



Fiat Chrysler lines up its "Storm Troopers" for a new series of "Star Wars" TV commercials.

## David Buick's Family Crest Inspired Buick Insignia

Buick's lineup isn't the only thing that's being refreshed.

Buick's tri-shield insignia, one of the most recognizable in the global auto industry, said Buick spokeswoman Crystal Wilson, is receiving a makeover that "advances the brand's identity while retaining Buick's instantly identifiable symbol."

Featuring wing-shaped elements and the return of three-color shields – red, silver and



Buick's new tri-colored logo.

CONTINUED ON PAGE 2

## The Force is with FCA's Latest Commercial

There's a little bit of the "Star Wars" epic in each of us – from "Great, kid. Don't get cocky" to "Do. Or not do. There is no try."

So with that in mind, Fiat Chrysler spokesman Mike Driehorst said the company has created "Star Wars" commercials connecting the five core brands – Chrysler, Dodge, Jeep, Ram, Fiat.

Each commercial will express its inner "Star Wars" in a series of co-branded videos, available at YouTube, and as TV ads throughout December, Driehorst said. In all, there will be seven co-branded TV spots.

"Collaborating with Disney and Lucasfilm on 'Star Wars: The

Force Awakens' once again provides the opportunity to deliver the unexpected – relevant, entertaining and immediately noticed end-of-the-year commercials true to the individuality of each of our brands and featuring the Star Wars music and sound design known around the world," said FCA Global chief marketing officer Olivier Francois.

In addition to each brand's themed spot, Driehorst said Dodge will display a Star Wars-themed car at the Dec. 14 Los Angeles premiere of "Star Wars: The Force Awakens."

Fiat Chrysler's "Star Wars" promotion has been going for

a while, Driehorst said.

"If you'll recall, earlier this year, Mattel's Hot Wheels offered Uber riders in New York the once-in-a-lifetime chance to catch a free ride in a custom-wrapped Dodge Charger uniquely styled after a "Star Wars: The Force Awakens" Stormtrooper," Driehorst said. "Last month at the LA Auto Show, Fiat brand showed off its own Fiat 500e, inspired by the armor of the First Order Legion."

Chrysler's "First Time" spot is meant to celebrate the awe one feels when experiencing truly

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## GM Engine Designer Builds Engines for Racing Dragsters

by Jim Stickford

When GM engine designer Dom Lester goes home after spending a hard day working on creating new engines at the Pontiac Powertrain facility, he relaxes by working on engines at his own shop.

Lester is something of an amateur drag racer and owns and maintains a 10.4-liter big block Chevy engine-powered dragster. The engine is built by Oxford-based L&L Racing Engines, of

which Lester is co-owner.

"I've owned my current racer since 2008," Lester said. "It's my second and this one is a Top Dragster competitor in the National Hot Rod Association's (NHRA) Top Dragster category."

Top Dragster, Lester said, is "an eliminator for racers who like to go fast." Unlike Super Comp, where racers compete on a common 8.90-second index, Top Dragster is essentially a

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## GM Crossovers Lead Charge As November Sales Climb

General Motors' Chevrolet, Buick, GMC and Cadillac brands sold 229,296 vehicles in the United States in November, up 2 percent year over year, with two fewer selling days and sales incentives below the industry average.

On a selling-day-adjusted basis, GM's total sales were up 10 percent, said GM spokesman Jim Cain.

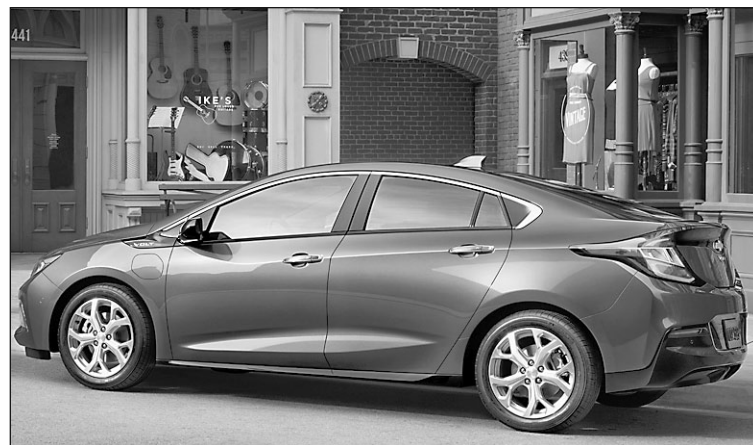
Sales of Chevrolet trucks rose 10 percent for the 20th consecutive monthly increase. Chevrolet crossovers were up 35 percent for the 12th consecutive monthly increase, Cain said.

Crossover deliveries were also robust at Buick, where Encore sales, up 12 percent year over year, have now increased for 23

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2016 Dodge Journey



2016 Chevrolet Volt

## FCA's Jeep Brand Sees Best November Sales in 15 Years

Fiat Chrysler reported U.S. sales of 175,974 units, a 3 percent increase compared with sales in November 2014 (170,839 units), and the group's best November sales since 2000, said Fiat Chrysler spokesman Ralph Kisiel.

The Jeep and Ram Truck brands each posted year-over-year sales gains in November

compared with the same month a year ago.

The Jeep brand's 20 percent increase was the largest sales gain of any Fiat Chrysler brand during the month, Kisiel said.

"Despite having two less selling days this November, FCA US still recorded its best November

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## Ford November Sales Rise Slightly, Vans Up 59 Percent

Ford Motor Company November U.S. sales totaled 187,794 vehicles, up slightly at 0.4 percent compared with a year ago.

Through November, overall Ford sales are up 5 percent versus the 11-month period a year ago.

Ford's lower incentive spending and strong model series mix in November boosted average

transaction prices \$3,800 versus year-ago levels – the largest gain among any major automaker, said Ford spokesman Erich Merkle. Ford cars, SUVs and trucks all delivered higher transaction prices, he said.

"We saw strong customer demand for our cars and SUVs with

CONTINUED ON PAGE 2



2016 Lincoln MKZ

## 'Black Friday' Promos Push Auto Sales Up

by DEE-ANN DURBIN  
AP Auto Writer

DETROIT (AP) – November used to be a slow month for U.S. car sales. Not anymore.

Black Friday promotions – some of which began well before Thanksgiving – pushed last month's sales to a 14-year high of 1.3 million, just short of a record for the month. Sales were up 1.4 percent from last November, according to Autodata Corp.

General Motors' sales rose 1.5 percent, while Fiat Chrysler saw 3 percent sales gains. Ford's sales were flat.

Honda's sales fell 5 percent, hurt by lower CR-V sales. But the biggest sales decline was at Volkswagen. VW's U.S. sales plummeted almost 25 percent, hurt by the company's admission that its diesel vehicles cheated on emissions tests.

November was a notoriously slow sales month until about five years ago, when car dealers joined other retailers in promoting Black Friday, according to Edmunds analyst Jessica Caldwell. Now, like Amazon, Wal-Mart and others, dealers start advertising Black Friday deals as early as Halloween. Jeep offered zero percent financing for up to 75 months.

GM teased savings of up to 20 percent off for its Buick, Chevrolet and GMC brands. Hyundai offered an extra \$500 on the Sonata sedan between Nov. 20 and Nov. 30.

Ford's U.S. sales chief Mark LaNeve said sales got progressively

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**Trucks Help Ford To Sales Records For November**

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the latest technology and sold a very rich mix in November," said Mark LaNeve, Ford vice president, U.S. Marketing, Sales and Service.

"F-Series and commercial vans also were very strong, with an 18 percent gain for the month and our best November sales performance for Ford Trucks in eight years."

F-Series sales totaled 65,192 trucks in November, with retail sales increasing 16 percent and a 10 percent total F-Series gain, Merkle said.

