



FEBRUARY 2016

A special supplement to
Kennebec Journal - Morning Sentinel

PRESIDENTS' WEEK



Presidents' Day Sales

**Visit one of these local
dealerships for great savings!**

**Charlies Family of Dealerships
Central Maine Motors Auto Group
Hartley's Chrysler-Dodge-Jeep
Hight Dealerships
Paul Blouin Performance
Varney Ford
Varney Chevrolet**

2016: The year of living differently

The influences that shape what you drive are no longer coming from you; they're coming from government and competitive will

BY WHEELBASE MEDIA

They're on their way to showrooms everywhere; the variety of new 2016 vehicles, all shined up and raring to go. In fact, the selection has likely never been wider. From high-roller dreamboat models, to more humble fare, the new crop offers something for different needs, desires and budgets.

Among the all-new or mostly new automobiles, the increasingly popular tall-wagon class (a.k.a. the "crossover") grows increasingly dominant. This trend has yet to reach its peak, especially with the world's exotic-car makers. Names like Bentley, Jaguar, Lotus, Lamborghini, Rolls-Royce and others that are planning to introduce utility-style wagons that combine sports-car capability with limo-like luxury, and much sooner than you think.

Less conspicuously, shoppers with mainstream tastes and budgets are also passing over cars with trunks and embracing the practicality of models that can accommodate people plus much more of their stuff.

But don't write the family sedan off just yet. Competition among this group is so fierce that facelifts and adjustments, both minor and major, are becoming an almost annual occurrence. Here, the automakers are fighting hard just to keep up with each other, let alone one-up each other.

At the other end of the design spectrum, there are several new or significantly altered 2016 convertibles in the mix; the Chevrolet Camaro, Mazda MX5 Miata, Audi TT and the new Buick Cascada. It seems we still worship the sun.

But let's talk about size for a moment. Automakers are continually finding ways to make cars larger and roomier while at the same time lighter, which helps performance and fuel economy. The redesigned 2016 Chevrolet Malibu is a prime example. New materials, better engineering, killer competition and tightening fuel-economy regs are behind the push. Even the smallest car you can buy, the Smart Fortwo, is all about the room, as it grows in width and showcases yet another trend: smaller engines that are turbocharged.

The idea is more power from a smaller and lighter engine package (which is also good for fuel economy) and more gears for the transmission: for 2016 you'll find plenty of nine-speed transmissions on the market (automatic of course, since trying to manually shift through all that would be

torturous).

Those seeking pure performance have definitely not been forgotten, although the 2015 launch of Dodge's 707-horsepower Charger and Challenger Hellcat troublemakers is difficult to match. Chevrolet is giving a good shot with the 650-horsepower Corvette Z06 and Ford has an all-new Mustang-based Shelby GT350. This 526-horsepower stallion promises to be the track car to beat among its direct competitors, including the 2016 Chevrolet Camaro SS and the aforementioned Challenger Hellcat. Even in the smaller ranks, power is generally on the rise. The 2.0-liter four-cylinder engine in the Mercedes-Benz CLA 45AMG now makes 375 horsepower while the new Ford Focus RS makes 350 horsepower from its 2.3-liter four-cylinder. The trend is definitely toward smaller and lighter, but without conceding performance.

From the eco-warrior camp, considerable excitement centers on the second-generation Volt that will take its sweet time rolling out over the next several months. It promises to have an improved range and more oomph, but with fuel prices lagging, will anyone really notice? That's no doubt a concern at Toyota, which has a new 2016 Prius hybrid that's ready to roll.

Lastly, since most automakers have figured out how to make reliable cars that are mandated to have minimum safety standards, such as stability control, the battleground has turned to technology. Better infotainment systems that integrate with your smart phone are one thing -- frivolous, many would say -- but wider availability of crash-avoidance technology is probably the most significant development for 2016. After all, preventing crashes is more important than passive safety such as airbags and rollover protection. Since people cause most crashes, cars that reduce driver error should be welcomed with open wallets.

So, whatever you're shopping for, your final choice amongst several in each category promises to be a tough one, but it's almost impossible to lose.

This guide has a guide

The information presented is accurate to the best of our ability and knowledge at the time it was written. We say this because manufacturers are completely entitled to make changes after this writing and often do. Therefore, you can

expect some things to have changed from the time of writing to the time you've read the info here. Most importantly, some manufacturers haven't finalized their lineups and all the options, etc., as of this writing, which means that we might include carryover pricing, features, etc., in some cases, and indicate it as such.

Vehicle name: Each vehicle synopsis is headed with the name, but not its suffixes. If relevant, they are mentioned in the body of the synopsis.

Base price: Prices reflect the entry-level model in a given lineup. That is to say the price provided is the starting point. In most cases, prices have been provided by the manufacturer and then rounded up or down to the nearest \$100 to reflect small changes that inevitably occur from time to time. It's also because the prices provided here are intended as a gauge of affordability and are not today's sale price, so do not quote these prices to your dealer. Prices do not include the tax you'll pay, although most include the delivery charges (and are indicated as such where possible) which run from about \$1,000-\$1,900. Where pricing is not yet available, we've taken our best guess and added "(est.)" to the number.

Type: For most people, the picture and the number of doors will be the best indicator of the vehicle type, but many vehicles are sold in different body styles, which are outlined here.

Base engine (hp): The base engine and its horsepower rating in brackets.

Optional engines (hp): All the optional engines and their horsepower ratings in brackets.

Layout: Indicates the location of the engine and the wheels it drives. All-wheel-drive is generically used to denote vehicles that have the ability to vary the power split between front and rear axles.

Transmissions: All transmission options across the range. The term "automatic" will be used to generically describe all automatics, whether electronically shifted, overdrive, or otherwise.

MPG (city/hwy): Usually government or manufacturer estimates for city and highway consumption, given in miles per gallon, with the engine and transmission from which the consumption was taken found in brackets (usually the base model).

Weight: Curb weights of the base models are indicated.



PREVIEW 2016 NEW-VEHICLE GUIDE



BUICK CASCADA

Overall: Why build the Cascada? Because the world can always use another convertible; Buick can thank General Motors' Europe-based Opel division for this one.

Drivetrain: A turbocharged four-cylinder engine is rated at 200 horsepower; mated to a six-speed automatic transmission.

If you were perhaps wondering what would replace the Chrysler 200/Sebring convertible after departing at the end of 2014, it's actually a Buick. Originally developed in Germany at General Motors' Opel facilities, the Cascada is being fed to North American audiences wearing the same name as its Opel counterpart. That's just aces with Buick, which can always use some added eye candy to lure customers to its showrooms. In fact, the last convertible to take up residence behind the glass walls was the Buick Reatta, which ended its run in 1991. From grille to tailpipe the Cascada is one handsome hunk of iron and is mildly reminiscent of the late Mitsubishi Eclipse convertible, only slightly longer. The insulated power-operated soft top can be raised or lowered in 17 seconds and at vehicle speeds up to 31 mph. When stowed, the lid is hidden beneath a hard tonneau. At that point truck volume shrinks dramatically, but with one or both halves of the rear seat folded flat, there's a decent amount of storage room for bulkier items. The Cascada's platform is the same one used by Buick's Verano sedan, which is as good a starting point as any. However the unique-to-Cascada engine is a turbocharged 1.6-liter four-cylinder that delivers 200 horsepower and 206 pound-feet of torque. A six-speed automatic is the sole transmission choice. The base Cascada 1SV arrives fairly loaded including dual-zone climate control, navigation system leather-covered eight-way heated power front seats and 20-inch wheels. The Premium trim increases the content with a few more luxury tidbits plus lane-departure warning, forward-collision alert and front and rear park assist.

Base price (incl. destination): \$34,000

Type: Four-door sub-compact tall wagon

Engine (hp): 1.6-liter DOHC I4, turbocharged (200)

Layout: Front-engine, front-wheel-drive

Transmission: Six-speed automatic

Mileage (city/highway): TBA

Weight (lb.): 3,600 (est.)



CHEVROLET CRUZE

Overall: Chevy's second-generation compact is larger, lighter and sleeker. And if you choose, it can also be made more secure with the latest in active safety systems; a hatchback version will follow later.

Drivetrain: A new turbocharged four-cylinder engine is rated at 153 horsepower; former non-turbo base and optional turbo-diesel four-cylinders are gone; six-speed manual and automatic transmissions carry over.

When viewing the spec sheets of General Motors' four other 2016 new models, it's apparent that weight reduction has been a principal objective in their development. That includes the 2016 Chevrolet Cruze that has tightened its belt to the tune of 250 pounds. That includes a 44-pound reduction in engine weight from switching to aluminum from cast iron for the engine block and a 24-pounds-lighter automatic transmission. The car's basic architecture and suspension components have also slimmed down. The Cruze's sheetmetal is now among the more elegant in a compact-sedan class that includes some heavy hitters from Ford, Toyota, Nissan and Subaru. The interior is also roomier, especially the rear seat that adults won't view as a penalty box. The rest of the cabin has extra soft-touch material covering the dashboard, door panels and floor console. The engine lineup has been reduced to just a single offering for now; a turbocharged 1.4-liter four-cylinder that puts out 153 horsepower and 177 pound-feet of torque. That's an increase of 15 horsepower and 29 pound-feet from the previous 1.4 turbo. Combined with the lighter structure, the Cruze should prove a peppy small car. Handling the shifting duties is a six-speed manual transmission and optional six-speed automatic. While it's sad to see the muscular turbo-diesel depart, an all-new version is slated to arrive for the 2017 model year. Meanwhile, the previous non-turbo 1.8-liter I4 base engine won't be missed. The Cruze comes in four trim levels, starting with the L that includes air conditioning, rearview camera plus a fair assortment of convenience items such as a seven-inch touch-screen. At the opposite end the newly designated Premier is prepped with heated front and back leather-covered seats and a full range of infotainment, communications and crash avoidance features. A Premier-based RS package adds a unique grille and nose, fog lamps, chin spoiler, rocker panels, rear spoiler and 18-inch wheels.

Base price (incl. destination): \$18,000 (est.)

Type: Four-door sedan

Base engine (hp): 1.4-liter DOHC I4, turbocharged (153)

Layout: Front-engine, front-wheel-drive

Transmissions: Six-speed manual; six-speed automatic (opt.)

MPG (city/highway): 26/40 (AT, est.)

Weight (lb.): 2,850



CHEVROLET MALIBU

Overall: In what seems like record time, a rescue mission from GM's bowtie division has resulted in a dramatically different Malibu.

Drivetrains: 1.5- and 2.0-liter turbocharged engines making 160 and 250 horsepower, respectively; the 1.5 shifts with a six-speed automatic transmission, the 2.0 gets an eight-speed automatic.

At first blush, the new Malibu is attractively and intelligently designed, unlike the more brick-like 2015 edition. Designers increased the length by 2.3 inches, while holding the line on width. They also upped the distance between the front and rear wheels by 3.6 inches, of which 1.3 inches went to increasing rear legroom. Inside, the seven- and optional eight-inch tablet-style touch-screens controlling the entertainment and cabin functions are remarkable for their size and clarity. Both fit right in with an inviting dashboard that's a far cry from the previous dash. The revised powertrain lineup starts with a new turbocharged 1.5-liter four-cylinder engine that makes 160 horsepower and 184 pound-feet of torque. It replaces the previous non-turbo 2.5-liter base engine rated at 196 horsepower and 186 pound-feet. Optional is a carryover turbocharged 2.0-liter four-cylinder that's now rated at 250 horsepower and 258 pound-feet (previously 259/295). The base engine's smaller displacement should improve fuel economy, while the slight power reduction likely won't impact performance since the car is about 300 pounds lighter. The 1.5 links to a six-speed automatic transmission, while an all-new eight-speed automatic is integral to the 2.0's drivetrain. In the spring, a hybrid Malibu arrives that uses components from the 2016 Chevrolet Volt's plug-in system. Output is estimated at 182 horsepower and fuel economy is about 48/45 mpg (city/highway). The base Malibu S includes most expected features, but ascending to the LS or LT gets you additional premium kit. Along with the 2.0 turbo engine, the range-topping Premier has dual-zone climate control, navigation, Bose audio system, heated and ventilated front seats, wireless smart-phone charging and 19-inch wheels (16-, 17- and 18-inch wheels are fitted to lower grades). Leather seat covers, sunroof and the latest in crash-mitigating interventions (forward collision alert, blind-spot monitoring, etc.) are optional.

Base price (incl. destination): \$23,500

Type: Four-door sedan

Base engine (hp): 1.5-liter DOHC I4, turbocharged (160)

Optional engine (hp): 2.0-liter DOHC I4, turbocharged (250)

Layout: Front-engine, front-wheel-drive

Transmission: Six-speed automatic (1.5); eight-speed automatic (2.0)

MPG (city/highway): 27/37

Weight (lb.): 3,090



CHEVROLET CAMARO

Overall: Chevrolet's answer to the new-for-2015 Mustang is more power in a smaller and slightly lighter package.

Drivetrain: Base models are motivated by a turbocharged 2.0-liter four-cylinder; both the V6 and V8 return in beefed-up form; six-speed manual transmissions, or optional eight-speed automatics for all.

With the 2015 redesigned Ford Mustang and significantly updated Dodge Challenger models (including the mind-blowing 707-horsepower Hellcat version), what more could fans of old-school-style American muscle wish for? Well, that would be an all-new sixth-generation Chevrolet Camaro to keep pace with the competition. The 2016 edition sticks with the same general look as the previous car, including a beltline as high as Steve Urkel's pants. Inside, a completely modernized interior does away with the annoying tunnel-style gauge pods that weren't all that popular when they were installed in the original car nearly a half-century ago. The new dash is clearly more user-friendly, with an eight-inch screen displaying vital info between the tach and speedometer, and another optional screen of the same size on the control panel for the navigation, communications and audio systems. The new car has a stiffer chassis and is slightly shorter and narrower than the 2015 model. The weight was also cut by as much as 390 pounds. That amount relates to the base LT model equipped with a turbocharged 2.0-liter four-cylinder that makes 275 horsepower and 295 pound-feet

of torque. Of course the Camaro becomes heavier with the installation of either the 3.6-liter V6 (335 horsepower/284 pound-feet) or the Corvette-based 6.2-liter V8 (455 horsepower/455 pound-feet) that's exclusive to the SS trim. All three powerplants are available with six-speed manual transmissions, or available eight-speed automatics. However the V8's manual gearbox gets a rev-matching program that blips the throttle when downshifting. Matching the engine speed to the transmission keeps things nice and smooth at the back end. Regardless of which powertrain you select, you'll still have a quick car on your hands; the slowest being the base turbo with the automatic that Chevrolet claims can get to 60 mph from rest in 5.5 seconds (the quickest Camaro SS does it in 4.0). There's no word yet whether or when the higher performing ZL1 or Z/28 models will show up, but given the racy Mustang GT350's 2016 return with 526 horsepower, it shouldn't be too long. The convertible version will join the coupe part way into the 2016 model year.

Base price (incl. destination): \$26,700

Type: Two-door sports coupe/convertible

Base engine (hp): 2.0-liter DOHC I4, turbocharged (275)

Optional engines (hp): 3.6-liter DOHC V6 (335); 6.2-liter OHV V8 (455)

Layout: Front-engine, rear-wheel-drive

Transmissions: Six-speed manual; eight-speed automatic (opt.)

MPG (city/highway): 26/32 (I4, MT)

Weight (lb.): 3,340



PREVIEW 2016 NEW-VEHICLE GUIDE



HONDA CIVIC

Overall: Honda classes up its compact-car act with sharp-looking 10th-generation sedan and coupe models, available with a plethora of high-tech gear. Coupe arrives mid-season while the hatchback and Si versions arrive later, followed by the potent Type R.

Drivetrain: A non-turbo 2.0-liter four-cylinder is standard on lower trim levels; turbo four-cylinder on up-level models makes more horsepower and torque and will also be the fuel-economy champ; six-speed manual, or optional continuously variable transmissions.

Honda introduced the 2016 Civic coupe and sedan during a live-streaming press conference in September over the Internet and has followed that up with all the details. In general, the sedan is significantly better looking and larger in nearly every respect, including passenger volume (now the most spacious in the compact-sedan class, says Honda) and trunk space. The two-door coupe's dimensions should similarly increase, but Honda isn't launching it until mid-way into the 2016 model year. At that time an all-new Civic hatchback will also arrive, along with a hot Si coupe and first-ever Civic four-door hatchback in the guise of a high-performance Type R model. Despite the car's increased size, Honda's designers managed to make it 75 pounds lighter than the outgoing model. The platform is also 25 percent stiffer. Lower trim levels run with a 158-horsepower 2.0-liter four-cylinder, which is 15 more than before. The top end of the Civic lineup is equipped with an all-new turbocharged 1.5-liter four-cylinder that pumps out 174 horsepower. A six-speed manual transmission is standard for the Civic LX, while a continuously variable unit is optional, but standard in all other models including those with the turbocharged engine. The list of standard features is impressive, including climate control, multi-information display screen plus the usual power-operated items. Among a lengthy list of available features is a full range of crash-avoiding software. "Honda Sensing" includes Forward-collision alert, road-departure warning and adaptive cruise control that slows down or stops the vehicle in stop-and-go driving situations.

