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# JOBS

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## Four growing healthcare careers

By Carlos Ewers  
Contributing Writer

The healthcare industry is rapidly expanding in spite of the slump in the economy, and will continue to do so right up to the year 2020, according to U.S. Department of Labor projections. Here are five rapidly growing healthcare careers for you to consider, as well as their educational paths.

**Respiratory therapists:** Respiratory therapists provide medical care and attention to patients suffering from breathing difficulties and other respiratory diseases and cardiopulmonary disorders. Respiratory therapists can earn yearly salaries anywhere between \$39,990 to \$73,410, depending on location, education, and experience. The U.S. Bureau of Labor Statistics predicts a 28 percent increase in the employment opportunities of respiratory therapists between 2010 and 2020.

**Number of new jobs:** 31,200

**Educational path:** Associate's or bachelor's degree in respiratory therapy

**Medical and health services managers:** Medical and health services managers, also known as healthcare administrators, plan, coordinate, and supervise the medical and health services provided by healthcare institutions. Depending on their educational qualification and work experience, they could man-

age either a unit within a healthcare institution or an entire facility. Medical and health services managers can earn salaries ranging from \$51,280 to \$84,270, depending on location, education, and experience. The U.S. Bureau of Labor Statistics predicts a 22 percent increase in employment opportunities for medical and health services managers from 2010 to 2020.

**Number of new jobs:** 68,000

**Educational path:** Bachelor's degree in healthcare administration, health information management, or similar.

**Registered nurses (RNs):** RNs are responsible for looking after patients in healthcare institutions. They not only provide medical attention to these patients, but also give them emotional support and educate them about health conditions and prevention. RNs can earn salaries ranging between \$44,190 and \$95,130, depending on their education qualifications, geographical location, size of facility they're working in, work experience, etc. The U.S. Bureau of Labor Statistics predicts a 26 percent increase in employment opportunities for registered nurses from 2010 to 2020.

**Number of new jobs:** 711,900

**Educational path:** Associate's or bachelor's degree in nursing, followed by the National Council Licensure



**Examination in order to become a registered nurse (NCLEX-RN).**

**Physical therapist assistants and aides:** Physical therapist assistants and aides work under the supervision of physical therapists and work to help patients recovering from injuries and illnesses regain movement and effectively manage their pain. Physical therapist assistants and aides can earn yearly salaries between \$31,070 and \$68,820, depending on location, education, and experience. According to the U.S. Bureau of Labor Statistics, employment opportunities for physical therapist assistants and aides are expected to increase by 46 percent be-

tween 2010 and 2020.

**Number of new jobs:** 51,100

**Educational path:** Associate's degree from an accredited physical therapist program.

**Finding the right college**

Students often struggle to find the right college to go to. They are overwhelmed with choices and the magnitude of the decision they're expected to make. Several factors go into deciding which college to go to. It is advisable for students to read college reviews that discuss student experiences, services provided by the college, financial aid programs, and accreditation.

Article Source: <http://www.upublish.info>

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Observer & Eccentric Media specializes in community-based information on a variety of platforms - print, web, mobile and video. O&E Media publishes 13 individually edited newspapers, a website and more than 75 special sections and specialty products annually. The staff includes more than 40 journalists, 25 advertising account executives and other key support personnel in circulation and production. O&E Media - Because local matters. Come join our team.

Observer and Eccentric Media is looking for an Account Executive for the Novi/Northville, MI Territory. This position will work out of the South Lyon, MI location. We are also looking for an Account Executive for the Birmingham, MI Territory. This position will work out of the Sterling Heights, MI location.

**RESPONSIBILITIES:** This position is responsible for all sales and related activities to advertisers within an assigned geographic territory. Will mainly be serving businesses with the opportunity to sell into the Hometown Weeklies, Observer & Eccentric publications and DMP products. Primary responsibility is managing the territory to achieve sales quotas and developing new business. The Account Executive will develop strategies, make presentations to new and existing advertisers and be responsive to customer needs. Sales orders, reports and documentation are prepared for management's review.

