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## Moody on The Market

*Pat  
Moody*

### Booming Zoup! Business in St. Joe Changing Hands

Nearly seven years ago, I told you here on Moody on the Market about a chance encounter sort of casual conversation between friends that led to a fast track resulting in renowned local businesswoman Julie Thomsen taking the reins at Zoup! in the Courthouse Square in St. Joseph. In the shadow of the new year, local history essentially has begun replicating a spark of conversation that is leading to Julie's sale of that booming business to a friend with a decided entrepreneurial spirit ready to keep the Zoup brand advancing to the next level.

Thomsen, who purchased Zoup! in the spring of 2018 from Al Mussman will close on the sale of the business to Samantha "Sam" Droskie on January 31, 2024, following her completion of the intensive training process driven by the team at Zoup! headquarters in Southfield, Michigan.

Sam's husband, Scott, had been a banking colleague with Thomsen for at least half a dozen years when she left the industry to return to her hospitality roots with her purchase of Zoup! When she recently told him she was thinking of selling the franchise business in the next year or so, he mentioned it to Sam who quickly texted Julie asking for additional information, posing what she jokes "seemed like a million questions, which she answered – probably more than once – and was gracious in sharing her P&L (profit & loss) data."

Sam will be the first to tell you that she was "immediately interested, while also recognizing that it was going to be a tough decision," since she had a solid, long-running, job as a Legal Assistant for a St. Joseph law firm, "with a great boss." She adds, "I also considered this to be something that I can incorporate into a family business, as we have three sons, three daughters-in-law, and four young grandchildren with two more due this year."

After asking Scott, a financial advisor, to review the P&L data and run the numbers, he

*Continued on page 6*

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**Marcy  
Simpson**

**Executive  
Director,**  
*Southwestern Michigan  
Tourist Council*

## Fun and interesting things to do in Southwest Michigan

2024 is here and with it are more adventures, activities, and events for you to enjoy with your friends and family in beautiful Southwest Michigan.

When it comes to movers and shakers in the bluegrass world, Full Cord is a super-group on the rise. Kick-start your weekend with a trip to The Livery Friday, January 12

to see what the hype is all about. The Michigan-based, award-winning group is just hitting its stride – ready to follow in the footsteps of fellow Michigan bluegrass icons Billy Strings and Greensky Bluegrass as yet another star in the making. Show time is 8:00 p.m.

*Continued on page 2*

## Inserts & Promotions

- Aldi • Dollar General
- Family Fare
- Hardings Friendly Markets
- Jets Pizza
- Martin's Super Markets
- Save A Lot

*Inserts may vary by zip code*

## Simpson *Continued from cover*

Join St. Joe Community Taproom for a fun Saturday afternoon of board games on Saturday, January 13 from 2:00 p.m. to 6:00 p.m. Bring your favorites (games and/or people) and drop in anytime in the upper balcony above the main bar. In addition to the awesome drinks available at the Taproom, the larger Market is home to a coffee shop, lots of food options, and other fun shopping, so check everything else out while you're there.

Laila Ali is a world-class athlete, fitness, and wellness advocate, TV host, home chef, founder of the Laila Ali Lifestyle Brand, and mother of two. The daughter of the late beloved global icon and humanitarian, Muhammad Ali, is a four-time undefeated boxing world champion, whose stellar record includes 24 wins (21 of which were "knockouts") and zero losses. During an "Evening with Laila Ali," she will talk about a wide range of topics including her trailblazing career in sports, her journey as an entrepreneur, as well as the influence of her famous father on her life. The Lake Michigan College Mendel Center will host this event Thursday, January 18 at 7:00 p.m.

Warm up with the merchants on Friday, January 26 as downtown St. Joe hosts a Chili Tour. Participating locations or "Chili Stops" will play host as you have the opportunity to try their best recipes. Take a stroll through Lake Bluff Park where Light Up the Bluff is still in full display.

If you're interested in Michigan's favorite card game, look no further than two local breweries. Sister Lakes Brewing Company and River St. Joe hold weekly Euchre nights. Visit Sister Lakes Brewing Company on Mondays starting at 6:00 pm and follow it up with Tuesdays at River St Joe also beginning at 6:00 p.m.

Introducing... monthly plant parties. Join Urban Garage Market on Sunday, January 21 from 12:00 p.m. to 2:00 p.m. to talk plants, share cuttings, and more. Bring a cutting, take a cutting. Share the wealth with fellow plant lovers (all plants must be free of pests) Plant Swap: bring any undesired plants to trade with others. Save on plants, dirt, and propagation stations.

Indulge in an unforgettable Scottish tradition at Journeyman Distillery, as they replicate the fully authentic Burns Night Supper. Savor the period food traditions of this celebrated night and accompany them with unreleased single malt whiskies, exclusively produced by Journeyman Distillery. Dress in your finest Highland attire and come with an appetite for the best food and whiskey experience. Mark your calendar for Thursday, January 25 at 6:00 p.m.

This is just a taste of the vibrant tapestry of happenings in Michigan's Great Southwest. If you would like more information on these and many more events and activities in the area, please visit our website at [swmichigan.org](http://swmichigan.org).

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## Photo of the Week



### Encased in Winter's Embrace

Photo by Emmalie Allers

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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**National Civics Bee - Extension!**

Last year I shared with you some exciting news about a new program opportunity that engages our middle school students and gets them excited about civic engagement. After working directly with the U.S Chamber of Commerce Foundation, I'm excited to share some updates on the 2024 competition! The **2024 National Civics Bee**® aims to engage and excite our next generation of leaders and get them thinking of what our communities need and how it could be implemented at a local government level.

It's not just in Michigan but nationally there is a major push to help encourage, activate, and spur community engagement on a civic level, specifically our younger generations. Currently we have an abundance of leaders, both appointed and elected, that are shaping how their respective communities grow. However, we've had multiple discussions with some of these same leaders and there is a general consensus that we don't have interest from younger adults to fill their seats when retirement comes. Which is incredibly concerning on multiple levels.

When presented with the opportunity to partner on the National Civics Bee®, we knew it was something that fit our mission, vision, and advocacy pillar. Our nation and respective communities are built on the foundations of civics. We want to help students in our community appreciate the importance of civics in our everyday lives.

The 2024 National Civics Bee® initiative, organized in partnership with **The Civic Trust® of the U.S. Chamber of Commerce Foundation**, will inspire middle schoolers to become better informed about American democracy. In turn we hope it spurs engagement that is both respectfully and constructively impactful and builds greater trust in others and institutions.

**Middle school students** from across Southwest Michigan are invited to take part in the first-round civics essay competition which includes a **max 500-word essay** submission that identifies a problem their community is facing and how a citizen might solve it. Ultimately this furthers their understanding of civic engagement and fosters responsible citizenship at an early age.

From there, the **top 20 students** will be selected to move on to the final round of competition: a live quiz event to test their civics knowledge. The finalists and top winners will receive various prizes, including **\$500 cash for the first-place student**. The top 3 winners will then have a chance to compete at the **State level for a chance at \$1,000** for first place and a chance to compete on the **national stage this fall and win up-to \$50,000!**

The Bee gives students an opportunity to share their thoughts, ideas, and voices about our community. It is also a way to increase their knowledge of civics. Plus, a little extra shared praise for our local school districts when their student wins!

The deadline for student essay submissions has been extended to **January 22, 2024**. For more information on the essay topic, competition rules and prizes, and for students to submit essays, visit: **SMRChamber.com/NationalCivicsBee**.

