

AUGUST 2019

Southwest Montana Auto Source



NEW MODEL, NEW YOU!

SUPPLEMENT TO THE INDEPENDENT RECORD, THE MONTANA STANDARD AND THE MINI NICKEL

HOT AUGUST DEE DEALS!

Cars

2016 Subaru Outback

Green, 18" Wheels, Backup Camera, 32k mi. #19P-8A



List Price \$24,498

Dee's Low Price
\$23,998
Monthly Payment
\$311⁴⁸

2006 Chrysler 200

Grey, AWD, 66K miles, Sat. Radio, 9SPD A/T #19J-25A



List Price \$16,998

Dee's Low Price
\$15,998
Monthly Payment
\$208⁷¹

2018 Nissan Altima

Silver, 21K Miles, CVT, #19A42



List Price \$18,498

Dee's Low Price
\$17,998
Monthly Payment
\$234⁴¹

2015 Chrysler 200C

White, AWD
127k mi. #18P11A



List Price \$10,998

Dee's Low Price
\$9,998
Monthly Payment
\$131⁶⁴

2019 Chevy Colorado

Silver, Crew Cab, LT
25k mi. #19A35



List Price \$29,998

Dee's Low Price
\$29,498
Monthly Payment
\$382¹³

2018 Chevy Silverado

Grey, 1500 Dbl Cab,
38K mi. #19A31



List Price \$29,998

Dee's Low Price
\$28,498
Monthly Payment
\$369²⁹

2018 Subaru Outback

Tungsten Metallic, 4Cyl, ABS,
22k mi. #19A30



List Price \$24,498

Dee's Low Price
\$23,998
Monthly Payment
\$311⁴⁸

2005 Buick LeSabre

Silver, Onstar, ABS, 176k mi.
#19A48B



List Price \$4,998

Dee's Low Price
\$4,200
Monthly Payment
\$122⁶⁸

2015 Chrysler 200

White Adaptive Cruise, NAV
51K mi. #19T33A



List Price \$17,998

Dee's Low Price
\$16,998
Monthly Payment
\$221⁵⁶

2015 Ford Fusion Energy

White, LOADED!
85k mi. #19T70A



Dee's Low Price
\$12,998
Monthly Payment
\$170¹⁸

Trucks & SUVs

2019 Nissan Rogue

Silver, CVT, ABS
18k mi. #19A57



List Price \$23,998

Dee's Low Price
\$22,998
Monthly Payment
\$298⁶⁴

2018 GMC Crew

White, PWR Seat,
Cloth, 22K mi. #19A36



List Price \$36,998

Dee's Low Price
\$35,998
Monthly Payment
\$465⁶³

2018 Chevy Malibu

White, Keyless, 6 spd, Turbo
ABS #19A53



Dee's Low Price
\$19,498
Monthly Payment
\$253⁶⁷

2002 Chevy Camaro

Maroon, Z28, 6 sp manual,
21K miles, #18J-66A



List Price \$15,998

Dee's Low Price
\$13,998
Monthly Payment
\$279³⁷

2015 Honda FIT

Blue, Manual, 60k mi.
#18T73C



Dee's Low Price
\$9,998
Monthly Payment
\$131⁶⁴

2013 Chrysler 200

Blue, 61K mi. #18T112C



Dee's Low Price
\$8,998
Monthly Payment
\$118⁷⁹

2006 Nissan Murano

Grey, SV, 4WD
37K mi. #19A56



Dee's Low Price
\$23,998
Monthly Payment
\$311⁴⁸

2018 Chevy Suburban

DK Grey, Bench Middle
39K mi #19A26



List Price \$42,998

Dee's Low Price
\$41,998
Monthly Payment
\$542⁷¹

Prices do not include \$199 DOC fee. All payments are OAC. 2013 and newer figured at 5.99% APR for 75 months, 2008-2012 figured at 7.99% APR using 60 months, 2002-2007 figured at 7.99% APR using 48 months, and 2001 and older figured at 8.99% using 36 months.



Robbie
Dee



Bryan
Cyr



John
Kovacich



Bob
Jacobson



Ron
Walker



Don
Gearhart



As good as you've heard.