**REQUIREMENTS:** An Associate's degree and two years of sales experience and/or equivalent. Bachelor's degree preferred. Professional communication, presentation and organizational skills are required. Must be highly motivated, analytical, detail-oriented and able to work under deadline pressure. Proficiency using a personal computer is required. Use of personal vehicle, valid driver's license, state mandated auto insurance and good driving record are required.

**Our Company**  
Gannett is a media and marketing solutions company with a diverse portfolio of broadcast, digital, mobile and publishing companies. Gannett provides consumers easy access to the things that matter most to them - any way and anywhere.

Gannett's portfolio of trusted brands helps business customers connect with these highly engaged audiences through its industry-leading marketing services, customized solutions and national-to-local-to-personal reach.

The company's 82 U.S. daily newspapers, including USA TODAY, reach 11.6 million readers every weekday and 12 million readers every Sunday, providing important news and information from their customers' neighborhoods and around the globe. USA TODAY, the nation's No. 1 newspaper in print circulation, and USATODAY.com reach a combined 6.6 million readers daily.

The Broadcasting Division's 23 TV stations reach 21 million households, covering 18.2 percent of the U.S. population. Through its Captivate subsidiary, the Broadcasting Division delivers news, information and advertising to a highly desirable audience demographic on 9,500 video screens located in elevators of office towers and select hotel lobbies in 25 major cities across North America.

Newsquest is one of the U.K.'s leading regional community news providers and its digital portfolio of newspaper and online-only brands attracts nearly 7.5 million unique users each month. It has a portfolio of 17 daily paid-for newspapers and more than 200 weekly newspapers, magazines and trade publications. Newsquest owns a successful online publisher called s1, which is a leading recruitment site in Scotland. Gannett is an equal opportunity employer and is committed to a policy of equal employment opportunity for all persons.

Email resumes to: [gperry@hometownlife.com](mailto:gperry@hometownlife.com). Attn: Sales Please specify the territory you are interested in on the subject line of your email.

EEOC

**OBSERVER & ECCENTRIC MEDIA**  
hometownlife.com  
A GANNETT COMPANY

## Challenging fun for ALL ages

# Sunday PUZZLE CORNER

### CROSSWORD PUZZLER

#### ACROSS

1 Four-footed pals  
5 Coffee holder  
8 "The Thin Man" pooch  
12 Fall birthstone  
13 NASA counterpart  
14 Astronomer  
15 Diver's position  
16 Restrained a horse  
18 Hot-tub wood  
20 Major Japanese port  
21 Tending to hang down  
24 Burdened  
27 Jungle crusher  
28 NYC airport  
31 Heavy sound  
32 Say I do  
33 Red-tag event  
34 Parent  
35 Kentucky Derby time

#### DOWN

1 Fireworks noise  
2 Monumental  
3 Capture  
4 Sild in snow  
5 Paris subway  
6 Function  
7 Thug's heater  
8 Some handball points  
9 — Lee cakes

#### Answer to Previous Puzzle

DOG	CREW	TREE
EEO	HOME	RAVE
CRANIUMS	AMIN	
RABBIT	LIP	
AGAR	BALSAMS	
NUB	JEEPS	PUG
KEYHOLE	SECT	
ASK	FLASKS	
ROGUE	ORAL	
ASAN	WRITEUPS	
FLIT	HEAT	PUT
TONS	YOORE	CPA

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## SUDOKU

Fun By The Numbers

Like puzzles? Then you'll love sudoku. This mind-bending puzzle will have you hooked from the moment you square off, so sharpen your pencil and put your sudoku savvy to the test!

9			6	5		3	
		5		9		8	
	3	1		8	2		
5	6	3			8	2	1
	8	7	5	2		3	9
4					3	5	
				3		8	1
		6			7		
	4	8	2		9	6	3

Level: Beginner

**Here's How It Works:**  
Sudoku puzzles are formatted as a 9x9 grid, broken down into nine 3x3 boxes. To solve a sudoku, the numbers 1 through 9 must fill each row, column and box. Each number can appear only once in each row, column and box. You can figure out the order in which the numbers will appear by using the numeric clues already provided in the boxes. The more numbers you name, the easier it gets to solve the puzzle!

