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The most significant new vehicles of 2019



TIM PLOUFF

BY TIM PLOUFF

The Ellsworth American

While automakers are working swiftly to present a host of electric vehicles, whether by choice or bureaucratic behest, today's venerable internal-combustion-powered machines dominate both sales and consumer interest.

Here are some of the more significant new products hitting showrooms this year.

Toyota's RAV4

The redesigned RAV4 is arriving right now. Already the top-selling crossover in America, and as the top-selling non-pickup truck here in Maine, the latest RAV4 promises

more fuel economy with its hybrid powertrain offering, and a more adventuresome design that reflects consumers' shift to lifestyle vehicle preferences. A new Adventure trim will exploit design elements to create stronger off-roading appeal; the new interior layout will convince many shoppers that they don't need a Lexus. Toyota has a lot riding on the RAV4, as it displaces the Camry as the brand's most important product in the US market.

Ford Ranger

The compact class version of the Ford Ranger went out of production eight years ago. The latest Ranger will be a mid-size truck, filling the gap left behind as full-size pickups have increased in size. Toyota dominates this class. The Tacoma has been on sale for decades, building a loyal following. GM has two entrants in this segment. Honda has the minivan-based Ridgeline. Nissan is bringing a new Frontier. This class is about to get very competitive. Will the Ford and its EcoBoost four-cylinder engine be able to regain lost buyers? Are buyers going to look for true compact pickups instead of 4/5ths scale mid-size trucks with prices that are too close? Perhaps Ford's reincarnation of the Bronco, using a chassis similar to the Ranger's, will be the tipping point and help consumers forget the departing car marquees that Ford will discontinue this year.

Subaru Forester

The arrival of 2019 means that Subaru has been selling cars in America for 50 years. The fifth-generation Forester reflects the brand's maturity: Subaru is no longer a snowbelt retailer specializing in AWD vehicles. From Leone, to Loyale, to DL/GL series cars, this Forester illustrates the continuous improvements Subaru has bestowed on its small wagons, creating a market niche that has propelled the brand to unimagineable success here. The new Forester loses the turbo-engine option, but gains 12 hp. Fuel economy increases, the cabin grows in almost every dimension, and the content and features places the Forester in very good company in the compact crossover class. Refined, all grown-up, and primed for success, the newest Forester will please the loyalists and impress newcomers interested in value.

Cadillac XT4

Since 1990, Cadillac has been searching for an identity, as luxury car buyers have gravitated towards Asian and European brands. Despite widespread acclaim for its CTS, ATS, and XTS sedans, sales have never met expectations. Now, Cadillac is shifting its product emphasis to crossovers. The mid-size XT5 debuted last year. The compact class XT4 debuts this quarter, and the full-size three-row XT6 arrives in late fall. The XT4 (starting at \$35,400) uses a new 2.0-liter turbo-four engine, making 237 hp, running through a nine-speed automatic. An AWD system that can de-couple the rear drive shafts helps fuel economy, predicted to be 30 mpg. A V-Sport trim debuts later. The styling is fetching – handsome, where some rivals are just plain ugly. Cadillac needs the XT4 to be a success. A big success.

Jaguar I-Pace

Despite huge infusions of cash, and some impressive new machinery across the lineup, the all-electric I-Pace could be the vehicle that makes Jaguar a true household name in the luxury segment. The \$70,495 sticker defines the segment, as do 394 electron-generated horses under the (floor), yet the two electric motors propel an AWD system that makes the I-Pace a real-world, five-passenger crossover with 240 miles of range. The traditional Jaguar styling will also help sales.

Hyundai Kona EV

The Kona, a sub-compact crossover with impressive performance and driving verve, is on sale now. The electric Kona (\$37,495) uses a one-speed direct drive transmission providing, essentially, one-pedal operation for savvy electric vehicle fans. Retaining all the personality and athletic driving attributes of the gasoline-propelled Kona, the Kona EV has more than 300 miles of range, making this the affordable electric crossover that Tesla promised but has yet to deliver. If the Kona rings up large sales, as it should in those regions that have embraced EVs, it will help lay the groundwork for other EV vehicle sales.

Honda Insight

This is the third iteration of Honda's hybrid Insight. The first Insight (which actually beat the Prius to market but never earned the sales or reputation of the Toyota) and the second Insight used unique styling that the masses never embraced. This time, Honda gave the Insight a version of the Civics' body – meaning it looks like a conventional car. With a city EPA rating of 55 mpg, the \$24,000 Insight could, finally, make Honda a serious hybrid player. Or it might not, since buyers are rapidly transitioning to crossover-like vehicles, including hybrids and EVs.

Other notable vehicles to watch:

Chevy's new **Silverado** is larger, lighter and uses revised engines and transmissions in the pickup wars. **Ford** has moved further ahead of Chevy, and **Ram** is rapidly catching up; Chevy needs the Silverado to protect market share. If the Silverado falters, GM's plant-closing decisions, electric vehicle initiatives, and car abandonment plans will be blips compared to what havoc the Silverado can do to income.

Audi's new **E-Tron** electric car, with a 310-mile range, debuts this spring. This Audi, and sedans coming from Mercedes and BMW, will test whether the electric vehicle market is real beyond the early-adopters thus far participating in this tiny segment.

Subaru's new **Ascent** three-row crossover will prove how large the family wagon component is, or is not. Subaru's research clinics have stated for years that the brand is missing out on this profitable niche; the Ascent will indicate how many Subaru fans have been buying Mazda CX-9s or Volvo XC90s in place of a Subaru badged vehicle.

And lastly, new sports cars arrive this spring.

Chevrolet's long-awaited mid-engine **Corvette** is slated to debut, and **BMW** and **Toyota** have teamed up to build reincarnated two-seaters. The **Supra coupe** will revive a storied name for Toyota. The **BMW Z4** will be the convertible version of these track-ready performers powered by turbo-four and turbo-in-line six-cylinder engines.

Sports car sales have been slowing. Let's hope that buyers embrace these new offerings and jump-start this exciting class of driving machines.

Tim Plouff has reviewed vehicles for the Ellsworth American for more than 25 years.



2019 Toyota Yaris

Twenty New Vehicles for Less Than \$20,000

BY TIM PLOUFF

The Ellsworth American

New car prices have been rapidly escalating, reflecting new safety regulations, the inclusion of many popular features and rising materials costs. According to the Kelly Blue Book, the average new vehicle transaction price last year was more than \$35,700, a number heavily affected by the proliferation of pickup and crossover sales.

With the average age of our driving fleet hovering around 11 years old, used-car sales are more than double new car sales annually. Many drivers purchase used vehicles to meet their budgets. The data shows that the average used vehicle transaction was for \$19,400 in 2018.

At that price point, consumers should know that they also have many options for safe, reliable new-vehicle transportation that often includes some of the latest electronic safety gear as well as amenities that make ownership more enjoyable. Of course, many of these vehicles are compact class cars that get very good fuel economy, and come with a warranty.

So, onward. Here are 20 vehicles for less than \$20,000. There will be some surprises.

The least expensive car sold in America comes from **Nissan**. Starting at \$12,360, the compact **Versa** sedan offers a modest 109 hp, but weighs only 2,400 pounds, so this is adequate power. There is room for four adults, and the trunk swallows 15-cubic feet of gear – the same as several mid-size sedans.

Like most of the entry-level cars listed here, the Versa comes with a manual gearbox with an automatic model listing for \$14,500.

Hyundai and **Kia** became large players in this market due to their inexpensive small cars. Today, these models are mature, well-finished products that compete with any automakers' small cars, while retaining a price advantage.

In this pack are the **Kia Rio** sub-compact (\$15,390); the **Kia Forte** (\$17,900); the **Hyundai Accent** (\$14,995) and the **Hyundai Elantra** (\$17,100). Horsepower ranges from 130 to 147 in this group; EPA ratings reach as high as 41 mpg.

Again, an automatic transmission adds roughly \$1,000. Power windows, locks, mirrors, and air conditioning are standard. Both the Forte and the Elantra wear new styling and an air of sophistication previously absent.

The next group includes some more familiar names. The **Chevy Cruze** (\$17,995) is on sale for several more months, and the hatchback version at \$19,620 is a great option; **Honda's Civic** sedan remains a small-car favorite at \$19,450; **Mazda's 3** begins at \$18,095 and carries a certain driving polish that enthusiast drivers have embraced; and the **Nissan Sentra** (\$17,790) offers room for five, good fuel economy, composed driving dynamics and daily reliability.

Volkswagen's redesigned **Jetta** starts at \$18,745 with a turbocharged 1.4-liter engine for a very different driving experience in a small car that is almost a mid-size sedan. **Toyota's Corolla** remains the top-selling small car in this market for several reasons, not the least because it is still quite affordable, starting at \$18,700. Moving up to LE trim, and more features, adds only \$435.

If the Corolla seems too big, Toyota has two other smaller offerings. The **Yaris** and **Yaris iA** are small city cars that slip into tight spaces easily, but lack the polish and presence of the larger compact sedans in this group.

The sleeper in this grouping; **Subaru's** **Impreza**. The **Impreza** is the only AWD small car available at this price point, starting at \$18,595 with a stick shift. The flexible hatchback body is only \$500 more.

Like the Corolla, the Impreza also offers an impressive array of comprehensive electronic safety systems, for additional cost.

Buyers need not fret about just having an



2019 Toyota Yaris interior. Photo by Tim Plouff

assortment of sedans to pick from. Several automakers also produce some creative five-door designs that meet our monetary threshold.

