

NAIAS Chock-Full of Info, Questions About the Future

by DEE-ANN DURBIN
AP Auto Writer

DETROIT (AP) – The North American International Auto Show opened to the public Jan.

16 in Detroit. Here are some of the things we learned at last week's media preview:

- Sales Plateau – The auto industry set a record for sales of 17.5 million in the U.S. last year,

capping six straight years of growth. Now, industry insiders say the U.S. market is starting to plateau, with many forecasts calling for a similar level of sales this year.

Mike Jackson, CEO of AutoNation, the country's biggest dealership chain, is one of those saying sales will flatten out. He looks at the high levels of inventory and the incentives being offered

to car buyers and sees signs of a slowdown. Jackson is already reducing his new vehicle orders and cutting back on marketing.

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Mark Reuss shows off the 2017 Acadia at the Detroit auto show.

2017 GMC Acadia Aimed at Heart of Midsize SUV Segment

by Jim Stickford

SUVs are more popular than ever, said Duncan Aldred, U.S. vice president for Buick and GMC.

Right now, he said, they account for slightly more than 50 percent of GMC's sales.

So the introduction of the redesigned GMC Acadia at the 2016 North American International Auto Show (NAIAS), is especially important, he said.

Aldred called the new version of the Acadia a reimagined crossover aimed at the heart of the midsize SUV segment, designed to offer great versatility

and refinement, with more advanced safety technologies.

The new Acadia offers more-efficient powertrains, while continuing to offer three rows of seating on most models. The premium Acadia Denali returns, along with a new All Terrain model offering enhanced off-road capability.

"GMC is a strong, growing premium brand and the Acadia is a cornerstone of our success story," said Aldred. "The all-new Acadia leverages GMC's proven SUV experience to take on and shake up one of the largest vehicle segments, with a strong blend of design, technology and capability."

The new Acadia goes on

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New Pacifica Hybrid a First for Minivans

by Jim Stickford

The 2017 Chrysler Pacifica came home for its introduction to the world.

Patrick Keitz, product manager for the new Pacifica, was at the 2016 North American International Auto Show (NAIAS) for the vehicle's debut.

"We made the announcement here in Detroit because it's where the minivan was created," Keitz said. "Chrysler created that market segment and Chrysler has kept on being a leader in that segment by introducing such new features as the power slide side door and stow-and-go."

"So, yeah, introducing the 2017 Pacifica here in Detroit seems like the appropriate thing to do."

Keitz said that this new Pacifica is special and "I can talk about what makes it special forever."

For one thing, Keitz said, it has an all-new architecture that gives it a superior ride and handling

compared with other models.

And the 2017 Pacifica comes with a hybrid edition – a first for the minivan segment and Fiat Chrysler's first plug-in hybrid.

"What's great about the hybrid Pacifica is that we didn't have to sacrifice interior space to make the vehicle possible," Keitz said.

"We put the batteries in the stow-and-go space below the seats. So people don't lose cargo space. Thus the Pacifica still has best-in-class interior cargo space."

Keitz said the 2017 Chrysler Pacifica minivan features a

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2017 Pacifica on display at the Detroit Auto Show

Feds Ask for Faster Technology on Cars

by TOM KRISHER and JOAN LOWY
Associated Press

DETROIT (AP) – Automakers have agreed to work on fundamental changes in their relationship with the U.S. government using the aviation industry as a model in order to get new safety technology to the marketplace faster, a top safety regulator said Jan. 12.

The process of issuing government regulations to correct safety problems takes too many years, Mark Rosekind, head of the National Highway Traffic Safety Administration, told re-

porters at the *Automotive News* World Congress in Detroit. By the time the regulations are issued, changes in technology make them out of date, he said.

Rosekind alluded to the possibility that the auto industry will agree to safety culture changes and technology voluntarily rather than waiting for the arduous government rule-making process.

He said that Transportation Secretary Anthony Foxx gave him a mandate to identify barriers in regulations and other areas that prevent new life-saving technology from going into cars quickly, and then figure out

how to remove barriers to move faster.

Federal officials are grappling with how to get new technology such as vehicle-to-vehicle communications, also called V2V, and self-driving cars into the marketplace.

V2V involves cars using wireless communications to send information like speed and direction to surrounding cars. Cars can warn drivers of an impending collision or even brake to prevent a collision before the driver has even seen the other vehicle.

The features such as automatic

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Dan Creed

Dan Creed Named Cadillac Sales VP

Cadillac has appointed Dan Creed to the position of vice president, sales operations, effective Jan. 16, 2016.

Creed will lead sales and service activities in North America, the brand's largest market and report to Cadillac President Johan de Nysschen. Creed's responsibilities include development

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Ford Focusing on Growing in Mobility Services Business

by Jim Stickford

Adapt or die.

