

AUTOMOTIVE NEWS

LAMBERTVILLE: 609-397-8032

RINGOES: 908-824-7951

Quality, Friendly Service Since 1998

Now with Two Locations: Lambertville & Ringoes

Two Locations
Lambertville & Ringoes

INSIDE THIS ISSUE:

Staying Trouble Free 1*To Keep or Not to Keep* 2*Meet Two New Staff Members* 3

Welcome to another issue of *Amwell Automotive News*. We've made some exciting changes lately. First, we've added a new satellite location in Ringoes. Secondly, we've added two new Service Advisors, one at each location. See our write up on page 3. Are you driving an older, aging car? Most people are, and that's okay. Not only can we help you keep that vehicle on the road safely and reliably for many years and many miles, but you can save thousands-of-dollars by doing so. Our feature article on page 1 talks about how to stay trouble free. Our page 2 article shows you the numbers. You will likely be surprised at how much you can save keeping and maintaining your existing vehicle. As always, we hope you find this newsletter useful, informative, and enjoyable to read. If you have any questions that you'd like to see us address with this newsletter, please let us know. Stop by, call, or send us an email at: amwellautomotive@comcast.net

Best Regards,

Kevin Snyder / Pat Graham

Staying Trouble Free

Over the years there have been studies on how people maintain their cars. One such study revealed that 21% avoid maintenance altogether; and 51% are having only bare minimal services performed, like changing the oil. That's good, of course, but there's more to keeping a vehicle safe and reliable than oil changes. Take a moment and review your Owner's Manual and note the various recommended maintenance services; or do a search of maintenance needs online.

It's true that cars today run well with minimal maintenance, far less than what was once necessary, but do not be complacent. Scores of people every year experience breakdowns that could have been prevented if proper maintenance, along with a good inspection, had been performed. Look at it like this... If you don't brush your teeth regularly, you might find yourself spending more than the usual amount of time and money with your dentist. Similarly, if you neglect your car, you'll end up spending more time and money with the repair shop than you would have otherwise. Sure, we're happy to see you and have you spend your money with us, but it's more convenient and less stressful for both of us when you come in for scheduled maintenance service than it is for unplanned breakdowns and emergency repairs.

If you're familiar with our newsletter you know we often discuss how, with the right care, your car can provide you 10, 12, 15-years and 250k-miles or more of safe, reliable service, all within an affordable budget. Our article on page two clearly shows the huge economic benefits associated with owning and caring for a vehicle long term.



Your feedback is important to us. It helps us know what we're doing well, and where we can improve. The QR code pictured here will connect you with our Google review page. We'd appreciate hearing from you.



To Keep or Not to Keep?



If you've shopped for a car lately (new or used) you know that prices are crazy high. At the same time you might be thinking that the repairs and maintenance needed to keep your current vehicle on the road will be like throwing good money after bad. Driving an older, aging vehicle can be a source of anxiety; and everyone likes the look, feel, and smell of a new car. But long after the new car smell, feel, and look have vanished, what do you have? The payment, and who wants that?

What if we told you that you could save over \$20,000 in just three years by keeping your current vehicle? You might say, no way, especially if your vehicle needs tires, brakes, leaks oil, or has other concerns.

Not only can you save that kind of money, but you can get all these things repaired at the same time. Does that sound impossible? Maybe so, but the numbers tell the story.



In the tables below you'll see a side-by-side comparison of the costs associated with keeping a paid for 5-year-old 2017 Chevy Malibu (a typical midsize car) versus buying a new 2022 Malibu. Cost factors include: maintenance and repair, depreciation, licensing, insurance, sales tax, and car payments.

Take a close look. After you do, maybe you'll see your current vehicle in a whole new light. We have the expertise, tooling, and resources to keep your older, aging vehicle safe, reliable, and fully functional for many years; and doing so could grow your bank account.

2017 Chevy Malibu				2022 Chevy Malibu				Total Savings: \$20,299.50
Value Today \$12,000.00	After 1 Year	After 2 Years	After 3 Years	Purchase Price \$24,000.00	After 1 Year	After 2 Years	After 3 Years	The higher repair costs associated with the 2017 Malibu don't begin to outweigh the higher costs associated with the 2022 Malibu, especially the depreciation, sales tax, and the monthly payments. Your current vehicle can be made to run and even look much like new all without those monthly payments. It makes good economic sense to keep a vehicle for 10, 12, 15 years—maybe more.
Maintenance & Repairs	\$1,800.00	\$3,600.00	\$5,400.00	Maintenance & Repairs	\$300.00	\$600.00	\$900.00	
Depreciation*	\$1,600.00	\$3,100.00	\$4,400.00	Depreciation*	\$2,200.00	\$6,000.00	\$8,600.00	
License	\$71.50	\$143.00	\$214.50	License	\$84.00	\$168.00	\$252.00	
Sales Tax	0	0	0	Sales Tax	\$1,590.00	\$1,590.00	\$1,590.00	
Insurance**	\$2,400.00	\$4,800.00	\$7,200.00	Insurance**	\$2,800.00	\$5,600.00	\$8,400.00	
Down Payment	0	0	0	Down Payment***	\$2,400.00	\$2,400.00	\$2,400.00	
Monthly Payments	0	0	0	Monthly Payments****	\$5,124.00	\$10,248.00	\$15,372.00	
TOTAL CASH OUT	\$5,871.50	\$11,643.00	\$17,214.50	TOTAL CASH OUT	\$14,498.00	\$26,606.00	\$37,514.00	

The cost over three years for the 2022 Malibu is \$37,514.00; compared to \$17,214.50 for the 2017 Malibu over the same three years. **A total savings of \$20,299.50!!!!**

Savings aside, you may be wondering if an aging vehicle can really be safe and reliable. There does come a time when conditions warrant replacement. On the whole, with good care, a vehicle can run like new, drive like new, and even look much like a new car for 10, 12, 15-years and over 250,000 miles.