Ford commercial van sales increased 59 percent, with 17,815 vehicles sold last month. November's van performance marked Ford's best November sales month since 1984, Merkle said. Sales of the new Transit totaled 9,584, almost doubling year-ago figures. Transit Connect sales of 4,237 vans reached best-ever November numbers, a 94 percent increase.

Overall, Merkle said, truck sales increased by 18.3 percent.

The new Edge delivered a 6 percent increase versus a year ago, with 8,137 vehicles sold. Sales of Ford's new Explorer gained 1 percent last month, with 15,141 SUVs sold, marking its best November since 2004.

Fiesta sales remained pretty much the same when compared with November of 2014 - 3,422 in 2015 versus 3,436 in 2014.

Sales for the Focus, on the other hand, saw a 24.7 percent decline, going from 14,862 to 11,186, Merkle said. Fusion sales stayed fairly steady - 20,263 in 2014, 19,451 in 2015. Taurus sales saw a 9.1 percent decline, going from 2,733 to 2,485.

Even the popular Mustang declined 16.5 percent, going from 8,728 to 7,286, Merkle said.

Lincoln sales also saw a slight decline in November. Overall, sales went from 8,113 in 2014 to 7,918 in 2015, a drop of 2.4 percent.

The MKZ was a bright spot with sales going from 2,096 to 2,325, an increase of 10.9 percent, but the low 2014 sales number of 449 meant that the 10.9 percent increase translated into 2015 sales of 520.

The MKS experienced a sales bump of 11.8 percent.

MKC sales dropped 16.1 percent from November to November, Merkle said, going from 2,152 to 1,805. The Navigator also saw a 33 percent sales drop, going from 1,433 to 960.

**Buick Insignia Evolved from David Buick's Family Crest**

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blue - the new insignia debuts on the 2017 LaCrosse. It's part of a new grille design inspired by the award-winning Avenir concept, which sets the new chrome insignia against darkened waterfall grille bars.

All Buick models will adopt the new insignia by 2018.

"The new tri-shield insignia represents the next chapter in Buick's storied design history and introduces a new face for the brand," said Duncan Aldred, vice president of Global Buick.

"It's a progressive, contemporary design reflective of Buick's newest vehicles and cognitive of the brand's heritage."

Introduced more than 55 years ago, the tri-shield design has its roots in company founder David Dunbar Buick's ancestral heraldry, Wilson said. It has evolved over the decades, but honors the proportions and historical origins of the original, Wilson said.

When Buick was formed in 1903, the company didn't incorporate a shield logo for about the first 35 years, Wilson said. Instead, the earliest models featured a bold Buick script on the grille. Later, a number of stylized emblems appeared, featuring Buick on the prominent radiator grille shrouds that characterized practically all motorcars of the time.

As legend has it, a designer researching the Buick family history at the Detroit Public Library in the 1930s found a description of the ancestral coat of arms in an approximately 80-year-old book of heraldry, Wilson said. Buick's familial roots were in Scotland and while the book didn't have an illustration of the crest, it described a red shield with a contrasting, checkered line bisecting it from the upper-left to the low-



Buick logos through the years

er-right corners. The description also included a stag's head in the upper right of the shield and a gold cross in the lower left.

The crest's description was interpreted for a new, single-shield insignia that debuted on 1937 Buick models.

It evolved over the next couple of decades, growing wider and, at times, taking on additional flourishes, but the shield crest adorned and identified Buick models through 1959 - although its prominence admittedly diminished during the 1950s.

The tri-shield insignia with distinctive, diagonally arranged red, white and blue shields, was wide-

ly introduced in 1960 and was featured front-and-center in the grilles of the LeSabre, Electra and Invicta models, Wilson said.

The three-model lineup inspired the three shields in the new design. Each carried over the stag head and gold cross cues from the previous single-shield design.

As with the original shield design, the tri-shield design evolved. By the early 1970s, a ring motif surrounded the shields and the white color of one of the shields changed to silver.

By the late 1970s, Wilson said, the tri-shield was used primarily on hood ornaments on some models, while the symbol of a hawk on the Buick name was used as the official logo, particularly in print and television advertising.

The hawk logo carried through the 1980s, but the tri-shield didn't disappear entirely, Wilson said. It was still used on hood ornaments and on other identifying features, including, ironically, the front fascia on the two generations of Skyhawk models - the car that inspired the hawk logo.

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## The Force is with Chrysler's Latest TV Commercials

CONTINUED FROM PAGE 1

momentous occasions in life, Driehorst said.

"From the first viewing of 'Star Wars' in 1977, to your first love, through marriage and parenthood, to sharing 'Star Wars' with the next generation, Chrysler is there to help enable those experiences," Driehorst said. "As the spot states, few things feel like the first time you saw 'Star Wars.'"

For Dodge, Driehorst said, its commercial, titled, "The Force Gathers," pays homage to the iconic image of Darth Vader and his army of Stormtroopers.

An armada of white Dodge Chargers, Challengers and Durangos, all led by a sinister black Dodge Viper, march toward some nervous valets at the red-carpet opening of the newest Star Wars film.

"This is all set against the famous 'Imperial March' music," Driehorst said.

For Jeep, Driehorst said, Industrial Light & Magic made a commercial called, "Shooting Star."

It contains custom content for the ad featuring an epic space battle between the Rebel Alliance and the Imperial forces. A TIE fighter explodes, which appears like a shooting star to our Jeep passengers admiring the starry sky many galaxies away. The spot concludes with a voiceover that says, "Enjoy the freedom to go far, far away" implying that only a Jeep can take you to a place where you have an expansive view of the galaxy, Driehorst said.

The Ram "Family" spot uses sound design and music from the movie trailer and features the voice of actor Mark Hamill (Luke Skywalker), Driehorst said. First opening on a blurry image far off in the distance of a barren desert landscape, Ram vehicles power through the desert, revealing a Ram 3500, 2500, 1500 and the new Rebel, as Hamill says, "There exists an all-powerful force in the universe. It surrounds us. Gives us strength. Turns fear into hope. And to those who seek to harness such power ... This is what you've been looking for..."

The spot closes promoting the year-end Ram sales event and "Star Wars: The Force Awakens."

The Fiat commercial – "Awakening" – is meant to embody the classic Star Wars theme of balance between good and evil with black and white Fiat 500 Abarths dueling it out on what looks like a landscape from a galaxy far, far away, Driehorst said.



GM engine designer Dom Lester shows off his weekend car in the lobby of Building B in the Pontiac Powertrain complex.

## GM Engine Designer Builds Engines for Racing Dragsters

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bracket race for fast dragsters.

The dial-in and breakout rules are enforced, and the quickest 32 drivers during qualifying are eligible to return for final eliminations. The quickest allowable dial-in is 6.00 seconds while the slowest is 7.70 seconds.

Lester said Top Dragster competitors have few restrictions. Engine size is unlimited and superchargers, turbochargers and nitrous oxide are permitted. Some racers use Pro Stock-style technology and others simply use large displacement engines that can often be 700 cubic inches or larger.

"I use a 2008 Spitzer frame car," Lester said. "I built the engine myself. It's a 632-cubic-inch big block Chevy 10.4-liter, naturally aspirated engine. It gives me a little more than 1,300 horsepower."

"My best speed was doing a quarter-mile in 6.5 seconds, reaching a top speed of 207 mph."

Lester said he uses a customized engine design. The cam shafts, the pistons and the cylinder heads are all built by him at his shop in Oxford, which includes its own test facilities.

"I'm co-owner of L&L Racing," Lester said. "It's a working shop and its income helps pay for the car."

"I also have a sponsor – Vibra-Tite, which is based in Troy and manufactures thread sealants and thread lock materials for the aftermarket."

"A lot of people confuse the company with Lock-Tite. They're in the same business, but are different companies."