Get to Know your Salesperson

Your salesperson wants to help you find a vehicle that meets your daily needs. Rather than going into a new car buying experience with the intention of writing off your salesperson, be open-minded about how they can help.



idea of how to make the buying experience more personal.

ASK QUESTIONS

When discussing terms and negotiations, it's common to have questions about the transaction. Make sure you understand what you're getting into before signing the purchase papers. For instance, if you will finance a vehicle through the dealership but the monthly payment doesn't make sense to your budget, ask what you can do to get the price within reach.

Sometimes, this may mean coming back at a later date after you have saved more money for a larger down payment or cutting back on extras and options. An expert should gladly share their knowledge through each step of the buying process.

DO YOUR RESEARCH

Just like you research different automotive options to purchase, you should get an idea of the customer service that a dealership offers. Take advantage of online rating sites to analyze previous customer's experiences and discover how involved a facility is in resolving negative reviews or addressing positive feedback.

You will likely find the names of several salespeople who went above and beyond for their customers. Try to establish communication through email or a phone call to set up an in-person appointment with your chosen representative.

BE HONEST ABOUT YOUR EXPECTATIONS

Give your salesperson a clear idea of the exact type of vehicle you are looking for. From your budget, features and preferred style, they can handpick great options you hadn't considered or even special order an automobile that checks every box on your shopping list.

The more information you provide them will give them a better

RED WRECKER SERVICE

24 Hour Service 494-3606

- Heavy & Light Duty Recovery
- Damage-Free Towing
- Roll Back Equipment
- 4x4 Wrecker

- Cold Weather Starting
- Car Unlocking
- Protected Storage

USED PARTS
Domestic
& Foreign



Butte's Oldest Wrecker Service

Jay Richards, Owner • 520 Holmes Ave. • Butte, MT



TWO OF OUR BEST TIRES EVER

REPUTATION

OUR NEWEST & BEST PASSENGER ALL-SEASON TIRE!

REPUTATION

**SUPERIOR PERFORMANCE
QUIET RIDE**



OPEN RANGE A/T

OUR NEWEST & BEST PICKUP & SUV ALL-TERRAIN TIRE!

OPEN RANGE A/T

**SUPERIOR BRAKING
QUIET RIDE**



GET AN INSTANT REBATE.

\$150

instant rebate on a set of 4
BACK COUNTRY MT



\$100

instant rebate on a set of 4
BACK COUNTRY A/T



\$50

instant rebate on a set of 4
ROAD CONTROL



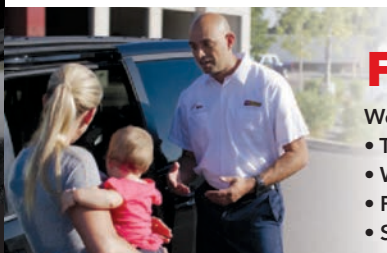
Cannot be combined with other offers. Limited time. Terms & conditions apply. Details at lesschwab.com.

STOP BY FOR A FREE PRE-TRIP SAFETY CHECK

We'll check your:

- Tires, including air pressure
- Wheel alignment & tire wear
- Front-end components
- Shocks and/or struts

- Battery, including load test
- Brake components (Calipers, rotors/drums, pads/shoes, hose & hardware, master cylinder, fluid & measurement of braking material using a brake gauge.)



View tire prices for your vehicle and **book your appointment at**  **LesSchwab.com**
290 Holland - Butte, MT 59701 • 406-782-3866

EXPIRES AUGUST 31, 2019



Advantages of a New Car

Investing in a brand-new car can be a hefty investment but luckily it comes with a set of unique benefits over buying used.

When you're visiting the dealer's lot this year, take advantage of the most attractive perks from dealerships and automakers.

A factor that often persuades consumers into making a new purchase is the fact that the vehicle was never previously owned by another driver. This provides a sense of comfort that the cabin was never filed with toxins from smoke, maintenance wasn't avoided and it was never abused by rough driving conditions. Even if a brand-new vehicle has a few miles on it from test drives or navigating through the lot, you can rest assured that it is in the same condition as when it rolled off the manufacturers lot.

Here are some other reasons you should consider buying new.

