

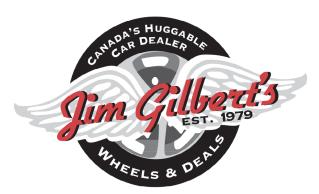
WINTER WHEELING



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Welcome to *Hugs Illustrated Magazine*

Where a Hug is the shortest distance between two friends.

40 Years, over 20,000 Customers, more than 1,000,000 Hugs...

In 1979, Dawna and I set out not just to build a business but to change an industry. Today, we believe that Wheels & Deals has led the way, and now many agree that businesses can care, can hug, and can still make it. We started out with just two gas pumps, one car for sale, and a whole lot of hope. We have come a long way, and we want to thank the many that helped us along our journey. Yes, like others, we have had our ups and downs, but I would not want it any other way.

Being voted Fredericton's best used car dealer for the 15th year in a row is truly amazing, and we would like to thank all of you for trusting in us. We plan on looking after you and caring for you for 40 more.

At Wheels & Deals, we give you hugs in many different ways. Like the way we fill your gas tank before you drive away, our two-key guarantee, our long-lasting Protec Paint Sealant shine, and nitrogenfilled tires for free.

It is comforting for you to know that you can practice safe financing at Wheels & Deals with our Huggable complimentary job-loss "Walkaway" protection. Plus, you can add a gap insurance plan if your situation warrants it.

In 2018, we said let's make the PowerSports industry more Huggable too. And did we! In our first year as a Kawasaki Dealer, we catapulted to be Canada's No. 2 selling dealer and Atlantic Canada's #1.

Now, Dawna and I are looking forward to taking a step back and watching daughter Chelsea, son Alex, and son-in law Rob Davis continue our hugging tradition and taking the business we built from scratch with our love, sweat, and cheers up a few more gears.

Choose Canada's Huggable Car & PowerSports Dealer, where your trusted friends will look after you today and for many years to come.

Hugs Chelsea, Alex, Rob, Dawna, and Jim.

Rusagonis ATV Club



LOCATED APPROXIMATELY 20 MINUTES SOUTH OF FREDERICTON 693 MEMBERS FOR 2019





WE HAVE OVER 200 kms of managed multi-use ATV trails in the spring, summer, and fall with another 75 km+ of trails under development scheduled to open in 2020.

We are the only winter grooming club in the Greater Fredericton area.

In the winter, we have about 100 km of groomed ATV trails open for all to enjoy. Some of our trails are joint use with the local snowmobile club, but they are all well signed. Mother Nature plays a big part in the amount of trail we have open in the winter, along with the logging companies who sometimes plough the logging roads we have permission to use. The best time to ride the groomed trails is when the sun goes down or cold days below -10. Warm, sunny winter days are a challenge unless you have tracks on your ATV or SxS!

All our trails are maintained by volunteers and groomed in the winter using a Kawasaki Teryx4 on tracks. And soon a new 2019 Teryx will be out there working and grooming the trails as well!

We have a warming hut on our Provincial trail (#10) that is open year-round for all to enjoy. We also have two rest areas.

The Rooth rest area is located on trail # 4565, and the Porcupine rest area is located on trail #4573. Both have bonfire pits and picnic tables and are a great place to take a break.

Our main trailhead is located at the Rusagonis Recreation Centre and is open year-round. We have a second trailhead across from the Lincoln Blue Canoe on Chaparral Road that is open spring, summer, and fall. In 2020, we hope to open two new trailheads, one in Oromocto and one in Harvey.

We have a very active club with six organized club events per year: two winter rallies, a spring mud rally, and two fall rallies. We also participate in the Oromocto Canada Day Parade and have a very active





Facebook group where club members can ask questions, post fun runs, and find out when other clubs in the area are having events.