Ford's new **EcoSport** gets in just under the wire, starting at \$19,995 in front-drive trim with the 1.0-liter 3-cylinder engine. This tiny crossover has a swing-out rear door providing access to a generous cargo hold.

Honda's sub-compact **Fit** is notably smaller, but no less versatile, as it wins with a very functional interior design that affords lots of cargo space. At \$16,190, it is also thousands less than the Civic.

Similar in size, but more modern inside and out, is **Hyundai's** new **Kona**. At \$19,990, it is quite impressive – comfortable, quick, and very capable on the road – and also available as an EV (\$35,700). This small crossover will be a template for the future.

Kia gives its clever **Soul** new styling for 2019, but retains all of the charms that have propelled this compact class wagon to cult status. The Soul (\$16,490) comes with three engine options, three different transmissions, and a new EV model covering five trim levels. Somewhere there is a Soul that expands sales.

Similarly unique is **Nissan's** new **Kicks**, another five-door small wagon. Starting at \$18,450, the Kicks brings fresh ideas to both its looks and functionality while using a small 125-hp four-cylinder. First-year sales have exceeded projections.

Sports car fans have fewer and fewer options each year, since prices are rising for our favorite performance cars. **Hyundai** is trying to confront that dilemma with the **Veloster**, a three-door coupe that offers three engines ranging from 147 hp to turbocharged 275 hp. Pricing begins at an entry-level-friendly \$18,500. Young buyers can embrace some identity that doesn't look like everyone else's car.

Finally, there is one small pickup truck still on sale in America that starts under \$20,000. The **Nissan Frontier King Cab 2WD** (\$18,990) with a 2.5-liter four-cylinder engine, a five-speed stick and a 3,500-tow rating, can make any driver a weekend-friendly mover.

Nissan and Toyota built their foundation in America with inexpensive small pickups. The segment has been all but abandoned as pickups get longer, wider, heavier, and this Frontier may be getting long in the tooth (more than 10 years old) but it works well.

And that's what new car buyers should expect, even at these prices.



2019 Nissan Versa interior. Photo by Joe Page.



2019 Nissan Versa. Photo by Joel Page.



"We have some of the hottest vehicles on the market today."

TIM DIBENEDETTI, GENERAL SALES MANAGER AT CHARLIE'S MOTOR MALL



Contributed photos

Top left: the Jeep Wrangler was completely redesigned last year and is a big seller at Charlie's Motor Mall.

Left: the 2019 Nissan Altima SV All Wheel Drive is another popular vehicle at Charlie's Motor Mall with sales increasing all the time.

Top Middle: the Nissan Rogue is Charlie's best selling vehicle.

Right: General Sales Manager Tim DiBenedetti said that Charlie's had another record-breaking year for sales last year, selling almost 7,000 vehicles in Augusta and Winthrop.

Record-breaking sales posted at Charlie's Motor Mall

Choices are many at eight franchises

BY WANDA CURTIS
Correspondent

Charlie's Motor Mall, located at 465 Western Avenue in Augusta, is home to a large selection of new and used vehicles. Considering they own eight franchises with more than 1,000 new cars and trucks, 500 pre-owned cars and trucks, and 150 certified pre-owned vehicles, no one hunting for a vehicle should go home empty-handed.

General Sales Manager Tim DiBenedetti said Charlie's followed a record year for sales in 2017 with another record-breaking year in 2018, selling almost 7,000 vehicles in Augusta and Winthrop. He said that people travel from all over the area and refer their friends, families and neighbors to Charlie's for its service and friendly atmosphere.

"We expect 2019 to continue this trend as more and more customers experience the difference with our long-term experienced sales staff, as well as our freshly-trained and eager sales professionals," DiBenedetti said.

"We have some of the hottest vehicles on the market today with eight franchises, including Nissan, Jeep, Toyota, Honda, Subaru, Chevrolet, Kia and Mitsubishi," he said. "In

addition to a huge selection of pre-owned vehicles, we are able to offer factory-certified vehicles from nearly all the franchises we sell, which is a big advantage and a great value for our customers."

According to DiBenedetti, the Nissan Rogue, Sentra and Jeep Wrangler are their volume sellers. He said the Nissan Rogue is their top seller and a good value for the money. He said the new Altima also shows great promise with sales up nearly 57 percent year-over-year in the region last month. The Jeep Wrangler was completely redesigned last year and is selling really well too.

"With Nissan's list of safety features and an all-new Wrangler in 2018, these vehicles are sure to continue the success we've had with them," said DiBenedetti. "Nissan has redesigned the Altima Sedan and added an all-wheel-drive option, which gives it a leg up on most competitive sedans."

Another new vehicle that's creating a lot of buzz this year is the Jeep Gladiator pickup truck. DiBenedetti said that it's based off the hot selling Jeep Wrangler and is expected to be a big hit for Jeep and Charlie's. The Jeep Gladiator is expected to be on sale at Charlie's by late summer.

As of February 1, Charlie's introduced a 10-year, 150,000 mile power train warranty backed by Allstate on every new vehicle they sell. They also offer free car washes for all vehicles purchased at one of their dealerships for as long as the buyer owns the vehicle.

Discount on servicing new vehicles

In addition to their new and used car sales, Charlie's has an excellent service department. They offer a 10 percent discount when servicing vehicles purchased at one of their dealerships. They also provide free transportation locally for customers having their vehicles serviced at one of their dealerships.

Customers who wait while their vehicles are serviced can take advantage of Charlie's Cafe and Lounge with a big screen TV and play area for children. They also have semi-private work stations for people who prefer to work or study while they wait.

Giving back to the communities that supported them

DiBenedetti said that he attributes much of the company's success to its involvement in the local community and its philosophy of giving back to the communities

who have supported them over the years. He said that Charlie's family of dealerships was a major sponsor for the Shuman Family Maternity and Pediatric Wing at Maine General. They've also been a big supporter of the Kennebec Valley Humane Society for more than 20 years. Charlie's and its employees are also some of the largest supporters of United Way of Kennebec Valley as well.

A satisfied customer is the best advertisement

Although DiBenedetti acknowledges that the internet is a valuable advertising tool, he believes the best advertisement a business can have is word-of-mouth. He believes that if they take care of their customers, word will spread. He's found that to be true during his 10 years working at Charlie's.

The showroom hours at Charlie's Motor Mall are 8 a.m. to 8 p.m. Mondays through Fridays and 8 a.m. to 6 p.m. on Saturdays. The service center hours are 7 a.m. to 5 p.m. Mondays through Fridays and 8 a.m. to noon on Saturdays. For more information, call (207) 622-7327.

New Chevy Silverado 1500 is a favorite at Charlie's Chevrolet

"Certified used vehicles sold at Charlie's Chevrolet are put through a thorough, 175-point inspection."

TOM TOWLE, GENERAL SALES MANAGER
CHARLIE'S CHEVROLET, WINTHROP

BY WANDA CURTIS
Correspondent

Charlie's Chevrolet, located at 1412 U.S. Route 202 in Winthrop, services customers from Augusta, Winthrop and Lewiston/Auburn areas. They sell both new and used cars, trucks and SUV vehicles.

General Sales Manager Tom Towle said they stand behind each and every vehicle they sell, new and used.

"Certified used vehicles sold at Charlie's Chevrolet are put through a thorough, 175-point inspection," he said. He added that new cars each come with a 10-year, 150,000-mile power train warranty, which he added is "unmatched in the industry."

Charlie's family of dealerships had one of the best years in its history last year, with many new and used sales.

"They came a whisker away from selling the most new cars in the state," Towle said.

While new car sales at Charlie's Chevrolet were somewhat off, he said the used car sales were up overall and they had a good year. He said that because of the volume of cars they sell, Charlie's pays customers more for their trade-ins than many other dealerships.

The best selling vehicles at Charlie's Chevrolet are the Chevy trucks. "With Colorado, Silverado 1500 and 2500 we have trucks

for everyone," said Towle. "Diesel engines are available in every truck model."

The Chevy Silverado 1500 has been totally redesigned this year. Towle said the new truck will be the most advanced Silverado ever made.

"The truck is bigger, stronger and lighter than previous models," he said. "Customers will have eight different size trim levels to choose from. So finding the right one to fit their needs and budget will be a breeze."

Towle said that there will be six different engines available in the new Silverado; he said that one of those is the new 5.3 liter V8 with dynamic fuel management.

"This power plant is exciting and will get the customer 355 horsepower while averaging 22-miles-per-gallon," Towle said.

Some of the benefits of buying a car from Charlie's Chevrolet include free car washes in Charlie's state-of-the-art car wash for as long as the buyer owns the vehicle, 10 percent off labor costs, emergency lockout service within 30 miles of the dealership and complimentary shuttle service to work, home or shopping within the local area while a vehicle is being repaired.

Charlie's Chevrolet is open for sales from 8 a.m. to 7 p.m. Mondays through Fridays and 8 a.m. to 5 p.m. on Saturdays. They are closed on Sundays. Call (888) 319-8257 to schedule a test drive.



Contributed photos

Above: The new 2019 Silverado 1500 LT Z71 at Charlie's Chevrolet is a crew cab. It has a 5.3LT V8 with dynamic fuel management. The truck will have the All Star Edition package, which includes dual zone climate control, power driver seat, heated front seats, heated steering wheel, remote start and rear window defogger.

