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+ JEEP COMPASS

Although overall styling (especially the rear-most roof pillar) is unique, the grille has a decidedly Jeep Grand Cherokee look to it. The sole engine is a 180-horsepower 2.4-liter "Tigershark" four-cylinder that's linked to either a six-speed manual, or available six- or nine-speed automatic transmissions. Four different trim levels are available, consisting of Sport, Latitude, Limited and Trailhawk. The latter comes with added ground clearance, underbody protection and a dual-range four-wheel-drive system called Selec-Terrain that can direct 100 percent of the available torque to a single wheel. It also uses with a 20:1 crawl ratio for tackling the real rough stuff. A less rugged full-time system is optional on the rest of the lineup.



From the editors of
WHEELBASE MEDIA
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HOT FOR

+ JAGUAR E-PACE

This compact wagon is more than a foot shorter and nearly 3.5 inches narrower than the larger F-Pace and is more than eight inches shorter between the front and rear wheels. Oddly, the E-Pace actually outweighs the bigger Jag by 155 pounds. The E-Pace uses a turbocharged four-cylinder engine that's rated at 246 horsepower. A nine-speed automatic is the sole transmission choice and a permanently engaged all-wheel-drive setup is standard on base models. However, the R-Dynamic's "Active Driveline" keeps only the front wheels turning in normal driving conditions. When traction loss is detected, the system can direct nearly all of the available torque to the rear axle and to a specific rear wheel, if necessary.



+ NISSAN LEAF

The new Leaf, which is now built in Nissan's Smyrna, Tenn. Plant, looks great with what Nissan calls "cool tech" styling. The front end has been given an actual (but non-functioning, since there's no radiator) grille that stylistically makes a huge difference. The new Leaf looks large, but is only slightly bigger than before. As for performance, it delivers 40 percent more range (up to 150 miles) and 26 percent more peak torque (236 pound-feet), thanks to a new 147-horsepower electric motor and larger-capacity lithium-ion battery pack. Charging the batteries from empty takes about eight hours using a 240-volt home charger, or 16 hours on household current. Base models come well equipped, with a number of autonomous driving technologies, including a self-parking feature offered as options.



+ AUDI Q5

Now assembled in Mexico — the first such Audi to be built there — the latest Q-ship also deviates only slightly in length and width. What's different is the stiffer and lighter platform that also underpins other Audi and Volkswagen models. Combined with lighter suspension components, the new architecture helps the Q5 shed close to 200 pounds. Also new is the Q5's turbocharged 242-horsepower four-cylinder engine and quick-shifting seven-speed transmission with paddle shifters. Meanwhile, the SQ5 comes with a 354-horsepower supercharged 3.0-liter V-6 matched to an eight-speed auto. The updated Quattro all-wheel-drive system behaves like any front-wheel-driver under normal conditions and engages the rear wheels only when tire slip is detected.



+ CHEVROLET EQUINOX

For 2018, Chevrolet has downsized the nearly mid-size Equinox, removing about 400 pounds in the process. There's fresh bodywork attached to the new architecture, but the Equinox still looks like an Equinox, thanks to a familiar grille and roof pillars. The all-new engine lineup starts with turbocharged 1.5-liter four-cylinder that puts out 170 horsepower. Optional is a 2.0-liter four-cylinder, also turbocharged, rated at 252 horsepower and a 1.6-liter turbo-diesel with 136 horses and 236 pound-feet of torque. The turbo-diesel also gets an estimated 40 mpg highway compared to the base engine's 32 mpg highway number. The base turbo connects to a six-speed automatic transmission, however the two optional powerplants are mated to nine-speed automatics. All-wheel-drive is optional regardless of engine choice.



+ HONDA ACCORD

Although just a touch shorter than before, Honda has stretched the wheelbase by more than two inches for greater legroom while lowering body height by a half-inch. The Accord's body is attached to a lighter and stronger platform that Honda claims is significantly lighter than the previous sedan. The new Accord runs with a couple of turbocharged four-cylinder powerplants plus a non-turbo I-4 with an electric motor for the hybrid model. The base turbo delivers 192 horsepower replaces the previous 185-horsepower non-turbo 2.4-liter, while a larger-displacement turbo makes 252 horses. That's less than the now-retired optional 278-horsepower V-6, but the turbo delivers more maximum torque available throughout a wider RPM band. The base 1.5 can be had with a six-speed manual transmission or a continuously variable unit (CVT). The optional 2.0 also gets the manual gearbox, while a 10-speed automatic is optional. Meanwhile, Honda is promising a more efficient engine and battery pack for the upcoming Accord Hybrid.



+ ALFA ROMEO STELVIO

The Stelvio stands ready to capitalize on our obsession for utility vehicles with seductive styling and frothy performance born of a heritage that dates back more than a century. Physically, the Stelvio could pass for any number of similarly shaped and sized models with rooflines that are more fastback than wagon and suffer the consequences of reduced rear-seat headroom and stowage space as a result. The extra-thick steering flat-bottom wheel, oversized gauge pods and delicate transmission shifter and finely tailored leather-covered seats are signals that passion is alive and well at Alfa Romeo. Calling the turbocharged 2.0-liter four-cylinder the "base" engine is a total misnomer considering its prodigious output, relative to the competition. The king-of-the-hill Quadrifoglio uses a twin-turbocharged 2.9-liter V-6 that puts out 505 horsepower and 443 pound-feet of torque.



+ LINCOLN NAVIGATOR

There's literally a lot to love about the all-new Navigator if you're in the market for a Titanic-sized luxury utility vehicle. Both it and the equally large Ford Expedition have received similar changes to their skins (both are now made of weight-saving aluminum) and all-new chassis, but the Nav's twin-turbocharged V-6 outguns the Expedition's version by 75 horsepower. Both also are equipped with 10-speed automatic transmissions that direct torque to the rear, or all four wheels. Physically, the Navigator and the extended-length Navigator L body styles adopt grilles that are similar to the one displayed on the Continental and MKZ sedans and will eventually spread to the other Lincoln models.



+ HYUNDAI KONA

Hyundai gets in on the sub-compact utility action with a spunky little wagon with seriously playful styling. There's also plenty of space for gear with the back seat in place or folded flat. The starting-point 2.0-liter four-cylinder puts out 147 horsepower and 132 pound-feet of torque. The optional turbo 1.6-liter four-cylinder makes 175 horses and 195 pound-feet. A six-speed automatic is hitched to the 2.0, while the turbo gets exclusive use of a seven-speed automatic. The extra-cost all-wheel-drive hardware can be added with either powerplant. The Kona is expected in early 2018 in four trim levels, topping out at or near the \$30,000 range. Hyundai plans to introduce an electric model with a claimed 242 miles of maximum range in 2019.

+ BUICK SPORTBACK GS

Buick has dropped the sedan version of the Regal and has instead split the brand into separate hatchback and wagon platforms to broaden the appeal. The Sportback and its all-wheel-drive Regal GS subset actually look like sedans, but quite literally behind the disguise is a large liftgate. There's double the luggage space of the previous Regal sedan. The front-wheel-drive Sportback uses a turbocharged 2.0-liter four-cylinder that makes 260 pound-feet of peak torque. For all-wheel-drive versions, the torque is 295 pound-feet. The FWD Sportback is matched with a nine-speed automatic transmission, but an eight-speed unit is connected to AWD models. The GS comes with a 310-horsepower V-6, a nine-speed automatic transmission, sport-tuned exhaust, constantly adjusting shocks and Brembo-brand brakes.

2018

The world has gone crazy for utility vehicles, and this year the automakers have stepped up



+ VOLVO XC60

The new 2018 model is sleeker and far more artful than before. Of particular note the signature "Thor's hammer" LED headlights and tail lamps that are intended to provide instant identification. If the XC60's exterior is a vision of joy, the same can be said for the interior. The front seats are especially well bolstered and the 9.0- and optional 12.3-inch touch-screens are surrounded by wood and aluminum garnish. There's a trio of four-cylinder engines to choose from, including a plug-in hybrid that adds a pair of electric motors for a combined system output of 400 horses and 472 pound-feet of torque. With an estimated 30 miles of electric-only driving range, the hybrid is ideal for commuting in gridlocked traffic. All models operate through eight-speed automatic transmissions and are equipped with all-wheel-drive.

+ NISSAN ROGUE SPORT

The 2018 Rogue Sport got some of its style and its sturdy platform from the larger Rogue. For buyers who don't need the Rogue's space, the smaller and less-expensive Rogue Sport is a good fit. It's also a good fit in urban areas where maneuverability and a smaller footprint for parking are welcome. A lower (by 5.6 inches) profile and a 12-inch reduction in overall length places the Sport in a more compact segment along with the Honda HR-V, Mazda CX-3 and the new Toyota C-HR. The wheelbase is nearly the same for the Rogue as the Rogue Sport, so rear-seat passengers have a decent amount of leg and knee room. As for cargo volume, the Rogue Sport lags behind its larger sibling, but not as much as you might think. The Rogue Sport's four-cylinder is by no means a speed demon, but it's sufficient for most buyers in a stop-and-go urban environment. It's paired with a continuously variable transmission (CVT). Front-wheel-drive is standard and all-wheel-drive is optional.



+ FORD ECOSPORT

The new made-in-India EcoSport is Ford's entry in the tiny utility class. It looks something like a scaled-down Ford Escape, except that a side-opening rear cargo door is installed in place of the more commonly used liftgate. Due to its tall roof, the EcoSport provides an acceptable amount of head and knee room for rear-seat passengers, although they might have to pack light since stowage space in back is somewhat limited. For smaller items, the EcoSport comes with 30 different small storage areas for stashing/hiding valuables. Power comes from a turbocharged 1.0-liter three-cylinder, or optional non-turbo 2.0-liter four-cylinder. Select the 2.0 and all-wheel-drive is standard. Both engines are mated to six-speed automatic transmissions.



+ TOYOTA CAMRY

As the shift to utility vehicles shows no signs of abating, Toyota seems more determined than ever to infuse plenty of styling, comfort, fuel efficiency and performance into its star-player sedan. Nearly all the Camry's bits and pieces are produced from fresh molds and stampings, yet it still manages to remain, well, Camry-like. It's only slightly larger, but the space between the front and rear wheels has been increased by three inches for greater interior legroom and kneeroom. The roofline is slightly lower, as are the seating positions, resulting, says Toyota, in a lower center of gravity. The 30-percent stiffer platform is fitted with a 206-horsepower four-cylinder, while a 301-horsepower V-6 is optional. For both, an eight-speed automatic transmission transmits torque to the front wheels. Meanwhile, Camry Hybrid combines a 2.5-liter four-cylinder with a 118-horsepower electric motor for a combined 208 horsepower.

+ VOLKSWAGEN ATLAS

Joining the large-utility segment for 2018 is the seven-passenger, Tennessee-built Atlas. The largest VW in the fleet actually appears much bigger than the tape measure indicates, possibly due to the wide and thin grille, the bulging fenders or the vehicle's boxy shape (or a combination of all three). Among the Atlas's endearing qualities is an abundance of space throughout all three rows of seats. The left and right halves of the split-folding second-row bench can be independently reclined by up to 14 degrees, and adjusted forward and back by nearly eight inches, providing extra legroom when needed or easier access to the generously sized third row. Cargo space is also spacious and a 5,000-pound towing capacity is near the top of the class. Engine choices begin with a turbocharged 235-horsepower four-cylinder, while optional is a non-turbo 276-horsepower. All-wheel-drive can be added, but only to V-6 models.



+ TOYOTA C-HR

The C-HR's squiggly lined body panels and agglomeration of shapes in back is a departure from Toyota's normally conservative designs. The interior mirrors the exterior's styling extravagance with a busy assortment of pushbuttons for key vehicle functions and a steering wheel that houses similar controls. A 2.0-liter four-cylinder is paired with a continuously variable transmission (CVT) programmed with seven simulated gears, allowing drivers to manually hold the shift points longer to make the engine rev higher. The absence of AWD might disappoint those living in winter areas. Two available trims come with a number of dynamic driver's aids designed to prevent contact with other vehicles or pedestrians. The C-HR cannot be ordered with leather seats, power sunroof, navigation system, Apple CarPlay or Android infotainment, or even the option of subscribing to satellite radio.





