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**Moody on
The Market**

*Pat
Moody*

**Competitive Edge follows
dramatic growth to
new location in St. Joseph**

A Stevensville company that serves clients all over the nation will be moving a few miles North on Red Arrow Highway/Lakeshore Drive to an existing building in St. Joseph, helping facilitate its continued growth in an industry that has changed dramatically over a few years.

Competitive Edge, the promotional products company headed by Owner/CEO Mary Jo Tomasini, will vacate its attractive headquarters office building in a park-like setting at 5924 Red Arrow Hwy, Stevensville, and relocate to a newly remodeled office/warehouse facility near the corner of Hawthorne Road and Lakeshore Drive in St. Joseph.

Tomasini sat down with MoodyOnTheMarket.com to detail her plans for the next chapter at the highly successful Competitive Edge:

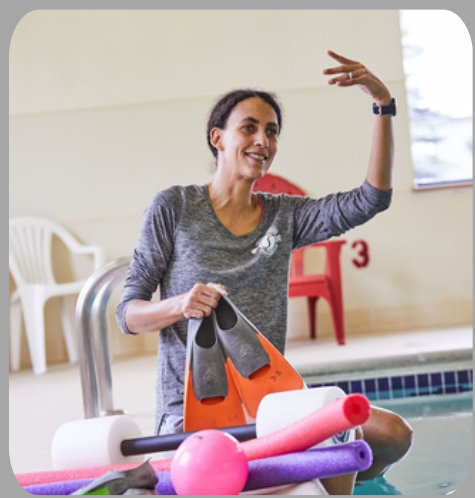
“We had an investor from Chicago approach us about buying our building and we were feeling at that time that we needed a different space because it was configured for how we operated 30 years ago. In recent years, we had to rent several other small warehouses off-site to make everything work based on how our business is growing. So, it was an opportunity to sell the building and kind of ‘dream a new dream’ of what a different space could look like for our future.”

Mary Jo said she found the perfect fit in a building that’s very different from CE’s current headquarters, working with The Southshore Companies, the locally based owners of many office and industrial buildings in Michigan’s Great Southwest and several other states.

“So, we started down that road. We also knew that we wanted to lease instead of constructing a building. So, we started looking at what was available in the market and went through a lot of different properties. And we settled on the Southshore Companies property at Hawthorne. Southshore actually persuaded a couple of tenants to move into a

Continued on page 16

THRIVE IN 2025



Are you ready to THRIVE in 2025? We are! For the month of January, no initiation fee for new members! A new Pickleball Center, renovated Aquatic Center, morning and evening group fitness classes, & tennis classes for all levels and ages!

3630 Tennis Court, Saint Joseph, MI 49085 - 269.429.2101 - southshorehrc.com



**Marcy
Simpson**

*Executive
Director,
Southwestern Michigan
Tourist Council*

Fun and interesting things to do in Southwest Michigan

As we usher in the New Year there’s a variety of events to enjoy during the remainder of the holiday season beginning Saturday, December 28 at 8:00 p.m. The Livery invites you to Dixon’s Violin. The world’s premier visionary violinist, Dixon’s life mission is to inspire people - and he has done so at over 1,000 concerts across North

America. A former technology leader and symphony violinist, Dixon walked away from a distinguished career to follow his dream full-time and invented a whole new music genre. Dixon now improvises on a 5-string electric violin with a looping system he developed to create an all-live one-man

Continued on page 2

Inserts & Promotions

- Rural King
- New Year’s Eve Guide

Inserts may vary by zip code

Simpson *Continued from cover*

symphony, guided by his remarkable personal story of life transformation.

Watermark Brewery welcomes St. Joe Jack on Monday, December 30 at 6:00 p.m. Based in Southwest Michigan, where the beaches are plentiful and the beer is cold, Jack sets the stage to send his audience through a new world of music that keeps you dancing all night long. Everything from Stevie Wonder, Grateful Dead, and Louis Armstrong goes into his sound of Acoustic Dance Music and Jazz-Grass.

Celebrate New Year's Eve in style at The Inn at Harbor Shores with Boogie into the New Year disco-themed party. Get ready for an unforgettable evening of dining, dancing, and fun as you ring in 2025 with a bang. Start the night off with a delicious surf and turf dinner, complete with hors d'oeuvres and dessert, before hitting the dance floor at 9:00 p.m. with live DJ spinning disco classics and today's hits. Partygoers will enjoy a champagne toast at midnight, fireworks over the harbor, a fun selfie station, and late-night popcorn to keep the celebration going.

Immerse yourself in soothing and transformative sounds where waves of healing vibration wash over you, dissolving stress and releasing tension. The sound vibration of the gongs, crystal bowls, and other instruments, promotes relaxation, stress relief, and healing. Let go of your daily worries and allow the gong frequencies to balance your mind, body, and spirit, leaving you feeling refreshed and grounded. No experience is necessary. Please bring a yoga mat and be prepared to rest your body and mind. This

Meditative Concert is Friday, January 10 at 5:30 p.m. at Yoga Life, St. Joe.

Acclaimed pianist Aglaja Petrova, a native of Harbor Country, is returning for a free performance at the Acorn on Saturday, January 11 at 4:00 p.m. Many have seen Aglaja perform at house concerts. She's finished her piano performance degree and is in the second year of her master's program. For this performance, Aglaja will be joined on stage by Chicago native Charlie Mueller, currently in his senior year at Jacobs School of Music at Indiana University studying cello performance. This promises to be a spectacular event.

Come on out to hear the great talent we have here in Southwest Michigan. Open Mic is offered every Wednesday from 6:30 to 9 p.m. on the Box Factory stage, with the second Wednesday given to local singers/songwriters performing original works. All performers—including musicians, singers, poets, writers, and storytellers—are welcome to participate with sound equipment provided.

Test your knowledge, impress your friends, and enjoy a cold craft beer. Join Sister Lakes Brewing on Thursday nights for weekly trivia. The games begin at 6:30 p.m. Play with a group or on your own.

Happy New Year from all of us here at the Southwest Michigan Tourist Council. If you would like more information on these and other events and activities in the area, please visit our website at swmichigan.org

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Photo of the Week



Many Happy Returns

Photo by Suzette Dalrymple

Please email your favorite photo with a brief description to Photos@MailMaxOnline.com

Photos must be horizontal orientation to be considered for Photo of the Week.

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Meagan Olson,
Licensed Medical
Aesthetician/Certified
Laser Practitioner

The Fountain of Youth

Let's be honest; we all wish we could rewind time and reclaim the youthful skin we had in our 20s. What if I told you that it's actually achievable?

BroadBand Light (BBL) skin treatment, also known as Fotofacial, has gained significant popularity, but what exactly is it, and how does it work? For those unfamiliar with this light therapy, BBL is a gentle, non-invasive procedure that utilizes pulsed light to enhance the skin's youthful appearance.

During BBL treatments, powerful bursts of light penetrate the deepest layers of the skin. This procedure effectively addresses various skin concerns, including acne, rosacea, age spots, fine lines and wrinkles, uneven skin tone, and texture, among others. It aids in diminishing dark spots from sun exposure, revitalizes the skin, and enhances the body's natural ability to grow new collagen and combat the signs of aging.