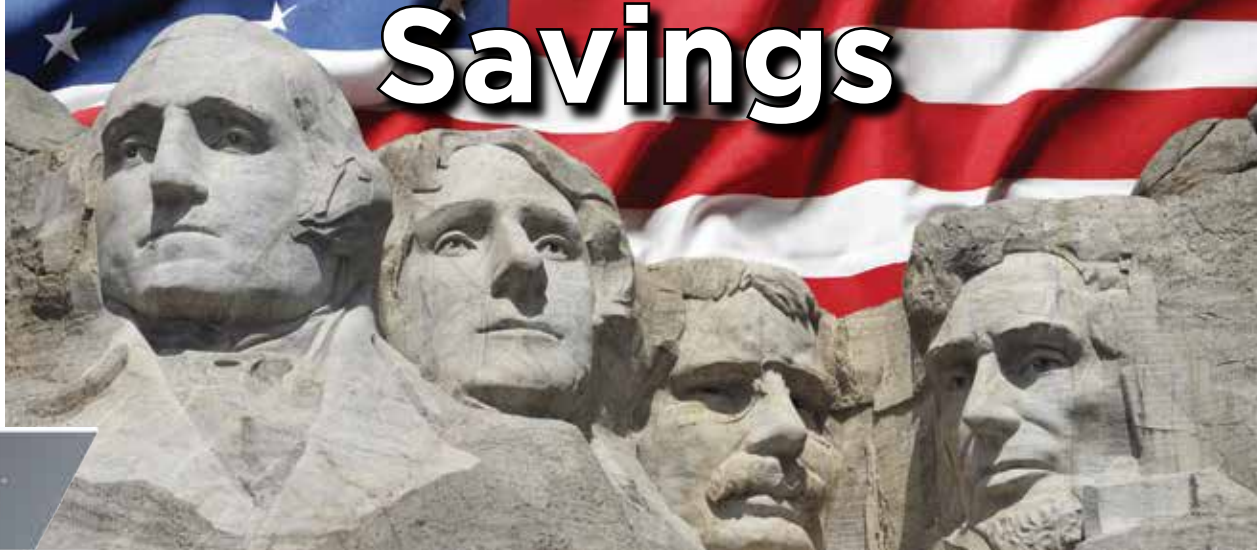
Right: Another favorite is the 2019 Chevy Traverse 3LT all-wheel drive, which has the LT premium package, a 3.6 liter V6 and leather interior.



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WE SOLD 700 VEHICLES LAST YEAR!!! IT'S WORTH THE TRIP DOWN RTE 202 TO WINTHROP!

<p>2019 CHEVY TRVERSE LS FWD STK#C9114 - 3.6L V6/9-SPEED AUTO, 8 PASSENGER SEATING, 10 AIR BAGS, BACK UP CAMERA MSRP \$33995</p> <p>SALE PRICE \$31,956* OR LEASE FOR \$336/MO**</p> <p><small>*TAX & FEES NOT INCLUDED - ALL REBATES TO DEALER. **39 MONTH LEASE, 10K ALLOWABLE MILES/YEAR, \$2000 CASH OR TRADE PLUS 1ST PAYMENT DUE AT SIGNING. TOTAL OF PAYMENTS \$13104, LEV \$2099. TAX & FEES INCLUDED IN PAYMENT. ALL REBATES TO DEALER, MUST BE A CURRENT GM LEASEE - TO QUALIFIED BUYERS</small></p>	<p>2019 CHEVY TAHOE LT 4WD STK#C9089 - 5.3L V8/AUTO, PWR SUNROOF, REAR ENTERTAINMENT, LUXURY PKG, Z-71 OFF ROAD PKG, MSRP \$64895</p> <p>SALE PRICE \$57,786*</p> <p><small>*TAX & FEES NOT INCLUDED - ALL REBATES TO THE DEALER. MUST FINANCE WITH GM FINANCIAL.</small></p>	<p>2019 CHEVY SILVERADO LT CREW CAB 4WD STK#C9100 - 5.3L V8 WITH DYNAMIC FUEL MANAGEMENT, ALL STAR EDITION, Z-71 OFF ROAD + PROTECTION PKG, MSRP \$49605</p> <p>SALE PRICE \$41,777*</p> <p><small>*TAX & FEES NOT INCLUDED - ALL REBATES TO THE DEALER. MUST FINANCE WITH GM FINANCIAL.</small></p>	<p>2019 CHEVY SPARK STK #C9017 - 1.4L DOHC 4 CYLINDER 5 SPEED MANUAL TRANSMISSION 10 AIR BAGS, MSRP \$16,390</p> <p>SALE PRICE \$14,278*</p> <p><small>*TAX AND FEES NOT INCLUDED ALL REBATES TO DEALER.</small></p>	<p>2019 CHEVY SILVEADO 2500 4WD WT CREW STK #C9091 - 6.6L DURAMAX DIESEL V-8 WORK TRUCK CONVENIENCE PKG., SNOW-PLOW PREP PKG., TRAILERING EQUIP. PKG., MSRP \$55,985</p> <p>SALE PRICE \$48,724**</p> <p><small>**TAX AND FEES NOT INCLUDED ALL REBATES TO DEALER, MUST FINANCE WITH GM FINANCIAL.</small></p>	<p>2019 CHEVY SUBURBAN 1/2 TON LT 4WD STK#C9025 - 5.3L V8, 2ND ROW BUCKETS, MAX TRAILERING PKG, POWER SUNROOF, LUXURY PKG, MSRP \$67865</p> <p>OVER 13% OFF! SALE PRICE \$58,781*</p> <p><small>*TAX & FEES NOT INCLUDED - ALL REBATES TO THE DEALER. MUST FINANCE WITH GM FINANCIAL.</small></p>
<p>2018 CHEVY SILVERADO 1500 LT CREW CAB 4WD STK#C8454 - 5.3L V8, ALL STAR EDITION, 18 INCH ALLOY WHEELS, FRONT HEATED SEATS, MSRP \$48735</p> <p>SALE PRICE \$37,956*</p> <p><small>*TAX & FEES NOT INCLUDED - ALL REBATES TO THE DEALER. MUST FINANCE WITH GM FINANCIAL.</small></p>	<p>2018 CHEVY MALIBU LS STK#C8397 - 1.5L TURBO DOHC 4CYL, 6-SPEED AUTOMATIC TRANSMISSION, BACK UP CAMERA, MSRP \$24395</p> <p>SALE PRICE \$19,477* OR LEASE FOR \$229/MO**</p> <p><small>*TAX & FEES NOT INCLUDED - ALL REBATES TO THE DEALER - MUST FINANCE WITH GM FINANCIAL. **39 MONTH LEASE, 10K ALLOWABLE MILES/YEAR, \$2000 CASH OR TRADE PLUS 1ST PAYMENT DUE AT SIGNING. TOTAL OF PAYMENTS \$9831, LEV \$11221, TAX & FEES INCLUDED IN PAYMENT. ALL REBATES TO DEALER, MUST BE A CURRENT GM LEASEE - TO QUALIFIED BUYERS</small></p>	<p>2019 CHEVY SILVERADO 1500 HIGH COUNTRY CREW 4WD STK#C9053 - 6.2L V8 WITH DYNAMIC FUEL MANAGEMENT, TECHNOLOGY PKG, 10 SPEED AUTO. TRANS, MSRP \$65745</p> <p>SALE PRICE \$58,959*</p> <p><small>*TAX & FEES NOT INCLUDED - ALL REBATES TO DEALER</small></p>	<p>2019 CHEVY TRVERSE AWD LS STK #C9128, 3.6L V-6, 9 SPEED AUTOMATIC TRANSMISSION MSRP \$35,995</p> <p>SALE PRICE \$33,950*</p> <p><small>*TAX AND FEES NOT INCLUDED ALL REBATES TO DEALER.</small></p>	<p>2019 CHEVY CRUZE HATCHBACK LT STK#C8107 - 1.4L DOHC 4CYL TURBO, 6-SPEED AUTOMATIC TRANS, BACK UP CAMERA, MSRP \$23945</p> <p>SALE PRICE \$19,350* OR LEASE FOR \$239/MO**</p> <p><small>**39 MONTH LEASE, 10K ALLOWABLE MILES/YEAR, \$2000 CASH OR TRADE PLUS 1ST PAYMENT DUE AT SIGNING. TOTAL OF PAYMENTS \$9921, LEV \$11733, TAX & FEES INCLUDED IN PAYMENT. ALL REBATES TO DEALER, MUST BE A CURRENT GM LEASEE - TO QUALIFIED BUYERS</small></p>	<p>2018 CHEVY SILVERADO 1500 LT Z-71 CREW 4WD STK#C8352 - 5.3L V8/AUTO, LT PLUS PKG, ALL STAR EDITION, SPRAY IN BEDLINER, MSRP \$52140</p> <p>SALE PRICE \$41,985*</p> <p><small>*TAX & FEES NOT INCLUDED - MUST FINANCE WITH GM FINANCIAL.</small></p>
<p>2019 CHEVY SILVERADO LT DOUBLE CAB 4WD STK#C9127 - 5.3L V8 W/DYNAMIC FUEL MANAGEMENT, CONV. PKG 2, ALL STAR EDITION, Z-71 OFF ROAD PKG, MSRP \$48600</p> <p>SALE PRICE \$41,600*</p> <p><small>*TAX & FEES NOT INCLUDED - ALL REBATES TO DEALER</small></p>	<p>2018 CHEVY SILVERADO 1500 LT Z-71 DBL CAB 4WD STK#C8385 - 5.3L V8, LT PLUS PKG, ALL STAR EDITION, MSRP \$49340</p> <p>SALE PRICE \$38,968*</p> <p><small>*TAX & FEES NOT INCLUDED - ALL REBATES TO DEALER</small></p>	<p>2018 CHEVY CAMARO LT COUPE STK#C8247 - 306HP 3.6L V6/AUTOMATIC TRANSMISSION, POWER SUNROOF, RS PACKAGE, MSRP \$32605</p> <p>SALE PRICE \$28,937*</p> <p><small>*TAX & FEES NOT INCLUDED - ALL REBATES TO DEALER</small></p>	<p>2019 CHEVY COLORADO WT EXT CAB 4WD STK#C9057 - 3.6L DOHC V6, 8-SPD AUTO. TRANSMISSION, WT CONVENIENCE PKG, WT APPEARANCE PKG, MSRP \$33225</p> <p>SALE PRICE \$30,757* OR LEASE FOR \$298/MO**</p> <p><small>**TAX & FEES NOT INCLUDED - ALL REBATES TO THE DEALER. **39 MONTH LEASE, 10K ALLOWABLE MILES/YEAR, \$2000 CASH OR TRADE PLUS 1ST PAYMENT DUE AT SIGNING. TOTAL OF PAYMENTS \$11622, LEV \$20991, TAX & FEES INCLUDED IN PAYMENT. ALL REBATES TO DEALER, MUST BE A CURRENT GM LEASEE - TO QUALIFIED BUYERS</small></p>	<p>2019 CHEVY SILVERADO 2500 WT CREW CAB 4WD STK#C9125 - GAS 6.0L V8, SILVERADO HD CUSTOM PACKAGE, 20" ALLOY WHEELS, SNOW PLOW PREP PKG, MSRP \$48380</p> <p>SALE PRICE \$41,549*</p> <p><small>*TAX & FEES NOT INCLUDED - ALL REBATES TO DEALER. MUST FINANCE WITH GM FINANCIAL.</small></p>	<p>2019 CHEVY TRAX LT AWD STK#C9134 - 1.4L DOHC 4 CYLINDER, PROTECTION PACKAGE, BACK UP CAMERA, MSRP \$25970</p> <p>SALE PRICE \$21,532* OR LEASE FOR \$199/MO**</p> <p><small>**TAX & FEES NOT INCLUDED - ALL REBATES TO THE DEALER - MUST FINANCE WITH GM FINANCIAL. **39 MONTH LEASE, 10K ALLOWABLE MILES/YEAR, \$2000 CASH OR TRADE PLUS 1ST PAYMENT DUE AT SIGNING. TOTAL OF PAYMENTS \$7761, LEV \$14023, TAX & FEES INCLUDED IN PAYMENT. ALL REBATES TO DEALER, MUST BE A CURRENT GM LEASEE - TO QUALIFIED BUYERS</small></p>

