









WHEN YOU KNOW THE DIFFERENCE SM



*Essex Exterior* Floor plan #4553 in Spice Exterior

# <sup>2014</sup> Essex

# How to make a statement without saying a word.

Those who treasure timeless elegance will appreciate the craft and care that goes into every 2014 Essex. Only Newmar could combine this level of beauty and brawn into a single superlative luxury package. The exterior literally gleams from within, thanks to Newmar's exquisite Full-Paint Masterpiece<sup>™</sup> Finish. Inside are all the lavish standards others call extras. And underneath it all you'll find 500 horses of diesel-power ready to tame any challenge.

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WHEN YOU KNOW THE DIFFERENCE SM



- Spartan® K2 Tag Axle Chassis with 500HP Cummins ISX Engine



### *Features at a glance:*

- Comfort Drive<sup>™</sup> Steering with power control
- Cummins Onan® Quiet Diesel<sup>™</sup> Generator
- Freightliner® Chassis with 500HP Dd13 Detroit Diesel Engine\*

# Bask in the glow of something special.

A tour of everything the 2014 Essex has to offer is truly an illuminating experience. LED lighting from the standard Girard® NOVA awnings, from beneath

the slide-outs, and even from underneath the stairs, combine to create an

atmosphere suffused with



**Comfort** Drive<sup>®</sup>

warmth and welcome. Perfect for those times when you'll want to enjoy the Sony® entertainment system ready to be unveiled behind an exterior panel.

Other hidden talents abound, including enhanced-height storage with power-assist compartments\* and access to the standard Dometic exterior freezer.



Spartan Chassis is a leader in the design and engineering of components which deliver superior performance and exceptional safety ratings.

**Essex Interior** Floor plan #4553 with Matrix Décor Style and Sable Maple Cabinetry – Crafted to Satisfy.



## We never compromise. Neither should you.

The Essex interior projects an undeniable sense of well-being and welcome. Newmar's dimensional cabinet surfaces add a natural flow to the environment, which is admirably accented by decorative walls of real slate and porcelain floor tiling with metal inserts. Sculpted toe kicks and decorative cabinetry feet help underscore the fine furniture appeal.

The kitchen is nothing less than a delight. Here you'll find residential-class appliances and fixtures, a one-piece stainless steel designer sink that's obligingly deep, and a new all-glass wave pattern backsplash that boasts an attractive glow courtesy of hidden LED illumination.

- Polished solid surface countertop with curved single bowl stainless steel sink
- Sable Maple glazed hardwood unitized cabinets
- Whirlpool® bottom freezer French door refrigerator with icemaker and water dispenser
- Polished porcelain floor tile in kitchen, bathroom and living areas











## Myriad ways to make yourself comfortable.

When it comes to ways to relax and unwind, Newmar leaves nothing to chance in the 2014 Essex. With its two-toned accent treatment and nail-head trim, the newly designed plush Ultra Leather furniture catches the eye and calms the spirit. Luxurious Villa seating for both driver and passenger swivel to let you join the crowd, and even the poweradjustable dinette provides a comfortable wraparound ensemble.

And while you're sinking into your seats, your entertainment is rising to the occasion, with a 46" Sony® televator appearing on command, backed by booming Sony® surround sound powered by Bose® speakers.

- Sony® 46" LED HDTV on televator\*
- Ultra Leather dinette ensemble with powered adjustable table\*
- Power duo day/night privacy window shades
- Villa sofa and driver/passenger seats with driver power footrest





## A level of comfort others only dream about.

The Essex master bedroom is where you'll find both quiet solitude and solid craftsmanship, with special Newmar touches in every corner. Striking inserts of Melacore laminate give selected models the option of a backlit headboard with panels that slide to reveal outside lighting. Topped with a velvet quilted spread, the king size Sleep Number® bed gains added finesse from trims and a faux fur bed scarf.

Completing the room's distinctive look is a serpentine front base cabinet which has room for all the essentials of a lifestyle of leisure. Who says you can't take it with you?

- King size bed with Sleep Number® control mattress
- Sony® 40" LED HDTV with Blu-Ray® player
- Bose® Wave radio with CD and alarm
- Silverleaf® multiplex control system









Left: ARight:



# A clean break from the expected.

Functional beauty is a hallmark of Newmar quality. And nowhere is it more on display than in the new master bath of the 2014 Essex. The large 40" x 32" residential shower now includes floor-to-ceiling gradated tiling, color-customized to match the specific décor of your floorplan.

You'll also enjoy the polished solid surface double vanity with room for two, plus the extra half bath for extra guests. With Newmar, you're showered with all the amenities you could ask for.

### Features at a glance:

- Wall to wall and floor-to-ceiling gradated tiling
- Demand water system
- Dual solid surface bathroom vanity sinks with gradated tile backsplash
- Fold down teak shower seat\*

• *Left:* A polished solid surface double vanity is ideal for couples.

**Right:** Clear glass shower enclosure with wall-to-wall maintenance-free tile.

Essex Interior

Floor plan #4557 with Ventura Décor Style and Ginger Glazed Cherry Cabinetry – A Kitchen That's Fashion-Forward.


# New choices. Fresh possibilities.

New floorplan choices, including quad slide-out options and configurations with full wall slide, offer even more reasons to make Essex your must-have in a luxury coach. A front kitchen option, for example, now allows the ultimate in residential character, with a huge galley that includes a roomy dinette and an appealing window overlook of your patio area.

At nightfall, close the two-tone Power Duo shades and step into the expansive living room where your guests are gathered around a Sony® entertainment center above and fireplace below.

### Features at a glance:

- Designer feature ceiling
- Ginger Glazed Cherry hardwood cabinets with high-gloss finish
- Power silhouette window shades\*
- Villa Extenda Flex dinette\*





# Extras that make all the difference.

Why do Newmar owners feel so taken care of? Perhaps it's because coaches such as the new Essex have been designed to anticipate their every need. Such as the need for versatile space. Essex now includes the ingenious option of a poweradjustable bed that adapts to sofa seating, effectively turning a bedroom into a den for visitors.

The royal treatment for guests continues in the well-appointed half bath that includes a full vanity sink, plus gorgeous Newmar cabinetry and a backsplash designed to match the rest of your cabin's high-end décor.

- Power bed/sofa base with Sleep Number® premier mattress\*
- Polished solid surface half bath counter with single sink
- Electric heat under floor tile\*
- Sunforce flexible solar panels on roof\*

### ESSEX EXTERIOR DÉCOR





Spice Exterior

Pepper Exterior







Vanilla Cream Exterior



Nutmeg Exterior

### ESSEX INTERIOR DÉCOR

### WOOD OPTIONS





### Ventura Interior

Matrix Interior

### Rattan-Glazed Maple

### Amaretto-Glazed Maple



**Dune Interior** 

**Twilight Interior** 

Ginger-Glazed Cherry

Sable Maple







### FLOOR PLAN SPECIFICATIONS

Floor Plan	App. Overall Length	Width	App. Overall Height	Interior Width	Interior Height	Grey Tank	Sewage Tank	Water Tank	Propane Tank	Furnace
4544	44' 11"	101.5"	13′ 1″	95.5"	84"	65 gal	45 gal	105 gal	22 gal	50,000 btu
4552	44' 11"	101.5"	13′ 1″	95.5"	84"	65 gal	45 gal	105 gal	22 gal	50,000 btu
4553	44' 11"	101.5"	13′ 1″	95.5"	84"	65 gal	45 gal	105 gal	22 gal	50,000 btu



### FLOOR PLAN SPECIFICATIONS

loor Plan	App. Overall Length	Width	App. Overall Height	Interior Width	Interior Height	Grey Tank	Sewage Tank	Water Tank	Propane Tank	Furnace
4554	44' 11"	101.5"	13′ 1″	95.5"	84"	65 gal	45 gal	105 gal	22 gal	50,000 btu
4557	44' 11"	101.5"	13′ 1″	95.5"	84"	65 gal	45 gal	105 gal	22 gal	50,000 btu







### ESSEX FLOOR PLANS

### **ESSEX FEATURES & OPTIONS**



### **Chassis Features**

Built specifically for Newmar with the highest quality in handling, safety, performance, and dependability.