That was the message given by William Ford, Jr. and Ford CEO Mark Fields at the 2016 North American International Auto Show (NAIAS) last week.

Celebrity TV host Ryan Seacrest moderated the talk given by Ford and Fields at the show.

Ford began by saying it took people at Ford about 30 years to really get behind the company's environmental message. But with changes in technology, people are getting on board with the company's new mobility message right away.

"We must fix the issue of mobility," Ford said, "and we have an amazing opportunity to solve the issues that we face right now."

"People keep talking about how automakers are being disrupted by new technologies," Fields said. "I say we'll disrupt

ourselves. I see opportunities to grow by being in the mobility business."

Ford said his great-grandfather Henry Ford changed the world with the introduction of the affordable automobile built by using assembly line methods.

"The opportunities we face are different from the ones faced by my great-grandfather," Ford said. "What is clear is that no one company will be able to do this by itself. Change will require partnerships that cross industries."

Fields cited the cellular telephone manufacturer Nokia as a company that was very successful, but did not keep up with the times.

"The company as recently as nine years ago had roughly 50 percent of the mobile phone market worldwide," Fields said. "They concentrated on the hardware, then Apple came along and said no, it's software that mat-

ters. They focused on customer experience and started iTunes. The rest is history."

Fields said that currently Ford has about 6 percent of the \$2.3 trillion automotive market. It has none of the \$15 trillion spent on

mobility services. By moving Ford to be an automotive and mobility enterprise, the company is leading the way in connectivity, he said. Ford has one of the

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Ryan Seacrest, left, Bill Ford and Mark Fields at NAIAS

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Ford Focusing on Developing New Mobility Tech

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largest R&D operations in Silicon Valley.

"We are approaching the question of mobility from a position of strength," Fields said.

An example of Ford's leadership is its testing of autonomous driving technology in snowy conditions, Fields said. Ford is conducting the industry's first autonomous vehicle tests in snow-covered environments – a major step in the company's plan to bring fully autonomous vehicles to millions of customers worldwide.

Unlike other major automakers and technology companies, which have tested autonomous vehicle technology only in dry, mostly sunny climates, Ford knows the future of autonomous driving cannot rely on ideal conditions, said Fields.

"It's one thing for a car to drive itself in perfect weather," said Jim McBride, Ford technical leader for autonomous vehicles. "It's quite another to do so when the car's sensors can't see the road because it's covered in snow.

"Weather isn't perfect, and that's why we're testing autonomous vehicles in wintry conditions – for the roughly 70 percent of U.S. residents who live in snowy regions."

Ford's winter weather testing takes place in Michigan, including at Mcity – a 32-acre, full-scale simulated real-world urban environment at the University of Michigan.

Fully autonomous driving can't rely on GPS, which is accurate only to several yards – not enough to localize or identify the position of the vehicle, said McBride. And it's key that an autonomous vehicle knows its precise location, not just within a city or on a road, but in its actual driving lane – a variation of a few inches makes a big difference.

LiDAR, on the other hand, is much more accurate than GPS – identifying the Fusion Hybrid's lane location right down to the centimeter. LiDAR emits short pulses of laser light to precisely allow the vehicle to create a real-time, high-definition 3D image of what's around it.

In ideal weather, LiDAR is the most efficient means of gathering important information. But on snow-covered roads or in high-density traffic, LiDAR and other sensors such as cameras can't see the road. This is also the case when the sensor lens is covered by snow, grime or debris.

Undaunted by this challenge, Ford and University of Michigan technologists began collaborating toward a solution that would allow an autonomous vehicle to see on a snow-covered road.

To navigate snowy roads, Ford autonomous vehicles are equipped with high-resolution 3D maps – complete with information about the road.

NAIAS Chock-Full of Info, Questions About the Future

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He says a plateau with sales at record levels isn't a bad thing. The issue is how automakers deal with prosperity.

If, for instance, they don't control production, they could build too many cars that people don't want and then have to discount them.

"We won the Super Bowl. We can be here for a while. You just have to manage it differently," Jackson said.

• Fuel Economy – U.S. fuel economy standards – or CAFE standards, for corporate average fuel economy – are scheduled to rise to a fleetwide average of 54.5 miles per gallon in 2025. The regulations, which were put in place in 2012, call for a review that begins this year and ends in 2018.

Some automakers are starting to question the standards. They were put in place when gas prices were steadily above \$3 a gallon. Now that gas is hovering around \$2 per gallon, car companies are having a hard time selling fuel-efficient small cars, hybrids and electrics. Sales of the most popular hybrid, the Toyota Prius, fell 11 percent in 2015.