MANUFACTURER WARRANTY

Purchasing extended warranties is a common practice when buying used. These limited plans cover certain repairs which can include parts and labor. However, this insurance is sometimes limited by the policyholder's regulations and can end up costing you a significant amount of money.

To remain competitive, manufacturers offer their own warranties on new models. Research the make you are interested in to discover their exact terms. Some offer a three-year bumper-to-bumper cover-



age while others guarantee expensive drivetrain components for life. Warranty should be considered when determining which manufacturer to support.

Make sure to read the fine print as regular maintenance and certain repairs may not be covered fully.

RELIABILITY

Everyone can appreciate a well-running vehicle. We expect them to perform whenever we need them and the best way to

ensure all components are working properly is buying a brand-new model off the lot. While it's possible that a new vehicle is equipped with a defective part, the warranty provides peace of mind that the repair will be made efficiently and of no charge.

ATTRACTIVE FINANCING

To entice buyers, many dealerships or manufacturers offer low or no interest during a specific time frame of a loan. If you

plan to finance your new-car purchase, these deals can save you loads of money in the long run.

It's important to understand the terms as most deals require a specified down payment and may not include the no interest deal for the duration of the loan. To take advantage of these money-saving specials, ensure you can pay off the principal before the promotion expires.

Get the Most for Your Trade-In

One of your biggest forms of leverage when buying a brand new vehicle is the amount you receive on your trade.

Depending on its value, it can make a significant difference on your financing terms and even interest rates. Do the research on your vehicle's worth and use it to your advantage during negotiations.

Before heading to the dealership, make sure your potential trade is in pristine condition. While a professional detail may be an unwelcome expense, it may be the difference between an acceptable offer or one that makes you look elsewhere. A key factor dealers and appraisers look for is the condition of a vehicle and how much it will cost them to recondition it before it's ready for their used car lot.

DETERMINE THE VALUE

It's important to have a general idea of your trade-in's value before accepting an offer from a dealer. Use online resources like Kelley Blue Book to determine its worth based on its condition, features and mileage. This general guideline will reveal what you should expect at a dealership versus its value in a private sale.

TRADE-IN OR PRIVATE SALE

When you're deciding which avenue to take to unload a vehicle, it's a question regarding value versus convenience. Selling to a dealer to put the cost toward a down payment makes the process simple. They will value the vehicle, consider how much attention it needs to be sale ready, and restore it for their used lot. However, the downside is you will walk away with much less profit than when selling to a private party.

If you have the time and bud-

get to purchase a new vehicle without a trade in, there is great value in a private sale. Many choose to forgo this route because of the time investment it requires. You must be prepared to advertise, negotiate with buyers and ensure taxes and paperwork is transferred legally.

NEGOTIATIONS

If you decide to take a traditional trade-in route, make sure to shop around with different dealerships. If one is offering a better deal, you can use it in your favor to negotiate more attractive terms between the facilities.



Should you Rent Before Buying?

A vehicle performs after taking a short cruise around the dealership, a way to get a more intimate experience is by renting the same model you are considering buying.

Not only will it take the pressure of a salesman off your shoulders, you can get a great idea about how it will fit into your daily life.

If your local dealership doesn't have a rental program, consider visiting an independent facility who offers a wide variety of vehicles. Unless a vehicle is undergoing a major upgrade from an automaker, it's common that previous models will be extremely similar to their brand new counterparts.

Before walking on to a dealership's lot to make an offer, con-

sider making a long-term test drive to become familiar with the perfect vehicle.

DETERMINE THE RIGHT SIZE

You may think that a heavy-duty pickup truck would make a great addition to your garage. However, it's common for unfamiliar drivers to be overwhelmed with the amount of power new models have and realize a smaller, more affordable option would have met their needs.

Whether you're looking for a small coupe or sedan or a spacious SUV or truck to travel the country with your family, renting different sizes of vehicles can be a beneficial tactic when choosing which model fits.

INCORPORATE IT IN YOUR DAILY LIFE

An advantage you gain by renting a vehicle is the amount of time you get to discover how it will perform during your daily

routine. Spend a few days driving to the places you frequent like work, dropping the kids off at school and chores around town.