* Calculated using the Depreciation Calculator at CarEdge.com

** Individual rates will vary based on vehicle use, driving record, location of residence, and other factors

*** Represents 10% of the total purchase price, which is estimated at \$24,000

**** Based on financing \$21,600 for 60-months at 4.0% - Payments are \$427 per month

Newly Added Satellite Location

We're pleased to announce that this past August we opened a new satellite location at 1076 Old York Rd, in Ringoes. We've opened this additional service center to increase our service capacity and provide more options and convenience for our customers. Both facilities operate as one business and share the same data systems, so vehicle history and service records are accessible at both locations.

Since 1998 we've provided the Lambertville area with a full line of diagnostic, programming, repair, and maintenance services on European, Asian, and Domestic cars and light trucks. This same level of service is now extended to the Ringoes community as well.

Both facilities have the tooling and technical expertise you'd expect from a large service operation, including the dealer.



New Satellite Location Ringoes, NJ

The difference is, as an independent we're able to tailor service to meet your individual needs and wants. In a word, we're more *relational* in the way we do business. Our commitment at both locations is keeping you on the road, never stranded alongside of it.

Meet Two New Staff Members



We're pleased to announce two new staff additions. We'll start by introducing you to EJ Harrington. EJ serves as the Service Advisor at our new Ringoes location. EJ lives in Flemington with his wife and two children. He enjoys golf, spending time with family, and keeping up with the local auto racing scene.



Next is Tom McCann. Tom is a Service Advisor at our Lambertville location. He has restaurant and automotive service management experience. Tom, his wife, and three children live in nearby Bucks County. Tom is a sports enthusiast and avid cook. He enjoys outdoor activities including camping, golf, and spending time with the kids as a coach and assistant Scout master.

FREE LABOR

For a limited time **NO LABOR CHARGE** for our oil change service, which includes a comprehensive vehicle inspection! You pay only for the oil and filter. **BOTH SHOP LOCATIONS**

See Service Advisor for details. May not be combined with other offers.

Prices vary based on oil type and quantity as well as oil filter requirements.

Expires 1/20/23



Amwell Automotive
1490 Route 179
Lambertville, NJ 08530
www.amwellautomotive.com
www.facebook.com/
AmwellAutomotive

Amwell Automotive
1076 Old York Rd
Ringoos, NJ 08551
www.amwellautomotive.com
www.facebook.com/AmwellAutomotive

IMPORTANT NEWSLETTER November 2022

PRESORT STD
U.S. POSTAGE
PAID
Permit No. 92
St. Joseph, MO

Amwell Automotive Provides:

- **TWO LOCATIONS
Lambertville &
Ringoos**
- 24-month/24,000-mile
Parts & Labor warranty
- Local Complimentary
Shuttle Service
- Clean, Comfortable
Waiting Area with free
WIFI
- Before & After Hours
Drop Box for Keys

Two Locations: Lambertville & Ringoes

Inside This Issue

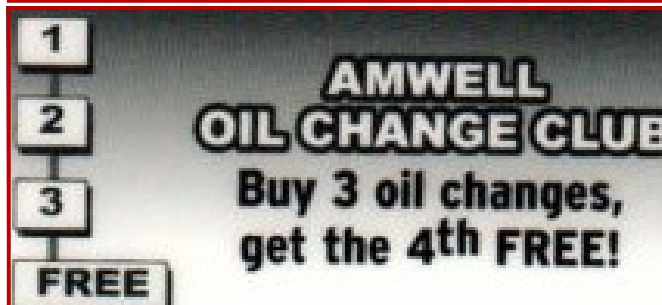
- ◆ Staying Trouble Free
- ◆ To Keep or Not to Keep
- ◆ Meet Two New Staff Members
- ◆ SPECIAL OFFER COUPON



← **Drop Box**

At both locations.
Located next to the
front door.

Buy 3 Get 4. Pick up a Punch-Card Today!



Special Financing Available

The exclusive AutoPass card.
A dedicated line of credit for
your car. NO ANNUAL FEE!
APPLY TODAY.



Ask your Service Advisor for details

Client Referral Program

Ask Your Service Advisor for Details



Honored at either
location:
Lambertville & Ringoes

New Client: _____

Referred By: _____

Get Our Premium Oil Service,
Tire Rotation & 21 Pt. Inspection
"FREE"
OR
\$30.00 Off Any Service



Find us on
Facebook
www.facebook.com/AmwellAutomotive

Amwell Automotive proudly maintains
professional affiliations:

