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Moody on The Market

Pat
Moody

The Butcher, The Baker & The Candlestick Maker... and the Future of Downtown SJ

The butcher and the baker are gone. State Street Meats and Golden Brown Bakery both closed up shop in downtown St. Joseph earlier this year. But The Candlestick Maker has other ideas. In fact, he's a big fan of what's ahead for downtown and hopes to find a NEW Candlestick Maker to carry on in 2024.

Ed Bennett is a business partner with his mother, Judi Benninghoff, in The Candlestick Maker, an eclectic gift shop at 408 State Street, a couple of doors North of The Buck Burgers & Brew. The Candlestick Maker specializes in candles, fragrances, driftwood, soaps and colorful handmade craft items that help people warmly remember 'special moments' of their visit to—or everyday life in—St. Joseph, Michigan. "Inexpensive but meaningful," as Ed puts it.

Bennett says about half of The Candlestick Maker's customers are visitors, but the other half live here, at least a significant part of the year. "St. Joe is a year-round destination, unlike New Buffalo and South Haven. They almost shut down, but St. Joe has activities all year that keep people coming back, either for a weekend, or to their 'second home' in the area."

Bennett recalls how things have changed in the 13 years since The Candlestick Maker opened its doors:

--Edgewater Development committed to making all spaces in the old Elks Building



Continued on page 8

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Sarah
Spoonholtz

Regional
Director,
SMR Chamber

Recognition Award Nominations Now Open!

It's hard to believe with October's arrival that we are officially in the last quarter for the year, it also means we are only a few months away from our **Business Recognition Breakfast Awards Ceremony & Annual Meeting in February!** As we begin planning for the celebration, we could use your help in finding businesses and individuals that fit the criteria for our award categories. As much as

Arthur, Jasmine, and I are well connected into the community, we are also aware enough to know that we don't know everyone who is doing something great, which is why we need you!

Nominations officially opened this past Monday, October 2nd and will be accepted **through Wednesday, November 15th.** Winners

Continued on page 2

Inserts & Promotions

- ALDI
- Bronson Cancer Centers' Think Pink Special Section
- Family Fare
- Family Farm & Home
- Martin's Super Markets

Inserts may vary by zip code

Spoonholtz *Continued from cover*

will be selected during live voting by over 500 of their peers at the 2024 Business Recognition Event in February. There are six (6) different categories that cover a wide variety of businesses, and individuals who are deserving of the recognition. Those include:

Economic Impact Award: A local enterprise that has made significant contributions to the economic vitality of the region through business growth, job creation, investment in infrastructure, and participation in other endeavors that benefit that community and its residents. The company must also exemplify excellent corporate citizenship by giving back to the community in which it operates and possess a corporate culture that enhances the lives of its employees.

Small Business of the Year Award: A local small business that stands out for developing an outstanding, growing business; offering innovative product(s) and/or services, increasing jobs, increasing sales, overcoming adversity, and for making significant community contributions. The applicant for this award should be the highest-ranking person in the company.

Non-Profit Excellence Award: A 501(c)3 organization that demonstrates excellence in providing a service to our community and/or in advocating, enabling, and empowering an underserved, underrepresented or disadvantaged population in our area.

Best New Business: A new stand out business to Southwest Michigan that is between 6 months and 2 years old, has demonstrated levels of excellence in their product category and in providing service to the community.

Rising Star Award: An award that recognizes and celebrates the accomplishments of a highly motivated, emerging leader in the community. Nominees should demonstrate excellence, creativity, and show initiative/

leadership in their industry, company, or profession.

The Pat Moody Award: An award that recognizes an individual who has made their mark in the community. Nominees should be an established presence with over 10 years in Southwest Michigan and exemplify customer and community service.

Full criteria for each award, and the nomination submission form can be found online at: smrchamber.com/business-recognition-awards/

Each award is focused on being meaningful and relevant to the Southwest Michigan Regional Chamber and our respective community members. Nominations can be submitted by anyone; however, **nominees must be members in good standing** with the Chamber to be eligible for recognition.