A comprehensive ongoing 15 year study by Stanford University has confirmed that BBL treatments can effectively prevent, delay and reverse the signs of aging. The study entailed examining repeated skin biopsies. Over the course of the research, the findings revealed that the treated skin looked more youthful and displayed cellular characteristics commonly associated with younger-looking skin.

Dr. Patrick Bitter, Jr., a prominent dermatologist and co-creator of Broad Band Light therapy, is renowned for his in-depth research on the long-term benefits of undergoing three BBL treatments each year, which he refers to as "The Forever Young BBL (BroadBand Light)" protocol.

The Aesthetics Lounge and Spa is excited to provide the very treatment developed in collaboration with Dr. Bitter. Patients can expect to see impressive results from BBL within just a week of their treatment. With over 20 years of experience in the aesthetics field, Meagan Olson takes great pride in having received direct training and mentorship from Dr. Bitter.

Call or text us at (269) 429-7368 to arrange a complimentary consultation and mention **BBL15 to get 15% off** your first BBL treatment. Together, we can discuss your concerns and create a plan tailored specifically for you.

THE
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Lounge and Spa
Saint Joseph, Michigan

Meagan Olson is a Licensed Medical Aesthetician & Certified Laser Practitioner at Aesthetics Lounge & Spa. For a complimentary consultation, call or text us at (269) 429-7368 or visit our website saintjoseph.theaestheticsloungeandspa.com 431 Upton Dr, St Joseph, MI 49085



Arthur Havlicek
President,
SMR Chamber

2024 YEAR IN REVIEW

As 2024 draws to a close, I would like to take a moment to reflect on a year of substantial progress, collaboration, and impact for the Southwest Michigan Regional Chamber. Together with our members, partners, and community stakeholders, I am proud to say we have addressed challenges, seized opportunities, and laid the groundwork for a stronger, more connected region.

The year began on a high note with our Annual Business Recognition Breakfast at Lake Michigan College's Grand Upton Hall. The event broke all historical records for attendance, welcoming over 630 business and community leaders who gathered to honor outstanding individuals and industry leaders throughout our region. We anticipate surpassing that attendance at our next breakfast on February 21, 2025, where we'll unveil more exciting new initiatives. Tickets are already available, and we hope you'll join us.

This enthusiasm carried throughout the year, as we went on to host more than 6,000 attendees across 70 events in 2024. These gatherings provided opportunities to celebrate milestones, build connections, and strengthen our business community. At the same time, we executed an ambitious program of work on behalf of our members. Below some highlights within each of our four pillars of service:

Leadership Development: Developing future leaders continues to be a core focus of our work. This year, our *NextGen* program fostered connections and growth among area young professionals, creating a vibrant network of young talent in our area. Meanwhile, 30 emerging leaders completed the *Leadership Accelerator*, a seven-month immersive program delivered in partnership with LMC. Designed to prepare participants for impactful leadership roles, the program continues to shape the next generation of changemakers who will drive our region forward.

Business Development: Speaking of which - the next generation took center stage at our newest business development offering. 2024 saw the launch of *HYPE - Highlighting Young Professional Excellence* - a Shark Tank style pitch competition that provided 16 budding entrepreneurs a platform to bring their

www.MailMaxOnline.com ideas to life. After two competitive rounds, we awarded over \$60,000 in cash and in-kind prizes to four impressive entrepreneurs, furthering our commitment to fostering innovation and supporting small business growth. We look forward to hosting this event again next year.

Economic Development: We're pleased to help our affiliate, the *Bridgman CGA*, drive targeted growth and attract investment to their community. In less than a year, they have achieved "Engaged" status with the Redevelopment Ready Communities program, submitted over two million dollars in grant applications for the development of a small business incubator, helped install new wayfinding signage throughout town, and hosted a half a dozen ribbon cuttings. Their many accomplishments have inspired other communities to partner with us and adopt CGA models of their own.

Community Development: Workforce, housing, and childcare also remained top priorities this year. In collaboration with LMC, Berrien RESA, and the Greater Niles Chamber, we launched the *Berrien Talent Collaborative*, establishing the state's first countywide youth apprenticeship program. A new *Soft Skills Bootcamp* with LMC further bolstered workforce readiness, equipping our talent pool to meet future demands. We proudly hosted a two-day Housing Summit where over 150 leaders joined *Strong Towns*, a nationally recognized nonprofit, to address affordability and availability challenges. On childcare, we advanced regional solutions in partnership with the W.K. Kellogg Foundation, aiming to better support working families and strengthen the local workforce.

This year also ushered a new era of growth for the Chamber, marked by the formation of two 501(c)3 subsidiaries: the *Regional Chamber Foundation* and *Discover Southwest Michigan*. The Foundation supports our four pillars of service and expands our capacity for impact, while Discover Southwest Michigan, our new talent attraction, relocation, and regional marketing initiative, was selected by the Michigan Economic Development Corporation (MEDC) to serve as a pilot program for growing our state's population.

With new initiatives and entities, it's no surprise our organizational growth has been equally remarkable. We welcomed 50 new members this year and, through strategic planning and resource development, we doubled our budget. These resources were invested directly into enhancing our programming and expanding our team to better serve our community - and we're just getting started.

As we wrap up 2024, it's clear that our focus on leadership, business, community, and economic development is making a real difference. Thank you to our members, partners, and supporters for being part of this journey. Together, we're shaping a brighter future for Southwest Michigan.

HAPPY NEW YEAR!

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Josh Bishop
Pastor

Real Joy Lasts

Rejoice in the Lord always. I will say it again: Rejoice! Let your gentleness be evident to all. The Lord is near. Do not be anxious about anything, but in every situation, by prayer and petition, with thanksgiving, present your requests to God. And the peace of God, which transcends all understanding, will guard your hearts and your minds in Christ Jesus. -Philippians 4:4-7

"There's no place like home for the holidays!" That's what one classic Christmas song says. Our fondest memories of Christmas likely take us back to being at home with family sitting around the Christmas tree, singing, laughing, and expressing joy in whatever way possible.

Do you know where the apostle Paul was when he wrote, "Rejoice in the Lord always"? He wasn't in the comfort of his home or gathered with family and friends celebrating a holiday. He was in prison for sharing the good news about Jesus. That makes the joy

he expresses more intriguing. How can one rejoice even when unjustly imprisoned? How can I rejoice even when I'm going through hard times, grieving, or whatever unpleasant thing is happening in my life?

You can still rejoice because real joy, rooted in Jesus, lasts. We possess this joy everywhere and all the time. Notice that today's Bible passage says, "Rejoice in the Lord..." When our joy is in the Lord and not in our circumstances, joy lasts because Jesus and his promises will never change. We can rejoice anywhere and anytime because "the Lord is near." He was with Paul in prison. He is with you whether you are near or far from family this Christmas, no matter what.

Christ came to give us a joy that is deep and a joy that lasts because it's not tied to the changing seasons or circumstances of life. Real joy is found in this: The Lord has taken away our punishment and he rejoices over us! He considers it a joy to be our Savior! Someday, we will truly be home for Christmas, and for eternity because the Lord will come again to bring us home at last!

