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## Moody on The Market

Pat  
Moody

### The UAW Strike Begins to Impact SW Michigan Companies

The UAW strike is ten days in and already, local companies are feeling the effects.

Vail Harding is the president of Vail Rubber Works in St. Joseph. He says Vail is a Tier 3 supplier to auto makers, supplying equipment that helps the auto manufacturers make parts. Harding says there are already acute impacts felt by suppliers like his.

*"We expect that budgets will continue to tighten, demand for the product will slow, and dependent upon how pervasive the strike is or how long it persists, it could have far reaching effects on our fairly well insulated business."*

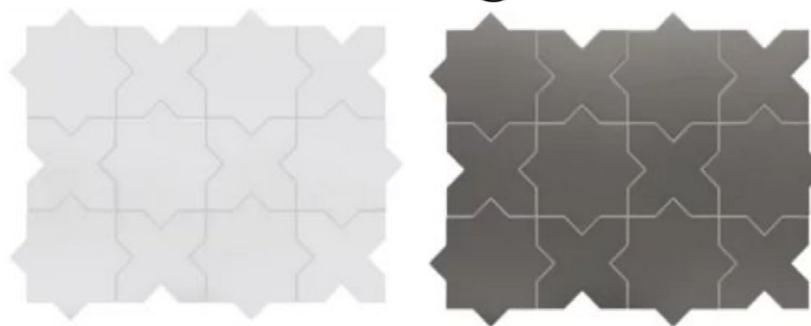
Vail Rubber has about 125 employees locally – a portion are part of the Steelworkers Union. Harding says the longer the UAW strike, the more his company will feel it.

*"The impact has already been felt and actions have been taken in response to the slowdown. The expansion of the strike is going to have an even deeper impact."*

Harding says his big picture concern is for his employees. The more widespread the strike and the longer it goes, the better chance there is his employees will have to



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Continued on page 18



Marcy  
Simpson

Executive  
Director,  
Southwestern Michigan  
Tourist Council

## Fun and interesting things to do in Southwest Michigan

Fall has officially arrived in Southwest Michigan. The beautiful fall foliage will be exploding in a couple of weeks, fruits and vegetables are abundant, and fall activities have begun.

Rock-and-roll legend Billy Shelton of the doo-wop group The Spaniels will join Past Time as a special guest vocalist on

Saturday, September 30 at 7:00 p.m. at the Box Factory for the Arts in St. Joseph. Shelton is an original member of The Spaniels, which has been inducted into the Rock and Roll Hall of Fame and the Smithsonian Museum of American History. Past Time, founded in 2012, is dedicated to

Continued on page 4

## Inserts & Promotions

- Ace Hardware • ALDI • Family Fare
- Fairplain Seventh Day Adventist
  - Hardings Friendly Markets
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- Rural King • Save A Lot • SAVE FSI
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Inserts may vary by zip code



**Glenn Rosenbaum**

*Pastor*

**Bridging the Chasm**

*But now in Christ Jesus you who once were far away have been brought near by the blood of Christ. Ephesians 2:13*

The Grand Canyon in Northern Arizona is one of the largest canyons in the world. At its widest point, the Grand Canyon is 18 miles across. Its depth is over 5,000 feet. There is a great chasm between each side.

Imagine a group of people standing on one side. They are burdened by sin, brokenness, and spiritual death. On the other side of the canyon stands Jesus and his holiness and perfection. But because of the great distance, the people cannot come to Jesus.

And so Jesus goes to them. He leaves behind his glory in heaven, and he humbles himself to become a human. He steps into the treacherous terrain of the chasm, a chasm caused by sin. Jesus faces the separation, the pain, and the darkness that sin has caused.

As Jesus walks through the chasm, he endures separation from his heavenly Father, becoming not just far away; but cut off from God. The weight of the world's sins rests on Jesus' shoulders as he hangs on the cross. The great chasm between us and God is filled with the sacrificial love and grace of Jesus. He gives his life

on the cross, and the blood Jesus sheds becomes the bridge across the chasm.

That's what the apostle Paul meant when he wrote the words of our Bible reading for today. He wrote, "But now in Christ Jesus you who once were far away have been brought near by the blood of Christ." What great news! Through Jesus, we are at peace with God and members of his family.

When you are feeling all alone, remember God is with you. When you feel the guilt of your sins and are sure God must want nothing to do with you, remember what Jesus did to forgive those sins so that God wants everything to do with you.

*Prayer: Lord God, thank you for the gift of forgiveness bought by the blood of Jesus by which you bridged the chasm between you and me. 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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**Photo of the Week**



**Rusty Relic**

Photo by Don Tomasi

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.

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Speaker

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## Simpson *Continued from cover*

preserving classic rock-and-roll songs for listeners throughout Southwest Michigan.

The final Antiques on the Bluff of 2023 will be Sunday, October 1 beginning at 10:00 a.m. Find hidden treasures along Lake Bluff Park at this premier antique show that overlooks Lake Michigan. Follow that up with a ride out to Bridgman and the Bridgman Open-Air Market which goes from 9:00 a.m. to 3:00 p.m. Shop while enjoying conversation with the people who created or grew the products being sold in a friendly open-air setting. Explore dozens of vendors who will provide fresh produce, baked goods, artisanal crafts, and much more.

Sunday, October 1 Lazy Ballerina in St. Joseph will be hosting Karen of Butter, A Bespoke Bakeshop. She will offer a pop-up shop at 1:00 p.m. with an assortment of baked goods including her signature shortbread cookies and Italian Taralli (breadsticks made with flour, olive oil, white wine, and seasonings) in a variety of unique flavors. The Turquoise Hat will also be on-site with a Fall Beach Rock Pop-up. You can create your own spooky or autumn art piece utilizing authentic Lake Michigan beach rocks, driftwood, and more. Follow along with local artist Terri Rushlow as she shows you how to use mixed media to bring your design to life. While you're there enjoy a glass of delicious Lazy Ballerina wine and grab some bottles to go.

Join JLN Studios in Stevensville for seasonal painting classes. On Tuesday, October 3 at 6:00 p.m. JLN will have a Halloween gnome painting class and on Thursday, October 12 at 6:00 p.m. a sunflower painting class on galvanized metal will be offered. Space is limited and both classes are recommended for ages 14 and older. No experience is necessary.

The Woods Fitness Park is the area's first outdoor workout facility, designed to promote exercise for all levels. On Saturday, October 7 they are hosting The

Woods Midwest Canine Obstacle Run. This is an event for ALL AGES, fitness levels, and dog abilities. You can race, walk, skip, or crawl. You can compete against the best or just see what you and your dog like. You can crush every obstacle or skip the ones you may not want to do. This is your day to hang out with your furry friend. There will be music all day, food trucks, beer tents, and vendors.

All the feels of Fall will be Under the Harvest Moon on Saturday, October 14 beginning at 10:00 a.m. Dowagiac's newest festival celebrates Michigan's glorious autumn. Hosted by the Chamber of Commerce, this event showcases vendors of handmade and artisan products, Michigan-grown produce, children's activities, food, music, and antiques.

Lake Michigan College Speaker Series presents, William Shatner and Star Trek II: The Wrath of Khan on Saturday, October 14 at 7:00 p.m. at the Mendel Center. Prepare to be beamed up for an unforgettable night with the original 'Captain James T. Kirk', and award-winning actor William Shatner. Following a screening of the classic film Star Trek II: The Wrath of Khan, William Shatner takes to the stage to share fascinating and humorous behind-the-scenes stories from his storied career, including answering audience questions.