Since new vehicles can be such a significant investment, it's in your best interest to become familiar with its features and driveability. It can help you avoid buyer's regret by understanding exactly what you're buying.

TRY A FEW MODELS

Without digging too deep into your pockets, try and rent a few different vehicles before visiting a dealer's lot. Once you have the exact model in mind, the new car buying journey is streamlined as you already know what you're looking for.



Consider the Options

Manufacturers typically create trim packages which bundle enhanced options to boost their base models. This makes building vehicles much faster and affordable so savings can be passed down to consumers.

Make sure to research the different packages before visiting the lot. Most manufactures display what they have to offer on their webpage. You can typically choose from different engine and transmission options, interior features and aesthetically pleasing color schemes both inside and out. While advanced technology and luxury items can be enticing, premium models can also significantly raise the price tag. It's important to be honest with your budget and expectations of the new vehicle you plan to bring home.

TEST DIFFERENT DRIVETRAINS

A common option that automakers offer consumers is the setup that powers a new car. Consider these different drivetrains and make sure to test drive these options to get an idea of how each performs.

Front-wheel drive and rear-wheel drive: When a car is advertised as FWD or RWD, it simply designates which set of wheels oversee propelling a vehicle.

Four-wheel drive: This setup



is common in larger vehicles used for towing or heavy-duty purposes. Typically, the vehicle remains in RWD until a driver engages the front wheels, manually.

All-wheel drive: AWD is more common in small cars and SUVs and means that all wheels are constantly engaged. It is always beneficial when maintaining traction.

COMMON PACKAGES

When viewing new cars for sale, you should familiarize yourself with certain terms relating to available bundles. Here are two common packages you can expect, as suggested by Edmunds.

Cold-weather package: Usually includes heated seats, headlight washers and all-weather floor mats.

Technology package: Options include Bluetooth, navigation systems and adaptive cruise control.

ADD ON LATER

Additional accessories are also commonly sold and installed by dealerships to personalize a vehicle. Some items can include custom wheels, cosmetic parts or technological upgrades.

Rather than wrapping the costs of these options into your loan terms, you can save money by paying cash for these upgrades separately and avoid extra interest charges to your financing terms.

Life-Saving Automotive Tech

The National Highway Traffic Safety Administration reports that were over 31,000 people killed in automotive accidents in 2017, with a large portion blamed on human error.

While we may not be able to set a destination and catch a quick nap while all our vehicles do all the work, technology has made staying safe on the road more feasible than ever. Here are some innovative features to look for in your brand-new vehicle, as suggested by the NHTSA.

AUTOMATIC EMERGENCY BRAKING SYSTEMS

Considered the next wave of potentially significant advances in accident avoidance, an AEB system detects an impending forward collision and uses tactics to avoid the impact. With the use of

sensors and cameras, the system can automatically engage the brakes to lessen the risks of an accident or mitigate its severity.

BACKUP CAMERA

These unique camera systems give us an eagle-eye view of the surroundings behind us. They are beneficial in avoiding backing into other vehicles and more importantly small children who may not be visible in the rear window.

Most systems engage when the vehicle is put into reverse and display a clear image on an infotainment center or even the rearview mirror. As of May 2018, the NHTSA requires this life-saving tool to be standard on all new vehicles.

LANE ASSIST

Even drivers who are committed to safety can find themselves distracted. Sometimes, life happens when the kids are being rowdy in the backseat or our minds drift to stressful situations in our lives. Fortunately, lane assist features can alert us that we're drifting out of our space or even overtake steering controls to maintain a vehicle's place in its lane.

This same type of system is also beneficial in alerting drivers of hazards in their blind spot before changing lanes. Detection sensors will provide an audio or visual warning when it is unsafe to make a move. It's beneficial to avoid emergency braking for other drivers, rollovers and fatal collisions.

When researching different vehicles, make sure to check the available safety features. While some are available on a base package, more innovative technology is only included in more expensive sub-model options.