As we get closer to the event date, we will be releasing additional details including a link to purchase tickets, the official announcement on our keynote speaker (who I'm SO EXCITED about!), and the full list of nominations that YOU submitted!

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Interested in being a sponsor of our Business Recognition Breakfast or possibly how the Chamber can help your business and Southwest Michigan grow? Visit our website at smrchamber.com or connect with me directly: sspoonholtz@smrchamber.com or 269-932-4040.

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Photo of the Week



Swan Song Sail of the Season

Photo by Mark Maxwell

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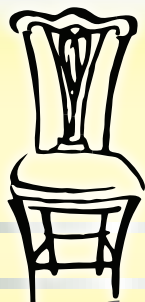
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Glenn Rosenbaum
Pastor

All Things

or later. That's part of living in a fallen, broken creation. But here's something you may not know. Even the groan you groan as a Christian is radically different from the groans that come from the rest of the world.

You and I groan under the burdens of work, stress, money, sadness, and uncertainty like everyone else. However, in the groan of the Christian, there is also the groan of anticipation, the groan of eagerly looking to that day when all the things that weigh us down will go away forever.

And they will go away! Because the day will come when the Lord Jesus will command it. Just as his blood has washed away our every sin, so also he will wipe away every tear from our eyes, and there will be no more death, mourning, crying, or pain.

So, when your alarm goes off, go ahead and groan. Just remember. Your groan as a Christian is also a quiet expression of confidence that, because of Jesus, unspeakable joy is on its way. And you can hardly wait.

Prayer: Heavenly Father, when I groan under the burdens of life, remind me by your Spirit that, in Jesus, I also look forward to victories and joys beyond my imagination. Amen.

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

But we ourselves, who have the first-fruits of the Spirit, groan inwardly as we wait eagerly for our adoption to sonship, the redemption of our bodies.
~ Romans 8:23

It's the beginning of another work-day. Your alarm goes off. You hit the snooze button as many times as you dare. Finally, you pull back the covers, swing your feet to the floor, and sit there for just a moment.

Then it comes—the groan. Perhaps it's audible, or perhaps, it stays inside you, but nevertheless, the groan is there. It can come for a number of reasons. Perhaps there's an unpleasant task waiting for you that day, or a string of challenging days is starting to catch up to you. Maybe it comes from the unending grind of living with difficulties that are not going away.

Two things about that groan you have in the morning. One you already know. You already know that people worldwide groan that same groan sooner



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David Wade

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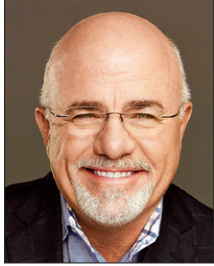
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Dave Says

The Concept is the Same

Dear Dave,
I know when it comes to personal finance, you're a big fan of living on a written, monthly budget. Should you do a small-business budget the same way you do your household budget?

— Joseph
Dear Joseph,
The concept you're working with is the same, but they're still a little bit different. When it comes to a small business, you're trying to project your income and expenses, thereby projecting your profit for the month and the next two months after that. Those three months make what we call a quarter. If you've been in business for a while, you can reach out further than that and usually do a reasonably accurate job of projecting the entire year.

It all really just comes down to this: You still have to plan your income and your outgo. Some small-business owners tend to forego long-term planning and live hand to mouth and crisis to crisis. Sure, they may look at the profit and loss statements, but that's

kind of like looking in the rearview mirror while driving. Budgeting's not rocket science. The budgeting and planning don't have to be super sophisticated, as long you're realistic about how much revenue you're generating and your operating costs.

A lack of planning and handling money properly—making money behave by projecting revenue, expenses and those kinds of things—are the main reasons most small businesses fail. Then, the owners turn around and blame “cash flow problems.” That's a pretty vague term, and in most cases, it's a bunch of double-talk. It's usually coming from someone who borrowed money and couldn't make the payments or had too much money going out and not enough coming in.

You've got to project into the future and think about what you're going to do and how you're going to make it happen. That's really all a small-business budget is. You're saying, “Realistically, this is what we should make this month, and this is what we should spend this month.” It's what I tell my team when they're doing budgets. And when you think about it, it's not even goal setting so much as it's having a knowledgeable and informed conversation with the marketplace.

