

Family Listings

A complete listing of the Fred Beans Family of Dealerships

Dealerships

- Fred Beans Cadillac Saab **phone** 215-345-7222
- Fred Beans Buick Pontiac GMC **phone** 215-345-7100
- Fred Beans Chevrolet **phone** 215-348-3586
- Fred Beans Mitsubishi **phone** 215-340-7950
- Fred Beans Dodge Chrysler Jeep Subaru Suzuki **phone** 215-348-7500
- Fred Beans Ford Lincoln Mercury **phone** 215-348-2900
- Fred Beans Hyundai **phone** 215-345-8200
- Fred Beans Nissan of Doylestown **phone** 215-345-6900
- Saturn of Doylestown **phone** 215-348-5990
- Fred Beans Ford of Boyertown **phone** 610-367-2081
- Fred Beans Volkswagen **phone** 610-254-8000
- Fred Beans Pontiac Buick GMC of Limerick **phone** 610-495-1800
- Fred Beans Nissan **phone** 610-495-1800
- Saturn of Limerick **phone** 610-495-5900
- Fred Beans Ford of West Chester **phone** 610-696-4700
- Fred Beans Ford Lincoln Mercury of Wynnewood **phone** 610-649-3700

Subsidiaries

- Autorent of Doylestown **phone** 215-348-5151
- Fred Beans Collision Center **phone** 215-345-8080
- Fred Beans Detail & Accessory Center **phone** 215-230-0364
- Fred Beans Fleet Group **phone** 215-489-1000
- Fred Beans Parts **phone** 215-348-0202
- Fred Beans Management **phone** 215-345-8270
- Fred Beans Towing **phone** 215-345-8080
- NAPA of Doylestown **phone** 215-348-5057
- Noble Advertising **phone** 215-348-3040

DRIVING times

ISSUE 16

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Family Talk

What our customers are saying about the Fred Beans Family

Beth and Chris, Unbelievably, my 2003 Ford Windstar, with 6 people and a large rooftop carrier, went from the northern part of Lake Winnepesaukee to Doylestown on a single tank of gas. WOW!

—Jim Ryan, via email
Just for the record, it's more than 400 miles from central New Hampshire to Doylestown over hilly, winding roads and interstates, or better than 1.5mpg from a 26-gallon tank.

I think the U.S. has forgotten what customer service is. I realize I certainly had. I would have been satisfied if someone in your shop had just answered the phone on my fifth ring! The warmth and professionalism I experienced was a huge bonus. You've won a loyal customer and a public relations resource. I'll go out of my way to recommend your dealership to anyone and everyone.

—Robbie Ericson, president, Miitek Inc., Bryn Mawr

I was pleased that I took the time to attend the Saab workshop at Fred Beans last week. I found it enjoyable and a worthwhile experience. I learned quite a bit about my Saab and cars in general. Your team's presentation was just terrific. I am really impressed with the FB organization; everyone is so professional and helpful and it seems the team and level of service just get better over the years. I am now on my third Fred Beans purchase. You guys took the pain out of purchasing a car.

—Mary K. Darrah, via email

I just had to write and let you know what a wonderful service manager you have in Steve Zdunczyk. My 1996 Saturn had problems with the transmission and he did his utmost in getting my car repaired. He took the time to explain my transmission problems and the cost for the repair, plus finding out that Saturn would give me assistance in the cost. This greatly helped me as I am a senior citizen still working part-time.

—Regina Worstall, Hatboro
 P.S. My car will be serviced only at your place.

Dear Fred, I have been purchasing vehicles and equipment [from you] for close to 30 years, and I would like to tell you that you and your staff are a tremendous group of people. I just purchased a 2001 Ford Excursion from [Fred Beans Ford of West Chester]. When I contacted John Rose last evening to tell him about the cut in the back seat of my vehicle, I fully expected some kind of flat-line response, or certainly a bunch of questions. John handled it in a very courteous and completely professional manner. He had a driver come all the way to my home in Waterford, N.J., to pick me up and also return my vehicle. I have never seen any dealership treat customers this way.

I would like to express my thanks and gratitude for all of the outstanding attention, service, and exemplary professionalism that you and your staff have extended to me and my family. I must say that I can promise that we will be doing business together again in the future.