"I think we need to take a step back and say, 'OK, here's what the assumptions were, and how have the assumptions now changed, as we go forward?'"

said Jim Lentz, Toyota's U.S. chief.

"If they haven't changed, we ought to leave the standards where they are. If there are material things that have changed, we should look at what impact that has on consumer behavior, and then decide if the standards need to change."

Nissan-Renault CEO Carlos Ghosn says the technology to meet the mandates already exists, but not at a price consumers are willing to pay.

Fiat Chrysler will spend \$10,000 more per vehicle to make the plug-in hybrid version of its new Chrysler Pacifica minivan, AutoNation's Jackson said, but he's not sure the company can convince buyers to pay that much more for it.

"This is a debate we have with regulators all over the world," Ghosn said.

• Gas Alternatives – Ninety-five percent of vehicles sold in the U.S. are gas-powered. But with stricter fuel economy standards looming – and memories of \$4 per gallon gas not so long ago – automakers continue to develop alternatives to gas-powered cars.

Audi and Lexus both showed zero-emission hydrogen fuel cell prototypes; Lexus said it could build the LF-FC sedan as early as 2020. Volkswagen showed a plug-

in hybrid Tiguan SUV concept in Detroit after unveiling the all-electric Budd-e concept van at last week's CES show in Las Vegas.

Fiat Chrysler's plug-in hybrid version of the Pacifica is a first for the minivan segment. And Chevrolet showed the all-electric Bolt, which can go for 200 miles on a charge and will cost around \$30,000 when it goes on sale later this year.

Ford showed updated versions of its Fusion hybrid and plug-in hybrid cars. Executive Chairman Bill Ford said there's less demand for alternative-fuel vehicles when gas prices are so low, but automakers should still make them.

"It's still a cost to people, fuel is, and I think anything we can do to bring the cost of owning a vehicle down is the right thing to do. Clearly, in an era of high gas prices it's more dramatic, but it still makes sense," he said.

• Luxury – Luxury sales made up about 13 percent of the U.S. market in 2015, up 1 percent from five years ago.

Daimler AG Chairman Dieter Zetsche said he expects a little more growth this year, partly because of the huge number of millennials entering the market and also because luxury makers like Daimler's Mercedes-Benz are offering lower-priced models.

But the growth will be modest, he says. That means luxury makers will be duking it out to get noticed and buyers will likely see some deals on luxury cars.

More than a dozen new luxury vehicles were introduced at the show, including the Mercedes-Benz E-Class midsize sedan and the Lincoln Continental.

Hyundai is even launching its own luxury brand, Genesis, with the G90 sedan. Hyundai Motor America CEO Dave Zuchowski says the G90 is one of six new models Genesis will launch by 2020, directly into an already competitive market.

"Everybody thinks luxury is easy and fun and simple and high margin. In reality, it's a blood-bath," Zuchowski said.

• Autonomous Cars – Completely self-driving cars are still years away. Ahead of the Detroit show, Tesla CEO Elon Musk predicted that cars could drive autonomously across the country in two years' time.

But others point out that even if the technology is here, regulations will take much longer. New York state, for example, still requires drivers to have at least one hand on the wheel.

"Because you hear about it so often, you expect to see it next week," said Karl Brauer, a senior analyst with Kelley Blue Book. "That's just not the case."

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Buick to Launch Envision in 2nd Quarter

by Jim Stickford

The Buick Envision is coming to America. The vehicle is made in China, but is designed to be a world-beater, said Judy Brennan, global chief engineer – Compact CUVs at GM.

Brennan just returned to Detroit after spending nine years overseas. She spent the first three at Holden in Australia and the next six at SAIC-GM in China.

"I think across the world, people want quality," Brennan said. "And I think the Envision delivers on that desire."

While the Envision was launched in China a year ago, GM is focusing heavily on its upcoming second quarter launch over here, Brennan said.

"I think a strong selling point for the Envision is – the best way I can put it – its sophisticated luxury. It's a compact crossover that fits neatly within Buick's portfolio between the Encore and the Enclave. Its ride and handling is that of a sedan, but in an SUV body."

Envision highlights include:

- 252-horsepower 2.0L turbo engine with stop/start technology, matched with Buick's first crossover vehicle application of HiPer Strut front suspension and Buick's first Active Twin Clutch all-wheel-drive system.

- Efficiency-enhancing features include upper grille shutters that open and close to enhance aerodynamics on the highway and a body structure incorporating mass-reducing high-strength and ultra-high-strength steels – and a lightweight aluminum hood.

- LED daytime running lamps and rear LED accent lights.

- Sliding, 60/40-split rear seat,



GM Global Chief Engineer Judy Brennan with some of Buick's awards

offering more legroom for second-row passengers.

