

‘The Avista Embodies the Dynamic Soul of Buick’ – Aldred

Detroit Auto Show attendees got a taste of Buick’s possible future with the Avista concept car, a vehicle that caught the eye of the judges for the EyesOn Design Award for Design.

The vehicle won the group’s Excellence – Concept Car award and is a 2+2 coupe that pushes the brand’s contemporary design ethos and rekindles its historic performance roots, said Buick spokesman Stuart Fowle.

The Avista’s sleek, sweeping proportion is the foundation for this vision of a contemporary grand tourer, with a 400-horsepower twin-turbocharged V6 driving the rear wheels and a driver-focused cockpit offering a comfortable, connected center of control, said Duncan Aldred, vice president of Global Buick Sales, Service and Marketing.

“The Avista embodies the dynamic soul of Buick,” said Aldred. “It is a modern expression of the brand’s heritage of sophisticated performance, communicated with beautiful elegance.”

It was the second consecutive year Buick received the award, Fowle said. It is bestowed on the Avenir concept in 2015. EyesOn Design – a benefit for Henry Ford Health System’s Detroit Institute of Ophthalmology – recognizes the best production and concept vehicle designs making their

worldwide debut in Detroit.

“Design has always played a large role in Buick’s rich history and recent success,” said Bryan Nesbitt, executive director, Buick Global Design. “The Avista concept has been a labor of love by the team of designers, sculptors, engineers and talented craftspeople, including our UAW partners, who created this beautiful statement of Buick design. Avista represents the future essence of Buick design.”

The Avista’s uninterrupted body lines stretch front to rear, suggesting motion, Nesbitt said, – resembling Buick’s design language introduced on the Avenir concept and carried into production on the 2017 LaCrosse, Aldred said. The absence of conventional B-pillars between the doors and rear side windows enhances the flowing profile.

“There is elegant simplicity in the Avista’s surfaces, which speak to the purity of the car’s performance, and a timeless beauty that’s a hallmark of Buick design,” said Nesbitt. “It was designed to capture the spirit of the perfect drive.”

Marking the front and rear, Buick evolves its signature wing-shaped lighting with “soft curtain” elements that create illuminated “halos” around lamps’ edges, suggesting a three-dimen-



The team that put the Buick Avista concept car together pose in front of their handiwork.

sional shape and sculpture, Nesbitt said. Their design forecasts the evolution of Buick’s production lighting features, while the Avista’s grille features the brand’s new winged tri-shield insignia set against a three-dimensional mesh background.

Additional exterior features include:

- A 110.7-inch (2,811 mm) wheelbase and 63-inch (1,601 mm) front/62.9-inch (1,598 mm) rear tracks for sporty proportions and an aggressive stance.
- Twenty-inch aluminum

wheels with color-toned accents match the car’s Dark Sapphire Jewel exterior.

- Front fender vents with chrome accents evolve Buick’s signature fender ports.

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GM has created its own ride-sharing program. It’s called Maven.

GM Unveils Car-Sharing Program - Maven

On Jan. 21 General Motors took its next step in redefining personal mobility with a new car-sharing service called Maven, which combines and expands the company’s multiple programs under one single brand.

Maven’s mission is to give customers access to highly personalized, on-demand mobility services, said GM spokeswoman Annalisa Bluhm. The global Maven team includes more than 40 dedicated employees from the connected car technology industry as well as ride- and car-sharing professionals from Google, Zipcar and Sidecar.

“GM is at the forefront of redefining the future of personal mobility,” said GM President Dan Ammann. “With the launch of our car-sharing service through Maven, the strategic alliance with ride-sharing company Lyft, and building on our decades of

leadership in vehicle connectivity through OnStar, we are uniquely positioned to provide the high level of personalized mobility services our customers expect today and in the future.”

Michael Bernacchi, professor of marketing at U-D Mercy, said this action isn’t as strange as some people might think.

“We’re learning more and more that the Millennial generation isn’t as crazy about driving as previous generations like the Baby Boomers,” Bernacchi said. “When we look at this biggest generation (18-34), yes even bigger than Baby Boomers, we see that they aren’t as anxious to get their own license or own their own car. They are, however, anxious to be transported places, and a service like Maven is a way to do that.”

Bernacchi when he talked to people about the driver service

Uber when it first came out, many of them said they didn’t understand how it could work.

And that, Bernacchi said, was the point to consider. People in their 40s and 50s have a much different attitude over vehicle ownership than people in their 20s and even 30s.