I hope this helps, Joseph!
— Dave
*Description automatically generated * Leadership and small-business expert Dave Ramsey is CEO of Ramsey Solutions. He has authored eight national bestselling books, including "EntreLeadership," and is a host of "The Ramsey Show" and "The EntreLeadership Podcast."*

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Joshua Doxtator, PGA
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It's A Wrap!

It's hard to imagine that another golf season is coming to a close. We're hoping for a few more weeks of sunshine and warmer temps, but the inevitable is coming. As we look back on the year and specifically our golf game, ask yourself this question, "did I get better this year?" Only you can answer that truthfully and if I'm being honest with myself, I sure didn't. I could put a long list of excuses together, but it all comes down to being intentional. Going into the offseason is a good way to reflect and put together a solid game-plan for the next year. Just because snow is on horizon, doesn't mean our golf games have to take a backseat. Here's a few tips to help keep the "mojo" going in preparation for 2024.

You've heard the expression, "drive for show, putt for dough." Well, guess what? You can work on your putting indoors! Commit to practicing 6-footers, 10 minutes a day, a few days a week. Again, this must be intentional because we all know practicing putting isn't the most fun. Invest in some softer, foam like, golf balls and practice chipping into a bucket. Try hitting the same chip with different clubs, this will help you keep that critical motion of

driving the club downward, crucial to effective impact.

If you're a tech person and really want to track results, you can invest in The Stack System. This has been used by Tour players to help produce more speed through programs integrated into the system. Almost every student I've had wants to hit the ball as far as possible, well here you go! There are 5 laws of ball flight that allow you to hit it to the fullest potential, speed is one of these laws. Instead of purchasing that shiny, new \$600 driver, invest in this and learn how to produce speed this offseason!

Finally, read a good book. I'm not a huge advocate of searching YouTube for golf help. I've helped "fix" way too many golfers who just wanted to try something they found online. I do recommend reading about the mental side of golf. Dr. Bob Rotella is a renowned sports psychologist that has worked with some of the best players in the world. When I was playing in college, I was in a major putting slump. My coach handed me a book called, Putting Out of Your Mind. This completely changed the way I viewed putting and process into it. I went from averaging 32 putts per round to 27, 5 shots are a lot, and I didn't change anything with my grip, stance or purchase a new putter. I just changed the way I approached every putt. Dr. Rotella has published multiple books, and I can't endorse them enough; I'm NOT a paid actor.

It's been a great season offering some golf tips and speaking to some of you in person about the game. We've got about 6-7 months to charge back up, get after it!



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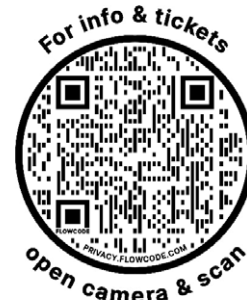
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Moody *Continued from cover*

repeat stream of visitors developed from the very drivable, St. Louis, Chicago (already a presence), Indianapolis, and Cleveland markets.

--The Buck opened and created a new revenue stream when visitors browsed the shops while waiting for their table.

--Ryebelle's opened and expanded, creating more foot traffic in the neighborhood.

--The Pure Michigan campaign strengthened the brand of all the beach towns along Lake Michigan.

--St. Joe Today, Cornerstone, and the Southwest MI Tourist Council piggybacked on the Pure Michigan campaign and a reliable,



www.MailMaxOnline.com

--Curious Kids, The Carousel, and Silver Beach County Park made our area a very attractive draw to families vacationing.

--Harbor Shores and the adjacent Inn provided an attractive draw to an additional market visiting to play golf or attend the Sr. PGA tournaments.

--The number of new events has made the area more of a regional hub for weekend business (Farmers' Market, Antiques on the Bluff, Reindog Parade, Ice Carving Fest, Regatta Craft Fair, Beer Fest, to name a few).

Bennett is a huge fan of St. Joseph Today, the downtown promotion organization. He says, "Their track record is great. Being a part of SJT is an excellent value for downtown merchants and property owners—anyone who cares about St. Joe. They've made downtown a year-round thing!"