Prayer: Lord, even when the lights come down and the season is past, give me joy and peace that transcends all understanding and keeps my heart and mind in Christ Jesus. Amen.

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Budweiser and Anheuser-Busch have a long history of promoting responsible drinking, including a variety of campaigns and initiatives:

DRINK WISER
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BUDWEISER MEANS MODERATION
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Tuesday, December 31st
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Champagne Toast and Party Favors Included
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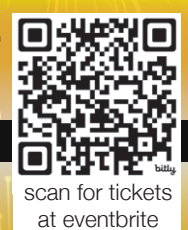
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New Year's Eve - Tuesday, December 31
 Tent doors open at 5:30pm; SHIVER! takes the stage at 6pm.
 Heated party tent with chairs, tables, full bar and stage.

Entry tickets: \$45 or 2 for \$80 purchased at eventbrite >
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\$57,995**



**2024 FORD
F-250 CREW CAB 4X4**

Darkened Bronze, 7.3 V8 Engine, Black Appearance Package, Power Sliding Rear Window, Heated Front Seats, 360 Degree Camera Package, Remote Start, Reverse Sensing System, B&O Sound System, PowerScope Trailer Tow Mirrors, 20 Inch High Gloss Black Aluminum Wheels, Locking Rear Axle, and Much More! F24053

MSRP.....\$67,585
SIEMANS DISCOUNT.....- 3,090
RETAIL CUSTOMER CASH**.....- 2,000
COMMERCIAL VEHICLE SEASON RETAIL CUSTOMER CASH - 1,000
FAST CASH CERTIFICATES.....- 500
SALE PRICE FOR EVERYONE \$60,995
MILITARY OR FIRST RESPONDER RECOGNITION EXCLUSIVE CASH* - 500

AS LOW AS \$60,495

**REBATES OR 1.9% FOR 36 MONTHS,
2.9% FOR 48 MONTHS, 3.9% FOR 60 MONTHS,
or 4.9% FOR 72 MONTHS***

(*MUST QUALIFY/MUST FINANCE THRU FORD MOTOR CREDIT)
(**RESIDENCY RESTRICTIONS MAY APPLY)



**2024 FORD
E-350 SERVICE BODY CSV**

Oxford White, 7.3 V8 Engine, Limited Slip Rear Axle, Power Windows and Locks, Rear View Camera, Trailer Tow Package, Power Mirrors, Remote Entry, READING Aluminum Service Body, and Much More! F24001

MSRP.....\$41,220
ADD FOR READING SERVICE BODY +41,141
SUBTOTAL.....\$82,361
SIEMANS DISCOUNT.....- 7,366

SALE PRICE FOR EVERYONE \$74,995

MILITARY OR FIRST RESPONDER RECOGNITION EXCLUSIVE CASH* - 500

AS LOW AS \$74,495

(*MUST QUALIFY)



**2023 FORD EXPEDITION
PLATINUM 4X4**

Blue Tinted, Carmelo Leather Seats, Stainless Running Boards, Panoramic Vista Roof, B&O Premium Sound System, Remote Start, Reverse Sensing System, First and Second Row Heated Seats, PowerFold Third Row Seat, Heavy Duty Trailer Tow Package, 22 Inch Wheels, 15 Inch Touchscreen, and Much More! F23222

MSRP.....\$91,295
SIEMANS DISCOUNT..- 10,300

**AS LOW AS
\$80,995**

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2023 RAM PROMASTER BOXTRUCK

Bright White, Cloth Seats, Speed Control, Power Windows and Locks, Wide Power Heated Mirrors, Midway American Cargo Liberty II 15 Foot Box, Ramp, Bulkhead Door, Rear Camera, and Much More! C23158

MSRP.....\$45,295
 ADD FOR LIBERTY II 15 FOOT BOX +12,925
 SUBTOTAL.....\$58,220
 SIEMANS DISCOUNT.....- 17,325
 ON-THE-JOB COMMERCIAL EQUIPMENT/UPFIT** - 1,000
AS LOW AS \$39,895

(**BUSINESS OWNERS ONLY)



2024 JEEP GRAND CHEROKEE LAREDO 4X4 ALTITUDE

Silver Zynith, 20 Inch Black Wheels, Heated Front Seats, Heated Steering Wheel, Power Liftgate, Remote Start, Blind Spot and Cross Path Detection, Adaptive Cruise Control, Full Speed Collision Warning, and Much More! C24085

MSRP.....\$48,675
 SIEMANS DISCOUNT.....- 180
 NATIONAL HOLIDAY BONUS CASH - 1,500
 RETAIL BONUS CASH.....- 2,500
 MIDWEST BC BONUS CASH**.....- 500
SALE PRICE FOR EVERYONE \$43,995
 NATIONAL FORD CONQUEST BONUS CASH* - 2,000
 MILITARY OR FIRST RESPONDER BONUS CASH* - 500
AS LOW AS \$41,495

(*MUST QUALIFY/**RESIDENCY RESTRICTIONS MAY APPLY)



2024 RAM 1500 QUAD CAB BIG HORN 4X4

Diamond Black Crystal, Cloth Bucket Seats, Night Edition, 20 Inch Black Aluminum Wheels, Anti-Spin Rear Axle, Remote Start, Rear Power Sliding Window, Power Seat, Heated Steering Wheel, Heated Front Seats, Navigation, 12 Inch Touchscreen, Parksense Front and Rear Park Assist, and Much More! C24005

MSRP.....\$55,615
 SIEMANS DISCOUNT.....- 3,778
 NATIONAL 15% OFF CONSUMER CASH - 8,342
SALE PRICE FOR EVERYONE \$43,495
 MILITARY OR FIRST RESPONDER BONUS CASH* - 500
AS LOW AS \$42,995

(*MUST QUALIFY)



2023 DODGE CHARGER R/T DAYTONA

Destroyer Gray, 5.7 HEMI V8 Engine, Power Sunroof, Daytona Edition, 19 Harman Kardon Speakers, Power Sunroof, Navigation, Adaptive Cruise Control, Lane Departure Warning, Heated Steering Wheel, Blind Spot and Cross Path Detection, Heated Front Seats, and Much More! C23136

MSRP.....\$55,085
 SIEMANS DISCOUNT.....- 5,886
 NATIONAL POWER DOLLARS RETAIL BONUS CASH - 3,700
SALE PRICE FOR EVERYONE \$45,499
 MILITARY OR FIRST RESPONDER BONUS CASH* - 500
AS LOW AS \$44,999

(*MUST QUALIFY)



2024 JEEP WRANGLER RUBICON 4X4

Hydro Blue Pearl, 3.6 V6 Engine, Black 3 Piece Hard-top, Automatic Transmission, Heated Front Seats, Heated Steering Wheel, Remote Start, and Much More! C24089