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NEW 2018 TOYOTA RAV4 LE AWD



Stk. #T8330, Auto., AWD, Toyota Safety Sense. MSRP \$27,398

BUY FOR \$25,858
OR LEASE FOR \$278 /MO* Taxes and fees included!

*\$278/month 36 month lease 36000 miles, \$0 security deposit, includes tax, title and \$399 doc fee, first payment due at signing, RESIDUAL VALUE \$15617, NET CAP COST \$25395, TOTAL OF PAYMENTS \$10008, \$2075 TFS SUB VENTED LEASE CASH. To qualified buyers. Offer expires 2/19/2018.

NEW 2017 TOYOTA HIGHLANDER LE AWD



Stk. #T8451, H3.5L, V-6, Auto., Toyota Safety Sense, Power Options. MSRP \$36,027

BUY FOR \$33,778
OR LEASE FOR \$347 /MO* Taxes and fees included!

*\$347/month 36 month lease 36000 miles, \$0 security deposit, includes tax, title and \$399 doc fee, first payment due at signing, RESIDUAL VALUE \$23418, TOTAL OF PAYMENTS \$12492, NET CAP COST \$35132. To qualified buyers. Offer expires 2/19/2018.

NEW 2018 TOYOTA CAMRY LE



Stk. #T8006, 4 Cyl., Auto., Alloys, Power Seat, Floor Mats. MSRP \$25,139

BUY FOR \$23,774
OR LEASE FOR \$294 /MO* Taxes and fees included!

*\$294/month 36 month lease 36000 miles, \$0 security deposit, includes tax, title and \$399 doc fee, first payment due at signing, RESIDUAL VALUE \$13826, TOTAL OF PAYMENTS \$10584, NET CAP COST \$24058, \$650 TFS SUB VENTED LEASE CASH. To qualified buyers. Offer expires 2/19/2018.

NEW 2018 TOYOTA TUNDRA SR DOUBLE CAB 4x4



Stk. #T8424, 4.6L, V-8, Automatic MSRP \$35,409

BUY FOR \$32,776
OR LEASE FOR \$429 /MO* Taxes and fees included!

*\$429/month 36 month lease 36000 miles, \$0 security deposit, includes tax, title and \$399 doc fee, first payment due at signing, RESIDUAL VALUE \$23016, TOTAL OF PAYMENTS \$15444, NET CAP COST \$35299. To qualified buyers. Offer expires 2/19/2018.

Sale prices do not include College Grad or Military Rebates or Discounts. Prices include documentation fee; excludes tax, title and state fees. Up to 60 months to qualified buyers. All rebates and dealer incentives are included in sale prices. \$16.67 owed per every \$1,000 financed at 0% APR for up to 60 months. \$21.22 owed per every \$1,000 financed at 0% APR for up to 48 months. \$27.78 owed per every \$1,000 financed at 0% APR for up to 36 months. \$17.05 owed per every \$1,000 financed at 0.9% APR for up to 60 months. \$17.48 owed per every \$1,000 financed at 1.9% APR for up to 60 months. APR's only available on 2016 and 2017 Toyota models. Expires 2/19/2018. Prices includes \$399 doc fee. ON APPROVED CREDIT.



Honda PRESIDENTS' DAY SALES EVENT

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2018 Honda Clarity Plug In Hybrid

Stock #H8236, Model #ZC5F1JGW



\$1,399 DOWN

LEASE FOR \$399 /MO.*

*Lease 3 year 36,000 miles \$399 a month. \$1399 due at signing. All taxes and fees included. Total of payments \$14,364, LEV \$15,773 To qualified buyers only. Offer expires 2/28/2018.

2018 Honda HR-V LX AWD

Stock #H8274, Model #RU6H3JEW



ONLY FIRST PAYMENT OF \$269 DUE AT SIGNING

LEASE FOR \$269 /MO.*

* Lease for \$269 a month. 3 year, 36,000 miles, First payment due at signing. Total of payments \$9,684, LEV \$13,566. All taxes and fees included. To qualified buyers only. Offer expires 2/28/2018.

2018 Honda CR-V LX AWD

Stock #H8125, Model #RW6H3JEW



\$2,500 DOWN

LEASE FOR \$279 /MO.*

*Lease for \$279 a month. Lease 3 year, 36,000 miles. \$2500 down, including first payment. Included all taxes and fees. Total of payments \$10,044 LEV \$16,424. To qualified buyers only. Offer expires 2/28/2018.

2018 Honda Accord 1.5 Lx Automatic

Stock #7656, Model #CT1A3HEW



ONLY FIRST PAYMENT OF \$299 DUE AT SIGNING

LEASE FOR \$299 /MO.*

* Lease for \$299 a month. 3 year, 36,000 miles. First payment due at signing. Stock number H8116 Model CV1F1JEW Total of payments \$10,764 LEV \$14,676. Includes all taxes and fees. To Qualified buyers only. Offer expires 2/28/2018.

To well qualified buyers. Must present ad at time of purchase. All leases expire 2/28/2018.



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2017 NISSAN VERSA 1.6 S

STK#N7261,N7330 MODEL #11157 VIN# HP596282, HW278889, SPLASH GUARDS, CARPETED FLOOR MATS



2 or more at this price.
Was \$13,230

BUY FOR \$11,995* DOC FEE INCLUDED!

*Photo for illustration purposes only. All vehicles subject to prior sale. Excludes tax, title, license, and registration fees. See dealer for details. Must present web special for this pricing. Stock # N7261, N7330, tax and fees excluded, doc fee included. Offer expires:2/28/2018

2017 NISSAN ROGUE SPORT SL AWD

STK#N7585 MSRP: \$31,455 MODEL # 27617 VIN: JN1BJ1CR8HW115513. ALL WHEEL DRIVE W/ PLATINUM PACKAGE, SL PREMIUM PACKAGE & MORE!



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LEASE FOR \$299* /MO.* ONLY \$299 TOTAL OUT OF POCKET!

*Coupon not valid with any other offer. Must present coupon at time of purchase. Limit one coupon per person. Coupon does not apply to prior purchases. Other Restrictions may apply. Void where prohibited. Stock # N7585, 36 month lease, 12k miles per year, sales tax and fees included in payment, doc fee included, total of payments \$10764, residual value \$16671. Offer expires: 2/28/2018

2017 NISSAN MURANO SL AWD

STK#N7479, STK# N7622, MODEL#24217 VIN# 5N1AZ2MH5HN178602, VIN# 5N1AZ2MH2HN188343, MSRP \$42,655



2 or more at this price.

BUY FOR \$34,655* DOC FEE INCLUDED!

*Photo for illustration purposes only. All vehicles subject to prior sale. Excludes tax, title, license, and registration fees. See dealer for details. Must present web special for this pricing. Stock # N7567, tax and fees excluded, doc fee included, sale price include NMAC Captive Cash. Offer expires: 2/28/2018

2017 NISSAN TITAN 4x4 S CREW CAB

STOCK # N7696, MODEL # 38017 MSRP: \$39,935 VIN: 1N6AA1EJ1HN569878



2 or more at this price.

0% APR up to 72 month available in lieu of rebates

BUY FOR \$31,935* DOC FEE INCLUDED!

Offer expires: 2/28/2018

* All sale prices includes all applicable manufacturers rebates. Must present ad at time of purchase to receive sale price. APR program may be used in lieu of rebates. To well qualified buyers. Purchase sale price exclude sales tax, title and state fees. Leases include all taxes.

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2018 SUBARU FORESTER 2.5I AWD

Stk. #S8096, MSRP \$24,040

BUY FOR **\$21,999** Including \$399 Doc Fee

LEASE FOR **\$229** /MO.

AS LOW AS 0% APR AVAILABLE



2018 SUBARU CROSSTREK AWD

Stk. #S8558, MSRP \$23,772

BUY FOR **\$21,999** Including \$399 Doc Fee

LEASE FOR **\$219** /MO.

SPECIAL!



*36 Month Lease with 30,000 miles allowed; 15 cents per mile for overage. Purchase at Lease end for \$14,904.80 Total of Payments \$9,015. \$1,000.00 Cash or Trade Equity Due at Signing - all taxes & fees included in payment Coupon not valid with any other offer. Must present coupon at time of purchase. Limit one coupon per person. Coupon does not apply to prior purchases. Other Restrictions may apply. Void where prohibited. See sales for lease details. Must be approved with tier 1 credit through SMF. Offer expires: 02/28/2018

*36 Month Lease with 30,000 miles allowed; 15 cents per mile for overage. Total of Payments \$8665.00; Purchase at lease end for \$15927.24. \$1000.00 CASH or Trade Equity Due at Lease signing. Coupon not valid with any other offer. Must present coupon at time of purchase. Limit one coupon per person. Coupon does not apply to prior purchases. Other Restrictions may apply. Void where prohibited. Offer expires: 02/28/2018

2018 SUBARU IMPREZA AWD 5 DOOR

Stk. #S8467, MSRP \$21,084, Auto. Trans.

BUY FOR **\$19,999** Including \$399 Doc Fee

LEASE FOR **\$229** /MO.

LEASE WITH NO MONEY DOWN!!



2018 SUBARU LEGACY

Stk. #S8201, MSRP \$24,244

BUY FOR **\$22,499** Including \$399 Doc Fee

LEASE FOR **\$239** /MO.

AS LOW AS 0% APR AVAILABLE UP TO 63 MOS.



*42 month lease with 35,000 miles allowed, 15 cents per mile for overage. \$0 Due at lease signing. Purchase at lease end for \$13,282.92. Total of payments \$8358.00 OR Buy For \$19,999.00 including a \$399.00 doc fee. Coupon not valid with any other offer. Must present coupon at time of purchase. Limit one coupon per person. Coupon does not apply to prior purchases. Other Restrictions may apply. Void where prohibited. With approved credit tier 1 through SMF. Offer expires: 02/28/2018

*42 Month Lease with 35000 miles allowed; 15 cents per mile for overage. Purchase at Lease end for \$13,080.96. Total of payments \$10,799.00. \$1000.00 Cash or Trade equity due at lease signing. Coupon not valid with any other offer. Must present coupon at time of purchase. Limit one coupon per person. Coupon does not apply to prior purchases. Other Restrictions may apply. Void where prohibited. See sales for details on lease must be approved with tier 1 credit through SMF. Offer expires: 02/28/2018



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STK#K7152 MODEL # C3422/025 CARPETED FLOOR MATS POPULAR PACKAGE, 10 YEAR / 100,000 MILE FACTORY WARRANTY!! WAS \$19,520



Highest Ranked Compact Car

The Kia Forte received the lowest number of problems per 100 vehicles reflecting higher quality among compact cars in the J.D. Power 2017 U.S. initial Quality Study based on 77,419 total responses, evaluating 189 models, and measures the opinions of new 2017 vehicle owners after 90 days of ownership, surveyed in February - May 2017. Your experiences may vary. Visit jdpower.com/cars.

PURCHASE **\$15,995*** FOR

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BRAND NEW 2018 KIA OPTIMA LX

STK#K8021, MSRP \$23,625 MODEL #53222/010 CARPETED FLOOR MATS, MUD GUARDS, 10 YEAR / 100,000 MILE WARRANTY!



LEASE FOR **\$239** /MO* ONLY \$239 TOTAL OUT OF POCKET!

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ALL NEW 2018 KIA STINGER PREMIUM AWD

STK#K8101 VIN: KNAE25LA1J6011795

YOU. HAVE. TO. SEE. THIS. AUTOMOBILE. AWD TURBO!



LEASE FOR **\$499** /MO* ONLY \$499 TOTAL OUT OF POCKET!

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MSRP \$34,870 STOCK # K7147, MODEL # 64222/035 LX ADVANCED TECH PACKAGE, CARPETED FLOOR MATS LX ESSENTIALS PREMIUM PACKAGE, MUDGUARDS REMOTE START - PUSH BUTTON, LEASE SAVINGS OF OVER \$10,000!