This year, the National Civics Bee is expanding its reach to students in 28 states, with plans for a national competition scheduled for 2024. A three-year, \$4.5 million grant from the Daniels Fund will allow the U.S. Chamber Foundation to scale these Bees to all 50 states by 2026.

**Local Competition Information:**

**Date:** Wednesday, April 17<sup>th</sup>

**Time:** 4:00 – 7:00 p.m.

**Location:** Shadowland Ballroom

**Address:** 333 Broad Street | St. Joseph, MI 49085

**Local Prizes:**

**1<sup>st</sup> Place:** \$500

**2<sup>nd</sup> Place:** \$250

**3<sup>rd</sup> Place:** \$125

If you have or know of middle school students, I hope you will encourage them to participate in the National Civics Bee®.

To get more information on upcoming Chamber events including the National Civics Bee®, or to learn how the Chamber can help your business and Southwest Michigan grow, visit our website at [smrchamber.com](http://smrchamber.com). You can also connect with me at [sspoonholtz@smrchamber.com](mailto:sspoonholtz@smrchamber.com) or 269-932-4040.



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**More Than a New Year**

*Don't you know that all of us who were baptized into Christ Jesus were baptized into his death? We were therefore buried with him through baptism into death in order that, just as Christ was raised from the dead through the glory of the Father, we too may live a new life.*  
Romans 6:3,4

How was your New Year's celebration? Did you spend time with friends and family? Did you stay up until midnight? Did you sleep in on New Year's Day?

Here's another question: How has your New Year's celebration impacted your life in the new year? I imagine not much. It may have been fun, but now you're back to life as usual.

In today's Bible reading, the apostle Paul tells us about an event that is more than a one-day celebration, an event that changes the rest of a person's life. The event is a person's baptism.

Christian baptism, you see, is not simply a ceremony. Paul tells us that when a person is baptized, they are spiritually

covered in all the benefits of Jesus' death on the cross. Their sins are forgiven. And because their sins are forgiven, they can look forward to an eternal life in heaven one day.

But there's more. The apostle tells us that baptism also empowers a person to live a new kind of life, a life that no longer wants to do its own thing but rather wants to do God's thing.

That's much more exciting than any New Year's resolution. It is God's promise to empower those who have been baptized to live a new, God-pleasing life. How could those who have received such a gift have anything but a happy new year?

*Prayer: Thank you, Lord, for reminding me today of the remarkable blessings of baptism. Amen.*

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

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**Moody** *Continued from cover*

gave a ringing endorsement, saying, "It's a go!"

Following considerable research into the Zoup! brand and their story, Sam says, "I loved that they have hundreds of soup recipes with 12 different soups rotating every day." She adds, "The fact that they serve their soups with a hunk of bread, just like my mom did for me, and I did for my kids, was a great bonus." She's long admired that Zoup! provides free sampling, noting, "How many times have you wanted to try something on a menu, but didn't because you were unsure of the flavors?"

Following a deep period of prayer seeking guidance, the Thomsens and Droskies broke bread over dinner at Bread + Bar of Benton Harbor and consummated the deal, pending all the approvals from Zoup! headquarters and Sam's training. She says that as she began the online training, she was struck by the unique nature of the franchise's "Zouisms," including advice that "The Customer is Always...The Customer...and it's never about right or wrong." She was also delighted by Zoup's encouragement to "have fun, be proud...connect and create an experience...be authentic." Sam tells us, "I believe that my years of training as a legal assistant have

provided me with the ability to work well with others in all situations and have the ability to work under pressure."

Meanwhile, Julie will still be very much present in the local marketplace. She and her husband Jim own the Biggby Coffee Shop next door to Zoup! And Julie and her brother own the entire Courthouse Square complex, which is fully leased to other long-running businesses like Mini Mart and Azul Tequila Mexican Bar & Grill.

Julie says, "I'm excited about the Zoup! and their continued vision." Zoup! was bought out in 2020 by WOWorks which is a top-notch company, and it comes with extensive knowledge of the fast casual brand." She adds, "We are shifting to a new name called Z! Eats in the future, and everything is made fresh at the store level with the freshest local ingredients." The soups of Zoup! are handcrafted in a local Southfield, Michigan kitchen to ensure consistency and quality.

Julie says that under the Z! Eats branding, "We have flatbreads coming soon and exciting long term offers in the future," adding, "All Zoup! stores are locally owned, and we pride ourselves on being active in the community with giveback nights and helping with causes dear to our hearts."

Sales at Zoup! of St. Joseph have increased significantly over the last two years

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with catering and online ordering and delivery adding to the robust lunch crowds that appear daily. Julie says, "We are very proud of what we have built after purchasing the restaurant from Al Mussman and are so thankful to the community and our wonderful customers for many years of support."

Noting that her team has "always been consistent and we have enjoyed mentoring the younger generation and often offering them their first job until they leave for college," Julie adds, "We have hired many friends and their children, and we thank them so much for their support over the years." Best of all for regulars at Zoup!, Julie and Sam report, "Everyone will keep their job so you will still see the same familiar faces. We could not do this without their support."

Sam and Scott Droskie attended Julie's ribbon-cutting ceremony back in 2018 and were beaming with pride for her. They have been regular customers themselves and have fallen in love with the product that now will be theirs to serve. Thinking about that, Sam says, "Julie is a remarkable businesswoman and a wonderful friend," adding, "When the opportunity presented itself, I knew I would have a great mentor! What a fantastic person to learn from, and I consider myself blessed."

Just the same, Sam says when she met with the WOWorks Transfer Team for her ini-

tial interview, "It was super intense and intimidating at first, largely due to fear of the unknown. However, the team was super friendly, welcoming, and reassuring," adding, "They have been nonstop helpful, answering questions and making sure that the ownership transition is a smooth one."

For Julie, the transition will be bitter-sweet. After spending four years caretaking for her parents while running multiple businesses, she also admits, "It showed me that we need to travel and live our best lives," quickly adding, "We are selling just one of our four local companies, so we will still be around, just in a lesser capacity. We will still own Biggy St. Joseph along with long- and short-term residential and commercial real estate."

The sale is set for January 31<sup>st</sup>, and Julie plans to stay around into the beginning of the summer season for a smooth transition.

Zoup! is located at 119 Main Street in St. Joseph and is open for lunch and dinner from 11am until 7pm from Monday through Saturday, with options for catering, delivery, and on-line ordering.

Pat Moody  
 Publisher, [MoodyOnTheMarket.com](http://MoodyOnTheMarket.com)  
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 (\* MUST QUALIFY/MUST FINANCE THRU FORD MOTOR CREDIT)  
 (\*\* MUST TRADE-IN QUALIFYING FORD VEHICLE/RESIDENCY RESTRICTIONS APPLY)