Looking ahead, Bennett would like to see the proposed Curious Kids Museum expansion project move forward. He sees it as a big draw for families and believes it will only get bigger with planned improvements. He's a little puzzled by the City Commission's reluctance to enthusiastically support the project.



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Bennett also would like to see more hotel rooms in downtown St. Joseph. While new hotels along I-94 are helpful, he believes the location makes it too easy to go elsewhere and spend less time downtown. Rooms close to the Lake and downtown should be attractive all year and will drive more multi-day visitors.

It's that continuing growth and bright future that Bennett hopes will help turn up a "new Candlestick Maker"—the next owner for the shop where he and his mother have invested thousands of hours and thirteen years of their lives.

Bennett explains that his Mom, Judi, is 82 and still working full-time in the store, usually at least six days a week. Ed has a full-time job as a manufacturer's representative for an architectural metals company, traveling several states selling ornamental railings, fences and similar items. He still manages to work the Candlestick counter several days a week. "One of these days," he says, "it's going to be too much for us to handle. But it's a great business for someone with a creative flair who loves meeting people and loves St. Joe."

That precisely describes Ed's mother, Judi Benninghoff, who began taking her hand-made driftwood and beach glass items to craft shows decades ago and then showcased them, along with homemade candles and soaps at The Candlestick Maker. Someone with a similar background or life view would be a perfect match for The Candlestick Maker, in Bennett's opinion.

The preferred timetable would be to find a successor soon and work alongside them this Fall, if desired by the new owner. If no one steps forward before 2023 year-end, it's possible Bennett and Benninghoff will consider ending their run, making The Candlestick Maker another St. Joseph Memory. But with their pride in what they've accomplished as well as a strong belief in downtown St. Joseph's future, it's hard to imagine the 400 Block of State Street without The Candlestick Maker.

For more information, visit www.TheCandlestickMaker.net

Email Ed Bennett at TheCandlestickMaker@hotmail.com

By Gayle Olson, MOTM Contributor

Pat Moody

Publisher, MoodyOnTheMarket.com

moody@wsjm.com

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2023 FORD F-150 SUPERCAB STX 4X4

Hot Pepper Red, 2.7 Ecoboost V6 Engine, 20 Inch Six Spoke Wheels, Fog Lamps, Trailer Hitch, STX Appearance Package, Black Platform Running Boards, Locking Rear Axle, and Much More! F23065
 MSRP.....\$48,875
 SIEMANS DISCOUNT.....- 2,380
 FORD TO FORD TRADE-IN ASSISTANCE BONUS CASH** - 2,000
SALE PRICE FOR EVERYONE \$44,495
 MILITARY OR FIRST RESPONDER RECOGNITION EXCLUSIVE CASH* - 500
AS LOW AS \$43,995
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)



2022 FORD F-250 SUPERCAB SERVICE BODY

Oxford White, Locking Rear Axle, Power Windows and Locks, Trailer Brake Controller, Rear Camera, Knapheide Service Body, and Much More! F22229
 MSRP.....\$46,420
 ADD FOR SERVICE BODY.....+12,295
 SUBTOTAL.....\$58,715
 SIEMANS DISCOUNT.....- 3,720
SALE PRICE FOR EVERYONE \$54,995
 MILITARY OR FIRST RESPONDER EXCLUSIVE CASH REWARD* - 500
AS LOW AS \$54,495
 (**MUST QUALIFY)



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2023 FORD BRONCO 4 DOOR ADVANCED 4X4

Velocity Blue Metallic, Black Diamond Series, Front Row Heated Seats, Ford CoPilot 360, Remote Start, Sasquatch Package, 2 Tops - Hard Top and Soft Top, and Much More! F23235
MSRP \$56,210



2023 FORD TRANSIT 350 BATTERY ELECTRIC VEHICLE

Oxford White, Cloth Seats, Power Heated Mirrors, Front Overhead Shelf, Cruise Control, and Much More! F23134
 MSRP.....\$58,320
 SIEMANS DISCOUNT.....- 1,325
SALE PRICE FOR EVERYONE \$56,995
 MILITARY OR FIRST RESPONDER RECOGNITION EXCLUSIVE CASH* - 500
AS LOW AS \$56,495
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)