LEASE FOR **\$359** /MO* ONLY \$359 TOTAL OUT OF POCKET!

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2018 JEEP WRANGLER JK UNLIMITED

STOCK # J8164 VIN: 1C4BJWDG6JL818901 MSRP: \$30,390, 4 DOOR, 4x4, AUTOMATIC!



LEASE **\$349** * Doc Fee Included! Only \$349 total out of pocket

MUST PRESENT COUPON AT TIME OF PURCHASE. LIMIT ONE COUPON PER PERSON. COUPON DOES NOT APPLY TO PRIOR PURCHASES. OTHER RESTRICTIONS MAY APPLY. VOID WHERE PROHIBITED. STOCK # J8164, 39 MONTH LEASE, 10K MILES PER YEAR, SALES TAX AND FEES INCLUDED IN PAYMENT, TOTAL OF PAYMENTS \$13611, RESIDUAL \$21577. OFFER EXPIRES: 2/28/2018

2017 JEEP CHEROKEE LATITUDE 4x4

MSRP \$28,190, STK#J8176, MODEL#KLJM74, 4X4, AUTOMATIC TRANSMISSION, COLD WEATHER GROUP, SIRIUSXM SAT. RADIO W/1YR SUB.



BUY FOR **\$22,995** * Doc Fee Included!

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2017 JEEP GRAND CHEROKEE LAREDO 4x4

MSRP : \$33,990, STOCK # J8215 VIN: 1C4RJFAGXJC249800



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2018 brings excitement to Charlie's Honda

Charlie's Honda recognized for exemplary sales, service, training and customer satisfaction

BY NANCY P. MCGINNIS
Correspondent

There's excitement in the air at Charlie's Honda on Western Avenue in Augusta.

The newly-redesigned Accord, 32-time winner of Car and Driver's "10 Best" Award, took top honors as the 2018 North American Car of the Year at the Detroit auto show. The popular Honda CR-V has been named the 2018 Motor Trend SUV of the Year.

Honda was also just awarded four U.S. News & World Report 2018 Best Cars for the Money awards, the most of any automaker, including Best Subcompact Car for the Money: 2018 Honda Fit; Best Subcompact SUV for the Money: 2018 Honda HR-V; Best Compact SUV for the Money: 2018 Honda CR-V; and Best Minivan for the Money: 2018 Honda Odyssey.

And Charlie's Honda is one of only two Honda dealerships in the state of Maine to earn the prestigious President's Award for 2018. This is the third time, and the second consecutive year, that the franchise has been recognized not just for sales and service, but also other criteria that included employee training and customer survey satisfaction.

Under the leadership of Elissa Shuman Emmons, Dealer Principal, each of the three dozen employees at Charlie's Honda takes pride in going above and beyond for every customer. The atmosphere is relaxed and, as Emmons puts it, "a kid friendly, and dog friendly," place to do business. As a busy mom of three kids and "dog mom" to two golden retrievers, she knows that buyers are looking for a pleasant experience finding a reliable, safe, efficient and well-designed vehicle at a fair price, with expert and honest service after the sale. Customers come from all over Maine to shop Charlie's Family of Dealerships, initially attracted mostly through word of mouth, and then returning as happy loyal customers when it's time for a new car purchase.

And right now, there are plenty of Honda vehicles from which to choose at Charlie's.

"Thanks to the completed and planned improvements to our showroom and heating and lighting efficiency upgrades, we've earned extra vehicles from Honda, and our current

"Thanks to the completed and planned improvements to our showroom and heating and lighting efficiency upgrades, we've earned extra vehicles from Honda, and our current inventory is the highest it's been in a year."

— ELISSA SHUMAN EMMONS, DEALER PRINCIPAL



Nancy McGinnis photos

Inside the Charlie's Honda showroom, General Sales Manager Todd Allaire with the all-new Honda CR-V, winning acclaim as 2018 Motor Trend SUV of the Year. While Charlie's Family of Dealerships boasts many faithful employees with longtime experience and expertise, Allaire is an outstanding example. He began selling Hondas in 1991 for Bob Chambers on State Street and, later on, for Paul Blouin at his dealership. In 2004, when Emmons' father Charlie Shuman purchased the Honda franchise from Blouin, Allaire stayed on to become the general sales manager.

inventory is the highest it's been in a year," Emmons said. As Presidents Day weekend approaches, "we have over 350 new vehicles, as well as 20 to 25 certified used vehicles (that have passed a 182 point vehicle inspection and are sold with a 100,000 mile powertrain warranty), plus another 600 or 700 used vehicles of all makes and models on the lot."

Standard on all 2018 Accords, as well as a number of other Honda models, is Honda Sensing, the manufacturer's exclusive constellation of strategic safety and driver-assistive technol-

ogies including their Lane Keeping Assist system, Adaptive Cruise Control, Road Departure Mitigation System, Collision Mitigation Braking System and Forward Collision Warning. Also, the Accord boasts an impressive EPA range rating of over 600 miles.

And speaking of savings, new this year at Honda is the plug-in hybrid Clarity, ushering in a new era of gas/electric eco-friendly efficiency. The Clarity can go 47 miles on one charge, and with a tank of gas, its range is 107 miles per gallon. Another new hybrid, the Insight, will debut this summer.

In Maine and across the nation, Emmons said, the vehicle market is trending toward small SUV's with all-wheel drive. One example is the award-winning CR-V, which is by far the biggest seller at Charlie's Honda. Maine drivers appreciate its affordable sticker price, low maintenance cost and high resale value.

From a personal perspective, the Odyssey is Emmons' preferred model, for its safety features, smooth ride and roomy interior. She loves what she calls the "magic seat" in the middle, which can be reconfigured to accom-



Though they have not been around as long as Allaire, golden retrievers Myko and Fenway bring great dedication and enthusiasm to their positions as Charlie's Honda mascots, greeting and entertaining visitors to the showroom.

modate various cargo and passenger scenarios, serving as a buffer zone to separate the children when necessary, and offering plenty of space for her two furry family members.

For truck lovers, the Honda Ridgeline is a great mid-size option, said Emmons, with many appealing features. Todd Allaire, Charlie's Honda general sales manager, concurred. Offering the power of a V-8 with the economy of a V-6, the Ridgeline rides like a car, he said, with the capabilities and utility of a truck.

Whatever a customer's lifestyle, priorities and budget, Charlie's Honda has a new or used vehicle to match. This Presidents Day weekend is the perfect opportunity to come see for yourself.

Charlie's Toyota offers legendary quality, safety, fuel efficiency and style

BY NANCY P. MCGINNIS
Correspondent

On a recent morning outside the Charlie's Toyota dealership showroom on Western Avenue, a ruby-red RAV4 sparkled in the morning sun, awaiting the momentary arrival of the happy customer who was signing the paperwork before driving it home.

Each month, as many as 25 to 30 customers who are looking for a new vehicle, end up choosing a RAV4 from Charlie's Toyota.

The SUV market is booming, said Jeff Hanson, general sales manager at Charlie's Toyota and, in response, Toyota has been ramping up production of its line of roomy, rugged all wheel drive vehicles to keep up with demand.

One reason: standard on every new RAV4 is Safety Sense, Toyota's integrated package of intelligent features such as a pre-collision system, radar cruise control, automatic high beams and lane departure alert, and pedestrian detection.

The RAV4 is now the No. 1 best-selling vehicle in the Boston region, said Hanson, who has been monitoring trends over the past 17 years he has spent at Charlie's Toyota, after 11 years in sales at Charlie's Motor Mall. For larger families, Toyota offers the mid size Highlander SUV and their largest SUV, the Sequoia. Customers are impressed with the cargo capacity, and pleasantly surprised by the smooth ride inside all of the Toyota SUVs.

Of course, not everyone needs or wants a sports utility vehicle.

The Toyota Camry, redesigned from the ground up for 2018, is turning heads and winning praise with its whole new platform, sleek good looks,



Nancy McGinnis photos

Above: The newly redesigned 2018 Toyota Camry awaits a buyer in Charlie's showroom.

Left: Toyota has taken a great SUV and made it even better, says Charlie's Toyota general sales manager Jeff Hanson of the 2018 version of the RAV4, which is popular with Charlie's customers in Maine and beyond.

superior gas mileage and better than ever handling, according to Hanson.

"It's an affordable, really fun car to drive, with important safety features, as well," he said.

Hanson pointed out that the XSE model, for example, offers drivers a 360 degree "birds-eye view" that makes the entire space around the vehicle readily visible to the driver.

Truck sales also remain strong at Charlie's Toyota, Hanson said, where the Tacoma and Tundra are both in high demand, cornering over

70 percent of the small truck sales market. These vehicles practically sell themselves, thanks to owner loyalty and satisfied customers who return to Charlie's when it's finally time for a replacement vehicle.

Every new Toyota comes with two years or 25,000 complimentary Toyota Care service, he said, another reason for happy customers. When you purchase a new vehicle from Charlie's Toyota, in addition to Toyota Care, you can look forward to free car washes for as long as you own it;

10 percent off Toyota accessories and labor; complimentary shuttle service to and/or from Charlie's while the vehicle is being worked on; free emergency assistance if you ever get locked out; and every fifth oil change is performed at no cost after Toyota Care runs out.

Why is Toyota such a respected name? "Toyota builds great vehicles—it's all about quality, safety and fuel efficiency," Hanson said.

At Charlie's Toyota, while Hanson and his friendly, knowledgeable sales staff

of 14 are happy to make sales, they focus on providing the best answers and information they can to every customer, every day, he said. It's not surprising that Charlie's Toyota has won the President's Award year after year, consecutively, for the past 15 years in a row.

Hanson said the 2018 Presidents Day sale event is a great time to stop in at Charlie's Toyota, check out the new and used models, and take advantage of the special, limited-time incentives.