* All new cars include factory rebate as offered through 2/28/19. 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 & discounts. Sale prices reflect dealer discount & 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. *To qualified buyers.



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2018 Mitsubishi Eclipse Cross
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5 AVAILABLE!

*0% APR Financing available for up to 72 months plus \$1,000 rebate. To qualified buyers.

2018 Mitsubishi Outlander Sport
 STOCK #X8046

STARTING AT ONLY \$20,490*!

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4RUNNER VENZA HIGHLANDER RAV4
 Safe & dependable is affordable, too!

2014 FORD EXPLORER XLT 4-DOOR 4WD SUV
 Rear A/C! Very desirable!

- Auto.
- 3.5L V6
- White paint
- Stock #WT8068

\$18,995

2012 TOYOTA PRIUS V HYBRID HATCHBACK
 Roomy & highly economical every day driver!

- Blue paint
- Stock #WT8122

\$12,995

2009 HONDA ODYSSEY EX-L 7-PASSENGER
 An affordable family purchase!

- Auto.
- 3.5L V6
- Gray paint
- Stock #S9451A

\$9,995

* Must present advertisement at the time of purchase to receive sale prices and discounts on select in-stock units. Tax, Title and State Fees extra.
 ** See dealer for warranty details.

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 2013 NISSAN ALTIMA SV S8840A, 4 Cyl., Auto., FWD Only 79K Miles	 2012 SCION IQ WC9001, 4 Cyl., Auto., FWD Hatchback, Only 85K Miles	 2015 HYUNDAI SONATA N8459A, 4 Cyl., Auto. FWD, 76K Miles	 2013 KIA OPTIMA SX J8442B, 4 Cyl., Auto., FWD 1 Owner	 2014 CHEVROLET SONIC N8525A, 1 Owner, 4 Cyl., Auto. Only 66K	 2013 NISSAN ALTIMA S8840A, 4 Cyl., Auto., FWD, 1 Owner Only 79K
 2014 NISSAN SENTRA N8497A, 4 Cyl., Auto., FWD 1 Owner	 2012 VOLVO S60 WT9000, 2.5L 5 Cyl., Auto. FWD, 1 Owner!	 2016 KIA SOUL K9042A, 4 Cyl., Auto. FWD, 1 Owner!	 2015 NISSAN ALTIMA N8216A, 4 Cyl., Auto. 1 Owner	 2014 HYUNDAI ELANTRA T9095B, 4 Cyl., Auto., FWD	 2012 JEEP PATRIOT LIMITED S9316B, 4 Cyl., Auto., 4x4 Only 83K
 2014 CHEVROLET SONIC N8659A, 4 Cyl., Auto. 1 Owner	 2014 FORD FUSION SE N8109A, 4 Cyl., Auto., 88K	 2015 NISSAN ALTIMA J8172A, 4 Cyl., Auto., FWD 1 Owner!	 2013 FORD FIESTA N9116A, 4 Cyl., Auto., FWD 1 Owner, Only 57K Miles	 2014 NISSAN ALTIMA S7506B, 4 Cyl., Auto., FWD Only 88K	 2015 DODGE DART SE J8315A, 4 Cyl., Auto., 1 Owner, Only 51K Miles
 2012 CHEVROLET IMPALA N8669A, V-6, Auto., FWD Only 74K	 2015 NISSAN SENTRA N8527A, 4 Cyl., FWD 1 Owner	 2012 JEEP PATRIOT LIMITED S9315B, 4 Cyl., Auto., 4x4 83K Miles	 2013 CHEVROLET MALIBU ECO N8350A, 4 Cyl., Auto., FWD	 2015 NISSAN SENTRA N8527A, 4 Cyl., Auto., FWD 1 Owner, Only 67K Miles	 2014 CHEVROLET IMPALA LIMITED T81147A, V-6, Auto., FWD

JUST \$29 DOWN PER MONTH ALL TAXES, DOC FEE AND STATE FEES INCLUDED IN PAYMENT

JUST \$29 DOWN PER MONTH ALL TAXES, DOC FEE AND STATE FEES INCLUDED IN PAYMENT

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JUST \$229 DOWN PER MONTH ALL TAXES, DOC FEE AND STATE FEES INCLUDED IN PAYMENT

*Selling price \$11,499 for 2012 and newer units. 75 months @ 4.99% APR. \$29 cash down. Amount financed \$12,178.95. Total of payments \$14,175.00. Selling price \$10,499 for 2008 and older units. 66 months @ 4.29% APR. \$29 cash down. Amount financed \$11,723.95. Total of payments \$12,474.00. To well qualified buyers only. Tax, title, state and doc fee included in the payment.

*Selling price \$12,099 for 2012 and newer units. 75 months @ 4.99% APR. \$29 cash down. Amount financed \$12,811.95. Total of payments \$14,925.00. Selling price \$10,899 for 2008 and older units. 66 months @ 4.82% APR. \$29 cash down. Amount financed \$11,516.95. Total of payments \$13,134. To well qualified buyers only. Tax, title, state and doc fee included in the payment.

*Selling price \$12,995 for 2012 and newer units. 75 months @ 4.99% APR. \$29 cash down. Amount financed \$14,096.42. Total of payments \$16,425. Selling price \$11,650 for 2008 and older units. 66 months @ 4.82% APR. \$29 cash down. Amount financed \$12,677.45. Total of payments \$14,457.30. To well qualified buyers only. Tax, title, state and doc fee included in the payment.

 2012 Chevrolet Impala LS V-6, Auto. FWD 74K #N8669A	 2015 Nissan Sentra 4 Cyl. Auto. FWD 1 Owner Only 67K #N8527A	 2014 Ford Fusion SE 4 Cyl. Auto. FWD Only 86K #N8109A	 2014 Chevy Sonic LT 1 Owner 4 Cyl. Auto. FWD Only 66K #N8525A	 2010 Dodge Journey V-6 Auto. AWD Only 57K #WH9003A
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SALE \$9,995 SALE \$10,995 SALE \$10,995 SALE \$10,995 SALE \$10,995

 2015 Nissan Sentra 4 Cyl. Auto. FWD 1 Owner 67K #N8527A	 2015 Hyundai Sonata 4 Cyl. Auto. FWD Only 76K #N8459A	 2014 Nissan Altima 4 Cyl. Auto. FWD 1 Owner Only 40K #C8228A	 2013 Ford Escape SE 4 Cyl., Auto. AWD Only 58K #S9454A	 2013 Nissan Altima 2.5 4 Cyl., Auto. FWD Only 89K #S8840A
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SALE \$10,995 SALE \$11,995 SALE \$12,995 SALE \$12,995 SALE \$13,495

 2013 Nissan Altima 4 Cyl. Auto. FWD 1 Owner 79K #S8840A	 2015 Kia Optima SX 4 Cyl. Auto. FWD 1 Owner #J8442B	 2017 Nissan Sentra Certified Pre-Owned 4 Cyl., Auto. FWD Only 23K #N8346A	 2015 Dodge Grand Caravan V-6 Auto. FWD 1 Owner Only 41K #PT8383A	 2015 Nissan Altima SV 4 Cyl., Auto. FWD Bluetooth Keyless Entry Only 56K #K8170A
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SALE \$13,495 SALE \$13,995 SALE \$15,995 SALE \$15,995 SALE \$15,995