MSRP.....\$56,475
 SIEMANS DISCOUNT.....- 2,480
 NATIONAL HOLIDAY BONUS CASH - 500
 BONUS CASH.....- 3,000
SALE PRICE FOR EVERYONE \$50,495
 NATIONAL FORD CONQUEST BONUS CASH - 2,000
 MILITARY OR FIRST RESPONDER BONUS CASH* - 500
AS LOW AS \$47,995

(*MUST QUALIFY)



2023 RAM PROMASTER 3500 CARGO VAN HIGH ROOF EXTENDED

Great Deal On A Leftover 2023! Bright White, Lower Sidewall Paneling, Speed Control, 6 Way Manual Adjustable Driver and Passenger Seats, Heated Power Folding Mirrors, Knapheide Shelving and Bulkhead, Dual Drop Down Ladder Rack, and Much More! C23152

MSRP.....\$56,810
 ADD FOR KNAPHEIDE UPFIT.....+10,772
 SUBTOTAL.....\$67,582
 SIEMANS DISCOUNT.....- 15,587
 ON-THE-JOB COMMERCIAL EQUIPMENT/UPFIT** - 1,000
AS LOW AS \$50,995

(**BUSINESS OWNERS ONLY)



2024 RAM 2500 MEGA CAB LARAMIE 4X4

Granite Crystal, Leather Heated Seats, Night Edition, 6.7 Cummins Turbo DIESEL Engine, Power Sunroof, Wheel-to-Wheel Sidesteps, 20 Inch Black Wheels, Navigation with 12 Inch Screen, Sport Performance Hood, Anti Spin Rear Axle, Heated Seats, 17 Harman Kardon Speakers, Wireless Charging Pad, and Much More! C24004

MSRP.....\$86,875
 SIEMANS DISCOUNT.....- 8,880
 RAM COMMERCIAL PRODUCT BONUS CASH - 1,000
 BONUS CASH.....- 1,000
SALE PRICE FOR EVERYONE \$75,995
 MILITARY OR FIRST RESPONDER BONUS CASH* - 500
AS LOW AS \$75,495

(*MUST QUALIFY)



2024 RAM 5500 4X4 DUMP TRUCK

Flame Red, 6.7 Cummins DIESEL Engine, Heavy Duty Snow Plow Prep Package, Chrome Tubular Side Steps, MAX Tow Package, Chrome Appearance Group, Power Windows and Locks, VOTH Drop Side Dump Body, and Much More! C24081

MSRP.....\$78,020
 ADD FOR VOTH DUMP BODY.....+30,846
 SUBTOTAL.....\$108,866
 SIEMANS DISCOUNT.....- 8,871
 RAM COMMERCIAL PRODUCT BONUS CASH COUPONS - 2,000
 ON-THE-JOB COMMERCIAL EQUIPMENT/UPFIT** - 1,000
 BONUS CASH.....- 1,000
SALE PRICE FOR EVERYONE \$95,995
 MILITARY OR FIRST RESPONDER BONUS CASH* - 500
AS LOW AS \$95,495

(*MUST QUALIFY/**BUSINESS OWNERS ONLY)

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WAS \$32,826

**2021 FORD
EDGE TITANIUM AWD**

NOW \$31,432

2.0 EcoBoost Engine, 8 Speed Automatic, Aluminum Wheels, 22K Miles, Remote Start, Navigation, Memory Power Leather Heated Front Seats, Climate Control, Panoramic Vista Roof, Blind Spot Monitor, Cross-Traffic Alert, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Rear Parking Aid, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Ford Certified! Lithium Gray, U24134



WAS \$22,995

**2021 JEEP
RENEGADE LATITUDE 4X4**

NOW \$22,500

2.4 Engine, 9 Speed Automatic, Aluminum Wheels, 45K Miles, Jeep 80th Anniversary Edition, Remote Start, Navigation, Power Driver's Seat, Heated Front Seats, Heated Steering Wheel, Blind Spot Monitor, Cross-Traffic Alert, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Jeep Certified! Alpine White, F24165H



WAS \$10,816

**2010 AUDI A5
PREMIUM CABRIOLET**

NOW \$9,995

2.0 Engine, CVT Automatic, Aluminum Wheels, Only 83K Miles! Power Front Seats, CD-Player, Power Convertible, Power Windows and Locks, Remote Keyless Entry System, Ice Silver Metallic, U24143



WAS \$25,799

**2022 CHEVROLET
EQUINOX**

NOW \$22,995

1.5 Engine, 6 Speed Automatic, Aluminum Wheels, 22K Miles, Remote Start, Navigation, Power Driver's Seat, Lane Departure Warning, Front Collision Mitigation, Front Collision Warning System, Cherry Red Balance Coat, U24133



WAS \$74,995

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

NOW \$73,422

3.5 V6 EcoBoost Engine, 10 Speed Automatic, Aluminum Wheels, Only 11K Miles! Bedliner, Running Boards, Remote Start, Navigation, SYNC 4, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, Power Adjust Pedals, 2nd Row Heated Seats, Wireless Charging Pad, Adaptive Cruise Control, Blind Spot Monitor, Lane Keeping Assist, Lane Departure Warning, Front and Rear Collision Mitigation, 360 Degree Camera, Remote Keyless Entry System, Ford Certified! Iconic Silver Metallic, U24087B

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WAS \$24,749

**2020 JEEP GRAND
CHEROKEE LIMITED 4X4**

NOW \$23,287

3.6 V6 Engine, 8 Speed Automatic, Aluminum Wheels, 84K Miles, Remote Start, Navigation, Memory Power Leather Heated Front Seats, Heated Steering Wheel, Climate Control, Power Sunroof, Blind Spot Monitor, Rear Collision Mitigation, Rear Parking Aid, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Walnut Brown Metallic, C24131A



WAS \$35,995

**2022 CHRYSLER
PACIFICA LIMITED**

NOW \$33,500

3.6 V6 Engine, 9 Speed Automatic, Aluminum Wheels, 49K Miles, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, 2nd Row Heated Seats, Panoramic Vista Roof, Uconnect Family Theatre Group, Adaptive Cruise Control, Blind Spot Monitor, Cross-Traffic Alert, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, 360 Degree Surround View Camera, Power Liftgate, Remote Keyless Entry System, Chrysler Certified! Bright White, U24137



WAS \$34,526

**2022 FORD
EXPLORER XLT 4X4**

NOW \$32,928

2.3 EcoBoost Engine, 10 Speed Automatic, Aluminum Wheels, Remote Start, SYNC 3, Power Leather Heated Front Seats, Heated Steering Wheel, Climate Control, Blind Spot Monitor, Cross-Traffic Alert, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Rear Parking Aid, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Ford Certified! Iconic Silver, U24127



WAS \$41,980

**2021 FORD F-150 XLT
SPORT SUPERCREW 4X4**

NOW \$39,387

2.7 V6 EcoBoost Engine, 10 Speed Automatic, 6 Spoke Gloss Black Wheels, 26K Miles, Bedliner, Running Boards, Remote Start, SYNC 4, Power Heated Front Seats, Twin Panel Moonroof, Power Sliding Rear Window, Lane Keeping System, Pre-Collision Assist, Post-Collision Braking, Reverse Sensing System, Back-Up Camera, Class IV Trailer Hitch, Remote Keyless Entry System, Ford Certified! Velocity Blue Metallic, U24133