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<p>2017 CHEVY CAMARO 1LT CONVERTIBLE STK#C7023 - 306HP 3.6L V6, RS PKG, 20" ALLOY WHEELS, AUTOMATIC TRANSMISSION MSRP \$37510</p>  <p>SALE PRICE \$32,877*</p> <p>*TAXES & FEES NOT INCLUDED - ALL REBATES TO DEALER.</p>	<p>2018 CHEVY SILVERADO 1500 DBL CAB 4WD STK#C8029 - 4.3L V6, WT CONVENIENCE PKG, TRAILER EQUIPMENT PKG MSRP \$39325</p>  <p>LEASE FOR \$235/MO**</p> <p>**30 MONTH LEASE, 10K ALLOWABLE MILES PER YEAR, TAX & FEES INCLUDED IN PAYMENT, \$2000 CASH OR TRADE PLUS 1ST PAYMENT DUE AT SIGNING, LEV \$2022, TOTAL OF PAYMENTS \$9165. ALL REBATES TO DEALER - MUST BE A CURRENT GM LESSEE - TO QUALIFIED BUYERS.</p>	<p>2018 CHEVY SILVERADO 1500 LT DBL CAB 4WD STK#C8042 - 5.3L V8, 3.42 REAR AXLE RATIO, HEATED FRONT SEATS, ALL STAR EDITION, ALLOY WHEELS MSRP \$45590</p>  <p>LEASE FOR \$299/MO**</p> <p>**30 MONTH LEASE, 10K ALLOWABLE MILES PER YEAR, TAXES & FEES INCLUDED IN PAYMENT, \$2000 CASH OR TRADE PLUS FIRST PAYMENT DUE AT SIGNING, LEV \$2230, TOTAL OF PAYMENTS \$11661. ALL REBATES TO DEALER - MUST BE A CURRENT GM LESSEE - TO QUALIFIED BUYERS.</p>	<p>2018 CHEVY SILVERADO 2500 LT CREW 4WD STK#C8082A - GAS 6.0L V8/AUTO, ALL STAR EDITION, SNOW PLOW PREP PKG MSRP \$50685</p>  <p>SALE PRICE \$41,685*</p> <p>TAX & FEES NOT INCLUDED. ALL REBATES TO DEALER - MUST FINANCE WITH GM FINANCIAL.</p>	<p>2018 CHEVY COLORADO WT CREW SHORT BOX 4WD STK#C8195 - 306HP 3.6L V6, 8-SPD AUTO TRANS, LOCKING REAR DIFFERENTIAL, WT CONVENIENCE PKG, WT APPEARANCE PKG, TRAILERING PKG MSRP \$34165</p>  <p>LEASE FOR \$249/MO**</p> <p>**24 MONTH LEASE, 10K ALLOWABLE MILES PER YEAR, \$2000 CASH OR TRADE PLUS FIRST PAYMENT DUE AT SIGNING, TAX & FEES INCLUDED IN PAYMENT, LEV \$2623, TOTAL OF PAYMENTS \$5976. ALL REBATES TO DEALER. MUST BE A CURRENT GM LESSEE - TO QUALIFIED BUYERS.</p>	<p>2018 CHEVY CRUZE LT 4-DOOR SEDAN STK#C8097 - 1.4L DOHC 4CYL, AUTOMATIC TRANS, DRIVER CONFIDENCE PKG MSRP \$23970</p>  <p>SALE PRICE - OR LEASE FOR \$19,849* \$218/MO**</p> <p>*TAX & FEES NOT INCLUDED. ALL REBATES TO DEALER. **24 MONTH LEASE, 10K ALLOWABLE MILES PER YEAR, \$2000 CASH OR TRADE PLUS FIRST PAYMENT DUE AT SIGNING, TAX & FEES INCLUDED IN PAYMENT, LEV \$2079, TOTAL OF PAYMENTS \$10736. ALL REBATES TO DEALER. MUST BE A CURRENT GM LESSEE - TO QUALIFIED BUYERS.</p>
<p>2018 CHEVY SILVERADO 1500 LT Z-71 CREW 4WD STK#C8124 - 5.3L V8, 3.42 REAR AXLE RATIO, 8 INCH DIAGONAL TOUCH SCREEN, NAVIGATION, TRAILER BRAKE CONTROLLER, HEATED FRONT SEATS, LT PLUS PKG, ALL STAR EDITION MSRP \$50970</p>  <p>SALE PRICE \$39,332*</p> <p>TAX & FEES NOT INCLUDED. ALL REBATES TO DEALER - MUST FINANCE WITH GM FINANCIAL.</p>	<p>2018 CHEVY EQUINOX LS AWD STK#C8084 - 1.5L TURBO 4CYL, AUTOMATIC TRANSMISSION, 10 AIRBAGS, BACK UP CAMERA MSRP \$28305</p>  <p>SALE PRICE - OR LEASE FOR \$24,935* \$219/MO**</p> <p>*TAX & FEES NOT INCLUDED. ALL REBATES TO DEALER - MUST FINANCE WITH GM FINANCIAL. **30 MONTH LEASE WITH 10K ALLOWABLE MILES PER YEAR, \$2000 CASH OR TRADE PLUS FIRST PAYMENT DUE AT SIGNING, TAX & FEES INCLUDED IN PAYMENT, LEV \$1846, TOTAL OF PAYMENTS \$8841. ALL REBATES TO DEALER. MUST BE A CURRENT GM LESSEE - TO QUALIFIED BUYERS.</p>	<p>2018 CHEVY TRAX LT AWD STK#C8153 - 1.4L VVT DOHC 4CYL, 6-SPD AUTOMATIC, 10 AIRBAGS MSRP \$25395</p>  <p>SALE PRICE - OR LEASE FOR \$20,997* \$187/MO**</p> <p>*TAX & FEES NOT INCLUDED. ALL REBATES TO DEALER. **30 MONTH LEASE, 10K ALLOWABLE MILES PER YEAR, \$2000 CASH OR TRADE PLUS FIRST PAYMENT DUE AT SIGNING, TAX & FEES INCLUDED IN PAYMENT, LEV \$1326, TOTAL OF PAYMENTS \$7294. ALL REBATES TO DEALER. MUST BE A CURRENT GM LESSEE - TO QUALIFIED BUYERS.</p>	<p>2018 CHEVY SILVERADO 2500 LT REG CAB 4WD STK#C8185 - GAS 6.0L V8, LT CONVENIENCE PKG, 18 INCH ALLOY WHEELS, Z-71 OFF ROAD PKG, SNOW PLOW PREP PKG MSRP \$48960</p>  <p>SALE PRICE \$41,966*</p> <p>TAX & FEES NOT INCLUDED. ALL REBATES TO DEALER - MUST FINANCE WITH GM FINANCIAL.</p>	<p>2018 CHEVY TAHOE LT 4WD STK#C8184 - 5.3L V8, 2ND ROW BUCKET SEATS, MAX TRAILERING PKG, POWER SUNROOF, NAVIGATION, REAR SEAT ENTERTAINMENT PKG, LUXURY PKG MSRP \$64740</p>  <p>SALE PRICE \$58,581*</p> <p>*TAX & FEES NOT INCLUDED - ALL REBATES TO THE DEALER.</p>	<p>2018 CHEVY TRAVERSE 3LT LEATHER AWD STK#8152 - 306HP 3.6L V6, HEATED LEATHER SEATS, CONVENIENCE & DRIVER CONFIDENCE PKGS, 18 INCH ALLOY WHEELS MSRP \$45140</p>  <p>LEASE FOR \$444/MO**</p> <p>**30 MONTH LEASE, 10K ALLOWABLE MILES PER YEAR, \$2000 CASH OR TRADE PLUS FIRST PAYMENT DUE AT SIGNING, TAX & FEES INCLUDED IN PAYMENT, LEV \$2079, TOTAL OF PAYMENTS \$10736. ALL REBATES TO DEALER - MUST BE A CURRENT GM LESSEE - TO QUALIFIED BUYERS.</p>

* ALL NEW CARS INCLUDE FACTORY REBATE AS OFFERED THROUGH 1/31/18. Sale prices exclude Tax, Title and State Fees. APR Programs may be used in lieu of manufacturer's rebates. Some customers may not qualify for maximum rebates. Must present advertisement at time of sale to receive sale pricing and discounts. Sale prices reflect dealer discount and maximum amount of rebate. Silverado buyers must have a 1999 or newer truck to receive trade rebate. All rebates apply to New Car Sale Prices. All Lease Payments include Tax, Title & State Fees in payment.



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MSRP \$21,535



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 2013 FIAT 500 POP P7190	 2012 TOYOTA CAMRY H7853A	 2013 VOLKSWAGEN BEETLE S8193B	 2012 NISSAN SENTRA N8040A, One Owner!	 2014 NISSAN ALTIMA C7375A	 2015 KIA SOUL N7670B, 1 Owner
 2014 FORD FIESTA J7313A	 2013 CHEVROLET CRUZE T8052A	 2015 NISSAN SENTRA J7318A	 2013 HYUNDAI ELANTRA N8040A, Heated Seats!	 2016 HYUNDAI ACCENT P7382	 2015 FORD FOCUS S8190B
 2013 HYUNDAI ELANTRA S8307A, One Owner	 2014 FORD FOCUS SE S7831B, Only 50K Miles	 2012 HYUNDAI ELANTRA LTD T71321A	 2013 CHEVROLET MALIBU S8293A	 2012 TOYOTA CAMRY H7853A	 2014 NISSAN SENTRA P7436

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 2012 Ford Focus #S8409A	 2014 Nissan Versa Hatchback One Owner! #S8371B	 2012 Ford Focus SEL Sedan Moonroof! #T8196A	 2013 Fiat 500 Pop #P7190	 2013 Chevrolet Cruze 2LT Heated Leather Seats #B7128A
SALE \$6,995	SALE \$7,995	SALE \$7,995	SALE \$8,995	SALE \$8,995

 2013 Scion XD #S8181A	 2011 Honda Accord #WT7040	 2011 Mazda 6i Sport #N7636	 2013 Chevrolet Cruze 1LT Sedan One Owner! #T8052A	 2016 Hyundai Accent SE #P7382
SALE \$8,995	SALE \$8,995	SALE \$9,995	SALE \$11,023	SALE \$13,100

 2009 Toyota Venza Only 68K Miles #T8308A	 2015 Kia Soul 5 Speed Certified Preowned 1 Owner #J8139B	 2013 Kia Optima EX Heated Leather #P7341A	 2016 Ford Focus SE Hatchback 1 Owner Only 7,600 Miles #S8220A	 2016 Fiat 500 X Trekking SUV One Owner! #H8130A
SALE \$13,899	SALE \$12,295	SALE \$13,195	SALE \$14,495	SALE \$14,995

 2013 Ford Cmax #J8007A	 2015 Kia Optima 16K Mile #K8010A	 2015 Kia Optima LX Factory Certified One Owner #J7271A	 2011 Chevrolet Camaro R/S 2LT #J7032A	 2017 Kia Soul #P7439
SALE \$14,995	SALE \$15,495	SALE \$15,995	SALE \$16,625	SALE \$16,495

 2014 Kia Optima SX 25K Miles #P7275	 2013 GMC Terrain SLE #P7234	 2016 Buick Verano 6K Miles #K8027A	 2017 Chevrolet Malibu #V7082	 2015 Nissan Rogue Factory Certified One Owner #N7509A
SALE \$18,495	SALE \$19,600	SALE \$19,995	SALE \$19,995	SALE \$20,995

 2016 Ford Mustang Convertible Eco Premium Loaded #P7097	 2014 Lexus I250 "F" #J7173A	 2015 Jeep Wrangler Sport Certified Preowned #N7565A	 2015 Nissan Murano SUV One Owner! #N7665A	 2016 Dodge Durango LTD #P7328
SALE \$23,995	SALE \$28,995	SALE \$29,995	SALE \$29,995	SALE \$31,995

 2014 Toyota Camry One Owner! #T8081A	 2014 Toyota Camry LE Only 34K #B7144	 2015 Toyota Corolla Sport Alloys Sunroof #T8019A	 2016 Toyota Prius C Factory Certified #J7225A	 2015 Toyota Avalon XLE T7496A remium
SALE \$14,295	SALE \$15,500	SALE \$15,900	SALE \$20,995	SALE \$21,900

 2015 Subaru WRX Limited Loaded Moonroof Leather #S8345A	 2014 Subaru Crosstrek Limited Loaded 24K Miles #S8392A1	 2013 Subaru Outback 2.5i Limited #S8413A	 2014 Subaru Impreza 5 Door Sport #S8485A	 2014 Subaru Impreza Sedan #S8218A
Was \$23,999 Sale Price \$22,999	Was \$20,999 Sale Price \$19,999	Was \$17,999 Sale Price \$16,999	Was \$17,999 Sale Price \$16,999	Was \$17,600 Sale Price \$16,600

 2013 Honda Insight Hybrid #E8006	 2013 Honda Accord LX 4 Door #H8169A	 2014 Honda CR-V EX #H7843A	 2016 Honda HR-V EX AWD #H7894A	 2015 Honda Pilot LX AWD #H7739A
SALE \$10,995	SALE \$13,995	SALE \$14,995	SALE \$21,475	SALE \$23,595

Must present advertisement at time of sale to receive sale prices and discounts. Price includes Doc Fee, Tax, Title and State Fees excluded. Excludes Public Wholesale vehicles. Graphics are for illustration purposes only and may vary from actual units. Discounts are included in all pricing.

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TRUCK MONTH



RAM



2017 Challenger

GT - All Wheel Drive
Sharp and Yeah Rad!



MSRP _____ \$39,260
Discount _____ - 6,282
Hartley's Price \$32,988

2017 Challenger R/T

Hemi - 6 Speed - Leather



**Loaded
Beautiful Car!**
MSRP _____ \$47,260
Discount _____ - 8,412

Hartley's Price \$38,848

2018 Challenger

GT - All Wheel Drive
Napa Leather - Great Fun!