- Kneeling cushions in the second row that enable a flatter load floor when the seat is folded.

- Standard Safety Alert Seat and Lane Keep Assist, as well as available Automatic Park Assist, and Surround Vision 360-degree camera system.

- IntelliLink with 8-inch color touch screen.

- Available OnStar with 4G LTE and built-in Wi-Fi hotspot.

- Programmable power lift-gate with hands-free operation.

- Active noise cancellation.

- Standard 19-inch aluminum wheels.

- Passive entry and push-button start with standard remote start.

- Standard eight-way power-adjustable front seats and four-way-adjustable lumbar – which includes available adjustable high support on some models

for taller passengers.

- Standard heated front seats, heated rear seat and heated steering wheel.

- Available cooled front seats.

- Standard tri-zone climate control with rear-seat controls and console-mounted rear vents.

- Standard Bose premium sound system.

- Available panoramic moonroof.

The Envision, Brennan said, is a new kind of vehicle for GM – a truly world vehicle. It was designed at the Tech Center and is being built in China.

"I've been with GM for 32 years," Brennan said. "Things have changed so much in that time. When I started, all the engineers were white men in their 50s. GM has become such a diverse company. I've noticed how much the company here at home has changed just in the nine years I was overseas."

Pacifica Aims to Redefine Minivan Market Segment

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choice of two powertrains – the hybrid and the next generation of the award-winning Pentastar V6 gasoline engine, which is mated to a segment-exclusive TorqueFlite nine-speed automatic transmission.

The Pacifica Hybrid, Keitz said, will deliver an estimated range of 30 miles solely on zero-emissions electric power from a 16-kWh lithium-ion battery. In city driving, it is expected to achieve an efficiency rating of 80 MPGe, based on U.S. Environmental Protection Agency standards.

The pivotal technology behind the new Chrysler Pacifica Hybrid is its innovative electrically variable transmission (EVT). Patented by Fiat Chrysler, the device features two electric motors, which are both capable of driving the vehicle's wheels.

On the Chrysler Pacifica gasoline models, the latest iteration of the 3.6-liter Pentastar V6 engine produces best-in-class

horsepower (287) and torque (262 lb.-ft.), Keitz said, along with "unsurpassed" fuel economy.

Enhancements such as two-step variable-valve lift (VVL), cooled exhaust-gas recirculation (EGR) and new weight-reduction strategies boost the engine's efficiency and performance, all while preserving the smoothness that remains a hallmark of the Pentastar brand, said Keitz.

For added fuel efficiency, engine stop-start (ESS) technology is a standard feature on the 2017 Chrysler Pacifica, which will be available the second half of 2016.

Chrysler also didn't stint on design, Keitz said, as the new Pacifica features the face of the Chrysler brand with a sculpted exterior and athletic proportions. A fast silhouette and sophisticated, fluid-like surfacing, said Keitz, deliver a level of style not found in the minivan segment. The Pacifica's sliding door track lines are hidden under the rear-quarter side glass, making them virtually indistinguishable.

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24 Mo 1 PAY LEASE **\$4599****
24 Mos. \$1995 due
5.7L Hemi

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24 Mo 1 PAY LEASE **\$3473****
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\$219** /mo
36 Mos. \$1995 due
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2016 GRAND CARAVAN SE #D6-40556 SALE PRICE **\$16,933**

2016 GRAND CARAVAN SXT #D6-40563 SALE PRICE **\$18,504**

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LEASE FOR #D5-30042
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24 Mos. \$1995 due
\$1500 HUVAERE BONUS CASH!

Jeep Overland Debuts at Show In New England

The Jeep brand introduced its new Cherokee Overland Jan. 14 at the New England International Auto Show, expanding the brand's lineup in the midsize SUV segment, said Jeep spokeswoman Kathy Graham.

"The new Cherokee Overland model is a direct response to consumers looking for benchmark 4x4 capability that only Jeep can offer, in a stunning, more luxurious package loaded with premium amenities," said Mike Manley, head of Jeep Brand, FCA Global. "Cherokee sales increased 23 percent in 2015, and we expect the new Overland model will attract even more consumers into our Jeep showrooms going forward."

The new Cherokee Overland joins Sport, Latitude, Limited and Trailhawk models in the Cherokee lineup. With a U.S. MSRP of \$34,695 (plus \$995 destination), Cherokee Overland arrives in Jeep dealerships this spring, Graham said. The Jeep vehicle lineup consists of the Cherokee, Compass, Grand Cherokee, Patriot, Renegade, Wrangler and Wrangler Unlimited. To meet demand around the world, all Jeep models sold outside North America are available in left- and right-hand drive.

