

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 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



Buick's new tri-colored logo.

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Eighth grader Tori Steinman takes a student-made robot for a whirl.

Students Learn About STEM at MCC Event

by Jim Stickford

Fulfilling its mission to educate potential students about educational opportunities, Macomb Community College held its 10th

annual Robotics, Engineering & Technology Days event Dec. 2-3. "The idea behind the event is to raise awareness of STEM and get to students while they are still relatively young so that they

can plan their high school schedules to emphasize science," said MCC spokesman James Melton. "This year, we had about 3,100

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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 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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2016 Dodge Journey

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

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2016 Lincoln MKZ

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'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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Jeep's November Sales Are Best Since 2000

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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).

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Buick Insignia Evolved from David Buick's Family Crest

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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 lower-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, Wilson said.

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 widely 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, particu-



Buick logos through the years

larly in the print and television advertising campaigns of the time period.

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.

It also lost the stag head and cross cues in the shields, for a more streamlined and contemporary appearance.

The tri-shield logo returned to prominence again in the 1990s,

and has continued for the last two decades as a signature styling cue, Wilson said. Its evolution in that time saw the colors

removed from the shields, for an even more streamlined appearance, on landmark vehicles such as the Enclave.



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Students Learn About STEM at MCC Event

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students registered to attend. They come from schools all around the state. Most are from metro Detroit, but we have some come from the Thumb and western Michigan."

The visiting students came to the school's Warren campus, Melton said, and went to various "pods" at the school's athletic center where MCC staff demonstrated various scientific principles to give the students an idea of what STEM alternatives are available to them.

One pod director was Arthur Knapp, a professor at MCC, who teaches electronic engineering technology. He brings with him about 50 years of tech training and experience.

"I've been here at MCC for 32 years," Knapp said. "Before that, I worked at IBM for about 20 years. I teach mechatronics at the school. That's a discipline that combines computers, hydraulics, pneumatics and sensor technology together for the purpose of building machines that make things, basically manufacturing."

Knapp said, at his pod, students got to see and operate remote-controlled driving units made by MCC summer students.

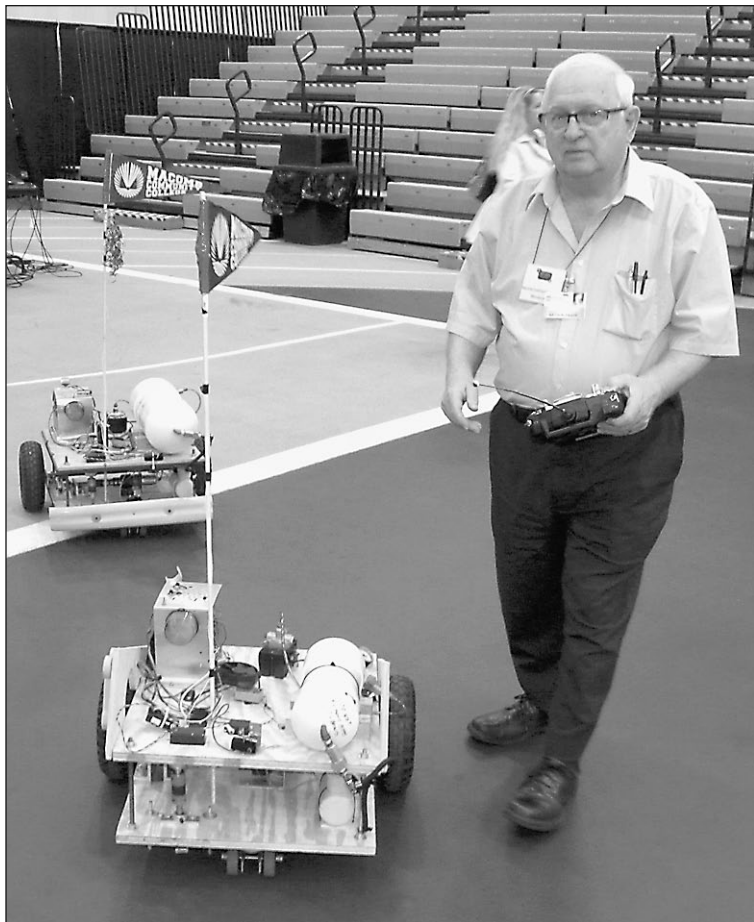
"Last summer, we had 12 high school students come to the school for a week and build four robots," Knapp said. "The idea was to teach the basics in construction and improve their electronic skills."