Base price (incl. destination): \$19,500 (est.)

Type: Four-door sedan; two-door coupe

Base engine (hp): 2.0-liter DOHC I4 (158)

Optional engine (hp): 1.5-liter DOHC I4, turbocharged (174)

Layout: Front-engine, front-wheel-drive

Transmissions: Six-speed manual; continuously variable

MPG (city/highway): 31/42 (1.5, CVT)

Weight (lb.): 2,800



HONDA HR-V

Overall: Among other small hatchback wagons, the HR-V is generously mid-sized.

Drivetrain: A small-ish four-cylinder produces modest output, but shuns fuel pumps; manual or CVT transmission choices.

Think of the HR-V as the middle child of Honda's small wagon lineup. In length it's exactly half way between the larger Honda CR-V and the smaller Fit. The vehicle's sloping roofline is more hatchback than wagon, but in terms of cargo volume, the HR-V beats the Hyundai Tucson and Kia Sportage and is significantly ahead on volume compared to the Chevrolet Trax and Jeep Renegade. The HR-V shares the Fit's chassis and is built at the same plant in Mexico. Among other things, it means that the fuel tank is located in the center of the vehicle beneath the front seats, allowing for a flat floor and ample legroom for rear-seat passengers. As with the Fit, the back seat-cushion folds up, which comes in handy when transporting tall objects. The HR-V's 1.8-liter four-cylinder produces 141 horsepower and 127 pound-feet of torque. It connects to a six-speed manual transmission or optional continuously variable unit (CVT) with optional paddle shifters that control seven pre-set ratios. The optional all-wheel-drive stands ready to shift torque to the rear wheels if the fronts begin to slip. Note that models with AWD must have the CVT. The base LX trim arrives with an impressive level of content including climate control, heated front seats, seven-inch touch-screen display that controls the audio and communications systems, rearview camera, electric parking brake, 160-watt audio system and 17-inch alloy wheels. The EX adds dual-zone climate control, a power moonroof, push-button start, 180-watt stereo, fog lights and Honda's camera-based LaneWatch system that displays side views of approaching traffic whenever the turn signals are activated. Atop the HR-V's trims, the EX-L Navi has leather seat covers, roof rails, an auto-dimming rearview mirror, forward collision and lane-departure warnings and of course navigation. Even fully loaded, you can drive a HR-V home for less than 30 grand, which is reason enough to scope one out.

Base Price (including destination): \$20,000

Type: Four-door compact wagon

Base engine (hp): 1.8-liter DOHC I4 (141)

Layout: Front-engine, front-/all-wheel-drive

Transmission: Six-speed manual, continuously variable (CVT)

MPG (city/highway): 25/34 (FWD)

Weight (lb.): 2,890



HYUNDAI TUSCON

Overall: The Tucson is poised to go from contender to leader in the compact tall-wagon class.

Drivetrain: A choice of non-turbo or turbo engines; AWD available with either one.

The Tucson's design mimics that of the larger Santa Fe, especially when it comes to the trapezoidal grille. The Hyundai gains three inches in overall length while the front and rear wheels are set one inch farther apart. Interior volume with the split-folding rear seat in place also increases by an impressive 20 percent. The rear seat now reclines 37 degrees and the dashboard/control panel is now cleaner and more business-like. The base SE gets a 2.0-liter four-cylinder that makes 164 horsepower and 151 pound-feet of torque. Eco, Sport and Limited versions feature a turbocharged 1.6-liter four-cylinder that delivers 175 horsepower and 195 pound-feet of torque. It replaces the previously optional non-turbo 2.4-liter four-cylinder rated at 182/177. A six-speed automatic transmission connects to the 2.0, while a segment-exclusive seven-speed automated manual transmission is hooked to the turbo 1.6. All-wheel-drive is optional with either engine. The unit has an AWD lock control switch that lets you "hold" the torque split equally between the front and rear wheels for maximum traction on rough terrain. AWD can also direct extra torque to the outside rear wheel when the Tucson is turning, while at the same time applying light braking to the inside rear wheel. This "torque vectoring" makes for more stable cornering. For improved ride comfort and control, Hyundai has stiffened the front and rear suspension attachment points, upgraded the engine mounts and bushings and increased the amount of sound insulation. All Tucsons come with the usual power-operated features plus air conditioning. Along with the turbo engine, the Eco adds exterior roof rails plus an eight-way power driver's seat with lumbar support. Sport buyers get heated front seats, pushbutton start, the latest collision-mitigating/avoidance tech and 19-inch wheels (17-inchers are standard). The top-end Limited includes dual-zone climate control, leather-covered seats, LED headlights and taillights and a combination premium sound/navigation system. Among the few available options is a panoramic sunroof and ventilated front seats.

Base Price (including destination): \$23,600

Type: Four-door sub-compact wagon

Base engine (hp): 2.0-liter DOHC I4 (164)

Optional engine (hp): 1.6-liter DOHC I4, turbocharged (175)

Layout: Front-engine, front-/all-wheel-drive

Transmission: Six-speed auto.; 7-speed automated manual (opt.)

MPG (city/highway): 21/26 (2.0)

Weight (lb.): 3,600



KIA OPTIMA

Overall: More than simply a makeover, the Optima has plenty of new sheetmetal that's stretched over an equally new platform.

Drivetrain: A trio of four-cylinder engines of the turbo and non-turbo variety provide plenty of choice; six-speed manual transmission and seven-speed automated manual.

Until recently, the top dog in Kia's sedan kennel was the Optima, but this mid-size sedan now finds itself sharing quarters with the larger Cadenza and larger-still K900 luxury models. Still, the Optima more than holds its own with buyers, especially so now with a new-generation model hitting the showroom floor. Exterior styling, an Optima strong suit, hasn't been drastically altered, but the car's overall dimensions have increased slightly due to a new platform that gives it a bit more length and width. The most important changes have taken place beneath the hood. The base 2.4-liter engine has been tweaked for fuel efficiency's sake and now makes 185 horsepower and 175 pound-feet of torque, slightly less than the previous 192/181. Newly optional is a turbocharged 1.6-liter four-cylinder that's rated at 178/195. At the top end, a turbocharged 2.0-liter four-cylinder produces 245/260, down from the previous 274/269 ratings. The 2.4 and 2.0 powerplants are mated to six-speed automatic transmissions, but the turbo 1.6 receives its own seven-speed automated manual transmission. Note that the hybrid hasn't been included in the makeover process, but that will likely happen sometime in 2016. With four trim levels -- base LX, EX, SX and SXL -- the Optima cuts a wide swath to satisfy a variety of budgets. Throw in the car's classy looks along with a 10-year/100,000-mile warranty and it's game-on for Kia in the mid-size sedan arena.

Base price (incl. destination): \$23,000 (est.)

Type: Four-door sedan

Base engine (hp): 2.4-liter DOHC I4 (185)

Optional engines (hp): 1.6-liter DOHC I4, turbocharged (178); 2.0-liter DOHC I4, turbocharged (245)

Layout: Front-engine, front-wheel-drive

Transmission: Six-speed automatic; seven-speed automated manual (opt.)

MPG (city/highway): 23/34 (2.4)

Weight (lb.): 3,250



MAZDA CX3

Overview: Mazda's junior wagon pushes all the right style buttons and looks every inch the brand's practical and sporty image builder.

Drivetrain: A spunky and thrifty four-cylinder engine is mated to a six-speed automatic (no manual gearboxes here).

Small boxes that offer all-wheel-drive are being direct toward singles, young couples and empty nesters alike, and for the same reasons. They're relatively inexpensive, a breeze to maneuver in congested urban and extra-urban environs, can navigate poor weather/roads and can carry more gear than similarly sized small sedans or hatchbacks. And don't forget they can be natively attired in fancy accoutrements plus the latest in crash-mitigating safety technologies. As a companion to the CX-5 small wagon, the CX-3 is about 10 inches shorter, three-inches narrower and has five inches less distance between the front and rear wheels. It's also at least 400 pounds more svelte than the 3,200-pound base CX-5. The CX-3's cabin purposely exudes an MX-5 (Miata) sports-car-like feel that's interrupted only by a pop-up-style touch-screen display. The straightforward control-panel layout includes a trio of oversized knobs and a dashboard gauge pod flanked by twin info screens. There's not an excess of leg or headroom in back for adult-sized passengers, although the doors are at least wide enough for easy entry and exit. For storage, the CX-3 is about as spacious as most of its peers, whether the split-fold back seat is upright or flattened. A 2.0-liter four-cylinder engine delivers 146 horsepower and 146 pound-feet of torque. It's uncommon for a non-turbocharged powerplant to produce that much twisting force, relative to horsepower, but Mazda's high-piston-compression "SkyActiv" design makes this possible. The sole available transmission is a six-speed automatic with optional paddle shifters. The on-demand all-wheel-drive system that's available in all trim levels is linked to the vehicle's anti-lock brakes, stability control and on-board ambient thermometer. It's designed to "predict" front-wheel slippage and divert power to the rear wheels. Note that due to the space needed for the rear differential, AWD models lose some of their stowage capacity.

Base Price (including destination): \$20,800

Type: Four-door sub-compact wagon

Base engine (hp): 2.0-liter DOHC I4 (146)

Layout: Front-engine, front-/all-wheel-drive

Transmission: Six-speed automatic

MPG (city/highway): 27/32 (FWD)

Weight (lb.): 2,800



NISSAN MAXIMA

Overall: Nissan states that its eighth-generation Maxima sedan is every inch a "four-door sports car." We've heard that before, but are they right this time?

Drivetrain: A solid-performing V6 makes 300 horsepower; the continuously variable transmission is easy to live with.

The latest "Max" covers a broad spectrum, from well-equipped luxury mount, to agile sport sedan capable of snaking around curves and tackling straight-aways at a reasonably rapid pace. Visually, the car displays a level of aggressiveness that makes most other automakers' luxury sedans appear staid by comparison. The flashy chrome grille, curvaceous body panels and sweeping rear end signal that this Nissan loves flaunting its stuff. Underpinning the attractive body is the next-generation Altima-based architecture that's lighter as well as 25 percent more rigid. The new sheetmetal adds just over two inches to the car's length, but a slightly lowered and elongated roofline makes the Maxima appear much longer. Inside, the controls are straightforward, the "Zero Gravity" front chairs are supportive and the pushbutton starter has migrated to the console right next to the shifter. The Maxima's 3.5-liter V6 sends 300 horsepower and 261 pound-feet of torque to the front wheels via a continuously variable transmission (CVT) with seven built-in steps and "Sport" and "Normal" operating modes. For 2016, Maximas are available in five distinct trim levels with virtually no options in any of them. The base S is stuffed with dual-zone climate control and a navigation system with eight-inch touch-screen display. There's also an eight-way power driver's seat and a four-way power passenger's seat as well as a number of crash-avoidance monitors, alerts and interventions. The SV adds leather seat covers (heated in front) and parking sensors, while the dual-panel panoramic moonroof and high-end Bose stereo are SL goodies. The top-end Platinum comes with a drowsy-driver alert that warns if you're nodding off behind the wheel. There's also a system that detects people or objects approaching in the vehicle's path. For enthusiasts, the sporty SR includes most Platinum content, but deletes the moonroof to help lower the car's center of gravity and maximize structural integrity. The SR comes with paddle shifters, 19-inch wheels (18-inchers are standard) and electronically controlled dampers that firm up the ride.

Base Price (including destination): \$33,000

Type: Four-door full-size sedan

Base engine (hp): 3.5-liter DOHC V6 (280)

Layout: Front-engine, front-wheel-drive

Transmission: Continuously variable (CVT)

MPG (city/highway): 22/30

Weight (lb.): 3,540



NISSAN TITAN

Overall: The XD is the first of a new line of full-size Titan pickups, the initial model being a four-door crew cab; the remaining body styles are due in the spring of 2016.

Drivetrain: An all-new 5.0-liter turbo-diesel V8 makes 310 horsepower and 555 pound-feet of torque; a six-speed automatic transmission sends that torque to the rear or to all four wheels.

It took a while — 12 years to be exact — but Nissan has finally come out with a second-generation Tennessee-built Titan pickup that will duke it out with the Ford F-150, Ram 1500, Toyota Tundra and the related Chevrolet Silverado and GMC Sierra. These trucks represent pretty formidable competition and the Titan would appear to have plenty of terra firma to make up. Likely for that reason, Nissan is initially only sending out the strongest and best-equipped Titan. The XD crew cab has a 5.0-liter V8 supplied by Cummins that's rated at 310

horsepower, but, more importantly, a stump-pulling 550 pound-feet of torque and will be paired with a heavy-duty six-speed automatic transmission. Thus equipped, the Titan will offer up to 2,000 pounds of payload capacity and 12,000 pounds maximum towing. By spring of 2016, the crew cab will be joined by both regular- and extended-cab Titans that can be ordered with V6 or V8 gasoline engines. All-wheel-drive will be optional in the XD, as it probably will be in extended-cab gas V8 units when they come to market. The list of available features includes a trailer brake and sway control systems that steady what you're towing when headed downhill and when confronting crosswinds. There's also rearview mirror with trailer guides as well as an around-view monitor that shows front, rear and side views, all at the same time. "Moving Object Detection" warns of large objects in front or in back when the Titan is running and the transmission is in gear. Ultimately, with S, SV, PRO-4X, SL and Platinum Reserve models available, buyers will have plenty to choose from, even before the remaining lineup members show up for duty.

Base price (incl. destination): \$45,000 (est.)

Type: Four-door full-size pickup

Base engine (hp): 5.0-liter DOHC V8, turbo-diesel (310)

Layout: Front-engine, rear-/four-wheel-drive

Transmission: Six-speed automatic

MPG (city/highway): 17/26, (est.)

Weight (lb.): 4,650

Charlie's FAMILY OF DEALERSHIPS!

465 WESTERN AVENUE AUGUSTA 1-866-787-9486



29TH ANNUAL PRESIDENT'S DAY SALE

Charlie's
465 WESTERN AVENUE, AUGUSTA

0% APR for up to 72 mos on Select Models
charliesnissan.com
1-866-787-9486
 COME CHECKOUT THE
NISSAN NV VANS



* 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.

2015 Nissan VERSA S

Stk. #N5590, VIN 955067, Model 11155, MSRP \$13,185

Air Conditioning, Vehicle Dynamic Control, Traction Control System, Splash Guards, Carpeted Floor Mats



BUY FOR \$9,995 2 OR MORE AT THIS PRICE

2015 Nissan SENTRA S CVT

Stk. #N5720, VIN 340011, Model 12015, MSRP \$18,335

Air Conditioning, Vehicle Dynamic Control, Traction Control System, Power Windows & Locks, Smart Auto Headlights



BUY FOR \$13,995 OR **Sign & Drive Lease FOR \$169 /MO.** Taxes & Fees included!
 2 OR MORE AT THIS PRICE OR CHOOSE 0% APR FOR UP TO 72 MONTHS

2015 Nissan ALTIMA 2.5S CVT

Stk. #N5727, Model 13115, MSRP \$24,725

Air Conditioning, Vehicle Dynamic Control, Traction Control System, Splash Guards, Power Driver Seat, Body Side Moulding; Floor Mats



BUY FOR \$18,975 OR **Sign & Drive Lease FOR \$219 /MO.** Taxes & Fees included!
 2 OR MORE AT THIS PRICE OR CHOOSE 0% APR FOR UP TO 72 MONTHS

2015 Nissan ROGUE S AWD

Stk. #N5527, VIN 562526, Model 22815, MSRP \$25,645

Active Ride Control, Air Conditioning, LED Daytime Running Lights, Bluetooth, Cruise Control, Power Windows & Locks



Sign & Drive Lease FOR \$269 /MO. Taxes & Fees included!
 2 OR MORE AT THIS PRICE



465 WESTERN AVENUE, AUGUSTA
charliesjeep.com
1-866-787-9486

260 Jeeps Available!
 That's more than any other location in MAINE!

OVER THE PAST 26 YEARS,
 NO ONE IN MAINE HAS SOLD MORE
Jeep
 VEHICLES THAN CHARLIE'S!

NEW 2016 Jeep PATRIOT SPORT

STK #J6040, MSRP \$19,365
 AC, CC, Delay Wipers, Rear Window Defrost



BUY FOR \$249/MO.

ZERO OUT OF POCKET. NOT A LEASE.

1.9% APR for up to 84 months
 (Available on all New Patriots in Stock)

NEW 2015 Jeep RENEGADE LATITUDE 4X4

STK #J5311, MSRP \$24,290
 AC, Pwr Windows & Locks, Alloy Wheels, CC, Rear Defrost, Vconnect Bluetooth



BUY FOR \$20,990

LEASE FOR \$279 /MO. Sign & Drive Lease, Zero out of pocket, 1st Payment Included!

