and Rear Seats, Heated Steering Wheel, Parksense Front and Rear Park Assist, Power Adjustable Pedals, Remote Start, Night Edition, Off Road Group, Trailer Tow Group, Wireless Charging Pad, and Much More! C22251

MSRP.....\$74,150  
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### 2022 RAM 2500 PLOW TRUCK

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MSRP.....\$55,190  
 ADD FOR V-PLOW.....+10,730  
 SUBTOTAL.....\$65,920  
 SIEMANS DISCOUNT.....- 9,415  
 2022 ON-THE-JOB SNOW PLOW UPFIT \*\* - 1,000

**AS LOW AS \$55,505**

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Bright White, 6.7 Cummins DIESEL Engine, Rear Back-Up Camera, Chrome Tubular Side Steps, Electronic Shift-On-The-Fly Transfer Case, Power Windows and Locks, Chrome Appearance Package, MAX Tow Package, Airflow 11 Foot Drop Side Dump, and Much More! C22227

MSRP.....\$67,225  
 ADD FOR DUMP BODY.....+21,673  
 SUBTOTAL.....\$88,898  
 SIEMANS DISCOUNT.....- 7,903  
 2022 ON-THE-JOB COMMERCIAL EQUIPMENT UPFIT \*\* - 1,000

**AS LOW AS \$79,995**

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**WAS \$24,845**



**2021 CHEVY MALIBU RS**  
**NOW \$23,895**

1.5 EFI Engine, 1 Speed Automatic, Aluminum Wheels, 50K Miles, Remote Start, Power Driver's Seat, Remote Keyless Entry System, Lane Keep Assist with Departure Warning, Side Blind Zone Alert, Rear Cross Traffic Alert, Rear Park Assist, Back-Up Camera, Remote Keyless Entry System, Mosaic Black Metallic, C23112B

**WAS \$32,500**



**2017 CHEVY EXPRESS CARGO VAN**  
**NOW \$29,758**

6.0 V8 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 97K Miles, Cruise Control, Power Windows and Locks, Vinyl Flooring, Back-Up Camera, Black, U23083

**WAS \$36,516**



**2019 HONDA PASSPORT TOURING AWD**  
**NOW \$34,870**

3.5 V6 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 16K Miles, Remote Start, Navigation, Memory Power Leather Heated Front Seats, 2<sup>nd</sup> Row Heated Seats, Climate Control, Power Sunroof, Adaptive Cruise Control, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Blind Spot Monitor, Cross-Traffic Alert, Rear Parking Aid, Back-Up Camera, Hands-Free Liftgate, Remote Keyless Entry System, Balance of Factory Warranty!, White Diamond Pearl, F23095A

**WAS \$37,995**



**2020 FORD RANGER XLT SUPERCREW 4X4**  
**NOW \$36,114**

2.3 EcoBoost EFI Engine, 10 Speed Automatic, Aluminum Wheels, 21K Miles, Bedliner, Running Boards, Climate Control, Front Collision Mitigation, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Rear Parking Aid, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Magnetic, F23108A

**WAS \$24,571**



**2018 VOLKSWAGEN ATLAS LAUNCH EDITION AWD**  
**NOW \$22,569**

3.6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 89K Miles, 3<sup>rd</sup> Row Seating, Dual Pane Sunroof, Back-Up Camera, Remote Keyless Entry System, Reflex Silver Metallic, C23105B

**WAS \$47,995**



**2021 DODGE CHALLENGER R/T SCAT PACK**  
**NOW \$45,648**

6.4 V8 SRT HEMI Engine, 6 Speed Manual Transmission, Aluminum Wheels, Only 2K Miles, Power Driver's Seat, Heated Front Seats, Heated Steering Wheel, Touchscreen Display, Alpine Audio Group, Back-Up Camera, Remote Keyless Entry System, Dodge Certified! Granite Pearlcoat, C23022A

**WAS \$25,995**



**2020 FORD FUSION SE**  
**NOW \$24,867**

1.5 EcoBoost EFI Engine, 6 Speed Automatic, Aluminum Wheels, Only 13K Miles! Power Driver's Seat, Climate 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! Magnetic Metallic, C23076A

**WAS \$25,995**



**2020 FORD FUSION SE**  
**NOW \$24,780**

1.5 EcoBoost EFI Engine, 6 Speed Automatic, Aluminum Wheels, Only 10K Miles! Power Driver's Seat, Auto Climate Control, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Rear Parking Aid, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Agate Black, C23081A

**WAS \$54,995**



**2022 FORD F-150 XLT SPORT SUPERCREW 4X4**  
**NOW \$53,404**

3.5 V6 EcoBoost EFI Engine, 10 Speed Automatic, Alloy Wheels, Less Than 10K Miles! Bedliner, Running Boards, Remote Start, Navigation, SYNC 4, Power Heated Front Seats, Power Slide Rear Window, Work Surface, Blind Spot Monitor, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Driver Monitoring, Rear Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Trailer Tow Package, Ford Certified! Space White Metallic, C22173A