Tori Steinman, an eighth grade student in the Elkton-Pigeon Bay-Port School District in Huron County, was one of the visitors who got to test drive the summer student's robots. She said it was fun, but more importantly, it showed her that "science doesn't have to be stuffy."

Knapp said that MCC offers a two-year degree in his field, but, ideally, students who graduate from the school can take that degree and apply it toward a four-year degree at a university or college affiliated with MCC.

"We have articulation agreements with several schools, including Wayne State and Lawrence Tech," Knapp said. "Education is an ongoing process and MCC plays its part."

Jennifer Seger, associate dean of Applied Technology – Automotive and Technical Education at MCC, said the school takes seri-



MCC professor Arthur Knapp demonstrates a student-made robot.

ously its job of reaching out to the community at large and educating them on what they can learn at MCC.

"It's funny, enrollment in the technical courses run counter-intuitively to what people think," Seger said. "When the economy is bad, we see an increase in students taking courses in my field – technology and apprenticeships – because the demand in STEM fields is high."

"When the economy is good, we see those enrollments decline a bit because students have more job choices."

Seger said they'll start planning next year's tech day in January. "It takes almost a year to put this event on," Seger said. "But it's worth it."

"I heard from one teacher who said that she appreciates an event like this because her child didn't have exposure to all the career technical education options in his high school."

In the past, Seger said, career

technical education might have been called vocational education. But today's courses are much more scientifically oriented than the shop classes of yesteryear. That's one of the points MCC wants to get across at the event.

"We'll continue holding tech day events until it doesn't work anymore," Seger said. "But so far, it's been working. Each year, we've grown."

"Last year, we had a pilot program that held evening events where students could bring their parents here to learn about opportunities. It was successful, so we've made it a regular thing this year."

The important thing, Seger said, is to help students find an education path that is right for them. To do that, it's important to find out what students like and what they're good at.

"MCC's Robotics, Engineering & Technology event is a good way to do that," Seger said.

Bosch's LFS Technology Earns Award Nomination

Bosch has been named a finalist in the 2016 *Automotive News* PACE (Premier Automotive Suppliers' Contributions to Excellence) Awards for its innovative Linear Force Solenoid (LFS) technology, which enables transmission manufacturers to develop more efficient, high-speed transmissions without increasing weight or degrading performance.

Kevin O'Keefe, vice president and regional business unit leader of Transmission Control, Robert Bosch LLC, said, "Our LFS provides an innovative solution that helps OEMs meet future fuel economy requirements without sacrificing transmission performance."

"This technology represents Bosch's commitment to developing new and advanced solutions that are essential to moving the industry forward, and we're honored that our technology has been selected as a finalist for this important award."

While increasing the number of speeds in an automatic transmission is one way OEMs can meet future fuel economy re-

quirements, O'Keefe said that strategy also typically increases required weight and space, as well as leakage within the hydraulic circuit that reduces transmission efficiency – two undesirable effects.

To minimize these effects, O'Keefe said Bosch developed its highly accurate, extremely precise LFS to allow for high-functional integration in a small space while reducing leakage within the hydraulic circuit, weight and part count, and improving robustness and control flexibility.

The *Automotive News* PACE Awards are an annual set of recognitions celebrating superior innovation, technological advancement and business performance among automotive suppliers, O'Keefe said.

First introduced to the industry in 1995, this award is recognized around the world as the industry benchmark for innovation. O'Keefe said most recently, Bosch earned a PACE Award in 2014 for its laser-drilling technology for spray enhancements in gasoline direct injection.

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Librarian Jennifer Lund said the cost is \$3 at time of registration in person at Civic Center Library. The program will be held in the Civic Center Conference Center.