—Tom Giangulio Jr., via email



1100 Airport Blvd, 2nd Floor
 Doylestown, PA 18902

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 Permit No. 365

DRIVING times

Employees know how to hā`awi manawale`a (give gladly)



The Fred Beans Doylestown Family recently went all-out to help a coworker and his family—and with such enthusiasm that everyone will remember their efforts for many years to come. As soon as the company's Hardship Committee learned that

came up with the decorations."

Each person paid \$5 to bypass the Fred Beans dress code and slip into flip flops, gaily patterned shirts, flower leis and whatever their creativity spawned...and the results were hilarious.

employees donated items for the company-wide raffle that included passes to games, concerts and other activities; personal items and services; and gift certificates for dining and shopping. Many customers, after learning why the sales consultants and service techs wore san-



Doylestown Ford salesman John Breuninger had resigned because of serious health issues, they began making plans. The result was an astonishing Hawaiian Luau Day at all Doylestown facilities that raised more than \$10,000 for John and his family.

"Knowing John's love of travel and how much he's enjoyed his timeshare in Hawaii, we made that our theme," said Linda Bell, human resources director. "Beth Gilbert suggested a raffle and Donna McKinnon, assistant controller,

Imagine some 75 Hawaiian shirts, no duplicates. An abundance of grass skirts and straw hats. A few strategically placed coconuts, à la the musical South Pacific. Even Fred Beans skipped his usual office apparel and wore a checked shirt open at the neck—though the Hawaiian shirt stayed home in his closet.

Decorations were colorful and fun, with some locations adding tiki torches, surf boards, inflatable flamingoes, beach balls and towels and more. Vendors and

dals and leis, also contributed.

John and Anne, his wife, will also receive a beach towel autographed by all the Buick employees, \$200 worth of gift cards, and a "memory book" filled with good wishes and photographs chronicling the day.

Linda spoke for many when she said, "For me, it was truly a day to remember for the rest of my life. I'm just so proud to be a part of a company where we're committed to helping one another." **D**

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Let us know what you think: drivingtimes@fredbeans.com

A QUARTERLY NEWSLETTER OF THE FRED BEANS FAMILY OF DEALERSHIPS

Drive Ways

Saturn of Doylestown / Saturn of Limerick



Running rings around the others...

Two Fred Beans Saturn stores for you:

Saturn of Doylestown

4465 W. Swamp Road,
Doylestown PA 18902
215.348.5990
toll-free 800.220.2142
Lori Swenson-Walker, general manager
Paul Zolnierz, sales manager

Saturn of Limerick

22 Auto Park Boulevard,
Limerick PA 19468
610.495.5900
Chris Mancini, general manager
Randy Norris, general sales manager

Saturn Owner Events

Right from the Start
New Owner Workshops

Thursdays in Doylestown
7:30 - 8:30 pm

Sept 21 / Oct 19 / Nov 16

Call Saturn of Doylestown to confirm dates:
215.348.5990

For Saturn of Limerick dates,
call the dealership:
610.495.5900



is now located at
Saturn of Doylestown
215.348.5151

Three new Saturns break the mold

These Saturns really stand out! Whether you're going for "green," sporty "Euro-luxe" or low-slung power, Saturn has a new lineup with base prices, standard features and options that will tickle your fancy.

First out of the gate in late August or early September are the Vue Green Line, the industry's lowest-priced hybrid SUV, and Saturn's mid-sized sports sedan, the Aura. Following the green and the luxe by about a month is the Sky Red Line, a turbocharged roadster that'll cause many a heart to skip a beat.

Saturn enthusiasts won't be surprised to hear that all the 2007s are reasonably priced—but they will be stunned to discover how much bang their bucks will get them.

With a Vue to the future

"For only \$1,500 more than a conventional Vue—and thousands less than any of its competitors—the hybrid Vue can be carrying you and your family in style and saving you money at the pumps," says Paul Zolnierz, sales manager at Saturn of Doylestown. "The 4-cylinder, 2.4L Ecotec engine equipped with hybrid propulsion is great on gas mileage—estimated 29.7mpg highway."

Standard upgrades on the Green Line include ABS with traction control, 16-inch alloy wheels, body-color door handles and exterior mirrors, and a rear spoiler, as well as instrumentation that'll keep you in-the-know on your hybrid system. Base price is less than \$23,000—try to find another '07 hybrid SUV at

that price!

Cushy, alluring Aura

"We're really looking forward to the Aura," says Paul. "This mid-sized sports sedan, with its sculpted lines, elegant appointments and 252-horsepower V6, is a real departure for Saturn. With Aura, we're competing in a different league—the league of high-end European styling and performance."