ATV clubs run on volunteer power, from the elected executive to the

club members who volunteer their time and energy to maintain our trails and organize events for everyone's enjoyment. We also enjoy a lot of support from all the area ATV dealers (especially Wheels & Deals) and other businesses. \blacklozenge









Kawasaki

3.99%

- RECIPE -

FOR A HEALTHIER EVERYDAY LIFE A RECIPE FROM JAMIE OLIVER

JamieOliver.com

Jamie Cooks Italy by Jamie Oliver is published by Penguin Random House© Jamie Oliver Enterprises Limited (2018 Jamie Cooks Italy), photography: David Loftus.

MINESTRONE

Risotto rice & seasonal veg with Parmesan, lemon & garlic pesto

I love this minestrone – it feels fresh and electric with the contrasting pesto, while the risotto rice sucks up all the incredible flavour and is extremely comforting. Minestrone has always felt like a wonderful fallback recipe - from my days as a student to being a busy parent, I love reacting to what's available at the market, growing in the garden, or even the odds and ends hiding in the veg drawer, to create a beautiful bowl of soup.

Serves 6 to 8

Total time: 1 hour 10 minutes

2 onions

2 sticks of celery

olive oil

600g mixed green veg, such as courgettes, fennel, tenderstem broccoli, asparagus, chard, kale, peas, broad beans

200g Arborio risotto rice

2 litres organic chicken or veg stock

1 mixed bunch of fresh rosemary & thyme (30g)

2 cloves of garlic

50g Parmesan cheese

1 lemon

extra virgin olive oil

Peel the onions and celery, then finely chop both and place in a large pan on a medium heat with 2 tablespoons of olive oil. Cook for 15 minutes, stirring occasionally. This is a good time to prep your green veg, chopping courgettes and fennel into 1/2cm chunks, and finely slicing broccoli, asparagus, chard and kale. Put the veg aside. Stir the rice into the pan for 2 minutes, then pour in the stock. Tie the herbs together and add to the pan. Bring to the boil, then simmer gently for 15 minutes.

Meanwhile, peel the garlic and pound into a paste in a pestle and mortar with a pinch of sea salt. Finely grate in the Parmesan and lemon zest, squeeze in the juice, and muddle in 4 tablespoons of extra virgin olive oil.

Stir the veg into the soup and simmer for a final 10 to 15 minutes, ensuring that the veggies retain their vibrancy. Season to perfection, then divide between warm bowls. Finish with spoonfuls of the pesto. \blacklozenge CALORIES - 324KCAL FAT - 13G SAT FAT - 3.4G PROTEIN - 16.8G CARBS - 36.9G SUGAR - 6.3G SALT - 0.9G FIBRE - 3.7G



FROM THE HEART OF THE ITALIAN KITCHEN

WAYS TO GET TO THE Next LEVEL In Your Life —

BY MEL ROBBINS

ONE THING IS FOR SURE: What worked to get you to one level will not get you to the next.

Every phase of your life will require a different you, and regardless of where you are at, you'll have to change at least one thing (if not multiple things) to catapult yourself to where you hope to go personally and professionally.

HOW WILL YOU TAKE YOUR LIFE AND BUSINESS TO THE NEXT LEVEL?

Start by acknowledging where you're rocking it right now. Personally, I've already got some great habits in place.

I'm up by 6:15 most every morning. I keep my phone out of the bedroom and spend those first minutes checking in with my energy levels and setting goals for the day in my journal. I exercise regularly and keep an eye on my diet. Those habits helped me get to where I am now, but it's time to step it up.

Now, here are the seven steps you can take to get to the next level:

1. CONSISTENCY

Yes, I've got some good habits, but I have to practice them consistently. The same goes for my business partner Mandy and the same goes for you.

In my case, I need to get consistent about sticking to my good habits when I'm travelling or have particular projects that shake up the routine. Sure, life happens, but the more consistent we can be with positive habits, the more likely we are to stick with them and reach the next level of success.

What good habits do you have that you stick to 70 to 80 percent of the time? Where would being more consistent about that behaviour help you succeed?

2. BE A TOTAL HAWK ABOUT YOUR ACTIVITY

When my ADHD takes over, I leave drawers open, water running, coffee half poured, and find myself folding laundry when five minutes before I was working on a big project.

It's not easy, but the more I can zone in on what I'm doing, the more likely I will be to stay focused.