AUTO BODY REPAIR AND PAINT SPECIALISTS

24 HOUR TOWING | AUTO GLASS
FRAMEWORK | AUTO PAINTING

**INTERSTATE
BODY SHOP**
540 S. Main | Butte, MT 59701
406-782-4693

CALL US TODAY



**INTREPID
AUTO LOANS ARE
BUILT TO
ROAM!**

(406) 443.5400

Federally Insured by NCUA.

intrepidcu.org

NATIONAL CLEARANCE EVENT



2019
Highlander
Excludes Hybrid

0%* APR
for 60 Months

OR \$3,000 Cash Back



AWD

2019
Sienna

0%* APR
for 60 Months

OR \$4,000 Cash Back



4X4

LEASE A NEW 2019

Tundra

Double Cab SR5

\$359 mo.*
Excludes TRD Pro

36 mos. | \$0 Security Deposit
\$2,999 Due at Signing



4X4

LEASE A NEW 2019

Tacoma TRD

Off-Road Double Cab

\$279 mo.*
Excludes TRD Pro

36 mos. | \$0 Security Deposit
\$2,999 Due at Signing



4X4

LEASE A NEW 2019

4Runner

SR5 Excludes TRD Pro

\$369 mo.*

36 mos. | \$0 Security Deposit
\$2,999 Due at Signing

*All financing on approved credit through TFS. All vehicles subject to prior sale. Registration/License and \$199 doc fee not included. Offers end 09/01/19.

Over 100 Quality Pre-Owned Vehicles



2014 Ford F-150 4WD

Stk# P0041, 104,404 miles, Split Folding Rear Seat, Perimeter/Approach Lights, Trailer Sway Control and More.

\$288 Mo.† \$2,098 Cash Down

†All financing on approved credit through TMCC. Payments are based on 72 months, 6.99% APR.. All vehicles subject to prior sale. Registration/License and \$199 doc fee not included in cash down. Offers end 08/31/19.

ALL OFFERS END 09/03/19. FOR COMPLETE OFFER DETAILS, CALL 1-406-782-9181.

*Estimated APR and payment amount are only available on approved credit if you finance your vehicle through Butte Toyota. Offer is available to very well qualified credit customers. Your transaction will be subject to negotiation between you and your dealer. The rates described are for estimation purposes only; you may not be able to finance at this rate.



TOYOTA

**Let's
Go
Places**

Butte Toyota

5103 Harrison Avenue, Butte, MT
(406) 782-9181 | ButteToyota.com
facebook.com/ButteToyota

THE SUBARU A LOT TO LOVE EVENT

Trustworthy, even when the roads are not.

Get 0% APR Financing* on select new vehicles, like the 2019 Subaru Outback, now through September 3.



Subaru is Kelley Blue Book's Most Trusted Brand for 5-years running. Subaru holds its value better than any other brand, according to ALG.



SUBARU



NEW 2019 SUBARU

IMPREZA 2.0i

AWD, 5-Speed Manual

0.9% APR

On all new 2019 Impreza models
Plus registration/license and \$199 doc fee.

Other rates and payment terms available. Cannot be combined with any other incentive. To qualified buyers. Length of contract is limited.



NEW 2019 SUBARU

ASCENT AWD

7-Passenger, AWD

3.9% APR

On all new 2019 Ascent models
Plus registration/license and \$199 doc fee.

Other rates and payment terms available. Cannot be combined with any other incentive. To qualified buyers. Length of contract is limited.



NEW 2019 SUBARU

CROSSTREK 2.0i

AWD, 6-Speed Manual

3.49% APR

On all new 2019 Crosstrek models
Plus registration/license and \$199 doc fee.

Other rates and payment terms available. Cannot be combined with any other incentive. To qualified buyers. Length of contract is limited.



NEW 2019 SUBARU

OUTBACK 2.5i

AWD, EyeSight Adaptive Cruise

0% APR

On all new 2019 Outback models
Plus registration/license and \$199 doc fee.

Other rates and payment terms available. Cannot be combined with any other incentive. To qualified buyers. Length of contract is limited.

*On approved credit. \$1,500 down. Other rates and payment terms available. Cannot be combined with any other incentive. Length of contract is limited. Registration/License and \$199 doc fee not included. Good thru 09/03/19.

Great Selection of Pre-Owned Vehicles



2018 Nissan Murana Wagon AWD

Stk# 18B094, 11,652 miles, 5 Seats, Navigation, Rear Backup Camera, Front Dual Zone A/C, Split Rear Folding Seat and More.

