

# 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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# Tech Center News™

WARREN, MICHIGAN

VOL. 40 NO. 20

Covers the Tech Center and the Immediate Area

JANUARY 18, 2016



Mark Reuss shows off the new 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 reimaged 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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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

of new sales programs and the expansion of the Cadillac brand.

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

## 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,

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

## 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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## 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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## Tech Center News

31201 Chicago Road South  
Warren, Michigan 48093

586-939-6800

Contact us:  
[Info@TechCenterNews.com](mailto:Info@TechCenterNews.com)

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

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

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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 bloodbath," 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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JANUARY 18, 2016

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## Buick Envision Designed, Built for World Market

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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, offering the flexibility of more legroom for second-row passengers.

Kneeling cushions in the second-row seat 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 liftgate 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 – including available adjustable thigh support on some models that enhances comfort for taller passengers.

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

Available cooled front seats.

Available panoramic moonroof.

Standard tri-zone climate control with rear-seat controls

and console-mounted rear vents.

Standard Bose premium sound system.

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."

And, Brennan said, as a mother with a 16-year-old daughter, she likes that she would trust her daughter driving the Envision. "It has so many safety features, Brennan said. "Plus, it's fun and agile to drive."

Safety features include:

- 360 degrees of available passive and active safety technology, including 10 standard air bags, available Automatic Park Assist, available Surround Vision camera system and Buick's first use of Lane Keep Assist, which is standard.

- Automatic Park Assist measures a suitable parallel or perpendicular parking spot and steers the vehicle into it, while Lane Keep Assist helps the driver keep the vehicle in the lane with an automatic steering adjustment when an inadvertent lane departure is detected.

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## Art Van Helps in Winter Clothing Drive

The St. Vincent de Paul Society and Art Van Furniture have partnered on "Operation Coat Check."

St. Vincent spokeswoman Christina Hamzey said the venture is a community campaign across metro Detroit aimed at collecting coats to keep those in need warm this winter.

Hamzey said that St. Vincent de Paul is asking individuals to go through their closets and check for coats they don't wear anymore.

Collection began on Jan. 11 and goes through Thursday, Feb. 11, Hamzey said.

The public is invited to drop the used, or even new, coats for children or adults at any Art Van Furniture store.

People interested in making cash donations, Hamzey said, may go to the Web site svdpet.org to make a credit card donation.

"Everyone deserves to have a winter coat to help keep them warm during Michigan's harsh

winter months," said Gary Van Elslander, president of Art Van Furniture.

"We are proud to partner with St. Vincent de Paul on 'Operation Coat Check' to support those in need in our community."

St. Vincent de Paul Executive Director Bill Brazier said that the need for warm clothing is greater than ever this year.

"Through the simple donation of a coat, you can make a significant impact on the life of someone in our community."

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## GM Sets Up Online System For Used Car Purchases

GM has decided to cut out the middle man.

Online shoppers in the U.S. looking for a used Chevrolet, Buick, GMC or Cadillac will soon have access to a national inventory of low-mileage former General Motors lease, daily rental and company-owned vehicles never before available to the public in one easy-to-navigate place.

GM Chairman and CEO Mary Barra on Jan. 13 unveiled the Factory Pre-Owned Collection, citing it as another example of GM's efforts to earn customers for life.

"We know that many of our customers who are shopping for a used car want to complete more of the process online, and that number is growing," Barra said.

"GM is already a leader in online new car shopping with our Shop-Click-Drive service, and we are expanding it with the Factory Pre-Owned Collection, making GM the first automaker to offer this choice to consumers."

GM's Factory Pre-Owned Collection will feature a nationwide inventory of more than 30,000 vehicles, all with fewer than 37,000 miles, and including an extended factory bumper-to-bumper limited warranty.

Consumers can easily compare suggested prices on the site to what others in their area have paid using the *Kelley Blue Book* Fair Market Range, said GM spokeswoman Ryndee Carney.

These figures are based in part on what others in the vehicle's area have paid for the same or similar vehicles.