MSRP _____ \$41,550
Discount _____ - 4,622
Hartley's Price \$36,928

2017 Durango

SXT - All Wheel Drive
3rd Row Seating



MSRP _____ \$34,385
Discount _____ - 5,543
Hartley's Price \$28,842

2017 New Compass

Sport - Alloys - Very Sharp
Great MPG



MSRP _____ \$22,685
Discount _____ - 3,686
Hartley's Price \$18,999

2017 Renegade

Sport - 4x4 - Automatic
Great Vehicle



MSRP _____ \$24,540
Discount _____ - 5,146
Hartley's Price \$19,394

2018 Cherokee

Latitude - 4x4
Great Package



MSRP _____ \$28,890
Discount _____ - 4,892
Hartley's Price \$23,998

2017 Ram 1500 Big Horn

Hemi - 4x4 - Heated Seats - Spray Liner



**20" Wheels
Loaded with
Features**

MSRP _____ \$46,975
Discount _____ - 11,059

Hartley's Price \$35,916

2017 Ram 1500 Express

Hemi - 4x4 - 20" Wheels



**Great Package
Great Price**

MSRP _____ \$42,475
Discount _____ - 9,597

Hartley's Price \$32,878

2018 Durango GT

Sport Hood - Brass Wheels
Loaded with Options



MSRP _____ \$46,570
Discount _____ - 5,682
Hartley's Price \$40,888

2018 Ram 3500

Limited Cummins
Loaded - 4x4



MSRP _____ \$80,750
Discount _____ - 10,756
Hartley's Price \$69,994

2017 Ram 3500

Sport - 6.4 - Hemi
Loaded with Options



MSRP _____ \$55,550
Discount _____ - 8,862
Hartley's Price \$46,688

2018 Grand Caravan

V-6 - SE - Tinted Glass
Room for Everyone



MSRP _____ \$29,080
Discount _____ - 5,281
Hartley's Price \$23,799

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Tony Francis
Sales Representative



Shawn Richards
Sales Representative



A.J. Hawes
Sales Representative

Hartley's Newport dealership has stylish, new powerhouse Ram



"The Ram is the best truck out there. It's a powerful, sexy vehicle that's fantastic to drive, with no exceptions."

— GENERAL MANAGER ADAM FRIEND



Contributed photo

The newly-launched 2019 Ram 1500 has many new features including extra space and more technology. It is available at Hartley's Chrysler-Dodge-Jeep-Ram dealership in Newport.

BY VALERIE TUCKER
Correspondent

The perennial winner of dozens of enthusiastic industry reviews and awards, the newly-launched 2019 Ram 1500 has added more space, more storage, more leather and more technology. The exterior style updates are head-turning, too.

"The new grille treatment is just one new element of the 2019 Ram 1500, which receives some of the most revolutionary design and technological changes the pickup has seen in a quarter-century," said Car and Driver magazine.

The Hartley's Chrysler-Dodge-Jeep-Ram dealership in Newport offers this stylish new powerhouse in a variety of trims and powertrains, said Hartley's general manager Adam Friend. People who know Friend and his family also know that he was raised with "Ford Blue" blood in his veins. His dad owned the local Ford dealership for 60 years, he said. Despite the friendly ribbings about his becoming a Ram man, he guarantees he made the right choice to join the Hartley's dealership.

"The Ram is the best truck out there," he said. "It's a powerful, sexy vehicle that's fantastic to drive, with no exceptions."

This new Ram 1500 has a re-engineered chassis that's lighter and stronger than before. The Ram 1500 also has redefined and improved its automatic load leveling feature. Adjustable air springs allow a driver to raise and lower the vehicle to one of five ride height settings. The dashboard controls also let the driver manually adjust clearance. And the technology improvements don't stop there, Friend said.

"The Ram 1500 has added smart sensors that automatically lower the truck at highway speeds to help reduce drag and increase efficiency," he said. "That's a big improvement in fuel efficiency."

The Ram 1500's redesign makes the truck lighter, longer and wider than last year's model. Consumer Reports likes the Ram 1500's "impressive overall refinement, excellent powertrains and the most comfortable ride of any full-sized truck." That's one reason Ram owners stay in the family when it's time to trade up.

"The 2018 truck's coil spring rear suspension helped make the last Ram ride so well," Friend said. "The manufacturer listened to what customers wanted, and they delivered."

Powertrain choices include a 3.6-liter V6 and a 5.7-liter V8, matched to an eight-speed automatic transmission. A standard feature on the V6, and optional on the V8, is what is called the "mild hybrid" system. Friend explained that mild hybrids have an internal combustion engine that shifts automatically to electric power when the vehicle is coasting, braking, or stopped.

"Customers also get the latest version of the Uconnect infotainment system, with a choice of 5-, 8.4-, or 12-inch touch screens," he said. "That the same system that earned the national Infotainment of the Year award from Digital Trends."

Forward-collision warning with automatic emergency braking, lane-departure warning with lane-keeping assist and blind-spot warning will be available when the Ram goes on sale this fall.

The 2019 Ram 1500 is powered by the 305-hp 3.6-liter V-6 or the 395-hp 5.7-liter V-8. Both engines pair with an eight-speed automatic transmission. The truck also adds the eTorque system, which replaces the alternator with a motor/generator unit that can feed energy to a 48-volt lithium-ion battery pack. The technology is standard on Ram 1500 V-6 models and optional on 1500s with the push-rod V-8. The improved stop/start capability offers smoother and quicker starts than traditional systems. eTorque can provide a brief torque boost of 90 lb-ft to V-6 Rams and 130 lb-ft to V-8 models.

Friend said the Ram 1500 wouldn't be much of a truck if it didn't have the payload and towing figures to back up its status as top of its class. Rated to tow up to 12,750 pounds and carry a payload of up to 2,320 pounds, the new Ram improves upon the same maximum ratings of the current truck by 2,130 and 440 pounds, respectively. Towing such large loads, however, does require buyers to check the option box for the Max Tow package, Friend noted.

The 2019 model offers two available bed lengths. The 67.4-inch short box is exclusive to the crew cab and the 76.3-inch box is available with any cab configuration. The covered and lockable RamBox bedside storage areas return but this year, they have lids that are more efficiently built into the bedsides. This RamBox feature is available only on the shorter-bed crew cab.

Underpinning the new Ram 1500 is a re-engineered chassis that is both lighter and stronger than before. "Little things make a difference in overall weight reduction," said Friend. "We know customers expect better fuel efficiency, and this truck guarantees that it can be done without sacrificing power or features."

The new electronic parking-brake system cuts 20 pounds off the old cable-operated unit and an electrically assisted power-steering system chops another six pounds. Aluminum components, including the tailgate, engine mounts, the steering gear, and front-suspension and transmission cross-members, lighten the vehicle even more.

"Our most popular trim and cab configuration, the crew-cab Big Horn 4x4 with a V-8, is nearly 225 pounds lighter than its last year's model," Friend said. Hartley's Chrysler-Dodge-Jeep-Ram is located at 30 Main St., in Newport. Call the sales department at (888) 630-5794, the service department at (888) 853-3965 and the parts department at (888) 790-8716. Also check the Facebook page. Dealership hours are 8 a.m. to 5 p.m. on Monday-Friday and 8 a.m. to 3 p.m. on Saturday. The dealership is closed on Sunday.

Hartley's Chrysler-Dodge-Jeep-Ram is located at 30 Main St., in Newport. Call the sales department at (888) 630-5794, the service department at (888) 853-3965 and the parts department at (888) 790-8716. Also check the Facebook page. Dealership hours are 8 a.m. to 5 p.m. on Monday-Friday and 8 a.m. to 3 p.m. on Saturday. The dealership is closed on Sunday.

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Contributed photo

Travis Hall, sales associate at Varney Ford, shows the new F-150, which earned the 2018 Motor Trend Truck of the Year for the fifth time.

Varney Ford celebrates F-150 best seller

Manager touts truck's stellar history

BY VALERIE TUCKER
Correspondent

This is the 40th anniversary for the best-selling Ford F-150, and the Varney Ford showroom in Newport is celebrating in a big way, according to General Manager Jim Nichols. He is proud to share the truck's spectacular list of awards from industry experts.

Ford earned top honors from Kelley Blue Book—the venerable industry buyer's guide—for its 2018 Ford F-150.

"This is the fourth consecutive year the F-150 has won a Kelley Blue Book Best Buy Award," Nichols said.

The coveted Best Buy award, he said, is based on a year-long vehicle evaluation and test regimen, including vehicle pricing, the five-year cost-to-own data, consumer reviews and ratings and vehicle sales information. The Kelley Blue Book experts also compare the F-150 with other competitors in its class.

Motor Trends, Edmunds and other reviewers of the 2018 model also lavished high praise on the latest models.

"The full-size Ford F-150 pickup is known for its competence, comfort and customizability, offering everything from hardcore off-road performance to luxury comfort," according to Edmunds, a vehicle review publication for shoppers since 1966.

The 2018 F-150 features a 3.0-liter Power Stroke turbo-diesel V-6 and revised gasoline engines. Other changes include a new front end and rear end, with improved exterior lighting, and grille and tailgate styling.

The interior offers more color choices and improved SYNC 3 infotainment and connectivity features.

This new F-150 earned the 2018 Motor Trend Truck of the Year for the fifth time.

"Ford has been busy," said Motor Trend's reviewers. "The F-150 chassis is stupendous, the innovations have increased, and it has earned a (National Highway Traffic Safety Administration) five-star safety rating."

Editors and testers reviewed the XL, Lariat, Platinum and Raptor models against the latest competitive offerings from other manufacturers. They studied and rated each truck's design, engineering characteristics, safety, value, efficiency and performance.

"This tougher, smarter and more capable new Ford F-150 features best-in-class fuel economy and towing, class-exclusive technologies, plus new Built Ford Tough exterior design and freshened interiors," Motor Trend reported.

"Beloved for its legendary capabilities, the F-150 is the truck we deem worthy of our 10 Best award for 2018," says Car and Driver magazine.

Reviewers noted that the F-150 pickup can be equipped with almost every advanced safety system available on passenger cars.

"Plus (it has) a clever driver aid that makes the confusing work of backing up a trailer as easy as twisting a pickups knob," the testers noted.

The Insurance Institute for Highway Safety has rated the F-150 one of the safest on the

market with its 2017 Top Safety Pick rating. The revolutionary all-aluminum body saves about 700 pounds over steel. Fuel economy is commendable. The 2018 truck also gets pre-collision assist with pedestrian detection and adaptive cruise control. The F-150 is super quiet. Road noise is virtually nonexistent, wind noise is kept at bay, and the turbo engines minimize the need to rev. These contribute to the truck's overall quietness.

Consumer Reports reviewers also gave high ratings for the 2018's Effortless EcoBoost power, even with the 2.7-liter V6 engine. They liked the F-150's well-designed cabin, with luxurious appointments and ample cargo accommodations. Drivers have plenty of room, and the 2018 model offers a comfortable left footrest, which is an extra many other trucks don't have.

"The F-150 also offers a tilt-and-telescope steering wheel, which is a feature no other manufacturers offer," Nichols said.

Short drivers also like the optional power-adjustable pedals, which make the truck easier to drive.

Visit the Varney Ford showroom at 237 Moosehead Trail in Newport. The dealership is open from 8 a.m. to 6 p.m., Monday through Friday, they close at 5 p.m. on Saturday. For sales, call (877) 378-1875; for service, call (877) 378-1821; for parts, call (877) 378-188. Visit their website: www.varneyford.com, for a searchable inventory of new and used vehicles and special sales and incentives.

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VARNEY LEASE FOR: \$319⁵¹ MO

2018 FORD F-150 4x4 SUPER CAB STX

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MSRP \$42,885



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VARNEY LEASE FOR: \$297¹³ MO

2017 FORD FOCUS SE

POWER WINDOWS & LOCKS, CRUISE, BACK UP CAMERA, A/C
STK #30656



36 mos., 10,500 miles/year, must qualify. 1st month payment due at signing. LEV \$8,259.45, payment includes taxes and fees.