“Younger people aren’t as addicted to their cars like older generations,” Bernacchi said. “The people I was speaking with were making judgements based on their values and not the values of the up and coming generation. Look, there are 80 to 85 million Millennials out there. This move is aimed at them.”

Bernacchi said that many people in the older generations don’t understand how people can live without cars.

“But if you look at the situation

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GMC Offers Denali Canyon

The competition in the pickup trucks wars is as fierce as ever. And GMC is not letting up, said GM spokeswoman Kelly Wysocki. Just look at the 2017 Canyon Denali.

Wysocki said the Denali is the ultimate expression of GMC’s professional grade style, luxury and capability – and it is coming to the Canyon midsize truck.

The 2017 Canyon Denali was introduced at the recent Detroit Auto Show. It goes on sale in late 2016.

“Canyon is the segment’s first and only premium midsize truck, offering unparalleled capability and efficiency matched with maneuverability and refinement,” said Duncan Aldred, vice presi-

dent of GMC Sales and Marketing. “The all-new Canyon Denali builds on that award-winning combination with the distinctive styling, luxurious interior and elevated content that has defined the Denali nameplate since its introduction nearly 17 years ago.”

Like all Denali models, Aldred said the new Canyon Denali is distinguished with a unique chrome grille and unique wheels – 20-inch ultra-bright-machined aluminum wheels with painted accents. Exterior cues include chrome fog lamp bezels, five-inch-diameter rectangular chrome assist steps, a polished exhaust tip and a standard spray-in bed liner.

Standard technologies include Forward Collision Alert and Lane



2017 Canyon Denali

Departure Warning. Additional standard features include:

- Heated steering wheel;
- GMC IntelliLink with Navigation, an eight-inch-diagonal color

touchscreen and phone integration with Apple CarPlay and Android Auto.

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Ford and Jay Leno Auction Classic F-150 for Charity

Ford Motor Company and Jay Leno, renowned auto enthusiast and star of “Jay Leno’s Garage,” are teaming up to auction the TV legend’s personal one-of-one 2000 Harley-Davidson F-150 at the 45th Anniversary Barrett-Jackson Scottsdale Auction at WestWorld of Scottsdale.

All proceeds will benefit National Multiple Sclerosis Society, the country’s leading organization helping people affected by multiple sclerosis through cutting-edge research, advocacy and education, said Ford spokesman

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GM Ignition Suit Dismissed Over Fraud Claims

NEW YORK (AP) – The latest on a New York trial over General Motors’ faulty ignition switches.

The first trial aimed at aiding settlement of hundreds of lawsuit stemming from General Motors’ faulty ignition switches has been dismissed because of questions about the plaintiff’s story.

The claims of an Oklahoma man whose air bags didn’t inflate when his car crashed in 2014 unraveled during the Manhattan federal court trial.

At the request of lawyers on both sides, a judge dismissed the case Jan. 22.

U.S. District Judge Jesse Furman had asked the parties to discuss dropping the case a day earlier after he concluded there was merit to GM’s claims that a document was doctored and injuries were exaggerated.

GM says it is pleased the case is ending without any payment to the plaintiffs. A lawyer for plaintiff Robert Scheuer said he is disappointed but that other litigation against the automaker will continue.

GMC Debuts New Version of Denali Canyon in Detroit

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- OnStar 4G LTE connectivity with a Wi-Fi hotspot.
- Automatic climate control.
- Full-color driver information center.
- Remote vehicle starter system.
- Two USB charging ports on the rear of the center console and another USB port inside the console.

The Canyon Denali is offered on crew cab models and in two-wheel drive or four-wheel drive configurations. Powertrains include a standard 3.6L V6 that tops competitors’ V6 offerings, Wysocki said, with up to 7,000 pounds of maximum trailering and an EPA-estimated 26 mpg highway on 2WD models.

Also available is the all-new 2.8L Duramax turbo-diesel, which includes a maximum trailering rating of up to 7,700 pounds and EPA-estimated fuel economy of 31 mpg highway (2WD). It is the cleanest diesel truck engine ever produced by GM and meets some of the toughest U.S. emissions standards, thanks to a cooled exhaust gas recirculation system.

The engine is paired with the Hydra-Matic 6L50 six-speed automatic transmission, which uses a unique Centrifugal Pendulum Vibration Absorber in the torque converter to reduce powertrain noise and vibration.