*36 month lease, 10k miles per year, LEV \$13,602, sales tax and fees included in payment, all incentives to dealer. Offer expires: 2/29/16.

NEW 2016 Jeep CHEROKEE LATITUDE 4X4

STK #J6058, MSRP \$29,880
 AC, Pwr Windows & Locks, Alloy Wheels, CC, Rear Defrost, Vconnect Bluetooth



BUY FOR \$25,880

LEASE FOR \$319 /MO. Sign & Drive Lease, Zero out of pocket, 1st Payment Included!

*36 month lease, 10k miles per year, LEV \$15,837, sales tax & fees included in payment, all incentives to dealer. Offer expires: 2/29/16.

NEW 2015 Jeep GRAND CHEROKEE LAREDO 4X4

STK #J5370, MSRP \$32,990
 AC, Push Button Start, Pwr Windows & Locks, Alloy Wheels, Privacy Glass, Vconnect Bluetooth



BUY FOR \$28,995

LEASE FOR \$389 /MO. Sign & Drive Lease, Zero out of pocket, 1st Payment Included!

*36 month lease, 10k miles per year, LEV \$16,495, sales tax & fees included in payment, all incentives to dealer. Offer expires: 2/29/16.

Annual

PRESIDENTS' DAY SALE-A-BRATION



9486



29TH ANNUAL PRESIDENT'S DAY SALE

Charlie's
466 WESTERN AVENUE, AUGUSTA
charliessubaru.com
1-888-720-1755

As low as 1.49% APR
Financing on Select Subarus

Over the past 28 YEARS, no dealer in Maine has sold more Subarus than CHARLIE'S



SUBARU

2016 ORDER SPECIAL! NEW 2016 SUBARU \$1,000 UNDER INVOICE



Order any new 2016 Subaru Legacy, Crosstrek, Forester or Outback and get it for \$1,000 under the Subaru of New England Invoice! Accessories are extra.

2016 SUBARU OUTBACK 2016 SUBARU LEGACY 2016 SUBARU CROSSTREK 2016 SUBARU FORESTER

2016 SUBARU IMPREZA SEDAN

STK #S6453 MSRP \$20,131



BUY FOR **\$19,131** OR

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

36 MONTH LEASE, W/30,000 MILES ALLOWED. .15¢ PER MILE FOR OVERAGE. BUY AT END OF LEASE FOR \$12,078.60. TOTAL PAYMENTS \$8,244

2016 SUBARU LEGACY SEDAN

STK #S6333 MSRP \$22,995



BUY FOR **\$21,499** OR

LEASE FOR **\$259**/MO.

36 MONTH LEASE W/30,000 MILES ALLOWED. .15¢ PER MILE ON OVERAGE. PURCHASE AT END FOR \$14,014.75. TOTAL OF PAYMENTS \$9,324. 1ST PAYMENT DUE AT SIGNING

2016 SUBARU FORESTER

AUTO TRANSMISSION
STK #S6466 MSRP \$24,982



BUY FOR **\$23,471** OR

LEASE FOR **\$289**/MO.

36 MONTH LEASE W/30,000 MILES ALLOWED. .15¢ PER MILE ON OVERAGE. PURCHASE AT END FOR \$16,433. TOTAL OF PAYMENTS \$10,404. 1ST PAYMENT DUE AT SIGNING

2016 SUBARU OUTBACK

STK #S6511 MSRP \$26,291



BUY FOR **\$24,494** OR

LEASE FOR **\$289**/MO.

42 MONTH LEASE W/35,000 MILES ALLOWED. .15¢ PER MILE FOR OVERAGE. PURCHASE AT END FOR \$16,563. TOTAL OF PAYMENTS \$12,138. 1ST PAYMENT DUE AT SIGNING



PRICE MATCH PLUS UP TO \$500 WE WILL NOT BE UNDERSOLD
BRING US YOUR SUBARU DEAL & WE'LL BEAT IT!

Just bring us any other Subaru Dealer's price in writing, pick out a comparable vehicle from our inventory, and we will beat their deal by up to \$500! See Salesperson for details.



451 WESTERN AVENUE, AUGUSTA
charliestoyota.com
1-866-542-0397



TOYOTA



0% APR
UP TO 60 MOS.
ON SELECT MODEL
TO QUALIFIED
BUYERS.

NEW 2015 Toyota PRIUS C TWO

T50261, AUTO, AIR, CRUISE, PW, PL, BLUETOOTH, MATS & MORE.



MSRP \$21,400, REBATE \$1,500
PURCHASE FOR **\$18,894**

LEASE FOR **\$201**/MO. Taxes & Fees included!

36 Month, 36,000 Mile Lease. Total of Payments \$7,452. Purchase Price at Lease End \$12,196. 15¢ Mileage Penalty Per Mile For Excessive Mileage. Tax, Title & \$349 Doc Fee Included. \$0 Security Deposit. Cap Cost \$19,647. \$216 Due At Lease Inception. Lease Price Includes \$1970 TFS Lease Subvention Cash for Prius C Two. Lease Program Expires 2/15/16.

NEW 2016 Toyota CAMRY LE

T6113, 4 CYL, BACKUP CAMERA, PWR SEATS, MATS & MORE.



MSRP \$24,130, REBATE \$1,250
PURCHASE FOR **\$21,196**

LEASE FOR **\$234**/MO. Taxes & Fees included!

36 month 36,000 miles lease. Total of payments \$8,224 Purchase Price at Lease End \$14,473. 15¢ Mileage penalty per mile for Excessive Mileage. Tax, Title & \$349 Doc Fee Included. \$0 Security Deposit. Cap Cost \$22,321. Charlie's Discount \$1,335. First Payment of \$254 Due at Lease Inception. Lease Price Includes \$700 TFS Lease Subvention Cash for Camry LE. Lease Program Ends 2/15/16.

NEW 2016 Toyota RAV 4 LE

T6254, ALL WHEEL DRIVE, AUTO, AIR, BACKUP CAMERA.



MSRP \$26,740, REBATE \$500
PURCHASE FOR **\$24,922**

LEASE FOR **\$277**/MO. Taxes & Fees included!

36 Month, 36,000 Mile Lease. Total of Payments \$9,972. Purchase Price at Lease End \$17,258. 15¢ Mileage Penalty Per Mile For Excessive Mileage. Tax, Title & \$349 Doc Fee Included. \$0 Security Deposit. Cap Cost \$26,165. \$310 Due At Lease Inception. Lease Price Includes \$500 TFS Lease Subvention Cash for Rav4. Lease Program Expires 2/15/16.

NEW 2016 Toyota COROLLA S PLUS

T6109, AUTO, 4 CYL, ALLOYS, FOG LIGHTS, MATS MORE.



MSRP \$21,055, REBATE \$750
PURCHASE FOR **\$19,063**

LEASE FOR **\$215**/MO. Taxes & Fees included!

36 Month, 36,000 Mile Lease. Total of Payments \$7,740. Purchase Price at Lease End \$8,496. 15¢ Mileage Penalty Per Mile For Excessive Mileage. Tax, Title & \$349 Doc Fee Included. \$0 Security Deposit. Cap Cost \$19,967. \$236 Due At Lease Inception. Lease Price Includes \$1000 TFS Lease Subvention Cash Corolla S. Lease Program Expires 2/15/16.



448 WESTERN AVENUE, AUGUSTA
charliehonda.com
1-877-374-4504



Brand New 2016 Honda Civic LX

Stock #H6293, Model FC2F5GEW, Auto.



BUY FOR **\$19,089** OR

LEASE FOR **\$209**/MO. Taxes & Fees included!

*39 mo/39,000 mile lease. LEV \$12,976. Total of payments \$8,151. 15 cent mileage penalty per mile for excessive miles. \$0 security deposit. To qualified buyers only. \$209 due at signing. Tax, title and doc included. Expires 2/29/16.

Brand NEW 2016 Honda Accord LX

Stock #H6203, Model CR2F3GEW, Auto



BUY FOR **\$22,019** OR

LEASE FOR **\$229**/MO. Taxes & Fees included!

*39 mo/39,000 mile lease. LEV \$13,531 Total of payments \$8,931. 15 cent mileage penalty per mile for excessive miles. \$0 security deposit. To qualified buyers only. \$229 due at signing. Tax title and doc included. 1.99% APR available up to 60 months. Expires 2/15/16

Brand NEW 2016 Honda CR-V LX AWD

Stock #H6173, Model RM4H3GEW



BUY FOR **\$24,499** OR

LEASE FOR **\$264**/MO. Taxes & Fees included!

*39 mo/39,000 mile lease. LEV \$16,496. Total of payments \$10,296. 15 cent mileage penalty per mile for excessive miles. \$0 security deposit. To qualified buyers only. \$264 due at signing. Tax, title and doc included. 1.99% APR available up to 60 months. Expires 2/29/16.

Brand NEW 2016 Honda HR-V LX AWD

Stock #H6224 Model Code RU6H3GEW, Alloys, privacy glass, Bluetooth, Backup camera. auto.



STARTING AT \$22,045

1.99% APR available up to 60 months

*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. Program expires 2/15/16. \$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. \$17.46 owed per every \$1,000 financed at 1.9% APR for up to 60 months

***** PURCHASE SALE PRICES EXCLUDE SALES TAX AND STATE FEES. LEASES INCLUDE ALL TAXES AND STATE FEES. SUBJECT TO APPROVED CREDIT. *****

Time and Ally Financial honor Charles Shuman, Augusta car dealer

NEW YORK, NY – The nomination of Charles Shuman, president of Charlie's Auto Group, a Honda, Jeep, Kia, Mitsubishi, Nissan, Subaru and Toyota dealer in Augusta, Maine, for the 2016 TIME Dealer of the Year award was announced November 16, 2015 by TIME.

Shuman is one of a select group of 50 dealer nominees from across the country who will be honored at the 99th annual National Automobile Dealers Association (NADA) Convention & Exposition in Las Vegas, Nevada, on April 1, 2016.

The announcement of this year's nominees was made by Meredith Long, publisher, TIME, and Tim Russi, president of Auto Finance for Ally Financial. "The TIME Dealer of the Year award nominees are business leaders and pillars of their communities, who have each given generously to support important charitable causes," said Russi. "Ally is proud to honor these dealers and to recognize their commitment to making a difference."

In its fifth year as exclusive sponsor, Ally will recognize dealer nominees and their community efforts by contributing \$1,000 to each nominee's 501(c)3 charity of choice. Nominees will also be recognized on AllyDealerHeroes.com, which highlights the philanthropic contributions and achievements of TIME Dealer of the Year nominees. The TIME Dealer of the Year award is one of the automobile industry's most prestigious and highly coveted honors. Recipients are among the nation's most successful auto dealers who also demonstrate a long-standing commitment to community service.

Shuman, 69, was chosen to represent the Maine Automobile Dealers Association in the national competition – one of only 50 auto dealers from 16,000 nationwide – nominated for the 47th annual award. The

TIME
DEALER OF THE YEAR
in partnership with
ally



award is sponsored by TIME in association with Ally Financial, and in cooperation with NADA. A panel of faculty members from the Tauber Institute for Global Operations at the University of Michigan will select one finalist from each of the four NADA regions and one national Dealer of the Year. "I have seen my business grow from a single-franchise Subaru dealership

that I opened with a financial partner in 1986 to today's eight franchises in nine buildings," nominee Shuman said. "We have grown from 17 employees to 240, and I am proud that my two children have joined me in the business. To watch them mature and grow into leadership roles has truly been the accomplishment that pleases me the most."

Shuman, a 1964 graduate of Old Orchard Beach High School in Old Orchard Beach, Maine, earned a degree in science vocational technology at the University of Southern Maine in Portland in 1979 by attending night school for 10 years. It is that same determination and hard work that propelled him in his career, first at Henley-Kimball Co., a Portland dealer, where he rose to parts manager, and then at American Motors Corporation, where he became district parts and service manager for all of Maine, New Hampshire and sections of Massachusetts. In 1986, Shuman partnered with a dealer he knew to open a Subaru store in Augusta.

"My wife, Nancy, and I had invested every dime that we could scrape together, including our life's savings, to come up with the initial investment of \$40,000," he said. Within five years, he bought out his partner and today, Charlie's Auto Group is valued at \$60 million, according to Shuman. His son, Stephen, and daughter, Elissa Emmons, hold key leadership positions and are driving the next generation of growth, Shuman explained.

"We have always been successful, highly profitable and able to give back to the community that made us so successful." He estimates that he has donated more than \$2 million to local charities and organizations, including the United Way; Augusta Food Bank; Kennebec Valley Humane Society; Winthrop Food Pantry; Avian Haven Wild Bird Rehabilitation Center

in Freedom, Maine; American Lung Association Trek Across Maine; Maine Breast Cancer Coalition, as well as numerous other charities. Shuman also sponsors events to benefit a local no-kill cat shelter and youth scholarships.

His most meaningful civic achievement is his work with the United Way, Shuman said, "Every year, I help them attain their hefty goal of raising \$1.5 million. The money raised helps support 43 local agencies that aid children, single parents, abused women, the elderly, the homeless and anyone who may need shelter, heat, food and counseling."

Shuman has also made major contributions to construction and healthcare initiatives at Thomas College in Waterville, Maine; MaineGeneral and MaineGeneral's Harold Alford Center for Cancer Care in Augusta and Temple Beth El in Augusta, where the Nancy and Charlie Shuman Center for Jewish Learning is named in honor of him and his wife. A member of the board of directors for the Kennebec Valley Chamber of Commerce since 1987, Shuman generously donates his time and talent for the betterment of his community. He has received numerous awards for his efforts but is most proud of receiving the 2014 Kennebec Valley Chamber of Commerce's Special Service Award and the 2015 Maine Jewish Museum's Lifetime Achievement Award.

"These honors were given to me for the work that I have done to support the local and state communities both monetarily and through my leadership abilities," he said. "They also solidify my commitment to ethical business practices and local economies."

Shuman was nominated for the TIME Dealer of the Year award by Thomas Brown, president of the Maine Automobile Dealers Association. He and his wife, Nancy, have two children and six grandchildren.



Nancy P. McGinnis photos
One of the most recent arrivals is the Nissan Titan XD, a full-size pick-up truck completely redesigned for 2016. It's the first in its (half-ton) class to sport a Cummins Diesel engine.

Tons of choices await buyers at Charlie's Motor Mall

BY NANCY P. MCGINNIS
Correspondent

Bursting with vehicles, Charlie's Motor Mall is the place for any customer to find exactly what he or she is looking for and at a great price. However, with so many exciting possibilities, it may be extremely difficult to narrow down the choice. "We have 260 new Jeeps available — you'll find more here than at any other dealership in the state of Maine," says Sales Manager Tim DiBenedetti.

One of the most recent arrivals is the Nissan Titan XD, a full-size pick-up truck completely redesigned for 2016. It's the first in its (half-ton) class to sport a Cummins Diesel engine.

Nissan has also redesigned the eye-catching Maxima and the sharp-looking Murano. Customers were getting weary of sedans and SUV's all looking pretty much the same, says DiBenedetti, so this year, bold distinctive styling is the order of the day.

With their four-wheel drive transmission, Jeeps are known for their mobility and off-road capability. The Jeep Renegade, he says, "is small—but packed with features and room."

KIA has some great 2016 products, he continues, including the "hot as a pistol" Sorrento SUV with its third-row seat, and the SOUL, which

he describes as "a unique kind of wagon".

Mitsubishi just incorporated hundreds of changes into their newly designed full-sized Outlander. With its rugged 10 year/100,000 mile warranty, the front-wheel drive or all-wheel drive Lancer has proven a very popular choice among Maine drivers.

As buyers have become more tech savvy, more and more new vehicles at Charlie's incorporate hands-free technology—not just for convenience but also a significant safety feature. "Bluetooth is huge," he says, to eliminate distractions while driving.

The Jeep Grand Cherokee has a touch screen, and drivers can use apps similar to those used on an iPad.

If DiBenedetti were offered his choice of any vehicle on the lot, he would go for the Grand Cherokee Overland. "People are trading in their Lexus or Caddie for one of these— it's a serious new competitor in the luxury market, offering 4-wheel drive and an unbelievably comfortable ride!"

Clearly, what car buyers should do is come in to Charlie's Motor Mall 465 Western Avenue and check out the possibilities for themselves.

For more information call (888) 292-7751 or go online at charliesmm.com.



Nancy P. McGinnis photos
Sales Manager Tim DiBenedetti with a Nissan Rouge.

"We have anywhere from 250-300 vehicles on the lot at any given time," says Tom Towle, who notes that Chevy's goal is to sell more trucks than Ford this year.