Spartan® K2 Tag Axle Chassis with 500Hp Cummins® ISX Engine

Allison® 4000 MH Transmission	30" Co
Remote Engine Start Station	Whirlp
Automatic Traction Control	Water
Comfort Drive <sup>™</sup> Steering with Power Column and Adjustable Control	Whirlp
Alcoa Dura-Bright Aluminum Wheels	Domet
Hydraulic Jacks	TripTel
Power Tilt-and-Telescope VIP Smart Wheel®	Sidevie
Memory Settings for Drivers Seat, Pedals, Steering Wheel and Mirrors	Safe ir
Cruise Control	Firepla
Recessed Fuel Fills with Crossover to Fill from Either Side	
Back-Up Alarm	
Anti-Lock Braking System	_ All elec
Front Disc Brakes	_ Central
Electronic Chassis Information Display in Dash	_ Securi
Tire Pressure Monitor System	
Chassis Service Center	
Leece-Neville 270-Amp Alternator	
55-Degree Cramp Angle	8
Air Leveling Control System	and the second second

### OPTIONS

Vorad® Adaptive Cruise System

Freightliner® Chassis with 500Hp Dd13 Detroit Engine & Passive Steer Tag on 4544 & 4553 Floorplans



### **Air Conditioning & Heating**

Total Comfort Air Conditioning and Hydronic Zone Heating systems make climate control simple and effective.

Three 15M Penguin<sup>™</sup> Heat Pump Central Air Conditioners with Remote Control Thermostat

Hydronic Zone Diesel Heating System

Dash Heater and High Output Air Conditioner

Driver/Passenger Dash Overhead Ventilation System

Propane Gas Leak Detector

Roof Air Conditioning Drainage System

### OPTIONS

Electric Heat under Floor Tile



### **Appliances**

All of the amenities of a fine home are integrated in the Newmar design, in both form and capabilities.

onvection Microwave Oven with Two-Burner Gas Cooktop bool® Bottom Freezer French Door Refrigerator with Icemaker & Dispenser bool® Two-Piece Stacked Washer/Dryer tic Freezer on Pullout Tray in Exterior Compartment k<sup>™</sup> Electronic Travel Information (Displayed on Rearview Monitor) iew Cameras with Image Displayed on Rearview Monitor Screen n Bedroom Wardrobe ace in Living Area\*

dvantium™ Speedcook Microwave ctric Operation with Kenyon Cooktop and Two Extra Batteries al Vacuum with Deluxe Tool Kit ty System

### Audio. Video & Accesories

Stay entertained on the road and off, with spectacular visual and sound options from industry leaders.

Sony® 46" LED TV on Televator in Living Area*
Sony LED TV and Blu-Ray Player in Living and Bedroom (TV sizes vary per floorplan)*
Sony® Surround Sound System with Sub-Woofer
Bose® Wave Radio with CD Player in Bedroom
SIRIUS® Satellite Capability with Antenna (Does not Include SIRIUS® Monthly Subscription)
"Nav-N-Go"® Navigation System Displayed through Dash Touch Screen Monitor
High Definition Component Wiring
Infra-Red Reapter System
Satellite Dish Prep on Roof
Secondary Multiple Touch Screen in Bedroom
Winegard Power Lift Digital TV Antenna

### OPTIONS

Sony® 40" LED TV in Front Overhead Cabinet\* Sony® 46" LED TV on Televator\*

Remote-Controlled Rearview Color Camera Exterior Entertainment Center Located in Sidewall with Sony® 40" LED TV External Entertainment Center Located in Storage Compartment with Sony 40" LED TV, Dome Satellite Dish without Receiver Extra monitor for navigation on Passenger Side **Cabinets & Furniture** Amish craftsmanship and elegance in design meld the wood cabinetry and furniture seamlessly with the Newmar interior.

able Maple Hardwood Unitized Cabinets with Fully Overlayed Cabinet Doors
olished Solid Surface Countertop in Kitchen with Single Bowl
olished Solid Surface Countertop in Bathroom with Integrated Bowl
olished Solid Surface Countertop on Bedroom Nightstands and Chests
esidential Style Full Extension Ball Bearing Drawer Guides
oncealed Hinges on Cabinet Doors
illa® Sofa and Driver/Passenger Seats
leated Front Seats with Power Lumbar, Footrest, Recline and Oversized
assenger Seat Work Station
ullout Pantry Shelves*
leep Number® Premier Air Mattress
edar Paneling in Rear Wardrobe
ifts on Bed Top