WAS \$49,598

**2021 FORD F-150 TREMOR
SUPERCREW 4X4**

NOW \$48,541

3.5 V6 EcoBoost Engine, 10 Speed Automatic, Alloy Wheels, 31K Miles, Running Boards, Remote Start, Navigation, Power Heated Front Seats, Auto Climate Control, B&O 8 Speaker Sound System, Lane Keeping System, Pre-Collision Assist, Post-Collision Braking, Reverse Sensing System, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Agate Black Metallic, F24219A



WAS \$30,766

**2021 HONDA
ACCORD SPORT SEDAN**

NOW \$26,705

2.0 Engine, 10 Speed Automatic, Aluminum Wheels, 25K Miles, Remote Start, Power Driver's Seat, Heated Front Seats, Power Sunroof, Adaptive Cruise Control, Blind Spot Monitor, Cross-Traffic Alert, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Warranty! Platinum White Pearl, U24096



WAS \$24,995

**2021 HONDA CIVIC
SPORT HATCHBACK**

NOW \$22,495

1.5 Engine, 1 Speed CVT Automatic, Aluminum Wheels, 35K Miles, Power Windows and Locks, Climate Control, Adaptive Cruise Control, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Balance of Factory Powertrain Warranty! Platinum White Pearl, M24040A



WAS \$37,865

**2022 FORD
EXPLORER**

NOW \$35,995

2.3 EcoBoost Engine, 10 Speed Automatic, Aluminum Wheels, 22K Miles, Remote Start, Navigation, Heated Seats, Heated Steering Wheel, Twin Panel Moonroof, Adaptive Cruise Control, Blind Spot Monitor, Cross-Traffic Alert, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Ford Certified! Iconic Silver, U24134



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2021 JEEP GRAND CHEROKEE LAREDO 4X4
NOW \$27,433

3.6 V6 Engine, 8 Speed Automatic, Aluminum Wheels, 57K Miles, Remote Start, Navigation, Power Driver's Seat, Suede Seats, Blind Spot Monitor, Rear Collision Mitigation, Rear Parking Aid, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Jeep Certified! Diamond Black Crystal, C24178A



2022 FORD ESCAPE SE AWD
NOW \$24,810

1.5 EcoBoost Engine, 8 Speed Automatic, Aluminum Wheels, 20K Miles, Power Driver's Seat, Blind Spot Monitor, Cross-Traffic Alert, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Ford Certified! Carbonized Gray Metallic, U24167



2018 GMC TERRAIN SLT AWD
NOW \$16,940

2.0 Engine, 9 Speed Automatic, Aluminum Wheels, 102K Miles, Remote Start, Memory Power Leather Heated Front Seats, Heated Steering Wheel, Panoramic Sunroof, Climate Control, Back-Up Camera, Remote Keyless Entry System, Summit White, C24132B

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2021 JEEP CHEROKEE LIMITED 4X4
NOW \$27,603

3.2 V6 Engine, 9 Speed Automatic, Aluminum Wheels, Only 22K Miles! Remote Start, Memory Power Leather Heated Front Seats, Heated Steering Wheel, Panoramic Sunroof, Adaptive Cruise Control, Blind Spot Monitor, Lane Keeping Assist, Lane Departure Warning, Front and Rear Collision Mitigation, Power Liftgate, Back-Up Camera, Jeep Certified! Bright White, U24168



2015 TOYOTA COROLLA S
NOW \$13,750

1.8 Engine, Automatic Transmission, Aluminum Wheels, Only 81K Miles! Power Windows and Locks, CD-Player, Remote Keyless Entry System, Classic Silver, M25023A



2019 FORD EDGE SEL AWD
NOW \$18,998

2.0 EcoBoost Engine, 8 Speed Automatic, Aluminum Wheels, 76K Miles, Remote Start, SYNC 3, Power Leather Heated Front Seats, Heated Steering Wheel, Panoramic Vista Roof, Wireless Charging Pad, Blind Spot Monitor, Cross-Traffic Alert, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Hands Free Liftgate, Remote Keyless Entry System, Ruby Red Metallic, U24165

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2021 FORD RANGER XLT SUPERCREW 4X4



NOW \$32,995

2.3 EcoBoost Engine, 10 Speed Automatic, Aluminum Wheels, 47K Miles, FX4 Off-Road Package, Bedliner, Running Boards, Trailer Tow Package, Sport Appearance Package, Auto Climate Control, Front Collision Mitigation and Warning, Back-Up Camera, Remote Keyless Entry System, Ford Certified! U24082A

2017 RAM 1500 LARAMIE CREW/CAB 4X4



NOW \$20,995

5.7 V8 HEMI Engine, 8 Speed Automatic, Aluminum Wheels, 177K Miles, Pickup Bed Cab, Running Boards, Memory Power Leather Heated/AC Front Seats, Heated Steering Wheel, Power Adjust Pedals, 2ND Row Heated Seats, Power Sunroof, Rear Power Slide Window, Touchscreen Display, Rear Park Assist, Back-Up Camera, Remote Keyless Entry System, Delmonico Red Pearlcoat, C24059B

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2023 FORD F-150 RAPTOR SUPERCREW 4X4

NOW \$77,995

3.5 EcoBoost Engine, 10 Speed Automatic, Aluminum Wheels, 21K Miles, Running Boards, Remote Start, Navigation, Memory Power Leather Heated/AC Front Seats, Power Adjust Pedals, Twin Panel Moonroof, Wireless Charging Pad, Adaptive Cruise Control, Front Collision Mitigation, Driver Monitoring, Rear Collision Mitigation, Blind Spot Monitor, Rear Parking Aid, Back-Up Camera, Remote Keyless Entry System, Ford Certified! Avalanche, F23342A



2024 FORD BRONCO WILDTRAK 2 DOOR/ADVANCED 4X4

NOW \$58,384

2.7 V6 Engine, 10 Speed Automatic, Aluminum Wheels, Less Than 3K Miles! Remote Start, Navigation, Convertible Hardtop, Climate 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! Cactus Gray, U24166



2021 LINCOLN CORSAIR AWD

NOW \$29,995

2.0L Turbocharged I-4 Engine, 8 Speed Automatic Transmission, 30,932 Miles, Voice-Activated Navigation, Heated Steering Wheel, Heated Seats, Power Liftgate, Balance of Factory Warranty! Pristine White, U24155



2021 RAM 1500 BIG HORN CREW/CAB 4X4

NOW \$38,995

5.7L Hemi, Automatic, 31,232 Miles, Big Horn Level 2 Equipment Group, Aluminum Chrome Clad Wheels, Heated Seats, Heated Steering Wheel, Plus Much More, Balance of Factory Warranty! Diamond Black Crystal Pearl, M25007B



2023 JEEP GLADIATOR MOJAVE 4X4

NOW \$49,995

3.6 V6 Engine, 8 Speed Automatic, Aluminum Wheels, Only 800 Miles! Running Boards, Bedliner, 3-Piece Hardtop, Remote Start, Navigation, Leather Heated Front Seats, Heated Steering Wheel, Climate Control, Back-Up Camera, Trailer Tow Package, Remote Keyless Entry System, Jeep Certified! Firecracker Red, C24183A