Lester said he's always had a mechanical aptitude. And while growing up in Maryland,

his step-father owned a car shop.

"I grew up building engines and my stepfather and I would go to drag strips back East. I built my first engine when I was 12 – a small-block Chevy engine. So I would spend my Friday nights at the racetracks near where I lived."

Lester received his undergraduate degree in mechanical engineering at Lafayette College in Pennsylvania. He received his masters in mechanical engineering from Oakland University.

He said that his wife Danielle, a lawyer at Fiat Chrysler, supports his hobby under certain conditions.

"She said I could go to the races," Lester said, "but we would have to travel there in style and comfort. So I bought a 40-foot Fleetwood Motor Coach. I have a daughter, Allison, and another one due in March. We call the motor coach the 'big stroller.' So when I race, she gets to watch satellite TV. But that's OK, because I get to play with my toys."

Lester drives the car himself, but his partner, Pascal LeCompte, also drives.

"He's an engineer at 'another company,'" Lester said. "We go out and race about 12 or 15 times

a year – mostly between April and September, mostly in the Midwest. We've gone as far south as Bowling Green, Ky., and as far east as Maryland.

"It's a great sport," Lester said. "You can still take a street car and drive it."

GM spokesman Tom Read said GM likes to show what its employees can do with their cars. So, this month, Lester's dragster will be on display in the lobby of Building B in the Pontiac Powertrain complex.

"We've been displaying differ-

ent employee vehicles for the past few months," Read said. "It's a way to highlight our employees' automotive extracurricular activities. We try to put a variety of cars with different engineering features that might be of general interest on display. I think Dom's car is pretty interesting."

Lester said he's now working on a new engine for GM as a development and validation system manager.

When asked what engine system, he said, "we'll just have to wait and see what it is."

## BorgWarner Tech Picked for Volvo

BorgWarner's GenV electro-hydraulically actuated all-wheel drive coupling was picked for the new XC90 luxury SUV from Volvo Cars based on the new scalable product architecture.

"We are proud to extend our long-standing, successful cooperation with Volvo Cars by delivering our market-leading AWD

technology for Volvo's brand new XC90 SUV," said Dr. Stefan Demmerle, president, BorgWarner PowerDrive Systems. "BorgWarner's reliable AWD coupling contributes to enhanced traction, stability and handling, enabling a fun-to-drive experience with maximum performance as well as improved fuel economy."

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24 Mos. \$1995 due #D6-12247

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#C6-10055 • Comfort Group LEASE FOR **\$106\*\***

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**4x2** #J6-60059 LEASE FOR **\$99\*\*** 36 Mos. \$1995 due

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**2015 Chrysler 300 S** #C5-30267 LEASE FOR **\$114\*\*** 36 Mos. \$1795 due

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**2016 JEEP CHEROKEE LATITUDE 4X4** #J6-70098 LEASE FOR **\$99\*\*** 27 Mos. \$1995 due

**2016 CHEROKEE LIMITED 4X4** #J6-70056 LEASE FOR **\$99\*\*** 27 Mos. \$1995 due

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SXT SALE PRICE **\$21,840** #D5-50051

SXT SUPER TRACK SALE PRICE **\$35,662** #D5-50067

RT CLASSIC SALE PRICE **\$32,406** #D5-50066

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SALE PRICE **\$23,295** OR LEASE FOR **\$122\*\*** 27 Mos. \$1995 due

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**2015 JEEP RENEGADE SPORT** #J5-80067 LEASE FOR **\$99\*\*** 27 Mos. \$1995 due

**2015 JEEP RENEGADE LATITUDE** #J5-80145 LEASE FOR **\$125\*\*** 27 Mos. \$1995 due

**2015 JEEP RENEGADE LATITUDE 4X4** #J5-80137 LEASE FOR **\$128\*\*** 27 Mos. \$1995 due

**LAREDO 4X4** #J5-10603 LEASE FOR **\$162\*\*** 27 Mos. \$1995 due

**2015 Grand Cherokee Lease Specials!**

**LIMITED 4X4** #J5-10613 LEASE FOR **\$254\*\*** 24 Mos. \$1995 due

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**2015 SAHARA 2 DR.** #J5-30083 SALE PRICE **\$30,279**

**2016 JEEP WRANGLER SPORT** #J6-31024 SALE PRICE **\$30,957**

**2016 JEEP WRANGLER UNLIMITED SAHARA 4X4** #J6-31021 SALE PRICE **\$36,072**

**2015 DODGE CHARGER SXT AWD**

24 Mo 1 PAY LEASE **\$554\*\*** OR LEASE FOR **\$128\*\*** 36 Mos. \$1995 due

**\$1500 HUVAERE BONUS CASH!** #D5-70079

**2015 GRAND CARAVAN SE** #D5-40097 SALE PRICE **\$15,790**

**2016 GRAND CARAVAN SE** #D6-40549 SALE PRICE **\$16,799**

**2016 GRAND CARAVAN SXT** #D6-40520 SALE PRICE **\$19,171**

**2015 DURANGO SXT AWD** #D5-30082 LEASE FOR **\$216\*\*** 24 Mos. \$1995 due

**\$1500 HUVAERE BONUS CASH!**

**2015 DURANGO CITADEL AWD** #D5-30062 LEASE FOR **\$344\*\*** 42 Mos. \$1995 due

## Jeep's November Sales Are Best Since 2000

CONTINUED FROM PAGE 1

sales since 2000 and our 68th consecutive month of year-over-year sales increases," said Reid Bigland, head of U.S. Sales.

"The favorable I.O.U. environment of low interest rates, oil prices, and unemployment, coupled with our strongest product lineup ever, continues to be a significant driver of FCA sales."

Seven Fiat Chrysler vehicles set records in the month of November, Kisiel said, including four Jeep brand vehicles.

The Jeep Cherokee (17,426 compared with 16,945), Jeep Compass (4,886 versus 4,099), Jeep Patriot (8,348 compared with 7,546) and Jeep Wrangler (13,847 compared with 13,592) each recorded their best November sales ever.

The Chrysler Town & Country minivan posted a 20 percent sales gain (9,689 in 2015 compared with 8,055 in 2014), the largest percentage year-over-year increase of any Fiat Chrysler vehicle in the month, Kisiel said. The news for the Chrysler brand wasn't all good, though. Chrysler brand sales, overall, were down 12 percent, compared with the same month a year ago.

Sales of the Chrysler 300 were 3,932 this year in November compared with 4,871 last year during the same time. The 200 also saw a sales decline - 10,332 this year versus 14,317 last year.

Five Dodge brand vehicles posted sales gains, including the Dodge Challenger and Dodge Journey, which had their best November sales ever. It was the Challenger's 10th sales record this year, Kisiel said. The Dodge Charger (6,685 versus 6,569), Dodge Durango (5,780 compared with 5,413) and Dodge Viper (50 compared with 45) all posted year-over-year sales gains in November.

The Dodge Challenger (4,263 compared with 4,157), Dodge Journey (7,798 versus 7,539) and Ram pickup truck (36,407 this year, 35,865 last year) also turned in their best November sales ever.

Fiat Chrysler finished the month of November with an 86-day supply of inventory (659,063 units), Kisiel said.

Right now, Kisiel said, U.S. industry sales figures for November are internally projected at an estimated 18.4 million units Seasonally Adjusted Annual Rate (SAAR).

## State Report Says More Education Will Aid Employers

LANSING, Mich. (AP) - A report says Michigan needs 779,000 more residents with a post-secondary degree or certificate within 10 years to meet employer needs and join the ranks of best-educated states, a sizable increase from current levels.

Forty-six percent of citizens have degrees or certificates now. The report issued Dec. 1 recommends 60 percent have a college degree, graduate degree or technical certificate by 2025.

The report comes from a workgroup of university leaders, business executives, lawmakers and Gov. Rick Snyder's office.