## BIG TOP WORD SEARCH

### WORDS

ACROBAT	JUGGLE
AERIAL	LADDER
ANIMAL	NEVAGERIE
ATTRACTION	MOTTO
BARRIER	PARADE
BUNGEE	PITCHMAN
CATCHER	PROPS
CHARACTER	REPRISE
CHARADE-VARIE	RINGMASTER
CIRCUS	ROPE
ENJOY	SPECTACLE
FLIGHT	STADIUM
FLOOR	TRAINER
GAG	TRAMPOLINE
GIRTH	UNICYCLE
HENSPHERE	USHER
ILLUSIONIST	WIRE

Find the words hidden vertically, horizontally & diagonally throughout the puzzle.

### CHECK YOUR ANSWERS HERE

**Sudoku**

9	6	1	2	8	7	3	5
5	8	7	9	6	3	1	2
3	1	8	2	5	9	4	6
5	6	3			8	2	1
	8	7	5	2		3	9
4					3	5	
				3		8	1
		6			7		
	4	8	2		9	6	3

**Word Search**

A	C	R	O	B	A	T	J	U	G	G	L	E
S	E	E	G	T	N	B	I	V	G	L	E	J
P	T	M	Y	A	K	N	R	R	G	O	E	N
O	S	I	F	H	C	W	L	P	T	L	C	N
R	A	S	R	C	M	A	B	C	H	I	U	T
P	H	P	H	D	R	A	Y	A	L	G	W	T
C	G	H	S	D	A	G	T	R	O	G	I	L
Y	N	E	E	D	A	C	E	P	L	R	K	O
S	I	R	E	G	E	H	E	I	O	I	M	R
R	R	E	D	P	V	A	W	R	E	T	O	I
E	C	H	S	A	R	S	E	S	C	R	S	I
P	N	G	R	T	S	J	T	A	F	U	D	A
R	Y	I	V	T	B	E	R	O	J	A	L	S
I	E	G	E	N	T	R	N	F	T	P	M	R
S	B	F	O	J	T	U	C	S	B	I	A	N
E	J	H	F	A	M	O	T	T	O	C	A	P
R	E	I	R	R	A	B	L	R	E	T	C	A
L	A	I	R	E	A	T	H	G	I	L	F	C
M	R	E	N	I	A	R	T	B	U	N	G	E
A	I	L	L	U	S	I	O	N	I	S	T	U



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MARIO'S CEMENT  
All kinds of Cement Work  
• Porches • Chimneys • Brick  
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25 yrs. exp.  
Start to Finish, L.C./Ins.  
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City cert. Violations corrected.  
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All home repairs. L.C./Ins.  
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Cheap Rates! Garages, basms,  
attics. Free Est.  
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**Hauling - Clean Up**

**A-1 HAULING**  
Move scrap metal, clean base-  
ments, garages, stores, etc.  
Lowest prices in town. Quick  
service. Free est. Wayne/ Oak-  
land. Central location.  
248-547-2764, 248-559-8138

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**COMPLETE LANDSCAPING BY  
LACORE SERVICES**  
Clean-ups, landscaping, grad-  
ing, sodding, hydro-seeding,  
retaining walls, tree work, brick  
walks & patios. Drainage &  
lawn irrigation systems, low  
foundations built up. Weekly  
lawn maintenance. Haul away  
unwanted items. Comm. Res.  
39 yrs exp. L.C. & Ins. Free Est.  
www.lacoreservices.com  
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**A1 Movers & Service**  
Lic. & Insured - Efficient for  
only \$50/hr. 866-633-7953

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**FRANK'S PAINTING SERV.**  
Residential repainting,  
work myself. Free estimates.  
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**Paint Decorating Paper**

**PAINTING BY ROBERT**  
• Wallpaper Removal • Int  
• Ext • Plaster/Drywall Repair  
• Staining. 25 yrs exp. Free est.  
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**Card of Thanks**

**THANK YOU  
ST. JOE**  
For granting my wish.  
E.R.S.

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NEWSPAPER**

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**Absolutely Free**

**FIREWOOD**, you pick up.  
Call Don: 248-348-0684

**HAMMOND ORGAN:**  
Spinnet Model, 1957,  
good cond. You pick up.  
Call: 734-834-9506

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**FARMINGTON HILLS**  
GARAGE SALE. MUST SEE!  
Massage therapy equip & sup-  
plies, furniture, sm appliances,  
sell lamps, home accessories,  
artwork, retail racks, grids,  
bust forms & more!! 28190  
WILLOW TRAIL, NW corner  
of 10 Mile & Inkster Rds. AUG  
30-SEP 1. Call text:  
(248) 921-6322

**LIVONIA:** Aug 29-Sept. 2,  
8:30-4:30pm. 29742 Richland.  
Plymouth/Middlebelt area.  
Furniture, Clothes, Household,  
Hummel, Longaberger baskets.