TOM TOWLE, GENERAL SALES MANAGER CHARLIE'S CHEVROLET



Charlie's Chevrolet is worth a trip to Winthrop

BY NANCY P. MCGINNIS
Correspondent

It's been three years now since Charlie's took over ownership of the former Bob Barrows Chevrolet dealership in Winthrop. It's a short drive west of Augusta on Route 202, about ten miles from the Charlie's Motor Mall and just beyond downtown Winthrop.

"We're growing!" declares General Sales Manager Tom Towle, who has been with Charlie's for a little over two years now. An impressive array of new and used cars and trucks can be found here. "We have anywhere from 250-300 vehicles on the lot at any given time," says Towle, who notes that Chevy's goal is to sell more trucks than Ford this year.

"We sold 740 vehicles last year—that's up 30% from the year before. And with great choices like the brand-new totally redesigned Chevy Malibu, we're looking to sell 800 vehicles or better, this year."

Since acquiring the franchise, Char-

lie's has made a number of improvements and renovations. The service department has been upgraded and expanded, with convenient drive-in reception thoughtfully designed to optimize the customer experience. The waiting area is large and bright, with a large screen TV and complimentary refreshments.

On display inside the bright, spacious showroom is a Winthrop/Monmouth High School team football helmet, inscribed with the signatures of all the players and a thank you to Charlie's. Charlie Shuman and his son Steve both happen to reside in Winthrop with their families, and their company, known for its philanthropy, has been particularly generous to the Winthrop High School athletics department as well as a major supporter of Project Graduation.

The showroom visitor's eye is inevitably drawn to the shiny, very red Corvette Z06 supercar, featured front and center, with a 650 horsepower, top of the line performance package. The Z06, described by Chevrolet as "locat-



The beautiful Chevrolet Corvette in the showroom is striking at all angles.

ed at the intersection of Le Mans and the autobahn," is ready and waiting at Charlie's Chevrolet for a driver to take possession, for a cool \$108,000.

"Financing is available," says Towle with a smile.

For more information check the website at charlieschevrolet.com or call (888) 319-8257.

Charlie's Subaru: 30 years in business and going strong

BY NANCY P. MCGINNIS
Correspondent

Subarus are in high demand in Maine.

"They have the highest resale value in the industry," says Doug Jurdak, General Sales Manager at Charlie's Subaru 466 Western Avenue in Augusta. And Subarus are known for their top resale value at trade-in time.

"For years they've been neck and neck with Honda and Toyota—but this last year they took over the top slot," says Jurdak.

Jurdak has witnessed the steady growth, having worked here for nearly 20 years. He started at Charlie's as a salesman back in 1987, just a year after Charlie Shuman opened his very first franchise, the Subaru dealership. It was at the time located directly across Western Avenue, where Charlie's Motor Mall is presently located.

The very first Subaru that Charlie Shuman ever sold now occupies a place of honor in the current showroom. On display, along with the original invoice, are photographs of Charlie with the original buyer at the time of the first sale, and again when the happy customer returned to trade it in ten years later.

Fast forward to 2016, thousands of vehicle sales later. But to be successful, a dealership must also offer outstanding service to its customers. Four new service technicians have been added to the roster and the facility has been expanded to 11 service bays, all with a goal of ensuring that any needed repairs and maintenance can be completed as quickly and efficiently as possible.

"Thanks to our 'Express Lube'



Subarus are known for their top resale value at trade-in time. "For years they've been neck and neck with Honda and Toyota—but this last year they took over the top slot."

DOUG JURDAK, GENERAL SALES MANAGER, CHARLIE'S SUBARU

technicians, you can just pull in, no appointment necessary and it shouldn't take more than ten or 15 minutes' wait at most to get your vehicle in," says Jurdak.

Charlie's Subaru has also just expanded its service drive-in area, which can now accommodate as many as eight vehicles at any given time. Drivers can drop off their vehicles in this roomy, heated, clean and bright space that is just steps away from the reception and waiting area. The latter has also just been renovated, offering comfortable lounge seating with a large screen TV, as well as laptop workspaces and a children's play area.

For those looking for a new ride, there are typically well over a hundred Charlie's Subaru vehicles available from which to choose. On a recent visit, Jurdak estimated there were 70 vehicles on the premises—and 60 more en route.

According to Jurdak, Maine drivers are partial to the All Wheel Drive Subaru Outback, Forester and Crosstrek which he calls "an Imprezo on steroids" because they want a good, reliable winter car.

"Life doesn't stop because there's

snow and they need to get where they need to go."

In addition to the lowest cost of ownership, Subarus have excelled at five-year resale value — not that Subaru owners are necessarily in a hurry to trade. One happy camper finally relinquished his ten year old model with 323,000 miles on the odometer, Jurdak said. Subarus also score well on mileage, averaging as much as 36 miles per gallon — an advantage even though prices have dropped at the pump recently.

"Our customers come from as far away as Fort Kent, Farmington, and Ellsworth," he says. "Subaru customers are smart, and they research online and do their homework."

Charlie's Subaru has achieved a 10% sales increase every year for more than five years now, according to Jurdak.

"We sold 1,005 Subarus here last year," he said. That was the first time ever they exceeded a thousand, "and our goal is to top that this year."

For more information checkout the website at charliessubaru.com or call (877) 649-9658.



Charlie's

= FAMILY OF DEALERSHIPS =

We have over 100 pre-owned vehicles in stock!

Charlie's

CHEVROLET

0% APR for up to 72 months available on most Chevys

US ROUTE 202, WINTHROP
WWW.CHARLIESCHEVROLET.COM
1-888-319-8257

FIND NEW ROADS 

 **CERTIFIED PRE-OWNED**

We are Maine's Fastest Growing Chevy Dealer. WE SOLD 700 VEHICLES LAST YEAR!!!
It's worth the trip down Route 202 to Winthrop! Only 15 Minutes from Augusta or Lewiston.

WHEN YOU BUY A VEHICLE AT CHARLIE'S, YOU WILL RECEIVE THE ALL NEW PREFERENTIAL SERVICE PACKAGE

WHICH INCLUDES:

- FREE car washes: *Annual Savings of over \$600!*
- 10% Discount on Service Labor
- FREE Local Shuttle Service
- Preferential Emergency Service
- We offer FREE inspection stickers on Fridays
- Buy 4 Oil Changes and get the 5th one FREE.

<p>2015 CHEVY MALIBU 1LT</p> <p>STOCK #C5521 2.5L DOHC 4 CYL POWER SEAT REMOTE VEHICLE START MSRP \$25,985</p>  <p>SALE PRICE 19,995*</p> <p><small>* TAX & FEES NOT INCLUDED. MUST OWN 1999 OR NEW NON-GM VEHICLE.</small></p>	<p>BRAND NEW 2015 CHEVY IMPALA LS</p> <p>STOCK #C5352 2.5L DOHC 4 CYL W/AUTO STOP START 6 SPD AUTO TRANSMISSION REAR PARK ASSIST MSRP \$28,455</p>  <p>SALE PRICE 19,995*</p> <p><small>* TAXES & FEES NOT INCLUDED. MUST OWN A 1999 OR NEWER GM VEHICLE. ALL REBATES TO DEALER.</small></p>	<p>2016 CHEVY EQUINOX AWD LT</p> <p>STOCK #6045 2.4L DOHC 4 CYL W/VVT TRAILER PACKAGE MSRP \$29,460</p>  <p>SALE PRICE 24,582*</p> <p><small>*TAXES & FEES NOT INCLUDED. MUST OWN A 1999 OR NEWER NON-GM VEHICLE. ALL REBATES TO DEALER.</small></p>	<p>2016 CHEVY SILVERADO 1500 4WD LT DBL CAB</p> <p>STOCK #C6063 5.3L V8 TRAILER EQUIPMENT PKG PWR DRIVER SEAT REMOTE VEHICLE START REAR BACK UP CAMERA MSRP \$43,375</p>  <p>SALE PRICE 34,933*</p> <p><small>*TAXES & FEES NOT INCLUDED. ALL REBATES TO DEALER. MUST OWN 1999 OR NEWER NON-GM VEHICLE.</small></p>	<p>2016 CHEVY SILVERADO 1500 LT DBL CAB 4WD</p> <p>STOCK #C6069 5.3 LT, V8 ALL STAR EDITION PACKAGE MSRP \$42,880</p>  <p>SALE PRICE 33,996*</p> <p><small>*TAXES & FEES NOT INCLUDED. ALL REBATES TO DEALER. MUST OWN 1999 OR NEWER NON-GM VEHICLE.</small></p>	<p>2016 CHEVY SILVERADO 1500 Z71 4WD CREW CAB</p> <p>STOCK #C6125 LT PLUS PACKAGE 5.3 L V8 TRAILER BRAKE CONTROLLER ALL STAR EDITION MSRP \$48,925 \$10,000 OFF!</p>  <p>SALE PRICE 38,925*</p> <p><small>*TAXES & FEES NOT INCLUDED. ALL REBATES TO DEALER.</small></p>
<p>BRAND NEW 2015 CHEVY CRUZE 1LT</p> <p>STOCK #C5326 1.4 L ECOTEC VVT PWR DRIVER SEAT MSRP \$20,270</p>  <p>SALE PRICE 14,467*</p> <p><small>*TAXES & FEES NOT INCLUDED. ALL REBATES TO DEALER. MUST OWN 1999 OR NEWER NON-GM VEHICLE.</small></p>	<p>2016 CHEVY TAHOE LT</p> <p>STOCK #C6007 2ND ROW BUCKETS NAVIGATION MAX TRAILERING PACKAGE MSRP \$58,130</p>  <p>SALE PRICE 48,935*</p> <p><small>*TAXES & FEES NOT INCLUDED. ALL REBATES TO DEALER. MUST OWN 1999 OR NEWER NON-GM VEHICLE.</small></p>	<p>2016 CHEVY SILVERADO 2500 4WD WT DBL CAB</p> <p>STOCK #C6083 6.0L V8 GAS BLACK TRAILERING MIRRORS WT CONVENIENCE PACKAGE SNOW PLOW PREP PKG MSRP \$43,555</p>  <p>SALE PRICE 35,962*</p> <p><small>*TAXES & FEES NOT INCLUDED. ALL REBATES TO DEALER. MUST OWN 1999 OR NEWER NON-GM VEHICLE.</small></p>	<p>2016 CHEVY SILVERADO 1500 4WD Z-71 LT DBL CAB</p> <p>STOCK #C6068 5.3L V8 TRAILER BRAKE CONTROLLER NAVIGATION LT PLUS PACKAGE ALL STAR EDITION MSRP \$46,230</p>  <p>SALE PRICE 36,977*</p> <p><small>*TAXES & FEES NOT INCLUDED. ALL REBATES TO DEALER. MUST OWN 1999 OR NEWER NON-GM VEHICLE.</small></p>	<p>2016 CHEVY COLORADO LT CREW CAB MIDNIGHT EDITION</p> <p>STOCK #C6021 3.6 DOHC, V6 LT CONVENIENCE PKG MSRP \$39,295</p>  <p>SALE PRICE 34,956*</p> <p><small>*TAXES & FEES NOT INCLUDED. ALL REBATES TO DEALER. MUST OWN 1999 OR NEWER NON-GM VEHICLE.</small></p>	<p>2016 CHEVY SONIC</p> <p>STOCK #C6091 5 DR, LS 1.8L VVT DOHC 4 CYL AUTO TRANSMISSION MSRP \$17,070</p>  <p>SALE PRICE 13,981*</p> <p><small>*TAXES & FEES NOT INCLUDED. ALL REBATES TO DEALER. MUST OWN 1999 OR NEWER NON-GM VEHICLE.</small></p>

CHARLIE'S PREOWNED SPECIALS

<p>2014 CHEVY SILVERADO CREW CAB Z-71</p> <p>STOCK #VH6003 4X4 CREW CAB PWR SEAT REAR BACKUP CAMERA ONLY 29,000 MILES</p>  <p>SALE PRICE 31,985</p> <p><small>CHEVROLET PRE-OWNED</small></p>	<p>2012 NISSAN FRONTIER 4X4</p> <p>STOCK #C6032A EXTRA CAB 4X4 AUTOMATIC LOW MILES</p>  <p>SALE PRICE 18,985*</p> <p><small>*PLUS TAXES & FEES.</small></p>	<p>2010 CHEVY SILVERADO 2500 EXTRA CAB</p> <p>STOCK #C6017A 6.0L V8 GAS PWR SEAT PWR WINDOWS 4X4 FISHER PLOW ONLY 8,000 MILES</p>  <p>SALE PRICE 29,897*</p> <p><small>*PLUS TAXES & FEES.</small></p>	<p>2014 GMC SIERRA REG CAB 3500 4X4</p> <p>STOCK #C6085A 6.0L V8 GAS PWR WINDOWS PWR LOCKS AC ONLY 16,000 MILES</p>  <p>SALE PRICE 27,885</p>	<p>2015 CHRYSLER 200</p> <p>STOCK #C5448A LEATHER SUNROOF PWR WINDOW PWR SEATS ONLY 8,300 MILES</p>  <p>SALE PRICE 18,995</p>	<p>2012 CHEVY TRAVERSE LTZ</p> <p>STOCK #V6005 MOONROOF LEATHER PWR WINDOWS PWR SEATS</p>  <p>SALE PRICE 24,995</p> <p><small>CHEVROLET PRE-OWNED</small></p>
--	--	---	---	--	--

* 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.



PUBLIC WHOLESALE & DISCOUNT MITSUBISHI

495 Western Ave., Augusta, ME
1-877-375-4894

Brand New Mitsubishi Units Come With A 10 Year/100,000 Warranty**

<p>2015 MITSUBISHI MIRAGE</p> <p>X5023 Automatic MSRP \$15,115</p>  <p>DISCOUNT PRICE \$12,995*</p> <p><small>or Choose \$197 per month at 1.9% APR for up to 84 months. This is NOT a Lease!</small></p> <p><small>*Includes All Manufacturer Rebates</small></p>	<p>2015 MITSUBISHI LANCER ES</p> <p>X5045 Automatic MSRP \$20,110</p>  <p>DISCOUNT PRICE \$16,910*</p> <p><small>or Choose \$239 per month at 0.9% APR for up to 84 months. This is NOT a Lease!</small></p>	<p>2015 MITSUBISHI LANCER SE AWD CVT</p> <p>X5053 MSRP \$21,805</p>  <p>DISCOUNT PRICE \$18,405*</p> <p><small>4 Cyl., Auto., A/C, P/W, P/L, Heated Front Seats, Sirius XM</small></p> <p><small>or Choose \$259 per month at 0.9% APR for up to 84 months. This is NOT a Lease!</small></p>	<p>2015 MITSUBISHI OUTLANDER SPORT ES 4X4</p> <p>X5047 MSRP \$23,545</p>  <p>PURCHASE FOR \$18,995</p> <p>LEASE FOR \$269/mo.</p> <p><small>Your Choice - Purchase Price or Sign and Drive Lease</small></p> <p><small>36 Month Lease, 36,000 Miles. 15c/Mile Penalty. Lease End Value \$14,127, Total of Payments \$9,684. \$0 Security Deposit. \$0 Due at Lease Inception. Program Expires 2/29/16.</small></p>
---	---	--	--

Public Wholesale Value Priced Pre-Owned Units

<p>2011 CHRYSLER TOWN & COUNTRY</p> <p>\$11,949*</p>  <p>J5308A</p>	<p>2009 NISSAN SENTRA</p> <p>\$7,249*</p>  <p>WH5062, 4 DR, AT, PW, PL</p>	<p>2009 CHRYSLER TOWN & COUNTRY</p> <p>\$8,949*</p>  <p>S6382A</p>	<p>2007 HONDA ODYSSEY</p> <p>\$7,949*</p>  <p>WH5054, SD, AW, P/L, P/W</p>	<p>2007 TOYOTA HIGHLANDER</p> <p>\$11,249*</p>  <p>WT5056</p>
<p>2005 SUBARU OUTBACK</p> <p>\$7,999*</p>  <p>WC5002, 4 Door, AWD, P/W, P/L</p>	<p>2010 TOYOTA COROLLA LE</p> <p>\$9,949*</p>  <p>X5063A, 4 Door, Moonroof, P/W, P/L</p>	<p>2008 VOLVO S60 AWD</p> <p>\$11,249*</p>  <p>S6257A, 4 Door, Leather, Moonroof, P/W, P/L</p>	<p>2009 GMC SIERRA</p> <p>\$16,999*</p>  <p>PH5381</p>	<p>2006 JEEP LIBERTY LTD</p> <p>\$11,349*</p>  <p>N5707B, 4 DR, Leather, AW, MR, PW, PL</p>

We Select The Best Wholesale Vehicles And Offer Them To You FIRST - Before They Go To Auction!

* 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.
 ** 10 Year/100,000 Mile Warranty On Brand New Mitsubishi Only



TIME DEALER OF THE YEAR
in partnership with ally

Congrats to Charlie on his nomination for TIME DEALER OF THE YEAR.