**WAS \$36,599**



**2019 FORD RANGER XLT SPORT SUPERCREW 4X4**  
**NOW \$35,501**

2.3 EcoBoost EFI Engine, 10 Speed Automatic, Aluminum Wheels, 38K Miles, Bedliner, Running Boards, Remote Start, Blind Spot Monitor, Cross-Traffic Alert, Front Collision Mitigation, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Rear Parking Aid, Back-Up Camera, Trailer Tow Package, Remote Keyless Entry System, Ford Certified! Saber Metallic, U23077

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**WAS \$59,684**



**2020 FORD F-250 SRW LARIAT CREW CAB 4X4**

**NOW \$57,506**

7.3 V8 EFI Engine, 10 Speed Automatic, Aluminum Wheels, 58K Miles, Security Cover, Bedliner, Running Boards, FX4 Off-Road Package, Remote Start, Navigation, SYNC 3, Lariat Sport Package, Memory Power Leather Heated/AC Front Seats, Auto Climate Control, Power Adjust Pedals, Blind Spot and Cross Traffic Alert, Lane Keeping Assist, Pre-Collision Assist, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Agate Black, F23091A

**WAS \$21,995**



**2017 FORD MUSTANG V6 COUPE**

**NOW \$20,878**

3.7 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 67K Miles, Remote Start, Power Windows and Locks, CD-Player, Limited Slip Axle, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ruby Red Metallic, F22225I

**WAS \$38,667**



**2020 BMW X3 xDRIVE30i AWD**

**NOW \$36,867**

2.0 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 34K Miles, Navigation, Memory Power Leather Heated Front Seats, Heated Steering Wheel, Panoramic Moonroof, Climate Control, Blind Spot Detection, Rear Cross Traffic Alert, Front Collision Mitigation, Rear Parking Aid, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Balance of Factory Warranty! Dark Graphite Metallic, C23155A

**Specials**

**WAS \$26,277**



**2017 HONDA CR-V EX AWD**

**NOW \$24,803**

1.5 EFI Engine, 1 Speed CVT Transmission, Aluminum Wheels, 43K Miles, Remote Start, Power Driver's Seat, Power Sunroof, Climate Control, Adaptive Cruise Control, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Burgundy, F23035B

**WAS \$36,795**



**2021 FORD EXPLORER XLT 4X4**

**NOW \$32,701**

2.3 EcoBoost EFI Engine, 10 Speed Automatic, Aluminum Wheels, 51K Miles, Remote Start, Navigation, SYNC 3, Power Leather Heated Front Seats, Heated Steering Wheel, Twin Panel Moonroof, Auto Climate Control, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Rear Parking Aid, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Ford Certified, Rapid Red Metallic, F22318B

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**WAS \$28,707**



**2020 FORD EXPLORER XLT 4X4**

**NOW \$27,783**

2.3 EcoBoost EFI Engine, 10 Speed Automatic, Aluminum Wheels, 129K Miles, Remote Start, Navigation, SYNC 3, Power Leather Heated Front Seats, Heated Steering Wheel, 2nd Row Heated Seats, Twin Panel Moonroof, Climate Control, Adaptive Cruise Control, Evasive Steering Assist, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Agate Black Metallic, F23161A

**WAS \$29,499**



**2022 CHEVY TRAILBLAZER ACTIV**

**NOW \$26,974**

1.3 EFI Engine, 1 Speed CVT Automatic, Aluminum Wheels, 36K Miles, Remote Start, Power Driver's Seat, Heated Front Seats, Heated Steering Wheel, Auto Temp Control, Lane Departure Warning, Lane Keeping Assist, Front Collision Warning and Mitigation, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty, Summit White Roof and Satin Steel Metallic Body, F23106A

**WAS \$36,899**



**2020 JEEP GRAND CHEROKEE LAREDO 4X4**

**NOW \$32,466**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 31K Miles, Power Driver's Seat, Climate Control, Touchscreen Display, Blind Spot and Cross Path Detection, Rear Collision Mitigation, Rear Parking Aid, Back-Up Camera, Remote Keyless Entry System, Jeep Certified! Diamond Black Crystal, C23045A

**WAS \$79,995**



**2022 RAM 3500 LARAMIE CREW CAB 4X4**

**NOW \$73,369**

6.7 Cummins Turbo DIESEL Engine, 6 Speed Automatic, Aluminum Wheels, Less Than 11K Miles! Bedliner, Remote Start, Navigation, Memory Power Heated/AC Front Seats, Heated Steering Wheel, Power Adjust Pedals, 2nd Row Heated Seats, Power Sliding Rear Window, Parksense Front/Rear Park Assist, Back-Up Camera, 5th Wheel/Gooseneck Towing Prep Group, Remote Keyless Entry System, Balance of Factory Warranty! Granite Crystal Metallic, C23077A

**WAS \$21,995**



**2020 NISSAN ROGUE S AWD**

**NOW \$19,977**

2.5 EFI Engine, 1 Speed CVT Automatic, Styled Wheel Covers, 76K Miles, Power Windows and Locks, CD-Player, 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, Caspian Blue Metallic, C23073B