**LIVONIA-Big Garage/Moving  
Sale!** 31737 Hwy 48150 Sat-  
urday (24th), Sunday (25th),  
8am-4pm, Both Days! Furni-  
ture, Clothes, Misc Items!

**LIVONIA HUGE SALE!**  
38455 5 Mile, btwn New  
burgh/Haggerty. Aug. 23-25th,  
Fri., 10am-6pm; Sat., 10-5pm;  
Sun., 12-5pm. Sports collec-  
tions, Barry Sanders, Wings,  
Tigers, Hallmark, Beatles,  
electronics & much more!!  
tlondene981@yahoo.com

**LIVONIA-Moving Out of  
State Sale-15687 Liverpool St.**  
Sun., 8-25, 12-4pm & Mon., 8-  
26, 11-7pm. Furniture, house-  
hold goods, tools, Christmas  
decorations, Tom-Tom, some  
toys & misc items.  
**CASH ONLY! YOU CARRY!**

**NEW HUDSON:** Annual Haas  
Lake Park RV Campground  
Yard Sale. Multiple yard sales  
at 25800 Haas Rd., Sat.  
8/31/13, 9 am to 3 pm.

**NORTHVILLE:** Moving Sale!  
Small appl., furniture, fans,  
lamps, bedding, tools & much  
more! Aug. 29-30, 9-5pm.  
465 Welch, 8 Mile/Novi Rd.

**RECYCLE THIS  
NEWSPAPER**

**Garage/Moving Sales**

**W. BLOOMFIELD**  
GARAGE SALE! Household  
goods, fashion clothes, kids'  
stuff, multi-family. Lots & lots  
of goodies! THURS., 8/29 and  
FRI., 8/30. 9am-4pm. 4280  
Apple Valley, off Lone Pine

**WESTLAND**  
**VERY NICE GARAGE SALE:**  
Aug. 31 & Sept. 1st Bedroom  
furn; 2 recliners; snowblowers  
(2); lawnmower (16 yrs old);  
household & kitchen items; ta-  
bles; twin bed frame; house  
humidifier; newer comic books  
& more! 9am-5pm. 1517 S.  
Berry, 48188 734-673-4487

**Household Goods**

**Bedroom Suite- all wood**  
antique white. Great condition.  
Inc. 4 poster full size bed  
frame, 4 dresser chest, 3 draw-  
er dresser w/hutch, lingerie  
chest, desk & chair. \$1500.  
(248) 880-3805

**DESIGNER SELLING:** Thom-  
asville Tightback Sofa, very  
good cond, upholstery & slip  
cover in cream velour, \$850.  
Quadrant slip covered sofa, soft  
cream/tan, down filled, \$500.  
Neptune Maytag dryer, electric,  
like new, \$350.  
Northville. 734-421-0500

**GIRLS BED \$20, & Dresser**  
\$30. Maple Wakefield Dresser,  
\$40 with or without Mirror  
\$20. Haywood Wakefield Hutch  
\$20. Nice condition. Or best  
offer. 734-462-1977

**MISC. FURNITURE-Drexel-  
Heritage mahogany queen  
headboard & footboard w/side  
rails, maple dry sink, maple  
drop leaf table w/8 chairs - all  
pieces in good to excellent  
condition - it's worth a call to!**  
Judy (734) 260-9859  
Vocalist1@aol.com

**POOL TABLE:** Dark wood,  
like new, \$800/best. Foosball  
Table - Great American, like  
new, \$300. Oak Entertainment  
Center - double glass, holds  
36in TV, like new, Carl Sams  
Wildlife wood framed photo,  
26in by 34in and other framed  
pictures. Call: 248-887-4084

