Tech Center News

WARREN, MICHIGAN

VOL. 39 NO. 40

GM Customers Stay Connected with WI-FI

Let's face it, it's just smart to help today's drivers stay connected in their cars via their smart phones.

According to Strategy Analytics, there are more than 2.3 billion smartphones in use globally, and that number continues to rise. And on the road, customers are demanding better integration between phones and their vehicles, said GM spokesman Stuart Fowle. Whether they have an Apple or Android phone, Chevrolet is committed to providing the smartest, simplest connected driving experience possible to owners across the globe.

For the 2016 model year, Chevrolet will offer Android Auto and Apple CarPlay compatibility in more models than any automotive brand, Fowle said. The 14 Chevrolet models include the allnew 2016 Cruze compact car, which will debut on June 24. Cruze is Chevrolet's best-selling passenger car, with more than 3 million sold since launch.

"For most of us, our smartphones are essential," said Mary Barra, CEO of General Motors. "Partnering with Apple and Google to offer CarPlay and Android Auto compatibility across the widest range of models in the industry is a great example of how Chevrolet continues to democratize technology that's important to our customers.³

Detroit's Big 3 Positioned to Gain Market Share

by Jim Stickford

According to Bank of America Merrill Lynch research analyst John Murphy there's good news ahead for the U.S. car industry that presents Detroit automakers with a chance to gain some market share.

Speaking to the Automotive Press Association on June 3, Murphy said that recent sales figures estimating vehicle sales of 17 million this year are a bit of a surprise, but a welcome surprise.

Car sales should continue to be strong, Murphy said, culminating in 20 million new vehicle sales in the year 2019.

One of the big factors that should drive car sales to this level, Murphy said, is the recent investments automakers have recently been making in the development of new product. "For a while there was a dearth of investment in new product, but that has changed," Murphy said. "In the next couple of years we should see a lot of new cars coming out of production cycles. "And this is good because at the end of the day, it's product that really matters. The basis of our thesis is that if an auto company has a high replacement rate, that drives traffic to the store, which drives market share.'

infotainment system gives owners a smart and simple way to access both Android Auto and Apple CarPlay, Fowle said. The eight-inch version of MyLink will be compatible only with Apple CarPlay at the beginning of the 2016 model year. While development and testing is not yet complete, Android Auto compatibility may be available on the eightinch version of MyLink later in the 2016 model year.

Each system builds off of the features smartphone users rely on most. Android Auto is built around Google Maps, Google Now and the ability to talk to Google, as well as a growing audio and messaging app ecosystem that includes WhatsApp, Skype, Google Play Music, Spotify, and podcast players. A full list

Chevrolet's seven-inch MyLink of supported apps is available at Android.com/auto.

CarPlay Apple takes the iPhone features you'd want to access while driving and puts them on the vehicle's display in a smart, simple manner. That allows drivers to make calls, send and receive messages and listen to music right from the touchscreen or by voice via Siri. Apple CarPlay supported apps include Phone, Messages, Maps, Music and compatible third-party apps. A full list of those apps can be found at Apple.com/ios/carplay. Many features can be controlled via voice commands through a button on the steering wheel, helping drivers spend more time with eyes on the road and hands on the wheel.

CONTINUED ON PAGE 3

GM Android





2015 Chrysler 200

Trucks, SUVs Lead GM Sales

Chevrolet, Buick, GMC and spokesman Jim Cain. Cadillac dealers in the United States delivered 293,097 vehicles in May 2015, for General Motors Co.'s best May sales since 2007 and its best month since August 2008

Chevrolet has the hot hand in the pickup market thanks to our three-truck strategy," said Kurt McNeil, General Motors' U.S. vice president of Sales Operations. "Our market share is growing and our strategy is to retain these customers with the best overall ownership experience." The Chevrolet Silverado's esti-



Mark Reuss speaks about education at the Detroit Science Center.

Students in GM Education Program Are Honored

GM executive vice president, Global Product Development, Purchasing and Supply Chain Mark Reuss was on hand at the Detroit Science Center on June 2 to congratulate the first class of students graduating from the GM Foundation's Network of Excellence Schools The program is part of United

Way for Southeastern Michigan's High School Turnaround Initiative, and with a five-year commitment (\$5.4 million a year) of financial support from the GM Foundation.