2021 JEEP RENEGADE LIMITED 4X4

NOW \$23,500

1.3 Engine, 9 Speed Automatic, Aluminum Wheels, 39K Miles, Remote Start, Navigation, Power Driver's Seat, Leather Heated Front Seats, Heated Steering Wheel, Blind Spot and Cross Path Detection, Lane Keeping Assist, Lane Departure Warning, Front Collision Mitigation, Back-Up Camera, Remote Keyless Entry System, Jeep Certified! Bikini Metallic, U24139



2019 FORD F-150 KING RANCH SUPERCREW 4X4

NOW \$36,949

3.5 EcoBoost, 10 Speed Automatic, Aluminum Wheels, 70K Miles, Security Cover, Bedliner, Power Running Boards, Remote Start, Navigation, SYNC 3, Memory Power Leather Heated/AC Front Seats, Power Adjust Pedals, Heated Steering Wheel, Twin Panel Moonroof, Adaptive Cruise Control, Front Collision Mitigation, Reverse Sensing System, 360 Degree Camera, Remote Keyless Entry System, Blue Jeans, U24138



2022 CHEVY SUBURBAN RST 4X4

NOW \$59,995

6.3 V8 Engine, 10 Speed Automatic, Aluminum Wheels, 68K Miles, Running Boards, Remote Start, Navigation, Power Leather Heated Front Seats, Heated Steering Wheel, 2ND Row Heated Seats, Dual Pane Moonroof, Wireless Charging Pad, Lane Change Alert with Side Blind Zone Alert, Rear Cross Traffic Alert, Lane Departure Warning, Lane Keeping Assist, Front Collision Warning, Front Collision Mitigation, Back-Up Camera, Power Liftgate, Remote Keyless Entry System, Summit White, M24125A



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Find the words hidden vertically, horizontally, diagonally, and backwards.

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HAPPY NEW YEAR!!!

2025 MailMax



**Don
Stuart**

Humorist

**Some Durn Tidbits
and Kreminiscences**

Today we continue coasting along the River Danube, with tidbits from a couple charming river towns.

We begin in Durnstein, a pretty and pretty small place. Our tour guidebook said it was a good spot for people-watching. But with not even 900 residents, I learned that one tends to see the same people over and over again.

Every single traveler on our cruise left Durnstein with a treasured memory. Of rabbit (naughty word for doo-doo that begins with "s"). To clarify, I'm talking about a chocolatey confection formed in pellets that look exactly like bunny droppings. The packaging for this product boldly and proudly bears its name in English – and EVERY producer of the candy uses it: "Rabbit (Naughty Word for Doo-Doo that Begins with 'S')!" In Durnstein especially, Rabbit (Naughty Word for Doo-Doo that Begins with "S") was EVERYWHERE! One store promoted its version with a banner featuring several cartoon rabbits, uhhh, "manufacturing" the product. We also saw a bag of it labeled "Chocolate Pearls." Which is kinda lovely but really, would you rather tell your friends back home about Chocolate Pearls or Rabbit (Naughty Word for Doo-Doo that Begins with "S")?

Durnstein is also home to a lovely abbey, called, oddly enough, Durnstein Abbey. Its most prominent features are two blue towers: One

risers majestically above the town; the other is inside the abbey and is made of...Legos. The same day we explored Durnstein we bussed to another nearby town, called Krems. We did this instead of taking an optional tour of an apricot farm. Apricots are big business in this part of Austria. Krems is loaded with shops selling anything and everything that you could imagine adding apricots to. Including Rabbit (Naughty Word for Doo-Doo that Begins with "S"). Apricot schnapps – which is REALLY POTENT – is particularly big business. Our tour guide told a joke about it. An American drunk on whisky, a Russian drunk on vodka, and an Austrian drunk on apricot schnapps are given chairs by the bartender and ordered to sit. The American stares at his and says "Which one? I see two." The Russian says, "Which one? There are four." The Austrian says, "Which chair, and in which row?" Scrolling through my wife's cellphone photos of Krems, one stood out: She and her cruise besties Luann and Lisa, standing next to a statue,

December 28, 2024 MailMax Page 15 grinning and giving a huge thumbs-up. An inscription on the statue read "Simandl." Here's why these ladies were so enthusiastic about it. Simandl is depicted in the sculpture, on his knees, hands clasped in the begging position, looking up at a sturdy frau who is clearly chastising him. What's going on? Well, get this: The statue is known as "The Fountain of the Whipped Man!" The guy is begging his wife to permit him to stay out late with the boys. It turns out Simandl is the universal representation of the hen-pecked husband! This explains all those grinning faces in my wife's photo! Luann and Lisa, who are both happily single, spend months at a time traveling the world. And they're nowadays regularly texting my wife, who's thinking about retiring soon. Man, what if she decides to join them on their sojourns? – without me?! My retirement plans would be totally dis-Simandled!

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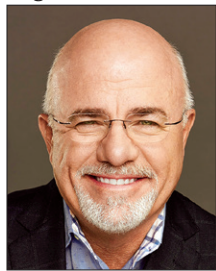
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Dave Ramsey

Financial Expert
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Dave Says

A Roadmap to Financial Peace

Dear Dave,
A friend told me about your Baby Steps plan, and after years of living paycheck-to-paycheck and running up credit card bills, I'm ready to get control of my finances. I just have one question. Baby Step 1 is saving \$1,000 for a beginner emergency fund. Do you recommend getting current on past due bills before starting Baby Step 1?

Miles
Dear Miles,
Congratulations! I'm glad to hear you're finally sick and tired of being financially sick and tired. This is the perfect question for someone in your situation, because it gives me a chance to walk you all the way through the Baby Steps. So, let's go!

First, make sure all your necessities are taken care of. By necessities, I'm talking about food, clothing, shelter, transportation and utilities. Then, get current on anything you owe, or make payment arrangements for past due bills. After you've done this, it's time to take your very first Baby Step.

You've already mentioned getting \$1,000 in the bank for a starter emergency fund. That's Baby Step 1. After that comes your debt snowball, which is Baby Step 2. Here,

you'll pay off all your debts from smallest to largest—except your home. Attack the first balance on your list by paying as much as you can each month, while making minimum payments on the other debts. When you've paid off the first one, add what you were paying on it to the payment on your next debt and start attacking it. As the snowball continues to roll over, you're picking up more and more money to apply to your debts.

In Baby Step 3, you'll save money and increase your emergency fund from \$1,000 to a full three to six months of expenses. You're going to be surprised how fast you can save money when your income isn't flying out the door to pay off debt every month.

Now, it's time to really start looking toward the future. In Baby Step 4, start investing 15 percent of your income for retirement. College funding is next in Baby Step 5 for any kids you have, or plan on having one day. And here's a big one. Baby Step 6 is where you pay off your home early. How great will that feel?

But Baby Step 7 is the real deal. Now, you start building wealth and giving with outrageous generosity. When you've completed all the other Baby Steps, and are able to do these two things, you've achieved the pinnacle of smart money management. Or in other words, you've reached the point of financial peace.