Charlie's
MOTOR MALL OF AUGUSTA

465 Western Avenue, Augusta • 1-888-693-5856
Mon.-Fri. 8 a.m.-8 p.m. Sat. 8 a.m.-6 p.m. Sun. Closed

WHEN YOU BUY A VEHICLE AT CHARLIE'S, YOU WILL RECEIVE THE ALL NEW **PREFERENTIAL SERVICE PACKAGE** WHICH INCLUDES:

- FREE car washes: **Annual Savings of over \$600!**
- 10% Discount on Service Labor
- FREE Local Shuttle Service
- Preferential Emergency Service
- We offer FREE inspection stickers on Fridays
- Buy 4 Oil Changes and get the 5th one FREE.

FREE CAR WASH

<p>2011 Kia Soul #P5336</p> <p>SALE \$7,990</p>	<p>2009 Nissan Versa 65,000 MILES #PT5377A</p> <p>SALE \$8,995</p>	<p>2010 Ford Fusion PW, PL, AC #J5104A</p> <p>SALE \$10,980</p>	<p>2013 Ford Focus 5DR #S6423A</p> <p>SALE \$10,990</p>	<p>2010 Chevy Malibu PW, PL, PS #N5323A</p> <p>SALE \$10,995</p>
<p>2012 Nissan Sentra 2.0 S #N5710A</p> <p>SALE \$11,985</p>	<p>2008 Chevy Cobalt #S5988</p> <p>SALE \$5,988</p>	<p>2012 Hyundai Elantra TILT #N4338A</p> <p>SALE \$10,945</p>	<p>2012 Nissan Versa PW, PL, CD #PT5283</p> <p>SALE \$11,990</p>	<p>2013 Hyundai Sonata PW, PL, CRUISE #N5517A</p> <p>SALE \$11,990</p>
<p>2012 Nissan Altima 2.5S PW, PL, CC #N5543A</p> <p>SALE \$12,990</p>	<p>2011 Mazda3 SUNROOF #K8052B</p> <p>SALE \$13,990</p>	<p>2011 Subaru Legacy Limited Leather, AWD, Moonroof #S6215A</p> <p>SALE \$14,625</p>	<p>2009 Honda Odyssey EX #S6469A</p> <p>SALE \$14,988</p>	<p>2010 Subaru Forester #P5335</p> <p>SALE \$14,988</p>
<p>2010 Jeep Liberty #S6268A</p> <p>SALE \$14,988</p>	<p>2011 Nissan Altima Coupe BOSE, LEATHER, MOONROOF, NAVIGATION #S51290C</p> <p>SALE \$14,988</p>	<p>2011 Nissan Altima SUNROOF, NAVIGATION #N4403A</p> <p>SALE \$14,990</p>	<p>2013 Ford Fusion SE #P5213A</p> <p>SALE \$14,990</p>	<p>2010 Nissan Xterra 4x4 TILT, A.C. #N5676A</p> <p>SALE \$15,990</p>
<p>2012 Kia Sorento #K6091B</p> <p>SALE \$15,990</p>	<p>2012 Ford Escape XLT 4x4 #S51249B</p> <p>SALE \$15,990</p>	<p>2010 Subaru Legacy Limited SUNROOF, LEATHER #K6100A</p> <p>SALE \$15,995</p>	<p>2012 Nissan Rogue SL AWD #N5098A</p> <p>SALE \$16,990</p>	<p>2013 Kia Sorento AWD #N5759</p> <p>SALE \$17,995</p>
<p>2013 Nissan Juke 22,000 MILES #N5696A</p> <p>SALE \$18,995</p>	<p>2011 Ford Edge SEL AWD Navigation #PH5208A</p> <p>SALE \$19,990</p>	<p>2014 Ford Transit Wagon XLT, 7 passenger #N5622A</p> <p>SALE \$19,990</p>	<p>2012 Chrysler Town & Country #P5392</p> <p>SALE \$21,990</p>	<p>2011 Jeep Grand Cherokee Loaded #J5338A</p> <p>SALE \$24,875</p>
<p>2010 GMC Sierra 1500 SLE EXT Cab 4x4 Leather, Alloys, Tow, Liner, Fogs #PT5218</p> <p>SALE \$24,990</p>	<p>2012 Honda Pilot EXL Nav, AWD #PH5388A</p> <p>SALE \$25,850</p>	<p>2010 Subaru Forester Premium AWD #P5335</p> <p>SALE \$14,988</p>	<p>2013 GMC Sierra 1500SLE EXT Cab 4x4 Z71 Side Rail, Steps, Liner, Tow, Alloys, Fogs #P5179</p> <p>SALE \$27,990</p>	<p>2013 Chevrolet Silverado LT Z-71 Ext Cab 4x4 Only 25,000 miles #J6027B</p> <p>SALE \$30,750</p>

SALE PRICE INCLUDES DOC FEE, EXCLUDES TAX AND OTHER FEES.

SHOP US ONLINE AT WWW.CHARLIESMM.COM



475 WESTERN AVENUE, AUGUSTA
charlieskia.com
1-877-374-0282

ALL VETERANS RECEIVE ADDITIONAL SAVINGS

- 10 Year/100,000 Mile Powertrain Warranty
- 5 Year/60,000 Miles Limited Basic Warranty
- 5 Year/100,000 Miles Limited Anti-Perforation Warranty
- 5 Year/60,000 Miles 24 Hour Roadside Assistance



BRAND NEW 2016

KIA SOUL

STK# K6070, MSRP \$16,635



BUY FOR \$13,995

Requires Kia Motor Financing for approved buyers. Doc fee included in sale price, tax and fees excluded.

BRAND NEW 2016

KIA SORENTO LX AWD

STK# K6073, #K6092, #K6096, MSRP \$32,290



NOW ONLY \$27,599

Requires Kia Motor Financing for approved buyers. Doc fee included in sale price, tax and fees excluded.

BRAND NEW 2016

KIA SPORTAGE AWD

STK# K6150, #K6151, #K6154, MSRP \$24,810



SAVE OVER \$4000 on these three while they are available.

NOW ONLY \$20,788

Requires Kia Motor Financing for approved buyers. Doc fee included in sale price, tax and fees excluded.

BRAND NEW 2016

KIA OPTIMA LX TURBO

MSRP \$24,995



LEASE FOR \$299/MO

36 month, 12k miles per year. Purchase at lease end for \$13,247.5. \$0 Due at Lease Inception. \$0 Security Deposit to qualified buyers. Includes Tax, Title and Doc Fee. All incentives to dealer. Expires 1/31/16. Financing with KMF may be required.



VARNEY FORD

PRESIDENTS' MONTH

THOUSANDS IN SAVINGS!



2015 F-150 SUPERCAB XLT 4x4

5.0L V8, AUTO, E-LOCK REAR END, SATELLITE RADIO, REAR VIEW CAMERA, TOW PKG, SPORT PKG. AND MORE!
STK# 11322 MSRP \$45,880
 24 Month Red Carpet Lease. \$279.98 mo. 10,500 miles per year. Selling Price \$39,600. Total of Payments \$6,719.52. \$3,500 Cash and \$2,250 Rebate as Downpayment. First Payment Due at Signing for well qualified buyers. All taxes and fees included.



BRAND NEW!

Red Carpet Lease for **\$279⁹⁸** /mo.

2015 FORD EDGE AWD SE

2.0 ECOBOOST AUTO., A/C, TILT CRUISE, P/W, P/DL CD, MUCH MORE!
STK# 87928 MSRP \$30,990
 24 Month Red Carpet Lease. \$228.12 mo. 10,500 miles per year. Selling Price \$28,575. Total of Payments \$5,474.88. \$3,500 Cash and \$2,000 Rebate as Downpayment. First Payment Due at Signing for well qualified buyers. All taxes and fees included.



BRAND NEW!

Red Carpet Lease for **\$228¹²** /mo.

2016 FORD ESCAPE SE 4x4

ECOBOOST, AUTO., CLIMATE CONTROL, SYNC, P/W, P/DL CRUISE, CD, CONVENIENCE PKG., MORE
STK# 87920 MSRP \$31,275
 24 Month Red Carpet Lease. \$158.27 mo. 10,500 miles per year. Selling Price \$27,900. Total of Payments \$3,798.48. \$3,500 Cash and \$2,750 Rebate as Downpayment. First Payment Due at Signing for well qualified buyers. All taxes and fees included.



BRAND NEW!

Red Carpet Lease for **\$158²⁷** /mo.

2016 FORD FUSION SE

4 CYL., AUTO., A/C, TILT CRUISE, P/W, P/DL, CD SYNC, ALLOYS, MORE!
STK# 30502 MSRP \$25,225
 36 Month Red Carpet Lease. \$119.17 mo. 10,500 miles per year. Selling Price \$22,925. Total of Payments \$4,315.32. \$3,500 Cash and \$3,500 Rebate as Downpayment. First Payment Due at Signing for well qualified buyers. All taxes and fees included.



BRAND NEW!

Red Carpet Lease for **\$119⁸⁷** /mo.

2016 FORD EXPLORER XLT 4x4

V-6, AUTO., CLIMATE CONTROL, REMOTE START LEATHER, MOONROOF, NAVIGATION, MUCH MORE
STK# 87949 MSRP \$43,605
 24 Month Red Carpet Lease. \$279.98 mo. 10,500 miles per year. Selling Price \$39,600. Total of Payments \$6,719.52. \$3,500 Cash and \$250 Rebate as Downpayment. First Payment Due at Signing for well qualified buyers. All taxes and fees included.



BRAND NEW!

Red Carpet Lease for **\$359⁷⁵** /mo.

2016 FORD FIESTA SE

4 CYL., AUTO., A/C, TILT CRUISE, P/W, P/DL, SYNC CD, ALLOYS, MORE!
STK# 30547 MSRP \$17,780
 24 Month Red Carpet Lease. \$139.24 mo. 10,500 miles per year. Selling Price \$16,525. Total of Payments \$3,341.76. \$3,500 Cash and \$250 Rebate as Downpayment. First Payment Due at Signing for well qualified buyers. All taxes and fees included.



BRAND NEW!

Red Carpet Lease for **\$139²⁴** /mo.

FIRST YEAR MAINTENANCE FREE. EXCLUSIVE TO VARNEY FORD CUSTOMERS. ACTIVE & RETIRED MILITARY RECEIVE AN ADDITIONAL \$500 OFF ALL NEW FORD VEHICLES (EXCLUDING THE FORD FOCUS S)

PRESIDENTIAL SAVINGS ALL MONTH LONG!

2014 TOYOTA CAMRY SE

4 CYL., AUTO., AIR, TILT, CRUISE, P/W, P/DL, CD, AND MUCH MORE!
STK# N5664



VARNEY PRICE \$17,595

2013 HYUNDAI ELANTRA

4 CYL., AUTO., AIR, TILT, CRUISE CONTROL P/WINDOWS, P/DOOR LOCKS, CD
STK# 4229A



VARNEY PRICE \$11,995

2013 FORD FOCUS SE

4 CYL., AUTO., A/C, TILT, CRUISE SYNC, LEATHER, MOONROOF, MORE
STK# N4645



VARNEY PRICE \$9,595

2002 FORD MUSTANG CONVERTIBLE

V-6, AUTO., LEATHER, P/WINDOWS, P/DOOR LOCKS, P/SEAT, ALLOYS, SPOILER, MORE!
STK# N5646



VARNEY PRICE \$6,995

2014 CHEVROLET 4X4 LT CREW CAB Z-71

V-8, AUTO., AIR, TILT, CRUISE, P/S, P/W, P/DL, TOW PKG., ALLOY WHEELS & MORE
STK# 30512A



VARNEY PRICE \$32,995

2014 FORD FIESTA HATCHBACK SE

4 CYL., AUTO., AIR, TILT, CRUISE, SYNC P/WINDOWS/DOOR LOCKS, ALLOYS, MORE
STK# 30348A



VARNEY PRICE \$10,595

2013 F-150 FX4 4X4 SUPERCAB

ECOBOOST ENGINE, BUCKET SEATS, CONSOLE SHIFT, P/W, P/DL, TILT, CRUISE, A/C, CD, SYNC, BEDLINER, TOW PKG., AND MORE!
STK# 11370A



VARNEY PRICE \$28,995

2013 FORD TAURUS LIMITED

V-6, AUTO., A/C, P/W, P/DL, LEATHER, HEATED SEATS, MUCH MORE
STK #N5688A



VARNEY PRICE \$22,995

2014 DODGE GRAND CARAVAN

V-6 AUTO., A/C, TILT, CRUISE, CD STOW AND GO SEATS, 7 PASSENGER
STK# N5644



VARNEY PRICE \$14,995

2010 FORD FLEX SE

V-6, AUTO., AIR, TILT, CRUISE, P/W, P/DL, P/S, WHITE ROOF, ALLOYS AND MORE!
STK# 87945A



VARNEY PRICE \$14,995

PRICES SUBJECT TO CHANGE WITHOUT NOTICE. PRICES INCLUDE ALL APPLICABLE INCENTIVES. MUST FINANCE THROUGH FORD MOTOR CREDIT CORPORATION. TAX AND TITLE EXTRA. R.C.L. LEASE DISCLOSURE: ALL LEASES BASED ON 10,500 MILES PER YEAR. RATES ARE FOR WELL QUALIFIED BUYERS. BUYERS MUST QUALIFY FOR COMPETITIVE OWNER LEASE CASH. FIRST PAYMENT DUE AT SIGNING. SEE DEALER FOR COMPLETE DETAILS.

CALL DIRECT
368-4300
 TOLL FREE
800-613-3673

VARNEY FORD

VARNEYFORD.COM

**JUST OFF EXIT 157 ON I-95
 ROUTE 7, NEWPORT**
 1 MILE NORTH OF TRIANGLE ON RT. 7
 SALES OPEN: 8AM-6PM DAILY
 8AM-5PM SATURDAY
 PARTS and SERVICE
 OPEN: 7:30AM-5PM MONDAY-FRIDAY

PREVIEW 2016 NEW-VEHICLE GUIDE

CONTINUED FROM PAGE 3



SCION iM

Overall: Toyota breathes new life into its Scion brand with the new iM wagon and sub-compact iA sedan.

Drivetrain: A four-cylinder engine generates 137 horsepower; six-speed manual and continuously variable transmissions direct torque to the front wheels.

Based on the current Toyota Corolla platform and sold overseas as the Auris, the Japan-built iM could be just the right kind of vehicle that Scion's youthful target buyers can get behind. The vehicle's sportwagon-styling is easy on the eyes and looks considerably smarter than the retired xB and xD boxes and the tiny iQ runabout. It also helps that the wagon/hatchback has been fitted with additional body cladding and a very cool set of 17-inch alloy wheels. The iM's other claim to fame is its overall spaciousness. With the back seat folded, the load floor is perfectly flat and the large liftgate makes it easy to load/unload bulky gear. Inside, the premium-feel cloth seats are particularly supportive in front and are complemented with generous legroom in back. The dashboard and control panel are clearly laid out and covered with soft-touch materials. Turning the key activates a Toyota-Corolla-based 1.8-liter four-cylinder rated at 137 horsepower and 126 pound-feet of torque. A six-speed manual transmission or optional continuously variable unit (CVT) direct power to the front wheels. Where the iM excels is traversing twisty backcountry roads, where the well-tuned suspension helps keep the car flat and stable in the turns while taking uneven surfaces in stride. The well-bolstered sport-style front seats are a big help, too. Right out of the box, all Scions arrive well trimmed out and the "mono-spec" iM is no exception. Aside from the cool alloy wheels, you get dual-zone air conditioning, backup camera, power folding outside mirrors and a 7.0-inch touch-screen display for the six-speaker Panasonic-brand audio system with iPod connectivity. Among the few dealer-installed options is a navigation system plus a number of additional dress-up items. A sunroof is not available, nor is the latest crash-mitigating safety features that are beginning to migrate onto the options lists of competing vehicles.

Base price (incl. destination): \$19,250

Type: Four-door compact wagon

Engine (hp): 1.8-liter DOHC I4 (137)

Layout: Front-engine, front-wheel-drive

Transmissions: Six-speed manual; continuously variable (opt.)

MPG (city/highway): 28/37 (CVT)

Weight (lb.): 2,620



TOYOTA PRIUS

Overall: At long last a new and more modern Prius that's bigger and sexier-looking, but uses less fuel; Prius v wagon and Prius c small hatchback carry over for now.

Drivetrain: A new internal-combustion engine combined with an equally new electric motor appears to provide incremental improvements in fuel economy.