Diesel models feature smart diesel exhaust braking and an integrated trailer brake controller. Smart diesel exhaust braking enhances vehicle control and reduces brake wear by varying the amount of brakes needed for the vehicle, load and grade.

Ford, Leno Auction F-150 For Funds for MS Society

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Tyler Weiland. Live TV coverage of the auction of this custom F-150 will air on tge Velocity cable network on Jan. 29.

“Jay Leno and Ford Motor Company share a passion for special vehicles and charity,” said Jim Owens, Ford Performance marketing manager. “We enjoy working with celebrities like Jay Leno who support a worthwhile cause that makes a positive difference in people’s lives. It’s a great story, because organizations can receive the help they need, while automotive enthusiasts get a chance to own a one-of-a-kind vehicle.”

Leno will be on the auction block to help auction his Harley-Davidson F-150, (Lot #3006), Weiland said.

Representing the first collaborative effort between Ford and Harley-Davidson, Weiland said that this distinctive pickup captured the imagination of auto enthusiasts across North America when it was introduced in May 2000.

The truck is the only one in existence, Weiland said, that features the SVT Lightning powertrain. Equipped with a supercharged 5.4-liter Triton V8, this

custom monochrome black F-150 features distinctive Harley-Davidson orange pin-striping and badging and 20-inch styled chrome wheels.

This F-150 cranks out approximately 360 horsepower that exits through a specially tuned single-inlet dual-outlet exhaust for a more robust sound to vehicle passengers as well as people on the street, Weiland said.

“This is an opportunity to own a truly unique vehicle from my personal collection,” said Leno. “Not only is this Harley-Davidson F-150 the only one of its kind, it’s providing much needed resources to the National Multiple Sclerosis Society.

“The next owner can feel good knowing that they’re getting an outstanding truck and supporting a great cause at the same time.”

This custom Harley-Davidson F-150 has been titled to Leno since it was first presented to him by Ford Division President Jim O’Connor at Ford World Headquarters in May 2000, Weiland said.

In addition to the latest Ford Performance models, Ford will have its full 2016 vehicle lineup on display at Barrett-Jackson Scottsdale, including the new Ex-



Jay Leno with his custom Harley-Davidson F-150.

plorer and F-150, as well as the newly redesigned Lincoln sedans and SUVs.

Auction-goers will have the rare opportunity to get behind the wheel of their favorite Ford Motor Company model

vehicles for on-site ride-and-drives, Owens said.

For auction information, Weiland said that people can visit the Barrett-Jackson website or go to the Barrett-Jackson Facebook page.

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Warren Library Sets February Happenings

The Warren Public Library is hosting a couple of events in February that might be of interest to local residents, said Warren librarian Jennifer Lund.

On Thursday, Feb. 4, the musical group Taller Than They Appear, will perform a special program weaving original songs following the Michigan seasons.

“Themes also touch on Michigan’s indigenous animals, conjuring in song a playful perspective on their habits and habitats,” Lund said. “Join us for some beautiful music evocative of our wondrous state. All ages are welcome, but children must be accompanied by an adult.”

On Thursday, Feb. 11, the library is hosting a talk on how to get college scholarships and grants, Lund said.

“College costs continue to rise and individuals and families continue to wonder how they will manage,” Lund said. “Are there scholarships and grants available? How do you get them? We will have an expert from the Michigan Department of Treasury with us to answer your questions.”

Both events will be held at the Warren Civic Center Library’s conference room. To reserve a spot, call 586-574-4564.



The front end of the Avista.



The Avista’s side rear angle.

Avista Embodies Buick’s Dynamic Past & Future

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• Performance-oriented, modern cockpit.

Like the exterior, Nesbitt said the Avista’s 2+2 interior is defined by flowing, uninterrupted lines conveying elegance through simplicity – with intense technical and surfaces details, in everything from 3D-printed door and seat trim to a future vision of Buick’s IntelliLink, with touchscreen controls on a widescreen instrument panel display.

The center console also incorporates touchscreen controls and extends to the rear seating area. Open side storage compartments built into the front of the

console are enabled by the new Electronic Precision Shift, similar to the 2017 LaCrosse, Fowle said.

A Superior Blue foundation color echoes the exterior and is complemented with Mist Gray leather seating inserts, console trim and door trim, Nesbitt said. Exposed carbon fiber and aluminum accents throughout reinforce the precision of the performance-oriented driving experience.