Students from seven greater Detroit area high schools partici-

CONTINUED ON PAGE 7

FCA Sales Continue to Climb

sales of 202,227 units, a 4 percent increase compared with sales in May 2014 (194,421 units), and the group's best May sales since 2005.

The Chrysler, Jeep and Ram Truck brands each posted yearover-year sales gains in May compared with the same month a year ago, said Fiat Chrysler spokesman Ralph Kisiel. The Chrysler brand's 32 percent increase was the largest sales gain

Fiat Chrysler reported U.S. of any Fiat Chrysler brand during the month. The group extended its streak of year-over-year sales gains to 62-consecutive months.

> "Our Jeep brand continues to set records with its best monthly sales ever in May, helping us to achieve our 62nd-consecutive month of year-over-year sales increases," said Reid Bigland, head of U.S. Sales. "Despite one less industry selling day this May

> > **CONTINUED ON PAGE 2**



Additionally, Murphy said, Detroit is particularly well-placed to take advantage of the popularity of CUVs.

That's where the industry is going," Murphy said. "That's

CONTINUED ON PAGE 2

Total sales were up 3 percent year over year and retail sales were up 7 percent in a month when most major competitors lost ground. Pickup trucks and crossovers were especially strong sellers, said GM

mated retail segment share was

CONTINUED ON PAGE 6

20015 Cadillac SRX



2015 Ford Edge

Ford Sales Remain Stable

Ford Motor Company's total U.S. sales of 250,813 vehicles for May declined 1 percent from a year ago.

Retail sales of 171,535 vehicles decline 2 percent. Fleet sales of 79.278 vehicles are flat, said Ford spokesman Erich Merkle.

Sales of the new Ford Edge established a May sales record, with sales up 34 percent and turning in just 13 days on dealer lots. The 2016 Explorer went on sale in May, and retail sales increased 24 percent, Merkle said.

Explorer is America's best-selling mid-size utility with its best May retail sales results since 2004. Merkle said.

"We continue to see strong consumer demand for our newest products, including Edge. F-150, Mustang, Transit Vans and Lincoln MKC," said Mark LaNeve, Ford vice president, U.S. Marketing, Sales and Service. "Our allnew F-150 is still turning on dealer lots in 26 days against tight

CONTINUED ON PAGE 7

View This Week's Edition at http://TechCenterNews.com

Tech Center News

31201 Chicago Road South Warren, Michigan 48093

586-939-6800

Contact us: Info@TechCenterNews.com

Deadline: Thursday 5:00 p.m. for the next edition of Monday

William Springer II, publisher Lisa A. Torretta, operations Jim Stickford, news

Tech Center News is a trademark of Springer Publishing Co., Inc.

www.TechCenterNews.com

Chrysler Sales Stay Strong in Month of May

CONTINUED FROM PAGE 1

versus a year ago, we posted a 4 percent sales gain and exceeded the 200,000-unit threshold for the first time since March 2007."

Seven Fiat Chrysler vehicles set records in the month of May, including the Chrysler 200 which recorded its best monthly sales ever, Kisiel said. Sales of the 200 were up 537 percent in May compared with the same month a year ago. The new 200 had the largest percentage increase of any Fiat Chrysler vehicle in May. Likewise, the new Jeep Cherokee and Jeep Wrangler, and the Dodge Challenger each posted their best monthly sales ever.

Fiat Chrysler finished the month of May with a 69-day supply of inventory (540,509 units). U.S. industry sales figures for May are internally projected at an estimated 17.9 million units Seasonally Adjusted Annual Rate (SAAR).

Chrysler brand sales were up 32 percent, the brand's best May sales since 2008 and its 11th-consecutive month of year-over-year sales gains, Kisiel said.

Jeep brand sales increased 13 percent, the brand's best monthly sales ever and its 20th-consecutive month of year-over-year sales gains, Kisiel said. The Jeep brand has set a sales record in each month dating back to November 2013. Three Jeep brand vehicles set records in May.