### OPTIONS

Amaretto Glazed Cherry Hardwood Cabinets
Rattan Maple Glazed Hardwood Cabinets
Ginger Glazed Cherry Hardwood Cabinets with High-Gloss Finish
Bar Dinette
Solid Surface Double Bowl Kitchen Sink
Villa® Ultra Leather Sofa/Dinette Ensemble with Two Folding Chairs
Villa® Sofa/Euro Booth Dinette Ensemble with Two Folding Chairs*
Extenda "L" Sofa*
Villa® Extenda Flex Dinette with Two Folding Chairs*
Villa® Recliners in place of Sofa*
Power Bed/Sofa Base*
Overhead Cabinet Above Sofa/Dinette Area*



### **Electrical Features**

A Newmar coach's electrical and lighting system is designed for maximum reliability, functionality,

12.3 KW C
50-Amp E
Six 6-Volt
5-Watt Sc
2,800-Wa
110-Volt E
12-Volt Au
Mid-ship \$
Exterior L
Recessed
LED Light
Engine Bl
Battery Di
Emergend
Exterior S
ICC Light
Accent Lig
Solar Pre
Silverleaf
Interior Co
Manually
Power Re
Recept wi
OPTIONS
Roof-Mou

Front Cap

- 12.5 kW Cummins Onan® Diesel Quiet Generator on Hydraulic Slide Tray
  - lectrical Service with Flexible Cord
  - House Batteries on Pullout Tray
  - olar Panel
  - att Pure Sine Inverter
  - Exterior Recept
  - uxiliary Recept
  - Side Turn Signals
  - \_ED Accent Lights Below Door Side Slideout
  - d Docking Lights
  - ts Recessed in Ceiling and Overhead Cabinets
  - Block Heater
  - isconnect Switch
  - ncy Engine Start Switch
  - Security Lights, One Installed on Each Side
  - Flasher Switch
  - ghts in Feature Ceiling, Lambrequins, Kitchen, Bed Base, Fascia & Dash

  - f® Multiplex Control System
  - Courtesy Lights
  - Operated Hold-To-Run Slideout Switch
  - ewind Reel with 50' Cord
  - vith Built in USB Charger at Dinette & Bedroom Dresser Cabinet

- unted Spot Light
- Six Sunforce flexible 95-Watt Solar Panels on Roof



### **Exterior Features**

The Full-Paint Masterpiece Finish is one of the most beautiful and durable in the industry, with the goal of a perfect finish, every time.

Full-Paint Masterpiece<sup>™</sup> Cut & Buff Finish with Nano Shield Protection on

- Chrome Trim Package
- Lighted Exterior Storage Compartments with Cargo Liner
- Stainless Steel Kick Panel at Entrance Door
- Convex Exterior Chrome Mirrors with Remote Control. Defrost. Turn Signals & Side View Cameras
- Power Locking Baggage Doors
- Rear Hitch for Towing Car
- Holding Tank Levels Displayed in Exterior Water Works Compartment
- Keyless Entry with Doorbell and Touch Pad

Automatic Step for Entrance Door	
Rear Protective Stainless Tow Guard	
Undercoating	
OPTIONS	
	-
Large Storage Tray with Access from One Side or Either Side	è
Large Storage Tray with Access from One Side or Either Side Power Sliding Storage Tray	<u>,</u>

Assist Handle at Entrance Door

Automatic Stop for Entroppe Deer

### **Interior Features**

Flooring – both tile and carpet – is installed with *Newmar's own in-house process, ensuring the best in* quality and longevity, as well as the finest fit.

Dual latch Front Door with Power Flush Stepwell Cover

Designer Feature Ceiling Auto Motion Power Dual Window Shades & Lambreguins Auto Motion Power Shades for Windshield & Driver/Passenger Side Windows Polished Solid Surface Window Sills Polished Porcelain Floor Tile in Kitchen, Bathroom, Living Areas Raised-Panel Interior Passage Doors Shoe Storage Shelves Recessed into Rear Cap Wardrobe Carpeting on Slideout Floors Quilted Bedspread, Bed Skirt, Bed Scarf and Accent Pillow Safe Located in Bedroom Wardrobe 10 Bc fire Extinguisher, Carbon Monoxide and Smoke Detectors

Polished Porcelain Floor Tile Extended into Bedroom

Power Silhouette Window Shades



### **Plumbing & Bath Features**

The Demand Water System's residential flow response ensures that the comfort and reliability of home are never far away.