**SOFA:**  
3 cushioned, 78 inches,  
excel. cond. \$500/best offer.  
Call: 248-348-2426

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**REFRIGERATORS \$150 & up!**  
Range, washer/dryer \$100 &  
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Call: 313-534-1041

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**MOTORIZED WHEELCHAIR,**  
with lg seat, exc. cond. \$1100.  
Lift Recliner Chair, dark  
green, very clean, \$200.  
734-478-2725

**Misc. For Sale**

**Grass Edger Husqvarna:**  
Dual string, \$45. Electric  
trolling motor - Sm, Shake-  
spear 909, 36in. shaft, \$25.  
Pusher/Grinder  
Black & Decker, 2300 RPM,  
\$30. Call: 248-647-8428

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**KEYBOARD:**  
Handheld SHS YAMAHA Ten  
FM Digital with MIDI, \$75.  
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**GOLF CLUBS-** Tallor made  
Rocket Bledex, Tour golf irons,  
3-PW. Like new. Used 3x's.  
\$425. SOLD.

**Wanted to Buy**

Cash for old items to fine anti-  
ques. Collections, sets, oddi-  
ties, any size or quantity to full  
estates. Fair, honest, courte-  
ous, discrete older gentleman.  
I drive to you.  
Richard. (248) 795-0362  
richard.preston48@yahoo.com

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(248) 880-3805

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Quadrant slip covered sofa, soft  
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Northville. 734-421-0500

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Heritage mahogany queen  
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36in TV, like new, Carl Sams  
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734-478-2725

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\$425. SOLD.

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estates. Fair, honest, courte-  
ous, discrete older gentleman.  
I drive to you.  
Richard. (248) 795-0362  
richard.preston48@yahoo.com

**Wanted to Buy**

**WANTED:** Old Fishing Tackle &  
related items. Successful Deer  
Hunter Patches.  
Call Bill: (734) 690-1047

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**CAT:** Fixed female,  
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**CUSTOM BUILT 01 School  
Bobber Style, 2010:**  
Rigid, springer front end,  
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speed transmission, 600 miles,  
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**E-TON MATRIX 150 2009**  
Red, like new, only 400  
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dealer asking \$2500, will  
sell for \$1500/best offer.  
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\$7,100/best offer, 600 miles,  
like new. Call: 248-719-9859

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Low miles, excel. cond. Lots  
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results!**

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Red  
**\$8,995**

**2010 Buick  
Enclave**  
White  
**\$21,995**

**2001 Jeep  
Wrangler**  
**\$10,995**

**2005 Ford  
Explorer**  
Blue  
**\$5,995**

**2002 Ford  
Explorer**  
Silver  
**\$4,995**

**2005 Saturn  
Vue**  
Silver  
**\$6,995**

**2004 Pontiac  
Grand Am GT**  
Silver  
**\$3,995**

**2004 Pontiac  
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Very Clean  
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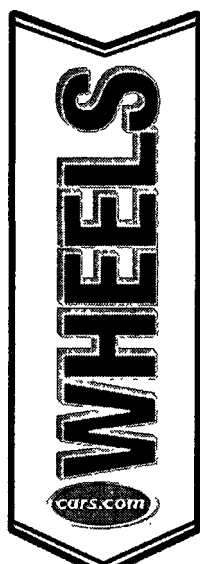
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## Car Report

Advertising Feature

### Nissan aims for pickup relevance with Titan co-branded with Cummins



By Dale Buss

The US pickup-truck market keeps coming back, so brands are looking for every which way to gain an edge. Nissan, for example, has just turned to co-branding a diesel engine with Cummins.

Both Nissan and Toyota mostly idled over the last few years in trying to improve their standing in the full-size pickup-truck market as a downturn in the segment reflected the Great Recession and the toll it took on many important vertical markets for the vehicles, especially construction and contracting. But now that housing has bounced back and pickup trucks are outselling the general vehicle market again, the Japanese brands are re-focusing on a segment that long has been dominated by the Detroit Three.

Nissan has struck a deal with Cummins to provide a turbodiesel engine in the 2015 calendar year. It'll be a 5.0-liter V8 based on a design unique from the turbodiesel engine that Cummins long has supplied for the heavy-duty versions of Ram pickups, which is a 6.7-liter inline-six cylinder.