Customers can also get a Carfax Vehicle History Report on the vehicles displayed on the site. The Factory Pre-Owned Collection site ([www.factorypreownedcollection.com](http://www.factorypreownedcollection.com)) will be available to consumers in February, Carney said.

"*Kelley Blue Book*'s mission is to provide this type of trusted valuation and car shopping information to help consumers make the best possible purchase decision," said Jared Rowe, president

of Cox Automotive Media Division, which includes *Kelley Blue Book*.

Online shoppers who use the Factory Pre-Owned Collection will follow three simple steps:

- Browse the inventory to find the vehicle of their choice.
- Choose a participating GM dealer and reserve their vehicle using the Shop-Click-Drive experience.
- Finalize their purchase and take delivery of their vehicle from their selected dealer.

The Factory Pre-Owned Collection also features a three-day/150-mile exchange program, a three-month trial of the OnStar Guidance Plan and the Sirius/XM Satellite Radio All-Access Package and more. Vehicles also come with roadside assistance and courtesy transportation during the warranty period.

"Technology and consumer demands are disrupting the used car marketplace, and GM is leading the way in transforming the way used cars are sold," said Alan Batey, president, GM North America.

GM also says it will post online its entire inventory of 30,000 company-owned used cars. The inventory includes cars coming off leases and from rental car companies and company employees.

All will have factory warranties and can be ordered online and purchased through dealerships.

## GM to Buy Back \$4B in Stock

DETROIT (AP) – General Motors says it will add \$4 billion to its stock buyback program and raise its quarterly dividend 6 percent to 38 cents per share.

The dividend increase starts in the first quarter, and the share buybacks will run through 2017.

Company executives also announced that GM expects to make an adjusted profit of \$5.25 to \$5.75 per share this year. That's up from previous guidance of \$5 to \$5.50 per share. GM also expects improved adjusted earnings before taxes.

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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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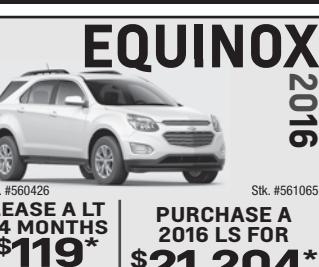
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## Auto Equipment Maker Forms Chinese Venture

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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- Power Driver's Seat!
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- 36 MPG on the Highway!

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**2016 CRUZE "LT" Limited**

- 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 Defroster!
- 38 MPG on the Highway!

Was \$21,420 Sale Price \$15,999  
24 MONTH LEASE: **\$69\*** OR **\$69\***  
\$0 DOWN W/LEASE CONQUEST      \$999 DOWN W/LEASE LOYALTY

**2016 SILVERADO "LT" 4X4 DBL CAB**

- 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 WiFi Hotspot!
- Steering Wheel Radio Controls!
- Power Locks & Windows!
- Remote Keyless Entry!

Was \$39,975 Sale Price \$32,517  
24 MONTH LEASE: **\$143\*** OR **\$143\***  
\$0 DOWN W/LEASE CONQUEST      \$999 DOWN W/LEASE LOYALTY

**Where You Always Get...**

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

\*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 CCR fees and were valid at time of printing. GM Employee discount is required except where noted. Leases are 10,000 miles per year and a disposition fee may be required at lease turn in. Lease pull ahead is for current Chevrolet lessees and will waive up to 3 remaining payments (\$1500 maximum). Excludes Corvette. Must have 1999 or newer non-GM lease for Competitive Brand offer. Amount depends on model. \$1000 over Kelley Blue Book trade-in offer is on 2002 – 2014 year 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 1/15/2016 at 6:00PM.

# Jim Causley

ON GRATIOT AT 16-1/2 MILE

Use your GM credit card earnings and save even more!



BUICK

CELEBRATE  
THE NEW YEAR

## AUTO SHOW BONUS CASH IS HERE!

16% OFF MRSP On Select Models

Lease Pull Ahead is Back!