VARNEY LEASE FOR: \$229⁹⁰ MO

2017 FORD FUSION PLATINUM AWD

2.0 ECOBOOST LEATHER HEATED INTERIOR POWER EVERYTHING!
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MSRP \$39,735



VARNEY SALE PRICE: \$29,995

2018 FORD F-350 4x4

6.2 AUTO., A/C, STEREO, UPFIT SWITCHES, SNOWPLOW PREP, MUCH MORE!
STK #38,310
MSRP \$11579



VARNEY SALE PRICE: \$32,995

2018 FORD TAURUS SEL AWD

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STK #30711
MSRP \$37,480



VARNEY SALE PRICE: \$29,995

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STK #N6024



VARNEY PRICE \$20,995

2017 NISSAN FRONTIER CREW CAB

P/W, P/L, A/C, CRUISE
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VARNEY PRICE \$24,995

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6 CYL., CLIMATE CONTROL, LEATHER HEATED SEATS, SYNC, LOADED
STK #N6010



VARNEY PRICE \$26,995

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P/W, P/L, CRUISE, A/C, GREAT GAS MILEAGE!
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2016 FORD F-150 XLT CREW CAB

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VARNEY PRICE \$28,495

2016 FORD EXPEDITION XLT AWD

ECOBOOST, AUTO., A/C, CD, P/W, P/L SYNC, ALLOYS, 7 PASSENGER
STK #N6049



VARNEY PRICE \$29,995

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V-8, AUTO., A/C, CD, P/W, P/L TILT, CRUISE, P/SEAT, SPRAY-IN LINER, TOW PKG., MORE! STK #11686B



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Ray Haskell Ford-Lincoln dealership gets facelift

Service department gets Ford award

BY WANDA CURTIS
Correspondent

Ray Haskell Ford-Lincoln is in the process of having a showroom makeover.

General Manager Howard True said they originally intended to use Ford Motor Company's facility upgrade plans, but after some internal discussion with Ray Haskell, they decided they'd like to do something more unique. The decision was made to hire their own in-house contractor who could offer design ideas and essentially take the ball and run with it.

After some discussion, they decided to contact John Lessner who had been involved in renovating some of the stately Captains' homes overlooking the Kennebec River in Hallowell and Farmingdale. True said that once they reached an agreement with Lessner, he became the driving force behind the redesign. The hope was to replicate the look of an upscale hotel lobby, and True said that he thinks they've achieved that and more.

"We are so pleased with the results so far," said True. "The inside is about three-quarters completed and we're almost totally done with the exterior. Some of the elements I couldn't even imagine. It's beautiful."

True said there's a spectacular propane-fired stone fireplace, a grand entrance with stone pillars, coffered ceilings with multiple ceiling fans, a leather-bound, marble countered sales podium and so many elements that make their showroom like no other. He said that it's worth a visit just to see the new showroom and they hope to have a grand re-opening in the near future.

In other news, True said that their service department recently received an award from Ford Motor Company recognizing them for their Fix It Right First Time Score, one key criteria that is tracked monthly, and by which all dealerships are judged.

"Vehicles are getting more and more complex," said True. "With all the technological advances, it's difficult to stay properly trained. We do, and we take great pride in being recognized by Ford for our Fix It Right Scores. We like to think that we have the skills to fix the tough stuff."

True said that another positive development at their dealership has been the return of Roland Constable to the service manager position. He said that Constable was employed at the dealership for over two decades, then took a brief sabbatical,

rejoining their team the first of January.

"We are absolutely thrilled to have Roland back," True said. "He is a welcome addition to our ranks. Many of our loyal customers know Roland well. Please don't hesitate to stop by and say 'hello' to Roland."

True added, "These improvements are all part of the overall plan to gain more Ray Haskell 'Customers For Life.'"

NEW AND USED SALES SOAR

Sales Inventory Manager Mike Roddy said that 2017 was the dealership's best year ever in relation to the sale of new and used vehicles. He said that most of the pre-owned vehicles they take in are clean, local, one-owner trade-ins. He said that they've been busy gearing up for Presidents' Week and have more than 200 used cars and 100 plus new cars available.

"Ford just released some really big rebates and they're offering a lot of zero-percent financing on most models," Roddy said. "This year started off really great and we're going to keep it rolling."

One new vehicle that is quickly growing in popularity, according to Roddy, is the 2018 Ford EcoSport. He said that it's a welcome addition to the popular subcompact crossover class and the Ford Model lineup.

"Drivers in Maine who are looking for an athletic, affordable, efficient and versatile subcompact crossover will find that in the all-new 2018 Ford EcoSport at Ray Haskell Ford," Roddy said. "Ford EcoSport editions employ two-engine options and 4 trim levels EcoSport models S, SE and Titanium employ a 123-horsepower, 1.0-liter Eco Boost, four-cylinder engine that is married to a six-speed automatic transmission and Auto Start-Stop technology to make 27 mpg in the city and 29 mpg on the highway. The sport-tuned EcoSport SES grade features a 166-horsepower, 2.0-liter four-cylinder engine that will make 23 mpg in the city and 29 mpg on the highway with standard intelligent 4WD."

According to Roddy, standard features on the Ford EcoSport models include 16-inch wheels, automatic headlights, a rear view camera and a 4.2-inch Ford SYNC infotainment display with Bluetooth. Available upgrades include an 8-inch Ford SYNC 3 touchscreen display, Apple Car Play, Android Auto, a power moonroof and a SYNC Connect Wi-Fi hotspot.

"We have sold all three (Ford EcoSport models) already and have several more on



Ray Haskell Ford-Lincoln shows off the recent improvements of its beautiful exterior.

Contributed photos

the way," Roddy said.

Another well-received vehicle, Roddy said, is the 2018 Lincoln Navigator. He said that it's been over a decade since this vehicle was redesigned and they were glad to see that changes were made "that modernize the full-size SUV inside and out."

Roddy added that the Navigator's cousin, the Ford Expedition, was also redesigned for 2018. He said "the two share more than a passing resemblance as well as several of the same technological innovations and mechanical bits."

"The Lincoln does have a few extra tricks up its sleeve with more brazen styling and added luxury." He said that both are now made with the high, military strength grade aluminum.

Roddy was excited about the wide array of technology and family features inside the Navigator (some of which are also included with the Expedition). He said that some of those features include a multimedia screen that will be powered by Sync 3 and offer both Android Auto and Apple Car Play capability.

"The Navigator's technology offerings make a big leap forward," said Roddy. "Wireless hotspot capability for up to 10 devices is standard, and a wireless charging mat up front is optional. There are six USB ports, four 12-volt ports and a 110-volt household outlet plug to keep devices juiced up. An available rear entertainment system mounts 10-inch screens to the back of the front seats, which can each play different content via an app, HDMI input or USB-connected device. Android devices will be able to stream content



Shown is the upgraded interior showroom with some of the motorcycles that have been taken in trade alongside the warm, brand new stone fireplace.

wirelessly to the screens, while Apple devices can via a USB cord. Lincoln also partners with Sling Media, which operates Slingbox, so those who utilize that service will be able to stream TV in the Navigator."

Similar to the all-new 2017 Lincoln Continental, Roddy said that the Navigator's front seats will offer 30 different power adjustments for added comfort. He said the seats are heated, ventilated and include a massage function.

In regards to the engine, Roddy said that it's a second-generation twin-turbo 3.5-liter EcoBoost V-6 making an estimated 450 hp and 500 lb-ft of torque. The engine also features a new stop/start system. A 10-speed

automatic backs the engine and sends power to the all-wheel-drive system with an electronically locking rear differential.

Roddy was excited to announce that the 2019 Ford Ranger should be available in early 2019. He said that it will be powered by a 2.3 liter Eco Boost turbo-four engine backed by a 10-speed automatic. However, he said that he wouldn't be surprised to see another powertrain option down the line.

Roddy said that the biggest sellers at Ray Haskell Ford-Lincoln are the F-Series trucks and Ford Focus vehicles.

"For 41 years running, the Ford F-150 has been the best selling truck, not just in Maine, but throughout the country," he said.

RAY HASKELL'S PRESIDENTIAL SAVINGS

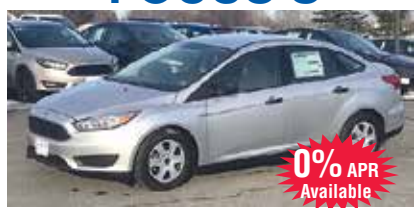
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F7286, Auto., 1.6L, Keyless Entry, A/C, Tilt Wheel, Sync with Applink. MSRP \$15,630

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or LEASE for
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BRAND NEW 2018 FORD FOCUS S



F9351, Auto., 2.0L, Tilt, Sync w/Applink, Rear Camera, Keyless Entry, A/C, Floor Mats, P/Windows/Locks and More. MSRP \$19,830

RAY HASKELL SALE PRICE
\$15,359
or LEASE for
\$229/mo.

BRAND NEW 2018 FORD FUSION SE FWD



F5870, Auto., 1.5 EcoBoost, Auto. Start Stop, Rear Camera, Keyless Entry, Sirius XM, P/L, P/L, 17" Wheels, Power Lumbar Driver's Seat, MSRP \$24,390

RAY HASKELL SALE PRICE
\$20,997
or LEASE for
\$299/mo.

BRAND NEW 2018 FORD ESCAPE S FWD



F1446, Auto., Tilt Wheel, A/C, Rear Camera, P/L, P/W, 17" Wheels, Sync with Applink, Curve Control, Audio Controls MSRP \$24,970

RAY HASKELL SALE PRICE
\$20,998
or LEASE for
\$289/mo.

BRAND NEW 2018 FORD TRANSIT XL CARGO VAN



F2473, 2.5L, Auto., A/C, Tilt Wheel, Keyless Entry, AM/FM Stereo, Fixed Rear Glass, Dual Sliding Doors, Center Console MSRP \$25,300

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RAY HASKELL SALE PRICE
\$24,222
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BRAND NEW 2018 FORD EDGE SE AWD



#6985, 2.0 EcoBoost, Auto., A/C, Rear Camera, Sync with Applink, Tilt Wheel, All Wheel Drive, P/Locks/Windows. MSRP \$32,210

RAY HASKELL SALE PRICE
\$27,994
or LEASE for
\$389/mo.

BRAND NEW 2018 FORD F-150 XL 4x4



F8939, V-6, 3.3L, Sway Control, Rear Camera, Climate Control, Spray-In Bedliner, 17" Wheels, Dynamic Hitch Assist, XL Pkg. MSRP \$34,740

RAY HASKELL SALE PRICE
\$30,997
or LEASE for
\$489/mo.

BRAND NEW 2018 FORD EXPLORER AWD



F4858, 3.5 V-6, P/Locks/Windows/Driver's Seat, A/C, 18" Wheels, Privacy Glass, Rearview Camera, 7 Passenger, Center Console, AWD. MSRP \$35,135

RAY HASKELL SALE PRICE
\$31,897
or LEASE for
\$439/mo.

BRAND NEW 2018 FORD RAPTOR SUPER CREW 4x4



F1258, 3.5 EcoBoost, Remote Start, Twin Panel Moonroof, Navigation, Raptor Technology Pkg., Heated Leather Power Seats, Must See! MSRP \$58,945

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Contributed photos
2018 Mazda CX-5 SUV is shown at left. Above, the interior is comfortable and roomy with everything conveniently located for ease and efficiency.

Leave winter behind, plan your next adventure at Paul Blouin Performance

BY SUSAN VARNEY
Correspondent

Remember "Indiana Jones and the Kingdom of the Crystal Skull"? It's 1957 and the kid Mutt is on an awesome motorcycle. Is it an Indian? Nope. But close. It's a Harley-Davidson Softail Springer modified to fit the 1957 period setting — which takes us to Paul Blouin Performance in Augusta and the Indian. Sigh.

It's February, it's cold and stormy but time to think spring. This is the time of year to start planning your next adventure and Paul Blouin Performance has the vehicles: Indian, Triumph, Suzuki, and Victory motorcycles, Kymco scooters and 4-wheelers, power sport vehicles, Mazdas and Suzukis, with "selection, expertise and funding" under one roof.