"We will definitely leverage the Cummins brand name," Nissan spokesman Dan Bedore said.

But Nissan hasn't revealed details yet of exactly how it will go about this marketing exercise. One thing yet to be explained is how the co-branding will work visually. A Nissan spokesman told Automotive News that Cummins would work with Nissan on a logo for the Cummins-powered version of Titan, just as there is

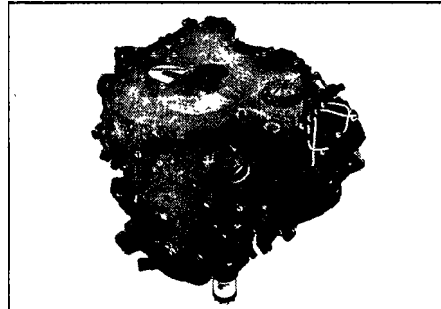
a Cummins logo on the heavy-duty Ram that provides a strong imprimatur for the Chrysler brand.

Cummins uses a stylish chrome capital "C" and black block letter "Turbo Diesel" in its logo that has adorned Ram heavy-duty pickups for nearly a quarter-century.

"It's our logo, not a Ram logo," Cummins' spokesman Dave Groggin told the publication. "We worked with Ram on the logo and we'll work with Nissan. Clearly both automakers see value having our logo on the side of their vehicles." Silver Cummins Diesel logos are attached to the fenders of Ram truck models with the Cummins engine.

It's clear that Nissan is trying to take the most direct, least complex route to making Titan more relevant in the segment. Titan sales dropped 21 percent for the year to date through July compared with a year ago, while Nissan's overall US sales rose by nine percent.

But the nameplate hasn't been fully revamped since its introduction in 2013. And while American pickup-truck buyers aren't necessarily style mavens, they do want the latest technology and most improved fuel economy possible in these high-expense vehicles.



The Cummins diesel destined for Titan.



Nissan is expected to launch a new version of Titan in 2015.

"Truck owners told us there's a demand for the performance and torque of a diesel in a capable truck that doesn't require the jump up to a heavy-duty commercial pickup," Fred Diaz, vice president for North American Nissan sales and marketing, said in a statement. "There is no question that the new Titan will turn heads."

Presumably one reason that Nissan took this step is the advice of Diaz. He was president of the Ram brand until recently jumping to Nissan. Diaz presided over Ram at a key time, when it was transitioning away from being part of Chrysler's Dodge marque. He also oversaw the opportunistic revamp of Ram that Chrysler decided to launch last year, and the brand's highly evocative "Farmer" ad during the last Super Bowl ran on Diaz's watch.

So if anyone understood the potential for an association with Cummins to goose prospects for the hoary Titan, it was Diaz. And apparently he was able to convince his bosses at Nissan quickly that Cummins could be key to a needed boost for Titan.

Expect Diaz's former colleagues at

Chrysler not to be happy about all of that. Nissan doesn't offer a heavy-duty version of Titan, and Ram uses its Cummins engine only with its heavy-duty versions. But there remains plenty of potential for confusion among American pickup buyers, who often eye diesel power and its ample torque as an important differentiator for their needs — regardless of whether the automaker calls its truck "heavy-duty" or not.

The Ram with a Cummins diesel is rated at 850 pounds-feet of torque and can tow an industry-best 30,000 pounds. Ram spokesman Nick Cappa told the publication that buyers associate the Cummins engine with an ability to tow and haul huge loads.

"People buy heavy-duty trucks for their capability, and that's what we deliver," he said.

Chrysler officials declined to comment to Automotive News on Nissan's deal with Cummins or whether the name on a competitor's truck could hurt Ram's sales or dilute the brand's exclusivity. But you can bet they're concerned about it.