Asked which Aura he'd drive home, Paul chose the XR with 3.6-liter 6-speed automatic in midnight blue, tan leather and woodgrain interior, advanced audio system, remote start, ABS, 8-way

heated power seats and airbags all around. And that's all standard in the XR package, which starts at \$24,595.

The XE, at \$20,595, features a slightly smaller engine and 4-speed automatic transmission.

Red Line at night, sailors delight

Day or night, drivers will be delighted with this faster and more powerful Sky Red Line. Its direct-injection, turbocharged 2.0-liter 4-cylinder Ecotec engine delivers 260 horsepower and 260 pound-feet of torque. Performance enthusiasts will appreciate the Red Line's standard features—mechanical limited-slip differential, stability control, more aggressive chassis setup and 5-speed Aisin manual transmission. Design aficionados will be drawn to the Red Line-exclusive front fascia and interior features, polished 18-inch wheels, leather-wrapped steering wheel with audio controls, stainless steel pedals and dual exhaust.

And all of them will rejoice at a price tag that's under \$28,000.



(Clockwise): '07 Aura, '07 Green Line Vue, '07 Sky.



Your AutoRewards membership Did You Know?

Are you still a bit confused about how the Fred Beans Family of Dealerships AutoRewards membership works? Maybe you've forgotten all of the advantages available to you as a holder of that great little card. Well, here's some help.

Q: I've been a member since the beginning of your AutoRewards program and now have a lot of points. I was thinking of buying a new car next year, but I'm worried that my points may expire before then. Is there a limit to how long my points are valid?

A: Congratulations on your long membership! Yes, there is a limit. Because each point is good for 60 months, you should probably take into consideration how much savings you'd lose by waiting.

Q: How do I check my point balance if I don't use a computer?

A: Any cashier can look up your point balance when you present your card. You don't have to be paying a service invoice...just ask! If you wish to phone the cashier at your dealership, it's helpful to have your card with your member number available. You can also call your salesperson at the dealership.

Q: I have a lot of points that will expire soon, but I'm not ready to buy another vehicle.

What do you suggest I do?

A: You can make someone very happy by transferring your soon-to-expire points to him or her. Just come into the dealership when your friend or family member is ready to buy. The sales consultant will validate the points and apply them to the purchase. (Plus, we'll give you 100 new points for your referral!)

Q: I know about the points I earn for service visits and that my first oil change is completely free, but what's this about the merchants program?

A: The merchant's program is a separate reason to carry your AutoRewards proof-of-membership with you at all times. Just by showing your card at our more than 100 business partners, you'll receive a range of benefits from free items to great discounts on purchases you would be making anyway. Your membership booklet tells you who these merchants are and what benefits they offer our AutoRewards members, or you can check out the list for your area by clicking on AutoRewards, then the AutoRewards drop-down menu at www.fredbeans.com. That's where you'll also find any coupons that may be required for your savings.

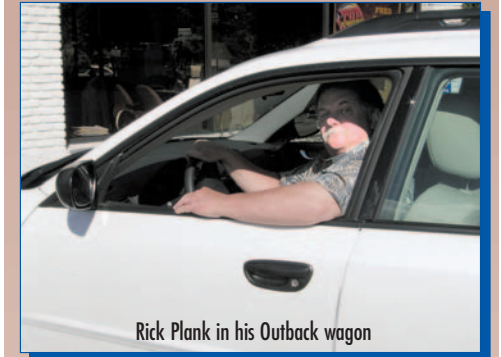


Remember to log on!

AutoRewards Redemptions

Saving for 'retirement'

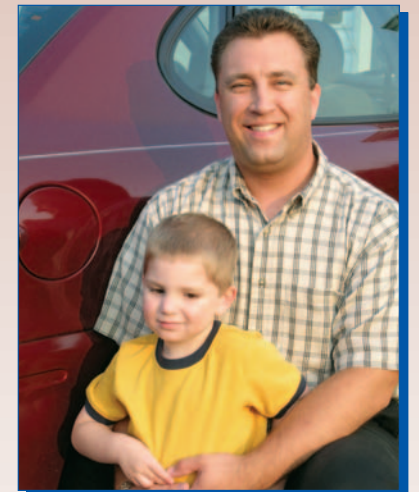
Rick and Lori Plank of Pipersville chose their 2006 Outback wagon because it was roomy and sat off the ground a little higher. Fred Beans Subaru doubled their points, which was just the encouragement they needed to trade in their '95 Legacy for their new "retirement car."