The fading pattern on the seats, console and doors were inspired by waves receding at a beach’s edge.

“Waves, whether from the sea or in the sand, are all about motion and flow,” said Nesbitt. “That’s exactly what this concept is all about – flowing design and the purity of the driving experience.”



The Buick Avista concept car was shown at the Detroit Auto Show.

Buick designers enhanced the passengers’ sensory experiences with next-generation QuietTuning and air-quality control, including advanced noise cancellation technology, ionic air purifiers and aromatherapy, Fowle said.

The Avista, Nesbitt said, also advances Buick’s legacy of turbocharged performance, which carries forward in the 2016 Regal GS and other models.

Similar to the 2017 LaCrosse, the concept car’s twin-turbocharged 3.0L V6 features fuel-saving Active Fuel Management (cylinder deactivation) and Stop/Start technology to complement its power with efficiency, Nesbitt said.

The engine is backed by an eight-speed automatic transmission and Magnetic Ride Control delivers more precise body motion control.

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The acquisition of the San Francisco company is GM's second major mobility deal this month. Earlier in January, the Detroit automaker invested \$500 million in Lyft.

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GM Global Sales Are Up For Third Straight Year

General Motors Co. global sales totaled 9.8 million vehicles in 2015.

That's up 0.2 percent, making 2015 the company's third consecutive year of record sales, said GM spokesman Klaus-Peter Martin.

"General Motors continued to grow in 2015 as our focus on the customer and successful new vehicle launches more than offset the challenging conditions in South America and the curtailment of our presence in certain markets such as Russia," said General Motors President Dan Ammann.

Deliveries of vehicles in North America rose 6 percent in 2015 to 3.6 million cars, trucks and crossovers. In the U.S., GM grew its retail sales, which are sales to individual customers, faster than any other automaker. Ammann said.

In China, General Motors and its joint ventures delivered a record 3.6 million vehicles, up 5 percent compared to 2014, Ammann said.

General Motors' lineup expanded through the introduction of 12 new and refreshed models. SUV deliveries were up 144 percent, led by new models such as the Buick Envision and Baojun 560.

In 2015, General Motors' cars, trucks and crossovers were leading automotive sales in China and its North American and South American regions, Martin said.

GM has several major product launches underway around the world, Martin said, including the new Opel Astra with more than 80,000 orders across European markets and the new Chevrolet Malibu in North America, which

began arriving in showrooms at the end of last year.

Global Sales Highlights (vs. 2014):

- Chevrolet grew retail market share in the U.S. faster than any full-line automotive brand, with total sales up 5 percent to more than 2.1 million cars, trucks and crossovers. Chevrolet sales in Canada increased 3 percent while sales in Mexico went up 18 percent. Combined sales for the brand in North America were up 6 percent.

- Buick set a global sales record for the third consecutive year, driven by record sales in China and record crossover deliveries in the United States. Total sales surpassed 1.2 million vehicles.

- Cadillac grew globally by 8 percent, driven by record sales in China and the strong growth in SRX and Escalade deliveries in the U.S.

- GMC continued to grow and achieved its 6th consecutive year of sales gains.

Based on new and significantly refreshed products, deliveries grew 11 percent to 680,000 vehicles.

- Opel/Vauxhall achieved its best sales result in four years delivering more than 1.1 million vehicles despite its strategic departure from the Russian market. Share of the total European vehicle market increased for the third year in a row to nearly 6 percent.

- In the U.S., General Motor's total sales were up 5 percent supported by the momentum of vehicles like the Chevrolet Silverado and Colorado, the GMC Sierra and record crossover deliveries. Retail deliveries increased 8 percent.

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\$119*



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!

2016 GMC ACADIA FWD • SLE-1

24 MONTH LEASE FOR ONLY 10K PER YEAR

\$189*



MANAGER DEMO SPECIAL
Stock #8679-16 • Deal #58610
\$1638 total due at signing.
GM pricing plus tax, title & lic.
Must qualify lease loyalty rebate.
NO SECURITY DEPOSIT REQUIRED!

2015 GMC YUKON DENALI • 4WD

24 MONTH LEASE FOR ONLY 10K PER YEAR

\$58,395*



AUTO SHOW SPECIAL
Stock #8334-15
GM employee price plus tax of \$3755*, plus title, lic & doc.
Customer must qualify for GM card rebate. By opening new GM card.
WAS \$72,735 SAVE OVER \$14,340 OFF MSRP

2016 GMC SIERRA 1500 • 4WD • DOUBLE CAB

24 MONTH LEASE FOR ONLY 10K PER YEAR

\$225*



ALL NEW ELEVATION
Stock #8933-16 • Deal #52863
\$2119 total due at signing.
GM pricing plus tax, title & lic.
Must qualify lease loyalty rebate.
NO SECURITY DEPOSIT REQUIRED!