NACTOY Names Car, Truck of Year Winners

DETROIT (AP) - After a few years of Detroit domination, two foreign automakers nabbed 2016 North American Car and Truck/Utility of the Year honors.

A panel of about 55 independent automotive journalists selected the Honda Civic and Volvo XC90 on Jan. 11. The winners were unveiled at the start of press previews for the North American International Auto Show in Detroit.

Civic bested the Chevrolet Malibu and the Mazda MX-5 Miata, and the XC90 edged out the Nissan Titan XD and Honda Pilot. Chevy was a particularly strong contender, with 2 additional cars on the pre-finalist short list of 10. It was the first time in the 23-year history of the awards program that a brand had three representatives on the short list, and General Motors Co. CEO Mary Barra was standing close by in case the big honor came her company's way. Instead the Civic became a two-time winner.

"What a great competitive set to be in with Malibu and Miata. All great cars," said John Mendel, executive vice president of Honda's U.S. operations. The Civic also garnered the award in 2006. Still, he pointed out the victory lap will be brief, as the award is "added pressure" to the development team already working on the next-generation Civic.

Volvo's award should help the automaker as it tries to reestablish itself in the U.S. market after being sold in 2010 by Ford Motor Co. to Chinese investors.

The company intends to use the award in its marketing, especially as it rolls out other new models, said Lex Kerssemakers, president and CEO for the Americas. "It's a very well-known award, and I think people look at it," he said. "Customers need references. It's a very competitive environment outside."

The award for the XC 90, he said, validates Volvo's newly designed architectures and environmental engines and transmissions. "As we are using in the future the same platforms, the same drivetrains for all the other cars to follow, this shows that we're absolutely on the right track," Kerssemakers said.



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California Air Board, EPA Say 'No' to VW Proposal

WASHINGTON (AP) – Officials at Volkswagen and the U.S. environmental monitoring agency are keeping mum about whether any progress was made during a closed-door meeting on the German automaker's emissions cheating scandal.

VW Global Chief Executive Matthias Mueller met Jan. 13 with Environmental Protection Agency Administrator Gina McCarthy in Washington. Both VW and the agency declined to provide further details, including how long the two spoke.

The meeting came a day after California air quality regulators rejected a recall plan proposed by VW for its most popular diesel models, and EPA backed the California board's action.

Volkswagen was forced to admit last year that about 600,000 vehicles nationwide were sold with illegal software designed to trick government emissions tests. Those controls deactivated during real-world driving, causing the cars to emit up to 40 times more pollution than allowed.

The cars include Passat, Jetta, Golf and other popular models dating to the 2009 model year. About 11 million cars have similar software worldwide.

The California Air Resources Board said the recall plan was unacceptable for a variety of reasons, including that it did not adequately identify the affected vehicles; did not include a sufficient method for obtaining the car owners' names and address and did not include adequate information on how the fix would affect future emissions results.

The state agency also issued a formal notice of violation against the German automaker.

The rejection only applied to 2.0-liter diesel engines registered in California – 75,688 vehicles from model years 2009 to 2015, according to state officials.

A recall plan for 3.0-liter diesel engines, including some sold under the VW-owned Audi and Porsche brands, is due to state regulators next month.

"VW's submissions are incomplete, substantially deficient and fall far short of meeting the legal requirements," Annette Herbert, head of the agency's emissions compliance, automotive regulations and science division wrote in a letter to VW executives.

The U.S. Environmental Protection Agency, which is also investigating VW, issued a statement saying it agreed with California regulators but was operating on a different timetable.

Federal regulators have not shied away in recent days from publicly expressing their frustration with the company.

Asked about the issue at a public appearance last week, McCarthy said EPA has yet to identify "a satisfactory way forward" toward a fix for the owners of VW's diesel cars.

"We are really anxious to find a way for that company to get into compliance, and we're not there yet," McCarthy said.

In the first week of January, the U.S. Justice Department, representing EPA, filed a civil suit that could potentially expose VW to more than \$20 billion in fines under the Clean Air Act. VW could rack up additional civil penalties based on facts determined at trial.

A separate criminal investigation is under way, and numerous private class-action lawsuits filed by VW owners are pending.

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Auto Equipment Maker Forms Chinese Venture

Ann Arbor-based Coherix, Inc., a developer of three dimensional (3D) machines, has formed a joint venture in China with Dandong Xintai Electric Co., Ltd. The move will combine the two companies' resources to further expand service in China and other Asian markets, and eventually create a regional manufacturing hub, said Coherix spokesman Patrick McLaughlin.

"We have worked in China for the past five years, assessing the size of the market for Coherix products," said Dwight Carlson, CEO and chairman of Coherix, Inc. "We anticipate that China will become our largest market within five years. We are excited about launching this joint venture in China with our partner Xintai Electric."