Recommendations include having a marketing campaign and hiring more high school and college advisers. Other suggestions include tripling the number of high school students in early college and career technical education courses, increasing need-based financial aid and streamlining credit transfers from community colleges.



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Prices may not reflect actual vehicle. \* The FCA US LLC (Formerly Chrysler Group) Employee Advantage Purchase program sale prices and lease payments quoted. Just add tax, title, doc fee and destination charge. \*\* 24, 27, 30, 36 month FCA US LLC employee leases. The amount due on all leases require amount due plus monthly tax, cap cost reduction tax, first payment, title, plate, doc fee and destination charge. Security deposit is waived on all lease payments. Lease payments are 10,000 miles per year. 20 cents per mile thru Ally or .25 cents thru Chrysler Capital for excess mileage. Customer must qualify for 1 or 5 year credit approval. Payments subject to change due to lower approved credit tier. States may require to provide income and residency for credit approval. Customer is responsible for excess wear and tear. Total deferred price is the sum of the purchase price, plus doc fee, plate fee, sales tax, and accrued finance charges over the term of the lease. All rebates and program moneys assigned back to dealer. All prices and lease payments are based off FCA US LLC incentives thru the Great Lakes Business Center. Rebates as retail consumer cash, lease cash, lease loyalty, military, trade assist cash, finance bonus cash and all other Great Lakes offers will be applied. The dealer invoice amount is not a net factory price to dealer. Customers may not qualify for all offers, incentives, discounts or financing offers. See dealer for qualifications and complete details. Exclusive Huvaere new car cash coupon has been applied to all sale and lease payments in this ad. Vehicle sale prices include Chrysler Capital bonus cash-must finance thru Chrysler Capital. Ram leases include Great Lakes Truck Conquest Bonus cash. \*Sale prices include loyalty retail bonus cash, customer must qualify. 1.75 month buy, 2.99% APR with approved credit.



# General Motors Signs UN's Global Rights Compact

General Motors has become a signatory of the United Nations Global Compact, the world's largest corporate responsibility initiative.

Under the conditions of the agreement, GM spokeswoman Sharon Basel said that GM pledges to support and promote the compact's 10 principles in the areas of human rights, labor, the environment and anti-corruption.

The principles, as listed on the United Nations' site [unglobalcompact.org](http://unglobalcompact.org) are:

- Human Rights —
  - Principle 1: Businesses should support and respect the protection of internationally proclaimed human rights;
  - Principle 2: Businesses should make sure that they are not complicit in human rights abuses.
- Labor —
  - Principle 3: Businesses should uphold the freedom of association and the effective recognition of the right to collective bargaining;
  - Principle 4: The elimination of all forms of forced and compulsory labor;
  - Principle 5: The effective abolition of child labor;
  - Principle 6: The elimination of discrimination in respect of employment and occupation.
- Environment —
  - Principle 7: Businesses should support a precautionary approach to environmental challenges;
  - Principle 8: Businesses should undertake initiatives to promote greater environmental responsibility;
  - Principle 9: Businesses should encourage the development and diffusion of environ-

mental friendly technologies.

Anti-corruption —  
 • Principle 10: Businesses should work against corruption in all its forms, including extortion and bribery.

GM analyzed its current policies, processes and practices and found close alignment with the U.N. Global Compact's principles, Basel said.

The company will maintain these principles throughout its global operations and seek opportunities to collaborate through the U.N. network to advance broader initiatives such as the Sustainable Development Goals.

## Firefighters Save Historic GM Papers in Blaze

FLINT, Mich. (AP) — A firefighter has saved papers documenting the genesis of General Motors from a fire that damaged a historic museum in Flint.

The Flint Journal reports that a firefighter carried the book out of the Whaley House Historic Museum after the building caught fire around 2:30 p.m. Nov. 30.

The book details a loan Robert Whaley gave to company founder Billy Durant to purchase the Dort Carriage Company.

Workers from a restoration company began taking other items out of the house the evening of Nov. 30. A specialist was called in to determine what can be preserved.

Linens from the second floor and books and furniture from the third floor may be permanently damaged.

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**\$0 DOWN \$55** 23 MONTH LEASE\*\*  
 \$0 FIRST MONTH'S PAYMENT/23 MONTH LEASE  
 plus tax, title, license, 10k miles per year, no security deposit. Stk. #93197

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 plus tax, title, license, 10k miles per year, no security deposit. Stk. #93149

**2016 CHEVY EQUINOX LT FWD**  
 ULTRA-LOW MILEAGE LEASE EXAMPLE FOR QUALIFIED CUSTOMERS WITH A GM EMPLOYEE DISCOUNT AND A CURRENT NON-GM LEASE

**\$0 DOWN \$149** 24 MONTH LEASE\*\*  
 plus tax, title, license, 10k miles per year, no security deposit. Stk. #93106

**2016 CHEVY TRAVERSE LS FWD**  
 ULTRA-LOW MILEAGE LEASE EXAMPLE FOR QUALIFIED CUSTOMERS WITH A GM EMPLOYEE DISCOUNT AND A CURRENT NON-GM LEASE

**\$0 DOWN \$207** 24 MONTH LEASE\*\*  
 plus tax, title, license, 10k miles per year, no security deposit. Stk. #93896

**2016 CHEVY SILVERADO 1500 DOUBLE CAB LT 4X4 ALL STAR V6**  
 ULTRA-LOW MILEAGE LEASE EXAMPLE FOR QUALIFIED CUSTOMERS WITH A GM EMPLOYEE DISCOUNT AND A CURRENT NON-GM LEASE

**\$0 DOWN \$246** 24 MONTH LEASE\*\*  
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\*All pricing requires GM Employee Discount and a NON GM lease expiring within 365 days. All leases are 24 months and 10,000 miles per year with \$0 down. Leases are on approved credit through GM Financial. \*\*No 1st Payment on the Cruze & Malibu. Lease Pullhead is eligible for all current Chevrolet lessees. Customer must terminate the lease, waive up to 3 payments (up to \$1500) towards the purchase or lease of most 2015 and 2016 Chevrolet Vehicles. Not all customers will qualify. See dealer for complete details. Disposition Fee: Returning GMF lessees with a disposition fee qualify for a fee waiver when purchasing or leasing a new GM vehicle. If No GM vehicle is released then the Lessee will be charged the \$395.00 Disposition Fee. Offers end 01/04/2016.



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\*Lease payments for Cruze and Equinox based on GM Employee discount price plus tax. First month payment, except Cruze, tax on rebates and money down, title, plate and doc fees due at delivery. All rebates including lease conquest (must have a non-gm lease in household with end date within 365 days) assigned to dealer.  
 \*\*Silverado lease based on GM Employee discount plus tax. First month payment, tax on rebates and money down, title, plate and doc fees due at delivery. All rebates including lease loyalty assigned to dealer. Lessee responsible for excess wear and tear as well as exceeded contracted miles. Due to advertising deadlines, prices subject to change. See dealer for details

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7" Touch Screen, OnStar/XM Satellite Radio  
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EXPERIENCE THE NEW BUICK

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Stk. #B553957 Stk. #B553957

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LEASE FOR **\$109\*** 24 MO. \$999 DOWN

PURCHASE A 2015 1SL FOR **\$23,251\***

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Stk. #B460492 Stk. #B450105

LEASE FOR **\$209\*** 24 MO. \$999 DOWN

PURCHASE A 2015 1SB FOR **\$27,814\***

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Stk. #SXF9XH Stk. #SXF9XH

LEASE FOR **\$239\*** 36 MO. \$999 DOWN

PURCHASE FOR **\$34,502\***

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**2016 GMC YUKON SLE • 4WD**