Make it happen, Miles. You can do this!
— 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.

Moody *Continued from cover*

different space and that allowed us to have the space that we needed that backed up to a warehouse. So, our main warehouse will be contiguous with the offices, which is a beautiful thing."

Tomasini acknowledged that her new building will not compete in a 'beauty contest' with the old CE offices that overlook Lake Michigan, just South of the Grande Mere Inn. However, from a business perspective, she's excited for her employees and the future.

"We won't have the view that we have here. You know, that's probably the saddest part about moving. But we'll have a warehouse, which I know is not as pretty as Lake Michigan, but it will make our efficiencies a lot better. A portion of the building has a warehouse-height ceiling as it goes back from the street and then another Southshore warehouse is built onto that. So, it's one of those buildings that, from the street, you don't realize how deep it goes."

Tomasini explained that her 29 employees will have plenty of space to carry out changing responsibilities.

"It's roughly about 11,000 square feet total in our new building. The warehouse is 50-something and the office is 50-something. And then we have flex space available from Southshore of up to 50,000 square feet, maybe more, because there's extra space that we can expand into if we have a temporary project or if something large comes along that we need space for a period of time."

Tomasini said there have been huge changes in how promotional products orders are handled and shipped—'fulfillment' as they call it in the industry.

www.MailMaxOnline.com
"The fulfillment projects that we do are just very different post-2020. It used to be that a lot of your promotional things went to a company's door or loading dock. They got 2,000 things to hand out to their employees. They took it from there. Now, with remote work and other changes, a lot of times those 2,000 things are going to each employee's home. That's 2,000 different places!"

Put a logo on a rose petal

Mary Jo told us the array of promotional items that CE can offer has become almost mind-boggling.

"The product offering has grown exponentially. I remember a while ago-- this is my 40th year in the business-- I remember saying, 'We have a hundred thousand different things we can offer people.' And we were so proud. A hundred thousand seemed like such a large number. And then at some point it was a quarter of a million items. Well now, it's well over a million items!"

Tomasini says technological improvements have made so many promo ideas possible.

"A lot of the reasons that has changed is because imprinting capabilities have changed substantially. I remember 30 years ago doing beach towels for the Venetian Festival, where they had a complex, multi-color logo, and you

had to make giant screens, and the minimum was very high. I mean, there was no running 50 towels. Or the Krasl Art Center used to want to do custom art mugs, and you'd have to buy 588 or whatever, and now you can print one of those mugs if you want to. And it's because imprinting capabilities have changed so tremendously. That's really one of the biggest changes that we have the ability to more affordably print using diverse techniques to get an imprint on different products.



Mary Jo Tomasini,
Competitive Edge Owner/CEO

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You can literally put a logo on a rose petal or just about any type of product that you can imagine."

Competitive Edge has dramatically grown, especially in recent years, adding sales offices in Grand Rapids, Detroit and Charleston, South Carolina. With clients nationwide, Tomasini acknowledged she could locate anywhere.

"Although we can serve from anywhere, we choose to keep our HQ firmly planted in Michigan's Great Southwest while expanding our global footprint. Our Michigan home keeps us rooted in our local values and connected to all of the people who have contributed to our continued success."

Tomasini has special thanks and praise for the leadership and support of CE President Paula Wygonik. Paula is Mary Jo's sister and joined the company more than 20 years ago when it was a local and regional enterprise.

We asked Mary Jo to look back over several decades in business and focus on what's driven her success with Competitive Edge:

"Our commitment to not only achieve customers' expectations but exceed them. And, you know, 32 years ago, that was important to a customer, to be wowed, to be delighted, to have your shipment show up early versus late. Well, now as we shift and look at

how the business world has changed since COVID, it's even more important!

And that's just our innate nature here to go above and beyond and to be amazing. And so it's been the consistency of delivering that over and over again. That's honestly what endears our customers to us.

It's also our flexibility that we will do things that other people might not do. As far as packaging or presentation, doing something extra special. We don't ever say this is our 'cookie cutter plan' and you need to fit in it. We always say, 'what do you need and how can we do it?'

So, I think the 'secret sauce' is what my grandmother taught me a long, long time ago: 'You always do what you say you're going to do, period, without exception.' And, unfortunately, in today's world that often doesn't happen. Here at Competitive Edge, it does!"

Tomasini expects CE to complete its move to the Hawthorne facility in January.

Learn more about Competitive Edge at www.cepromo.net

Pat Moody

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SUDOKU ANSWERS FROM PAGE 14

SUDOKU ANSWERS:

9	1	8	5	3	4	6	2	7
3	6	4	2	1	7	5	9	8
5	7	2	8	6	9	1	4	3
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WORD SEARCH ANSWERS:

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I	T	C	D	D	H	I	D	D	E	N	P	I	C	T	U	R	E	V				