 2015 Nissan Altima 4 Cyl. Auto. FWD 1 Owner 71K #N8216A	 2017 Nissan Altima 2.5 4 Cyl. Auto. FWD 1 Owner Only 49K #P8265	 2015 Kia Optima 4 Cyl., Auto. FWD 1 Owner Only 11K #K8120A	 2017 Nissan Altima 2.5 4 Cyl., Auto. FWD Only 46K #P8258	 2016 Honda Accord LX 4 Cyl. Auto. FWD 1 Owner Only 25K #E9013
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SALE \$15,995 SALE \$17,995 SALE \$18,995 SALE \$18,995 SALE \$18,995

 2013 Mercedes-Benz GLK 350 4Matic 4 Cyl. Auto. AWD 1 Owner #J9085A	 2012 Jeep Grand Cherokee 1 Owner V-6, Auto. 4x4, Laredo Only 53K #J8465A	 2016 Nissan Rogue SV N8276A Certified Preowned 4 Cyl., Auto. AWD Only 23K #N8276A	 2015 Toyota RAV4 4 Cyl. Auto. AWD 1 Owner #9239A	 2015 Nissan Rogue 4 Cyl. Auto. AWD Only 58K #K8150A
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SALE \$19,995 SALE \$20,995 SALE \$21,495 SALE \$21,995 SALE \$21,995

 2014 Kia Sorento V-6 Auto. AWD 3rd Row Only 67K #PT8069A	 2015 Nissan Rogue SV 4 Cyl. Auto. AWD 1 Owner Only 38K #P8315	 2012 Chevrolet Silverado 1500 LT V-8, Auto. 4x4, Ext. Cab Only 79K #N8479B	 2016 Nissan Rogue SV Certified Pre-owned 4 Cyl., Auto. AWD One Owner Only 23K #N8276A	 2018 Jeep Wrangler JK V-6, MT 4x4 1 Owner Only 9K Miles! #PH8350
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SALE \$21,995 SALE \$21,995 SALE \$21,995 SALE \$23,995 SALE \$29,995

 2013 Ford Fiat 500 Pop 28K Miles #T9348A	 2014 Hyundai Elantra GLS #T9095B	 2014 Chevy Impala LTZ 58K Miles #T81147A	 2013 Chevrolet Equinox AWD 69K Miles #T9321A	 2014 Toyota RAV4 XLE AWD Sunroof #T82164A
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SALE \$7,995 SALE \$11,995 SALE \$12,495 SALE \$14,295 SALE \$14,995

 2013 Subaru Impreza Sport 5 Door #J8325B	 2014 Subaru Outback Premium #S9526A	 2012 Subaru Forester Premium Only 36K #S9334A2	 2014 Subaru Outback Limited #S8855A	 2016 Subaru Legacy Premium #S9307A
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Sale Price \$13,999 Sale Price \$16,600 Sale Price \$16,999 Sale Price \$16,999 Sale Price \$17,999

 2015 Honda CR-V LX AWD Heated Leather #H8823A	 2016 GMC Acadia SLT 4WD 3rd Row V-6 Moonroof #H9101A	 2016 Toyota Tacoma Double Cab V-6 TRD #H9062A	 2017 Honda Ridgeline RTL Hard Tonneau Cover AWD #EC8151	 2016 Acura MDX SH AWD 3rd Row Leather Roof #E8108
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SALE \$16,495 SALE \$28,995 SALE \$30,495 SALE \$31,995 SALE \$32,595

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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<p>NEW 2018 TOYOTA PRIUS PRIME PLUS</p> <p>STK#T82013 – AUTOMATIC, NAVIGATION, HEATED SEATS, POWER OPTIONS. MSRP \$28,732</p> <p>BUY FOR \$23,853 * INCLUDES \$4,500 MANUFACTURER REBATE!!</p> <p>OFFER EXPIRES 2/28/2019.</p>	<p>NEW 2019 TOYOTA HIGHLANDER LE AWD</p> <p>STK#T9292 – 3.5L V6/AUTO, ALL WHEEL DRIVE, POWER OPTIONS, REAR BACKUP CAMERA. MSRP \$36,279</p> <p>BUY FOR \$34,039 OR LEASE FOR \$389 /MO* Taxes and fees included!</p> <p>*3 year, 36000 mile lease, \$389 down, net cap cost \$35,461, total of payments \$14,004, residual value \$23,581. ON APPROVED CREDIT. OFFER EXPIRES 2/28/2019.</p>	<p>NEW 2018 TOYOTA RAV4 LE AWD</p> <p>STK#T82110 – ALL WHEEL DRIVE, AUTOMATIC, POWER OPTIONS. MSRP \$27,548</p> <p>BUY FOR \$25,290 OR LEASE FOR \$313 /MO* Taxes and fees included!</p> <p>INCLUDES TOYOTA REBATE \$1,250 *Lease for \$313 Down \$313 Month, 36 month lease 36,000 miles, \$0 security deposit, includes tax, title and \$399 doc fee, Residual Value \$14,049 TFS Sub Vented Cash \$2650 Net Cap Cost \$25,313 Total of Payments \$11268. ON APPROVED CREDIT. OFFER EXPIRES 2/28/2019.</p>	<p>NEW 2019 TOYOTA TUNDRA SR5 DOUBLE CAB 4x4</p> <p>STK#T9243 - SLIDING REAR WINDOW, SPRAY-IN BED LINER, TOW PKG, XM RADIO, LED HEADLIGHTS AND MORE. MSRP \$39,332</p> <p>BUY FOR \$35,808 OR LEASE FOR \$485 /MO* Taxes and fees included!</p> <p>MANUFACTURER REBATE \$1,500 *Lease for \$485 Down \$485 Month, 36 month lease 36,000 miles, \$0 security deposit, includes tax, title and \$399 doc fee. Residual Value \$26,746 Net Cap Cost \$38,909 Total of Payments \$17,460. Expires 2/28/2019. ON APPROVED CREDIT.</p>
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*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. Prices includes \$399 doc fee. ON APPROVED CREDIT. MUST PRESENT AD AT PURCHASE TO RECEIVE SALE PRICES

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<p>2018 HONDA CR-V EX AWD</p> <p>ONLY FIRST PAYMENT OF \$269 DUE AT SIGNING</p> <p>LEASE FOR \$319 /MO.*</p> <p>*Lease is 3 year 36,000 miles. Stock#H894. Total of payments \$11,4844 LEV \$17373. First payment due at signing. All taxes and fees included. To Qualified buyers only. ON APPROVED CREDIT. OFFER EXPIRES 02/28/2019.</p>	<p>2019 HONDA PILOT LX</p> <p>ONLY FIRST PAYMENT OF \$269 DUE AT SIGNING</p> <p>LEASE FOR \$399 /MO.*</p> <p>Lease is 3 year, 36,000 miles. Stock#H9267 Model YF6H1KEW Total of payments \$14,364 Lease end value \$20,264, First payment due at signing. All taxes and fees included. ON APPROVED CREDIT. OFFER EXPIRES 02/28/2019.</p>	<p>2019 HONDA HR-V LX AUTOMATIC, POWER OPTIONS</p> <p>ONLY FIRST PAYMENT OF \$269 DUE AT SIGNING</p> <p>LEASE FOR \$279 /MO.*</p> <p>*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.</p>	<p>2018 HONDA ACCORD 1.5T LX 4 DOOR SEDAN</p> <p>ONLY FIRST PAYMENT OF \$269 DUE AT SIGNING</p> <p>LEASE FOR \$269 /MO.*</p> <p>Lease is 3 year, 36,000 miles. Stock#H8962 Model CV1F1JEW Total of payments \$9684 LEV \$13,456, first payment due at signing. Includes all taxes and fees. ON APPROVED CREDIT. OFFER EXPIRES 2/28/2019.</p>
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0% APR for up to 72 mos on Select Models

<p>2018 NISSAN SENTRA SV CVT</p> <p>MODEL # 12118, STK#N8396, MSRP: \$21,710, 3N1AB7AP5JY318810, 4 CYLINDER, AUTOMATIC, REAR BACKUP CAMERA, BLUETOOTH EQUIPPED</p> <p>2 or more at this price.</p> <p>BUY FOR \$16,995* DOC FEE INCLUDED!</p> <p>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 # N8396, tax and fees excluded, doc fee included. Offer expires: 2/28/2019</p>	<p>2018 NISSAN ROGUE SV AWD PREMIUM PKG.</p> <p>MODEL # 22218 STK#N8676, MSRP: \$31,010 VIN: 5N1AT2MVJC835404, 4CYL/AUTO., DUAL ZONE CLIMATE CONTROL, REAR BACK UP CAMERA, BLIND SPOT SENSOR, BLUETOOTH EQUIPPED</p> <p>2 or more at this price.</p> <p>BUY FOR \$24,995* DOC FEE INCLUDED!</p> <p>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 # N8676, tax and fees excluded, doc fee included. Offer expires: 2/28/2019</p>	<p>2018 NISSAN NV CARGO NV2500 HD</p> <p>MODEL #62118 STK#N8673 MSRP: \$33,825, VIN: 1N6BF0LY0JN819116, 4.0L V6/AUTO., BLUETOOTH EQUIPPED, KEYLESS ENTRY, REAR BACK UP CAMERA</p> <p>2 or more at this price.</p> <p>BUY FOR \$29,995* DOC FEE INCLUDED!</p> <p>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 # N8673, tax and fees excluded, doc fee included. Offer expires: 2/28/2019</p>	<p>2018 NISSAN TITAN XD REG. CAB 4WD</p> <p>STK#N8360, MSRP: \$42,805 VIN: 1N6AA1RPXJN506962</p> <p>2 or more at this price.</p> <p>BUY FOR \$32,805* DOC FEE INCLUDED!</p> <p>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 # N8360, tax and fees excluded, doc fee included. Offer expires: 2/28/2019</p>
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* 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 prices exclude sales tax, title, and state fees. Leases include all taxes.