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**Jon Weber**



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**Jeff Miller**





**2021 RAM 1500 BIG HORN NIGHT EDITION CREW CAB 4X4**

5.7 V8 HEMI EFI Engine, 8 Speed Automatic, Aluminum Wheels, 62K Miles, Security Cover, Bedliner, Step Bars, Remote Start, Navigation, Power Driver's Seat, Power Adjust Pedals, Power Slide Rear Window, Heated Front Seats, Heated Steering Wheel, Touchscreen Radio, Back-Up Camera, Remote Keyless Entry System, Ram Certified! Flame Red Clearcoat, U23066A



**NOW \$39,873**

**2021 HYUNDAI PALISADE CALLIGRAPHY AWD**

3.8 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 32K Miles, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, 2nd Row Heated/Cooled Seats, 3RD Row Seats, Auto Climate Control, Power Sunroof, Adaptive Cruise Control, Lane Keeping Assist, Lane Departure Warning, Front and Rear Collision Mitigation, Blind Spot Monitor, Rear Parking Aid, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Balance of Factory Warranty! Moonlight Cloud, M24002A



**NOW \$48,995**



**2016 FORD EXPLORER XLT 4X4**

**NOW \$19,525**

3.5 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 112K Miles, Remote Start, Navigation, SYNC, Power Leather Heated Front Seats, Twin Panel Moonroof, Auto Climate Control, CD-Player, Forward and Reverse Sensing System, Rear Parking Aid, Back-Up Camera, Hands-Free Power Liftgate, Remote Keyless Entry System, White Platinum Metallic, C23150B



**2016 FORD F-250 LARIAT CREW CAB 4X4**

**NOW \$40,902**

6.2 V8 EFI Engine, 6 Speed Automatic, Chrome Clad Aluminum Wheels, 96K Miles, Running Boards, Remote Start, Navigation, Power Leather Heated/AC Front Seats, Power Adjust Pedals, Auto Climate Control, Back-Up Camera, Remote Keyless Entry System, White Platinum Metallic, U23091A



**2014 BUICK ENCLAVE PREMIUM**

**NOW \$17,936**

3.6 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 82K Miles, Remote Start, Memory Power Leather Heated/AC Front Seats, Power Sunroof, CD Player, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Front Collision Warning, Rear Parking Aid, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Quicksilver Metallic, U23105A



**2021 FORD ESCAPE SE AWD**

**NOW \$28,876**

1.5 EcoBoost EFI Engine, 8 Speed Automatic, Aluminum Wheels, Only 6K Miles! Remote Start, Navigation, SYNC 3, Sport Appearance Package, Power Driver's Seat, Heated Front Seats, Heated Steering Wheel, Auto Climate Control, Blind Spot Monitor, Cross-Traffic Alert, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Ford Certified! Agate Black Metallic, F23159A

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**2020 CHEVY EQUINOX LT AWD**

1.5 EFI Engine, 6 Speed Automatic, Aluminum Wheels, Only 20K Miles! Power Driver's Seat, Auto Climate Control, Touchscreen Stereo, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Front Collision Warning, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Pacific Blue Metallic, U23115



**NOW \$27,995**

**2018 FORD EDGE TITANIUM AWD**

3.5 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 79K Miles, Remote Start, Navigation, SYNC 3, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, 2nd Row Heated Seats, Panoramic Moonroof, Adaptive Cruise Control, Blind Spot Information System, Lane Keeping System, Collision Alert, Reverse Sensing System, Back-Up Camera, Power Liftgate Remote Keyless Entry System, Burgundy Velvet Metallic, U23056A



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XL REGULAR CAB**  
**NOW \$25,869**

3.6 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 57K Miles, SYNC, Power Windows and Locks, 8 Foot Box, Vinyl Floors, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Agate Black Metallic, F23112A



**2019 BUICK  
ENVISION ESSENCE AWD**  
**NOW \$30,995**

2.5 EFI Engine, 6 Speed Automatic, Chrome-Clad Aluminum Wheels, Only 33K Miles, Remote Start, Navigation, Memory Power Leather Heated Front Seats, Heated Steering Wheel, 2<sup>nd</sup> Row Heated Seats, Power Moonroof, Climate Control, Blind Spot Monitor, Cross-Traffic Alert, Rear Parking Aid, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Galaxy Silver Metallic, Balance of Factory Warranty! U23089



**2022 HONDA  
PASSPORT ELITE AWD**  
**NOW \$43,735**

3.5 V6 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 19K Miles, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, 2<sup>nd</sup> Row Heated Seats, Power Sunroof, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Balance of Factory Warranty! Platinum White Pearl, F23034A



**2020 CHRYSLER  
PACIFICA LIMITED**  
**NOW \$34,807**

3.6 V6 EFI Engine, 9 Speed Automatic, Aluminum Wheels, 43K Miles, Remote Start, Navigation, Memory Power Heated/AC Front Seats, Heated Steering Wheel, Panoramic Moonroof, 13 Alpine Speakers, Stow 'N Vac Integrated Vacuum, Power Side Doors, Blind Spot Monitor, Rear Collision Mitigation, Rear Parking Aid, Back-Up Camera, Hands-Free Liftgate, Remote Keyless Entry System, Chrysler Certified! Granite Crystal Metallic, C23139A