The Cherokee and Wrangler each recorded their best sales months ever, while the Patriot logged its best sales in the month of May. With its 16 percent increase, the Wrangler topped 20,000 units for the first time. The Patriot's 31 percent year-overyear increase was the largest sales percentage gain of any Jeep brand model for the month.

The new Jeep Renegade had sales of 4,416 units in its second full month of sales, up 5 percent compared with sales in the previous month of April, Kisiel said.

Ram Truck brand sales, which include the Ram pickup truck, Ram ProMaster, Ram ProMaster City, and Ram Cargo Van, were up 12 percent, the brand's best May sales since 2005. Sales of the Ram pickup truck increased 8 percent in May, the pickup's best May sales in 11 years. Sales of the Ram ProMaster van increased 146 percent, its best May sales since the full-size van was launched in October 2013. Sales of the new 2016 Fiat 500X began in May as the first vehicles began to arrive in Fiat studios.

CONTINUED FROM PAGE 1

where the market demand is and Detroit has a lot of strong vehicles in that category."

Overall, Murphy said, GM should do well in the next four years.

"The company's small and large CUVs will be relaunched in the next two years, so that looks good," Murphy said. "Plus they are planning on a relaunch of the Sierra/Silverado pickups in the 2019 model year, so that shows they are concerned about those vehicles' competitiveness with the recently relaunched Ford F-150. It also shows the company can respond to the marketplace, so GM is in a good position to maintain its market share.'

And, Murphy said, Ford is positioning itself to be in a good position to take advantage of the next four years' car sales.

Ford's mix of vehicles in the next few years, Murphy said, will "overweight CUVs, which be along with the benefits of the recently launched F-150 and the upcoming Super Duty should drive" Ford's vehicle mix.

"Ford's product cadence should allow it to at least sustain market share and pricing," Murphy said. "Management remains focused on maximizing profit so market share may be traded for profits.'

As for Fiat Chrysler, Murphy said the company's replacement of vehicles should be above the industry average in the next few years. The average showroom age of its product is high, but that will change in the next three years.

Lake Resources **Celebration Set**

Macomb County's Celebrate the Lake event is set to take place on Wednesday, June 10 at 2 p.m. at the MacRay Harbor Marina, 30675 North River Road in Harrison Township

"This event coincides with Michigan's Boating and Fishing Week, and will unveil the Macomb County Department of Planning & Economic Development's Blue Economy Industry Profile," said county spokesman John Cwikla. "In addition, the event will highlight the many activities and programming to be celebrated on Lake St. Clair in 2015 as well as to update the public about the current state of both the Clinton River and Lake St. Clair.'

Call 586-463-3523 for more information.

Fiat Chrysler's vehicle mix will be skewed toward trucks due to the launch of new minivans in model year 2017, Murphy said. Then the company will relaunch the Ram pickup and the Wrangler in model year 2018.

So he concluded that while Fiat Chrysler "has a material lull in its product cadence in model year 2016" things pick up in the following year.

"This should be enough to maintain market share," Murphy said. "But making the company's targeted market share goals is unlikely.

Murphy said the Korean automaker Hyundai/Kia is in a boom-bust mode. There will be a lot of launches of new vehicles in the next year or so, but after that not so much.

"A concentration of small cars creates some risk," Murphy said.



John Murphy

"In total, we expect some market share erosion over the next four vears.'

Murphy also noted that European automakers will have new products coming out at below-industry averages, which presents an opportunity for American carmakers.

"Our conclusion is that we expect market share for European OEMs to collectively slip slightly over the next four years," Murphy said. "It should be noted that VW is slightly better positioned with a replacement rate of 19 percent, but is still below average, while German luxury OEMs are mixed."

When asked about how changing fuel prices could affect sales, Murphy said that it's hard to predict in the long term. Recent declines in gas prices helped truck sales, but fuel is already going up in price. Murphy expects fuel prices to keep going up in a slow, steady pace over the next four years, which shouldn't radically alter market conditions and consumer preferences.









Tech Center News

JUNE 8. 2015



GM designer Harley Earl shows off a 1951 Buick LeSabre concept car.