Carlson said Xintai Electric is a new investor to Coherix. Based in Liaoning, it specializes in the research, development, manufacture and sales of power equipment in China. Initially, the joint venture will focus on marketing the existing Coherix Robust 3D machine vision products to the automotive industry in China and throughout Asia.

The product line will include Predator3D, Tru3D and ShaPix3D systems. Coherix and Xintai Electric intend to expand operations into the semiconductor, precision manufacturing and aerospace markets as well as other industries, Carlson said.

"The manufacturing industry is shifting to 3D machine vision technology for error-proofing, which is more robust and reliable than the traditional 2D solutions," said Dr. Zhenhua Huang, general manager of the joint venture. "In China, 3D technology is still fairly new and less available, but there's a growing demand for advanced machine vision technology, and we are excited to bring it to market. It's an exceptional opportunity for both Coherix and Xintai Electric."

Automotive Sales Rebound in China During December

BEIJING (AP) - China's auto sales rose 18.3 percent in December over a year earlier on explosive demand for SUVs, pushing the year's total sales to 21.1 million, an industry group reported Jan. 12.

Drivers in the world's biggest auto market - by the number of vehicles sold - bought 2.4 million cars, minivans and SUVs last month, according to the China Association of Automobile Manufacturers. The month's total vehicle sales, including trucks and buses, rose 15.4 percent to 2.8 million.

Auto sales suffered an unexpectedly sharp contraction from June through August, rattling a global industry that is counting on China to drive revenue growth. Demand rebounded in September after Beijing cut sales taxes on vehicles with smaller engines. China's auto market has been cooling since growth peaked at 45 percent in 2009 but last year's plunge prompted analysts to cut growth forecasts.

Sales have been dented by measures imposed by Beijing, Shanghai and other major cities to curb smog and congestion by limiting new vehicle registrations. Last month, half the vehicles in Beijing were ordered off the road on alternate days after the Chinese capital's air pollution spiked to dangerous levels.

GM said sales of GM-brand vehicles by the company and its Chinese manufacturing partners rose 14 percent in December to 445,227.

New Acadia Aims to Grow GMC's Midsize Segment

CONTINUED FROM PAGE 1

sale this spring, almost a decade after the original was introduced, and coming off of its strongest sales year ever in 2015 with 96,393 deliveries.

That makes the Acadia, Aldred said, one of the most successful vehicles in the industry.

"Typically, a vehicle's sales can be illustrated on a bell curve during its lifecycle, but the Acadia's success has defied convention with impressive sustainability," he said. "It's a shining example of GMC's momentum and we're confident it will grow with the new Acadia."

Aldred said the strategic re-scoping of the 2017 Acadia offers customers a midsize crossover positioned between the compact Terrain and full-size Yukon. Depending on the model, it's available with five-, six- or seven-passenger seating. This offers more maneuverability than the first-generation model.

"The new Acadia captures a greater feeling of refinement in everything from the responsive feeling behind the wheel to the way passengers interact with its intuitive features," said Rick Spina, executive chief engineer for compact and crossover SUVs at General Motors.

"It's a vehicle that offers the functionality Acadia is known for, while delivering big advantages and balance to customers' everyday lives."

Mark Reuss, executive vice president, Global Product Development, Purchasing and Supply Chain, said the new Acadia is 700 pounds lighter than the current model, which pays dividends at the gas pump.

A new 2.5L engine is standard,

offering an estimated 28 mpg on the highway for FWD models. (EPA estimate not yet available; estimate is based on GM testing.)

City fuel economy offered is GM-estimated at 22 mpg (FWD) and is bolstered by GMC's first application of Stop/Start technology, which enhances efficiency in stop-and-go driving, said Reuss.

A new, available 3.6L V6 engine is more powerful and efficient than the current model, he said, while offering 4,000 pounds estimated trailering capability (with the available towing package).

It's GM-estimated at 310 horsepower and 25 mpg highway (FWD models - EPA estimate not available). Both of the Acadia's new engines feature direct injection and variable valve timing, mated to six-speed automatic transmissions and electronically controlled drive mode selectors.

Dan Creed Named Cadillac Sales VP

CONTINUED FROM PAGE 1

and execution of retail sales and customer experience strategies, said Cadillac spokeswoman Leticia Parquer.

"Dan has a solid track record in the luxury sector and will provide valuable input to the crafting of Cadillac's sales and service strategy," said de Nysschen.

Creed joins Cadillac from BMW North America, where he most recently served as eastern region vice president, overseeing the region's 95 BMW dealers.

Creed will replace Jim Bunnell, who moves on to another executive role within GM North America, Parquer said.

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<p>GMC WE ARE PROFESSIONAL GRADE</p> <p>2016 GMC TERRAIN FWD • SLE-2</p> <p>24 MONTH LEASE FOR ONLY \$119* 10K PER YEAR</p>  <p>Stock #8809-16 • Deal #58070 \$1523 total due at signing. GM pricing plus tax, title & lic. Must have a Non-GM Lease in household set to expire within 365 days. NO SECURITY DEPOSIT REQUIRED!</p>	<p>2016 GMC ACADIA FWD • SLE-1</p> <p>24 MONTH LEASE FOR ONLY \$189* 10K PER YEAR</p> <p>MANAGER DEMO SPECIAL</p>  <p>Stock #8679-16 • Deal #58510 \$1639 total due at signing. GM pricing plus tax, title & lic. Must qualify lease loyalty rebate. NO SECURITY DEPOSIT REQUIRED!</p>	<p>EXPERIENCE THE NEW BUICK</p> <p>ALL NEW 2016 BUICK ENCLAVE AWD • LEATHER GROUP</p> <p>NOW \$39,528* WAS \$47,950 SAVE \$8,421 OFF LIST PRICE</p>  <p>24 MONTH BUICK EXPERIENCE LEASE FREE Maintenance • FREE XM Radio • FREE OnStar</p> <p>Stock #4434-16 • Deal #58593 GM price plus tax of \$2757¹⁴; title & lic. Example includes \$750 GM card top off. Customer's without GM card pay \$750 more.</p>	<p>ALL NEW 2016 BUICK REGAL FWD • PREMIUM II GROUP</p> <p>24 MONTH/10K PER YEAR LEASE FOR ONLY \$189* \$0 DUE AT SIGNING</p>  <p>24 MONTH BUICK EXPERIENCE LEASE FREE Maintenance • FREE XM Radio • FREE OnStar</p> <p>Stock #4564-16 • Deal #59036 GM pricing plus tax, title & lic. Must have Non GM in household set to expire 365 days from delivery. NO SECURITY DEPOSIT REQUIRED!</p>
<p>2015 GMC CANYON 4WD • SLE • EXT CAB</p> <p>\$28,568* WAS \$33,045 SAVE OVER \$4,400 OFF MSRP</p>  <p>END OF THE YEAR SPECIAL Stock #8323-15 GM employee price plus tax of \$1744¹⁴, plus title, lic. & doc.</p>	<p>2016 GMC SIERRA 1500 • 4WD • DOUBLE CAB</p> <p>24 MONTH LEASE FOR ONLY \$225* 10K PER YEAR</p> <p>ALL NEW ELEVATION</p>  <p>Stock #8933-16 • Deal #52863 \$219 total due at signing. GM pricing plus tax, title & lic. Must qualify lease loyalty rebate. NO SECURITY DEPOSIT REQUIRED!</p>	<p>ALL NEW 2016 BUICK VERANO FWD • 1SG • CONVENIENCE</p> <p>24 MONTH/8,720* TOTAL LEASE FOR ONLY \$115*</p>  <p>24 MONTH BUICK EXPERIENCE LEASE FREE Maintenance • FREE XM Radio • FREE OnStar</p> <p>Stock #4434-16 • Deal #58593 *8,720 total miles allowed for lease term. GM pricing plus tax, title & lic. Must have Non GM in household set to expire 365 days from delivery. NO SECURITY DEPOSIT REQUIRED!</p>	<p>2015 BUICK ENCORE FWD • PREMIUM</p> <p>NOW \$26,990* WAS \$32,390 SAVE \$5,400 OFF LIST PRICE</p>  <p>24 MONTH BUICK EXPERIENCE LEASE FREE Maintenance • FREE XM Radio • FREE OnStar</p> <p>Stock #4320-15 GM price plus tax of \$1750¹⁴; title & lic. Must trade 1999 or newer or new Non GM to qualify for lowest price</p>
<p>2015 GMC TERRAIN FWD • SLE-1</p> <p>\$20,500* WAS \$28,715 SAVE OVER \$7,600 OFF MSRP</p>  <p>GM employee price plus tax of \$1455, plus title, lic. & doc. Demo with 2,739 miles. Must qualify for lease conquest rebate for lowest price. Purchase example is stock specific.</p>	<p>NEW YEAR SAVINGS</p> <p>ALL NEW 2016 BUICK LACROSSE LEATHER • 1SL</p> <p>ATTENTION CURRENT LACROSSE OWNERS</p> <p>24 MONTH/10K PER YEAR LEASE FOR ONLY \$115* ZERO DOWN \$776¹⁴ DUE AT SIGNING</p>  <p>Sk. #4612-16 • Deal# 58498. GM pricing plus tax, title & lic. Must own 2005 or newer LaCrosse to qualify for LaCrosse owner loyalty rebate. NO SECURITY DEPOSIT REQUIRED!</p> <p>24 MONTH BUICK EXPERIENCE LEASE FREE Maintenance • FREE XM Radio • FREE OnStar</p>		<p>2015 BUICK ENCORE FWD • PREMIUM</p> <p>NOW \$26,990* WAS \$32,390 SAVE \$5,400 OFF LIST PRICE</p>  <p>24 MONTH BUICK EXPERIENCE LEASE FREE Maintenance • FREE XM Radio • FREE OnStar</p> <p>Stock #4320-15 GM price plus tax of \$1750¹⁴; title & lic. Must trade 1999 or newer or new Non GM to qualify for lowest price</p>