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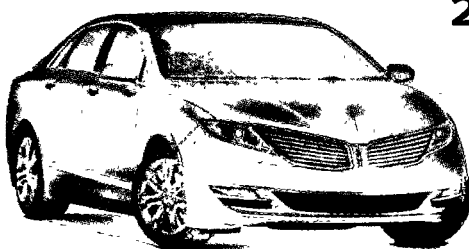
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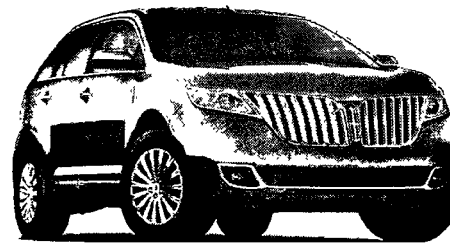
LINCOLN



2013 LINCOLN MKZ

**\$244**

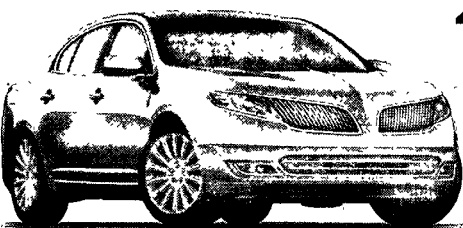
Vin #3LDR819964

Per Month, \$2568 Due at Delivery, Plus Tax,  
Title, Plates, No Sec Dep. 24 Month Lease/21,000 Miles.  
All payments are based on A/Z plan and includes a  
\$1000 Competitive Conquest Bonus manufacture rebate.

2013 LINCOLN MKX

**\$236**

Vin #2LDBL30777

Per Month, \$2990 Due at Delivery, Plus Tax,  
Title, Plates, No Sec Dep. 24 Month Lease/21,000 Miles.  
All payments are based on A/Z plan and includes a  
\$750 lease renewal Manufacturer rebate.

2013 LINCOLN MKS

**\$228**

Vin #1LDG618176

Per Month, \$2917 Due at Delivery, Plus Tax,  
Title, Plates, No Sec Dep. 24 Month Lease/21,000 Miles.  
All payments are based on A/Z plan and includes a  
\$750 lease renewal Manufacturer rebate.

2013 LINCOLN MKS ECOBOOST

**\$344**

Vin #1LDG603476

Per Month, \$2995 Due at Delivery, Plus Tax,  
Title, Plates, No Sec Dep. 24 Month Lease/21,000 Miles.  
All payments are based on A/Z plan and includes a  
\$750 lease renewal Manufacturer rebate.

2013 LINCOLN MKT

**\$413**

Vin #2LDBL54181

Per Month, \$2986 Due at Delivery, Plus Tax,  
Title, Plates, No Sec Dep. 36 Month Lease/31,500 Miles.  
All payments are based on A/Z plan and includes a  
\$750 lease renewal Manufacturer rebate.

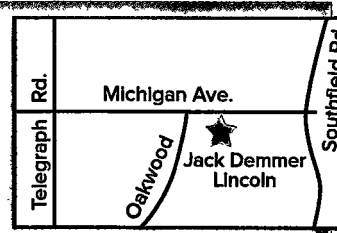
2013 LINCOLN NAVIGATOR

**\$562**

Vin #51DEL05262

Per Month, \$2999 Due at Delivery, Plus Tax,  
Title, Plates, No Sec Dep. 36 Month Lease/31,500 Miles.  
All payments are based on A/Z plan and includes a  
\$750 lease renewal Manufacturer rebate.**1-800-306-8674**21531 MICHIGAN AVE.  
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With the purchase or  
lease of a new vehicle.  
1998 or newer, less than  
100,000 miles.

All prior sales excluded.

Good through 8/31/13

\*100 tax, title, license and plates. All applicable factory rebates included in price. All leases are 10,500 miles/yr. With approved credit. See Jack Demmer Lincoln for complete details. All offers subject to change due to early print deadlines.  
Security Deposit waived. \*See Dealer for details. All payments are based on A/Z Plan plus sales tax, title and plate fees. Payments are good thru 8/31/13.