**2024 FORD EDGE SEL ALL WHEEL DRIVE**  
 Carbonized Gray, ActiveX Seating Material, Heated Steering Wheel, Heated Front Seats, Panoramic Vista Roof, 18 Inch Bright Machined Aluminum Wheels, Power Liftgate, Wireless Charging Pad, Remote Start, Rear Parking Sensors, and Much More! F24046  
 MSRP.....\$44,750  
 SIEMANS DISCOUNT.....- 755  
 FORD TO FORD TRADE-IN ASSISTANCE BONUS CASH\*\* - 2,000  
**SALE PRICE FOR EVERYONE \$41,995**  
 MILITARY OR FIRST RESPONDER RECOGNITION EXCLUSIVE CASH\* - 500  
**AS LOW AS \$41,495**  
**PLUS 0.0% FOR 48 MONTHS, or 0.9% 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 EXPLORER TIMBERLINE 4X4 DEMO**  
 Agate Black Metallic, 18 Inch Black Painted Aluminum Wheels, B&O 12 Speaker Sound System, Power Liftgate, Heated Steering Wheel, Remote Start, Class IV Trailer Tow Package, Navigation, Wireless Charging Pad, and Much More! F23268  
 MSRP.....\$51,600  
 SIEMANS DEMO DISCOUNT.....- 1,605  
 FORD TO FORD TRADE-IN ASSISTANCE BONUS CASH\*\* - 1,000  
**SALE PRICE FOR EVERYONE \$48,995**  
 MILITARY OR FIRST RESPONDER RECOGNITION EXCLUSIVE CASH\* - 500  
**AS LOW AS \$48,495**  
**PLUS 0.0% FOR 36 MONTHS, 0.9% FOR 48 MONTHS, or 1.9% 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.....- 4,100  
 FORD TO FORD TRADE-IN ASSISTANCE BONUS CASH\*\* - 2,000  
**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)



**2024 FORD F-250 4X4 PICKUP**  
 Oxford White, Cloth Seat, Snow Plow Prep Package, Locking Rear Axle, Platform Running Boards, Roof Clearance Lights, Chrome Package, Dual Battery, 410 Amp Alternator, Rear View Camera, Trailer Brake Controller, Power Windows and Locks, and Much More! F24054  
 MSRP.....\$51,500  
 SIEMANS DISCOUNT.....- 505  
**SALE PRICE FOR EVERYONE \$50,995**  
 MILITARY OR FIRST RESPONDER RECOGNITION EXCLUSIVE CASH\* - 500  
**AS LOW AS \$50,495**  
 (\* MUST QUALIFY)



**2024 FORD MUSTANG GT CONVERTIBLE PREMIUM**  
 Rapid Red, Leather Seats, 5.0 V8 Engine, 10 Speed Automatic Transmission, B&O 12 Speaker Sound System, Navigation, Heated Steering Wheel, and Much More! F24016  
 MSRP.....\$56,495  
 SIEMANS DISCOUNT.....- 500  
**SALE PRICE FOR EVERYONE \$55,995**  
 MILITARY OR FIRST RESPONDER RECOGNITION EXCLUSIVE CASH\* - 500  
**AS LOW AS \$55,495**  
**PLUS 1.9% FOR 36 MONTHS, 2.9% FOR 48 MONTHS, or 3.9% FOR 60 MONTHS**  
 (WITH APPROVED CREDIT)  
 (\* MUST QUALIFY/MUST FINANCE THRU FORD MOTOR CREDIT)



**2023 FORD MACH E GT ALL WHEEL DRIVE**  
 Vapor Blue Metallic, Extended Battery, 20 Inch Aluminum Wheels, Mobile Power Cord, 360 Degree Camera, Navigation, B&O 10 Speaker Sound System, Power Liftgate, Heated Front Seats, and Much More! F23260  
 MSRP.....\$62,295  
 SIEMANS DISCOUNT.....- 300  
 RETAIL BONUS CASH\*\*.....- 3,000  
**SALE PRICE FOR EVERYONE \$58,995**  
 MILITARY OR FIRST RESPONDER RECOGNITION EXCLUSIVE CASH\* - 500  
**AS LOW AS \$58,495**  
**PLUS 0.0% FOR 36 MONTHS, 0.9% FOR 48 MONTHS, or 1.9% FOR 60 MONTHS**  
 (WITH APPROVED CREDIT)  
 (\* MUST QUALIFY/MUST FINANCE THRU FORD MOTOR CREDIT)\*\* RESIDENCY RESTRICTIONS APPLY)



**2024 FORD E-450 SERVICE BODY**  
 Oxford White, 7.3 V8 Engine, Limited Slip Rear Axle, Power Windows and Locks, Rear View Camera, Cruise Control, Trailer Tow Package, Remote Keyless Entry, Knapheide KUV Body, Receiver Hitch Knap Locks, and Much More! F24008  
 MSRP.....\$43,060  
 ADD FOR KNAPHEIDE KUV BODY +32,057  
 SUBTOTAL.....\$75,117  
 SIEMANS DISCOUNT.....- 2,122  
**SALE PRICE FOR EVERYONE \$72,995**  
 MILITARY OR FIRST RESPONDER RECOGNITION EXCLUSIVE CASH\* - 500  
**AS LOW AS \$72,495**  
 (\* MUST QUALIFY)

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# START SOMETHING NEW

## SALES EVENT



### 2023 JEEP RENEGADE LATITUDE 4X4

Solar Yellow, Navigation, Touchscreen Radio, Dual Zone Auto Temp Control, Lane Departure Warning Plus, Blind Spot and Cross Path Detection, Forward Collision Warning, 1.3 Turbo Engine, and Much More! C23210

**JEEP RENEGADE HAS THE LARGEST TOUCHSCREEN WITH A STANDARD NAVIGATION SYSTEM**

(Disclaimer: Based on FCA US LLC Compact SUV segment, excluding other FCA US LLC models. Competitor information based upon current available manufacturer specifications.)

MSRP.....\$30,040  
 SIEMANS DISCOUNT.....- 1,741  
 STANDALONE 10% OFF MSRP RETAIL BONUS CASH - 3,004  
**SALE PRICE FOR EVERYONE \$25,295**  
 MILITARY OR FIRST RESPONDER BONUS CASH\* - 500  
**AS LOW AS \$24,795**

(\*MUST QUALIFY)

(BASED ON REBATES THRU 01/16/2024)



### 2023 JEEP COMPASS LIMITED 4X4

Billet Silver Metallic, Leather Seats, (RED) Edition, Blind Spot and Cross Path Detection, Full Speed Forward Collision Warning, Active Lane Management, Adaptive Cruise Control, Remote Start, Rear Park Assist, Heated Front Seats, Power Seat, and Much More! C23111

**2.0L TURBO POWERTRAIN WITH THE HIGHEST STANDARD HP AND TORQUE IN ITS CLASS**

(Disclaimer: Based on Jeep's "Compact UV" sub-segmentation using 2023 SIR and Edmund's cross shopping segmentation data, excludes PHEV, MHEV, HEV and EV entrants. Based on the latest available competitive information.)

MSRP.....\$39,530  
 SIEMANS DISCOUNT.....- 2,082  
 STANDALONE 10% OFF MSRP RETAIL BONUS CASH - 3,953  
**SALE PRICE FOR EVERYONE \$33,495**  
 MILITARY OR FIRST RESPONDER BONUS CASH\* - 500  
**AS LOW AS \$32,995**

(\*MUST QUALIFY)

(BASED ON REBATES THRU 01/16/2024)



### 2023 JEEP GRAND CHEROKEE L LAREDO 4X4 DEMO

Velvet Red Pearl, Trailer Tow Prep Group, Power Seat, 3<sup>rd</sup> Row Seating, 2<sup>nd</sup> 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

**OFFICIAL VEHICLE OF WINTER**

MSRP.....\$48,020  
 SIEMANS DEMO DISCOUNT.....- 3,025  
 SELECT INVENTORY RETAIL BONUS CASH\* - 1,500  
 BONUS CASH.....- 2,000  
**SALE PRICE FOR EVERYONE \$41,495**  
 CCAP LEASE LOYALTY BONUS CASH\* - 2,000  
 MILITARY OR FIRST RESPONDER BONUS CASH\* - 500  
**AS LOW AS \$38,995**

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

(BASED ON REBATES THRU 01/16/2024)



### 2024 RAM 1500 QUAD CAB 4X4 TRADESMAN NIGHT EDITION DEMO

Granite Crystal Metallic, 20 Inch Cast Aluminum Black Wheels, 5.7 V8 Engine, Class IV Receiver Hitch, Rear Power Sliding Window, Anti Spin Rear Axle, Touchscreen Radio, and Much More! C24007

**RAM 1500 IS AMERICA'S BEST LIGHT DUTY PICKUP FOR NEW VEHICLE QUALITY**

(Disclaimer: For J.D. Power 2023 U.S. Initial Quality Study award information, visit [jdpower.com/awards](http://jdpower.com/awards).)