On these days, you'll find me counting back 5-4-3-2-1 often because that totally brings me back to the moment.

Even if you don't have ADHD, we all need to closely monitor our activity. When your electronics are constantly distracting you, it's important to be mindful of where you're spending your energy and attention.

3. LIMIT SOCIAL MEDIA TIME

As an influencer, social media plays a big role in what I do, but it can be a major time suck.

Hiring a social media team has helped, but even just putting my phone far away from me when it's time to work has made such a difference.

When I feel really pulled in, I remove the apps from my phone and stop scrolling mindlessly. It's amazing what I get done in that time.

In your own life, try to set tech limits. Condense all of your social media or internet surfing time into one block and download an app like "Moment" on your phone to become more aware of your media consumption habits.

4. CHECK YOUR LIFESTYLE HABITS

Science keeps proving how important exercise and diet are to focus and emotional health and I need both of those if I'm going to step it up.

As often as possible I get major walking steps in or hit my favourite spin class, limit alcohol to weekends, drink gut-boosting kombucha and plenty of water, and eat clean with a whole lot of vegetables.

You don't need that much time to get in a good workout–even just one minute of jumping jacks will get your heart pumping and blood flowing!

5. WAKE UP EARLIER

Six a.m. is great (when I currently wake up), but 5:45 is better.

As long as I'm in bed in time to get 7-8 hours of sleep, I can use that extra time for planning out my day so I can feel like a champ.

The easiest way to start waking up earlier is to just set your alarm earlier for tomorrow. You may be tired for a day, but just follow your tiredness and get to bed early that next night. Oh, and don't hit snooze!

6. MONDAY CHECK-IN MEETINGS

On our team, we've found that implementing Monday check-in meetings has been a game changer. While each member of the team is great about autonomy, checking in every week is essential so we all get clarity around expectations and projects being worked on. The consistent connection also allows us to feel more like a team.

In your own life, each Monday, check in with yourself about where you're at and what your goals are for the week.

I also have weekly check-ins with my husband and business partner. Where in your life would you benefit from a weekly check-in?

7) WHAT WOULD YOUR IDOL DO?

The good thing about taking a business to the next level is that others have done it before you.

If I get to a point in my day where I don't feel like doing something, I start by reminding myself that motivation is garbage and then I ask myself, What would Oprah do? Or Ellen Degeneres? These two women are my idols in business.

Once I remind myself that those I admire and respect have worked hard to get to where they are and did not wait to feel like doing the work, it's much easier to get moving again.

Who are your idols–whether in business, relationships, life, or health? When you find yourself feeling tired or not wanting to do something, imagine what your idol would do.

Now, how will you step it up in the next phase of YOUR life? •

Mel Robbins is the host of the new daytime syndicated talk show with Sony Pictures TV, *The Mel Robbins Show*, which airs across the U.S.

She is one of the most booked speakers in the world and an international best-selling author whose work has been translated into 36 languages. In 2017, Mel broke self-publishing records with her international best-seller **The 5 Second Rule**. It was named the No.1 audiobook in the world and the fifth most read book of the year on Amazon.

Mel is currently one of CNN's most popular on-air commentators and opinion writers; her articles drive tens of millions of page views for CNN.com. Mel has an extensive television résumé as an expert on human behaviour and motivation for *Good Morning America, Dr. Phil, Dr. Oz, Oprah, The Today Show* and *Fox News.*

Her social media platforms inspire more than 60 million people every month and her TEDx Talk is one of the most popular of all time, with more than 18 million views.

MelRobbins.com

WHY IS IT SO HARD TO LIVE UP TO OUR VALUES?

By Shawn Hunter —

SELF-EFFICACY IS THE STRENGTH OF YOUR BELIEF IN YOUR OWN ABILITY TO COMPLETE THE TASKS YOU SET OUT FOR YOURSELF AND REACH YOUR GOALS.

I'VE KNOWN COMMUNICATION

EXPERTS with dysfunctional relationships, professional speakers who decline events because they are horrified to go on stage, and time management gurus who are late to meetings. I've met renowned thought-leaders who fabricate some of their work to get published, and personal change advisors who are terrified of change.