OE237092

**BILL BROWN****PRESENTS...**

# THE SUMMER BLOCKBUSTER SALES EVENT

**Buy a New 2013 Ford Edge for****0% APR + \$1500**

Financing for 60 months

In Customer Cash

**or receive \$3,000 in Customer Cash!****Lease a 2013 Ford Edge SEL FWD for****\$281\***With lease renewal  
EPA-estimated rating of  
19 city / 27 highway MPG24 months for current  
A/Z plan leases with  
ZERO DOWN and \$598  
Cash Due at Signing,  
security deposit waived.11 at this price  
169 available**Buy a New 2014 Ford Escape for****3.9% APR + \$500**

Financing for 60 months

In Customer Cash

**or receive \$2,000 in Customer Cash!****Lease a 2014 Ford Escape SE FWD for****\$258\***With lease renewal  
EPA-estimated rating of  
24 city / 33 highway MPG24 months for current  
A/Z plan leases with  
ZERO DOWN and \$471  
Cash Due at Signing,  
security deposit waived.20 at this price  
242 available**Buy a New 2013 Ford Taurus for****0% APR + \$2250**

Financing for 60 months

In Customer Cash

**or receive \$5,500 in Customer Cash!****Lease a 2013 Ford Taurus SEL FWD for****\$303\***With lease renewal  
EPA-estimated rating of  
19 city / 29 highway MPG24 months for current  
A/Z plan leases with  
ZERO DOWN and \$595  
Cash Due at Signing,  
security deposit waived.3 at this price  
59 available**Buy a New 2013 Ford Fusion for****0% APR + \$500**

Financing for 60 months

In Customer Cash

**or \$1,500 in Customer Cash!****Lease a 2013 Ford Fusion SE FWD for****\$228\***With lease renewal  
EPA-estimated rating of  
22 city / 34 highway MPG24 months for current  
A/Z plan leases with  
ZERO DOWN and \$492  
Cash Due at Signing,  
security deposit waived.20 at this price  
391 available**Buy a New 2013 Ford F-150 for****0% APR**

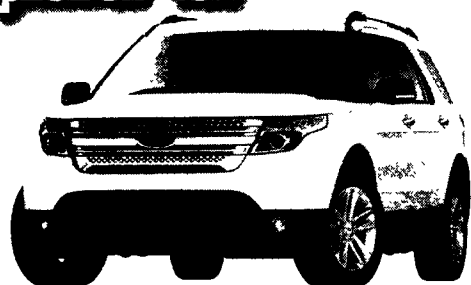
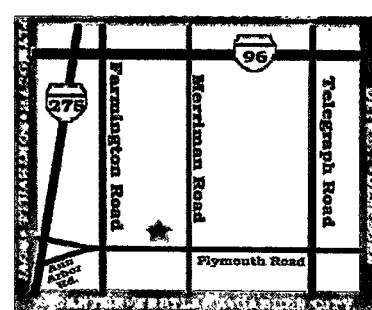
Financing for 60 months

**or receive \$5,500 in Customer Cash!****Lease a 2013 Ford F-150 XLT Super Cab 4WD for****\$306\***With lease renewal  
EPA-estimated rating of  
17 city / 23 highway MPG24 months for current  
A/Z plan leases with  
ZERO DOWN and \$627  
Cash Due at Signing,  
security deposit waived.4 at this price  
149 available**Buy a New 2014 Ford Focus for****0% APR**

Financing for 60 months

**or receive \$2,000 in Customer Cash!****Lease a 2014 Ford Focus SE 201A with Leather for****\$229\***With lease renewal  
EPA-estimated rating of  
27 city / 37 highway MPG24 months for current  
A/Z plan leases with  
ZERO DOWN and \$448  
Cash Due at Signing,  
security deposit waived.30 at this price  
172 available**Buy a New 2014 Ford Explorer for****1.9% APR**

Financing for 60 months

**or receive \$2000 in Customer Cash!****Lease a 2013 Ford Explorer for****\$330\***With lease renewal  
EPA-estimated rating of  
17 city / 24 highway MPG24 months for current  
A/Z plan leases with  
ZERO DOWN and \$563  
Cash Due at Signing,  
security deposit waived.3 at this price  
91 available**BILL BROWN****Showroom Hours:**Mon. & Thurs.  
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LIVONIA, MI 48150****billbrownford.com • (734) 421-7000**

\*All payments are for qualifying A/Z PLANNERS. For qualifying non A/Z planners an additional \$1300 would be required to keep the payments the same. 10,500 miles per year. All factory rebates assigned to dealer. Not all buyers will qualify for lowest payments. Pictures may not represent actual vehicle. Subject to availability. Payments per program in effect at publication and are subject to change. All offers expire 8/30/13.

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