MSRP.....\$51,490  
 SIEMANS DEMO DISCOUNT.....- 2,995  
 NATIONAL RETAIL CONSUMER CASH - 4,500  
**SALE PRICE FOR EVERYONE \$43,995**  
 CCAP LEASE LOYALTY BONUS CASH\* - 3,000  
 MILITARY OR FIRST RESPONDER BONUS CASH\* - 500  
**AS LOW AS \$40,495**

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

(BASED ON REBATES THRU 01/16/2024)



### 2023 JEEP GLADIATOR RUBICON 4X4

Bright White, Leather Seats, Remote Start, Heated Front Seats, Heated Steering Wheel, Trailer Tow Package, Alpine Premium Auto System, Black 3-Piece Hardtop, Navigation, 33 Inch Tires, and Much More! C23218

**#1 FOR NEW VEHICLE QUALITY AMONG MIDSIZE TRUCKS**

(Disclaimer: Tied in 2023. For J.D. Power 2023 U.S. Initial Quality Study award information. Visit [jdpower.com/awards](http://jdpower.com/awards))

MSRP.....\$61,820  
 SIEMANS DISCOUNT.....- 2,552  
 NATIONAL STANDALONE 15% OFF MSRP - 9,273  
**SALE PRICE FOR EVERYONE \$49,995**  
 MILITARY OR FIRST RESPONDER BONUS CASH\* - 500  
**AS LOW AS \$49,495**

(\*MUST QUALIFY)

(BASED ON REBATES THRU 01/16/2024)



### 2024 RAM 1500 BIG HORN CREW CAB 4X4 DEMO

Granite Crystal Metallic, Sport Appearance Package, 12 Inch Touchscreen Radio, Navigation, Anti Spin Rear Axle, 20 Inch Chrome-Clad Wheels, Heated Front Seats, Heated Steering Wheel, Remote Start, Rear Power Sliding Window, Electronic Shift-On-The-Fly Transfer Case, Parksense Front and Rear Park Assist, Power Adjustable Pedals, Power Seat, and Much More! C24008

**RAM 1500 IS AMERICA'S BEST LIGHT DUTY PICKUP FOR NEW VEHICLE QUALITY**

(Disclaimer: For J.D. Power 2023 U.S. Initial Quality Study award information, visit [jdpower.com/awards](http://jdpower.com/awards).)

MSRP.....\$62,410  
 SIEMANS DEMO DISCOUNT.....- 4,015  
 NATIONAL RETAIL CONSUMER CASH - 4,500  
 GREAT LAKES BC BONUS CASH\* - 1,000  
**SALE PRICE FOR EVERYONE \$52,895**  
 CCAP LEASE LOYALTY BONUS CASH\* - 3,000  
 MILITARY OR FIRST RESPONDER BONUS CASH\* - 500  
**AS LOW AS \$49,395**

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

(BASED ON REBATES THRU 01/16/2024)



### 2024 RAM PROMASTER 15 FOOT BOX TRUCK DEMO

Bright White, Wide Power Heated Mirrors, Speed Control, Passenger Bucket Seat, Additional Key Fobs, American Cargo Liberty 2 15 Foot Box, and Much More! C23146

**RAM PROMASTER HAS THE TALLEST AND WIDEST STANDARD CARGO AREA IN ITS CLASS**

(Disclaimer: Class is based on large commercial van segment (Class 2). Based upon the latest available current competitive information.)

MSRP.....\$45,295  
 ADD FOR AMERICAN CARGO BOX +12,925  
 SUBTOTAL.....\$58,220  
 SIEMANS DEMO DISCOUNT.....- 4,225  
 ON-THE-JOB COMMERCIAL EQUIPMENT/UPFIT - 1,000  
**SALE PRICE FOR EVERYONE \$52,995**  
 MILITARY OR FIRST RESPONDER BONUS CASH\* - 500  
**AS LOW AS \$52,495**

(\*MUST QUALIFY)

(BASED ON REBATES THRU 01/16/2024)



### 2023 JEEP WRANGLER 4 DOOR RUBICON

Bright White, Leather Seats, LED Lighting Group, XTREME 35 Inch Tire Package, 3.6 V6 Engine, Premium Sunrider Soft Top, Integrated Off Road Camera, and Much More! C23132

**JEEP WRANGLER IS THE MOST TECHNOLOGICALLY ADVANCED WRANGLER EVER**

(Disclaimer: Based on number of available tech features.)

MSRP.....\$63,185  
 SIEMANS DISCOUNT.....- 5,190  
**AS LOW AS \$57,995**

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**WAS \$32,500**



**2022 FORD BRONCO SPORT BIG BEND 4X4**

**NOW \$30,655**

1.5 EcoBoost EFI Engine, 8 Speed Automatic, Aluminum Wheels, Less than 15K Miles! Power Driver's Seat, Heated Front Seats, Power Moonroof, Wireless Charging Pad, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Carbonized Gray Metallic, F23252B

**WAS \$42,997**



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

**NOW \$41,348**

5.7 V8 HEMI Engine, 8 Speed Automatic, Aluminum Wheels, 29K Miles, Night Edition! Bedliner, Remote Start, Power Driver's Seat, Power Adjust Pedals, Heated Steering Wheel, Heated Front Seats, Rear Power Slide Window, Touchscreen Display, Back-Up Camera, Remote Keyless Entry System, Ram Certified! Diamond Black Crystal Pearlcoat, C24014A

**WAS \$46,555**



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

**NOW \$44,704**

5.7 V8 HEMI EFI Engine, 8 Speed Automatic, Aluminum Wheels, 31K Miles, Security Cover, Bedliner, Running Boards, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, Power Adjust Pedals, Panoramic Sunroof, Touchscreen Display, Blind Spot and Cross Path Detection, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Ram Certified! Ivory White Tri-Coat, C24023A

**WAS \$40,995**



**2020 FORD F-150 XLT SPORT SUPERCREW 4X4**

**NOW \$38,836**

3.5 EcoBoost EFI Engine, 10 Speed Automatic, Six Spoke Alloy Wheels, 36K Miles, Bedliner, Running Boards, Remote Start, Navigation, SYNC3, Power Heated Front Seats, Power Adjust Pedals, Power Slide Rear Window, Front Collision Mitigation, Reverse Sensing System, Back-Up Camera, MAX Trailer Tow Package, Ford Certified! Iconic Silver, U23157

**WAS \$13,997**



**2017 FORD**

**NOW \$**

1.5 EcoBoost EFI Engine, 6 Speed Automatic, Aluminum Wheels, 103K Miles, Remote Start, Power Driver's Seat, Power Adjust Pedals, CD-Player, Back-Up Camera, Ford Certified! System, Oxford

# MANAGER'S

**WAS \$31,285**



**2019 SUBARU FORESTER TOURING AWD**

**NOW \$27,678**

2.5 EFI Engine, 7 Speed CVT Automatic, Aluminum Wheels, 29K Miles, Navigation, Memory Power Leather Heated Front Seats, Heated Steering Wheel, 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