32nd Annual Presidents' Week Celebration

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2019 SUBARU OUTBACK LIMITED AWD

MSRP \$38,919, STK# S9478
SAVE \$6,000



BUY FOR \$32,919 Including \$399 Doc Fee

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2019 SUBARU LEGACY 2.5L AWD

MSRP \$24,157
 STK#S9407



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

MUST PRESENT AD AT PURCHASE TO RECEIVE SALE PRICES. SALE PRICE CANNOT BE COMBINED WITH SPECIAL LOW APR FINANCING OR SPECIAL LEASE PRICING. OFFER EXPIRES 02/28/2019

2019 SUBARU ASCENT AWD 7 PASS. PREMIUM

MSRP \$37,691, STK# S9487
SAVE \$4,700



BUY FOR \$32,991 Including \$399 Doc Fee

MUST PRESENT AD AT PURCHASE TO RECEIVE SALE PRICES. OFFER EXPIRES 2/28/2019

2019 SUBARU IMPREZA 5 DOOR AWD

STK#S9538 - MSRP \$20,855,
 AUTOMATIC TRANSMISSION



BUY FOR \$18,999 Including \$399 Doc Fee

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*Warranty is a limited powertrain warranty. For details, see retailer or go to kia.com.

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Stock #K9098 - Alloys - Bluetooth - Backup Camera
 - Rear Privacy Glass. MSRP \$19,350
SAVE UP TO \$3,555!



PURCHASE \$16,194*
 FOR

LEASE FOR \$250 PER MONTH

PHOTO FOR ILLUSTRATION PURPOSES ONLY. ALL VEHICLES SUBJECT TO PRIOR SALE. SEE DEALER FOR DETAILS. MUST PRESENT THIS AD AT PURCHASE TO RECEIVE SALE PRICES. BUY FOR PRICE INCLUDES DOC. FEE; EXCLUDES TAX, TITLE AND REGISTRATION. LEASE SPECIAL INCLUDES TAX, TITLE AND DOC; EXCLUDES REGISTRATION. \$250 DUE AT SIGNING, 36 MONTHS, 10K MILES PER YEAR, TOTAL OF PAYMENTS \$9,000, RESIDUAL \$10,643. \$0 SECURITY DEPOSIT REQUIRED. \$2,000 CUSTOMER CASH AND \$1,555 CHARLIE'S KIA DISCOUNT. TO QUALIFIED BUYER. OFFER EXPIRES 2/28/2019.

NEW 2019 KIA SORENTO LX AWD

Stock #K9050 MSRP \$30,530
 - 3rd Row - Alloys - Bluetooth - Backup Camera
SAVE UP TO \$4,430!



PURCHASE \$26,499*
 FOR

LEASE FOR \$322 PER MONTH

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NEW 2019 KIA NIRO LX

STOCK # K9089, MSRP \$25,265
 - Up to 51 MPG! - Rear backup camera - Remote keyless entry
SAVE UP TO \$3,970!



PURCHASE \$22,694*
 FOR

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NEW 2019 KIA SPORTAGE LX

STOCK # K9011, MSRP: \$26,475
 All wheel drive - Alloys - Bluetooth - Backup camera
SAVE UP TO \$4,100!



PURCHASE \$22,774*
 FOR

LEASE FOR \$278 PER MONTH

PHOTO FOR ILLUSTRATION PURPOSES ONLY. ALL VEHICLES SUBJECT TO PRIOR SALE. SEE DEALER FOR DETAILS. COUPON NOT VALID WITH ANY OTHER OFFER. MUST PRESENT THIS AD AT PURCHASE TO RECEIVE SALE PRICES. LIMIT ONE PER PERSON. COUPON DOES NOT APPLY TO PRIOR PURCHASES. OTHER RESTRICTIONS MAY APPLY. VOID WHERE PROHIBITED. SALE PRICE EXCLUDES TAX AND TITLE; INCLUDES DOC FEE. LEASE PAYMENT INCLUDES TAX, TITLE AND DOC FEE EXCLUDES LICENSE AND REGISTRATION FEES. \$278 DUE AT SIGNING. 36 MONTH, 10K MILES PER YEAR, TOTAL OF PAYMENTS \$10,008. RESIDUAL \$15,091. \$2,000 CUSTOMER CASH AND \$2,100 CHARLIE'S KIA DISCOUNT. TO QUALIFIED BUYER. OFFER EXPIRES 2/28/2019. ON APPROVED CREDIT.

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STK#J9098 MSRP: \$27,850
 VIN: 1C4PJMCB8KD183529



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K&R still growing after 35 years in business

Pre-owned vehicle inventory large and varied

BY VALERIE TUCKER
Correspondent

Richard "Bear" Raubeson, the owner of K&R Auto Sales in Auburn, has served Maine customers for 35 years. He and his sales, financing and service departments know most of them by first name after years of repeat business. Many of those first customers now bring their children and grandchildren to buy that first new car.

"We welcomed our first customers at our 900 Center Street location in 1984," Raubeson said. "And we have never, ever wavered from our dedication to providing 100 percent customer satisfaction."

In 2013, after years of steady growth, K&R expanded the lot and inventory of quality pre-owned cars, trucks, vans, crossovers and SUVs. Today, the company offers an inventory of more than 220 vehicles and a large selection of finance options. Vehicles have detailed cleaning and servicing to ensure everything is sparkling clean and working perfectly. The business also checks every vehicle's history through the CarFax service.

"Customers can apply for credit online," he said. "They can also pick up their new vehicle whenever it fits their busy schedule."

Raubeson said the most important reason to consider buying a quality used vehicle is the great savings.

"You can't beat finding a vehicle with high reliability and low ownership costs, especially for young couples and older folks on a fixed income," he said.

Shoppers save a lot of money simply by letting the previous owner absorb the steep depreciation of the first few years of ownership.

"We welcomed our first customers at our 900 Center Street location in 1984."

**RICHARD "BEAR" RAUBESON,
OWNER K & R AUTO SALES**

"The minute folks drive a new car off a dealer's lot, that vehicle starts to depreciate," he said. "That means it's immediately worth less than what they paid for it."

Consumer Reports agrees with him.

"Used vehicles are often the best values you'll find in the automotive market," according to Consumer Reports Used Car Buying Guide. Customers who can't afford the pricey brand new model they would love to drive can find the same model that's just two or three years older and has been well cared for.

His customers usually have a budget and have done some research on quality vehicles with good repair records and customer reviews. They already know a vehicle that requires fewer lifetime repairs than others in the same category makes the cost to own it less. Continuing ownership expenses, such as excise tax and insurance, will be lower, too.

"While we're certainly proud of our vehicle selection, we'd be nothing without our many auto specialists," Raubeson said. "After all, a dealership without salespeople is just a glorified parking lot."

The attention to detail sets his business apart from his competitors, he said. Raubeson promises customers that sales are backed by a vehicle certification program. He also offers a Platinum Warrantee



that covers the vehicle bumper to bumper.

"We will go over your automotive wants and needs and help you figure out the best vehicle for your



Staff photo

The K&R Auto team are ready to serve you with all your auto needs. Stop by for a test drive!

lifestyle," he said. "We're not some big faceless corporate dealership."

Raubeson said he and his wife, Kathy, have worked tirelessly the past 35 years to build the business. Today, he and his son, Mike, have a dedicated staff. John Vallieres, the general manager, has been with the company for 18 years. Sales Associate David Hinkley brings 35 years of experience to the business.

Jim Joys, finance manager; Mark St. Pierre and Shawn Parent in the service department, Dioane St.

Pierre in the accounting department and Nick Dumont, facilities manager, take care of all the many details to make customers feel like part of the family.

Visit www.kandrautosales.com for a free and confidential CarFINDER tool to view current makes, models, prices ranges and photos for each vehicle.

K&R Auto Sales opens at 8 a.m., Mondays through Saturdays. They close at 7 p.m. on Mondays, at 6:30 p.m. on Tuesdays through Fridays and at 5:30 p.m. on Satur-

days. They are closed on Sundays. For the sales department, call (207)782-2290 or toll-free (888) 923-5893.

Look for K&R Auto Sales' variety of makes and models, including Acura, Audi, BMW, Buick, Cadillac, Chevrolet, Chrysler, Dodge, Ford, GMC, Honda, Hummer, Hyundai, Infiniti, Land Rover, Lexus, Lincoln, Mazda, Mercedes-Benz, Mercury, Mitsubishi, Nissan, Oldsmobile, Pontiac, Saab, Saturn, Subaru, Suzuki, Toyota, Volkswagen and Volvo.



Buyers' guide to financing a vehicle

The price of the average car continues to rise.

Analysts at Edmunds estimate the average transaction price of a new vehicle now hovers at roughly \$36,000. Few people can walk into a car dealership and pay such a price in cash, which means that savvy shoppers need to familiarize themselves with the financing process in order to get their dream rides.

In addition to finding the perfect car or truck, buyers must spend time researching the ideal way to pay for it. Car loans are key to the car-buying process. Too often shoppers wait until they're in the negotiating seat at the dealership before they even know what they can spend, and this can be a mistake. A poor financing deal hurts buyers over the long run and may lead to defaulting on the loan and dealing with the credit fallout that defaulting produces.