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<p>2018 HYUNDAI KONA MARVEL Very Rare!</p> <p>MUST SEE!</p>	<p>2015 CHEVY CRUZE LTZ Fully serviced, ready to go through the snow</p> <p>\$6,900</p>	<p>2013 NISSAN LEAF Go electric!</p> <p>\$7,777</p>	<p>1997 BMW 5 SERIES Only 72,000 miles</p> <p>\$7,900</p>	<p>TOYOTA SIENNA XLE Super nice for a low price!</p> <p>\$9,900</p>	<p>2013 FORD FIESTA TITANIUM Fiesta, Fiesta, Fiesta thats fun to say!</p> <p>\$9,900</p>	<p>2019 CHEVY CRUZE LT Just in! Fully serviced ready to go</p> <p>\$11,900</p>
<p>2015 SUBARU CROSSTREK XV Just in! All Wheel Drive, 5 spd, ready for snow!</p> <p>\$11,900</p>	<p>2015 FORD FLEX SEL Just in! Excellent condition, loaded with luxury, 7 passenger seating</p> <p>\$13,900</p>	<p>2020 MITSUBISHI MIRAGE G4 Super low miles!</p> <p>\$13,900</p>	<p>2018 JEEP COMPASS 4X4 Just in! Getta a deal on a compass without taking it in the ...</p> <p>\$14,900</p>	<p>2015 GMC ACADIA AWD Just in! Fully serviced, new tires, ready for winter</p> <p>\$14,900</p>	<p>2019 MITSUBISHI OUTLANDER SEL AWD Super clean for a low price!</p> <p>\$16,900</p>	<p>2020 HYUNDAIA IONIQ HYBRID Wanna get 60 miles a gallon???</p> <p>\$17,900</p>
<p>2013 FORD F-150 SXT Just in! Super low miles, showroom clean!</p> <p>\$18,900</p>	<p>2017 CHRYSLER 300 C Mint condition, all the toys, low miles too!</p> <p>\$19,900</p>	<p>2020 KIA STINGER Just in! It'll energize your dinger!</p> <p>\$19,900</p>	<p>2007 JEEP CJ5 Custom made with 350 V8, 37 inch tires, lifted</p> <p>\$20,000</p>	<p>2021 DODGE CHALLENGER SXT Just in! RED HOT!</p> <p>\$23,900</p>	<p>2021 JEEP RENEGADE LIMITED Off Lease! One owner, EVERY OPTION with low miles</p> <p>\$23,900</p>	<p>2021 VW ID4 Electric power, electric performance, without a shocking price!</p> <p>\$25,900</p>
<p>2024 HYUNDAI ELANTRA SEL Just in! Only 2000 miles!</p> <p>\$25,900</p>	<p>2020 CHEVY TAHOE 4X4 Just in! Save thousands</p> <p>\$26,900</p>	<p>2023 HYUNDAI SONATA Only 4000 miles, with every option</p> <p>\$26,900</p>	<p>2021 KIA K5 GT LINE Just in! Every option with extra low miles!</p> <p>\$27,900</p>	<p>2021 CHRYSLER PACIFICA HYBRID TOURING Just in! Off lease, low miles, these sell fast!</p> <p>\$28,900</p>	<p>2005 HUMMER H2 Very rare, every option with low miles!</p> <p>\$29,900</p>	<p>2020 BUICK ENCLAVE Just in! Off lease, loaded with low miles!</p> <p>\$29,900</p>
<p>2021 ALFA ROMEO STELVIO ROSO TI Just in! Off lease, every option, 26,000 miles, MSRP new \$58,835</p> <p>\$29,900</p>	<p>2019 GMC YUKON XL SLT Just in! Save thousands!</p> <p>\$29,900</p>	<p>2021 RAM 1500 SLT CREW CAB 4X4 HEMI POWER with low miles!</p> <p>\$29,900</p>	<p>2017 FORD F-150 PLATINUM 4X4 Just in! Every option, super low miles!!</p> <p>\$34,900</p>	<p>2022 FORD BRONCO SPORT Just in! Only 9,000 miles on this moonroofed beauty!</p> <p>\$34,900</p>	<p>2019 RAM PROMASTER 2500 Just in! 42,000 miles!</p> <p>\$34,900</p>	<p>2021 JEEP GRAND CHEROKEE L OVERLAND Just in! Off lease, over \$70,000 new. SAVE</p> <p>\$39,900</p>
<p>2020 JEEP WRANGLER SAHARA Mint condition, hard to find, matching white top, extra low miles!</p> <p>\$39,900</p>	<p>2020 GMC SIERRA DENALI Just in! Dominion Deals on Denali's</p> <p>\$44,900</p>	<p>2021 RAM 3500 CHASSIS 4X4 Cumming H.O. Diesel, alisin transmission, dually</p> <p>\$47,900</p>	<p>2021 GMC SIERRA SLE CREW Duramax with only 9,000 miles!</p> <p>\$48,900</p>	<p>2020 FORD EXPEDITION LIMITED L 4X4 Pano moonroof, power boards plus every option available!</p> <p>\$49,900</p>	<p>2021 CHEVY SILVERADO HIGH COUNTRY 4X4 White pearl paint, every option, save thousands!</p> <p>\$49,900</p>	<p>2023 CHEVY TAHOE PREMIER 4X4 Over \$80k new! Save a butt load of \$\$\$</p> <p>\$59,900</p>

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1. New 2024 Prius LE Model 1223. Lease based on net cap cost of \$26,618. Lease end purchase option \$19,496.* 2. 2025 RAV4. Based on manufacturers' sales data for CY 2023. 3. New 2025 RAV4 LE Front Wheel Drive Gas Model 4430. Lease based on net cap cost of \$26,961. Lease end purchase option \$19,567.* 4. Toyota vehicles and components are built using U.S. and globally sourced parts. 5. Remaining new 2024 and new 2025 RAV4 Gas and Hybrid models (Excludes Prime). 4.99% APR for 60 Months with \$18.87 per \$1,000 borrowed OR 5.99% APR for 72 Months with \$16.57 per \$1,000 borrowed.** 6. Based on manufacturers' sales data from 2005-2023. 7. New 2024 Tacoma SR5 Double Cab 4x4 Gas Model 7540. Lease based on net cap cost of \$37,825. Lease end purchase option \$32,872.* 8. New 2024 Tacoma Gas and Hybrid models (Excludes TRD Pro and Trailhunter). 3.99% APR for 48 Months with \$22.57 per \$1,000 borrowed OR 4.99% APR for 60 Months with \$18.87 per \$1,000 borrowed OR 4.99% APR for 72 Months with \$16.10 per \$1,000 borrowed.** 9. \$1,000 TFS Standard APR Cash on new 2024 Tacoma Gas and Hybrid models (Excludes TRD Pro & Trailhunter). Subject to approved credit when financed through Toyota Financial Services. APR Cash must be applied to deal. Not all customers will qualify - see dealer for details. 10. Qualified current, active-duty U.S. Military personnel, inactive reserves, veterans honorably discharged within two calendar years of their service discharge date, retired U.S. Military veteran regardless of date of separation from active service, and a spouse/surviving spouse and dependents of an eligible U.S. military personnel (including Gold Star Family Members) are eligible for rebates in addition to all other incentives, depending on model, through Toyota Motor Sales USA, Inc., when leased or financed through Toyota Financial Services. Must take retail delivery from select new dealer stock (TCU not eligible). The Toyota Military Rebate Program is not compatible with the Toyota College Rebate Program or Lease-End Refinancing Program. See participating dealer or visit toyota.com for complete details. 11. The Toyota College Rebate Program is not compatible with the Military Rebate Program. See participating dealer or visit toyota.com for complete details. 12. ToyotaCare covers normal factory scheduled maintenance for two years or 25,000 miles, whichever comes first, and 24-hour Roadside Assistance is included for two years, unlimited mileage (NOTE: b24X, Mirai, Prius and Prius Prime include enhanced ToyotaCare and/or Roadside Assistance). Roadside assistance limits towing distances and locations and does not include parts and fluids, except emergency fuel delivery for certain vehicles. Excludes rental company fleet sale vehicles. See your Toyota dealer for additional restrictions and exclusions. Valid only in the continental U.S. *NO SECURITY DEPOSIT. Subject to approved credit through Toyota Financial Services. Not all customers will qualify - Tier 1 PLUS customers ONLY. Excludes state and local taxes, license, registration and title, and insurance. License and applicable fees are extra. Other options and dealer charges extra. Your payment may vary depending on final price. Lessee may be charged for excessive wear based on Toyota Financial Services standards for normal use and for mileage in excess of 32,500 miles at the rate of \$0.15 per mile (10K low mileage leases). \$350 Disposition Fee is due at lease termination. ** Subject to approved credit thru Toyota Financial Services. Tier 1+ & 1 only. See participating dealer for details. 1, 3, 5, 7, 8, 9, 10, & 11: Must take retail delivery from remaining new 2024 and new 2025 models in dealer stock while supply lasts between 12/31/24 and 1/6/25. Delays in new vehicle shipments not in the control of dealer may impact customer delivery date and offer eligibility. Supply limited. See participating dealer for complete details. Individual dealer prices and document fees may vary. VEHICLE IMAGES USED FOR ILLUSTRATION PURPOSES ONLY. Expiration for these offers is 1/6/25.



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