Stk. #G560733 Stk. #G560733

LEASE FOR **\$479\*** 36 MONTHS \$1,999 DOWN

PURCHASE FOR **\$46,575\***

**2016 GMC ACADIA SLE-1**

Stk. #S2PKG5 Stk. #S2PKG5

LEASE FOR **\$179\*** 24 MONTHS \$1,499 DOWN

PURCHASE FOR **\$29,965\***

**2015 GMC SIERRA 1500 • 4WD DBL. CAB**

Stk. #SPZJ78 Stk. #SPZJ78

LEASE FOR **\$139\*** 24 MONTHS \$1,999 DOWN

PURCHASE FOR **\$31,559\***

**2016 GMC TERRAIN SLE-1**

Stk. #G560659 Stk. #G560659

LEASE FOR **\$129\*** 24 MONTHS \$999 DOWN

PURCHASE FOR **\$23,317\***

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**LEASE PULL AHEAD IS BACK!!! • LEASE PULL AHEAD IS BACK!!!**

**SILVERADO 2016**  
1500 • LTZ DBL CAB 4WD

Stk. #560882

PURCHASE FOR **\$34,697\*** WAS \$39,975

LEASE FOR 24 MONTHS **\$169\***

0 DOWN W/ LEASE CONQUEST OR \$999 DOWN W/ LEASE LOYALTY

**NEW CRUZE 2016**

Stk. #460324 Stk. #460537

LEASE A LT 24 MONTHS **\$69\***

PURCHASE LS FOR **\$15,499\*** WAS \$21,070

0 DOWN W/ LEASE CONQUEST OR \$999 DOWN W/ LEASE LOYALTY

**MALIBU 2016**

Stk. #460405 Stk. #460131

LEASE A LT 24 MONTHS **\$79\***

PURCHASE LS FOR **\$18,376\*** WAS \$24,710

0 DOWN W/ LEASE CONQUEST OR \$999 DOWN W/ LEASE LOYALTY

**EQUINOX 2016**

Stk. #560399 Stk. #SRWF4T

LEASE A 1LT 24 MONTHS **\$159\***

PURCHASE LS FOR **\$20,769\*** WAS \$27,480

0 DOWN W/ LEASE CONQUEST OR \$999 DOWN W/ LEASE LOYALTY

**NOW IN STOCK CAMARO 1LT 2016**

Stk. #460564

PURCHASE FOR **\$26,992\***

**TRAX LS 2016**

Stk. #560706 Stk. #560706

LEASE FOR 24 MONTHS **\$79\***

PURCHASE FOR **\$15,869\*** WAS \$21,195

0 DOWN W/ LEASE CONQUEST OR \$999 DOWN W/ LEASE LOYALTY

**TRAVERSE LS 2016**

Stk. #560275 Stk. #560275

LEASE FOR 24 MONTHS **\$199\***

PURCHASE FOR **\$26,269\*** WAS \$32,650

0 DOWN W/ LEASE CONQUEST OR \$999 DOWN W/ LEASE LOYALTY

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\*All prices and payments include GM rebates. Pictures may not represent actual vehicle. Prices subject to change per GM incentives. Prices and payments are inclusive of active GM employee discount (unless otherwise stated). All leases are 10,000 miles per year with approved S Tier credit. Vehicles shown are \$999 down. Must have lease loyalty and/or conquest. Must currently own or lease a Chevrolet Volt. Must have closing competitive lease. Prices and payments are plus tax, title, plate fee w/ acquisition fee up front, refundable security deposit required on certain vehicles - to be determined by lender. \$3,500 trade in is valid on 2003 or newer vehicles w/ under 115k miles in drivable condition, no branded titles, reconditioning determined by appraiser. Certain restrictions may apply, see dealer for complete details. Exp date: 1/4/2016.

## Consumer Group Worries About Automated Cars

Self-driving robot cars are not ready for public use and the National Highway Traffic Safety Administration (NHTSA) must not rush to implement regulations covering the vehicles as it updates its policy on automated vehicle technologies, Consumer Watchdog said Dec. 3 in a letter to the federal agency.

Consumer Watchdog's Privacy Project Director John M. Simpson, in the letter to Department of Transportation Secretary Anthony Foxx and NHTSA Administrator Mark Rosekind, also called for formal rulemakings to set enforceable standards for automated technologies that enhance safety.

"Automated technologies - some of which are already being deployed, such as automatic emergency braking - can clearly improve auto safety," wrote Simpson. "Consumer Watchdog is concerned that success with such automated features could prompt NHTSA to prematurely recommend approval of the general public use of fully autonomous self-driving robot cars."

In late November, Foxx ordered NHTSA to update its more than two-year-old "Preliminary Statement of Policy Concerning Automated Vehicles." Updating the policy makes sense, Consumer Watchdog said, but is imperative that any updates continue to put safety ahead of all other considerations.

NHTSA's current policy on self-driving robot cars urges the states allow them only to be used on public roads for testing purposes. Moreover, the policy says, "NHTSA strongly recommends that states require that a properly licensed driver be seated in the driver's seat and ready to take control of the vehicle while the vehicle is operating in self-driving mode on public roads."

## State Offering Tax Breaks to Data Centers

LANSING, Mich. (AP) - State lawmakers on Dec. 2 took an initial step toward enacting tax breaks to ensure that a major data developer chooses Michigan as the site of its first megacampus in the eastern U.S.

The fast-tracked bills, approved 8-5 by the House Tax Policy Committee, would exempt data centers from sales taxes, use taxes and property taxes owed on business equipment. The legislation is needed to finalize Las Vegas-based Switch's plan to locate a facility near Grand Rapids, but it drew concerns from Gov. Rick Snyder and business interests such as the Michigan Chamber of Commerce worried about the budget implications and a lack of job-creation guarantees.

The company provides security, power and cooling for stacks of thousands of servers owned by more than 1,000 clients including eBay, Google and Amazon.

Supporters say the tax breaks are essential to keep Michigan competitive with at least 22 other states offering incentives to a growing sector that functions as the brains of the Internet and cloud computing. Switch estimates that the company and its clients will employ 1,000 workers and spend \$5 billion at the Michigan "supernap" campus over 10 years.

"We bring companies to our environs. When they come, they bring their employees," said Jason Mendenhall, a Switch executive vice president.



# GM Awards Grants to Women For Auto Retailing Tuition

General Motors' Women's Retail Network awarded a record 10 women a total of \$29,000 in tuition assistance in 2015 to pursue careers in automotive retailing.

The move was made to celebrate the fifth anniversary of the Network's Drive to Succeed Scholarship Program, said GM spokeswoman Ryndee Carney.

- Award winners are:
- Janette Aguilar, Tyler, Texas;
  - Mollie Arnold, Lowell, Ind.;
  - Sandra Giron, Downey, Calif.;
  - Sarah Goudy, Ajax, Ontario, Canada;
  - Madelyn Hamilton, Manchester, Mich.;
  - LeeAnn Loyd, Rushville, Ill.;
  - Tara Rodgers, Belleville, Ill.;
  - Christina Salmon, Brighton, Mich.;
  - Randigale Smith, Dunlap, Ill.;
  - Bethany Toups, Lincoln Park, Mich.

GM and its dealers continue as the only manufacturing/retail partnership to offer scholarships to women pursuing academic degrees in automotive management and technical fields, said Carney. Since 2011, the program has provided 37 individual scholarships totaling \$104,500 to students in the U.S. and Canada representing a variety of sales regions, ethnicities and cultural backgrounds.

Karen Miskimins, the Women's Retail Network Scholarship Chair and member of the GM Women's Dealer Advisory Council, said the program has grown each year to become more inclusive.

Today, participants represent every walk of life: traditional students, military veterans, working mothers, dealership employees and women changing careers, Miskimins said.

Additionally, more women are

enrolled in fixed operations courses, which is especially important as dealers brace for high levels of technician attrition in the near future, Carney said.