GM Customers Stay Connected with WI-FI

CONTINUED FROM PAGE 1

Chevrolet, Fowle said, has a strong track record when it comes to broad availability of customer-centric innovation as the first brand to introduce Siri Eyes Free functionality and the first and only car company to offer available OnStar 4G LTE connectivity across a range of cars, trucks and crossovers in the U.S. and Canada.

In less than one year of operation. Chevrolet has connected more than a half-million customers to high-speed 4G LTE Wi-Fi

Chevrolet customers in markets around the world including Brazil. Mexico and Canada will benefit from this new level of

smartphone integration, Fowle said. Specific market availability for Android Auto can be found here. Current Apple CarPlay markets can be found here.

In 2014, the 14 models included in this rollout accounted for more than 2.4 million vehicle sales, or 51 percent of Chevrolet's total global sales.

Using either application is simple in a compatible 2016 Chevrolet. A "Projection" icon on the MyLink screen is visible when a phone is not connected, then changes to indicate either CarPlay or Android Auto (whichever is applicable) when a compatible phone is connected via USB.

Android Auto requires a phone running the Android Lollipop 5.0

Arlington Manor Apartments Welcomes GM Expansion to Warren. Spacious one & two bedroom

· Short & long term leases

- Kitchens including:
- built-in microwave, dishwasher & frost free refrigerators
- Central air and heating.
- Washers & dryers
- in each building. 11x15 foot storage unit

Conveniently located 2 mile East of the GM Tech Center

Fowle said compatible apps need to be downloaded to a phone before using.

Apple and Google's privacy statements and terms of use apply. Data plan rates may also apply, Fowle said.

Legendary GM Designer, **Harley Earl Honored**

Harley Earl is coming home – sort of.

At this year's gala hosted by the Grosse Pointe Historical Society (GPHS) on June 18, the legend of Harley Earl will return to the historic home, where he and his family lived, in the very heart of the Pointes on Touraine Road, said Earl's grandson Richard Earl.

The GPHS has invited Harley's grandson, an auto consultant, to display his traveling photo exhibit titled, "Automotive Hollywood: A Tribute to Harley J. Earl" and do a presentation.

This will include rare family photos, Earl said, from the 1950s taken at the family home's driveway showing Harley, his wife and kids all enjoying GM's very first concept cars, the Y-Job and Le Sabre,

Earl was known for use of ornamentation, including tailfins, in his auto designs.

These vehicles, Earl aid are today heralded as "national design treasures," but back then were simply known as Harley Earl's daily drivers.

"Motown has some of America's most phenomenal design history and for the last two decades Richard has been sharing this story with information and a perspective no one else has - creating an emotional connection between Detroit's auto design history and car consumers," said James Conway of the GPHS.

Earl said he is currently working on a series of articles to educate more people on the remarkable similarities between the leaders of the largest company in the world today, Apple Inc., and the leaders of GM sixty years ago

Earl said CNN liked this story idea on this topic so much they ran, "Steve Jobs and the King of Stylish Cars" within their "Best of America" section and this general interest piece logged over a million page-views soon after its release in February.

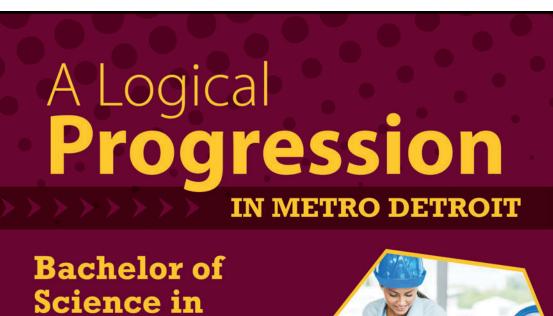
The Earl automotive story didn't begin with Harley, Earl said, but rather with Harley's father, Jacob W. Earl, a late 19th-Century coach builder, who started the family's auto heritage seven years before Henry Ford built his first car in 1896.

Earl retired from General Motors in 1958 after overseeing the design of the company's 1959 models.

In a December 1999 special section in the Detroit Free Press, Earl was ranked the third most significant Michigan artist of the 20th century, behind Aretha Franklin and Stevie Wonder

The family history, Earl said, is a "story 126 years in the making.'

Learn more about the gala at gphistorical.org/gala2015.html.