Whoever you speak with is a

sales manager and can take you through the whole process. Each salesperson is an expert. It was a great year and Paul Blouin has five showrooms, one for each of his products.

The motorcycles and power sport vehicles have their own service area, which is not shared with the automotive service area. That means no moving bikes in and out. If you like motorcycles, you are going to love the selection and variety of the new showrooms at Blouin.

And then there is the basement: more than 200 used motorcycles and power sport vehicles of every shape, color and size imaginable!

The Mazda engine and drive train include a 187-hp SKYACTIV-G 2.5L 4-cylinder engine with an automatic transmission and fuel efficiency from 25 to 40 mpg depending on the model and options chosen,



which is "class leading fuel economy," Blouin said.

"Our customers want to see it, touch it and ride it to make sure it's what they want. They're smart shoppers and know what they want," Blouin said. "I'm the luckiest car dealer in Maine because I'm a bike dealer, too!" For 2018, the CX-5 was given

The Indian motorcycle at Paul Blouin Performance is a little nostalgia and a lot of adventure wrapped into one amazing machine. The Indian showroom is packed with all the new products, apparel and accessories.

a modest front- and rear-end redesign plus a new dashboard with a tablet-style touchscreen that replaced the in-dash version. The body structure was also stiffened and the steering and suspension systems were improved for more precise handling. The base 2.0-liter four-cylinder engine is no longer

offered, leaving the 2.5-liter I-4 as the standard power plant for all trim levels. The 2.5's output is now pegged at 187 horsepower, a modest three-horse gain. A six-speed automatic is the sole transmission.

All-wheel-drive is optional on all models — Sport, Touring, Grand Select and Grand Touring.

Some available Mazda features include: High-Intensity headlights with automatic on/off, Moonroof with one-touch open, 8-way power driver's seat with power lumbar adjustment, variable heated front seats, Bluetooth® hands-free phone and audio capability, keyless entry system and rearview camera.

leather-trimmed seats and rain-sensing windshield wipers and you have a real deal.

Standard safety features include advanced front air bags, front side-impact air bags, stability control with traction control, 4-wheel ABS with electronic distribution and brake assist, blind spot monitoring, cruise control and more.

Paul Blouin Performance is like a candy store of vehicles, something for everyone, from new to used, imports and domestic, bikes, power sport sales and service. These guys are having fun. Check out their deep winter discounts.

Paul Blouin Performance is located at 513 Western Avenue in Augusta. For more information, go to blouinperformance.com or call 626-3500. The dealership is open from 8 a.m. to 6 p.m. Monday through Thursday, from 8 a.m. to 5 p.m. Friday and Saturday and is closed on Sunday.

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<p>INDIAN ARROW TRIKE STARTING AT \$33,995</p>	<p>Paul Blouin Performance TRIUMPH</p> <p>NEW TRIUMPH BONNEVILLE STREET TWIN</p> <p>62 MPG ABS Brakes Traction Control Throttle by Wire</p> <p>NOW ONLY \$8,900 \$165/MO. \$0 MONEY DOWN!</p> <p style="font-size: x-small;">72 months at 3.99% APR. Financed amount \$11,880. Payment includes \$199 doc fee.</p>	<p>Paul Blouin Performance Indian MOTORCYCLE</p> <p>NEW INDIAN SCOUT</p> <p>NOW ONLY \$9,495 \$179/MO. \$0 MONEY DOWN!</p> <p style="font-size: x-small;">60 month financing at 4.99%. Amount financed \$4,458.69. Payment includes \$199 doc fee.</p>	<p>Paul Blouin Performance VICTORY</p> <p>REV IT UP GET READY TO RIDE</p> <p>NEW VICTORY VEGAS 8 BALL</p> <p>106 Cubic Inch Engine 6 Speed Transmission 25.2" Seat Height</p> <p>NOW ONLY \$10,999 \$180/MO. \$0 MONEY DOWN!</p> <p style="font-size: x-small;">72 months 3.99% APR. Financed Amount \$12,240. Payment includes \$199 doc fee.</p>
<p>SUZUKI</p> <p>NEW SUZUKI DL 650</p> <p>WAS \$9,023 \$6,695 OR PAY \$119/MO. ZERO MONEY DOWN!</p> <p style="font-size: x-small;">72 months at 4.99% APR. Amount Financed \$7,307. Payment includes \$199 doc fee.</p>	<p>SUZUKI</p> <p>NEW SUZUKI LTA 400 FALIS ATV</p> <p>\$6,295 OR PAY \$109/MO. ZERO MONEY DOWN!</p> <p style="font-size: x-small;">72 months at 3.99% APR. Amount Financed \$6,896. Payment includes \$199 doc fee.</p>		

Paul Blouin Performance **maZDA** **Celebrate Presidents Day Weekend with Great Offers on a NEW Mazda!**

<p>2017 Mazda3 Touring</p> <p>BUY FOR \$20,150</p> <p>OWN FOR \$239*</p> <p>SAVE!!! \$3,155</p> <p style="font-size: x-small;">6-Speed Stock# M2185 MSRP: \$23,305</p>	<p>2018 Mazda CX-3 Sport</p> <p>BUY FOR \$21,500</p> <p>LEASE FOR \$219*</p> <p>SAVE!!! \$860</p> <p style="font-size: x-small;">Automatic, AWD Stock# M2369 MSRP: \$22,350</p>	<p>2017 Mazda MX-5 Miata Sport</p> <p>BUY FOR \$24,350</p> <p>OWN FOR \$329*</p> <p>SAVE!!! \$2,520</p> <p style="font-size: x-small;">6-Speed Stock# M2320 MSRP: \$26,872</p>
<p>2018 Mazda3 Sport 5-Door</p> <p>BUY FOR \$18,850</p> <p>LEASE FOR \$159*</p> <p>SAVE!!! \$1,895</p> <p style="font-size: x-small;">6-Speed Stock# M2340 MSRP: \$20,745</p>	<p>2017.5 Mazda6 Sport</p> <p>BUY FOR \$21,250</p> <p>LEASE FOR \$229*</p> <p>SAVE!!! \$3,260</p> <p style="font-size: x-small;">Auto Stock# M2407 MSRP: \$24,510</p>	<p>2017 Mazda CX-5 Touring</p> <p>BUY FOR \$26,650</p> <p>LEASE FOR \$279*</p> <p>SAVE!!! \$2,020</p> <p style="font-size: x-small;">Automatic Stock# M2288 MSRP: \$28,670</p>

Paul Blouin Performance

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*All lease payments based on: 36 months and 30,000 miles and 1st payment up front. Includes all fees, taxes and \$199 Doc fee. LTV as follows: Mazda6 Sport \$12,961, Mazda3 Sport \$11,419, Mazda CX-5 Sport \$15,510, Mazda CX-3 Sport \$12,270, Mazda CX-9 Touring \$23,322. Payments are based on 84 month at 3.99 APR. All payments include \$1999 Down cash or trade. Photos for illustration purposes only. Prices only available when accompanied by this ad. Ad expires 2/28/2018.

How to maintain car value

When shopping for a new car, savvy buyers know finding the right car involves more than just finding the most comfortable or flashy vehicle. Numerous factors, including resale value, determine what makes a car the right car for a particular buyer.

Various websites and automotive resources rank vehicles based on their potential resale value, and drivers can do much to ensure their cars and trucks maintain that resale value over the long-term.

• **Pay attention to the exterior.** Much like homes with strong curb appeal can help homeowners get the best price for their homes when those homes are on the



market, vehicles that look good can make strong first impressions on prospective buyers. Address any dings or dents on the car before putting it on the market, and make sure the car gets a thorough washing and waxing prior to showcasing it for potential buyers.

Upon purchasing new vehicles, drivers with their minds on maintaining resale values can park their cars or trucks in garages as often as possible to protect them from the elements.

In addition, when parking in public, avoid tight parking spaces that can increase the likelihood that other drivers will ding or dent the vehicle when entering or exiting their own cars.

• **Protect the interior.** A well-maintained interior will impress buyers on multiple levels. Preowned buyers may feel more comfortable buying cars with well-maintained interiors that still make them feel as if they're buying a new vehicle. Vehicles with well-maintained interiors also give buyers the impression that sellers care about the vehicle and prioritized maintenance.

Avoid eating in the car, and immediately address any spills or stains. When taking the vehicle to a car wash, spend the extra money to have the interior cleaned as well. Seat covers can help protect cloth and leather interiors from spills, stains and cracking.

• **Keep maintenance receipts.** Another way to maintain resale value is to keep all maintenance receipts from the moment the vehicle is purchased. Preowned vehicle buyers are making substantial investments when buying preowned cars, and many will want to be certain they're investing in the right cars and trucks. Documentation with regards to the vehicle's maintenance can assuage any fears buyers may have and help sellers get the most money possible when putting their cars on the market.

Maintaining resale value is a concern for new car buyers who want to get the best returns on their automotive investments.



Prevent breakdowns with battery care

Many drivers have experienced the misfortune of getting into their vehicles only to realize their engines won't turn over. Although there may be plenty of reasons why a car will not start, quite frequently a dead battery is to blame.

Car batteries can last for five years or more when properly cared for, but many batteries wear down and become inefficient within three years of daily use. According to the UK-based company Warranty Wise, car batteries deteriorate with every charge from a vehicle's engine. Naturally, drivers who are stranded by dead batteries wish they had done more to prevent their battery dying while they're on the road. Certain factors might offer clues as to how much life vehicle batteries have left.

• **Longer start time:** A dying battery may cause the engine to crank, but it can be slow to start or not seem to exude a lot of power.

• **Cranks but doesn't start:** You may turn the key to hear the engine trying to turn over, but it won't. Even if the vehicle eventually starts, have the battery checked and, if necessary, replaced by a mechanic.

• **A jump start has been necessary:** Batteries that have required a jump or multiple jumps are on their last legs and should be replaced immediately.

• **Dim lights or check engine indicator:** Batteries powers the electric components in a vehicle, so dim lights could be indicative of a loss of power. Having the check engine light come on also can be a clue.

• **Extreme temperatures:** According to Firestone, hot or cold temperatures can shorten a battery's life. If you live in an extreme climate, your battery may not last as long as the manufacturer suggests it should.

• **Short driving trips:** People who take many short trips (less than 20 minutes each) may find their batteries do not have enough time to fully recharge, shortening their life expectancy.

• **Pungent aroma:** Leaking and corrosion around the battery terminals can cause battery issues. If there is a rotten egg smell under the hood, it may be a leaking battery on its way to dying.

Drivers can have their vehicle batteries tested by mechanics. Batteries can be replaced at home or at a garage. Servicing the vehicle frequently can prevent performance inefficiencies and help determine if any components are straining the battery and causing premature loss of battery life.



Nancy McGinnis photos
The main office of the Maine State Credit Union is located on Capital Street in Augusta. Even after business hours, dealerships can connect directly with MSCU's Indirect Loan Officers to arrange financing for vehicle buyers.

Thinking of purchasing a vehicle?

Maine State Credit Union can help

BY NANCY P. MCGINNIS
Correspondent

Other than real estate, a car or truck is one of the biggest purchases in many households. For many Maine consumers, an auto loan can make it possible to afford better choices and take home a newer, safer vehicle with more features and options.

Clearly, many central Mainers already know this. As of early February, the Maine State Credit Union (MSCU) had 7,094 vehicle loans on the books for a total of \$92,245,000, according to MSCU Senior Indirect Loan Officer Terri Gagne.

Credit Union membership, which is a prerequisite to eligibility for an auto loan or any of MSCU's full service banking offerings, is open to all Maine state employees, as well as anyone who lives, works or worships in Kennebec or Somerset counties.

Buyers wishing to finance a vehicle purchased through a private sale or from a very small dealership that is not part of MSCU's indirect platform can visit one of the Credit Union's three branches, bringing in the bill of sale or letter of intent, along with the vehicle year, make and model and any extras or options.

Those shopping at dealerships can take advantage of a streamlined, seamless loan application process.