As the owner of Hardin Chevrolet in Hardin, Mont., Miskimins said she understands the importance of women as customers and employees in retail.

"With women now the No. 1 consumer of automotive sales and service, it is paramount that we deliver an experience focused on their needs," Miskimins said.

"This includes a representative, diverse dealer body that is attentive, knowledgeable and committed to excellence. The Women's Retail Network scholarship program provides a path for women to achieve their automotive career goals and fill the retail pipeline with qualified female employees."

Celeste Briggs, GM Women's Retail Network director, said the program's success can be credited to grassroots implementation by dealers. Each year, dealers promote the program with students and educators, nominate high-potential candidates and contribute financially to the scholarship fund.

Briggs said the program demonstrates the value GM and its dealers place on women and their importance to the company's overall success.

"With every scholarship we award, we are investing in our future, as well as helping make a dream come true," Briggs said. "Our dealers are already benefiting from the skills that scholarship winners are bringing to the workplace."

"Exceptional female employees increase customer loyalty and overall profitability."

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**0% UP TO 60 MONTHS FINANCING**  
Available on All 2015 Buick and 2015/2016 GMC Yukon

**BUICK/GMC HOLIDAY SALES EVENT!!! LEATHER • 1SL**

**ALL NEW 2016 BUICK LACROSSE**  
EVERYONES PRICE!  
**NOW \$34,999\***  
WAS \$41,205

SAVE OVER \$6,200 OFF MRSP  
Slt. #4541-16 • Deal# 58254. Figured with GM's pricing and must have non-GM lease set to expire within 365 days. See dealer for details. Total due \$2,407.17

**24 MONTH BUICK EXPERIENCE LEASE**  
FREE Maintenance • FREE XM Radio • FREE OnStar

**GMC WE ARE PROFESSIONAL GRADE**

**SELLING BELOW GM PRICING FOR THE MONTH OF DECEMBER ON ALL 2015 GMC AND BUICK MODELS**

**2015 GMC TERRAIN**  
FWD • SL1

**\$20,500\***

WAS \$28,115

YEAR END SAVINGS  
SAVE OVER \$7,600 OFF MRSP

Stock #B201-15 GM employee price plus tax of \$1455, plus title, lic. & doc.  
Must qualify for lease conquest rebate for lowest price. Demo with 2,733 miles. Purchase example is stock specific.

**2016 GMC ACADIA**  
FWD • SLE-1

**\$199\***

24 MONTH LEASE FOR ONLY \$199\*  
10K PER YEAR

Stock #B788-16 • Deal #58510  
\$1709 total due at signing.  
GM pricing plus tax, title & lic. Mat. package removed. GM price lease figured with lease conquest rebate. Dealer removed original equipment from vehicle.  
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FREE Maintenance • FREE XM Radio • FREE OnStar

Stock #4443-16 • Deal #57957  
GM pricing plus tax, title & lic.  
Must have Non GM in household set to expire 365 days from delivery.  
**NO SECURITY DEPOSIT REQUIRED!**

**ALL NEW 2016 BUICK REGAL**  
FWD • NO JOKE

**\$139\***

24 MONTH/10K PER YEAR LEASE FOR ONLY \$139\*

**24 MONTH BUICK EXPERIENCE LEASE**  
FREE Maintenance • FREE XM Radio • FREE OnStar

Stock #4498-16 • Deal #57956  
\$1499 total due.  
GM pricing plus tax, title & lic.  
Must have Non GM lease in household set to expire 365 days from delivery.  
**NO SECURITY DEPOSIT REQUIRED!**

**2015 GMC CANYON**  
4WD • SLE • EXT CAB

**\$28,568\***

WAS \$33,045

END OF THE YEAR SPECIAL  
SAVE OVER \$4,400 OFF MRSP

HOLIDAY SALES EVENT SAVING  
Stock #B323-15  
GM employee price plus tax of \$1744.08, plus title, lic. & doc.

**2015 GMC SIERRA**  
1500 • 4WD • DOUBLE CAB • SLE

**\$159\***

24 MONTH LEASE FOR ONLY \$159\*  
10K PER YEAR

Stock #B580-15 • Deal #52863  
\$1930 total due at signing.  
GM pricing plus tax, title & lic.  
GM price lease figured with lease loyalty rebate.  
**NO SECURITY DEPOSIT REQUIRED!**

**ALL NEW 2016 BUICK VERANO**  
FWD • 1SG • CONVENIENCE

**\$99\***

24 MONTH/10K PER YEAR LEASE FOR ONLY \$99\*  
\$1,390 DUE AT SIGNING

**24 MONTH BUICK EXPERIENCE LEASE**  
FREE Maintenance • FREE XM Radio • FREE OnStar

Stock #4426-16 • Deal #53282  
GM pricing plus tax, title & lic.  
Must have Non GM in household set to expire 365 days from delivery.  
**NO SECURITY DEPOSIT REQUIRED!**

**2015 BUICK ENCORE**  
FWD • LEATHER GROUP

**\$129\***

24 MONTH/9,787 YEAR LEASE FOR ONLY \$129\*  
\$1,493<sup>43</sup> DUE AT SIGNING

**24 MONTH BUICK EXPERIENCE LEASE**  
FREE Maintenance • FREE XM Radio • FREE OnStar

Stock #4283-15 • Deal #57906  
GM pricing plus tax, title & lic.  
Must have Non GM in household set to expire 365 days from delivery.  
**NO SECURITY DEPOSIT REQUIRED!**

VISIT OUR WEBSITE TO SEARCH FOR MORE VEHICLES & GREAT DEALS ON NEW BUICK'S OR GMC'S AT [WWW.VYLETEL.NET](http://WWW.VYLETEL.NET)

**40755 Van Dyke • Sterling Heights • 586.977.2800**

**WWW.VYLETEL.NET** SALES: Sun CLOSED; M, TH 8:30am-9pm; T, W, F 8:30am-6pm; SAT 10am-3pm  
SERVICE: Sun CLOSED; M, TH 7am-8pm; T, W, F 7am-6pm; Sat 8am-1pm

\*GM Employee Pricing Plus Tax, Title, Lic. and Doc. No Security Deposit Required. Programs subject to change. Photos may not represent actual sale vehicle. All applicable incentives including conquest and/or loyalty offers have been deducted from Sale Prices/Payments and are subject to change by the manufacturer without notice and are plus title, tax, plate and CVR fees. Leases are 10,000 miles per year. Disposition fee may be required at lease turn in. GM Employee discount is required except where noted. Lease pull ahead is for current Chevrolet lessees and will waive up to 3 remaining payments (\$1500 maximum). Must have 1999 or newer non-GM lease for Competitive Brand offer. Amount depends on model. KBB Trade-In guarantee is on 2003 to 2013 model vehicles less reasonable reconditioning costs. No bad Carfax or branded titles. Certain restrictions apply. See dealer for complete details on all incentives/offers. Sale ends 12/31/2015 @ 6:00PM.

# DECEMBER IS HERE FOR SOME OF THE GREATEST LEASE AND PURCHASE DEALS OF THE YEAR. CALL FOR DETAILS

**CALL BRUCE LITVIN - 24/7 & 365 -**

**40 YEARS OF QUALITY SERVICE**

**CELL # 1-586-405-5175**

**blitvin@lunghamer.com**

## 1-888-665-5438

# Joe Lunghamer

**475 SUMMIT DRIVE • 248-292-2502 • 5825 HIGHLAND RD. (M59) • WATERFORD**

**The Best Price... PERIOD!**

**RED TAG SALES EVENT**

**2016 EQUINOX "LT"**

- Chevrolet Complete Care INCLUDED!
- 2.4L DOHC Engine! • 7" Color Touch Screen MyLink Radio!
- Remote Vehicle Entry! • Rear Vision Camera!
- OnStar w/4G LTE w/built-in Wi-Fi hotspot!
- Tilt and Telescopic Steering Column!
- 17" Aluminum Wheels!
- 32 MPG on the Highway!