Rick Plank in his Outback wagon

A Taurus habit

"I'm a creature of habit," says Ben Heckman of Douglassville, who saved \$1732.91 when he traded his '99 Taurus for a second, barely used 2006 Taurus. "We earned all those points in just two years because I bring both my cars to Ford of Boyertown for routine maintenance."



Ben Heckman with son, Jacob

Follow your points balance and stay up-to-date on new vendors and special offers. Just go to fredbeans.com and click on "autorewards." It's all there, with a complete and concise explanation of the Fred Beans AutoRewards program.

Family Happenings

News about our people and activities around the organization

Limerick hosts Pinewood Derby

It was only a matter of time. Take three dealerships full of car enthusiasts and eventually they're going to want to go back to their childhoods and recreate their Pinewood Derby days.

On a Saturday in May, on a brand-new track bought for the occasion, five different Cub Scout groups from three Cub Scout councils participated in the Race for Hunger. Fred Beans' Limerick dealerships for Nissan, Saturn and Buick Pontiac GMC hosted the event and furnished prizes for first, second and third place. The entrance fee was a can of food—and 200 cans were collected to replenish the food pantry at Project Outreach in Royersford.

Pack 533, Gilbertsville, sponsored 18 cars, including the Beans Buggy one dad constructed so that the grown-up hosts could relive past victories (or not). It came in 12th.

Scout leader Edward White is looking forward to a repeat engagement. And it's rumored that the Beans team has secret plans in the store safe for their next entry!

Owner clinic nets winners all around

On May 20, the gang on the east side of North Easton Road—Fred Beans Chevrolet, Cadillac Saab and Buick Pontiac GMC—hosted an amazing Car Care Clinic for 77 customers. And what a day it was!

"For \$5, we provided a multi-point inspection on the vehicle they drove in, answered their questions, gave them coupons good for half-off their next oil change and 15 percent off any repairs indicated by the inspection that are made within 30 days," said **Chuck Matthews**, general manager at Chevy.



A real classic



CBWest Baseball car wash, too

A carnival atmosphere prevailed: balloons, food, some beautiful classic cars and a car wash to benefit the Central Bucks West baseball team.



Carnival atmosphere

A great selection of door prizes included a grand prize, won by Walter Nunnamaker of Lansdale, of a flat-screen television.

Limerick holds car clinic

The Auto Park Boulevard crew presented a New Owner's Clinic July 19 to 110 customers who bought a new Buick, Pontiac, GMC, Nissan or Saturn vehicle in the past quarter. The two-hour event included tours of the three facilities, a catered dinner and the chance to meet with manufacturers' representatives.



Learning how their vehicles work

"People really enjoyed the clinic," said **Dominic Vuotto** of the Nissan sales staff. "Some said this was the kind of service they'd expect luxury car owners to be shown. Each dealership had every single model up on the lifts so customers all were able to see under their cars. Even as a

salesperson, I thought it was really cool."

What made it extra-special was the sense of the personal connections: the managers introduced all the dealerships' "behind the scenes" personnel—parts managers, controller, cashiers and others most customers never meet face to face.

Towards the end of the evening, the Auto Park guests gathered to be quizzed on what they'd learned, with nifty prizes awarded, including Phillies tickets, tee shirts, hats and gas cards.

Child care center opens this fall

Construction coordinators from the BucksMont Katrina Relief Project expect Hancock County's first public building since last August's hurricane to be complete and ready for occupancy by mid-November. Furnished by the generosity of Fred Beans employees and the company's charitable fund, the Hancock County Child Development Center will be a state-of-the-art facility meeting the daycare needs of 124 infants, toddlers and preschoolers. Most of the construction has been accomplished by local companies and individual professionals who have donated their time and materials and traveled to Mississippi to do their part.



Hancock County CDC



One of the hard-working crews from PA

Devon VW sponsors 'Super Jam'

It was a great day for drag-racing enthusiasts of all ages at Maple Grove Raceway in Mohnton, PA, where Fred Beans Volkswagen of Devon sponsored the VW Super Jam in June. Along with a selection of new VWs from the Devon store that were on display, employees from Devon and Doylestown drove their own VWs to show off to the multitude of spectators—and more than one actually participated in an event.

Devon managers and staff helped serve up food from the grill, give away lots of freebies and answer a ton of questions about the new VWs that were displayed. They also handed out Fred Beans checks and trophies to the drag race winners and Best-of-Show trophies.