Why is it so hard to live our values? Why is it we can consume so much new information and knowledge and yet do nothing new in our daily life? We watch TED talks about how the mere presence of a smartphone on the table between us detracts from the quality of our conversation. Over 80% of us know this, and yet we do it anyway.

We read studies on the importance of grit and perseverance, and yet we are quitting our jobs and hopping to new opportunities at record levels because we feel we aren't making an "impact" quickly enough to satisfy our ego.

We are constantly reminded that multitasking is a myth and only leads to decreased work quality, slower learning, and decreased attention spans, and yet we have numerous email and message alerts active on our computers and devices.

We know we can accelerate our learning when we try new things at work, and yet we go along with idiotic ideas, hide our opinions, and mask our true identities, because we are scared of being fired, or are desperate to fit in.

We know that the quality of our sleep is directly related to the quality of our health and well-being, and yet we take our smartphones to bed, and even check them in the middle of the night. And we know that the first five minutes when we walk in the front door can set the tone for the entire evening, and yet often our first reaction is dismay at the mountain of dirty dishes in the sink. That dismay is a mood killer.

Excellence requires work, impact takes time, leadership presence requires being present, and meaningful relationships need kind conversations.

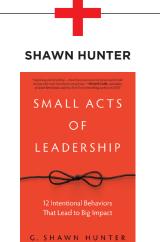
Make it easier on yourself. The expression "activation energy" was coined 150 years ago by a chemist. The term refers to the minimum amount of energy required to stimulate an interaction between available reactants.

In other words, we should minimize the amount of energy it takes to get us in motion and remove all the hurdles to taking action that we can. If we want to start jogging more, we should lay our gear and our shoes by the bed before we go to sleep. If we want to become better public speakers, we need to block off a doable amount of time — perhaps thirty minutes each day — to actively write and rehearse our material. And if we truly want opinions and new ideas at our meetings, we should make our meetings psychologically safe for honesty.

When we make it easy to begin something, we lower the amount of energy it takes to get started. And if it takes less energy to get started, we are more likely to do it. The slow, intentional approach to learning something new, overcoming fear, and leading with confidence requires guided mastery toward self-efficacy.

Self-efficacy is not self-esteem. Selfesteem is how good you feel about yourself. Self-efficacy is the strength of your belief in your own ability to complete the tasks you set out for yourself and reach your goals.

Make it easy on yourself. Start small. \blacklozenge



Shawn Hunter is Founder & President of MindScaling Entrepreneur, author, idea developer. Shawn has collaborated with hundreds of business authors, executives, and researchers to create learning solutions. Shawn's first company, Targeted Learning, was acquired by Skillsoft in February 2007. He is the author of **Out**•Think and Small Acts of Leadership

> Mindscaling.com ShawnHunter.com



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Teryx KRX Sport UTV

KAWASAKI HAS JUST RELEASED the new Teryx KRX Sport UTV. They're the latest to jump into the sport UTV market. The KRX is an all-new machine and an all-new platform, but the big question is, how can Kawasaki stand out in the ever-so-crowded high-performance UTV market?

Let's see what makes the KRX tick.

The KRX uses a 999cc four-stroke twin parallel DOHC engine which is right in line with the RZR 1000, Talon 1000, and the YXZ 1000.

That power is delivered through a continuously variable transmission with a centrifugal clutch, which is pretty standard at this point. That means they have a lot of room to tweak the KRX's power curve. If they get their clutch weights and shift ratios just right, it should pack some punchy power and enjoy high top speeds as well.

They advertise 76 lb-ft of torque which outpaces the RZR XP 1000's 73 lb-ft of torque by a hair, but with a 1,896 lb curb weight (about 400 pounds more than the RZR 1K's curb weight) you're not going to have the most nimble UTV in the world. This machine is BIG. Which isn't a problem when you take a look at the killer suspension supporting it.

The suspension is where this thing really shines—you can't get the KRX's combination of ground clearance, width, wheel travel, and wheelbase for that price point anywhere else.