WITH  
\$0 DOWN LEASING

### NEW 2016 BUICK VERANO CONVENIENCE PACKAGE

- 2.4 4 Cyl
- Alum Wheels
- Bluetooth
- Rear Back Up Camera
- Stabilitrak
- Power Heated Seats
- 4G LTE WiFi/Onstar
- Sirius/XM Radio
- Rear Park Assist
- Heated Mirrors
- Fog Lamps



Stk. #B1024

\$119\*

Was \$25,400

Sale Price \$20,181\*

WITH BUICK OR GMC LOYALTY - OWN OR LEASE

\$0 DOWN

• 24 MONTH LEASE • 10K

NO SECURITY DEPOSIT REQUIRED. TAX, TITLE AND PLATES ARE EXTRA.

### NEW 2016 BUICK REGAL TURBO PREMIUM 2

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



Stk. #B1247

Also Available in AWD

\$159\*

Was \$32,490

Sale Price \$25,965\*

WITH BUICK OR GMC LOYALTY - OWN OR LEASE

\$0 DOWN

• 24 MONTH LEASE • 10K

NO SECURITY DEPOSIT REQUIRED. TAX, TITLE AND PLATES ARE EXTRA.

### NEW 2016 BUICK ENCORE

- 1.4L TURBO Engine
- Rear Back Up Camera
- Power Seat
- 10 Air Bags
- Bluetooth
- 6 Spd Auto Trans
- Traction Ctrl
- Stabilitrak
- 18" Alum Wheels
- IntelliLink Radio System
- 4G LTE WiFi/Onstar
- Sirius/XM Radio



Stk. #B1353

Also Available in AWD

Was \$25,385

Sale Price \$22,183\*

\$159\* \$199\*

w/LEASE CONQUEST

\$0 DOWN

• 24 MONTH LEASE • 10K

NO SECURITY DEPOSIT REQUIRED. TAX, TITLE AND PLATES ARE EXTRA.

### NEW 2016 BUICK LACROSSE LEATHER PACKAGE

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



Stk. #B1176

\$6000 LACROSSE LOYALTY BONUS

Was \$37,220

Sale Price \$28,355\*

w/LACROSSE LOYALTY - OWN OR LEASE

\$0 DOWN • 24 MONTH LEASE • 10K

NO SECURITY DEPOSIT REQUIRED. TAX, TITLE AND PLATES ARE EXTRA.

### NEW 2016 BUICK ENCLAVE

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

0% APR FOR 60 MONTHS AVAILABLE

Stk. #B1218

Was \$39,990 Sale Price \$34,187\*

Available in AWD

\$276\* \$299\*

w/LEASE CONQUEST

\$0 DOWN

• 36 MONTH LEASE • 10K

NO SECURITY DEPOSIT REQUIRED. TAX, TITLE AND PLATES ARE EXTRA.

GMC  
WE ARE PROFESSIONAL GRADECELEBRATE THE  
NEW YEAR

### NEW 2016 GMC TERRAIN SLE

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



Stk. #T1481

\$98\*

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 GMC SIERRA 4X4 EXTENDED CAB SLE

- Remote Start
- Alum Wheels
- Pwr Windows/Locks
- Deep Tinted Glass
- Cruise
- HD Trailer Package
- Locking Differential
- 10 Way Power Seat



Stk. #T1195

\$199\*

24 MONTH LEASE  
10K

\$1499 DOWN

NO SECURITY DEPOSIT REQUIRED. TAX, TITLE AND PLATES ARE EXTRA.

### NEW 2016 GMC ACADIA SLE

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



Stk. #T1727

\$188\* 24 MONTH LEASE  
10K

\$1499 DOWN W/LEASE CONQUEST OR \$2249 DOWN W/LEASE LOYALTY

NO SECURITY DEPOSIT REQUIRED. TAX, TITLE AND PLATES ARE EXTRA.