Chevy service ranked #1

The service department at Fred Beans Chevrolet in Doylestown has achieved the top rating for customer satisfaction among the 65 dealers' service departments in the Philadelphia zone, general manager **Chuck Matthews** reports. The department's "completely satisfied" score for May, June and July was 90.4 percent—a climb of more than 35 points in the past 12 months.

Congratulations to service manager **Marco Maldonado** and his entire service team.



Chevy's service department, with Marco Maldonado and Chuck Matthews, center left and right

NEW SALES HOURS

**Fred Beans of Limerick
Buick Pontiac GMC -
Nissan - Saturn
Fridays till 8:30pm**

Hours for all other departments remain the same.

Nothing z-z-z-z about these Zs

Many of the people at the Fred Beans Family of Dealerships really love cars and trucks, so there are days when they'd rather be at work than anyplace else on earth.

Saturday, June 10, at the Nissan of Limerick store was one of those days. For four hours, about 60 people and 35 vehicles took part in the Nissan



Best Stock Appearing ~ 1985 300ZX
Randy Spaide of Lansdale, Pa.

The dealership provided dogs and burgers on the grill, beverages and salads, and awarded trophies in four categories.

A Z capsule

The Nissan 350Z started life as a Datsun 240Z in 1970. The 240Z became the best-selling sports car in the world. The Z car was retired in 1996, with the last imported Z300ZX inducted into



Peoples Choice
2003 350Z
Cathy Robbins of Springfield, Pa.

350Z Meet organized by sales consultant **Dominic Vuotto** with the help of the staff.

"It's just a great car show," says Dominic. "Everyone parks in a line and people 'meet and greet.' They talk about how they got their services or modifications and look at the different cars. We had a blue 1980 Nissan Fairlady, an import from Japan with the steering wheel on the right side."



Dealer's Choice ~1990 300ZX
Pat McCall of West Chester, Pa.

the Peterson Automotive Museum in Los Angeles. Then, in 2002, the legendary Nissan Z was

reborn better than ever and pre-sold to customers who committed to the purchase without even a test drive. Base price for a new 2006 Nissan 350Z is \$28,055, including destination charges.

With two Fred Beans Nissan stores to attract interest across two counties, look for more events in the future. **D**



Best Overall ~ 1976 Datsun Roadster ~ Al Leri of Peckville, Pa.

Family Advantages

NAPA Parts
10% off

Good on any NAPA brand retail purchase.
[or 15% off OEM parts]



Cannot be combined with any other offer. Present coupon at time of purchase. Good until 11/30/2006.

Plan Ahead for Winter Cooling Service

\$10 OFF

Drain, pressure test & flush coolant system, refill coolant. Inspect critical components - belts, hoses and clamps.



Cannot be combined with any other offer. Present at service write-up. Offer good on most vehicles. 11/30/06.

Hand Wash & Wax

\$45 plus tax **YOU SAVE: \$15**

Includes: Hand wash w/ tar removal, hand wax (Car n'aba Wax), tires & white-walls scrubbed & dressed, towel dried & door jams wiped dry, windows cleaned and interior vacuumed.



Please call for an appointment & directions: **215-230-0364**
3960 Airport Blvd, Doylestown

Not to be combined with any other offer. Present at service write-up. Trucks & vans priced slightly higher. Good until 11/30/06.

Tire Rotation

\$5.95 plus tax

With a brake inspection



Cannot be combined with any other offer. Present coupon at time of service appointment. Good until 11/30/06.

Are you ready to crossover? Take it to the Edge this fall

The final Saturday in July was Moonlight Memories, a popular classic car show that's been drawing crowds and a couple hundred vehicles from days gone by to downtown Hatboro one evening each summer for the last 14 years. We're thinking that a couple decades down the road the York Road line-up might very well feature these restorations: a minivan and the full-sized sport utility that replaced it.

Because the next exciting wave is rolling in now, and Ford's new crossover is riding its front Edge. The new 2007 Ford Edge is due in showrooms by November, and the Fred Beans sales staff can hardly wait.

"A crossover merges the best features of a sedan and an SUV," says Chris Miller, sales manager at Fred Beans Ford in Doylestown, "including great fuel economy, a higher ride, car-like handling and a lot of seating and cargo configurations."

Bold and edgy

The Edge is Ford's second entry into the crossover market, riding in on the success of its 7-passenger Freestyle.