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*GM Employee Pricing Plus Tax, Title, Lic. and Doc. No Security Deposit Required. Programs subject to change. Photos may not represent actual vehicle. Price is subject to change without notice. See dealer for details. Expires 1/31/16.



 <p>2016 CRUZE</p> <p>\$68* PER MONTH 24 MONTHS 10K LEASE \$0 DOWN FIRST PAYMENT WAIVED</p>
 <p>2016 EQUINOX</p> <p>\$95* PER MONTH 24 MONTHS 10K LEASE \$999 DOWN</p>
 <p>2016 SILVERADO DOUBLE CAB • 4WD</p> <p>\$179** PER MONTH 24 MONTHS 10K LEASE \$999 DOWN</p>

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*Lease payment examples for Cruze and Equinox at GM Employee Discount Price plus tax, title, plate, zero security deposit, first month payment (first payment waived for Cruze) and doc. fees due at signing with all rebates including GM Competitive Lease Conquest Private Offer (customer's qualifying competitive lease must have a scheduled end date within 365 days of the delivery date of the new vehicle) assigned to dealer. **Lease payment example for Silverado at GM Employee Discount Price plus tax, title, plate, zero security deposit, first month payment and doc. fees due at signing with all rebates including GM Lease Loyalty Private Offer assigned to dealer. Lessee responsible for excess wear and tear as well as exceeded contracted mileage. Due to advertising deadlines, prices subject to change. See dealer for details.



This Weeks SPECIALS!

<p>2016 EQUINOX "LT"</p> <ul style="list-style-type: none"> Chevrolet Complete Care INCLUDED! 2.4L DOHC Engine! 7" Color Touch Screen MyLink Radio! Bluetooth for Phone! Remote Keyless Entry! OnStar w/4G LTE w/built-in Wi-Fi hotspot! 17" Aluminum Wheels! Rear Vision Camera! 32 MPG on the Highway! <p>Stock#G27777</p> <p>Was \$27,480 Sale Price \$22,135</p> <p>\$125* OR \$125* 24 MONTH LEASE: \$0 DOWN W/LEASE CONQUEST \$999 DOWN W/LEASE LOYALTY</p>	<p>2016 MALIBU "LT" Limited</p> <ul style="list-style-type: none"> Chevrolet Complete Care INCLUDED! 2.5L DOHC VVT Engine! Remote Start & Entry! OnStar w/4G LTE w/built-in Wi-Fi hotspot! Aluminum Wheels! 7" Color Touch Screen MyLink Radio! Power Driver's Seat! Rear Vision Camera! 36 MPG on the Highway! <p>Stock#G25923</p> <p>Was \$26,085 Sale Price \$19,299</p> <p>\$76* OR \$76* 24 MONTH LEASE: \$0 DOWN W/LEASE CONQUEST \$999 DOWN W/LEASE LOYALTY</p>
<p>2016 CRUZE "LT" Limited</p> <ul style="list-style-type: none"> 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! <p>Stock#G27445</p> <p>Was \$21,420 Sale Price \$15,999</p> <p>\$69* OR \$69* 24 MONTH LEASE: \$0 DOWN W/LEASE CONQUEST \$999 DOWN W/LEASE LOYALTY</p>	<p>2016 SILVERADO "LT" 4X4 DBL CAB</p> <ul style="list-style-type: none"> Chevrolet Complete Care INCLUDED! Ecotec3 4.3L V6! Automatic Transmission! GM Bedliner Included! Color Screen Mylink Radio with USB Ports! Aluminum Wheels! OnStar w/4G LTE w/Built in Wi-Fi Hotspot! Steering Wheel Radio Controls! Power Locks & Windows! Remote Keyless Entry! <p>Stock#G27062</p> <p>Was \$39,975 Sale Price \$32,517</p> <p>\$143* OR \$143* 24 MONTH LEASE: \$0 DOWN W/LEASE CONQUEST \$999 DOWN W/LEASE LOYALTY</p>

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