### Demand Water System

Dometic Concerto China Bowl in Center Bath (Macerator Flush Stool in Rear Bath)

Monitor Panel

MANABLOC® Plumbing System Whole House Water Filter Polished Solid Surface Shower Walls with Decorative Inserts Power Rewind Water-Hose Reel Automatic Fill for Fresh Water Tank Exterior Convenience Wash Station Power Water Hose Reel Sewage & Grey Holding Tank Rinse

### OPTIONS

Fold Down Shower Seat

**RV** Sanicon System



### **Construction Features**

From the chassis on up. Newmar coaches are built to be dependable, durable, comfortable, and beautiful.

Power Lock Arms on All Slideout Rooms 5/8" Foam Insulation Laminated in Sidewalls & Ceiling Aluminum-Frame Sidewalls & Roof Construction 16" on Center Fiberglass Roof with Walkable Decking Polar Pak R19 Batten Insulation in Roof



### Windows, Vents & Awnings

Experience as much – or as little – of the outdoors as you want in comfort and style.

Frameless, Double-Pane Tinted Safety-Glass Windows Tinted One-Piece Bonded Windshield Fan-Tastic® Vent with Rain Sensor in Kitchen Area and Bathroom Driver's-Side Power Window Girard® Power Bedroom and Slideout Window Awnings

Two Girard® Nova Power Side Awnings with Wind Sensor, Remote Control & LED Lights

Girard® Power Front Entrance Door Awning

Skylight Above Shower

### OPTIONS

Large Window Above Bed Concealed with Sliding Doors

\*Check with dealership on floor plan availability and complete listing of features.







### ESSEX CONSTRUCTION

The Spartan® K2's strong chassis with 20,000 lb. IFS (Independent Front Suspension) is the highest performing motor coach ever. Its tubular truss web frames and substructure beams form a foundation stable enough to allow extensive pass-through storage. This – and Essex's GVWR of 52,000 pounds, with a 12,000 pound tag axle, allows Essex to expand beyond its chassis footprint, creating extra living space. Its Cummins® 12 ISX 500 Hp engine gives you incredible maneuverability and power, even on steep inclines.



### **ESSEX - SPARTAN CHASSIS - SPECIFICATIONS**

Floor Plan	Engine HP	Axle Ratio	Fuel Cap.	Wheel Base	Front GAWR*	Rear GAWR*	Tag GAWR*	GVWR*	GCWR*	App. UVW	App. NCC
4544	500	4.33	150 gal.	294+TAG	20,000 lb.	20,000 lb.	12,000 lb.	52,000 lb.	67,000 lb.	43,000 lb.	9,000 lb.
4552	500	4.33	150 gal.	294+TAG	20,000 lb.	20,000 lb.	12,000 lb.	52,000 lb.	67,000 lb.	42,400 lb.	9,600 lb.
4553	500	4.33	150 gal.	294+TAG	20,000 lb.	20,000 lb.	12,000 lb.	52,000 lb.	67,000 lb.	44,000 lb.	8,000 lb.
4554	500	4.33	150 gal.	294+TAG	20,000 lb.	20,000 lb.	12,000 lb.	52,000 lb.	67,000 lb.	42,400 lb.	9,600 lb.
4557	500	4.33	150 gal.	294+TAG	20,000 lb.	20,000 lb.	12,000 lb.	52,000 lb.	67,000 lb.	42,900 lb.	9,100 lb.

### ESSEX - FREIGHTLINER & DETROIT DIESEL CHASSIS - SPECIFICATIONS

4544	500	4.33	150 gal.	294+TAG	20,000 lb.	20,000 lb.	14,000 lb.	54,000 lb.	69,000 lb.	43,000 lb.	11,100 lb.
4553	500	4.33	150 gal.	294+TAG	20,000 lb.	20,000 lb.	14,000 lb.	54,000 lb.	69,000 lb.	44,000 lb.	10,000 lb.