2024 FORD E-450 BOX TRUCK

Oxford White, 7.3 V8, Limited Slip Rear Axle, Remote Keyless Entry, Cruise Control, Power Windows and Locks, Power Mirrors, WABASH 16 Foot Van Body, and Much More! F24004
 MSRP.....\$43,015
 ADD FOR WABASH 16 FOOT BODY +19,513
 SUBTOTAL.....\$62,528
 SIEMANS DISCOUNT.....- 2,533
AS LOW AS \$59,995



2023 FORD F-150 SUPERCREW XLT 4X4

Iconic Silver Metallic, 3.5 PowerBoost Full Hybrid Engine, Locking Rear Axle, Navigation, Twin Panel Moonroof, Interior Work Surface, Pro Power Onboard 7.2KW, Trailer Tow Package, Tailgate Step, LED Box Lighting, XLT Sport Appearance Package, and Much More! F23020
 MSRP.....\$67,005
 SIEMANS DISCOUNT.....- 3,010
 LOW APR RETAIL CONSUMER CASH* - 500
 FORD TO FORD TRADE-IN ASSISTANCE BONUS CASH** - 2,000
SALE PRICE FOR EVERYONE \$61,495
 2023 MILITARY OR FIRST RESPONDER RECOGNITION EXCLUSIVE CASH* - 500
AS LOW AS \$60,995
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-250 CREW CAB 4X4 TREMOR

Agate Black, 6.7 High Output Power Stroke DIESEL, Navigation, PowerScope Trailer Tow Mirrors, B&O Sound System, Reverse Sensing System, Remote Start, 360 Degree Camera Package, Heated Front Seats, Tremor Off Road Package, Rapid Heat Supplemental Heater, Power Sliding Rear Window, and Much More! F23138
 MSRP.....\$80,295
 SIEMANS DISCOUNT.....- 500
SALE PRICE FOR EVERYONE \$79,795
 MILITARY OR FIRST RESPONDER RECOGNITION EXCLUSIVE CASH* - 500
AS LOW AS \$79,295
 (**MUST QUALIFY)



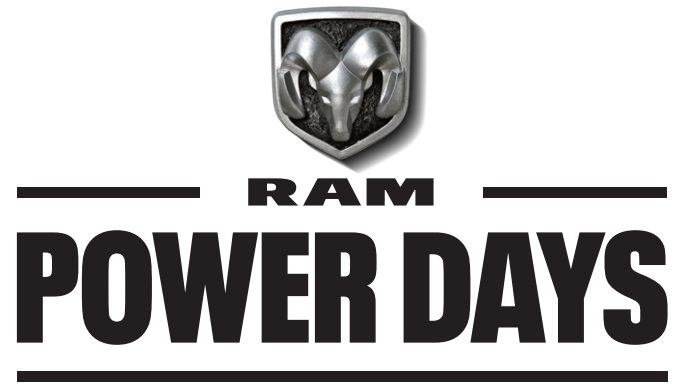
2023 FORD EXPEDITION MAX LIMITED STEALTH 4X4

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 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)

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2023 JEEP RENEGADE LATITUDE 4X4
 Colorado Red, 17 Inch Aluminum Wheels, Navigation, Touchscreen, Lane Departure Warning Plus, Blind Spot and Cross Path Detection, and Much More! C23201
 MSRP.....\$30,040
 SIEMANS DISCOUNT.....- 141
 NATIONAL STANDALONE 10% OFF MSRP - 3,004
SALE PRICE FOR EVERYONE \$26,895
 MILITARY OR FIRST RESPONDER BONUS CASH* - 500
AS LOW AS \$26,395
 (*MUST QUALIFY)