\$33,777

Registration/License and \$199 doc fee not included in pricing.

Subaru and Forester are registered trademarks. Offers expire 09/03/19. Financing for well-qualified applicants only. Subject to credit approval, vehicle insurance approval and vehicle availability. Cannot be combined with any other incentive. Must take delivery from retailer stock. Standard on vehicles equipped with SUBARU STARLINK Safety and Security connected services. Activation with subscription required. Includes one-year trial subscription to Safety Plus connected service.

Butte Subaru

3801 Harrison Ave., Butte, MT | (406) 494-7076
ButteSubaru.com | facebook.com/ButteSubaru

SUMMER CLEARANCE EVENT

2019 SORENTO, OPTIMA (EXCLUDES HYBRID AND PHEV)
STINGER, SPORTAGE, SEDONA, CADENZA, AND K900

0% APR FOR 75 MONTHS FOR QUALIFIED BUYERS



Special Offer



New 2019 Kia Sportage

VIN: KNDPNCAC4K7548538

STOCK #: K9070

Engine: **4 Cylinder Engine 2.4L**

Trans: **AUTOMATIC**

Drivetrain: **AWD**

Exterior: **BLUE**

Interior: **GRAY**

HWY: **25 MPG** | CITY: **21 MPG** †

MSRP

\$34,865

KIA CUSTOMER CASH

\$2,500

FINAL PRICE

\$32,365

Heated leather Seats, Nav System, Moonroof, Back-Up Camera, Onboard Communications System, All Wheel Drive, REMOTE START (PUSH-BUTTON START), C [\[more\]](#)



New 2019 Kia Sorento

VIN: 5XYPGDA37KG526715

STOCK #: K9100

Engine: **4 Cylinder Engine 2.4L**

Trans: **AUTOMATIC**

Drivetrain: **AWD**

Exterior: **SNOW WHITE**

Interior: **BLACK**

HWY: **26 MPG** | CITY: **21 MPG** †

MSRP

\$30,880

KIA CUSTOMER CASH

\$3,000

FINAL PRICE

\$27,880

3rd Row Seat, Bluetooth, Alloy Wheels, All Wheel Drive, iPod/MP3 Input, Back-Up Camera. SNOW WHITE exterior and BLACK interior, LX trim. EPA 26 [\[more\]](#)

Special Offer



New 2019 Kia Sorento

VIN: 5XYPGDA31KG537113

STOCK #: K9126

Engine: **4 Cylinder Engine 2.4L**

Trans: **AUTOMATIC**

Drivetrain: **AWD**

Exterior: **SNOW WHITE**

Interior: **BLACK**

HWY: **26 MPG** | CITY: **21 MPG** †

MSRP

\$33,100

KIA CUSTOMER CASH

\$3,000

FINAL PRICE

\$30,100

Third Row Seat, Heated Seats, Cross-Traffic Alert, LX CONVENIENCE PACKAGE, REMOTE START, Aluminum Wheels, Blind Spot Monitor, All Wheel Drive [\[more\]](#)

Special Offer



New 2019 Kia Sorento

VIN: 5XYPHDA58KG500042

STOCK #: K9074

Engine: **V6 Cylinder Engine 3.3L**

Trans: **AUTOMATIC**

Drivetrain: **AWD**

Exterior: **BLACK**

Interior: **BLACK**

HWY: **24 MPG** | CITY: **19 MPG** †

MSRP

\$39,525

KIA CUSTOMER CASH

\$4,000

FINAL PRICE

\$35,525

Heated Leather Seats, Third Row Seat. Back-Up Camera, Satellite Radio, Rear Air, TOW HITCH, REMOTE START, CROSS BARS, Hitch, All Wheel Drive [\[more\]](#)



Telluride EX

\$41,750 Starting MSRP*

Butte's Mile High KIA (1.32 mi)

Packages & Options

3.8L Gas Direct Injection (GDI) 6 - Cyl Engine
8-Speed Automatic Transmission
Active On-Demand All Wheel Drive



3547 HARRISON AVE
406-533-3634

BUTTE'S KIA
3547 HARRISON AVE
BUTTE, MONTANA 59701
1-877-347-5063