**2018 FORD ESCAPE SEL 4X4**  
**NOW \$21,755**

1.5 Ecoboost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 68K Miles, Power Driver's Seats, Leather Heated Front Seats, Panoramic Vista Roof, Auto Climate Control, CD-Player, Reverse Sensing System, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Ingot Silver Metallic, F23144A



**2012 JEEP WRANGLER  
RUBICON CALL OF DUTY 4X4**  
**NOW \$17,591**

3.6 V6 EFI Engine, 5 Speed Automatic, Aluminum Wheels, 167K Miles, Remote Start, Navigation, Dual Top Group, Call of Duty Group II, Heated Front Seats, CD Player, Touchscreen Display, Trailer Tow Group, Remote Keyless Entry System, Black, C22135C



**2020 MAZDA CX-5  
GRAND TOURING AWD**  
**NOW \$28,995**

2.5 EFI Engine, 6 Speed Automatic, Aluminum Wheels, Only 10K Miles! Memory Power Leather Heated Front Seats, Heated Steering Wheel, Power Moonroof, Auto Climate Control, Adaptive Cruise Control, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Mazda Certified! Machine Gray Metallic, M23035A



**2018 CADILLAC ESCALADE  
PREMIUM LUXURY 4X4**  
**NOW \$49,668**

6.2 V8 EFI Engine, 10 Speed Automatic, Aluminum Wheels, 61K Miles, Remote Start, Navigation, Power Running Boards, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, 2<sup>nd</sup> Row Heated Seats, 3<sup>rd</sup> Row PowerFold Seats, Power Sunroof, Auto Climate Control, DVD Entertainment System, Adaptive Cruise Control, Blind Spot Monitor, Lane Departure Warning, Lane Keeping Assist, Cross-Traffic Alert, Front Collision Warning, Front and Rear Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Red Passion, L23039A



**2020 FORD  
ESCAPE TITANIUM AWD**  
**NOW \$32,251**

2.0 Ecoboost EFI Engine, 8 Speed Automatic, Aluminum Wheels, Only 17K Miles! Remote Start, Navigation, SYNC 3, Memory Power Leather Heated Front Seats, Heated Steering Wheel, Panoramic Vista Roof, Climate Control, Adaptive Cruise Control, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Evasion Assist, Back-Up Camera, Hands-Free Liftgate, Remote Keyless Entry System, Ford Certified! Rapid Red Metallic, U23080



**2019 CHEVY EXPRESS  
G2500 CONVERSION VAN**  
**NOW \$35,994**

6.0 V8 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 85K Miles, Memory Power Leather Heated Front Seats, CD-Player, Power Running Boards, Lane Departure Warning, Rear Park Assist, Back-Up Camera, Remote Keyless Entry System, Silver Ice Metallic, F23140A



**2020 JEEP  
GRAND CHEROKEE SUMMIT**  
**NOW \$41,458**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 29K Miles, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, Dual Pane Panoramic Sunroof, 2<sup>nd</sup> Row Heated Seats, Auto Climate Control, Adaptive Cruise Control With Stop, Blind Spot and Cross Path Detection, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Rear Collision Mitigation, Back-Up Camera, Power Lift Gate, Trailer Tow Group II, Remote Keyless Entry System, Jeep Certified! Slate Blue Pearlcoat, F23180A



**2022 CHRYSLER PACIFICA  
HYBRID LIMITED**  
**NOW \$47,411**

3.6 V6 HYBRID Engine, 1 Speed CVT Automatic, Aluminum Wheels, Only 3K Miles! Remote Start, Memory Power Leather Heated Front Seats, Heated Steering Wheel, Dual Pane Moonroof, Touchscreen Display, Harman Kardon 20 Speakers, Power Side Side Doors, Adaptive Cruise Control, Blind Spot and Rear Cross Path Detection, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Chrysler Certified! Ceramic Gray Clearcoat, C23169A




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**Don  
Stuart**

*Humorist*

**Lead Us into Temptations!**

When I finished writing last week's column about Mick Jagger, I still had enough leftover factoids to construct a whole 'nutha column. I considered foisting that on you but was saved from that temptation by...the Temptations!

I just saw the hit stage show "Ain't Too Proud," based on the history of the Temptations. Afterward I googled all about for interesting info about them, and I hereby save you the trouble of googling all that yourself with this compendium of Tempt(ing)ations treats!

I fell head over heels in love with the Temptations when I was a kid – bought a bunch of their albums, sang along with all their songs, the whole bit. Well, except for the choreography; I'm not uncoordinated,

mind you, but man, I could NEVER do the Tempts nifty moves – AND sing at the same time!; I always wound up a ball of confusion.

Another thing: when I became a Temptations fan, about age 10 or 11, the Classic Five was a thing of the past. Big-time Temptations fans know what mean; the quintet that produced the group's first No. 1 hit, "My Girl," and many others, are considered the Classic Five: Otis Williams, Melvin Franklin, Paul Williams, Eddie Kendricks and David Ruffin. But the group went through a Ruffin spell, you could say, in the mid 1960s; Ruffin left, and was replaced by Dennis Edwards. When the Tempts music found me, Ruffin was a solo artist whom I didn't realize was relevant.