**WAS \$29,862**



**2019 AUDI Q7 PREMIUM PLUS QUATTRO**

**NOW \$26,346**

2.0 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 77K Miles, Navigation, Memory Power Leather Heated Front Seats, Power 3<sup>rd</sup> Row Seats, Panoramic Sunroom, Climate Control, CD-Player, Front Collision Mitigation, Rear Parking Aid, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Orca Black Metallic, F23224A

**WAS \$37,995**



**2020 FORD F-150 XLT SPORT SUPERCREW 4X4**

**NOW \$33,818**

2.7 V6 EcoBoost, 10 Speed Automatic, Aluminum Wheels, 60K Miles, Running Boards, Remote Start, Navigation, Power Heated Front Seats, Power Adjust Pedals, Power Sliding Rear Window, Front Collision Mitigation, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Iconic Silver, U23142

**WAS \$39,999**



**2020 RAM 1500 EDITION CREW CAB**

**NOW \$**

5.7 V8 HEMI EFI Engine, 8 Speed Automatic, Aluminum Wheels, 36K Miles, Remote Start, Power Driver's Seat, Power Adjust Pedals, Power Sliding Rear Window, Back-Up Camera, Ford Certified! Diamond Black Crystal

## JUST A SHORT DRIVE TO BRIDGMAN FOR GREAT DEALS SEE OUR ENTIRE INVENTORY

**WAS \$44,995**



**2023 JEEP GRAND CHEROKEE LAREDO 4X4**

**NOW \$36,426**

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 \$26,928**



**2021 FORD POLICE INTERCEPTOR UTILITY AWD**

**NOW \$22,570**

3.3 HYBRID Engine, 10 Speed Automatic, Heavy Duty Steel Wheels, 71K Miles, Ready for the Road Package, Console Mounting Plate, Spot Lamp, Power Driver's Seat, Interior Liftgate Release, Back-Up Camera, Keyless Entry System, Agate Black Metallic, C23217A

**WAS \$50,824**



**2022 FORD BRONCO ADVANCED OUTER BANKS 4X4**

**NOW \$43,895**

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

**WAS \$28,707**



**2020 FORD EXPLORER**

**NOW \$**

2.3 EcoBoost EFI Engine, 10 Speed Automatic, Aluminum Wheels, 36K Miles, Heated Front Seats, Heated Steering Wheel, 2<sup>nd</sup> Row Heated Seats, Evasive Steering Assist, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Power Liftgate, Ford Certified!

**WAS \$25,500**



**2022 FORD ECOSPORT SES 4X4**

**NOW \$22,787**

2.0 EFI Engine, 6 Speed Automatic, Aluminum Wheels, Only 8K Miles! Navigation, SYNC 3, Power Driver's Seat, Heated Front Seats, Heated Steering Wheel, Power Moonroof, Auto Climate Control, Blind Spot Monitor, Cross-Traffic Alert, Rear Parking Aid, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Diamond White, F23207A

**WAS \$25,901**



**2020 FORD EXPLORER XLT 4X4**

**NOW \$21,886**

2.3 EcoBoost EFI Engine, 10 Speed Automatic, Aluminum Wheels, 111K Miles, Power Heated Front Seats, Heated Steering Wheel, 2<sup>nd</sup> Row Heated Seats, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Front Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Rapid Red Metallic, F23230A

**WAS \$69,995**



**2022 FORD F-350 XLT SUPER DUTY SRW CREW CAB 4X4**

**NOW \$67,506**

6.7 V8 Power Stroke DIESEL Engine, 10 Speed Automatic, Aluminum Wheels, 19K Miles, Running Boards, Remote Start, Power Driver's Seat, Blind Spot Monitor, Cross-Traffic Alert, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Agate Black, F23138A

**WAS \$28,793**



**2015 FORD F-450 SUPER DUTY REGULAR CAB**

**NOW \$**

6.7 V8 Power Stroke DIESEL Engine, 10 Speed Automatic, Aluminum Wheels, 166K Miles, Power Windows, Trailer Brake Controller, Lane Keeping Assist, Remote Keyless Entry System, Ford Certified!



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WAS \$23,994

FUSION SE  
NOW \$13,486

Speed Automatic, Aluminum  
Remote Start, Power Seats,  
Power Windows, Remote Keyless Entry  
White, U23066B



2013 FORD F-250 XLT SRW  
SUPERDUTY REGULAR CAB 4X4  
NOW \$23,394

6.2 V8 EFI Engine, 6 Speed Automatic, Aluminum Wheels, Only 66K  
Miles! Power Driver's Seat, Power Adjust Pedals, Power Windows  
and Locks, CD-Player, Trailer Tow Package, Trailer Brake Controller,  
Remote Keyless Entry System, Sterling Gray Metallic, F23227A



WAS \$42,559

2022 DODGE  
DURANGO GT PLUS AWD  
NOW \$40,565

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, 22K Miles, Remote Start, Navigation, Blacktop Package, Performance  
Hood, Memory Power Leather Heated Front Seats, Heated Steering Wheel, 2nd Row Heated Seats, Power Sunroof, Adaptive Cruise  
Control w/Stop, Blind Spot Monitor, Rear Collision Mitigation, Lane Departure Warning, Full Speed Forward Collision Warning, Back-  
Up Camera, Trailer Tow Group, Power Liftgate, Remote Keyless Entry System, Dodge Certified! DB Black Clearcoat, F23216B



WAS \$26,665

2021 FORD ESCAPE SE AWD  
NOW \$24,430

1.5 EcoBoost EFI Engine, 8 Speed Automatic, Aluminum Wheels, 19K Miles, Remote Start, Navigation, SYNC  
3, Power Driver's Seat, Heated Front Seats, Heated Steering Wheel, Panoramic Roof, Blind Spot Monitor,  
Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Front Collision Mitigation, Back-Up  
Camera, Power Liftgate, Remote Keyless Entry System, Ford Certified! Star White Metallic, U23154



WAS \$28,559

2021 FORD EDGE SE AWD  
NOW \$27,528

2.0 EcoBoost EFI Engine, 8 Speed Automatic, Remote Start, Navigation, SYNC4, Power Leather Heated  
Front Seats, Heated Steering Wheel, Panoramic Vista Roof, Auto Climate Control, Blind Spot Monitor,  
Cross-Traffic Alert, Lane Keeping Assist, Front Collision Mitigation, Back-Up Camera, Power Liftgate,  
Remote Keyless Entry System Ford Certified! Iconic Silver, U23162

# SPECIALS



BIG HORN NIGHT  
NEW CAB 4X4

NOW \$36,200

Aluminum Wheels, 43K Miles, Bedliner, Remote  
Start, Heated Front Seats, Heated Steering Wheel,  
Remote Keyless Entry System, Ram Certified!  
Pearlcoat, U23152



WAS \$33,627

2020 FORD RANGER  
XLT SUPERCREW 4X4

NOW \$28,747

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



WAS \$45,301

2023 KIA SORENTO  
X-LINE PRESTIGE AWD

NOW \$42,883

2.5 EFI Engine, 8 Speed Automatic, Aluminum Wheels, Only 5K Miles, Navigation, Memory Power Leather Heated/AC  
Front Seats, 2nd Row Heated Seats, Panoramic Sunroof, Adaptive Cruise Control, Blind Spot Monitor, Cross-Traffic  
Alert, Lane Keeping Assist, Front and Rear Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless  
Entry System, Balance of Factory Warranty! Gravity Gray, C23232A