Apple CarPlay iPhone 5 or later.

operating system or above, while requires an



WARREN URGENT CARE

8am-10pm • 7 Days a week • 365 Days a Year

"Bringing Quality Urgent Care To Your Neighborhood"

"We Care"

URGENT CARE FOR ACCIDENTS AND INJURY ADULT & PEDIATRIC ILLNESS

Digital X-Rays, EKG and Lab Work, On-Site Lab Service, Strep, Mono, Pregnancy & Urine Testing, Vaccinations, Sports & School Physicals, Occupational Medicine, Work-Related Injuries, Pre-Hire Physicals (BAT & Urine Screening)

SPECIAL ON SPORTS PHYSICAL \$25.00 State-of-the-Art Facility



313-387-8700

586-868-2600

HAP & BCN NO Referrals Needed!

www.warrenurgentcare.c

Master of Science in Administration/ Engineering Management

Engineering

Technology

877-268-4636 cmich.edu/globalcampus #cmuglobal

CENTRAL MICHIGAN

UNIVERSITY

CMU is an AA/EO institution (see cmich.edu/OCRIE). cmich.edu/globalcampus 41249 5/15





ΠUH

The entrance to the historic Packard Proving Grounds.

Car Show to Display Military Vehicles at Packard Grounds

Packard Proving Grounds), returns to the historic setting of the Packard Proving Grounds on Van Dyke and 23 Mile Road in Shelby Township on Sunday, June 14 . It will feature hundreds of vintage vehicles from all eras. And this year, it's not just cars but rare military vehicles that are stars of the show.

The special feature of this year's event, Historic Military Vehicles includes the 1941 Dodge Command Car that bridged the gap between the pre-war 1940 jeep vehicle based on a civilian truck and the nimble wartime version, said event spokeswoman Linda Ashley. The wartime jeep carried a driver, radio equipment and the maps and plans necessary to keep a senior U.S. Army officer in contact with this troops.

"This special gathering of vintage military vehicles is a drive through our national history," Ashley said. "The collection of military vehicles that will be assembled were instrumental in America's history. Many of them

Stk. #BF0308

2015 BUICK

Cars 'R' Stars @ PPG (at the were built in Detroit - then called the Arsenal of Democracy. Helping the Arsenal of Democracy build military vehicles was a big part of the mission of the Packard Proving Grounds during World War IL"

"The Goal of the Cars R Stars Show at the historic Packard Proving Grounds is to honor the role of vehicles in our collective history. By planning a special feature of military vehicles, we are showing another side of the role vehicles have played to tell the American story," said Don Sommer, Cars 'R' Stars @PPG board member. "Cars'R'Stars @ PPG is known for welcoming all examples of collectable transportation and this year's feature is a good example of that."

Cars 'R' Stars @ PPG is one of the oldest classic cars shows in Michigan, formerly known as Carnival of Cars, Ashley said.

In the last seven years, the show has enjoyed resurgence, in tandem with the ongoing preservation and restoration of the Packard Proving Grounds, Ashley said.

Built 84 years ago by the legendary Albert Kahn, the Proving Grounds features a beautiful Tudor style Lodge with an 8-bay garage and temporary dormitory for engineers and test drivers as well as part of the original test track, Ashley said.

It is located on Van Dyke, south of 23 Mile Road in Shelby Township. The show takes place from 8 a.m. to 3 p.m.

Ashley said vehicles will be judged in static (in-place) Concours fashion and participants will get awards uniquely crafted from the wood of the historic Packard Plant in Detroit making a distinctive keepsake.

Preferred car club and class parking will be available for all pre-registered cars. The pre-registration fee is \$15 for nonjudged cars, \$20 for judged cars.