With sales of more than 3.5 million cars over the past three generations, the Prius remains the undisputed king of the hybrids, although its crown is starting to tarnish a bit. To the rescue for 2016, a new model will set forth upon the land with completely redesigned -- and quite attractive -- sheetmetal to give the car a more premium visage. Dimensionally, the new Prius is about 2.4 inches longer, 0.6 inches wider and 0.8 inches lower than the previous version. The only obvious sign of disappointment is the interior, in particular the dashboard that's a mash-up of disconnected shapes amidst large swaths of vacant blandness. That likely won't concern the Prius faithful, who are primarily concerned with how economical the hybrid will be. While technical details are scarce as of this writing, Toyota claims that the car will achieve a 10 percent improvement in combined city/highway fuel economy, which means the numbers would be about 55 mpg, up from 50. Toyota further states that the mpg number is the highest of any hybrid... without a plug, that is. A less weighty battery pack and more energy-dense batteries combined with a more efficient gas engine are being credited with this improvement. Toyota also promises the Prius will ride and drive with a "more responsive" suspension to make use of a stiffer chassis. Along with the usual standard features, Prius owners will also be able to access a range of active safety enhancements such as adaptive cruise control, lane-departure warning, collision-avoidance with pedestrian detection and automatic high beams.

Base price (incl. destination): \$25,000 (est.)

Type: Four-door mid-sized hatchback/wagon

Engine (hp): TBA

Layout: Front engine, front-wheel-drive

Transmission: Continuously variable

MPG (city/highway): 56/54 (est.)

Weight (lb.): 3,100 (est.)



Dream car 2016 Ford Mustang convertible graces the showroom at Varney Ford.

Photos by Susan Varney

A dreamboat or a workhorse: Varney Ford has a vehicle for you

BY SUSAN VARNEY
Correspondent

It's that time of year when you start dreaming of warm weather and cruising. Walking into Varney Ford in Newport on a gray winter day and seeing a gorgeous Mustang convertible in deep red is enough to make anyone's day. Don't let me get behind the wheel or you may never see me again!

The Mustang has many features and more options than you have fingers and toes to count. According to Wikipedia "the 1965 Mustang was the automaker's most successful launch since the Model A. The Mustang has undergone several transformations to its current sixth generation."

Like many, I like to dream but will be happy with a Ford Focus or an F150 depending on more practical needs.

Andre Lester, General Manager and Georgia native is enjoying his 8th winter in Maine. He met and married a Maine girl from the county and has two daughters. He likes the seasons but misses the southern fried food of his youth. He says Varney Ford is special because it is a "small town dealer with a big city inventory." Part of the reason for that is the Bangor dealership complimenting and increasing the effective choices of buyers.

Varney Ford wants to be your family car dealer, treating people like people, getting to know what you want and making it available. When asked about the most popular vehicle in stock, Lester said, "The number one selling truck in America for 38 years is the Ford F150."

I know people who wouldn't have anything else.

My friend Norma has a Ford Focus and I asked her what influenced her choice. She ticked off on her fingers 1. Her PT Cruiser was rusty and needed replacing or rust work; 2. Local dealer; 3. Good mileage; 4. No bells and whistles; 5. In her price



Sales representative Brock Leavitt with the Ford F150, a 4-door truck for the family that needs a working vehicle.

Below, Brock stands alongside a racing red Ford Focus at Varney Ford, in Newport.



range. 6. Hatchback; 7. And Consumer Reports said 70% of owners would buy the Focus again. Basically, that is what consumers are looking for, reliability, availability, drivability and value.

Can you imagine a vehicle that lets you know when your fluids need to be

topped off or can schedule your next service appointment? Today's vehicles do all that and more. Now's the time to spend a dreary day checking out the shiny new vehicles in showrooms and Varney's of Newport is a great place to start. Varney Ford is located at 237

Moosehead Trail in Newport and is open from 8 a.m. to 6 p.m. Mon. - Sat., closed Sunday. On their website at www.varneyford.net you can research details on all the models they sell. The business can also be reached by calling 888 460-7356.

AUGUSTA'S FOREIGN Car Specialist!



- Scheduled Maintenance
- Tune Up
- Diagnostic
- Engine Repair
- Brakes
- Steering / Suspension
- Exhaust
- A/C Service
- Quality Parts & Service

"Keeping your vehicle safe and dependable for the long run."

KIRKPATRICK'S SERVICE & REPAIR

82 Cony Road • Augusta, ME



622-1557

Mon. - Fri. 7:15 a.m. - 5:30 p.m.



With Auto loans so low,
all you have to do is pick
which road.

Winslow Community Federal
Credit Union has your back with
car loan rates as low as 2.74%
APR!

Winslow
Community
FEDERAL CREDIT UNION

12 Monument Street
Winslow, Me, 04901
(207) 872-2636





PRESIDENTIAL SAVINGS



NEW! 2016 CHEVROLET SILVERADO DBL CAB 4X4 LT

#1344, 5.3L V-8, All Star Edition, Heated Seats, Tow Pkg., Power Windows, Power Seats, Power Door Locks, Remote Start, Rear Camera, MSRP \$43,425

Save \$7,430



Varney Price **\$35,995** or
Lease **\$327/mo. 39/mo.**

39 month lease, 10,000 miles per year. Sale price \$39,995. 1.8% APR. Residual \$27,260. \$4,250 CCR. 1st payment due at signing. Tax & fees included.

NEW! 2016 CHEVROLET COLORADO CREW

#14273, V-6 Automatic, Power Windows, Power Door Locks, Tilt, Cruise, Bose® Stereo MSRP \$36,455

Save \$2,460



Varney Price **\$33,995**

NEW! 2016 CHEVROLET TRAVERSE AWD LT

#14272, V-6 Automatic, Power Windows, Power Door Locks, Power Seats, Capt'n Chairs, Heated Seats, MyLink, Tow Pkg. MSRP \$39,895

Save \$3,900



Varney Price **\$35,995**

NEW! 2016 CHEVROLET SONIC LT

#14278, V-6, Automatic, Power Windows, Power Door Locks, Tilt, Cruise, Spoiler, Fog Lamps MSRP \$19,015

Save \$1,020



Varney Price **\$17,995**

NEW! 2015 CHEVROLET IMPALA LT

#14187, 4 Cyl., Automatic, Power Windows, Power Locks, Power Seats, Tilt, Cruise, Rear Camera, Remote Start MSRP \$30,670

Save \$4,675



Varney Price **\$25,995**

NEW! 2016 CHEVROLET EQUINOX AWD LT

#14287, 4 Cyl., Automatic, Power Windows, Power Door Locks, Power Seats, Remote Start, Heated Seats MSRP \$30,655

Save \$1,660



Varney Price **\$28,995**

NEW! 2015 CHEVROLET SILVERADO REG. 4x4 LT

#14163, V-6, Auto., Power Windows and Locks, Tilt, Cruise, H.D. Tow MSRP \$37,400

Save \$7,405



Varney Price **\$29,995**

NEW! 2016 CHEVROLET CRUZE LT

#14266, 4 Cyl., Auto., Power Windows/Locks and Seat, Remote Start, Tilt, Cruise MSRP \$22,400

Save \$2,405

\$0 DOWN

Varney Price **\$19,995** or
Lease **\$199/mo. 39/mo.**

27 month lease, 10,000 miles per year. Sale price \$20,695. .96% APR. Residual \$13,440. \$3,455 CCR. \$2,500 down cash or trade plus 1st payment due at signing. Tax & fees included.



2013 CHEVROLET CRUZE LT

#1310A, 4 Cyl., Auto., P/W, P/DL, P/S, Tilt, Cruise, Sunroof



Varney Price **\$13,995**

2012 HYUNDAI VELOSTER

#P2517A, 4 Cyl., Auto., Navigation, Sunroof, P/W, P/DL, Tilt, Cruise



Varney Price **\$11,995**

2014 GMC SIERRA REG CAB 4X4

#14248A, V-8 Auto., P/W, P/DL, Tilt, Cruise, HD Tow



Varney Price **\$25,995**

2014 CHEVROLET SILVERADO DOUBLE CAB 4X4 LT

#14271A, 5.3L V-8, P/W, P/DL, P/S, Tilt, Cruise, HD Tow, All Star Pkg.



Varney Price **\$29,995**

2013 NISSAN ALTIMA

#P2684, 4 Cyl., Auto., P/W, P/DL, Tilt, Cruise



Varney Price **\$12,995**

2014 CHEVROLET EQUINOX AWD

#P2762, 4 Cyl., Auto., Power Windows and Locks, Tilt, Cruise



Varney Price **\$17,995**



VARNEY CHEVROLET

FIND NEW ROADS™

384 SOMERSET AVE., PITTSFIELD • 487-5111 • 1-800-427-5115

GET MORE FOR YOUR MONEY AT VARNEY CHEVROLET!

Sales: 8-6 M-F, 8-5 Sat • Service/Parts: 8-5 M-F, Closed Sat. • www.varneyvalue.com

*All Prices Include Rebates, Business and Dealer Incentives. Tax, Title and Fees not included. Dealers are ineligible for advertised prices and leases. All Pending Credit Approval. Prices subject to change without notice. Customer must qualify for all rebates and incentives. To Qualify for Loyalty Rebate, Customer must have a 1999 or Newer GM Vehicle. To qualify for GM Conquest, customer must have a 1999 or newer non-GM vehicle. GM Owner Loyalty: to customers who currently own or lease a 1999 or newer General Motors vehicle. Owners may include someone in same household. Proof must include copy of registration, current lease contract or payment coupon. Sale prices for this ad ends February 15, 2016 while supplies last. Taxes and Fees include rates and terms available to qualified buyers.

To tackle Maine jobs and terrain consider Ram 1500s and Jeep Trailhawks

BY VALERIE TUCKER
Correspondent

With fuel prices at record lows, Hartley's Chrysler Dodge Jeep Ram dealership customers are really excited about their 2016 trucks and SUV options, according to General Manager Adam Friend.

"Our award-winning Ram lines are fully capable of doing dirty work when duty calls, but they have all the latest bells and whistles that consumers have come to expect," he said.

Like most full-sized trucks, the Ram 1500 offers multiple engine options, said Friend. All Ram 1500s now come with an efficient eight-speed automatic, a pickup-truck exclusive. Most come with a 5.7-liter Hemi V8 that delivers plenty of power and still returns a class-average 15 mpg overall. The 3.0-liter EcoDiesel V6 is the only turbo-diesel currently offered in a half-ton truck.

"The base engine is a 305-hp, 3.6-liter V6 with an eight-speed automatic transmission," Friend said.

The eight-speed automatic deserves much of the credit.

"It picks the right gear for the job every time," he said.

A unique coil-spring rear suspension gives it a smooth ride and the interior is whisper-quiet. Continued interior and powertrain improvements make the Ram a particularly well-rounded choice, and lately has become the first truck in its class to offer a diesel. The big benefit of diesel is when towing; it can climb hills with barely a bump in engine speed and only a minor downshift or two. With plenty of torque, this engine also moves the big Ram smoothly for passing or merging, he said.

"No one ever complains about a Ram truck feeling underpowered," Friend said.

The Ram is available in either rear-wheel-drive or with a selectable full-time four-wheel-drive system that has an Auto mode which automatically engages the front wheels when things get slippery. The four-wheel-drive



Contributed photo

Two of the Hartley Chrysler-Dodge-Jeep-Ram Dealership's most popular sellers are the 2016 Jeep Renegade (left) and the 2016 Ram 1500 (right). The sales team (l - r) of Zachary Giguere, David Hodgkins, Tony Francis and Shawn Richards are knowledgeable about the vehicle lines and models in their inventory. The Ram line has been a consistent winner of industry awards, including US News & World Report's 2015 "Best Full-Size Pickup for the Money." The 2015 Jeep Renegade was named one of the "10 Best AWD Vehicles Under \$25,000" by Kelley Blue Book.

system is controlled with push buttons under the shift dial. It also includes a low range for off-roading or mud. No manual transmission is available. The Ram's selectable full-time 4WD system is a major asset because it can remain engaged indefinitely and frees drivers from judging when to engage or disengage it. "With a ton of torque, ample ground clearance and good traction, the Ram can move up a rock hill as if it were a walk in the park," Friend said. Opting for the EcoDiesel in the same configuration gives a max tow rating of 8,750 pounds. The 3.6-liter V6 base engine tows up to 7,150 pounds in this version.

"If you plan on towing, buying the Ram with the factory tow package

will probably save money and hassle," Friend suggested. "Also consider getting the integrated trailer brake controller."

The dealership can install it after-the-fact through Mopar accessories for about \$250 in parts. The big optional tow mirrors work well, and the optional backup camera is a big help for hitching up a trailer, as well as everyday parking. According to Consumer Reports test drivers, the Ram truck also is the most comfortable-riding pickup on the market.

"Ride motions are gradual and controlled, and impacts are well-muted over bumps large and small," they reported. "Highway cruising feels relaxed."

Friend said the Jeep Renegade is another of the Hartley dealership's top sellers. It has a substantial, solid feel and plenty of cargo space. It also offers a nine-speed automatic transmission and plenty of options, including up-to-date crash-avoidance technology.

"The Trailhawk version can tackle some pretty remote parts of Maine," he said.

The Trailhawk features underbody cladding, a raised ride height, simulated low-range gearing, and other traction tweaks. Tow capacity is 2,000 pounds with the 2.4-liter engine; towing is not recommended with the 1.4-liter. Available features include dual-zone automatic climate control, push-button start, removable roof panels, a nine-speaker Beats audio

system, a rearview camera, blind spot monitoring, forward collision warning, rear parking sensors, lane departure warning, rear cross traffic alert and the Uconnect infotainment system with a 6.5-inch touch screen, Bluetooth, satellite radio, HD Radio and navigation.

Hartley's Chrysler Dodge Jeep Ram is located at 30 Main Street in Newport.

The sales department can be reached at (888) 630-5794, the service department at (888) 853-3965 and the parts department at (888) 790-8716. Also check their Facebook page. Dealership hours are 8 a.m.-5 p.m. Monday-Friday and 8 a.m.-3 p.m. on Saturday. The dealership is closed on Sunday.

How to cut the cost of auto insurance

The cost of auto insurance is contingent on a host of variables. Such factors include the type of vehicle being insured and the driving record of the policy holder.

While drivers may feel they have little leeway regarding the cost of their auto insurance, there are several steps motorists of all ages can take to lower their auto insurance premiums.

- **Address your credit score.** Policy holders' credit histories is one of the factors insurance companies use when determining the cost of individuals' insurance policies. In a 2015 analysis of data from Consumer Reports, the Insurance Information Institute found that drivers in Florida who had excellent credit scores received insurance quotes that were less than half that of drivers whose scores were considered poor. That's because insurance companies see drivers with poor credit scores as more likely to be in an accident than those with excellent scores. Before shopping for new policies, drivers should take steps to improve their credit scores by paying off their consumer debts and having any discrepancies on their credit reports corrected.

- **Continue your education as a motorist.** The III notes that non-driving factors, such as age, are among the variables insurance companies consider when determining the cost of their automotive policies. While older drivers can't reverse the aging process and younger drivers can't add years to their driving histories overnight, there are ways these drivers can lessen the impact their ages have on the cost of their auto insurance premiums. Advanced defensive driving courses can refresh older drivers' memories with regards to safe driving techniques while also teaching them the latest techniques to stay safe behind the wheel. Younger drivers who take such courses can be taught how to drive in emergency situations in controlled environments.

Consumer Reports notes that a 2012 report jointly sponsored by the U.S. government, AAA Foundation for Traffic Safety and Manitoba Public Insurance found that there is no evidence that traditional driver's education classes reduce crashes, highlighting the importance of advanced courses that can prepare older and younger drivers alike for what awaits them on the open road. Taking such classes can save drivers as much as 10 percent on their auto insurance premiums, and those discounts may even last several years.

- **Adjust your existing policy.** Mileage is another factor insurance companies use when pricing their automotive policies. While driving habits change, few drivers think to contact their insurance companies when their habits change in ways that can save them money. If your daily commute is shorter than it was when you initially opened your policy or if you now take public transportation to save money on gas, contact your insurance agent and give a more up-to-date assessment of your driving habits. Doing so might save you a considerable amount of money each year.

- **Combine your policies.** Perhaps the simplest way to save on auto insurance is to combine your auto and home insurance policies. Covering your vehicles and your home via the same provider may save you as much as 15 percent on each policy.

Auto insurance is a considerable expense, but drivers can take numerous steps to reduce the costs of their policies.



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



3.25% (3.64% APR) *
on new cars (2014-2016) or
3.99% (4.38% APR) **
on used cars (2011 or newer)

- Minimum credit score of 700 for at least one of the borrowers is required for these rates.
- Maximum 41% debt-to-income ratio is required for borrower to get these rates.
- Up to 100% financing available.
- Up to 60-month terms available.
- APR means Annual Percentage Rate.
- 60 monthly payments of \$18.08 per \$1,000 borrowed. Fixed rate.
- 60 monthly payments of \$18.41 per \$1,000 borrowed. Fixed rate.

Want more?
Automatic payments arrangements could reduce your rate by up to 0.25% more!

Franklin Savings Bank

Why would anyone bank anywhere else?
207-778-2900 800-287-0752
www.FranklinSavings.Bank

Farmington • Jay • River Valley • Rangeley • Skowhegan • Wilton

MEMBER FDIC

WINTER CAR CARE

Winter Car Care Checklist: To get your car cold-weather ready, check and repair these items now.