WAS \$42,887

2020 FORD F-150 XLT  
SPORT SUPERCREW 4X4

NOW \$37,996

3.6 V6 EcoBoost, 10 Speed Automatic, Aluminum Wheels, 48K Miles, Security Cover, Bedliner, Running  
Boards, Remote Start, Navigation, SYNC 3, Power Heated Front Seats, Power Adjust Pedals, Front  
Collision Mitigation, Reverse Sensing System, Back-Up Camera, Max Trailer Tow Package, Remote  
Keyless Entry System, Ford Certified! Rapid Red Metallic, F23218A

## TIRE INVENTORY OF PRE-OWNED VEHICLES AT WWW.SIEMANS.NET



FORD  
ESCAPE XLT 4X4

NOW \$21,995

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



WAS \$26,682

2020 FORD  
ESCAPE SE AWD

NOW \$23,293

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



WAS \$29,704

2017 MERCEDES  
GLE350 4MATIC AWD

NOW \$22,831

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



WAS \$62,795

2019 FORD F-150 RAPTOR  
SUPERCREW 4X4

NOW \$56,555

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 Slide 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, F23209A



2019 FORD SUPER DUTY  
CAB BOX TRUCK

NOW \$25,995

6.7 V8 DIESEL Engine, 6 Speed  
Automatic, Aluminum Wheels,  
Power Windows and Locks,  
Limited Slip Axle, Remote  
Start, Oxford White, F22271A



WAS \$54,764

2019 FORD F-350 XLT  
SRW CREW CAB 4X4

NOW \$49,860

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



WAS \$25,995

2022 HONDA CIVIC  
SPORT 4 DOOR SEDAN

NOW \$21,995

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



WAS \$46,995

2022 JEEP  
GLADIATOR OVERLAND 4X4

NOW \$44,717

3.6 V6 EFI Engine, 8 Speed Automatic, Aluminum Wheels, Only 7K Miles! Security Cover, Running Boards, Remote Start, Navigation,  
High Altitude Package, MOPAR Hardtop Headliner, Heated Leather Seats, Heated Steering Wheel, Climate Control, Alpine Premium  
Audio System, Adaptive Cruise Control, Blind Spot & Cross Path Detection, Rear Park Assist, Back-Up Camera, Trailer Tow  
Package, Remote Keyless Entry System, Jeep Certified! Black Clearcoat, F23192A

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Dennis Varo



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Tim Place



Bob Betker



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**2022 JEEP COMPASS  
LATITUDE LUX 4X4**  
**NOW \$26,334**

2.4 Engine, 9 Speed Automatic, Aluminum Wheels, 23K Miles, Remote Start, Power Driver's Seat, Heated Steering Wheel, Leather Heated Front Seats, Touchscreen Display, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Jeep Certified! Billet Silver Metallic, U23180



**2016 JEEP  
WRANGLER SPORT 4X4**  
**NOW \$24,800**

3.6 V6 Engine, 5 Speed Automatic, Aluminum Wheels, 75K Miles, Body Color Three Piece Hardtop, Step Bars, Heated Front Seats, Backcountry Package, CD Player, Remote Keyless Entry System, Xtreme Purple Pearlcoat, M24020A




**2020 FORD F-150 XLT  
SPORT SUPERCREW 4X4**  
**NOW \$36,995**

2.7 V6 EcoBoost Engine, 10 Speed Automatic, Aluminum Wheels, 44K Miles, Bedliner, Running Boards, Remote Start, SYNC 3, Power Heated Front Seats, Power Adjust Pedals, Front Collision Mitigation, Reverse Sensing System, Back-Up Camera, Trailer Tow Package, Remote Keyless Entry System, Ford Certified! Agate Black Metallic, U23181

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INTERCEPTOR UTILITY AWD**



3.7 V6 Engine, 6 Speed Automatic, Heavy Duty Steel Wheels, 85K Miles, Ready for the Road Package, Console Mounting Plate, Spot Lamp, Power Driver's Seat, Interior Liftgate Release, Back-Up Camera, Keyless Entry System, Shadow Black, C23234A

**NOW \$15,970**

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



3.6 V6 Engine, 8 Speed Automatic, Aluminum Wheels, 17K Miles, Remote Start, Navigation, Night Edition, Power Driver's Seat, Power Adjust Pedals, Heated Steering Wheel, Heated Front Seats, Touchscreen Radio, Back-Up Camera, Anti-Spin Differential Rear Axle, Remote Keyless Entry System, Ram Certified! Billet Silver Metallic, F23211A

**NOW \$39,500**

**2021 JEEP GRAND  
CHEROKEE TRAILHAWK 4X4**



3.6 V6 Engine, 8 Speed Automatic, Aluminum Wheels, 52K Miles, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, 2<sup>nd</sup> Row Heated Seats, Panoramic Sunroof, Bi-Xenon Headlamps, Adaptive Cruise Control, Blind Spot Monitor, Full Speed Forward Collision Warning, Lane Departure Warning Plus, Rear Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Jeep Certified! Bright White, C24082A

**NOW \$34,997**

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**NOW \$51,920**

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**2020 RAM 1500 LARAMIE CREW CAB 4X4**



5.7 V8 HEMI EFI Engine, 8 Speed Automatic, Aluminum Wheels, 46K Miles, Security Cover, Bedliner, Running Board, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, Power Adjust Pedals, Panoramic Moonroof, Touchscreen Display, Back-Up Camera, Remote Keyless Entry System, Ram Certified Diamond Black Crystal Pearlcoat, F23302A

**NOW \$43,420**

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



3.5 V6 Ecoboost Engine, 10 Speed Automatic, Chrome-Like PVD Wheels, 78K Miles, Pickup Bed Cap, Bedliner, Remote Start, Navigation, Power Heated Front Seats, Power Adjust Pedals, Power Slide Rear Window, Back-Up Camera, Remote Keyless Entry System, Ingot Silver, F23020A

**NOW \$30,836**

**2021 FORD EXPLORER XLT 4X4**



2.3 Ecoboost Engine, 10 Speed Automatic, Aluminum Wheels, 41K Miles, Power Heated Front Seats, 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, Ford Certified! Agate Black Metallic, F23301A

**NOW \$32,562**

**2013 FORD F-250 XLSUPER CAB**



6.2 V8 Engine, 6 Speed Automatic, Aluminum Wheels, Only 47K Miles! Cruise Control, Preferred Package, Vinyl Flooring, Vermillion Red, C22269A

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**2020 FORD EDGE SEL AWD**

**NOW \$26,894**

2.0 Ecoboost Engine, 8 Speed Automatic, Aluminum Wheels, 24K Miles, Remote Start, SYNC 3, Power Leather Heated Front Seats, Panoramic Vista Roof, Wireless Charging Pad, Blind Spot Monitor, Cross-Traffic Alert, Lane Keeping Assist, Front Collision Mitigation, Back-Up Camera, Hands Free Liftgate, Remote Keyless Entry System, Ford Certified! Star White, F24043A



**2019 GMC YUKON DENALI 4X4**

**NOW \$49,995**

6.2 V8 EFI Engine, 10 Speed Automatic, Aluminum Wheels, 67K Miles, Remote Start, Navigation, Power Running Boards, Power Leather Heated/AC Front Seats, Heated Steering Wheel, 2<sup>nd</sup> Row Heated Seats, Power Sunroof, DVD Entertainment System, Blind Spot Monitor, Cross-Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Front Collision Mitigation, Front Collision Warning, Power Liftgate, Remote Keyless Entry System, Onyx Black, F23223A










**2020 GMC SIERRA 1500 ELEVATION EXTENDED CAB 4X4**

**NOW \$34,754**

5.3 V8 EFI Engine, 10 Speed Automatic, Aluminum Wheels, 96K Miles, Bedliner, Step Bars, Power Driver's Seats, Heated Front Seats, Heated Steering Wheel, Touchscreen Display, Auto Climate Control, Back-Up Camera, Remote Keyless Entry System, Onyx Black, F23254B



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**Don  
Stuart**

*Humorist*

**Jetsam-ing from My Cruise,  
with Some Flotsam**

Just when I thought I'd said everything I could say about my cruise along the Baltic Sea, a few more tidbits washed up on the shores of my mind. Consider them flotsam. Which is stuff that accidentally falls off a ship. Jetsam is stuff that in intentionally "disembarked," shall we say. Anyway, whichever you feel this column is, it's the last about my cruise!