The KRX has awesome suspension, 14.4 inches of ground clearance, and tons of wheel travel, and a 99-inch wheelbase makes it ride smooth.

That alone makes it a more than capable sport machine. With 18.6 inches of front-wheel travel and 21.2 inches in the rear, it'll take on most any obstacle with above-average stability and performance. It's even got 4-link trailing arms to help minimize bump steer.

Finally, there's the 99-inch wheelbase. This is where the KRX's preferred riding terrain starts to become clear. The wheelbase is long enough that the front edge 31" Maxxis Carnivores (mounted

on beadlock wheels) extend past the front of the machine. That means the front wheels will make contact with a solid wall before the grill, aka, a rock crawler's ideal setup.

In fact, when you put it all together—the wheel travel, the width, the wheelbase, 31" tires with aggressive lugs, beadlock wheels, the emphasis on torque over horsepower, the heavy curb weight—this thing is made for rocks straight from the factory.

THE BELLS AND WHISTLES

What this UTV does right (besides the killer suspension) is in the details. Kawasaki has thought of the little things that make the KRX a complete package from the factory. The seats are comfortable and adjustable and afford the driver good sight lines. The doors are complete with a lower panel and a handle on the outside. The skid plate covers the floorboard under your feet. The A-arms and trailing arms are high clearance. It has a glove box and multiple storage compartments including some storage space behind the seats. And there are a whopping FIVE cupholders. Three for the driver and two for the passenger, maybe? No matter how you split it, you'll end up with more cup holders than hands. It's overkill in a way we can get behind.

The Kawasaki KRX 1000 looks like an RZR and a Talon hit it off and got married, and we're loving it. It's not breaking any molds, but it still looks good. It has an imposing stance thanks to its 99-by-68-inch footprint and 31-inch tires. It's just hulking. To take the family metaphor too far, it could pass for the RZR's big brother.

WHY DOES THE KRX MATTER?

In a world with computer-controlled suspension and differentials, skyrocketing horsepower, and eight thousand variations of the same machine (I'm looking at you, X3), the KRX is refreshingly simple. It's a solid machine that's well built. It comes with all the standard upgrades you definitely want and none that you don't. It's Kawasaki putting all the best stuff in the box and not holding anything back for some future KRX SPX-Treme Turbo R Mud Edition. That is to say, there's no gimmick. It's all braaap and no yap. They just made a good machine, and that's awesome.



"Believing in yourself is the secret to success" Voted #1 ... 15 Years Running... Wow, now that's a Huggable Accomplishment Thank you Fredericton "We want Your Business"



That New Car Smell SURE IS AN EXPENSIVE AIR FRESHENER.

Of course, there are other reasons to buy a new car. At the same time, it makes plenty more "cents" to buy a used car.

1) SAVE MONEY

You will save thousands of dollars by purchasing a used car. In fact, based on the data cited below, you'll spend \$3,000, \$5,000, or \$10,000 less by choosing a slightly used car instead of a new car. Why is this? New cars depreciate, and fast. Sign the paperwork for a brand-new car, drive it off the lot, take a ride around town, and then return the car to the dealership. It isn't a new car anymore. It is a used car. And because it is a used car, it is worth substantially less than you paid for it just an hour prior. After three years, Consumer Reports says your new car will be worth just 54 percent of what you paid for it, on average. Ouch. Beyond the issue of depreciation, you'll pay less

sales tax on a used car and insurance for a used car costs less.

2) RELIABILITY

Today's cars, trucks, SUVs, and vans simply last longer. By the middle of the summer of 2015, according to IHS Automotive, the average car driving on Canadian roads had reached a record high of 11.5 years of age. The auto industry think tank also predicts that by 2020, the number of 12-year-old vehicles still in operation will rise by 15 percent. Clearly, modern vehicles are built to last longer than ever, which means you can save thousands and expect a long service life from a used car.