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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**Don  
Stuart**

*Humorist*

**Eyeing Some New Glasses**

You may not like going to the dentist but you have to admit, it's a great feeling when you leave with teeth so clean you could practically eat off them.

It's always tough for me to decide what to eat first after a trip to the dentist. At some level, I really don't want to dirty my choppers up all over again; if only I could subsist solely on something that won't deposit grimy tartar

all over my pearly whites – something liquid, perhaps, like an all-beer diet.

I've just gone through this experience once again. I decided to run the full gauntlet of my health-care practitioners in one day. I visited my doctor, dentist and optometrist in a whirlwind three-and-a-half hours.

They were all pretty glad to see me. And not only because it had been two years since I'd generated any revenue for them:

- My physician was glad to see me because it gave her the chance to tell me all about her recent vacation to Yosemite National Park;

- My dental hygienist was glad to see me because it gave her the chance to tell me all about her recent visit to the local science museum to see "Body Worlds," that bizarre exhibit that displays skinned cadavers that have been plasticized, for want of a better word;

- And my optometrist was glad to see me because it gave her the chance to tell me all about how her alma mater, Something-or-Other State, fields the finest 2-2 college football team in all the land.

In between these riveting monologues, I believe I may have possibly received a tiny bit of medical, dental and optometric attention. (For what it's worth, I checked out fine all over. This made everyone in my family happy. Mainly because I owe them all money.)

Some of the stuff I have to do following these visits is worse than the poking, prodding, and discovery of unknown but highly-sensitive nerve endings that happens during the exams.

For one thing, I had to forgo eating for "a good half an hour" after my dental checkup (I ultimately broke in my freshly waxed teeth with a big plate of nachos). And I also have to pick out new glasses frames. Wife's orders – she thinks my current frames make me look

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terribly out-of-date, and she hates to be seen with any accessory that's out of date.

I tried using my cell phone to take pictures of myself wearing prospective new specs, so I could get purchase approval from my wife. Unfortunately, I'm not skilled at self-portraiture, although I did capture many excellent pictures of my chin, my forehead, and the young lady who helps people pick out frames, who was standing just over my shoulder.

The pix that did actually show frames on my face had a couple things in common: They showed me looking shell-shocked (I'd just looked at the price tags); and they revealed that in today's "current" frames, I look like Mike Myers from his "Saturday Night Live" roles as Linda Richman from "Coffee Talk," or Dieter from "Sprockets."

Oh, and they also revealed big chunks of nachos stuck in my freshly cleaned teeth.  
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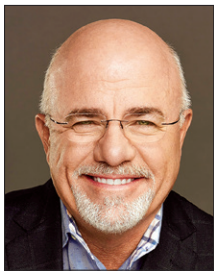
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**Dave Ramsey**  
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### Dave Says It's Not a Good Long-Term Plan

Dear Dave,  
My girlfriend's parents are divorced, and they're both in their early seventies. We talked the other night, and she's thinking about buying them each life insurance policies. The only coverage her dad has is through his employer. Her mom has remarried, and she doesn't have any life insurance at all. On top of this, her dad is worried he might have to pay her mom's funeral expenses if she died, and he's not in good enough shape financially to do that. Do you have any advice?

Joshua  
Dear Joshua,  
If the only life insurance her dad has is furnished through his employer, then he probably won't have it anymore once he stops working. I suppose it's fine if she wants to buy them each a small policy, but it's liable to be pretty expensive at their age.

Now, she can do this, but I don't think it would be a good long-term plan. I'd tell

your girlfriend she needs to start saving money and building up her own wealth. If she had just \$20,000 in savings, that'd be more than enough to bury two people. Please understand, I don't mean to sound insensitive. We're talking solely about the economics involved in this kind of situation.

The other thing your girlfriend should do is have a discussion with her mom to find out if the stepfather has the money to handle that kind of thing. When it comes right down to it, any final expenses for her mom would be his responsibility now—not her dad's. She should have a discussion with her dad about preparing for things, too. But if her dad's got insurance through work, and the stepdad is ready to pay for her mom's burial, then they're covered for the immediate future.

In short, I wouldn't do it unless they absolutely don't have this sort of thing covered. Even then, I'd prefer she just covered it with cash, because all we're talking about is enough to cover burial costs. No matter what anyone else says, Joshua, a nice funeral doesn't have to be crazy expensive.

— Dave  
*Description automatically generated \*  
Dave Ramsey is an eight-time national best-selling 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 Ramsey Solutions.*

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Answers can be found on Page 21



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**2023 FORD BRONCO SPORT 4X4 BIG BEND**

Atlas Blue, SYNC, 8 Inch Touchscreen, Rear View Camera, and Much More! F23187

MSRP.....\$32,805  
 SIEMANS DISCOUNT.....- 310  
 FORD TO FORD TRADE-IN ASSISTANCE BONUS CASH\*\* - 1,000  
**SALE PRICE FOR EVERYONE \$31,495**  
 MILITARY OR FIRST RESPONDER RECOGNITION EXCLUSIVE CASH\* - 500

**AS LOW AS \$30,995**

**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)(\*\*MUST TRADE-IN QUALIFYING FORD VEHICLE/RESIDENCY RESTRICTIONS APPLY)



**2023 FORD F-150 SUPERCREW STX 4X4**

Race Red, 2.7 V6 EcoBoost Engine, Locking Rear Axle, Platform Running Boards, Privacy Glass, Trailer Tow Package, 20 Inch 6 Spoke Wheels, and Much More! F23233

MSRP.....\$52,495  
 SIEMANS DISCOUNT.....- 1,000  
 FORD TO FORD TRADE-IN ASSISTANCE BONUS CASH\*\* - 2,500  
**SALE PRICE FOR EVERYONE \$48,995**  
 MILITARY OR FIRST RESPONDER RECOGNITION EXCLUSIVE CASH\* - 500

**AS LOW AS \$48,495**

**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)(\*\*MUST TRADE-IN QUALIFYING FORD VEHICLE/RESIDENCY RESTRICTIONS APPLY)



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

Carbonized Gray Metallic, 2.7 V6 EcoBoost Engine, Sport Appearance Group, Trailer Brake Controller, Locking Rear Axle, Remote Start, SYNC 4, and Much More! F23080

MSRP.....\$56,095  
 SIEMANS DISCOUNT.....- 3,100  
 LOW APR RETAIL CUSTOMER CASH\*\* - 500  
 FORD TO FORD TRADE-IN ASSISTANCE BONUS CASH\*\* - 2,500  
**SALE PRICE FOR EVERYONE \$49,995**  
 MILITARY OR FIRST RESPONDER RECOGNITION EXCLUSIVE CASH\* - 500

**AS LOW AS \$49,495**

**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)(\*\*MUST TRADE-IN QUALIFYING FORD VEHICLE/RESIDENCY RESTRICTIONS APPLY)



**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.....- 3,652

**SALE PRICE FOR EVERYONE \$56,995**

MILITARY OR FIRST RESPONDER RECOGNITION EXCLUSIVE CASH\* - 500

**AS LOW AS \$56,495**

(\*MUST QUALIFY)



**2023 FORD MUSTANG MACH 1 COUPE**

Fighter Jet Gray, Leather Seats, 19 Inch Tarnished Dark Low Gloss Wheels, B&O 12 Speaker System, Navigation, Mach 1 Appearance Package, 10 Speed Automatic Transmission, Security Package, and Much More! F23058