Tidbit: One of the evening shows on the ship's "main stage" featured a guy named Harry the Piano. Very nimble keyboardist that one. Never once was his real name revealed. And you can't find it on his official website either. (It's Paul Harris.)

He told a story about how nervous he was at his first big gig, at a London nightclub called Groucho's. While awaiting his turn on stage, his manager calmly reminded him he was the most talented musician in the room. Harry nodded and started to look around at the audience. And sitting at the table right next to him was Paul McCartney.

(This reminds me of advice I was once given, to avoid appearing conceited by dropping names. Ringo Starr told me that.)

Tidbit: One day at sea, a high-ranking ship's officer gave a presentation about how things were run on board. A couple that I recall: One superstition no one ever breaks -- no whistling on the bridge. And an equally stringent rule: Dutch-speaking staff may only teach English-speaking staff Dutch words for snacks and cursing.

Tidbit: Regarding swear words, that Brit officer may not know this Dutch expression, which is definitely not a curse word: Gezellig (pronounced "heh-SELL-ick.")

The term expresses the heart of Dutch culture, but oddly, Dutch-people claim it cannot be translated; and sure enough, Wikipedia says gezellig "does not have an English

equivalent." Its meaning encompasses a range of feelings and experiences from cozy to friendly, comfortable to relaxing, enjoyable to gregarious. It can describe time spent with loved ones, seeing an old friend, or just togetherness in general.

Examples: Gezellig is watching a movie at home in a room with warm colors, full of books based on the movie, an affectionate pet or two, and plants that the pets haven't chewed on a barfed up. An example of the opposite of this - ongezellig - would be eating dinner at McDonald's

Tidbit: One day, the guys who tidied our room throughout the journey gave us the bird. Well, that is, they left a bath towel on our bed that was folded-formed-shaped like a bird. We only got two others: An elephant, and a dog - or maybe a cat - that had chewed some house plants and barfed them up.

Tidbit: Near the dock in Aarhus, Denmark, was signage explaining some cultural quirks of the Danes that a traveler might observe. One sign in particular stood out: "Yes, we are aware, the Danish language sounds peculiar and it's weird that we don't have a word for 'please.' But we DO have an equivalent word for 'gezellig' - it's 'HYGGE,' so take that you supercilious Dutchpersons!"

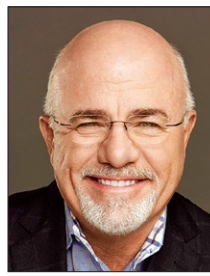
Tidbit: At a bar in Tallinn, Estonia, a sign at the entrance read "Unattended children will be given the Dragon Tears (the bar's very strong specialty drink), and we teach the English ones how to swear. In Dutch."

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**Dave Says**

**Work Hard Now, Celebrate Later**

Dear Dave,

My husband and I bought a franchise recently, and we are opening our business in a couple of months. We've got \$40,000 saved up, but my husband wants us to take a two-week vacation before we open for business. He feels that the business will completely consume us for the next two or three years, and he wants to go into things relaxed and refreshed. How do you feel about this idea?

Jill

Dear Jill,

I understand where your husband's coming from. A business is very time consuming, and to make it a success you'll both have to eat, sleep and breathe it for a very long time.

But here's the reality of your situation. Right now, you're basically unemployed. On top of that, you have just \$40,000 with which to start a business. It's time to rev up your engines and get to work, not spend a bunch of money vacationing. Trust me, there'll be plenty of time to celebrate after you've won, maybe in even bigger and

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better ways, if you'll just delay gratification and put in the dedication and hard work now.

When it comes to opening a new business, a good rule of thumb is this: Everything's going to take twice as long to accomplish as you thought it would, and everything's going to be twice as expensive as you thought it'd be. I'm sure you're both smart people, but my guess is you're not exceptions to this rule when it comes to opening and running a small business.

Think about it, every single dollar connected with your business could mean the difference between survival and going under. Like I said, I kind of get your husband's thought process, but it would be a very unwise idea right now. You've got to look at the big picture. You're going to be heartbroken, and maybe in a real financial bind, if you have to close up shop in a few months because you ran out of money.

On the other hand, if you work hard now, stay smart and make this thing a success, you can take a vacation—and really celebrate—when the time is right!

—Dave

\* Dave Ramsey is an eight-time national bestselling author, personal finance expert and host of The Ramsey Show. He has appeared on Good Morning America, CBS This Morning, Today, Fox News, CNN, Fox Business and many more. Since 1992, Dave has helped people take control of their money, build wealth and enhance their lives. He also serves as CEO for Ramsey Solutions.

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## Southwest Michigan Launches A New, Year-round Trails Challenge

Whether it's a New Year resolution to get more exercise in 2024 or a passion for being outdoors, there is now a new reason to explore the miles of scenic trails in Berrien, Cass and Van Buren Counties. The Southwest Michigan Trails Challenge is underway and is open to all ages throughout the year.

There is a prize incentive to take the challenge. The first 100 adventurers to complete five trail check-ins will receive a branded belt bag and a commemorative sticker celebrating their achievements. Once all the prizes are claimed, the challenge closes. However, after the challenge ends, organizers encourage others to set personal goals to visit as many of the region's trails as they can this year.

"The Trails Challenge shows off the diversity of our trails, many of which are accessible to our handi-capable residents and visitors," said Marcy Simpson, executive director of the Southwestern Michigan Tourist Council, sponsor of the challenge.

Simpson said participants can hike, bike, wheelchair, paddle, snowshoe, cross-country ski, fat tire bike and snowmobile depending on the trail's designation. They can go along Lake Michigan's shoreline and rivers, over dunes, through forests and across marshes, prairies, vineyards and treetop boardwalks. Trail experiences range from exhilarating climbs with incredible vistas to wildlife and bird sightings, and in-season wildflowers, gorgeous fall foliage and stunning ice formations.

Many of the trails are free, but some require parking or admission fees.

Entering the Trails Challenge is easy. First, participants must download the Visit Southwest Michigan app from the App Store or Google Play. Next, set up an account and click "Start" in the Trails Challenge. Then choose from over two dozen trails. Take a selfie by the trailhead or sign and upload it on the app. Do this on five different Southwest Michigan trails.

"This challenge is fun for everyone," said Simpson. "It's something to do outdoors with your family and friends, or on your own in beautiful places. Go once and you will be back again and again."

For more information about the Southwest Michigan Trails Challenge and to download the Visit Southwest Michigan app, visit [swmichigan.org/things-to-do/trails](http://swmichigan.org/things-to-do/trails).