2023 JEEP GRAND CHEROKEE L LAREDO 4X4 DEMO
 Velvet Red Pearl, Trailer Tow Prep Group, Power Seat, 3rd Row Seating, 2nd Row Bucket Seats, Touchscreen Radio, Adaptive Cruise Control, Active Lane Management, ParkSense Rear Park Assist, Blind Spot and Cross Path Detection, and Much More! C23023
 MSRP.....\$48,020
 SIEMANS DEMO DISCOUNT.....- 2,525
 SELECT INVENTORY RETAIL BONUS CASH* - 1,500
 BONUS CASH.....- 2,000
SALE PRICE FOR EVERYONE \$41,995
 RETURNING LESSEE BONUS CASH* - 1,000
 MILITARY OR FIRST RESPONDER BONUS CASH* - 500
AS LOW AS \$40,595
 (*MUST QUALIFY/MUST FINANCE THRU CHRYSLER CAPITAL)



2023 CHRYSLER 300 TOURING L ALL WHEEL DRIVE
 Gloss Black, Adaptive Cruise Control, Lane Departure Warning, Full Speed Collision Warning, Surround Sound, Navigation, Alpine Speakers, Dual Pane Panoramic Roof, Heated Seats, Heated Steering Wheel, and Much More! C23121
 MSRP.....\$49,015
 SIEMANS DISCOUNT.....- 1,020
 BONUS CASH.....- 2,000
SALE PRICE FOR EVERYONE \$45,995
 MILITARY OR FIRST RESPONDER BONUS CASH* - 500
AS LOW AS \$45,495
 (*MUST QUALIFY)



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.....- 10,585
AS LOW AS \$45,995



2023 JEEP GRAND CHEROKEE LIMITED 4X4 DEMO
 Diamond Black, 20 Inch Gloss Black Aluminum Wheels, Black Appearance Package, Heated Front and Rear Seats, Heated Steering Wheel, Navigation, Touchscreen Radio, Remote Start, Power Liftgate, Adaptive Cruise Control, Blind Spot and Cross Path Detection, and Much More! C23031
 MSRP.....\$54,385
 SIEMANS DEMO DISCOUNT.....- 1,952
 NATIONAL STANDALONE 10% OFF MSRP - 5,438
SALE PRICE FOR EVERYONE \$46,995
 MILITARY OR FIRST RESPONDER BONUS CASH* - 500
AS LOW AS \$46,495
 (*MUST QUALIFY)



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.....- 2,859
 NATIONAL STANDALONE 10% OFF MSRP - 5,706
SALE PRICE FOR EVERYONE \$48,495
 MILITARY OR FIRST RESPONDER BONUS CASH* - 500
AS LOW AS \$47,995
 (**MUST QUALIFY)



2023 RAM PROMASTER 15 FOOT BOX TRUCK
 Bright White, Cloth Seats, Speed Control, Power Heated Mirrors, American Cargo Liberty III 15 Foot Box with Pull-Out Ramp, and Much More! C23147
 MSRP.....\$45,295
 ADD FOR 15 FOOT BOX.....\$12,925
 SUBTOTAL.....\$58,220
 SIEMANS DISCOUNT.....- 2,225
 2022 ON-THE-JOB \$1000 COMMERCIAL EQUIPMENT UPFIT** - 1,000
SALE PRICE FOR EVERYONE \$54,995
 MILITARY OR FIRST RESPONDER BONUS CASH* - 500
AS LOW AS \$54,495
 (**MUST QUALIFY/** BUSINESS OWNERS ONLY)



2022 RAM 3500 4X4 DUMP TRUCK
 Bright White, 6.7 Cummins DIESEL Engine, Electronic Shift-on-the-Fly Transfer Case, Power Trailer Tow Mirrors, Power Windows and Locks, AIRFLOW 11 Foot Drop-Side Dump, and Much More! C22235
 MSRP.....\$63,450
 ADD FOR AIRFLOW DUMP BODY ±17,829
 SUBTOTAL.....\$81,279
 SIEMANS DISCOUNT.....- 9,284
 2022 ON-THE-JOB \$1000 COMMERCIAL EQUIPMENT UPFIT** - 1,000
AS LOW AS \$70,995
 (**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 \$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 ESCALADE PREMIUM LUXURY 4X4
NOW \$45,827