'This is a wonderful venue for car clubs," said Sommer. "By registering early they get savings and are assured of a great location to show off their cars as a





CALL **MIKE BADALUCCO** For Instant Quote! Let me deliver your P.E.P. Email: mbadalucco@suburbancollection.com

P.E.P Cars Available:

Enclave – 88	Canyon – 1
Lacrosse – 29	Sierra – 12
Regal – 8	Terrain – 19
Verano – 1	Yukon – 8
Acadia – 74	Yukon XL – 12

www.SuburbanBuickGMC.com 877-913-5085

21800 Woodward Ave. Ferndale, MI 48220 HOURS: Mon & Thur 8:30am-9pm, Tues, Wed & Fri 8:30am-6pm, Sat 10am-5pm

saler for details. All prices and payments are figured with GM employee or member. GMC/Buick payments and prices are quoted with Buick/CMC lease are eligible for this incentive. Payments calculated with 10,000 miles per year proved S or A tier credit or tier S 1 and 2 – model specific. Security deposit only red by lender. Payments are plus tax, licence, doc fee, cvr fee. Offers are rable to individuals residing in same household. Low APR in lieu of some . Pictures may not represent actual vehicles. Expires 6/30/15. are eli



group, with their club friends.

Registration the day of the show is \$20 for non-judged and \$25 for judged cars.

Organizers of the Cars'R'Stars @ PPG automotive show and celebration are a collaboration of the Detroit Chapter of the Veteran Motor Car Club of America, Motor City Packards and the Packard Motor Car Foundation, Ashlev said.

The new organizers are offering a variety of activities including:

• The car show featuring new in-place Concours judging and class and club awards.

• A swap meet with indoor and outdoor areas and over 200 vendors as well as a special arts and crafts area.

• A car corral with a great selection of cars for sale.

• Class and Club Awards.

• Custom Collectable Trophies.

- · Handicap Shuttles.
- Music by DJ Scott Kuhl.

First Generation of Buick Scholarship Get Degrees

to benefit from the Buick Achievers Scholarship Program are receiving their degrees this year as the General Motors Foundation added nearly \$1.2 million in new scholarships of up to \$25,000 a year for 50 students to pursue degrees in the fields of science, technology, engineering and math, or STEM, said GM spokeswoman Genna Young.

Students can be selected for the scholarship after high school graduation or during any year of college study, Young said. Of the new class of recipients, 62 percent are first-generation college students and 68 percent come from diverse backgrounds. Nearly one in four have ties to the military, having served themselves or as dependents of a current or former service member.

To celebrate the combined achievements of the inaugural graduating class of Buick Achievers with the announcement of 2015 recipients, Diego Gonzalez, a Buick Achiever and 2015 San Diego State University graduate, teamed up with Buick last month to surprise high school senior Stewart Martin of Winston-Salem, N.C., with a \$25,000 scholarship, Young said.

Growing up, I loved racing. My dad told me about NASCAR engineers - and I chose that career path because it follows my dreams and it's a way to connect with my father," said Martin, whose father passed away when Stewart was a young child. "I'm so thankful for this scholarship. It brings me one step closer to following my dream."

Martin plans to major in mechanical engineering at UNC Charlotte.

'The future of our country lies

The first four-year recipients in technology and innovation and depends on a strong pipeline of highly skilled talent," said GM Foundation chair Bob Ferguson. "Our scholarship program is helping bridge the gap between a skilled workforce and positions that companies are looking to fill.

> Since its inception in 2011, the Buick Achievers Scholarship Program has awarded more than \$28 million in scholarships to more than 3,400 high school and undergraduate students nationwide, Young said. The scholarships are renewable for up to four years, with one additional year for students entering a qualified five-year engineering program.

"The Buick Achievers Scholarship Program has become one of the most impactful in the county, demonstrating our commitment to those students who excel while also giving back to their community," said Duncan Al-dred, U.S. vice president of Buick. "This graduating class serves as a testament to what this scholarship has done for so many students - put a college degree in hand, and set them on their way to further education or the start of their careers.'

Buick Achievers gives special consideration to females, minorities, first-generation college students, military veterans and military dependents, Young said.

General Motors and the GM Foundation have a long history of investing in education initiatives, investing more than \$70 million since 2007. For example:

• The GM Foundation provides approximately \$3 million annually to key university partners and professional organizations to advance STEM curricula.









Trucks, SUVs Lead GM Sales

CONTINUED FROM PAGE 1

27 percent in May, according to J.D. Power PIN data, up 3 percentage points year over year, Cain said. Calendar year to date, the truck's retail segment share is 26 percent, up 1 percentage point.