One of the sticking points was that Ruffin wanted to change the name of the group. He felt he was the key to their "sound," and – a la Diana Ross and the Supremes, lobbied for a new identity as "David Ruffin and the Temptations." This was after establishing immense success and renown as simply the Temptations. What's a modern-day analogy? – like Kansas City's NFL team deciding to call themselves Patrick Mahomes and the Chiefs?

It's interesting to me that the Temptations as we know them teetered on the edge of never coming to be, TWICE.

The second hurdle was that the Motown hierarchy wasn't convinced that the group should include Franklin, a bass singer. I guess because no one else had a bass. But Otis Williams convinced them that Franklin was indispensable to the Temptations sound, and this is utterly indisputable, especially when you hear his low, LOW growl in "Ball of Confusion" – "And the band played on."

Now you might be saying, "Hey, you skipped the first hurdle!" Well, here's that story: In 1958, Otis Williams formed a singing group with some classmates at Detroit's Northwestern High School.

They were just about to get a recording contract when their bass singer dropped out. (Of the band, that is. And, good on him – he did so in order to finish high school.) To replace him, Williams remembered Melvin Franklin, a guy whose bass he'd heard and liked. One day, Williams saw Franklin on the street, rushed up to him and asked him to join. Franklin answered, "Well, I don't know. You have to ask my momma." Williams proposed the idea to Rose Franklin. After some hesitation, she agreed – Melvin could join the group. On one condition!: they MUST keep him FAR AWAY from temptations!

TakeFiveT5@yahoo.com

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**Shari Holzapfel**  
Shari is a Southwest Michigan native, born and raised in Three Oaks and currently residing in Sister Lakes. She's a wife, a mom to two adult children, and a retired elementary teacher from St. Joseph Public Schools.  
She started her real estate career over 15 years ago with a tenacious work ethic and possesses the emotional understanding and professional poise needed to help clients navigate through the current real estate market. She continually goes above and beyond the Realtor call of duty when assisting her clients through the entire process of buying or selling.  
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|---|---|
| <p><b>NEW LISTING</b></p> <p><b>1380 Buckhorn Street</b><br/>St. Joseph</p> <p>This delightful home has all kinds of livable space!! When you drive up you will see a roof that is less than a year old. There have also been upgrades to the yard and underground sprinkler system. Three sides of the backyard have been privacy fenced! The open floor plan and soaring cathedral ceiling in the family room help make the whole house light and airy. A large, upgraded office space/bedroom on the main floor is great for anyone working from home. The kitchen has all new appliances, a walk-in pantry, and a new quartz island countertop.</p> <p><b>\$444,900</b><br/>Karen Snyder<br/>269-449-1888</p>                       | <p><b>NEW LISTING</b></p> <p><b>2714 Sunnyside Drive</b><br/>St. Joseph</p> <p>Who will be the lucky new owner to give life to this 1970's architectural gem? Almost 3,300 sq ft of finished living space in a prime neighborhood downtown St. Joe. This three bedroom, three full bathroom home offers vaulted wood paneled ceilings, a two story stone fireplace, exposed wood beams and a floor to ceiling barn wood wall unlike any ordinary home. Primary suite offers more vaulted ceilings, a walk in closet and full bath with shower and separate soaking tub. The second level is a loft area above main living space with a slider to a balcony overlooking the rear lawn. Oversized carport, one car attached garage, fenced in yard and a large circle driveway.</p> <p><b>\$425,000</b><br/>Kelly Arellano<br/>269-921-6683</p> |
| <p><b>NEW PRICING</b></p> <p><b>701 Columbia Avenue</b><br/>St. Joseph</p> <p>Cute &amp; clean, light &amp; bright with just what you want and need! Dollhouse of a Ranch on a corner lot in a desirable location offers spacious Primary Bedroom with walk in closet, laminate flooring throughout, open Living room/ Dining room combo, updated bath &amp; fenced, private backyard oasis. Basement was previously used as an art studio. All appliances stay, including newer countertop dishwasher! New furnace in 2020, newer washer/dryer (second dryer to stay as well), some plumbing work &amp; roof work completed in 2022. Freshly power washed exterior.</p> <p><b>\$169,900</b><br/>Carolee Dalrymple<br/>616-634-2358</p> | <p><b>RIVERFRONT HOME</b></p> <p><b>2404 Riverbend Drive</b><br/>Benton Harbor</p> <p>Sprawling, brick ranch on the St. Joseph River and a short boat trip to Lake Michigan. This home is practically brand new with new roof, walls, plumbing, electrical flooring and more..... Multiple French doors give access to the enormous back deck and views of the river from most every room. Master suite with large master bath, walk in glass/tile shower and garden tub. Spacious sunken living room, open to dining area. New kitchen with new appliances. New wood flooring though out the kitchen, dining, and great room areas. Lower level boasts a rec. area with new paneling, French doors to a lower level patio and bar area.</p> <p><b>\$629,000</b><br/>Michelle Alger<br/>269-876-2713</p>                                      |