"Most important is the overall look of the Edge. It has the three-bar chrome grill that has become Ford's new design trademark, and a confident stance. If there were just one word to describe it, it would be bold.

"Its high beltline"—more sheet metal than window glass in the side panels— "helps cultivate the muscular look. Then there's the new 3.5-

liter, V6 engine, providing 265 horsepower and 240 pound-feet of torque."

The new close-ratio 6-speed automatic makes the Edge fast off the mark—reputedly the fastest zero-to-60 in its class. The sixth gear is an overdrive to maximize highway fuel economy: the new transmission is said to save up to 7 percent compared to a conventional 4-speed automatic.

Uncommon standard features

Ford demonstrates its commitment to safety with AdvanceTrac® with roll-stability control, 4-wheel ABS and a class-leading safety canopy system with rollover sensor—standard.

"As if that weren't enough, Ford designers added front seat side-impact airbags. I would say the challenge has gone out for other manufacturers to step up with safety or move out of the way," Miller says.

"But what really sets the Edge apart is the all-new, class-exclusive panoramic Vista roof. It pulls in 1295.9 square inches of daylight and blocks it with dual power sunshades. The roof opens, closes or vents with one touch."

The Ford Edge will offer both FWD and AWD models and two trim levels: SE and SEL. Pricing for the FWD SE model is expected to start around \$25,000.



2007 Ford Edge

Where do you want to go? Find your way to the Compass

This fall, Jeep's driving in a fresh direction with its all-new 2007 model, the Compass. Traditional Jeep toughness blends with a sleek, sophisticated appearance to deliver fun, comfort and utility.

This is not your grandma's Jeep, kids, but you can bet she'd like to slide behind the wheel and take it for a ride.

First front-wheel-drive Jeep

The Compass comes in Sport and Limited versions. Both feature a 2.4-liter, 172 horsepower, 4-cylinder engine and come standard with a five-speed manual and front-wheel drive. Both are available with a continuously variable transaxle or CVT2 with AutoStick® as well as Jeep's Freedom-Drive I™ four-wheel-drive system with a "lock" mode. Both boast plenty of power to take on steep inclines without flinching. And both are a breakthrough in Jeep engineering and design.

Compass is the first Jeep built on a front-wheel-drive foundation. With its fully independent suspension and car-like handling, this Jeep will take you to where you need to go in style and cushioned comfort. Add the four-wheel-

very, very good—it blends the practical with the delightful in pure Jeep fashion. A vinyl cargo-area load floor that's washable and removable. Available stain- and odor-resistant seat



cloth. Available fold-flat front passenger seat providing 60 cubic feet of cargo space when the back seats are dropped down. Even an available 9-speaker Boston Acoustics® premium sound system.

Safety and economy

Whether you plan on hitting the highway in style or going off-road for fun, you'll be safe and secure in the Compass. Four-wheel disc ABS is standard, along with electronic stability with brake assist and traction control, and side-curtain and advanced multistage front air bags.



drive, and it'll take you there the hard way, too.

Outside, there's no doubting that this Compass is a Jeep: traditional styling includes the seven-slot grille, round headlamps and trapezoidal wheel openings. Inside—proving that life can be

Drive home a Compass Sport FWD for as little as \$15,985 and keep on saving as you visit the gas station less frequently—Sport is rated at nearly 30mpg on the highway, low 20s in town. Or beef up your Jeep experience with the Limited, starting at \$20,140 and carrying significant extras.



Pilot's Log

I believe customers should know right up front what they'll be charged for a service. So it pleases me to announce that whenever you purchase a new vehicle at a Fred Beans dealership, you'll be given a Fred Beans service menu booklet. It outlines what we do and our prices, which you'll find are competitive with franchise service providers.

Beginning with the 2007 model year, manufacturers are moving from 3,000-mile to 5,000-mile intervals between recommended service, making it easier for you to keep your car, SUV, van or truck in peak running condition. At the same time, they're putting more emphasis on regular maintenance. You may choose not to come to us for service; however, we strongly recommend you choose another factory-authorized dealer. That way, trained technicians perform all services in accordance with your warranty and manufacturer's guidelines, while records of all your maintenance and repairs can be made available to the manufacturer to back a warranty claim.

Because your vehicle represents a substantial investment, you'll want to catch small problems before they become more costly big problems. And having a professional check your tires, brakes, wipers, steering and more brings the added security that you and your passengers deserve.

Paul Beans