"Here at the Credit Union, we do business electronically every day with dozens of dealers large and small, including Charlie's Family of Dealerships, Central Maine Auto Group, Quirk Auto Group, Paul Blouin Performance, and many smaller businesses as well," Gagne said. "It may sound strange, but the majority of our auto loan applicants don't even need to set foot inside our building to set up financing with us."

As an Indirect Loan officer, Gagne and her colleagues respond to electronic inquiries that are broadcasted to lenders from dealerships when a customer requests bank financing.

"Just because the Credit Union closes at 4:30 doesn't mean you can't do business with us," she added, pointing out that MSCU's indirect loan officers cover evenings and weekends, whenever the dealerships are open. "We respond within 15 minutes—a far cry from the 'old



Senior Indirect Loan Officer Terri Gagne and her colleagues at Maine State Credit Union's Augusta and Waterville locations streamline the vehicle purchasing process behind the scenes, and are also happy to discuss financing options with anyone — MSCU member or not — who is looking into buying a car or truck.

days" when we had a loan approval committee that met once a week, on Wednesday mornings. If a request for consideration came in on Wednesday afternoon, the applicant would have to wait a week to hear whether the loan was approved or not," said Gagne, who began her career as a teller 30 years ago. She worked up to member services, and has been an indirect lending for the past 15 years.

Over those years, she has learned a lot about the world of consumer finance and, like her colleagues, is more than happy to share her expertise and advice with anyone who may benefit. "Even if you're not a MSCU member, we'll gladly talk with you about financing your vehicle purchase, and any eligible individual can become a member if they choose, simply by filling out a form and opening an account with as little as a \$5 deposit."

Gagne strives to ensure that current and potential MSCU members fully understand their responsibilities and how the lending process works, and avoid ending up in over their heads.

Risk-based lending, she continued, is based on the applicant's credit score. This all-important measure of financial risk-worthiness generates the interest rate, the term options of the loan, and the amount that he or

she is eligible to borrow.

MSCU's Financial Service Representatives are happy to advise individuals about the steps they can take to improve a less than great credit score, or how to maintain a good one. One example: since a credit score is based on borrowing history, those who avoid debt entirely by paying cash are actually at a disadvantage. To be a good candidate for a loan, it's important to have a history of reasonable borrowing — within one's means— as well as regular repayments over a length of time; the longer, the better.

How do you obtain credit if you haven't had a chance to build any credit history? Recognizing this, MSCU offers first-time auto buyers, aged 18 to 25, the opportunity to borrow up to \$7,500. Certain stipulations apply: individuals must have a solid employment history, for example, and apply in person at the credit union, since credit counseling and education is a part of the application process.

"We want to be sure that first-time car owners are aware that in addition to the purchase price of the vehicle, they need to factor in other costs, such as registration, insurance, fuel and maintenance," she said.

Speaking of affordability, many car buyers choose to seek pre-approval before they even start shopping for

"We want to be sure that first-time car owners are aware that in addition to the purchase price of the vehicle, they need to factor in other costs, such as registration, insurance, fuel and maintenance."

— TERRI GAGNE,
MSCU INDIRECT LOAN OFFICER

a specific vehicle, Gagne said. They prefer to begin the search armed in advance with an idea of how much financing they could receive. She points out that the amount is not guaranteed, of course, since loans are based on collateral, so the final approval is always contingent on the value of the specific vehicle selected for purchase.

MSCU's friendly staff also can help objectively determine a vehicle's approximate value based on year, make and model— useful information for potential buyers to know before sealing the deal.

In fact, MSCU members can take advantage of Ask Auto: a downloadable software app that provides an approximate value of a new or used vehicle, simply by submitting the VIN number. If they wish, credit union members can even apply for a loan on the spot, using the app.

Gagne invites anyone shopping for a vehicle to talk with a Maine State Credit Union financial services representative in person or by phone with any questions or concerns. One of the most important tips she tells car buyers is "Trust your instincts." Don't hesitate to speak up and ask about any terms or conditions of the purchase that you don't understand. "And don't sign any document until you're comfortable. Once you've signed, you're committed, and it's usually difficult to impossible to undo a done deal."

"We're here for you," Gagne said. "Our mission at Maine State Credit Union is to look out for your best interest."

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<p>NEW 2018 CHEVROLET TRAVERSE LT AWD #JG0217, 3.6L V-6, 4G LTE Wi-Fi, Chevy Complete Care and Much More MSRP \$39,815</p> <p>LEASE SALE PRICE \$38,315 LEASE FOR ONLY \$288 MO. *39 month lease. 10k miles per year. 25¢ per mile in excess of 32,500. Total of payments \$15,036.45. Residual \$23,889. \$2,500 plus 1st payment, tax and title due at signing. No security deposit required. Expires 2/28/18. Everyone qualifies for this price.</p>	<p>NEW 2018 CHEVROLET SILVERADO 1500 4WD LT DOUBLE CAB #JG0050, 5.3L V-8, All Star Pkg., Fog Lamps, Power Windows & Locks, Remote Start, 4G LTE Wi-Fi, Chevrolet Complete Care and Much More! MSRP \$45,835</p> <p>LEASE SALE PRICE \$36,585 OR LEASE FOR \$328 MO. *39 month lease. 10k miles per year. 25¢ per mile in excess of 32,500. Total of payments \$12,818.52. Residual \$25,667.60. \$2,500 plus 1st payment, tax and title due at signing. No security deposit required. Expires 2/28/18. Everyone qualifies for this price.</p>	<p>NEW 2018 CHEVROLET COLORADO Z71 CREW CAB #JG0183, 3.6L V-6, Leather, Navigation, Bose Premium Audio, Centennial Edition, Trailering Pkg., Chevrolet Complete Care and Much More MSRP \$42,350</p> <p>100TH ANNIVERSARY TRUCK!!!</p> <p>SALE PRICE \$38,850 Expires 2/28/18.</p>	<p>NEW 2018 CHEVROLET SILVERADO 2500 4WD WT DOUBLE CAB #JG0168, Camper Style Mirrors, 6.0L V-8, Snow Plow Prep Pkg., Trailering Equipment, Chevrolet Complete Care and Much More MSRP \$41,845</p> <p>0% APR AVAILABLE FOR UP TO 60 MONTHS</p> <p>SALE PRICE \$37,345 Expires 2/28/18. Must finance through GM Financial to qualify for this price.</p>

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<p>NEW 2017 TOYOTA PRIUS TWO #HT1457, 4 Cyl., Hybrid, Star Safety System, Touchscreen Display Audio with Back Up Camera, Smart Key, Climate Control, All Weather Floor Liners MSRP \$25,953 Rebate \$2,000</p> <p>PURCHASE FOR \$22,786 Expires 2/19/18</p>	<p>NEW 2017 TOYOTA PRIUS PRIME PLUS #HT1463, Gas/Electric Hybrid, Toyota Safety Sense P, Climate Control, Display Premium Audio with NAV, Back Up Camera, Smart Key, All Weather Floor Liners MSRP \$28,368 Rebate \$3,000</p> <p>PURCHASE FOR \$24,091 Expires 2/19/18</p>	<p>NEW 2017 TOYOTA PRIUS V TWO #HT1437, 4 Cyl., Hybrid, Star Safety System, Entune Audio with Back Up Camera, Smart Key, Climate Control, All Weather Floor Liners MSRP \$27,819 Rebate \$1,750</p> <p>PURCHASE FOR \$24,535 Expires 2/19/18</p>	<p>NEW 2017 TOYOTA SIENNA LE AWD #HT1466, V-6, Auto., Star Safety System, Power Driver's Seat, Dual Power Sliding Doors, Blind Spot Mirrors, Back Up Camera, Scout GPS, All Weather Floor Liners, Roof Rack Cross Bars MSRP \$36,622 Rebate \$3,000</p> <p>PURCHASE FOR \$31,329 Expires 2/19/18</p>

*Sale prices on in-stock units only. All sale prices expire on 2/19/18. Tax and title extra. As always, no doc fees. Must present ad for pricing. Price includes Toyota Manufacturer's Rebates and any applicable dealer incentives. 0% APR in lieu of rebates. With Approved Toyota Financial Credit. Cannot be combined with other offers. **With approved Toyota Financial Credit. Tier 1+ and Tier 1 Only. 60 monthly payments of \$16.90 for each \$1000 borrowed.

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<p>NEW 2017 FIAT 500 ABARTH #HC0074, Auto., A/C, Power Windows & Locks, Cruise, Tilt, GPS Navigation MSRP \$23,475</p> <p>\$2,780 OFF</p> <p>DEMO SPECIAL</p> <p>SALE PRICE \$20,695*</p>	<p>NEW 2017 FIAT 500X LOUNGE AWD #HC0643, Auto., A/C, Power Windows & Locks, Cruise, Tilt MSRP \$29,540</p> <p>\$8,170 OFF</p> <p>SALE PRICE \$21,370*</p>	<p>NEW 2018 JEEP COMPASS LATITUDE 4X4 #JC0184, Auto., A/C, Power Windows & Locks, Cruise, Tilt, Alloy Wheels MSRP \$26,890</p> <p>\$3,665 OFF</p> <p>SALE PRICE \$22,975 OR \$168 MO. *24 month lease. 10k miles per year. 20¢ per mile in excess of 20,000. \$2,999 due at signing. Total of payments \$4,042.80. Residual \$19,091. Tax & title extra. Waive security deposit.</p>	<p>NEW 2017 JEEP WRANGLER UNLIMITED RUBICON #HC0640, 3.6L, Auto., Leather Seats, Dual Tops, Tow Pkg., Navigation MSRP \$47,295</p> <p>\$4,250 OFF</p> <p>SALE PRICE \$42,995*</p>
<p>NEW 2018 RAM 1500 QUAD CAB BIG HORN 4X4 #JC0088, Remote Start, Heated Power Seat, Fog Lamps, Bluetooth, Power Windows MSRP \$46,975</p> <p>4 TO CHOOSE FROM</p> <p>\$11,385 OFF</p> <p>SALE PRICE \$35,590 OR \$319 MO. *36 month lease. 10k miles per year. 20¢ per mile in excess of 30,000. \$2,999 due at signing. Total of payments \$11,484. Residual \$23,957. Tax & title extra. No security deposit required. Includes Chrysler Capital Bonus Cash.</p>	<p>NEW 2017 RAM PROMASTER CITY TRADESMAN #HC0029, Auto., A/C, Cruise Control, Uconnect 5.0 MSRP \$25,850</p> <p>\$5,855 OFF</p> <p>SALE PRICE \$20,495 CONQUEST BONUS CASH - \$2,000 \$18,495 *Includes Commercial Upfit Bonus Cash. Conquest Cash must have a registered commercial competitor's van to qualify.</p>	<p>NEW 2018 RAM 1500 QUAD CAB EXPRESS 4X4 #JC0205, Auto., A/C, Power Windows & Locks, Cruise, Tilt, Alloy Wheels, Tow Hitch, Popular Equipment Group MSRP \$38,830</p> <p>\$9,960 OFF</p> <p>SALE PRICE \$28,965 OR \$169 MO. *24 month lease. 10k miles per year. 25¢ per mile in excess of 20,000. \$2,999 due at signing. Total of payments \$4,056. Residual \$19,462. Tax & title extra. No security deposit required. Includes Chrysler Capital Bonus Cash.</p>	<p>NEW 2017 CHRYSLER 300S AWD #HC0411, Auto., A/C, Leather Heated Seats, 300 Premium Group, Navigation, Sunroof MSRP \$43,260</p> <p>DEMO SPECIAL</p> <p>\$10,000 OFF</p> <p>SALE PRICE \$33,260*</p>

*Includes all available rebates. Sale prices on in-stock units only. All sale prices expire on 2/28/18. Tax and title extra. Owner Loyalty for current owners of Chrysler Group vehicles. Includes Chrysler Capital Bonus Cash. Model shown may not represent actual vehicle.

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* Fuel Economy Estimates acquired from the U.S. Department of Energy. See <http://www.fueleconomy.gov>

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