### ABOUT SOUTHWESTERN MICHIGAN TOURIST COUNCIL

The Southwestern Michigan Tourist Council connects visitors and residents with things to do in Berrien, Cass and Van Buren Counties. View the Council's curated itineraries, Makers Trail and Creative Connections destinations, blogs, trail guides, newsletters, events and more online. For more information, visit [swmichigan.org](http://swmichigan.org) or all 269-925-6301, or [www.facebook.com/swmtc](http://www.facebook.com/swmtc)



The Southwest Michigan Trails Challenge steps off this month to entice locals and visitors to explore the region's hundreds of miles of scenic trails. Sarett Nature Center in Benton Harbor, Michigan (shown), is one of the qualifying destinations. To learn about this invigorating year-round challenge and prizes, visit [swmichigan.org/things-to-do/trails](http://swmichigan.org/things-to-do/trails).

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### LEGALS

#### Legal Notice Lake Charter Township Public Hearing

The Lake Charter Township Planning Commission will conduct a Public Hearing on February 5, 2024 at 7:00pm. at the Township Hall located at 3220 Shawnee Road Bridgman, MI 49106.

Please take notice that the Lake Charter Township Planning Commission will hold a public hearing on Monday February 5, 2024 at 7:00 p.m. in the Lake Township Hall, 3220 Shawnee Road, Bridgman, Michigan, 49106 to review with the public the updated Township Master Plan.

Lake Charter Township is in the process of updating their Master Plan, which guides future land use and development in the Township. The purpose of this notice is to inform the public that the Planning Commission is holding a Public Hearing as required by Public Act 33 of 2008, of the Planning Enabling Act, as amended.

The draft Master Plan is available for review on the Township's website: [www.lake-township.org/](http://www.lake-township.org/)

The Township will provide necessary reasonable auxiliary aids and services to those with disabilities planning to attend upon seven (7) days' notice to the Township Clerk. If you require such aids or services and plan to attend this meeting, please call the Township.

Written comments will be accepted through February 5, 2024 by 11:00 am. at the Lake Township Hall (3220 Shawnee Rd. P.O. Box 818 Bridgman, MI 49106) or through e-mail at [rkubsch@lake-township.org](mailto:rkubsch@lake-township.org). All interested parties will be heard during the meeting.

**Lake Charter Township Planning Commission**  
3220 Shawnee Rd.  
PO Box 818  
Bridgman MI 49106.

### LEGALS

#### NOTICE OF REGISTRATION FOR THE PRESIDENTIAL PRIMARY TO BE HELD ON TUESDAY, FEBRUARY 27, 2024 CITY OF BRIDGMAN, MICHIGAN TO THE QUALIFIED ELECTORS OF THE CITY OF BRIDGMAN:

PLEASE TAKE NOTICE that any qualified elector of the City of Bridgman who is not already registered, may register to vote at the office of the Bridgman City Clerk; the office of the County Clerk; a Secretary of State branch office, or other designated state agency. Registration forms may be obtained at [mi.gov/vote](http://mi.gov/vote) and mailed to their

City/Township Clerk. Voters who are already registered may update their registration with their local clerk or at [www.expressSOS.com](http://www.expressSOS.com).

The last day to register in any manner other than in-person with the local clerk is Monday, February 12, 2024.

After this date, anyone who qualifies as an elector may register to vote in person with proof of residency (MCL 168.497) at the City of Bridgman Clerk's office, located at 9765 Maple Street, Bridgman, Michigan 49106 at the following times:

- Regular business hours: Monday-Thursday 8:00 a.m. to 4:00 pm; Friday 8:00 a.m. to 3:00 pm
- Saturday, February 24, 2024: 7:00 a.m. to 3:00 pm

- Election day, Tuesday February 27, 2024: 7:00 a.m. to 8:00 pm

To comply with the Help America Vote Act (HAVA), voting instructions will be available in audio format and in Braille.

Arrangements for obtaining the instructions in these alternative formats can be made by contacting the city clerk in advance of the election. All polling locations are accessible for voters with disabilities.



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**LEGALS**

**PLANNING COMMISSION APPOINTMENT**  
The City of Bridgman Planning Commission has two (2) positions open with terms ending April 2027.

Interested parties wanting to serve on the board can pick up an application at City Hall, 9765 Maple Street, Bridgman, Michigan 49106 or visit the city's website: [www.bridgman.org](http://www.bridgman.org).

The application can be found under "Forms."

The deadline for applying for the open positions is February 6, 2024.

If you have any questions, please contact the City Clerk at (269) 465-5144 or email at [sreitz@bridgman.org](mailto:sreitz@bridgman.org).

Planning Commission  
Public Hearing - PUD

The Lake Charter Township Planning Commission will conduct a Public Hearing for a request for approval of a Preliminary Plan for a Site Condominium PUD (Planned Unit Development) on February 5, 2024 at 7:00pm. at the Township Hall located at 3220 Shawnee Rd. Bridgman, MI 49106.

The request is for an approval of a Preliminary Plan for a Site Condominium PUD and has been applied for by Kevin Gratkowski for property number 11-11-0018-0003-11-0 located on approximately 2.8 acres fronting Red Arrow Hwy within the C-1 (Commercial) District. The site plan as introduced consists of; 6 cottage homes, a commercial building and open areas. The requested Preliminary Plan is required to follow the Township's Zoning Ordinance for a Special Use PUD.

Additional information pertaining to this Public Hearing, of the proposed Preliminary Plan for the Site Condominium PUD, will be available at the Lake Charter Township Hall.

Written comments will be accepted through February 5, 2024 by 11:00am. at the Lake Township Hall (3220 Shawnee Rd. P.O. Box 818 Bridgman, MI 49106) or through e-mail at [rkubsch@lake-township.org](mailto:rkubsch@lake-township.org).

The Township will provide necessary reasonable auxiliary aids and services to those with disabilities planning to attend upon seven (7) days' notice to the Township Clerk. If you require such aids or services and plan to attend this meeting, please call the Township.

All interested parties will be heard during the meeting.

The Lake Charter Township Zoning Board of Appeals will conduct a meeting on February 8, 2024 at 6:30pm. at the Township Hall located at 3220 W. Shawnee Road Bridgman, to consider the following dimensional variance request:

Arvydas and Elizabeth Vaitkus of 11939 Maple Street Sawyer, MI 49125 property number 11-11-0135-0003-00-2, are requesting a dimensional variance from the fifteen-foot (15') requirement of the side setback to construct a new accessory building. The requested dimensional variance is for a side setback dimensional variance for the southern side yard to be adjusted from the required fifteen feet (15') down to ten feet (10'). All other setbacks are within the proper distance according to the Township Zoning Ordinance for an R-1 (Single-Family Residential) lot.

This notice is given and this meeting will be conducted pursuant to Act 267 of the Public Acts of Michigan of 1976, as amended, being the Open Meetings Act.

Written comments will be accepted through February 8, 2024 by 11:00am. at the Lake Township Hall (3220 W. Shawnee Rd. P.O. Box 818 Bridgman, MI 49106) or through e-mail at [rkubsch@lake-township.org](mailto:rkubsch@lake-township.org).

The Township will provide necessary reasonable auxiliary aids and services to those with disabilities planning to attend upon seven (7) days' notice to the Township Clerk. If you require such aids or services and plan to attend this meeting, please call the Township.

All interested parties will be heard during the meeting.

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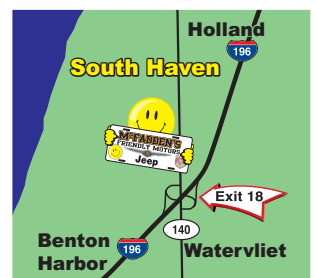
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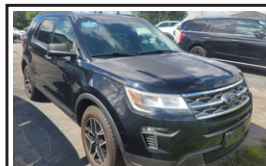
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