Stock#G27253

WAS \$27,480 Sale Price \$20,835

**24 MONTH LEASE: \$169\* OR \$169\***

\$0 DOWN W/LEASE CONQUEST \$999 DOWN W/LEASE LOYALTY

**2016 MALIBU "LT"**

- Chevrolet Complete Care INCLUDED!
- 2.5L DOHC VVT Engine! • Remote Keyless Entry!
- OnStar w/4G LTE w/built-in Wi-Fi hotspot! • Aluminum Wheels!
- Power Vertical Driver's Seat Adjuster!
- Tilt and Telescopic Steering Column!
- 7" Color Touch Screen MyLink Radio!
- 36 MPG on the Highway!

Stock#G27040

WAS \$24,710 Sale Price \$18,499

**24 MONTH LEASE: \$85\* OR \$85\***

\$0 DOWN W/LEASE CONQUEST \$999 DOWN W/LEASE LOYALTY

**Chevy Lease Pull-Ahead...Waiving Up to 3 YOUR Remaining Payments!\***

**2016 CRUZE "LT"**

- Chevrolet Complete Care INCLUDED!
- ECOTEC "Turbo" 1.4L DOHC VVT Engine! • Automatic Transmission!
- OnStar with 4G LTE with Built-in WiFi hotspot!
- AM/FM/XM Radio w/CD! • Remote Keyless Entry!
- Bluetooth for Phone! • Rear Window Defrogger!
- 38 MPG on the Highway!

Stock#G27125

WAS \$21,070 Sale Price \$15,699

**24 MONTH LEASE: \$75\* OR \$75\***

\$0 DOWN W/LEASE CONQUEST \$999 DOWN W/LEASE LOYALTY

**2016 TRAX "LS"**

- Chevrolet Complete Care INCLUDED!
- ECOTEC 1.4L "Turbo" DOHC VVT Engine! • Remote Keyless Entry!
- USB Port and Auxiliary Input Jack! • Power Locks & Windows!
- OnStar with 4G LTE with built-in Wi-Fi hotspot!
- 7" Color Touch Screen Radio!
- Steering Wheel Controls!
- 34 MPG on the Highway!

Stock#G27245

WAS \$21,195 Sale Price \$16,053

**24 MONTH LEASE: \$86\* OR \$86\***

\$0 DOWN W/LEASE CONQUEST \$999 DOWN W/LEASE LOYALTY

**\$1000 OVER Kelley Blue Book for Your Trade-In... GUARANTEED!\***

**The Best Price... PERIOD!**

**SHOWROOM HOURS:**

Monday	8:00 AM - 9:00 PM
Tuesday	8:00 AM - 6:00 PM
Wednesday	8:00 AM - 6:00 PM
Thursday	8:00 AM - 9:00 PM
Friday	8:00 AM - 6:00 PM

**(586) 791-1010**

35500 S. Gratiot Ave. / North of 15 Mile / Clinton Township / COMPLETE CARE / FIND NEW ROADS

\*Pictures may not represent actual sale vehicle. All applicable incentives including conquest and/or loyalty offers have been deducted from Sale Prices/Payments and are subject to change by the manufacturer without notice and are plus title, tax, plate and CVR fees. Leases are 10,000 miles per year. Disposition fee may be required at lease turn in. GM Employee discount is required except where noted. Lease pull ahead is for current Chevrolet lessees and will waive up to 3 remaining payments (\$1500 maximum). Must have 1999 or newer non-GM lease for Competitive Brand offer. Amount depends on model. KBB Trade-In guarantee is on 2003 to 2013 model vehicles less reasonable reconditioning costs. No bad Carfax or branded titles. Certain restrictions apply. See dealer for complete details on all incentives/offers. Sale ends 12/31/2015 @ 6:00PM.



# Jim Causley Lease Pull Ahead is Back!

ON GRATIOT AT 16-1/2 MILE

GET OUT OF YOUR LEASE NOW PLUS WE WILL GIVE YOU \$500 LEASE LOYALTY OR \$1500 COMPETITIVE CASH.

See dealer for details.



## BUICK HOLIDAY EVENT

### NEW 2015 BUICK VERANO

- 2.4 4 Cyl
- Alum Wheels
- Bluetooth
- Rear Back Up Camera
- Stabilitrac
- Power Heated Seats
- 4G LTE WiFi/Onstar
- Sirius/XM Radio



4 YR/50,000 Mile Bumper to Bumper Warranty! Stk. #B1167

Was \$25,005  
Sale Price \$19,788 **\$149\*** 24 MONTH LEASE • 10K

\$0 DOWN W/LEASE CONQUEST OR \$1000 DOWN W/LEASE LOYALTY  
NO SECURITY DEPOSIT REQUIRED. TAX, TITLE AND PLATES ARE EXTRA.

### NEW 2015 BUICK ENCORE LEATHER PACKAGE

- 1.4L TURBO Engine
- Rear Back Up Camera
- Power Heated Seat
- 10 Air Bags
- Bluetooth
- 6 Spd Auto Trans
- Traction Ctrl
- Stabilitrac
- 18" Alum Wheels
- IntelliLink Radio System
- 4G LTE WiFi Onstar
- Sirius/XM Radio
- Fog Lamps
- Blind Side Alert
- Remote Start



Stk. #B1996 Available in AWD

4 YR/50,000 Mile Bumper to Bumper Warranty!

Was \$28,875  
Sale Price \$24,113 **\$159\*** 24 MONTH LEASE • 10K

\$0 DOWN W/LEASE CONQUEST OR \$1000 DOWN W/LEASE LOYALTY  
NO SECURITY DEPOSIT REQUIRED. TAX, TITLE AND PLATES ARE EXTRA.

### NEW 2016 BUICK REGAL TURBO PREMIUM 2 • NAVIGATION

- 2.0 TURBO
- Power Heated Leather Seats
- Alum Wheels
- Fog Lamps
- Bluetooth
- Rear Back Up Camera
- Keyless Entry
- Push Button Start
- Remote Start
- Stabilitrac
- Dual Air Bags
- INTELLILINK
- 4G LTE WiFi/Onstar
- Sirius/XM Radio • Bose
- Premium Michelin Tires



Stk. B1096

4 YR/50,000 Mile Bumper to Bumper Warranty!

Was \$32,490  
Sale Price \$26,715\* **\$225\*** 24 MONTH LEASE • 10K

\$0 DOWN W/LEASE CONQUEST OR \$1000 DOWN W/LEASE LOYALTY  
NO SECURITY DEPOSIT REQUIRED. TAX, TITLE AND PLATES ARE EXTRA.

### NEW 2016 BUICK LACROSSE LEATHER PACKAGE

- 3.6 V6
- 18" Aluminum Wheels
- Rear Vision Camera
- Bluetooth
- 4G LTE WiFi/Onstar
- Sirius/XM Radio
- Heated Leather Seats
- Push Button Start
- Remote Start



Stk. #B1051

4 YR/50,000 Mile Bumper to Bumper Warranty!

Was \$36,825  
Sale Price \$29,989\* **\$219\*** 24 MONTH LEASE • 10K

\$999 DOWN W/LEASE CONQUEST OR \$1999 DOWN W/LEASE LOYALTY  
NO SECURITY DEPOSIT REQUIRED. TAX, TITLE AND PLATES ARE EXTRA.