Demand for the new Colorado midsize pickup is rising faster than GM's ability to increase production, Cain said, even with the addition of a third production shift in March.

With 8,881 sales in May, the Colorado controls about onequarter of the retail market for midsize pickups and it has been the industry's fastest-selling pickup for four consecutive months. Its "days to turn" is only 13 days, according to PIN, and retail inventory is 11 days.

Demand is also soaring for Chevrolet crossovers, which had their best sales ever in May. The Equinox was up 30 percent compared to a year ago and the Traverse rose 2 percent. Retail deliveries for the Equinox and Traverse were up 15 percent and 30 percent, respectively.

The all-new Trax small crossover also continues to gain momentum, with 5,707 deliver-

Growth at GMC, which focuses exclusively on trucks and crossovers, Cain said, is far outpacing the industry. The brand had its best May since 2005, up 12 percent year over year.

The GMC Sierra was up 4 percent. Terrain had its best May sales ever, with sales up 11 percent, the Acadia had its best month ever, with sales up 67 percent, and the new Canyon contributed 2,901 units. Calendar year to date, GMC sales are up 15 percent.

Sales highlights include: • Chevrolet pickup sales totaled 60,483 units, up 30 percent. Silverado deliveries were up 11 percent and the Colorado had its best month since launch.

• Sonic deliveries were up 3 percent, Malibu was up 11 percent and Corvette was up 6 percent, for its best May since 1986.

 Chevrolet continued to have the lowest passenger car incentives in the industry on average transaction price (ATP) basis compared to other full-line manufacturers, according to PIN.

• The SRX saw a 21-percent increase and Escalade sales were up 6 percent.

• Buick sales were up. Enclave deliveries were up 23 percent and the Encore was up 21 percent, for its 17th consecutive year-over-year sales increase.

Cain said that cCommercial deliveries were up 5 percent in May, with full-size pickups up 9 percent. Deliveries of medium crossovers and the Chevrolet Malibu more than doubled. Through May, commercial deliveries have grown year over year for 19 consecutive months and they are up 24 percent calendar year to date.

State and local government sales were up 29 percent in May, and 23 percent calendar year to date. GM's total sales increase in May came despite a planned 7,000-unit decline in rental deliveries, Cain said.

The decline reflects the discontinuation of the fleet-only Chevrolet Captiva, as well as lower production of the fleet-only Chevrolet Impala Limited and lower sales of large SUVs.

June rental deliveries are planned to be down more than 20,000 units, year over year.

GM is prioritizing retail deliveries of large SUVs due to strong demand and low inventories, which currently stand at 62 days supply, Cain said.



Lessee pays for excess wear and tear charges. All applicable rebates to dealer. Photo may not represent actual vehicle. ATS Coupe/Sedan, SRX & XTS must show proof of current GM Lease. CTS must show proof of ownership or lease of 2003 or newer Cadillac CTX. MRSP's: ATS \$38,240, ATS Coupe \$41,440, CTS \$48,340. XTS \$45,595, Escalade \$82,245, SRX \$38,600. Due at signing ATS \$1,809, ATS Coupe \$2,219, CTS \$3,119, XTS \$2,679, Escalade \$4,869, SRX \$339. See dealer for details. Take delivery by 6/30/2015.



- Early Bird Check-in
- Loaners available
- Convenient Business Hours
- Same Day Service
- Factory Trained Service Advisors
- ASE Certified Technicians
- Online Express Checkout
- Mobile App Service
- Complimentary Loaner Car
- GM Quality Parts

Certified Service

Students in GM Education Program Are Honored

CONTINUED FROM PAGE 1

pated in the special graduation celebration to recognize the successes of college-bound seniors who are also members of the GM Student Corps internship program.

"Through this initiative, we have been able to take major steps in turning around these schools from dropout factories," said Mark Reuss.

"Year over year, we've watched these students grow and succeed and this year just marks another milestone that they can be proud of. The investment of not just dollars, but also so many hours from our employees, has created a culture which fosters education. This is a shining example of what can happen when a company commits to a cause.³

Funds from the \$27.1 million grant also help sustain more than 65 early learning centers, with nearly 20 that focus on serving Detroit's most challenged neighborhoods.