3) LEASING

Thanks to low payments, leasing is increasingly popular with new car "buyers." Experian Automotive reported that during the first part of 2015, more than 30 percent of new vehicles were leased rather than purchased. However, people must take good care of the vehicle or face expensive fines at the end of the lease. When the lease term is up, the car is returned, and the returned vehicle must find a home. Typically, that is on a used car dealer's lot. Off-lease vehicles are usually perfect, which essentially guarantees a used car buyer a vehicle in "like new" condition. These cars have low mileage, they're well cared for, and all the maintenance is up to date.

New vs. Used



2019 Hyundai Santa Fe ESSENTIAL

AWD SmartSense Package, Heated Seats/Steering Wheel, Rear Camera, Bluetooth, Alloys!! Factory Warranty Plus Our 12 Month Huggable Guarantee!! COMPARE AT NEW MSRP \$34,426.00 "Pay Less-Owe Less"

Month Huggable Guarantee!! COMPARE AT NEW MSRP

Exterior Color: RED Interior Color: Grey

Exterior Color: RED

Interior Color: Black

2019 Nissan MICRA SV

\$17,826.00 "Pay Less-Owe Less"

Stock #: KH098465

Drivetrain: All Wheel Drive

\$15,152

VEHICLE DETAILS Rear Camera, Bluetooth, Alloys!! Factory Warranty Plus Our 12

Stock #: KL215544

Drivetrain: Front Wheel Drive



Compare

Two Key Guarantee

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DOW	N PR	E-APP	ROVAL

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4) VEHICLE HISTORY REPORTS

While a vehicle history report cannot identify every possible cause for concern associated with a particular used car, easy access to them certainly adds significant peace of mind.

Carfax and AutoCheck are the two biggest providers of vehicle history reports, and it is absolutely essential to obtain one when buying a used car. Using the vehicle's VIN, either company can obtain a substantial amount of information on a used vehicle. Wheels & Deals supplies a free vehicle history report for all of our vehicles that you're considering.

5) FAVOURABLE FINANCING RATES AND TERMS

While it is true that you will typically pay a higher interest rate on a loan for a used vehicle than you will on a loan for a new vehicle, historically low rates means that Wheels & Deals can offer attractive financing options for these vehicles. And the sales tax savings certainly make up for paying a bit of interest.

6) DRIVE A "BETTER" CAR

When you're not looking for the questionable dealership experience of being put in the box and constant handoffs, choosing a used vehicle from Wheels & Deals is a fun car-buying experience that goes above and beyond, plus it opens a world of possibilities. Pay Less/Owe Less is the best way.

FINAL CONSIDERATIONS

The good news is that today's vehicles are better than ever, vehicle history reports can reveal important details about a car's past, and at Canada's Huggable Car & PowerSports Dealer, you're getting the cream of the used car crop. ◆



2019 RAM 1500 SPORT

Crew Cab 4x4, Heated Seats, Remote Start, Rear Camera, Sport Hood, Side Steps, Tow Package, Alloys!! Factory Warranty Plus Our 12 Month Huggable Guarantee!! COMPARE AT NEW MSRP \$63,675.00 "Pay Less-Owe Less"

Exterior Color: BLUE Interior Color: Black Engine: 5.7L V8 Transmission: Automatic Stock #: KN708099 Drivetrain: Four Wheel Drive Body Style: Crew Cab Kilometers: 16232





OUR UNSUNG HERO

They say the job is not finished until the paperwork is done right... and our Jesseca is what keeps us right. On a daily basis, you will see Jesseca nonstop reviewing and chasing papers. Her get-it-done-right attitude makes sure our customers are practicing safe financing and their vehicle registrations are correct. Jesseca graduated from Compu College in 2007 and joined the Wheels & Deals team as the Executive Administrative Assistant immediately after writing her final exam. She has grown alongside the company to her current position as one of our best and most trusted team members with the title of Vehicle Purchase Coordinator. Jesseca lives in Penniac with her husband Carter and their dog Oscar. The two are soon to be new parents to a baby boy. Jesseca is hard working and dedicated to her job, always learning and doing things the huggable way. She enjoys taking trips, being on the trails, or floating the Nashwaak River.