- Tire pressure can drop in cold weather. When tires are underinflated, you lose fuel efficiency, so monitor and maintain tire pressure throughout the winter.
- Those who live in particularly cold climates should switch from all-season to winter tires. Much as you wear winter boots to provide more traction and protection than sneakers, so should you equip your vehicle with tires that will stand up to winter terrain.
- Check on the status of your battery and its starting power. Cold weather can put more strain on a car battery. A battery that is already weak may not turn over when you need it most.
- Replace worn wiper blades and upgrade to a windshield fluid that is rated for subzero temperatures. Each of these items will improve visibility when winter precipitation is making its presence felt.
- Schedule an oil change. Dirty oil can hinder cold-weather starts and, if coupled with low coolant levels, can make it difficult for the engine to turn over.
- Keep jumper cables, a battery booster pack and warning cones in your vehicle. These can come to the rescue if your battery dies and you're stranded on the side of the road.

• While you're stocking the trunk or cargo bed, include a shovel, sand or cat litter, a flashlight, an ice scraper, water, and a blanket. These are good emergency items to have in the event your car breaks down in the winter. You can dig your tires out of a snow drift with the shovel and apply litter to increase traction. The blanket will come in handy if you have to sit in a cold car for a while awaiting roadside service.

Winter is no time to get stuck, on or off the road!
Let us check your vehicle with our state-of-the-art equipment including: Alignment, heating/cooling, battery/charging and more...

Fleet Service

Don't let the name fool you - put our expertise to work for your personal auto too! - Paul Petroulis

839 Brunswick Avenue
Gardiner, Maine 04345
(One mile from I-95, Exit 49)

582-1500

BROWNIE'S Auto Service and Sales

Since 1981
Bumper to Auto and Truck Repairs Foreign and Domestic
Brakes • Exhaust • Tune-Ups
Computer Diagnostics • State Inspections
"Quality Work...Reasonably Priced"
Lakewood Rd., Madison
474-3582

COLLISION Plus 2

858-0000

Committed to Quality Repairs

Mike & Michelle Bard, Owner
3 Merithew Drive
Rte. 201 • Skowhegan

Have Insurance? You DO have a choice - BE INFORMED

Professional Auto Body Repair
Custom Paint and Graphics
Expert Frame Straightening
Priority Repair for Most Insurance Companies

Foreign/Domestic Cars and Motorcycles
Specialty Workmanship • Attention to Detail
Very Competitive Prices!

Family Owned and Operated
Free Estimates

Maurice & Son Auto Body Shop Inc.
25 West St., Fairfield
453-6533

OUR MAINE SOURCE FOR AUTO PARTS

MOTOR SUPPLY

Main Street, Madison • 696-5329
232 College Ave., Waterville • 873-4286
171 State Street, Augusta • 623-1971
203 Madison Ave., Skowhegan • 474-3327
Routes 2 & 4, Farmington • 778-5166

Auto Value

Skowhegan & Waterville Tire Center

Home of the Best Tire Service
Specializing in Commercial Truck Tires

474-3295
Route 201, Skowhegan
Next to Skowhegan Drive-In
872-2938
218 College Ave., Waterville
Toll Free 1-877-287-8256
Mon.-Fri. 8 a.m.-6 p.m.
& Sat. 8 a.m.-2 p.m.

HARTLEY'S

★ **PRESIDENTS' DAY** ★
EVENT



GUTS & GLORY
RAM
TRUCK MONTH



DIESEL

**2015 RAM 2500
CREW CAB 4x4**

#50412

MSRP \$48,570
Discount - \$ 8,571

Hartley's Price \$39,999



**2015 DODGE CHARGER
SXT AWD**

#50318

MSRP \$35,990
Discount - \$ 5,490

Hartley's Price \$30,500



DIESEL

**2016 RAM 1500 CREW CAB
OUTDOORSMAN 4x4**

#60157

MSRP \$54,220
Discount - \$ 9,224

Hartley's Price \$44,996



**2015 CHRYSLER 300
LIMITED AWD**

#50377

MSRP \$39,675
Discount - \$ 6,388

Hartley's Price \$33,287



**2015 JEEP GRAND
CHEROKEE LAREDO**

#50467

MSRP \$32,990
Discount - \$ 2,991

Hartley's Price \$29,999



**2016 JEEP CHEROKEE
TRAILHAWK 4x4**

#60118

MSRP \$35,675
Discount - \$ 3,787

Hartley's Price \$31,888



**2016 DODGE DART SE
RALLYE PACKAGE**

#60114

MSRP \$20,130
Discount - \$ 2,242

Hartley's Price \$17,888



**2015 RAM PROMASTER
CITY**

#50457

MSRP \$25,240
Discount - \$ 4,043

Hartley's Price \$21,197



**2015 CHRYSLER
TOWN & COUNTRY**

#50247

MSRP \$31,190
Discount - \$ 5,191

Hartley's Price \$25,999



**2016 JEEP CHEROKEE
SPORT
4X4**

#60178

MSRP \$27,769
Discount - \$ 2,761

Hartley's Price \$24,999



**2015 DODGE DURANGO
SXT AWD**

#50468

MSRP \$34,090
Discount - \$ 4,091

Hartley's Price \$29,999



6.4 HEMI

**2015 RAM 2500 CREW CAB
4x4**

#50385

MSRP \$41,630
Discount - \$ 7,631

Hartley's Price \$33,999



1 OWNER

2014 TOYOTA AVALON

#50432A, Limited, Loaded, Only 17,000 Miles

Hartley's Price \$28,487



2 IN STOCK

2014 SUBARU XV CROSSTREK

#1541SA, Low Miles, Sharp, 1 Owner

Hartley's Price \$20,888



2012 JEEP COMPASS LATITUDE

#50481A, Local Trade, Latitude, Only 33,000 Miles

Hartley's Price \$16,775



**2012 DODGE GRAND
CARAVAN**

#50480A, Low Miles, Very Clean

Hartley's Price \$13,974



2014 JEEP RUBICON

#60241A, Auto., Leather, Loaded, 1 Owner
Only 21,000 Miles

Hartley's Price \$36,838



2012 JEEP GRAND CHEROKEE

#1506S, Very Clean, Only 21,000 Miles, 1 Owner

Hartley's Price \$23,985



3 TO CHOOSE FROM

2015 JEEP PATRIOT SPORT

#1575S, 4x4, Auto., Power Group, Low Miles

Hartley's Price \$17,888



2011 BUICK LUCERNE

#1540S, Super 8 Edition, Loaded, Beautiful, Low Miles

Hartley's Price \$16,555



2014 CHRYSLER 300

#1532S, Touring, AWD, Like New

Hartley's Price \$21,999



2 IN STOCK

2014 DODGE JOURNEY SE

#1592S, V-6, AWD, Very Clean, Low Miles

Hartley's Price \$18,884



Steve Hartley
Owner



Adam Friend
Sales Manager



Aaron Hawes
Sales Manager



Shawn Richards
Sales Representative



Tony Francis
Sales Representative



Zachary Giguere
Sales Representative



David Hodgkins
Sales Representative

All rebates and incentives to dealer. Includes Chrysler Capital Bonus when applicable. For qualified buyers only.

368-5751
1-844-714-5751
hartleyscountry.com

Like Us On
Facebook

EXIT 157
TO
7 11 100
**Hartley's
Country**
Newport

Generations of the Hight family drove the car business through ups and downs

BY VALERIE TUCKER
Correspondent

The Hight family has decades of stories about adventures with vehicles. On January 16, they gathered for a special celebration and an opportunity to honor the second-generation patriarch of the Hight Family of Dealerships.

Now 100 years old, Kirby Hight managed to sell cars even as a young student at Bowdoin College. One of his fraternity brothers wanted to buy a Buick convertible sedan. They were about as long as a one-ton truck, said his grandson Sam, and the price was about \$2800. Kirby had to order the car which was black with white upholstery and a white top.

"Kirby said he worried that if the fraternity brother didn't buy it, there wasn't a person in central Maine who would," Sam Hight said. "When the car arrived, the fraternity brother paid with a check and my grandfather used his profit to pay the next semester's tuition."

When WWII began, automobile manufacturing halted after 1941, and General Motors went into production of war materials. The Hights still ran the dealership because people still had to drive. He and his father Walter bought used cars and trucks from men going off to war and stored them in every barn in the area. Then, Kirby Hight joined the Navy and went through US Naval Academy's rigorous training program at Annapolis, MD. He became a Lieutenant Commander and captained the USS Schenck, a DD-159 destroyer that made convoy missions in the North Atlantic. They were attacked twice by German U Boats and fended them off using depth charges.

After the war, Hight Chevrolet sold new cars and trucks as fast as they could get them. It was hard to obtain used cars, and his grandfather looked for them everywhere, according to Sam.

"Kirby and a friend stopped a guy driving a used Chevrolet with a canoe strapped to the top," he said. "The guy didn't want to sell the car because he had no way to haul his canoe around, so Kirby bought

"Kirby and a friend stopped a guy driving a used Chevrolet with a canoe strapped to the top. The guy didn't want to sell the car because he had no way to haul his canoe around, so Kirby bought the car and canoe, and everyone was happy."

SAM HIGHT



Contributed photo

Four generations of the Hight Family of Dealerships celebrated Kirby Hight's 100th birthday recently. Kirby and his father Walter managed to grow the business through two World Wars, The Great Depression, periodic economic downturns and tough industry competition. Today, his sons Lou (front, left) and Walter (front, right) and grandsons Sam, Corey and Toby (standing, l-r) all manage dealerships of their own.

the car and canoe, and everyone was happy."

Dealers had to bring the cars from the factory, no matter the distance or the weather. One spring, Hight Chevrolet Buick

employees went out to the Buick factory at Flint, Michigan and drove back 13 Buicks. As Walter Hight, Kirby's father, recalled: "We paid for new cars when they left the factory, but I wish you

could have seen them when they landed in Skowhegan. They got stuck in the mud in New York, and some even burned out the clutches. What a mess of second-hand cars we had on our hands! The

cars were all sold before we went after them and about every one of those customers said that they were now second-hand. We locked the cars into a building, kept the lookers out, put on a crew of men and cleaned and polished the cars. Finally, we delivered them to our customers." Much has happened since Walter Hight started that business in Skowhegan in 1911, selling Model-Ts, along with potatoes, hay and other agricultural commodities. Since then, the four Hight generations have raised children together. They passed along the work ethics and essential skills of successful business management, while maintaining community service and community values as key components of their business philosophy.

The families also have been involved in countless community events, education, athletics, the Skowhegan and Farmington fairs, and civic organizations. Kirby Hight has served on the board of directors for the Maine Auto Dealers Association. Recognition for the centennial came from the state and federal levels, according to Sam Hight.

"He received letters from President Obama, Senator Angus King, Congressman Bruce Poliquin, Governor Paul LePage and had a Congressional Flag dedicated to him and placed in the national congressional record," he said. "Most people don't have birthdays like that."

Kirby Hight has done a lot for the community over his time in business, Sam Hight said, and the state legislature sent their appreciation in the form of a legislative sentiment.

"Mr. Hight is the past president and longtime director of the Skowhegan State Fair, past president and former trustee of the Redington-Fairview Hospital and an honorary trustee of Somerset Woods," the document stated. "With his late wife, Grace, he started a scholarship at the (Skowhegan) high school for graduating seniors pursuing post-secondary education. We extend our congratulations and best wishes to Mr. Hight on the centennial celebration of his life."

HIGHT

1911

105th

ANNIVERSARY

PRESIDENTS

Week

EVENT

2016

SAVE BIG ON ALL NEW AND USED VEHICLES IN STOCK

Find just the right vehicle at just the right price

2015 BUICK LACROSSE

Stock #FF342870, Dark Chocolate Metallic, Alloy Wheels, Dual Zone Climate Control, Backup Camera, 6 Months OnStar

\$29,995

MSRP \$35,055
SAVE \$5,060!

2015 FORD CMAX HYBRID SE

Stock #15189F, Equipped with Winter Pkg., Power Rear Liftgate, MyFord Touch and Sirius Pkg., Navigation, Remote Start.

\$22,888

MSRP \$28,595
SAVE \$5,707 OFF MSRP!

2015 RAM 1500 CREW CAB 4x4

Stock #1500C, Big Horn Edition, 5.7L Hemi V-8 6 Speed Automatic

\$36,926

MSRP \$43,800
SAVE \$6,874!

2016 CHEVROLET SUBURBAN LTZ

Stock #GR220811, Siren Red Tintcoat, Power Sunroof, Rear Seat Entertainment, 20" Chrome Wheels, 3 Zone Climate Control 6 Months OnStar, 4G LTE Wifi Hotspot 3GB/3 Months Trial

\$67,199

MSRP \$72,380
SAVE \$5,181!

2015 FORD F-150 SUPER CREW 4x4

Stock #15194F, 2.7L V-6 Ecoboost Engine, Trailer Tow Pkg., Sport Appearance Pkg., Center Console, Spray-in Bedliner, Electronic Locking Rear Axle, 17" Aluminum Wheels

\$35,993

MSRP \$43,680
SAVE \$7,687 OFF MSRP!

2015 CHRYSLER 200S ALL WHEEL DRIVE

Stock #15165R, All Wheel Drive, 295 Horsepower V-6 8.6 Touch Screen w/Navigation, Performance Heat Leather Seating

\$27,921

MSRP \$33,470
SAVE \$5,549!

CHEVY • BUICK • GMC

Wilton Road ~ Farmington
800-660-2438

www.hightchev.com

FORD

Madison Avenue ~ Skowhegan
474-3334

www.hightford.com

DODGE • CHRYSLER • JEEP

Route 20, Madison
474-7171

www.hightchev.com

Paul Blouin has five showrooms of fun

BY VALERIE TUCKER
Correspondent

Paul Blouin Performance, on outer Western Avenue in Augusta, has a tremendous story to tell. The multi-franchise dealership keeps more than 500 new and used motorcycles, ATVs and Mazda vehicles in stock at all times. With one of the largest vehicle inventories in all of New England, Blouin guarantees customers he'll have the right part for their Mazda vehicle or their Indian, Suzuki, Victory and Triumph motorcycles when they need it most.

"We have five different manufacturers and five different showrooms," Blouin said. "We're confident you'll find exactly what you've been looking for."

As Maine's largest Mazda dealer, Paul Blouin takes obvious pride in his expert staff. Sales manager Brandon O'Clair and sales staff Dustin Gay and Mark Coulombe don't hurry customers through the shopping experience. When customers require warranty service, maintenance and repairs, Jay Gardner, James Freeman Jr., Justin Spaulding, and Bruce Short, make the visit comfortable and quick, with loaner vehicles and a shuttle service. Jim Dickau and Paul Fischer manage the motorcycle and ATV sales department.

"We're not just a car dealer," Blouin said. "We're a performance dealer, and we're the largest in New England at what we do."

Paul Blouin Performance's Mazda crossover SUV models continue to satisfy consumer demand, says Blouin. The 2016 CX-3 has more cargo space, a comfortable seating position, a lower up-front cost and better fuel economy, making this subcompact model a hugely popular choice among buyers, according to sales manager Brandon O'Clair. The US News & World Report rankings picked the 2016 Mazda CX-3 as its most affordable subcompact SUV, noting its "exciting driving dynamics," among other features. Test drivers liked the infotainment system's responsiveness, simplicity and crisp display.

With 64.8 cubic feet of room, the Mazda CX-5 has more cargo space than most rivals have.

"For those who need more space, our 2016 Mazda CX-5 has it," Blouin said.

Those cargo features include easy-to-fold rear seats that make a flat load floor and a middle pass-through for long items. Edmunds reviewers

especially liked the Mazda CX-5's spacious, functional interior, impressive fuel economy and top safety scores.

"The CX-5's fun-to-drive demeanor is just a welcome bonus," they wrote.

Blouin says his dealership's basement showroom offers an irresistible treasure trove of new and used motorcycles and ATVs. Fischer says this mid-winter season is especially timely for buying the perfect motorcycle or ATVs at discount prices. Manufacturers also are unveiling some exciting changes in all the franchise lines he carries. He couldn't reveal details on some lines, but he said customers will be pleased. Blouin is Maine's exclusive Indian and Triumph dealer, and both lines sell extremely well. The Indian line remains a favorite, he said.

"You can't be a wallflower if you ride an Indian, because wherever you are, people just have to come over to talk to you," he said.

Fischer said the new Triumph Bonneville line has just been announced, and he'll be offering the 2016 line at the end of February. The Victory line offers a custom-line cruiser.

"If you try one, you'll own one," he said.

Some Victory bikes have younger, edgier styling, he said. Excitement is building for several new models to be announced for all lines.

"Victory has a new dedication to performance," he said. "They have some of the fastest bikes on the market."

A revamping of a Suzuki sports bike is well within the affordable price range for beginners, he said. Blouin's Performance also offers a complete package for those customers who want to get the riding gear with the bike.