### NEW 2016 BUICK ENCLAVE

- 3.6L V6
- Power Seat
- Power Rear Hatch
- Air Cond
- Trailer Package
- Rear Backup Camera
- 19" Aluminum Wheels
- 4G LTE WiFi/Onstar
- Sirius/XM Radio
- Premium Michelin Tires



Stk. #B1055

4 YR/50,000 Mile Bumper to Bumper Warranty!

Was \$40,565  
Sale Price \$34,680\* **\$239\*** 24 MONTH LEASE • 10K

\$1499 DOWN W/LEASE CONQUEST OR \$2499 DOWN W/LEASE LOYALTY  
NO SECURITY DEPOSIT REQUIRED. TAX, TITLE AND PLATES ARE EXTRA.

## GMC | HOLIDAY EVENT

### NEW 2016 GMC TERRAIN SLE

- Power Windows/Locks
- Power Seat
- Cruise Control
- Deep Tinted Glass
- Rear Vision Camera
- Multi Flex Rear Seat
- Premium Michelin Tires
- 4G WiFi/OnStar



Stk. #T1127

**\$133\*** 24 MONTH LEASE 10K

\$999 DOWN W/LEASE CONQUEST OR \$1999 DOWN W/LEASE LOYALTY  
NO SECURITY DEPOSIT REQUIRED. TAX, TITLE AND PLATES ARE EXTRA.

### NEW 2015 GMC TERRAIN SLE-2

- Power Windows/Locks
- Power Heated Seat
- Cruise Control
- Deep Tinted Glass
- Remote Start
- Rear Vision Camera
- Multi Flex Rear Seat
- Premium Michelin Tires
- 4G WiFi/OnStar



ONLY 3 LEFT!

Stk. #T3166  
WAS \$29,535  
SAVE OVER \$7000  
SALE PRICE **\$22,465\***

ONLY TAX, TITLE AND PLATES ARE EXTRA.

### NEW 2015 GMC SIERRA 4X4 MIDNIGHT ELEVATION EDITION

- Blacked Out Trim
- 20" Black Alum Wheels
- Pwr Windows/ Locks
- Deep Tinted Glass
- Cruise
- HD Trailer Package
- Locking Differential



Stk. #T3289

**\$149\*** 24 MONTH LEASE 10K

\$1999 DOWN  
NO SECURITY DEPOSIT REQUIRED. TAX, TITLE AND PLATES ARE EXTRA.

### NEW 2016 GMC ACADIA SLE

- 8-Passenger Modular Seating
- Rear Vision Camera
- Front/Rear Air & Heat
- Power Windows/Locks
- 18" Premium Aluminum Wheels
- Cruise • Bluetooth
- Keyless Entry



Stk. #T1153

**\$188\*** 24 MONTH LEASE 10K

\$1499 DOWN W/LEASE CONQUEST OR \$2499 DOWN W/LEASE LOYALTY  
NO SECURITY DEPOSIT REQUIRED. TAX, TITLE AND PLATES ARE EXTRA.

### NEW 2016 GMC CANYON EXTENDED CAB 4X4

- 300 HP V6
- Power Windows/Locks/Seat
- Cruise • Air



Stk. #T1424

**\$189\*** 24 MONTH LEASE 10K

\$999 DOWN  
NO SECURITY DEPOSIT REQUIRED. TAX, TITLE AND PLATES ARE EXTRA.

### NEW 2016 GMC YUKON 4X4

- Power Windows/Locks
- Trailer Package
- 8 Passenger Seating
- Bose Stereo System
- Power 10-Way Seating
- Remote Start
- 4G WiFi w/Onstar



Stk. #T1340

**\$489\*** 36 MONTH LEASE 10K

0% APR AVAILABLE FOR 60 MONTHS  
\$1999 DOWN  
NO SECURITY DEPOSIT REQUIRED. TAX, TITLE AND PLATES ARE EXTRA.

We DO NOT Charge You a Doc Fee to do Your Paper Work! SAVE up to \$200!

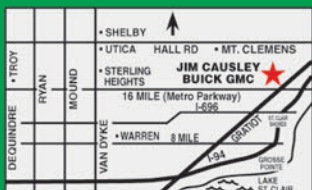
#### SALES HOURS

MON & THURS ..... 8:00AM-9:00PM  
TUES, WED & FRI ..... 8:00AM-6:00PM  
SATURDAY ..... 10:00AM-3:00PM

OPEN LAST TWO SATURDAYS OF THE MONTH

#### SERVICE HOURS

MON & THURS ..... 7:00AM-7:00PM  
TUES, WED & FRI ..... 7:00AM-6:00PM  
SATURDAY ..... 8:00AM-12:00PM



Jim Causley .com



BUICK

GMC

3811 GRATIOT (N. of Metropolitan Parkway at 16 1/2 Mile) CLINTON TOWNSHIP  
586-465-8465 • 1-800-966-2287

58 YEARS

\*Pull Ahead offer good on Buick & GMC leases only. Add rebates to sale price. All prior sales excluded. Leases based on 10k per year with S or A credit. (LEASE ACQUISITION FEES ARE INCLUDED IN PAYMENTS). Residential restrictions apply. Purchase prices & payments based on GM Employee & Family Pricing. All Buick & GMC payments are quoted with Buick/GMC lease loyalty or competitive lease in household, GM Employee Competitive Lease must expire within 365 days. Payments & prices subject to change per GM incentives. Pictures may not represent actual vehicle. Offer ends 12-11-15 at 9pm.

## GM Crossover Vehicles Drive Latest Sales

CONTINUED FROM PAGE 1

consecutive months. Total Buick crossover sales were up 11 percent.

At GMC, crossover deliveries rose 12 percent, driven by a 16 percent gain for the Terrain. Cadillac's crossover, the SRX, saw a 53 percent increase. Industry-wide, crossovers now account for 40 percent of the retail industry, up from 37 percent a year ago.

"The phenomenal growth of crossovers in a record-setting market is the biggest sales story of 2015," said Kurt McNeil, GM's U.S. vice president of Sales Operations. "Buick was one of the pioneers of the fast-growing small crossover segment with the Encore. Chevrolet's crossover sales growth is far outpacing the rest of the industry, thanks to the Trax, Equinox and Traverse. And the GMC Terrain is on track to have its best year ever."

And, Cain said, the Volt had its best November ever on both a total and retail basis, selling 1,980 units.

GM's retail sales were up 4 percent year over year. Adjusted for selling days, GM retail sales were up 14 percent. GM gained an estimated 1 point of retail market share to reach 16.5 percent during the month for the company's eighth consecutive year-over-year increase.

Deliveries to commercial customers were up 6 percent year over year and government deliveries were up 2 percent. Rental sales were down 16 percent per plan, Cain said. Total fleet sales were down 9 percent.

The seasonally adjusted annual selling rate (SAAR) for light vehicles was an estimated 18.2 million units in November. The six-month moving average for the SAAR is now estimated to be 17.9 million units. The industry's best sales year ever was 2000, when 17.8 million light vehicles were delivered.

## 'Black Friday' Promos Push Auto Sales Up

CONTINUED FROM PAGE 1

stronger in November, and the last day of the month was one of the best this year.

Deals can be dangerous for the auto industry because they cut into profits and lower vehicles' resale value. Incentives have been creeping upward since 2011; in November, they rose an estimated \$172 over last year to \$3,066 per vehicle, according to the car-buying site TrueCar.com.

But Eric Lyman, vice president for industry insights at TrueCar, says the gradual increase isn't a worrisome trend for the industry. For one thing, companies are making more profit per vehicle than they used to because they're selling more expensive SUVs and trucks.

The average sale price of a vehicle last month was \$32,966, up 1 percent from the previous month.

Automakers are also trying to capture as many sales as they can in the boom years before sales inevitably slow. Rising interest rates, higher gas prices and other factors are all expected to stall auto sales sometime in the next few years.

"It's kind of like, make hay while the sun shines," Lyman said.

And the sun is certainly shining. Last week, sales forecasting firm LMC Automotive said sales are now likely to reach a record 17.5 million in 2015.