The seven Metro Detroit high schools that are part of the program are Central Collegiate Academy High School, East Detroit High School, Hamtramck High School, Harper Woods High School, Henry Ford High School, Madison High School and River Rouge New Tech International High School.

More than 3,000 GM employees and retirees have logged more than 53,000 volunteer hours at schools and in neighborhood-based projects over the past year.

General Motors executives also sit on an advisory committee called the Champions Council at each network school to help students as well as offer advice on the programs.

Through the GM Student Corps, students from each school receive paid summer internships with GM retirees and college students as mentors who help them identify and achieve goals, and prepare for adulthood by teaching critical life skills to the students.

"We knew when we started this initiative that our goals were audacious," said Michael Brennan, CEO of United Way for Southeastern Michigan.

Ford May Sales Stable; F-150 Leads in Volume CONTINUED FROM PAGE 1

supply, and F-150 average transaction prices set a record in May, as customers continued buying a rich mix of high-series pickups."

F-Series, America's best-selling truck, had sales of 61,870 pickups on tight supply, as the second F-150 facility - Kansas City Assembly Plant - ramps up to full line speed this quarter. Inventory continues building as the plant comes fully on-line. Transit vans helped deliver Ford's best May performance for commercial vans since 1978, with 20,655 total commercial vans sold last month. Mustang sales increased 39 percent in May, Merkle said, with 13,616 cars sold. Year-to-date, Mustang sales are up 55 percent, with a 116 percent increase in southern California, America's largest sports car market. The 2.3-liter EcoBoost V6 engine is now that market's best-selling Mustang engine. Lincoln retail sales were up 10 percent, with 8,152 vehicles sold in May. Lincoln MKC sales totaled 2,289 vehicles, while Lincoln Navigator sales increased 50 percent, with 1,046 vehicles sold.

"This has truly been a collective effort with GM and GM Foundation employees, retirees, volunteers, education partners and government and community leaders. The success of the students at GM Network of Excellence schools is inspiring, and it is proof positive of the power of public-private partnerships."

"Increasing access to a solid education is a primary focus for General Motors," said Vivian Pickard, president of the GM Foundation.

"This initiative was carefully developed to get these students excited about learning, engaged after school and over the summer and ultimately, driven toward high school graduation and beyond.



We Accept All Extended Warranties Including GM, Chrysler, Ford, Etc.





6

#FB203510

DEMO 2015 GMC YUKON XL SLT 4G LTE WI-FI HOTSPOT, IN-DASH NAVIGATION SYSTEM, REAR DVD PLAYER,

4G LIE WI-FI HOTSPOT, IN-DASH NAVIGATION SYSTEM, REAR DVD PLAYER, POWER ADJUSTABLE PEDALS, REAR CROSS TRAFFIC ALERT, 3RD ROW POWER FOLD SEAT, UNIVERSAL HOME REMOTE, FRONT & REAR PARK ASSIST, BOSE PREMIUM SOUND SYSTEM, INTELLILINK RADIO, ONSTAR W/TURN BY TURN NAVIGATION & MUCH MORE... 20" POLISHED WHEELS, POWER REAR LIFTGATE, SIDE BLIND ZONE ALERT, RAIN SENSING WIPERS, POWER SUNROOF, REMOTE START, REAR CAMERA.

GN



BUICK

17677 Mack Ave. between Cadieux and Moross Roads GROSSE POINTE - DETROIT 888) 720-3321 www.laethemgm.com

120

*Purchase prices are plus tax, title, plate, CVR and doc fee. Lease payments are plus tax. Amount due at lease signing includes \$995 down payment, 1st month payment, 6% tax on rebates and down payment, CVR, doc, license plate, title and acquisition fees. Leases include 10,000 miles per year. Advertised payments based on Tier 1 credit approval. Must qualify for security deposit waiver. Must qualify for GM employee discount for employee prices and payments. Prices and payments include Buick/GMC lease loyalty or Buick/GMC conquest incentive (see dealer for eligibility requirements). Pricing for Michigan residents only. Pricing subject to GM program changes. Pictures may not represent actual vehicle. Vehicles subject to prior sale. Prices good through 06/30/2015 unless manufacturer changes programs.