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|   |  |   |  |  |
|---|--|---|--|--|
| <p><b>*** COMMERCIAL ***</b></p> <p><b>#23000350 - Stevensville</b></p> <ul style="list-style-type: none"> <li>• 225 FT frontage on Red Arrow</li> <li>• 0.78-ACRE buildable lot</li> <li>• Great location</li> <li>• Village of Stevensville</li> <li>• \$36,900</li> <li>• Call Dick Kading 269-313-3719</li> </ul>   | <p><b>*** NEW LISTING ***</b></p> <p><b>#23028160</b></p> <ul style="list-style-type: none"> <li>• COMPLETELY RENOVATED 2 BR</li> <li>• Everything new inside &amp; out</li> <li>• Ready to move right in!</li> <li>• Private setting near State Park</li> <li>• \$329,900 in Lake Twp</li> <li>• Call Julie Moneta 269-325-3015</li> </ul>  | <p><b>*** COUNTRY SETTING ***</b></p> <p><b>#23026633</b></p> <ul style="list-style-type: none"> <li>• NICE 2 BR on nearly 1 ACRE</li> <li>• Full basement</li> <li>• Ready to move in!</li> <li>• Sodus Twp</li> <li>• \$185,000</li> <li>• Call Dick Donnellan 269-921-0023</li> </ul>                | <p><b>*** ACREAGE ***</b></p> <p><b>#23021767</b></p> <ul style="list-style-type: none"> <li>• NEARLY 14 ACRES</li> <li>• Buildable, cleared, ready to develop</li> <li>• Municipal services available</li> <li>• Lake Twp</li> <li>• \$395,000</li> <li>• Call Connie Shearer 269-208-0001</li> </ul>   | <p><b>*** 40 ACRES ***</b></p> <p><b>#20003730</b></p> <ul style="list-style-type: none"> <li>• BEAUTIFUL ACREAGE</li> <li>• Weesaw Township</li> <li>• Galien River branch runs through it</li> <li>• Buildable, tillable, &amp; wooded</li> <li>• \$400,000</li> <li>• Call Dick Kading 269-313-3719</li> </ul>  |
| <p><b>*** COMMERCIAL ***</b></p> <p><b>#23023074</b></p> <ul style="list-style-type: none"> <li>• EXCELLENT LOCATION in City of St. Joe!</li> <li>• 9830 SF multi-functional commercial bldg</li> <li>• 5000 SF professional office space</li> <li>• 830 SF auto bodyshop, currently leased</li> <li>• Includes separate vacant lot across street</li> <li>• \$639,900 (will also consider lease)</li> <li>• Call Dick Donnellan 269-921-0023 or Loren Gerber 269-921-0754</li> </ul> | <p><b>*** INDUSTRIAL ***</b></p> <p><b>#23009404</b></p> <ul style="list-style-type: none"> <li>• INDUSTRIAL BUILDING</li> <li>• 5,670 SF building on 1.8 ACRES</li> <li>• Ideal location for service-related business</li> <li>• Close to I-94 &amp; US-31 bypass</li> <li>• Benton Township</li> <li>• \$249,000</li> <li>• Call Loren Gerber 269-921-0754 or Dick Donnellan 269-921-0023</li> </ul> | <p><b>*** BUILDING SITE ***</b></p> <p><b>#19040488</b></p> <ul style="list-style-type: none"> <li>• LARGE LOT in Berrien Twp</li> <li>• One-third acre</li> <li>• Buildable level site</li> <li>• On cul-de-sac</li> <li>• NEW PRICE - NOW \$13,900</li> <li>• Call Jim Fisher 269-930-9191</li> </ul> | <p><b>*** SUITE FOR LEASE ***</b></p> <p><b>#23007722</b></p> <ul style="list-style-type: none"> <li>• PROFESSIONAL MEDICAL OFFICE SPACE</li> <li>• Stonegate Medical Center</li> <li>• 1929 SF with large reception &amp; office areas</li> <li>• Covered entry, &amp; plenty of parking</li> <li>• Royalton Township</li> <li>• \$3500/month</li> <li>• Call Loren Gerber 269-921-0754 or Dick Donnellan 269-921-0023</li> </ul> | <p><b>*** SALE OR LEASE ***</b></p> <p><b>#22002236</b></p> <ul style="list-style-type: none"> <li>• RETAIL CONDO SPACE</li> <li>• 11,400 SF unit - many possible uses!</li> <li>• Includes 3 offices &amp; large plush display area</li> <li>• Plus storage, utility, &amp; extra upstairs bonus area</li> <li>• High visibility location just off I-94 exit 28</li> <li>• Lease for \$4.85/SF or sell for \$595,000</li> <li>• Call Loren Gerber 269-921-0754</li> </ul> |