Vehicle financing is a step-by-step process that should begin long before consumers even pick out a car.

- **Examine your spending and saving.** Start by looking at your finances and establish a budget. How much cash do you have on hand for a down payment? Also, how much can you comfortably devote to a new car payment and requisite auto insurance? You can use automotive loan calculators to get a rough idea of what a particular car will cost you in terms of monthly payments.

- **Know your credit standing.** Great credit will give you financing leverage. Understand your credit score and which factors may be bringing it down. Resolve any issues well before you apply for financing so a bad score will not hurt you.

Work is needed to secure the best price on a new car, and that work begins long before visiting a dealership.

You don't have to be a president to get a sweet deal on a car loan

Our loan officers make lending decisions locally and your loan can be processed quickly. Come in and talk to us.

You might find just what you've been looking for, with or without flags.



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HUGE PRESIDENTS' SALE

<p>BRAND NEW 2018 FORD FOCUS SE</p> <p>2.9% APR Available</p> <p>F8111, SE Appearance Pkg., Fog Lamps, Auto. 200A Pkg., MSRP \$22,015</p> <p>Sale \$15,395</p>	<p>BRAND NEW 2018 FORD ESCAPE S</p> <p>2.9% APR Available</p> <p>14991, 2.5L, Auto., A/C, 17" Wheels, Cloth Seats, 100A Pkg., MSRP \$25,530</p> <p>Sale \$19,298</p>
<p>BRAND NEW 2019 FORD ECOSPORT S AWD</p> <p>4.9% APR Available</p> <p>I7376, 2.0L, All Wheel Drive, Climate Control 16" Aluminum Wheels, MSRP \$22,585</p> <p>Sale \$20,670</p>	<p>BRAND NEW 2018 FORD F-150 4x4 SUPERCREW</p> <p>Only 6 Left</p> <p>I5190, XL Power Group, Chrome Pkg., Trailer Hitch, A/C, 17" Alum. Wheels, More! MSRP \$44,360</p> <p>Sale \$35,777</p>

Sale prices include mfg. rebates, excludes tax, title and state fees. Must present ad at time of sale. Special APR can be used in lieu of rebates.

PREOWNED MANAGER SPECIALS

<p>2013 FORD FIESTA</p> <p>P8030B, Super Clean</p>	<p>2015 NISSAN VERSA</p> <p>F8092A, Hatchback</p>
<p>2015 FORD FOCUS</p> <p>P8173B Very Economical</p>	<p>2012 FORD FUSION</p> <p>F8290A 3.0L Loaded</p>
<p>2014 FORD FUSION</p> <p>F8244A Real Nice</p>	<p>2014 FORD FOCUS</p> <p>P8154B Loaded</p>

2014 DODGE AVENGER

\$14900 Per Month or \$9,502

2014 HYUNDAI ACCENT

\$16900 Per Month or \$10,719

Payments are based on 75 months @ 4.99% APR financing. Amount financed based on \$800 cash or trade down. Tax, title and doc fee included in payment. To qualified buyers only.

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\$199/mo
 2013 Volkswagen
Passat 2.5L SEL Premium
Sale Price \$10,322
 Stock: P12975



\$245/mo
 2016 Buick
Verano Base
Sale Price \$14,490
 Stock: P12761



\$295/mo
 2012 Buick
Enclave Premium
Sale Price \$14,991
 Stock: P12704



\$495/mo
 2016 Chevrolet
Silverado 1500 LT
Sale Price \$29,772
 Stock: P12966



\$444/mo
 2015 Chevrolet
Silverado 1500 LS
Sale Price \$10,322
 Stock: 12964



\$287/mo
 2015 Chrysler
Town & Country
Sale Price \$16,994
 Stock: P12534



\$299/mo
 2017 Ford
Escape SE
Sale Price \$18,233
 Stock: P12769



\$253/mo
 2016 Ford
Fusion SE
Sale Price \$14,993
 Stock: P12865



\$175/mo
 2015 Ford
Focus SE
Sale Price \$10,573
 Stock: P12837



\$243/mo
 2014 Ford
Escape SE
Sale Price \$14,475
 Stock: P12896



\$396/mo
 2012 Ford
F-150 XLT
Sale Price \$19,744
 Stock: P12730



\$522/mo
 2016 GMC
Acadia Denali
Sale Price \$31,422
 Stock: P12957



\$245/mo
 2017 Honda
Accord LX
Sale Price \$14,493
 Stock: P12972



\$329/mo
 2016 Honda
CR-V SE AWD
Sale Price \$18,990
 Stock: P12937



\$225/mo
 2017 Hyundai
Elantra SE
Sale Price \$19,744
 Stock: P12636



\$249/mo
 2015 Hyundai
Sonata Sport w/ PZEV
Sale Price \$14,733
 Stock: P12872



\$429/mo
 2015 Jeep
Grand Cherokee Limited 4x4
Sale Price \$25,990
 Stock: P12821



\$392/mo
 2015 Jeep
Grand Cherokee Laredo 4x4
Sale Price \$22,990
 Stock: P12831



\$366/mo
 2017 Hyundai
Elantra SE
Sale Price \$19,744
 Stock: P12636



\$314/mo
 2016 Kia
Sorento 2.4L LX AWD
Sale Price \$18,993
 Stock: P12872



\$189/mo
 2016 Kia
Forte LX FWD
Sale Price \$11,322
 Stock: P12902



\$269/mo
 2015 Kia
Sorento LX AWD
Sale Price \$15,913
 Stock: P12907



\$272/mo
 2014 Lincoln
MKX Elite
Sale Price \$21,481
 Stock: P12735



\$272/mo
 2013 Lincoln
MKZ
Sale Price \$14,954
 Stock: P12872

All payments include \$500 down and \$500 match (\$1,000 Down). Tax, title and doc fee included.

Paul Blouin Performance's entire line-up of Mazdas are consumers "best buy"

Motorcycles, Miatas and Mazdas grace the Augusta showroom

BY SUSAN VARNEY
Correspondent

Paul Blouin is at the top of his game at Paul Blouin Performance at 513 Western Avenue in Augusta. His new all wheel drive Mazda3 sedans and hatchbacks arrive in March. The sky is the limit for the industry leading consumer "best buy." In fact, all Mazdas are rated best buy by all the consumer magazines and websites.

"Mazda is Oneness, connecting car and driver," Blouin said. He said every Mazda aspires to the same single goal, oneness between the vehicle and its driver... (they) "experience seamless connection, your senses become heightened..."

The brochures that come with this vehicle are splendid, demonstrating that if a driver spends any time on the road, he or she would want something comfortable, safe and beautiful to drive.

Paul Blouin Performance has on-site more than 200 automobiles, 400 motorcycles, scooters and side-by-sides, including Indian, Triumph, Victory, Suzuki, Triumph and Kymco. They also have bikes for cruising, for sport, for touring, and a 9,000-foot showroom in the basement with used motorcycles, scooters and ATVs including Kymco side-by-sides.

Track out your bike with all kinds of special extras at Paul Blouin Performance.

Come ride the Indian Scout Motorcycles and see masterful engineering, maneuverability, power all at under \$10K.

Paul Blouin Performance is Maine's largest automotive and power sports super store.

Spring is on its way.

Mazda has many offerings to fit almost any budget. From the Mazda3 at \$18,299 to the sporty Mazda CX5 starting at \$26,499 to the Miata and CX9 7-passenger starting at \$35,000.

Come in and see the Washington Birthday discounts on vehicles that compete with Audi, Lexus and Mercedes for amenities and safety features. For more information check out the website at: www.blouinperformance.com.

Certified pre-owned Mazdas have a 7-year/100k mile warranty.

"The beauty of Mazda is that they are so well made they only need regular maintenance and no repairs or expensive parts replacements,"



Photos by Sue Varney

Indian Chief Classic Trike with pet carrier and windshield on rear fender is a temptation at Paul Blouin Performance showroom, 513 Western Avenue in Augusta. Green and cream, 2017 and only \$32,500.

Paul Blouin and Brandon O'Clair, general manager with Mazdas enjoy the showroom.



Blouin said. "I've never seen anything with fewer warranted breakdowns."

Mazda as accomplished the Holy Grail of engineering technology. Our new Skyactiv X engine line runs on diesel compression, but uses regular gas, resulting in 30% increase in fuel

economy, 20% increase in torque, and a 30% decrease in harmful hydrocarbon emissions.

Paul Blouin says that KODO, Mazda's new design philosophy, is called Soul in Motion. Each vehicle captures energy in motion, even at a standstill. With curves and angles so striking

they command your attention through a mere glance... Created for humans by humans... Leaving only what is beautiful. A dynamic sense of motion that urges you to get behind the wheel, to experience the unique energy that can only come from a Mazda.

PRESIDENTS' DAY SAVINGS!