The library also has scheduled a dance with music by the Magic Moments Band on Thursday, Dec. 10, at 6 p.m. in the Civic Center Atrium.

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Ford Sales Show Slight Gain, Vans Up 59 Percent

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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 retail sales increased 16 percent with a 10 percent total F-Series gain, Merkle said.

Ford commercial van sales increased 59 percent. November’s van performance marked Ford’s best November sales month since 1984, Merkle said. Sales of the new Transit almost doubled year-ago figures. Transit Connect sales hit 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, and the new Explorer gained 1 percent, marking its best November since 2004.

Fiesta sales remained pretty much the same. Sales for the Focus, on the other hand, saw a 24.7 percent decline. Fusion sales stayed fairly steady and Taurus sales fell 9.1 percent.

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

Lincoln sales also dropped slightly, falling 2.4 percent.

The MKZ was a bright spot with sales increasing 10.9 percent, while the MKS saw a sales bump of 11.8 percent and the MKC dropped 16.1 percent. Navigator sales also fell 33 percent.



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

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 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. En-

gine 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 am 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 stepfather 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 Mid-

west. We’ve gone as far south as Bowling Green, Ky., and as far east as Maryland.”

Lester said drag racing is popular with the public and that there are race categories for just about anyone who wants to compete.

“It’s a great sport,” Lester said. “You can still take a street car and drive it.”

GM spokesman Tom Read said General Motors likes to show what its employees can do with their own cars.

So, during the month of December, Lester’s dragster will be on display in the lobby of Building B in the Pontiac Powertrain complex, Read said.

“We’ve been displaying different 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’s currently working on, Lester declined comment and said, “we’ll just have to wait and see what it is.”

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Car Rats on Owner Who Fled Accident Site

Apparently, it’s possible for a smart car to be too smart for the driver’s own good.

According to NBC affiliate WPTZ’s news department, one Cathy Bernstein landed in jail after being placed “under arrest in connection with a hit-and-run.” She came to the attention of police because her own car reported the accident.

The incident in question happened Nov. 30 in Port St. Lucie, Fla.

The station’s news department stated that during the af-

ternoon of Nov. 30, two vehicles collided in the 500 block of Northwest Prima Vista Boulevard.

According to WPTZ, Anna Preston said that her vehicle was rear-ended by a black vehicle, which promptly fled the scene of the accident.

WPTZ reported that around the same time of the accident involving Preston, police dispatch got an automated call from a vehicle emergency system stating the owner of a Ford vehicle was involved in a crash and to

press zero to speak with the occupants of the vehicle.

The person in the vehicle, Cathy Bernstein, told dispatch there had been no accident, that someone pulled out in front of her and that she was going home. She said she had not been drinking and didn’t know why her vehicle had called for help.

WPTZ reported that police went to Bernstein’s home and saw that her vehicle had extensive front-end damage and silver paint that appeared to be from Preston’s vehicle on it.

WPTZ reported that police also noticed that Bernstein’s airbag had been deployed.

Police said Bernstein again denied hitting another vehicle, saying she had struck a tree.

After further discussions, police said Bernstein admitted to the hit-and-run.

She also admitted that she had talked to someone at Ford and told them she had not been in an accident, according to WPTZ.

It was later discovered that Bernstein had been involved in another accident prior to the one with Preston and was fleeing from that incident. Bernstein was arrested and taken to the St. Lucie County Jail.

Preston was taken to a nearby hospital to be treated for injuries to her back.

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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 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. #93397

2016 CHEVY MALIBU LT LIMITED

ULTRA-LOW MILEAGE LEASE EXAMPLE FOR QUALIFIED CUSTOMERS WITH A GM EMPLOYEE DISCOUNT AND A CURRENT NON-GM LEASE

\$0 DOWN \$93 23 MONTH LEASE**

\$0 FIRST MONTH'S PAYMENT/23 MONTH LEASE

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*

plus tax, title, license, 10k miles per year, no security deposit. Stk. #93739

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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 Pull-ahead 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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ALL STAR EDITION, Power Window & Locks 7" Touch Screen Radio, Trailer Tow, Remote Start Alum. Wheels, Backup Camera & More...