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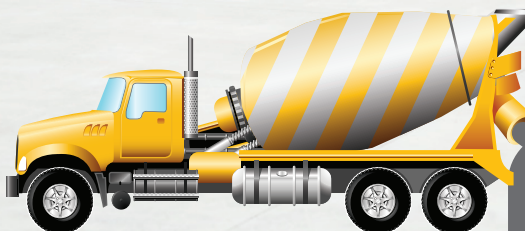
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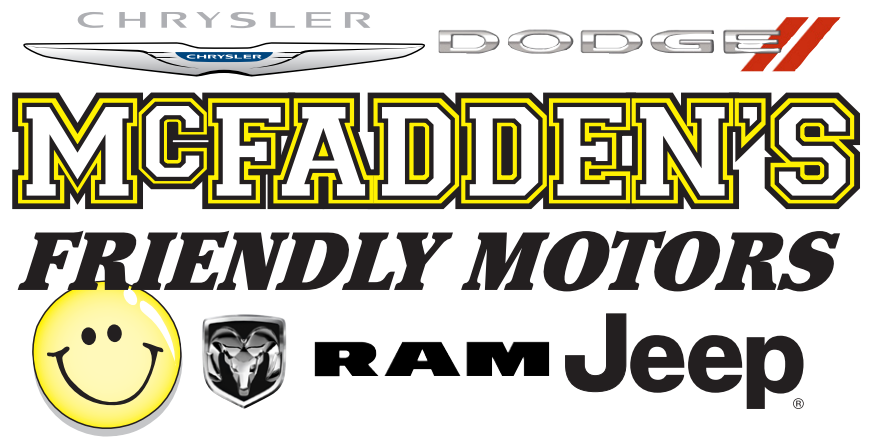
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| <b>2019 Ford Escape SEL 4x4</b><br><br>Only 27k miles, heated leather, large infotainment touch screen, dual climate, warranty!<br><b>NOW \$23,991 or \$357mo</b> | <b>2021 Jeep Compass Limited 4x4</b><br><br>Heated leather front bucket seats, power drivers seat, large touch screen, keyless enter and go, remote start, warranty!<br><b>NOW \$23,991 or \$357mo</b> | <b>2021 Dodge Charger SXT</b><br><br>Power sunroof, navigation, heated leather, power seat, spoiler, blacked out wheels, warranty!<br><b>NOW \$25,461 or \$379mo</b> | <b>2021 Subaru Forrester Premium AWD</b><br><br>large sunroof, heated leather upholstery, power seat, power lift gate, warranty!<br><b>NOW \$26,391 or \$393mo</b> | <b>2022 Buick Encore GX AWD</b><br><br>Only 15k miles, power heated leather front bucket seats, power lift gate, dual climate control, sport touring pkg, lots of factory warranty!<br><b>NOW \$26,991 or \$402mo</b> | <b>2020 Jeep Cherokee Trailhawk 4x4</b><br><br>Only 22k miles, heated front buckets, power seat, remote start, dual climate control, 8.4" touch screen, apply car play, satellite radio, off road group, warranty!<br><b>NOW \$27,981 or \$417mo</b> |
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| <b>2019 Ford Explorer XLT 4x4</b><br><br>58k miles, heated leather seats, power seat, 3 rows of seating, large infotainment touch screen, navigation, warranty!<br><b>NOW \$28,491 or \$424mo</b> | <b>2020 Jeep Grand Cherokee Limited 4x4</b><br><br>Luxury group II, panoramic sunroof, ventilated front seats, heated rear seats, navigation, warranty!<br><b>NOW \$29,981 or \$447mo</b> | <b>2018 Ford F150 XLT Crew Cab</b><br><br>Sharp, 10spd automatic, good miles, warranty!<br><b>NOW \$31,471 or \$469mo</b> | <b>2022 Chevy 1500 Silverado</b><br><br>8' long bed, 19k miles, 5.3L V8, 8spd automatic, power windows, locks, air, tons of warranty!<br><b>NOW \$32,591 or \$486mo</b> | <b>2019 Ram 1500 Crew Cab Big Horn 4x4</b><br><br>Big Horn Level II, 8.4" touch screen, power heated seats, dual climate control, front & rear park assist, remote start, tow pkg, 20" wheels, warranty!<br><b>NOW \$32,791 or \$488mo</b> | <b>2019 Dodge Durango R/T 4x4</b><br><br>Hemi V8, power sunroof, dual power heated front bucket seats, 3 rows of leather, 20" wheels, 8.4 touch screen, navigation, warranty!<br><b>NOW \$34,481 or \$514mo</b> |
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| <b>2020 Jeep Grand Cherokee Overland 4x4</b><br><br>Under 40k miles, local one owner, dual power heated/cooled leather, adaptive cruise, blind spot, navigation, 20" wheels, pano roof, 4 corner air ride, lots of factory warranty!<br><b>NOW \$36,881 or \$549mo</b> | <b>2019 Ram 1500 Laramie Crew Cab 4x4</b><br><br>5.7L HEMI, heated leather, 12" infotainment touch screen, navigation, front & rear park assist, 20" wheels, warranty!<br><b>NOW \$36,991 or \$551mo</b> | <b>2019 Jeep Wrangler Unlimited Sahara 4x4</b><br><br>55k miles, heated leather, color matching hard top, 8.4" touch screen, navigation, warranty!<br><b>NOW \$37,891 or \$566mo</b> | <b>2020 Ram 1500 Crew Cab 4x4 Big Horn</b><br><br>19k miles! 5.7L hemi, Big Horn Level II, power seat, heated seats & steering wheel, front and rear park assist, 8.4" touch screen, tow package, 20" wheels, lots of factory warranty!<br><b>NOW \$39,991 or \$596mo</b> | <b>2018 Chevy Tahoe Premier 4x4</b><br><br>Heated ventilated dual power with drivers memory seating, 3 rows, rear entertainment, tow pkg, collision avoidance, warranty!<br><b>NOW \$42,991 or \$649mo</b> | <b>2022 Ram 1500 Laramie Crew Cab 4x4</b><br><br>10k miles, 5.7L Hemi, 8spd auto, 12" touch screens, navigation, dual power heated buckets memory seating, keyless enter and go with remote start, 20" wheels, tow pkg, warranty!<br><b>NOW \$49,991 or \$745mo</b> |
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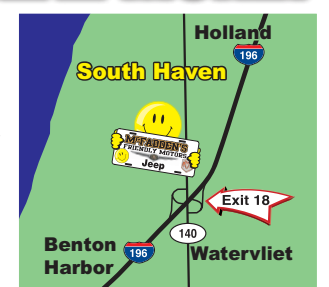
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|  <p>★<br/>2019 FORD FIESTA SE<br/>Awesome gas mileage!</p> <p><b>\$13,900</b></p>                         |  <p>★<br/>2019 HYUNDAI ACCENT<br/>Just in! SAVE HUGE!</p> <p><b>\$14,900</b></p>                      |  <p>2014 HYUNDAI SONATA HYBRID<br/>Want 45 MPG, get this one!</p> <p><b>\$14,900</b></p>                                 |  <p>★<br/>2017 TOYOTA YARIS<br/>Just in! Like finding a unicorn!</p> <p><b>\$14,900</b></p> |  <p>2016 VW BEETLE<br/>Cute as a bug!</p> <p><b>\$14,900</b></p>                                |  <p>★<br/>2013 BMW X3 AWD<br/>Perfect condition, perfect deal!</p> <p><b>\$15,900</b></p>                      |  <p>★<br/>2020 MITSUBISHI MIRAGE<br/>Just Arrived!</p> <p><b>\$16,900</b></p>                      |
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 or  
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\*Excludes hybrids. Excludes taxes, plate & doc fees. Leases are 10k miles per year. Must be Tier 1+ and finance through HMF. Offer ends 8/31/23