MSRP.....\$64,030  
 SIEMANS DISCOUNT.....- 1,035

**AS LOW AS \$62,995**



**2023 FORD F-350 4X4 FLATBED**

Oxford White, 7.3 V8 Engine, Limited Slip Rear Axle, Platform Running Boards, Rear View Camera, Remote Start, Fog Lamps, Chrome Package, 9 Foot Pine Deck Platform Flatbed, Toolbox, and Much More! F23198

MSRP.....\$54,825  
 ADD FOR PINE DECK PLATFORM BED +11,772  
 SUBTOTAL.....\$66,597  
 SIEMANS DISCOUNT.....- 1,602

**SALE PRICE FOR EVERYONE \$64,995**

MILITARY OR FIRST RESPONDER RECOGNITION EXCLUSIVE CASH\* - 500

**AS LOW AS \$64,495**

(\*MUST QUALIFY)



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

Star White Metallic Tri-Coat, 22 Inch Black Painted Aluminum Wheels, 3<sup>rd</sup> Row PowerFold Seats, Power Running Boards, Heavy Duty Trailer Tow Package, Panoramic Vista Roof, First and Second Row Heated Seats, Heated Steering Wheel, B&O Sound System, Navigation, and Much More! F23179

MSRP.....\$84,515  
 SIEMANS DISCOUNT.....- 1,520  
**SALE PRICE FOR EVERYONE \$82,995**  
 MILITARY OR FIRST RESPONDER RECOGNITION EXCLUSIVE CASH\* - 500

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

**PLUS 0.9% FOR 36 MONTHS, 1.9% FOR 48 MONTHS, or 2.9% FOR 60 MONTHS**

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



**2023 FORD F-550 4X4 DUMP TRUCK**

Oxford White, 7.3 V8 Engine, Limited Slip Rear Axle, Platform Running Boards, Snowplow Prep Package, Rear View Camera, VOTH 11 Foot 9 Inch Drop Side Dump, and Much More! F23212

MSRP.....\$58,570  
 ADD FOR VOTH DUMP BODY.....+31,315  
 SUBTOTAL.....\$89,885  
 SIEMANS DISCOUNT.....- 1,890

**SALE PRICE FOR EVERYONE \$87,995**

MILITARY OR FIRST RESPONDER RECOGNITION EXCLUSIVE CASH\* - 500

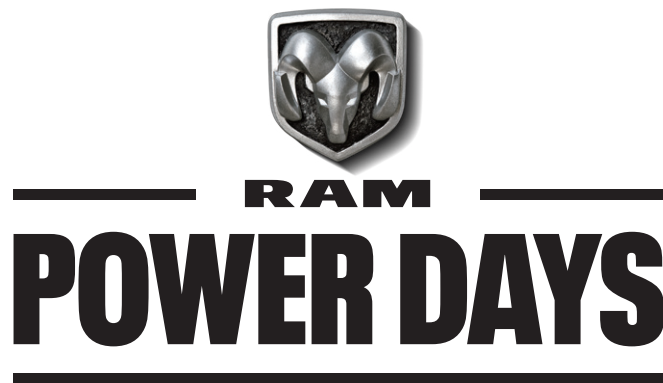
**AS LOW AS \$87,495**

(\*MUST QUALIFY)

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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.....- 9,585

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



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

Patriot Blue Pearlcoat, Bucket Seats, Sport Appearance Package, Power Seat, Touchscreen Radio, Power Adjustable Pedals, Rear Power Sliding Windows, Anti-Spin Rear Axle, Navigation, Remote Start, 20 Inch Aluminum Chrome Clad Wheels, and Much More! C22230

MSRP.....\$57,305  
SIEMANS DISCOUNT.....- 9,810

**AS LOW AS \$47,495**



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

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.....- 1,125  
RETAIL BONUS CASH.....- 1,500  
BONUS CASH.....- 2,000  
**SALE PRICE FOR EVERYONE \$49,995**  
RETURNING LESSEE BONUS CASH\* - 2,000  
MILITARY OR FIRST RESPONDER BONUS CASH\* - 500

**AS LOW AS \$47,495**

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



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

Diamond Black Crystal, Bucket Seats, Sport Appearance Package, Navigation, 20 Inch Aluminum Chrome Clad Wheels, Remote Start, Anti-Spin Rear Axle, Power Seat, Rear Power Sliding Window, Power Adjustable Pedals, and Much More! C22245

MSRP.....\$57,605  
SIEMANS DISCOUNT.....- 9,810

**AS LOW AS \$47,795**



**2022 RAM 2500 4X4 SNOW PLOW**

Bright White, Snow Chief Group, Trailer Brake Controller, Rear Sliding Window, Clearance Lamps, Skid Plate Shield, Power Windows and Locks, Keyless Entry, Anti-Spin Rear Axle, Western 8.5 Steel V-Plow, and Much More! C22266

MSRP.....\$54,150  
ADD FOR WESTERN V-PLOW.....+ 9,834  
SUBTOTAL.....\$63,984  
SIEMANS DISCOUNT.....- 10,489

**SALE PRICE FOR EVERYONE \$53,495**  
2022 ON-THE-JOB \$1000 COMMERCIAL EQUIPMENT/UPFIT\*\*\* - 1,000  
**AS LOW AS \$52,495**

(\*\*\*BUSINESS OWNERS ONLY)



**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  
SIEMANS DISCOUNT.....- 9,155

**AS LOW AS \$64,995**



**2022 RAM 3500 4X4 DROP SIDE DUMP**

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.....- 9,903

**SALE PRICE FOR EVERYONE \$78,995**  
2022 ON-THE-JOB COMMERCIAL EQUIPMENT UPFIT\*\*\* - 1,000  
**AS LOW AS \$77,995**

(\*\*\*BUSINESS OWNERS ONLY)



**2022 RAM 5500 CREW CAB 4X4 DUMP TRUCK**

Bright White, 6.7 Cummins Turbo DIESEL, Trailer Brake Controller, Chrome Appearance Group, Electronic Shift-On-The-Fly Transfer Case, Black Tubular Side Steps, VOTH Aluminum Dump Body, Tool Boxes, and Much More! C22265

MSRP.....\$72,320  
ADD FOR VOTH DUMP BODY AND TOOL BOXES +30,115  
SUBTOTAL.....\$102,435  
SIEMANS DISCOUNT.....- 9,443

2022 ON-THE-JOB \$1000 COMMERCIAL EQUIPMENT/UPFIT\*\*\* - 1,000  
**AS LOW AS \$91,992**

(\*\*\*BUSINESS OWNERS ONLY)

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**WAS \$44,995**



**2023 JEEP GRAND CHEROKEE LAREDO**  
**NOW \$40,911**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, Only 8K Miles! Remote Start, Power Driver's Seat, Heated Steering Wheel, Heated Front Seats, Climate Control, Touchscreen Display, Wireless Charging Pad, Adaptive Cruise Control, Blind Spot Monitor, Lane Keeping Assist, Front and Rear Collision Mitigation, Rear Parking Aid, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Jeep Certified! Diamond Black Crystal, C23157A

**WAS \$41,458**



**2020 JEEP GRAND CHEROKEE SUMMIT**  
**NOW \$39,712**

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, 2nd 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 IV, Remote Keyless Entry System, Jeep Certified! Slate Blue Pearlcoat, F23180A