### NEW 2016 GMC CANYON EXT CAB 4X4

- V6
- Power Windows/Locks
- Trailer Package
- Aluminum Wheels



Stk. #T1424

\$149\* 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 SIERRA 2500 HD 4X4 WITH WESTERN PRO PLOW

- Power Windows/Locks
- Cruise, Keyless Entry
- HD Trailer Package
- Rear Backup Camera
- Power Heated Mirrors



Stk. #T1617

ONLY 2 LEFT \$36,445\*

INCLUDES PLOW. TAX, TITLE AND PLATES ARE EXTRA.

### 2015 GMC SIERRA EXT CAB SLE

- Only 3 Left
- 5.3 V8
- Loaded

\$30,398\* 24 MONTH LEASE  
10K

Stk. #T2593

Only 3 Left

### 2015 GMC SIERRA SLE 4X4 CREW CAB

- Only 2 Left
- 5.3 V8
- 20" Wheels

\$36,998\* 24 MONTH LEASE  
10K

Stk. #T2861

Only 2 Left

### 2015 GMC SIERRA 2500 HD 4X4 CREW CAB

- Only 2 Left
- 5.3 V8
- 20" Wheels

\$42,698\* 24 MONTH LEASE  
10K

Stk. #T3281

Only 2 Left

MON &amp; THURS ..... 8:00AM-9:00PM

TUES, WED &amp; FRI ..... 8:00AM-6:00PM

SATURDAY ..... 10:00AM-3:00PM

OPEN LAST TWO SATURDAYS OF THE MONTH

MON &amp; THURS ..... 7:00AM-7:00PM

TUES, WED &amp; FRI ..... 7:00AM-6:00PM

SATURDAY ..... 8:00AM-12:00PM

SALES HOURS ►

SERVICE HOURS ►

MON &amp; THURS ..... 8:00AM-9:00PM

TUES, WED &amp; FRI ..... 8:00AM-6:00PM

SATURDAY ..... 10:00AM-3:00PM

MON &amp; THURS ..... 7:00AM-7:00PM

TUES, WED &amp; FRI ..... 7:00AM-6:00PM

SATURDAY ..... 8:00AM-12:00PM

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\*Pull Ahead offer good on Buick &amp; 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 &amp; payments based on GM Employee &amp; Family Pricing. All Buick &amp; GMC payments and purchase prices are quoted with Buick/GMC lease loyalty or competitive lease in household. GM Employee Competitive Lease must expire within 365 days. Payments &amp; prices subject to change per GM incentives. \$6000 Lacrosse Loyalty Bonus for current owners/lessees that have 2005 or newer Lacrosse in household. Pictures may not represent actual vehicle. Offer ends 2-16 at 9pm.

## Feds Ask for Faster Safety Technology

CONTINUED FROM PAGE 1

matic emergency braking are the building blocks of self-driving cars and are already available in some, mostly higher-priced car models.

Auto safety advocates have been urging the government to set standards for such technology. They ask what if one manufacturer's cars can successfully brake to prevent or mitigate a frontal collision at up to 35 mph, why should another manufacturer's system work only up to 25 mph.

Rosekind used spreading automatic emergency braking to even the lowest-cost new cars as an example of the kind of problem changing the government's relationship with automakers might help address.

He asked his staff how long it would take to make a government rule requiring all vehicles to do this, and was told up to eight years. Rosekind has been negotiating with the industry and has an agreement with more than 10 automakers to put the technology on all models, he said.

"If you can beat eight years by one year, two years, anything you do, I will translate for you into how many lives get saved, injuries prevented and crashes deleted. That's what we're after," Rosekind said.

The agreement to work on a new relationship grew out of a meeting Foxx had with automakers in Washington in early December.

Foxx told reporters just before Christmas that he hoped to announce a new effort to improve the safety culture of the automobile industry based on a management philosophy that is known as Safety Management Systems, or SMS.

The Federal Aviation Administration has promoted the philosophy and it's in use at most airlines today.

## Club GM Selling Group Red Wings Hockey Tickets

Club GM is offering deals that Red Wings hockey fans