<p>Indian</p> <p>ALL NEW INDIAN CHIEFTAIN Stock# 11920</p> <p>\$22,849</p> <p>Legendary Indian III CI Engine Full Fairing with 7" Touchscreen Display 100 Watt Audio System with Bluetooth Power Windshield • Keyless Ignition Ride Modes (Tour, Standard, Sport)</p> <p>Paul Blouin Performance MAINE'S ONLY INDIAN MOTORCYCLE STORE!</p>	<p>TRIUMPH</p> <p>NEW 2018 TRIUMPH STREET TWIN Stock # T1852, T1810</p> <p>Award Winning!</p> <p>WAS \$10,044 NOW ONLY \$8,350 \$135/MO. WITH 10% DOWN!</p> <p>900cc Bonneville Twin Engine ABS Brakes • Traction Control • 62 MPG</p> <p>72 MONTHS AT 4.99% APR. AMOUNT FINANCED \$8,206. PAYMENT INCLUDES \$199 DOC FEE.</p>	<p>SUZUKI</p> <p>NEW SUZUKI GSX250R Stock#: C1800, C1801</p> <p>NOW ONLY \$4,999 \$99/MO. WITH 10% DOWN!</p> <p>Package includes AFX Full Face Helmet, Joe Rocket riding jacket, Joe Rocket Motorcycle riding gloves</p> <p>60 MONTHS AT 4.99% APR. AMOUNT FINANCED \$5,017.90. PAYMENT INCLUDES \$199 DOC FEE.</p>	<p>KYMCO</p> <p>NEW KYMCO 450I Stock#: K1816</p> <p>Special Offer of 36 Months Extended Warranty at no charge</p> <p>NOW ONLY \$4,999 \$99/MO. WITH 10% DOWN!</p> <p>4-Wheel Independent Suspension Front and Rear Rack • 33 HP, Fuel Injected On Demand 2WD / 4WD with Differential Lock Towing Capacity of 1050 lbs.</p> <p>60 MONTHS AT 4.99% APR. AMOUNT FINANCED \$5,017.90. PAYMENT INCLUDES \$199 DOC FEE.</p>	<p>SUZUKI</p> <p>NEW SUZUKI KING QUAD 500 MSRP: \$8,079 Stock# A1904</p> <p>NOW ONLY \$6,799 \$99/MO. WITH 10% DOWN!</p> <p>All new design • 7.7 Inches of Travel Sophisticated Quadmatic Transmission Gas-charged shocks and a rear stabilizer bar Front disc brakes + a sealed multi-plate rear brake</p> <p>72 MONTHS AT 4.99% APR. AMOUNT FINANCED \$6,736.90. PAYMENT INCLUDES \$199 DOC FEE.</p>
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***ConsumerReports® Recommended Vehicle**

<p>2018 Mazda3 Sport *</p> <p>SALE PRICE \$18,229 BUY FOR \$339*</p> <p>SAVE \$1,811</p> <p>Auto Stock# M2563 MSRP: \$20,040</p> <p>LEASE \$219/MO</p>	<p>2018 Mazda3 Sport 5-Door *</p> <p>SALE PRICE \$18,499 BUY FOR \$339*</p> <p>SAVE \$2,791</p> <p>Auto Stock# M2565 MSRP: \$21,290</p> <p>LEASE \$239/MO</p>	<p>2018 Mazda6 Sport *</p> <p>SALE PRICE \$21,299 BUY FOR \$259*</p> <p>SAVE \$2,591</p> <p>Auto Stock# M2476 MSRP: \$23,890</p> <p>LEASE \$259/MO</p>
<p>2019 Mazda CX-5 Sport *</p> <p>SALE PRICE \$26,294 BUY FOR \$345*</p> <p>SAVE \$1,076</p> <p>AWD, i-ACTIVSENSE® Stock# M2590 MSRP: \$27,370</p> <p>LEASE A 2018 \$259/MO</p>	<p>2019 Mazda MX-5 Miata Sport *</p> <p>SALE PRICE \$26,625 BUY FOR \$359*</p> <p>NEW WITH 15% MORE HORSE POWER!</p> <p>6 Speed Stock# M2525</p>	<p>2019 Mazda CX-9 Touring *</p> <p>SALE PRICE \$34,100 BUY FOR \$469*</p> <p>SAVE \$2,465</p> <p>AWD Stock# M2484 MSRP: \$36,565</p> <p>LEASE \$459/MO</p>

	<p>15 Mazda6 Sport M2521M Blue, 59K \$13,495</p>	<p>17 Mazda3 Sport M2484A White, 20K \$15,995</p>	<p>17 Mazda3 Touring Z29B Red, 25K \$17,695</p>	<p>16 Mazda CX-3 GT M2559A Ceramic, 22K \$20,995</p>	<p>16 Mazda CX-5 GT M2514A Silver 16K \$24,995</p>	<p>17 Mazda CX-5 GT M2575A White, 12K \$26,995</p>
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Paul Blouin Performance See our inventory at www.blouinperformance.com
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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 \$12,185, Mazda3 Sport 5-Door \$10,220, Mazda3 Sport \$9,220, Mazda CX-5 Sport \$14,325, Mazda CX-9 Sport \$21,573. 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 2/28/2019.



The all-new, heavy-duty Ram 3500 guarantees the industry's best in hauling and towing capabilities.

Today's Ram pickups are light years ahead of models from the past

BY VALERIE TUCKER
Correspondent

"A whole new generation of truck owners want style, comfort and economy, along with the standard work horse capability."

ADAM FRIEND, GENERAL MANAGER AT HARTLEY'S IN NEWPORT



The Hartley's Chrysler-Dodge-Jeep-Ram dealership in Newport is ready and eager to showcase the stylish new powerhouse Ram 2500 and 3500.

"Today's Ram trucks are light years ahead of the models that our dads and granddads used to drive," said Adam Friend, general manager at Hartley's.

In those days, he said, the heavy-duty truck maybe got used to haul firewood, do heavy work on the farm and tow the camper on the weekends.

"Afterwards, they parked it, because the ride quality and technology didn't exist," he said. "Those days are gone."

Today's Rams are so comfortable and fuel-efficient that they are being used to commute to work, go to the children's ballgames or travel to warmer destinations in winter months. Friend acknowledges that people who grew up around those venerable work trucks often have a hard time accepting that some other truck buyers want more than a bed, a seat, four wheels and a trailer hitch.

"A whole new generation of truck owners want style, comfort and economy, along with the standard work horse capability," he said.

Dodge Ram owners have one of the highest owner satisfaction rates in the industry, he said, and he anticipates the new Ram 2500 and 3500 models will keep that rate at the top of the list.

These big brothers resemble their smaller Ram 1500 sibling, featuring the trademark bold grille and high stance. The two-door regular cab, four-door crew and four-door mega-cab, in either two- or four-wheel drive, offer room for the family, the gear and the dog. The popular Power Wagon trim is back, he said, and features a well-crafted suspension, factory lift kit, locking front and rear differentials and a 12,000-pound winch. Friend said the all-new heavy-duty Ram 3500 guarantees the industry's best in hauling and towing capabilities.

"It truly competes with the other Detroit monster trucks," he said.

Most important, he said, will be safety



Staff photo

The popular Ram 1500 is on the lot and ready to drive. Test one out at Hartley's in Newport.

features, such as forward collision warning, automatic emergency braking and blind spot warning on all versions. CarGurus' reviewer Kyree Williams also agreed enthusiastically that the new Ram 2500 is a winner.

"The three-quarter-ton pickup market is as competitive as ever, but it's fair to say that Ram brought its A-game with this new 2019 2500," Williams told readers. "The new looks give it a handsome profile, and the increased levels of comfort and functionality are set to impress."

Motor Trend magazine highlighted the power capabilities of these new models.

"Bolted to a Ram 3500 dually, the mon-

ster motor can tow a class-leading 35,100 pounds," reviewer Scott Evans reported in the January issue. "Even in the narrower Ram 2500, it's no slouch, pulling 19,780 pounds on a standard Class 5 hitch."

The Ram 3500's standard gasoline powertrain is a 6.4-liter V8 with 410-hp and an eight-speed automatic transmission. The diesel-powered version includes a 400-hp, with a 6.7-liter 6-cylinder matched with a six-speed automatic.

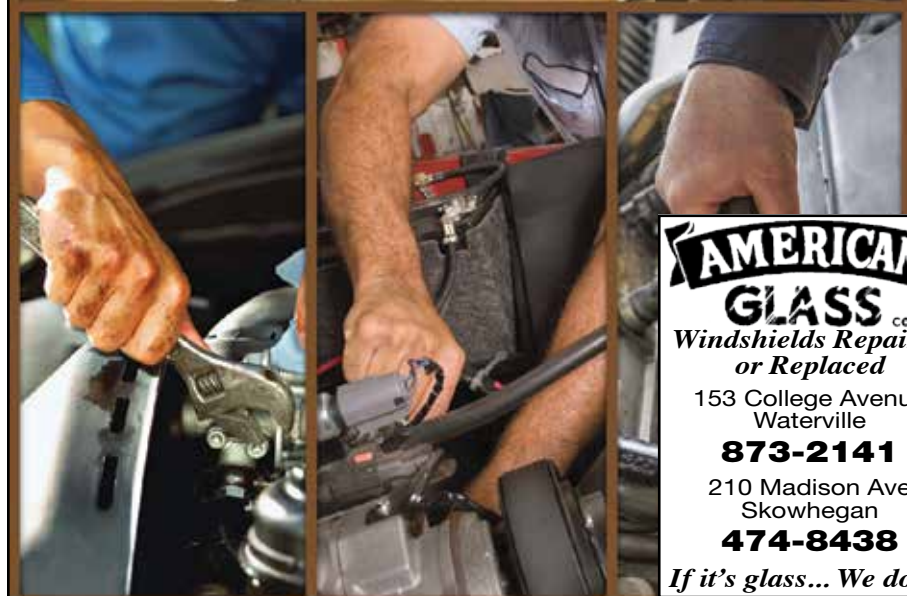
Friend said the new Ram 2500 will be available in basic work trim as well as high-end versions filled with leather and wood trim. The inside ride will be quieter, too, with noise-cancellation systems and

special acoustic glass. Both Rams continue to offer the excellent Uconnect infotainment system, with an optional 12-inch, fully-configurable screen. The interiors are filled with useful storage bins and compartments.

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