**WAS \$40,902**



**2016 FORD F-250 LARIAT CREW CAB 4X4**  
**NOW \$37,995**

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

**WAS \$49,668**



**2018 CADILLAC PREMIUM**  
**NOW \$40,911**

6.2 V8 EFI Engine, 10 Speed Automatic, Aluminum Wheels, 61K Miles, Leather Heated/AC Front Seats, Heated Steering Wheel, 2nd Row Heated Seats, Auto Climate Control, Blind Spot Monitor, Lane Keeping Assist, Front Collision Warning, Front and Rear Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Cadillac Certified! Crystal Red Tintcoat, C23157A

# MANAGER'S

**WAS \$25,869**



**2019 FORD F-150 XL REGULAR CAB**  
**NOW \$23,980**

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

**WAS \$24,571**



**2018 VOLKSWAGEN ATLAS LAUNCH EDITION AWD**  
**NOW \$21,870**

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

**WAS \$43,735**



**2022 HONDA PASSPORT ELITE AWD**  
**NOW \$41,914**

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, 2nd 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, F23024A

**WAS \$25,995**



**2020 FORD**  
**NOW \$21,870**

1.5 EcoBoost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 13K Miles, Power Driver's Seat, Auto Climate Control, Blind Spot Monitor, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Magnetic Metallic, C23076A

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**WAS \$27,995**



**2020 CHEVY EQUINOX LT AWD**  
**NOW \$26,389**

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

**WAS \$25,995**



**2020 FORD FUSION SE**  
**NOW \$22,657**

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 \$36,599**



**2019 FORD RANGER XLT SPORT SUPERCREW 4X4**  
**NOW \$33,740**

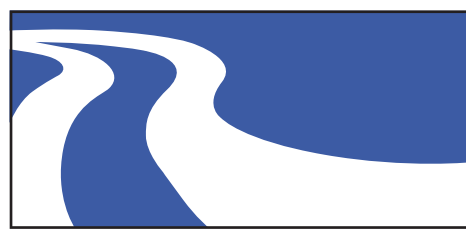
2.3 EcoBoost EFI Engine, 10 Speed Automatic, Aluminum Wheels, 38K Miles, Bedliner, Running Boards, Remote Start, Blind Spot Monitor, Cross-Traffic Alert, Front Collision Mitigation, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Rear Parking Aid, Back-Up Camera, Trailer Tow Package,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

**WAS \$36,899**



**2020 JEEP CHEROKEE**  
**NOW \$33,740**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 13K Miles, Power Driver's Seat, Climate Control, Touchscreen Stereo, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Rear Collision Mitigation, Rear Parking Aid, Back-Up Camera, Remote Keyless Entry System, Jeep Certified! Diamond Black Crystal, C23157A



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**AC ESCALADE LUXURY 4X4**  
**45,827**

Remote Start, Navigation, Power Running Boards, Memory Power Seats, Heated Front Seats, 3rd Row PowerFold Seats, Power Sunroof, Auto Climate Control, Lane Departure Warning, Lane Keeping Assist, Cross-Traffic Collision Camera, Remote Keyless Entry System, Red Passion, U23094

**WAS \$47,411**



**2022 CHRYSLER PACIFICA HYBRID LIMITED**  
**NOW \$44,614**

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 Slide 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, C231604

**WAS \$32,500**



**2017 CHEVY EXPRESS CARGO VAN**  
**NOW \$25,999**

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 \$24,845**



**2021 CHEVY MALIBU RS**  
**NOW \$22,892**

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

# SPECIALS



**FUSION SE**  
**22,804**

Aluminum Wheels, Only 10K Miles! Power Driver's Seat, Cross-Traffic Alert, Lane Departure Warning, Front Collision Mitigation, Rear Parking Aid, System, Ford Certified! Agate Black, C23081A

**WAS \$28,707**



**2020 FORD EXPLORER XLT 4X4**  
**NOW \$26,743**

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 \$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, F222251

**WAS \$59,684**



**2020 FORD F-250 SRW LARIAT CREW CAB 4X4**  
**NOW \$54,681**

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

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**GRAND MARQUIS 4X4**  
**32,466**

Aluminum Wheels, 31K Miles, Power Windows, Heated Front Seats, Blind Spot and Cross Path Monitor, Rear Parking Aid, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Diamond Black Crystal, C23045A

**WAS \$37,995**



**2020 FORD RANGER XLT SUPERCREW 4X4**  
**NOW \$33,917**

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 \$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

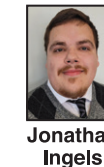
**WAS \$29,499**



**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

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**2019 FORD F-350 XLT SRW  
CREW CAB 4X4**  
**NOW \$54,764**

6.7 V8 DIESEL Power Stroke Engine, 6 Speed Automatic, Aluminum Wheels, 60K Miles, Security Cover, Bedliner, Running Boards, Remote Start, Power Driver's Seat, Power Adjust Pedals, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Agate Black, C23155B



**2020 GMC SIERRA  
ELEVATION CREW CAB 4X4**  
**NOW \$42,259**

3.0 EFI DIESEL Engine, 10 Speed Automatic, Aluminum Wheels, 72K Miles, Security Cover, Bedliner, Running Boards, Remote Start, Power Driver's Seat, Heated Steering Wheel, Touchscreen Display, Back-Up Camera, Remote Keyless Entry System, Onyx Black, C23221A



**2022 FORD BRONCO  
ADVANCED OUTER BANKS 4X4**  
**NOW \$50,824**

Aluminum Wheels, Less Than 7K Miles! High Package, Running Board, Cargo Area Protector, Remote Start, Navigation, SYNC 4, 2-Door, Heated Front Seats, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Cyber Orange Metallic, F23231A



**2015 FORD F-150 LARIAT  
SPORT SUPERCREW 4X4**  
**NOW \$25,884**

3.5 V6 Ecoboost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 120K Miles, Security Cover, Bedliner, Running Boards, Remote Start, Memory Power Leather Heated/AC Front Seats, Power Adjust Pedals, Blind Spot Information System, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Magnetic Metallic, F23181A



**2020 RAM 1500  
BIG HORN CREW CAB 4X4**  
**NOW \$42,944**

5.7 V8 HEMI EFI Engine, 8 Speed Automatic, Aluminum Chrome-Clad Wheels, 34K Miles, Bed Liner, Running Boards, Remote Start, Power Leather Heated Front Seats, Heated Steering Wheel, Power Adjust Pedals, Touchscreen Display, Front and Rear Park Assist with Stop, Back-Up Camera, Remote Keyless Entry System, Ram Certified! Billet Silver Metallic, U23134



**2021 RAM 1500  
REBEL CREW CAB 4X4**  
**NOW \$49,965**

5.7 V8 HEMI EFI Engine, 8 Speed Automatic, Aluminum Wheels, Only 13K Miles! Night Edition, Running Boards, Remote Start, Power Leather Heated Front Seats, Heated Steering Wheel, Power Adjust Pedals, Touchscreen Display, Blind Spot and Cross Patch Detection, Front Collision Mitigation, Rear Parking Aid, Back-Up Camera, Remote Keyless Entry System, Ram Certified! Flame Red, F23254A



**2013 FORD  
EXPLORER XLT 4X4**  
**NOW \$11,780**

3.5 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 151K Miles, Navigation, SYNC, Power Leather Heated Front Seats, Dual Zone Auto A/C, CD-Player, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ingot Silver Metallic, C23190B