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 3.29% / 60mo  
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**Santa Fe SE**  
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**MILITARY PERSONNEL & THEIR FAMILIES**

**\$500 OVER & ABOVE ALL OTHER INCENTIVES!**<sup>7</sup>

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1. Toyota vehicles and components are built using U.S. and globally sourced parts. 2. Based on manufacturer estimates, CY 2022 new vehicle registrations. 3. EPA-estimated 44 city/47 hwy/46 combined mpg for 2023 Camry Hybrid SE, SE Nightshade, XLE & XSE. Use for comparison purposes only. Your actual mileage and driving range will vary for many reasons, including your vehicle's condition and how/where you drive. See www.fueleconomy.gov. 4. Based on manufacturer's sales data from CY 2005-2022. 5. Tacoma Mid-Size Pickup, Class and Tundra Full-Size Pickup, Class. Vehicle's projected resale value is specific to the 2023 model year. For more information, visit Kelley Blue Book's KBB.com. Kelley Blue Book is a registered trademark of Kelley Blue Book Co., Inc. 6. Depending on model. Before towing confirm your vehicle and trailer are compatible, hooked up and loaded properly and that you have any necessary additional equipment. Do not exceed any Weight Ratings and follow all instructions in your Owner's Manual. The maximum you can tow depends on base curb weight plus the total weight of any cargo, occupants, and added additional equipment. \*Added vehicle equipment" includes additional standard/optional equipment and accessories added by the manufacturer, dealers and/or vehicle owners. The only way to be certain of your vehicle's exact curb weight is to weigh your vehicle without passengers or cargo. 7. Qualified current, active-duty military personnel, inactive reserves, veterans honorably discharged within two years of service, retirees regardless of date of separation from active service, and household members of eligible qualifying military personnel are eligible for rebates in addition to all other incentives, depending on model, through Toyota Motor Sales USA, Inc., when leased or financed through Toyota Financial Services. Must take retail delivery from select new dealer stock (TCUV not eligible). The Toyota Military Rebate Program is not compatible with the Toyota College Rebate Program or Lease-End Refinancing Program. See participating dealer or visit buyatoyota.com for complete details. 8. The Toyota College Rebate Program is not compatible with the Military Rebate Program. See participating dealer or visit buyatoyota.com for complete details. 9. ToyotaCare covers normal factory scheduled maintenance for two years or 25,000 miles, whichever comes first. Certain models require a different maintenance schedule as described in their Maintenance Guide. 24-hour roadside assistance is also included for two years and unlimited mileage. Roadside Assistance does not include parts and fluids, except emergency fuel delivery. See Toyota dealer for details and exclusions. Valid only in the continental U.S. except emergency fuel delivery. See Toyota dealer for details and exclusions. Valid only in the continental U.S. Must take retail delivery from new 2023 and new 2024 dealer stock while supply lasts between 8/2/23 and 9/5/23. Delays in new vehicle shipments not in the control of dealer may impact customer delivery date and offer eligibility. Supply limited. See participating dealer for complete details. Individual dealer prices and document fees may vary. VEHICLE IMAGES USED FOR ILLUSTRATION PURPOSES ONLY. Expiration for these offers is 9/5/23.

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