### **ROOF R-VALUE = 24**

а.	Fiberglass Roof
b.	Fiberglass Batten Insulation
с.	A/C Ducting
d.	Aluminum Rafter Framing
e.	Kraft Paper Vapor Barrier
f.	5/8" Bead Foam
g.	3/16" Panel
h.	Padded Vinyl Overlay

### SIDEWALL R-VALUE = 11

STANDARD

**GREIGHTUNER** 

Custom Chassi

Driven By You

R

DETROIT

OPTIONAL

i. 3/16" Plywood Interior Wall j. 5/8" Bead Foam k. Kraft Paper Vapor Barrier I. Fiberglass Batten Insulation m. 3/16" Plywood Exterior Wall n. Composite One-Piece Gelcoat Exterior Sidewall o. Aluminum Framing with 3 1/2" Header Above

1.	15M Penguin™ Heat Pump Central Air Conditioners (3)
2.	One-Piece Bonded Windshield
3.	Coated Aluminum Wheels
4.	Frameless, Double-Pane, Tinted Safety-Glass Windows
5.	Side-Hinged Baggage Doors

Lengths, heights, widths and dry **UVW:** Unloaded Vehicle Weight is the weights are approximate. Weight will vary based on optional equipment at the factory with full fuel, engine added to the above base weight.

**GAWR:** Gross Axle Weight Rating gas or dealer-installed accessories. is the maximum permissible weight for an axle.

**GVWR:** Gross Vehicle Weight Rating is the maximum permissible weight for a fully loaded motor coach.

**GCWR:** Gross Combination Weight Rating is the value specified by the manufacturer of the vehicle as the maximum allowable loaded weight of this motor coach and any towed chassis manufacturer. trailer or towed vehicle.

FLOOR R-VALUE = 16

**p.** Carpet/Tile

v. Cargo Liner

w. 3/8" Floor Decking

x. 3/16" Luan Panel

y. 11/2" Bead Foam

and Flexing

**q.** Carpet Padding

r. 5/8" Floor Decking

t. 2"x 3" Wood Framing

s. Fiberglass Batten Insulation

u. Polyethylene Moisture Barrier

**BASEMENT R-VALUE = 4** 

z. Aluminum Sheeting with Steel Support Rails to Prevent Bowing

weight of this motorcoach as built

oil and coolants. The UVW does not

include cargo, fresh water, propane

**NCC:** Net Carrying Capacity is the

maximum weight of all occupants,

including the driver, personal belongings, food, fresh water, waste

water, propane gas, tools, tongue

weight of towed vehicle, dealer-

installed accessories, etc., that can

\*Specifications supplied by the

be carried by the motor coach.

# Trust.

### The strongest possible foundation for a motor coach.

According to Newmar president Matthew Miller, "Customers say they're loyal to us because they trust us to stand behind our products – from support, parts and service to paying our warranties. It feels good to own a coach that has all of that behind it."

How do we sustain this high level of service? At Newmar, there's a Miller way of doing things. These principles guide us every day. Courtesy. Integrity. And reliability. So when you buy from Newmar, you know that every single person who touches your coach or talks with you has your back. Period.



Mahlon Miller, Newmar founder, and Matthew Miller, Newmar president, lifelong motor coach enthusiasts



# **Our Partners**.

### Where the finest names in quality and performance are along for the ride.

Newmar strives to offer the best motor coach experience possible, and to that end we partner with the most prestigious names in mobile lifestyle, entertainment, and technology. Depending on the Newmar motor coach you choose, our compliments range from Sony's comprehensive audio, video, communications and information technology to Freightliner and Spartan's superior and dependable chassis designs. Newmar only accepts best-in-class performance from the most trusted names in the business. At Newmar, that's our difference. And our promise.



### 2014 Essex

### **NEWMAR EXPRESS LIMITED WARRANTY**

Every Essex Diesel Pusher is backed by Newmar's one-year limited warranty/unlimited miles. Ask your Newmar dealer for details.

### LIMITED FIVE-YEAR STRUCTURAL WARRANTY

If any part of your Newmar recreational vehicle superstructure (which is the steel/aluminum structure of the sidewall, roof or frame) fails to perform properly within five years from the date of purchase because of faulty workmanship or material supplied by Newmar, it will be repaired without charge for either parts or labor by Newmar. This structural warranty is available only to the original purchaser and is non-transferable.

> Some features in our literature are optional. Colors and finishes are photographic representations. The actual materials may look different. Prices, specifications and floorplans are subject to change at Newmar's discretion, without prior notice or obligation. Please see your dealer for actual samples and specifications.



WHEN YOU KNOW THE DIFFERENCE SM

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