**2017 CHEVY CAMARO LT  
CONVERTIBLE**  
**NOW \$29,500**

2.0 EFI Engine, 8 Speed Automatic, Aluminum Wheels, Less Than 800 Miles! RS Package, Remote Start, Power Leather Heated/AC Front, CD-Player, Climate Control, Power Convertible Roof, Back-Up Camera, Remote Keyless Entry System, Hyper Blue Metallic, F24006A

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**2020 FORD ESCAPE SE AWD**  
**NOW \$26,682**

1.5 Ecoboost EFI Engine, 8 Speed Automatic, Aluminum Wheels, 17K Miles, SYNC 3, Power Driver's Seat, Heated Front Seats, Auto Temp Control, Blind Spot Monitor, Cross-Traffic Alert, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Dark Persian Green Metallic, U23131



**2012 FORD FUSION SE**  
**NOW \$9,995**

2.5 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 91K Miles, Power Driver's Seat, Power Moonroof, Climate Control, CD-Player, Remote Keyless Entry System, Ingot Silver Metallic, F23205A



**2015 FORD F-450 SUPER DUTY  
DRW REGULAR CAB BOX TRUCK**  
**NOW \$28,793**

6.7 V8 Power Stroke DIESEL Engine, 6 Speed Automatic, 166K Miles, Power Windows and Locks, Trailer Brake Controller, Limited Slip Axle, Remote Keyless Entry System, Oxford White, F22271A



**2014 RAM 1500  
OUTDOORSMAN CREW CAB 4X4**  
**NOW \$23,334**

5.7 V8 HEMI EFI Engine, 8 Speed Automatic, Aluminum Wheels, 98K Miles, Pick-Up Bed Cap, Running Boards, Remote Start, Power Driver's Seat, Touchscreen Display, Back-Up Camera, Remote Keyless Entry System, Deep Cherry Red Crystal Pearlcoat, U23056B

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**2006 HONDA CR-V SE AWD**  
**NOW \$6,500**

2.4 EFI Engine, 5 Speed Automatic, Aluminum Wheels, 227K Miles, Leather Heated Front Seats, Power Sunroof, Power Windows and Locks, CD-Player, Sahara Sand Metallic, M23014A



**2021 RAM 1500 BIG HORN NIGHT EDITION CREW CAB 4X4**  
**NOW \$39,873**

5.7 V8 HEMI EFI Engine, 8 Speed Automatic, Alum Wheels, 62K Miles, Security Cover, Bedliner, Step Bars, Remote Start, Nav, Power Driver's Seat, Power Adjust Pedals, Power Side Rear Window, Heated Front Seats, Heated Steering Wheel, Touchscreen Radio, Back-Up Camera, Remote Keyless Entry System, Ram Certified! Flame Red Clearcoat, U23069A



**2019 FORD EXPLORER XLT 4X4**  
**NOW \$28,995**

3.5 V6 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 62K Miles, Remote Start, Navigation, SYNC 3, Power Leather Heated Front Seats, Heated Steering Wheel, Auto Climate Control, Blind Spot Information System, Forward and Reverse Sensing System, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Ford Certified! White Platinum Metallic, C23083B



**2019 CHEVY EQUINOX LT**  
**NOW \$23,987**

1.5 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 48K Miles, Remote Start, Power Driver's Seat, Heated Front Seats, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Front Collision Mitigation, Front Collision Warning, Back-Up Camera, Power Lift Gate, Remote Keyless Entry System, Balance of Factory Warranty! Sandy Ridge Metallic, U23123



**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



**2016 FORD F-150 LARIAT SUPERCREW 4X4**  
**NOW \$35,741**

3.5 V6 EcoBoost EFI Engine, 6 Speed Automatic, Chrome-Like PVD Wheels, 59K Miles, Security Cover, Bedliner, Running Boards, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Power Adjust Pedals, Heated Steering Wheel, 2nd Row Heated Seats, Climate Control, CD-Player, Blind Spot Information System, Reverse Sensing System, Back-Up Camera, Pro-Trailer Back-Up Assist, Remote Keyless Entry System, Shadow Black, F23195A

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**2019 RAM 2500 LARAMIE LONGHORN CREW CAB 4X4**  
**NOW \$64,503**

6.7 Cummins Turbo DIESEL Engine, 6 Speed Automatic, Aluminum Wheels, Bedliner, Power Running Boards, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, Power Adjust Pedals, 2nd Row Heated Seats, Power Sunroof, 17 Speaker Harman Kardon Premium Sound, Blind Spot and Cross Path Detection, Back-Up Camera, Remote Keyless Entry System, Ram Certified! Pearl White, C23046A



**2020 CHEVY EQUINOX LT AWD**  
**NOW \$27,500**

1.5 EFI Engine, 6 Speed Automatic, Aluminum Wheels, 24K Miles, Remote Start, Power Driver's Seat, Heated Front Seats, Auto Climate Control, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Front Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Balance of Factory Warranty! Pacific Blue Metallic, U23122



**2021 HYUNDAI PALISADE CALLIGRAPHY AWD**  
**NOW \$48,995**

3.8 EFI Engine, 8 Speed Auto, Alum Wheels, 32K Miles, Remote Start, Nav, 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 & Rear Collision Mitigation, Blind Spot Monitor, Rear Parking Aid, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Balance of Factory Warranty! Moonlight Cloud, M2402A



**2020 JEEP GRAND CHEROKEE LIMITED 4X4**  
**NOW \$33,989**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 31K Miles, Remote Start, Navigation, Memory Power Leather Heated Front Seats, Heated Steering Wheel, Climate Control, Power Moonroof, Blind Spot and Cross Path Detection, Rear Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Jeep Certified! Walnut Brown Metallic, F23214A



**2017 MERCEDES GLE350 4MATIC AWD**  
**NOW \$29,704**

3.5 EFI Engine, 7 Speed Automatic, Aluminum Wheels, 81K Miles, Navigation, Memory Power Leather Heated Front Seats, Heated Steering Wheel, Auto Climate Control, Power Sunroof, CD-Player, Front Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Black, F23163A



**2020 FORD RANGER XLT SUPERCREW 4X4**  
**NOW \$33,627**

2.3 EcoBoost EFI Engine, 10 Speed Automatic, Aluminum Wheels, 44K Miles, 5 Foot Box, Sport Appearance Package, Auto Climate Control, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Lane Departure Warning, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Rapid Red Metallic, U23118



**2021 MAZDA CX-5 GRAND TOURING AWD**  
**NOW \$28,995**

2.5 EFI Engine, 6 Speed Automatic, Alloy Wheels, 38K Miles, Memory Power Leather Heated Front Seats, Blind Spot Monitor, Lane Keep Assist, Lane Departure Warning, Rear Cross Traffic Alert, Back-Up Camera, Power Moonroof, Power Liftgate, Remote Keyless Entry System, Mazda Certified! M23082A



**2022 HONDA CIVIC SPORT 4 DOOR SEDAN**  
**NOW \$25,995**

2.0 EFI Engine, 1 Speed CVT Automatic, Aluminum Wheels, 26K Miles, Remote Start, Climate Control, Adaptive Cruise Control, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Lunar Silver Metallic, M24006A



**2019 JEEP WRANGLER SAHARA UNLIMITED 4X4**  
**NOW \$36,953**

2.0 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 73K Miles, Running Boards, Remote Start, Heated Front Seats, Heated Steering Wheel, Sky One-Touch Power Top, Touchscreen Display, Back-Up Camera, Trailer Tow and Aux Switch, Remote Keyless Entry System, Billet Silver Metallic, F23236A