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, 2nd Row Heated Seats, 3rd 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, U23094

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 \$2

1.5 EcoBoost EFI Engine, 6 Speed Automatic, All Seat, Auto Climate Control, Blind Spot Monitor, Lane Keeping Assist, Lane Departure Warning, Back-Up Camera, Remote Keyless Entry System

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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



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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 Karlon 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, C23160A

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

NOW \$22,804

Aluminum Wheels, Only 10K Miles! Power Driver's Seat, Cross-Traffic Alert, Lane Departure Warning, Front Collision Mitigation, Rear Parking Aid, 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, 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, F22225I

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 Alert, Pre-Collision Assist, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Agate Black, F23091A

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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 \$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 \$29,499

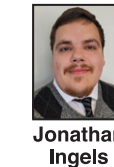


2022 CHEVY TRAILBLAZER ACTIV

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 ESCAPE SEL 4X4
NOW \$22,890

1.5 EcoBoost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 51K Miles, Remote Start, SYNC 3, Power Driver's Seat, Leather Heated Front Seats, Climate Control, Adaptive Cruise Control, Blind Spot Information System, Lane Keep System, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Ford Certified! Baltic Sea Green Metallic, C23224A



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



2020 RAM 1500 BIG HORN CREW CAB 4X4
NOW \$41,987

5.7 V8 HEMI Engine, 8 Speed Automatic, Aluminum Wheels, 42K Miles, Built To Serve Edition, Running Boards, Remote Start, Power Driver's Seat, Heated Front Seats, Heated Steering Wheel, Power Adjust Pedals, Power Sliding Rear Window, Touchscreen Display, Front and Rear Park Assist with Stop, Back-Up Camera, Remote Keyless Entry System, Ram Certified! Ceramic Gray, U23135



2021 JEEP COMPASS LIMITED 4X4
NOW \$28,500

2.4 EFI Engine, 9 Speed Automatic, Aluminum Wheels, Only 8K Miles! Remote Start, Navigation, Power Leather Heated/AC Front Seats, Heated Steering Wheel, Panoramic Moonroof, 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, Jeep Certified! Velvet Red Pearlcoat, F23248A



2020 RAM 1500 BIG HORN CREW CAB 4X4
NOW \$38,995

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 16K Miles, Security Cover, Bedliner, Remote Start, Power Driver's Seat, Power Adjust Pedals, Back-Up Camera, Remote Keyless Entry System, Ram Certified! Bright White Clearcoat, C23065A



2019 SUBARU FORESTER TOURING AWD
NOW \$31,285

2.5 EFI Engine, 7 Speed CVT Automatic, Aluminum Wheels, 29K Miles, Navigation, Memory Power Leather Heated Front Seats, Heated Steering Wheels, Climate Control, Power Moonroof, CD-Player, Blind Spot Monitor, Lane Departure Warning, Lane Keeping Assist, Front and Rear Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Balance of Factory Warranty! Crystal Black Silica, U23117A



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, FORD CERTIFIED! 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

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

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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, U23181A



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

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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, U23086A



2019 CHEVY EQUINOX LT
NOW \$23,987

1.5 EFI Engine, 8 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



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



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



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



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, C23049A



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 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



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

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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, M24002A



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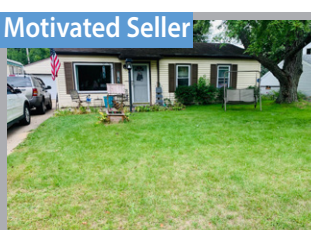
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**Don
Stuart**
Humorist

What's in This Food Name?

We had salmon for dinner the other night, and as usual, No. 4 son, who's staying with us a while, was disappointed about it. He feels the main course of EVERY family dinner should be pizza.

To try to get him a little more jazzed for the meal, I added some Old Bay Seasoning to the salmon. He didn't like the food a whole lot better, but he did plant the seed for this column by asking, "So, where is this old bay?"