"We have a fantastic selection of used motorcycles and ATVs, too," he said. "We're about the only place in the state of Maine where you can see this many bikes and ATVs at one time."

Customers have many options for financing all vehicle purchases, and Fischer said both the Victory and Indian motorcycle lines offer active military personnel, veterans, firemen and first responders a 1,000 discount on any motorcycle purchase.

The dealership is located at 513 Western Avenue in Augusta. Visit blouinperformance.com; email therpms@gmail.com or call (207) 626-3500. Hours are from 8 a.m. to 6 p.m. Mon.-Thurs. and from 8 a.m. to 5 p.m. on Fri. and Sat.



Staff photos by Charles Barnes

Paul Blouin's has more than 500 new and used motorcycles, ATVs and Mazda vehicles in stock at all times. Blouin guarantees customers he'll have the right part for their Mazda vehicle or their Indian, Suzuki, Victory and Triumph motorcycles when they need it most.



PRESIDENTS' DAY SAVINGS!

<p>RESOLUTION 129 RIDE</p> <p>2016 INDIAN SCOUT SIXTY</p> <p>\$168/MONTH FOR 72 MONTHS</p> <p>\$0 MONEY DOWN!</p> <p>MSRP \$8,999</p> <p>NOW THRU THE MONTH OF FEBRUARY</p> <p>1.99% for 72 months fixed rate</p> <p><small>72 months at \$168/month. Zero down in payment. Financed \$10,369. Payment includes tax, title and doc fee.</small></p>	<p>2016 TRIUMPH BONNEVILLE STREET TWIN</p> <p>STARTING AT \$8,700</p> <p><small>NOT INCLUDING FREIGHT AND SHIPPING</small></p> <p>62 MPG</p> <p>ABS Brakes Traction Control Throttle by Wire</p> <p><small>"New frame, new engine, new fuel efficiency (62 MPG)." - Cycle World</small></p> <p><small>"The ergonomics are excellent, absolutely first class!" - MotoUSA</small></p>	<p>#MYSUZUKI SALES EVENT</p> <p>2016 SUZUKI LTA 400 FAL15 ATV</p> <p>WAS \$6,999 NOW \$5,300</p> <p>\$95/MONTH FOR 72 MONTHS</p> <p>\$0 MONEY DOWN!</p> <p><small>72 month at \$95 a month. Zero money down. Amount financed \$5,835.45. Payment includes tax, title and doc fee.</small></p>	<p>NEW RIDERS PACKAGE!</p> <p>2013 SUZUKI GW250</p> <p>ONLY \$3,999 FOR 60 MONTHS</p> <p>\$85/MONTH</p> <p>\$0 MONEY DOWN!</p> <p>PACKAGE INCLUDES</p> <ul style="list-style-type: none"> ☑ Alliance Full Face Helmet ☑ Overload 2 Riding Jacket ☑ Athen Riding Gloves <p><small>60 month financing at 4.99%. 60 month at \$85. Zero money down. Amount financed \$4,456.69. Payment includes tax, title and doc fee.</small></p>	<p>REV IT UP GET READY TO RIDE</p> <p>2016 VICTORY VEGAS 8 BALL</p> <p>ONLY \$10,999</p> <p>\$185/MONTH FOR 72 MONTHS</p> <p>\$0 MONEY DOWN!</p> <p>106 Cubic Inch Engine, 6 Speed Transmission, 25.2" Seat Height</p> <p><small>MSRP \$12,499 • \$13,123 (freight & set up)</small></p> <p><small>\$188 for 72 months, finance at 4.414% fixed rate. Total financed \$11,847. Payment includes tax, title and doc fee.</small></p>
---	---	--	--	---

PAUL BLOUIN

mazda

FIVE SHOWROOMS OF FUN!

<p>2016 Mazda3 i Sport</p> <p>6 Speed, Backup Camera, All Power Features</p> <p>MSRP: \$19,190</p> <p>SALE PRICE \$18,339</p> <p>\$257 PER MONTH WITH MAZDA FINANCING</p> <p>UP TO 41 MPG</p>	<p>2016 Mazda CX-5 Sport</p> <p>ALL WHEEL DRIVE</p> <p>SALE PRICE \$24,750</p> <p>\$344 PER MONTH WITH MAZDA FINANCING</p> <p>UP TO 31 MPG</p> <p>MSRP: \$25,825</p>	<p>2016 Mazda MX-5 Miata</p> <p>Automatic, Club, Sirius, Convertible,</p> <p>MSRP: \$30,150</p> <p>ALL NEW COMPLETELY REDESIGNED</p> <p>Automatic & 6-Speed Available!</p> <p>Club & GT</p> <p>UP TO 36 MPG</p>	<p>2016 Mazda6 i Sport</p> <p>Automatic, P/L, P/W, A/C, CD, Backup Camera, MSRP: \$23,865</p> <p>SALE PRICE \$22,162</p> <p>\$313 PER MONTH WITH MAZDA FINANCING</p> <p>LEASE FOR \$299/Month</p> <p>UP TO 38 MPG</p> <p>ONE YEAR FREE MAINTENANCE!</p>	<p>2016 Mazda CX-3 Sport</p> <p>AWD, P/W, P/L, Cruise, Backup Camera, A/C, Keyless Entry</p> <p>SALE PRICE \$22,690</p> <p>\$325 PER MONTH WITH MAZDA FINANCING</p> <p>UP TO 32 MPG</p> <p>ONE YEAR FREE MAINTENANCE!</p>	<p>2015 Mazda3 i Grand Touring</p> <p>Leather, Moonroof, Bose, Heated Seats, Fully Loaded, MSRP: \$25,095</p> <p>SALE PRICE \$22,720</p> <p>\$325 PER MONTH WITH MAZDA FINANCING</p> <p>UP TO 41 MPG</p>
---	---	--	---	--	--

Paul Blouin Performance

513 Western Avenue, Augusta, ME 04330

626-3500 • 1-877-671-1811

www.paulblouinperformance.com

Payments include sales tax, title & document fee. All sale prices include all applicable rebates. Must present ad at time of purchase to receive sale prices. See dealer for details. \$2,000 cash down cash or trade. 2.99% APR financing for 75 months to qualified buyers.



PRESIDENTIAL SAVINGS EVENT

ALL MONTH LONG! Come Get Your Keys At The Place With No Doc Fees



TOYOTA

Let's Go Places

NO DOCUMENTATION FEE

NEW 2016 TOYOTA COROLLA LE
 #GT0057, 4 Cyl., CVT, Climate Control, Power Pkg., Back Up Camera, Mats
 MSRP \$19,725
 Rebate \$750
PURCHASE FOR \$17,809
 Or Lease for \$205/mo.

NEW 2015 SCION tC
 #FT0018, 4 Cyl., 6 Spd. Manual, A/C, CD, Power Moonroof, Alloy Wheels, Rear Spoiler, Mats and More
 MSRP \$20,609
SALE \$18,999*

NEW 2015 TOYOTA PRIUS C PKG ONE
 #FT1421, 4 Cyl., Auto., A/C, CD, Power Pkg., Mats and More
 MSRP \$20,600
 Rebate \$1,500
PURCHASE FOR \$18,359
 Or Lease for \$202*/mo.

NEW 2016 TOYOTA CAMRY LE
 #GT0338, 4 Cyl., Auto., A/C, CD, Power Pkg., Back Up Camera, Floor Mats and More
 MSRP \$24,130
 Rebate \$500
PURCHASE FOR \$21,191
 Or Lease for \$244/mo.

NEW 2016 TOYOTA RAV4 LE AWD
 #GT0347, Auto., All Wheel Drive, Power Windows & Locks, Cruise Control
 MSRP \$26,965
 Rebate \$500
PURCHASE FOR \$25,099
 Or Lease for \$277/mo.

NEW 2015 TOYOTA AVALON XLE PREMIUM
 #FT1389, V-6, Auto., Climate Control, Heated Leather Seats, Alloy Wheels, XM Radio, Power Moonroof, & More
 MSRP \$34,975
SALE \$30,024*

NEW 2015 TOYOTA SIENNA LE
 #FT1424, V-6, Auto., 3 Zone A/C, Back Up Camera, Dual Power Sliding Doors, Mats and More
 MSRP \$32,660
 Rebate \$1,500
PURCHASE FOR \$29,161
 Or Lease for \$344/mo.

*Sale prices on in-stock units only. All sale prices expire on 2/29/16. 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.

CENTRAL MAINE MOTORS AUTO GROUP

TOYOTA - SCION
 15 AIRPORT ROAD, WATERVILLE • 872-5444 • OPEN MON. - FRI. 8 - 7, SAT. 8 - 5
www.cmtoy.com • 1-800-882-4436

81st
 *Fuel Economy Estimates acquired from the U.S. Department of Energy. See <http://www.fueleconomy.gov>
 A FULL TANK OF GAS WITH EVERY NEW OR USED PURCHASE!

81st RECENT COLLEGE GRADS RECEIVE AN ADDITIONAL \$500 REBATE
TRUCK MONTH PRESIDENTS' DAY EVENT
 QUALIFIED MILITARY RECEIVE AN ADDITIONAL \$500 REBATE
65 RAMS IN STOCK!

NEW 2016 RAM 1500 QUAD CAB EXPRESS 4X4
 #GC0089, Auto., 5.7L Hemi V-8, A/C, 20" Alloy Wheels, Uconnect 5.0, Rear Back Up Camera, Trailer Tow
 MSRP \$40,060
\$7,111 OFF
SALE PRICE \$32,949*
 OR \$183 MONTH

NEW 2016 JEEP COMPASS SPORT 4X4
 #GC0055, Auto., A/C, Power Windows & Locks, Cruise, Tilt, Alloy Wheels
 MSRP \$25,885
\$5,336 OFF
SALE PRICE \$20,049*
 OR \$129 MONTH

COME SEE THE ALL NEW 2015 RAM PROMASTER CONVERSION VAN BY SHERROD VANS
 #FC0388, Auto., A/C, 7 Passenger Seating, Leather Heated Bucket Seats, 17.5" Flipdown TFT Monitor with Apple TV, Game Control Center
 MSRP \$64,500
\$10,000 OFF
SALE PRICE \$54,500*

NEW 2015 DODGE DART SE AERO
 #FC0077, Auto., A/C, 1.4L MultiAir Turbo, Uconnect, 8.4N Navigation
 MSRP \$22,735
40 MPG
\$2,800 OFF
SALE PRICE \$19,935*

NEW 2015 JEEP RENEGADE LATITUDE
 #FC0545, 1.4L Multi-Air Turbo, A/C, Navigation, XM Satellite Radio, My Sky Power Retractable Roof with Removable Panels
 MSRP \$24,930
\$3,035 OFF
SALE PRICE \$21,895*

NEW 2015 JEEP GRAND CHEROKEE LAREDO 4X4
 #FC0715, Auto., A/C, V-6, Power Windows & Locks, Cruise, Tilt, Alloy Wheels
 MSRP \$34,990
\$3,600 OFF
SALE PRICE \$31,390*
 OR 0% APR FOR 60 MOS.
 *0% APR financing for 60 months in lieu of rebates. For qualified buyers through Chrysler Capital.

NEW 2015 CHRYSLER 200C AWD
 #FC0305, 3.6L V-6, Auto., A/C, Navigation, Leather Heated & Ventilated Seats
 MSRP \$34,705
\$7,210 OFF
SALE PRICE \$27,495*

NEW 2015 CHRYSLER TOWN & COUNTRY TOURING L
 #FC0647, Leather Seats, Navigation, Rear DVD
 MSRP \$39,390
DEMO SPECIAL
\$6,395 OFF
SALE PRICE \$32,995*
 *Includes Chrysler Capital Bonus Cash

*Includes all available rebates. Sale prices on in-stock units only. All sale prices expire on 2/29/16. Tax and title extra. Owner Loyalty for current owners of Chrysler Group vehicles. Includes Chrysler Capital Bonus Cash
 A FULL TANK OF GAS WITH EVERY NEW PURCHASE!

CENTRAL MAINE MOTORS AUTO GROUP

CHRYSLER DODGE JEEP
 300 KENNEDY MEMORIAL DRIVE, WATERVILLE • 872-9211 • OPEN MON. - FRI. 8 - 7, SAT. 8 - 5
www.centralmainechryslerdodgejeep.com • 1-800-343-2158

81st
 *Fuel Economy Estimates acquired from the U.S. Department of Energy. See <http://www.fueleconomy.gov>
 Join us now on facebook

81st CHEVROLET GM FIND NEW ROADS BUICK TRUCK MONTH OnStar

NEW 2016 CHEVROLET CRUZE LS
 #GG0015, Satellite Radio, Aluminum Wheels, Keyless Entry
 MSRP \$18,670
SIGN & DRIVE
LEASE SALE PRICE \$13,595
 -\$1,000 CONQUEST REBATE
AS LOW AS \$12,595 OR LEASE FOR \$99 MO.
 *27 month lease. 10k miles per year. 25¢ per mile in excess of 22,500. Total of payments \$2,689. Residual \$11,202. \$0 down. Tax, title and 1st payment included.

NEW 2016 CHEVROLET TRAX AWD
 #GG0083, Back-Up Camera, iPod/MP3 Input, Aluminum Wheels, MP3 Player
 MSRP \$22,970
LEASE SALE PRICE \$19,949
 -\$1,000 CONQUEST REBATE
AS LOW AS \$18,949 OR LEASE FOR \$126 MO.
 *39 month lease. 10k miles per year. 25¢ per mile in excess of 32,500. Total of payments \$4,935. Residual \$12,633.50. \$2,500 due at signing plus tax and title. 1st payment included.

NEW 2016 CHEVROLET MALIBU
 #GG0111, Satellite Radio, Alum. Wheels, Keyless Entry, Steering Wheel Controls
 MSRP \$23,640
SIGN & DRIVE
LEASE SALE PRICE \$18,290
 -\$1,000 CONQUEST REBATE
AS LOW AS \$17,290 OR LEASE FOR \$169 MO.
 *27 month lease. 10k miles per year. 25¢ per mile in excess of 22,500. Total of payments \$4,563. Residual \$14,184. \$0 down. Tax, title and 1st payment included.

NEW 2016 CHEVROLET SILVERADO DOUBLE CAB LT 4x4
 #GG0080, 5.3L V-8, All Star Edition, Satellite Radio, Alum. Wheels
 MSRP \$43,875
LEASE SALE PRICE \$35,250
 -\$1,000 CONQUEST REBATE
AS LOW AS \$34,250 OR LEASE FOR \$188 MO.
 *39 month lease. 10k miles per year. 25¢ per mile in excess of 32,500. Total of payments \$7,345. Residual \$26,763.75. \$2,500 due at signing plus tax and title plus 1st payment

NEW 2015 CHEVROLET DOUBLE CAB LT Z71 ALL STAR EDITION
 #FG0605, Trailer Hitch, Privacy Glass, Keyless Entry, Steering Wheel Controls
 MSRP \$45,500
LAST ONE!
SAVE OVER \$10,000 OFF MSRP
SALE PRICE \$36,499
 \$1,000 CONQUEST CASH
SALE PRICE \$35,499

NEW 2015 CHEVROLET SONIC LT
 #FG0496, 4 Cyl., Auto., Satellite Radio, iPod/MP3 Input, Aluminum Wheels, Remote Engine Start
 MSRP \$18,565
LAST ONE!
SALE PRICE \$14,499
 \$1,000 CONQUEST CASH
SALE PRICE \$13,499

NEW 2015 CHEVROLET SPARK LS
 #FG0616, 4 Cyl., iPod/MP3 Input, Aluminum Wheels, Rear Spoiler
 MSRP \$14,405
LAST ONE!
SALE PRICE \$10,999
 \$1,000 CONQUEST CASH
SALE PRICE \$9,999

NEW 2015 CHEVROLET SILVERADO 1500 CREW CAB
 #FG0491, Satellite Radio, CD Player, Keyless Entry, Heated Mirrors, 4 Wheel ABS
 MSRP \$42,690
LAST ONE!
SAVE OVER \$8,900
SALE PRICE \$34,750
 \$1,000 CONQUEST CASH
SALE PRICE \$33,750

*Price includes all available rebates. Must finance through GMF. Conquest Cash = must own a 1999 or newer non-GM vehicle. Excludes taxes and title. Expires 2/29/16

CENTRAL MAINE MOTORS AUTO GROUP

CHEVROLET - BUICK
 420 KENNEDY MEMORIAL DRIVE, WATERVILLE • 872-5591 • OPEN MON. - FRI. 8 - 7, SAT. 8 - 5
www.centralmainechevybuick.com • 1-800-974-5864

NO COST 2 YEAR SCHEDULED MAINTENANCE
 *Fuel Economy Estimates acquired from the U.S. Department of Energy. See <http://www.fueleconomy.gov>
 A FULL TANK OF GAS WITH EVERY NEW OR USED PURCHASE!