**2020 JEEP GRAND CHEROKEE ALTITUDE 4X4**  
**NOW \$35,583**

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, Only 18K Miles, Remote Start, Navigation, Power Driver's Seat, Suede Heated Front Seats, Heated Steering Wheel, Blind Spot Monitor, Rear Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Jeep Certified! Granite Crystal Metallic, C23190H





**2019 FORD F-150 RAPTOR SUPERCREW 4X4**  
**NOW \$62,795**

3.5 V6 EcoBoost EFI Engine, 10 Speed Automatic, Aluminum Wheels, 37K Miles, Security Cover, Bedliner, Running Boards, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, Panoramic Moonroof, Auto Climate Control, Power Side Rear Window, 360 Degree Camera, Front Collision Mitigation, Reverse Sensing System, Back-Up Camera, Pro Trailer Back-Up Assist, Remote Keyless Entry System, Ford Certified! Magnetic, F23089A



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 Antiques on the Bluff  
 Fall Fest | Love Local  
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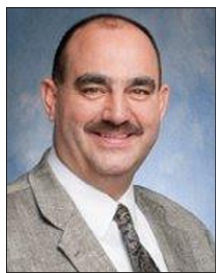
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**The Housing Market in  
Southwestern Michigan**

Housing sales and prices, year-to-date, peaked in June. Sales in July dropped 5 percent from June (268 vs. 283). Selling prices were also lower in July than in June. Sales were down for the seventh consecutive month when compared to 2022. The average and median selling prices in July set records in the year-over-year comparison.

July house sales were down 17 percent from July 2022 (268 vs. 322). Year-to-date in July, 1546 houses were sold, compared to 1845 houses in July 2022, for a 16 percent decline in sales.

The inventory of houses for sale fell 8 percent below the level available a year ago (800 vs. 873). With the lower sales volume, the months-supply level increased slightly to 4.6 from 3.9-months supply from a year ago for homebuyers. For comparison, in July 2010, there were 3,821 houses for sale for an 18.1-months supply of houses.

The average selling price in July 2023 increased 6 percent to \$345,364 compared to \$324,567 in July 2022. Year-to-date, in July 2023, the average selling price rose 5 percent to 347,724 from \$331,644 in July 2022.

The median selling price in July 2023 at \$260,250 grew 4 percent from \$249,750 in July 2022. Year-to-date, the median selling price increased by \$7,000 (\$250,000 vs. \$243,000).

The median price is the price at which 50% of the homes sold were above that price and 50% were below.

The total dollar volume in July 2023 stumbled 11 percent compared to July 2022 (\$92,649,098 vs. \$103,661,719). The year-to-date total dollar volume fell 11 percent (\$537,626,542 vs. \$607,081,792).

The number of bank-owned or foreclosed homes as a percentage of all transactions dropped to 1 percent from 2 percent in June. It was 1 percent in July 2022. The previous lowest percentage was 0 percent in July 2021, and the highest percentage in July was 34 percent in 2009.

The Freddie Mac mortgage rate in July was 6.81, up from 6.71 in June for a 30-year conventional mortgage. In July 2022, the rate was 5.7; in July 2021, the rate was 3.088.

This data reflects home sales across Allegan, Berrien, Cass, and the westerly 2/3 of Van Buren Counties and should not be used to determine the market value of any individual property. If you want to know the market value of your property, please contact your local REALTOR®.

**When Selling a Home...**

Every seller, at one time or another, thinks about selling their house themselves and pocketing the realtor's commission. Who doesn't want to maximize their return on their investment? While the dollar signs are floating around in your head, you need

to think about the real cost of this adventure.

REALTORS® know their market and how to set the price to make your house competitive in the market. They incur all the marketing costs and provide access to a large audience of buyers and other REALTORS®. REALTORS® are skillful at showing the features of your house and overcoming buyer objections. REALTORS® routinely negotiate contracts and have key contacts with mortgage lenders helping to get your house sold and closed quickly. Do you really want to bypass everything a REALTOR® offers to get you top dollar for your house to save a few bucks? REALTORS® do make the difference.

**When buying a home...**

You want to get your new home at the best price and close the deal quickly. The best way to do this is to work with a REALTOR®. And by making sure that you are financially ready. This is true for first-time buyers and current homeowners.

You need to look at all your credit bills and get a copy of your credit report. The mortgage rate you will be offered is based on the amount of credit debt that you have and whether you have a clean credit history. Ask your REALTOR® to recommend lenders who will help you get prequalified for a loan amount.

When you find your dream house, determine your negotiating strategy with your REALTOR® to help you get through it smoothly while watching out for your best interest. With a signed contract in hand, your Realtor® will guide you through the closing steps as swiftly as possible.

Being financially ready and teaming with a REALTOR® will have a huge impact throughout your home-buying experience.

To view properties that are for sale in your local area, go to [www.swmar.com](http://www.swmar.com), and click on "Search". The Southwestern Michigan Association of REALTORS®, Inc. is a professional trade association for real estate professionals who are members of the National Association of REALTORS®, and ancillary service providers for the real estate industry in Allegan, Berrien, Cass, and Van Buren Counties. The Association can be contacted at 269-983-6375 or through their website at [www.swmar.com](http://www.swmar.com).

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**\$829,000**

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**\$529,900**

- 5 BD, 4.5 BA – 2,990 sq ft
- Full basement
- Stone fireplace
- 3 car garage & 3 outbuildings
- MLS # 23032294

**New Listing!**

**\$375,000**

- 1 BA - 1,920 Sq ft
- Barndominium
- Man cave/she shed/toy storage
- Great location
- MLS # 23135248

**Just Listed!**

**\$369,900**

- 3 BD, 2.5 BA – 2,130 sq ft
- Open floor plan
- Spacious master bedroom
- 3 car garage
- MLS # 23134131

**Just Listed!**

**\$155,500**

- 3 BD, 1 BA – 1,025 sq ft
- Breezeway to patio
- 2 car attached garage
- Fenced back yard & firepit
- MLS # 23134640

**Great Location**

**\$153,000**

- 2 BD, 1 BA – 1,067 sq ft – each
- Can be converted to single family house
- Deck
- Lots of updates
- MLS # 23015041

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- Public water/sewer available
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- Great location in St. Joe Public Schools
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**\$189,000**

- 1.83 acre Lot
- Access to Paw Paw Lake
- Access to Lake Stella
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**Vacant Lot**

**\$33,000**

- .54 acre lot
- Wooded
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**\$23,000**

- .11 acre lot
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 Closing at 2pm Sunday, October 8th

**Moody** *Continued from cover*  
 cross picket lines in Detroit and elsewhere to deliver parts. He says that can be a tricky situation.  
 Other SW Michigan manufacturers who sell large quantities of their output to the Big Three automakers are also said to be feeling the pinch of the strike. So far, no major layoffs have been announced. However, it's likely a matter of time unless there's a settlement soon.

*By Ken Lundberg, MOTM Contributor*  
**Two Salon/Spa Operations Merge in St. Joseph**  
 A merger of two long established St. Joseph salon/spa operations will bring together two trusted and talented veterans in the beauty industry, each with unique

experience in the business going back to 1994.  
 Carinne DeVoir-Mays and Renee Borah have not only shared decades of experience but have also collaborated and

  
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worked side by side previously. In a joint announcement of their business merger, they both underlined their dedication to their craft and their clients and pledged to maintain those standards in the future.

Renee told us the merger comes at an opportune moment as she has been actively seeking a more visible location for Affinity Salon, currently on Upton Drive in the Edgewater neighborhood. She said Salon DeVoir's well established 307 Main Street location offers high visibility with substantial foot traffic.