Old Bay is a mix of herbs and spices, created in Baltimore around-about 1939, by a German immigrant named Gustav Brunn. It's unclear whether Brunn had any connection to - or financial stake in - any taverns or saloons, but the story goes that crabs were super-plentiful, and virtually given away in such establishments. And by adding salty seasonings like Old Bay to the chow, customers found themselves yearning to purchase more, ahem, adult beverages.

Anyway, Brunn, living in Baltimore and all, clearly named his concoction after the Chesapeake Bay, right? Not so fast, Paprika-Breath! The original name was "Delicious Brand Shrimp and Crab Seasoning."

Borrrrrr-iiiiinnnnng!

So, at some point, someone decided to change the name. NOT to honor the Chesapeake Bay itself, but a steamship line that sailed on it - the Old Bay Line. Ok, this is

also borrrrr-iiiiinnnnng, but I'm engaged in non-fake-news reporting here.

No. 4 son enjoyed one heck of nice nap when I shared all this with him. And his question inspired me to explore a couple other product names. One quest turned up pretty much nothing, so let's get it out of the way:

In our fridge, we have a little green squeeze bottle, shaped somewhat like a lime with a neck. It's Sicilia brand lime juice. The label clearly states it's a product of Peru. And that it's bottled in Switzerland.

Sicity. Peru. Switzerland. . . what in the name of trans-global free trade agreements is going on here? Can't help ya - the internet has basically no info about Sicilia lime juice. I can only tell you of a discovery I made on my own: I'm not that fond of the puckering sweetness of fresh pineapple, but my wife loves to put chunks of it on the table as a side dish. And then complain when no one eats it after all the effort it took to cut that fresh pineapple. Turns out a generous squirt of Sicilian/Peruvian/Swiss lime juice makes for a much more palatable comestible!

Last, we visit The Valley of the Jolly Green Giant, which is a real place, referring to the valley of the Minnesota River.

That's it for the "why is it named that" lesson. Much more fun, I think, is learning that the city of Blue Earth, Minnesota, has a 55-foot tall statue of the Jolly Green Giant!

The idea for the statue sprung from a local radio interview show featuring people passing through Blue Earth. During the interviews, people would usually ask, "Where's the Green Giant?"

But before there was a statue, the show's host would have a little fun with any kids involved in the interview. "You just missed him," he'd say. "But look out when you get back on the road - just last week, he stepped on a car!"

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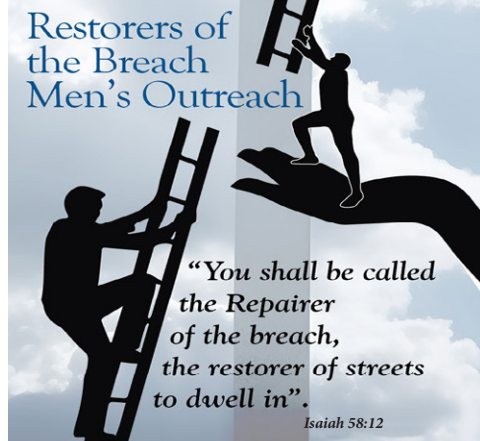
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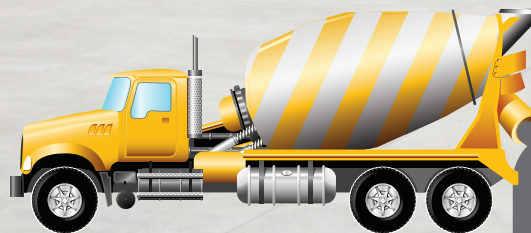
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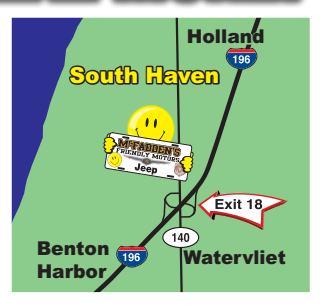
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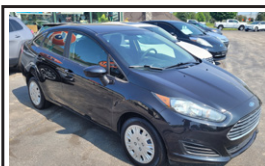
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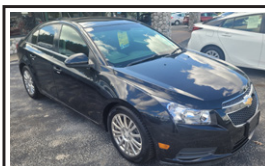
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