24 Month Lease/10,000 Miles

\$246* + Tax with \$0 Down

NO SECURITY DEPOSIT REQUIRED

2016 EQUINOX 1LT

NO SECURITY DEPOSIT REQUIRED

7" Touch Screen, OnStar/XM Satellite Radio MYLink Touch Screen Radio, Remote Keyless Entry Rear Vision Camera, Alum. Wheels & More...

24 Month Lease/10,000 Miles

\$146* + Tax with \$0 Down

NO SECURITY DEPOSIT REQUIRED

2016 MALIBU 1LT

NO SECURITY DEPOSIT REQUIRED

Power Locks, Windows, Mirrors Touch Screen Radio, Blue Tooth, OnStar XM Radio & More...

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*See dealer for details. All Rebates/Incentives have been deducted from sale price/payment and are subject to change by manufacturer without notice. GM Employee discount required unless otherwise noted. The Silverado lease includes GM Lease Loyalty or Lease Conquest. The Malibu and Equinox leases assume that you qualify for lease conquest. To qualify for Lease Conquest you must have a NON-GM Lease in the household that terminates within 365 days. All lease payments are based on 10,000 miles per year. 1st payment, tax, title and plate fee due at signing on all leases unless otherwise noted. All deals expire 12/31/2015

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Stk. #B460291 Stk. #B450921

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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. #SZPKG5 Stk. #SZPKG5 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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*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. 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. Impala acquisition fee due up front. Exp date: 1/04/2016.

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SILVERADO 2016 1500 • LT • 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 LT 24 MONTHS \$159* PURCHASE LS FOR \$20,769* WAS \$27,480 0 DOWN W/ LEASE CONQUEST OR \$999 DOWN W/ LEASE LOYALTY
CAMARO 2016 1LT Stk. #460564 PURCHASE FOR \$26,992*	TRAX 2016 LS 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 2016 LS 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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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 Touns, 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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ALL NEW 2016 BUICK LACROSSE

EVERYONES PRICE!
NOW \$34,999*
WAS \$41,205

SAVE OVER \$6,200 OFF MRSP
Skt. #4541-16 • Deal# 58254. Figured with GMS 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

2015 GMC TERRAIN
FWD • SL1

\$20,500*
WAS \$28,115

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

Stock #8201-15 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 10K PER YEAR

Stock #8788-16 • 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.
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

Stock #8323-15
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 10K PER YEAR

Stock #8580-15 • 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 ENCLAVE
AWD • PREMIUM EDITION

\$339*
36 MONTH/10K PER YEAR LEASE FOR ONLY \$1,665 DUE AT SIGNING

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

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!

ALL NEW 2016 BUICK VERANO
FWD • 1SG • CONVENIENCE

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

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 \$1,493⁴³ DUE AT SIGNING

Stock #4283-15 • Deal #57906
GM pricing plus tax, title & lic.
Must have Non GM in household set to expire 365 days from delivery.
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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!*

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*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

ON GRATIOT AT 16-1/2 MILE

Lease Pull Ahead is Back!

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
- Stabilitrak
- 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
- Stabilitrak
- 18" Alum Wheels
- Intellink Radio System
- 4G LTE WiFi Onstar
- Sirius/XM Radio
- Fog Lamps
- Blind Side Alert
- Remote Start

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

Stk. #B1996 Available in AWD

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
- Stabilitrak
- Dual Air Bags
- INTELLINK
- 4G LTE WiFi/Onstar
- Sirius/XM Radio •Bose
- Premium Michelin Tires

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

Stk. B1096

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

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

Stk. #B1051

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

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

Stk. #B1055

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

ONLY 3 LEFT!

\$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

SAVE OVER \$7000

WAS \$29,535

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

\$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

\$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

\$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

0% APR AVAILABLE FOR 60 MONTHS

\$489*

36 MONTH LEASE 10K

\$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

38111 GRATIOT (N. of Metropolitan Parkway at 16 1/2 Mile) CLINTON TOWNSHIP

586-465-8465 • 1-800-966-2287

BUICK

GMC

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.