Carinne said "It's all about timing." While Renee was looking for a new location, Carinne was feeling ready to ease out of salon ownership and have more freedom as a freelance designer. Allowing her more time to pursue some of her other passions, she is excited to relax and be able to focus more on her own personal craft as a stylist.

The new combined salon will merge under the Affinity Salon and Spa name, at the 307 Main Street location. Renee said clients can expect a team of eight accomplished stylists, a skilled massage therapist, a talented nail technician, an expert esthetician, and a precision microblading specialist, all under the Affinity Salon banner in the new location.

The merger is expected to be finalized before the holiday season—a busy and important time at salons!

Renee and Carinne said they and their colleagues are eager to embark on this new chapter together, continuing to provide exceptional beauty services and products as Affinity Salon and Spa.

### Former Whirlpool President Now Heads 'Briggs & Stratton'

We learned this week that former Whirlpool Corporation executive Joseph Liotine is the new Chief Executive Officer of Milwaukee-based Briggs & Stratton.

In a statement, the engine maker made the announcement, noting Liotine's 18 years in senior roles at Whirlpool, most recently as president and chief operating officer, and pointing out his being, "... instrumental in building world-class operations and driving growth."

"I am delighted to be joining Briggs & Stratton and look forward to working closely with the talented Briggs' team to provide market leading products and services to our customers and to drive the continued growth and success of Briggs & Stratton," said Liotine. "Briggs & Stratton has over 110 years of experience, is trusted by millions of people around the world and is backed by the largest service network in the industry. It is ideally placed to take advantage of the multiple market opportunities and I am delighted to be leading this great business at this exciting time."

In a post on MoodyontheMarket.com earlier this year, we reported Liotine's transition from the executive suite as Whirlpool Corporation COO to a temporary advisory role. According to Whirlpool's announcement at the time, Liotine left the company at the end of March 2023.

Pat Moody  
 Publisher, [MoodyOnTheMarket.com](http://MoodyOnTheMarket.com)  
[moody@wsjm.com](mailto:moody@wsjm.com)  
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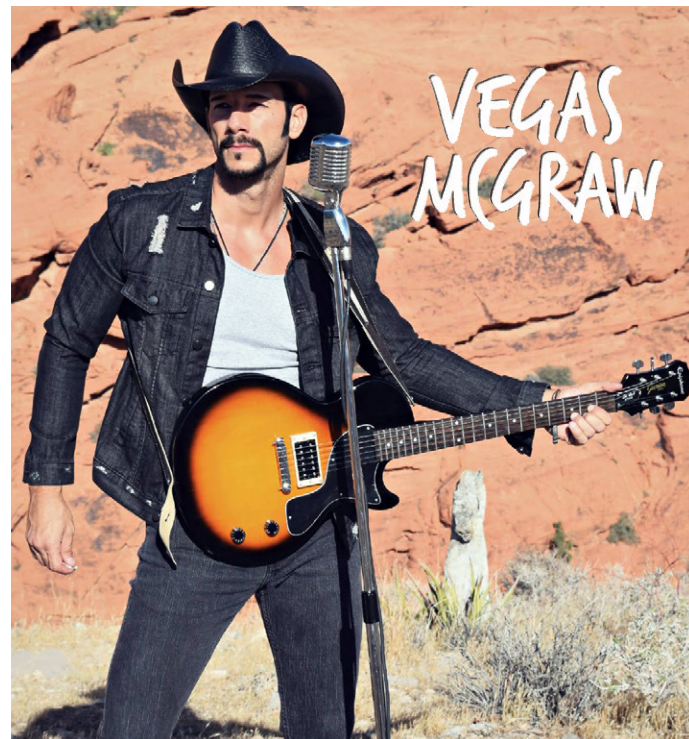
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**Event and VIP tickets sold separately.**  
 Mr. Shatner and the producers at Mills Entertainment support SAG/AFTRA and have worked with them to adjust this event to adhere to the guidelines of the ongoing and necessary strike.



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**Sarah Spoonholtz**

Regional Director,  
SMR Chamber

### St. Joseph City Commission Candidate Forum

As a 501(c)6 and the "Voice of Business" in the region, one of our four key pillars is advocacy on the local, state, and federal levels. In advocating, we promote and advance policies that improve the quality of life for all who live, work, and visit Southwest Michigan. Our advocacy-based programming is essential to cultivating a regional business climate where businesses can truly flourish. We take this work seriously, engaging in several year-round advocacy initiatives that empower our members to make a lasting impact on the issues that matter most.

Which is one of the many reasons we've stepped into our role locally and held candidate forums for both the St. Joseph City Commission in 2021 and the newly created Michigan House of Representatives 38th District, which was one of, if not the most contested and closely watched races last year.

Once again, to help educate voters we are hosting a candidate forum for the St. Joseph City Commission on Tuesday, October 10th. The forum will happen in partnership with News/Talk/Sports 94.9 WSJM, at the Shadowland Ballroom located at 333 Broad Street in St. Joseph. All six candidates have confirmed their attendance.

The public is welcome to attend the event in-person and those interested are encouraged to RSVP in advance at the following link: <https://tinyurl.com/SJForum2023>. Doors open at 5:30 p.m. with the forum itself running from 6 to 7:30 p.m. There will also be an informal networking hour following the forum, from 7:30 to 8:30 p.m., where the public is invited to stay and interact with the candidates directly. The event will include light hors d'oeuvres and a cash bar option for those in attendance.

For those unable to attend, News/Talk/Sports 94.9 WSJM will stream the forum live

[www.MailMaxOnline.com](http://www.MailMaxOnline.com)  
on-the-air and via Facebook Live on both WSJM and the Chamber's pages, respectively, from 6 to 7:30 p.m., after which it will be re-broadcast and made available to voters for on-demand consumption.

"As the *Voice for Business* in Southwest Michigan, part of our mission includes communicating where our elected leaders stand on matters important to our members and our community," said Chamber President & CEO, Arthur Havlicek. "We look forward to leading a robust discussion with the six candidates seeking office and appreciate News/Talk/Sports 94.9 WSJM, the Shadowland Ballroom, and the Silver Beach Center for partnering with us to make this public service possible."

St. Joseph City residents and business owners are encouraged to submit questions to be asked during the forum. "This is the public's chance to spark a discussion or highlight a forgotten issue," said Havlicek. "Please visit <https://tinyurl.com/SJForum2023> Questions and submit a question for the candidates to be asked."

As mentioned, there are six candidates who are seeking three open spots on the Commission. If you aren't familiar with those on the ballot they include: current City Commissioner Brook Thomas - seeking her second term, Michael Fernandez, Chris Lannert, Shawn R. Osburn, Tess Ulery, and David James Yardley. You can find full bios for each candidate on our Facebook page: [facebook.com/smrchamber](https://facebook.com/smrchamber).

Not every community will have an election on Tuesday, November 7th, but the ones that do include the City of Benton Harbor with candidates for Mayor, Commissioner at Large, two Commissioner by Ward, and their General Operating millage renewal. Weesaw Township has their Fire Department millage, and those of you in Watervliet will see Watervliet Public Schools Bond Proposal on the ballot. You can find a copy of the Official Candidate and Proposal List for November's election by visiting: [www.berriencounty.org/156/Elections](http://www.berriencounty.org/156/Elections).

Curious about our initiatives with advocacy - or possibly how the Chamber can help your business and Southwest Michigan grow? Visit our website at [smrchamber.com](http://smrchamber.com) or connect with me directly: 269-932-4040 or [sspoonholtz@smrchamber.com](mailto:sspoonholtz@smrchamber.com).

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## SUDOKU ANSWERS FROM PAGE 9

SUDOKU ANSWERS:

4	7	1	6	2	9	3	5	8
3	8	2	4	5	1	7	9	6
9	6	5	3	7	8	1	4	2
5	3	7	1	4	2	6	8	9
2	9	6	5	8	3	4	7	1
8	1	4	9	6	7	2	3	5
1	2	9	8	3	4	5	6	7
7	5	3	2	9	6	8	1	4
6	4	8	7	1	5	9	2	3

WORD SEARCH ANSWERS:

J	U	P	Q	E	S	G	N	O	L	A	C	I	H	T	E	D	O	R	
N	H	R	E	D	W	U	A	A	R	M	C	K	T	Y	A	F	C	P	S
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T	T	E	L	J	M	R	A	J	L	M	K	T	U	R	A	D	B	B	
U	W	J	F	X	C	H	O	B	S	T	L	E	S	G	F	I	A	B	
E	S	T	O	E	V	H	O	H	B	S	T	L	E	S	G	F	I	A	
S	H	C	L	E	V	H	O	H	B	S	T	L	E	S	G	F	I	A	
F	Y	H	H	F	U	N	D	P	N	I	T	A	L	E	G	K	D	D	
Y	H	S	R	P	W	G	E	C	E	H	A	F	J	N	K	V	E	U	
K	K	A	X	A	Y	T	E	X	A	A	Q	L	Y	Q	B	B	P	A	
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S	I	H	E	A	L	T	H	G	H	G	L	Y	V	D	A	S	H	P	

### AUCTIONS

Live Excavating Equipment Auction. Bob Sansam Estate, Saturday, October 7. 15422 Hogan Rd. Linden, MI 48451. Payloader, Bulldozer, Excavator, Dump truck, Flatbed trailer, more! Details and photos at www. NarhiAuctions.com 810.266.6474

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 Com \*Jerry & Aimee Glassman\* 269-461-6686.

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**LEGALS**

Lake Charter Township Special Board Meeting September 8, 2023  
Meeting called to order 7:30 a.m.  
Present: Carson, Clark, Essig, Mensinger, and Wilk. Absent: Drew.  
Motion to approve the reading of an ordinance, to amend ordinance 73-1, reading the Lake Township water ordinance in its entirety.  
All ayes, motion carried.  
Motion to approve the purchase Lexipol software to aid the township's fire department in maintaining their policies, procedures, and training records at the proposed purchase price not to exceed \$11,000. All ayes, motion carried.  
The meeting adjourned at 7:42 a.m.  
Lake Charter Township website: www.lake-township.org  
A complete set of minutes may be obtained from the Lake Charter Township Clerk.

**LEGALS**

Lake Charter Township Board Meeting September 19, 2023  
Meeting called to order 7:00 p.m. Present: Carson, Clark, Mensinger, Essig, Drew, and Wilk.  
Motion declaring the agenda stands as presented. All ayes, motion carried.  
Motion to approve August 15, 2023 meeting minutes. All ayes, motion carried.  
Motion to approve September 8, 2023 special meeting minutes. All ayes, motion carried.  
Motion to approve August bills.  
All ayes, motion carried.  
Motion to approve the municipal water and sewer system at Lake Solis development.  
All ayes, motion carried.  
Motion to adopt a resolution to partner with Berrien County Clerk's office for 9 days of early voting. All ayes, motion carried.  
Motion to adopt the current tax millage rate of 3 mills. All ayes, motion carried.  
Motion to reschedule next month's meeting to Wednesday, October 18, 2023 at 7:00 p.m.  
All ayes, motion carried.

**ANNOUNCEMENTS**

The next regular board meeting is scheduled for October 18, 2023 at 7:00 p.m., Lake Township Hall, Bridgman, Michigan.  
Lake Charter Township Planning Commission meeting is scheduled for October 2, 2023 at 7:00 p.m., Lake Township Hall, Bridgman, Michigan.  
Lake Charter Township Zoning Board of Appeals meeting is scheduled for October 12, 2023 at 6:30 p.m., Lake Township Hall, Bridgman, Michigan.  
The meeting adjourned at 7:48 p.m.  
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A complete set of minutes may be obtained from the Lake Charter Township Clerk.

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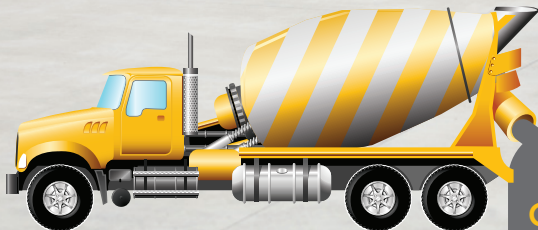
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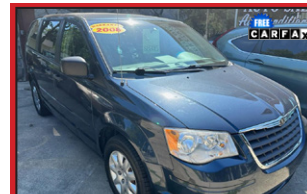
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Super duty, only 120k miles, Free roof rack included

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Minivan, only 75k miles! Stow & Go seating!

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 <p><b>2016 VW BEETLE</b> Cute as a bug!</p> <p><b>\$14,900</b></p>	 <p>★ <b>2020 MITSUBISHI MIRAGE</b> Just Arrived!</p> <p><b>\$16,900</b></p>	 <p><b>2010 TOYOTA TACOMA TRD DOUBLE CAB</b> OH YEAH!</p> <p><b>\$18,900</b></p>	 <p><b>2018 FORD EXPLORER XLT 4X4</b> Wanna deal explore this!</p> <p><b>\$19,900</b></p>	 <p>★ <b>2016 FORD F-250 SUPERCAB XLT</b> Itsa powerstroker!</p> <p><b>\$19,900</b></p>	 <p>★ <b>2020 KIA OPTIMA LE</b> Low miles! Low price! Low Payments!</p> <p><b>\$21,900</b></p>	 <p><b>2018 CHEVY CAMARO 1LT</b> Perfect with extra options, extra low miles!</p> <p><b>\$24,900</b></p>
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**\$66,990**

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**\$31,990**

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**\$20,890**

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**2019 FORD FIESTA**

**\$15,490**

**2022 TOYOTA CAMRY LE**

**\$29,890**

**2019 FORD EDGE SEL**

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**2019 KIA NIRO PLUG-IN HYBRID EX**

**\$29,990**

**2021 JEEP WRANGLER UNLIMITED SPORT**

**\$35,990**

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**\$29,990**

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**\$29,990**

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ROOM FOR UP TO 8 PEOPLE



new 2023 HIGHLANDER  
excludes hybrids

**3.99%** for **48**  
APR Financing Mos.<sup>2</sup>

-OR- 4.99% APR for 60 Mos.  
-OR- 5.49% APR for 72 Mos.



**TACOMA**

BEST SELLING MID-SIZE TRUCK 18 YEARS IN A ROW!<sup>3</sup>



new 2023 TACOMA  
INCLUDES TRD PRO!

**3.99%** for **48**  
APR Financing Mos.<sup>2</sup>

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TOWING CAPACITY UP TO 12,000 lbs.<sup>4</sup>



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**\$500** OVER & ABOVE ALL OTHER INCENTIVES!<sup>6</sup>

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Ask about the

**\$500** COLLEGE GRAD REBATE PROGRAM<sup>7</sup>  
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