2015 GMC TERRAIN FWD • SLE-1

24 MONTH LEASE FOR ONLY 10K PER YEAR

\$20,500*



NEW YEAR SAVINGS
Stock #8201-15
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.
WAS \$28,115 SAVE OVER \$7,600 OFF MSRP

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ALL NEW 2016 BUICK ENCLAVE AWD • LEATHER GROUP

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

\$39,528*



Stock #4640-16
GM price plus tax of \$2757*, title & lic.
Example includes \$750 GM card top off.
Customer's without GM card pay \$750 more.
WAS \$47,950 SAVE \$8,421 OFF LIST PRICE

ALL NEW 2016 BUICK REGAL FWD • PREMIUM II GROUP

24 MONTH/10K PER YEAR LEASE FOR ONLY \$0 DUE AT SIGNING

\$189*



24 MONTH BUICK EXPERIENCE LEASE FREE Maintenance • FREE XM Radio • FREE OnStar
Stock #4564-16 • Deal #59036
GM pricing payment plus tax, title & lic.
Must have Non GM in household set to expire 365 days from delivery.
NO SECURITY DEPOSIT REQUIRED!

2015 LACROSSE BASE • 1SB

ATTENTION CURRENT LACROSSE OWNERS

24 MONTH/10K PER YEAR LEASE FOR ONLY 10K PER YEAR

\$23,440*



DEMO LOW MILES
Stock #6942-15
GM price plus tax of \$1889*, title & lic.
Must have 2005 or newer LaCrosse in household
WAS \$35,440

2015 BUICK ENCORE FWD • PREMIUM

24 MONTH/10K PER YEAR LEASE FOR ONLY 10K PER YEAR

\$26,990*



WAS \$32,390 SAVE \$5,400 OFF LIST PRICE
24 MONTH BUICK EXPERIENCE LEASE FREE Maintenance • FREE XM Radio • FREE OnStar
Stock #4320-15
GM price plus tax of \$1750*, title & lic.
Must trade 1999 or newer or new Non GM to qualify for lowest price

ALL NEW 2016 BUICK LACROSSE LEATHER • 1SL

ATTENTION CURRENT LACROSSE OWNERS

24 MONTH/10K PER YEAR LEASE FOR ONLY 10K PER YEAR

\$115*



ZERO DOWN
Sik #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!
WAS \$776* DUE AT SIGNING

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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 2/1/16.

General Motors Introduces Maven Car-Sharing System

CONTINUED FROM PAGE 1

from the younger generation's point of view it makes sense," Bernacchi said. "Thanks to smart phone technology, transportation is always available. And when you add up all the costs of owning a car – purchase price, insurance, maintenance and fuel – using a service like Maven or Uber is, I would guess, economically comparable."

Starting last week, Bluhm said Maven is expanding its offerings in multiple cities and communities across the U.S. Services are customized to regional customer needs and include city, residential, peer-to-peer and campus programs:

- City: Maven has announced that it is offering its car-sharing program to more than 100,000 people in Ann Arbor, initially focusing on serving faculty and students at the University of Michigan. GM vehicles will be available initially at 21 parking spots across the city.

- Additional city-based programs will launch in major U.S. metropolitan areas later this year.

Maven customers will experience smartphone and keyless integration with the vehicle, Bluhm said. Maven customers use its app to search for and reserve a vehicle by location or car type and unlock the vehicle with their smartphone.

The app also enables remote functions such as starting, heating or cooling and more. Customers can bring their digital lives into the vehicle through Apple CarPlay, Android Auto, OnStar, SiriusXM radio and 4GLTE wireless. Each vehicle will provide an ownership-like experience with the convenience of car-sharing.

Maven pricing is simple and transparent and includes insurance and fuel, Bluhm said. As Maven grows, the team will use innovative ways of connecting personally with customers. Ann Arbor Maven users will have direct access to Maven leadership and core team members via the messaging application WhatsApp to share their experiences, and thoughts with the team as they help shape the Maven service.

- Residential: In the first quarter of 2016, Maven will launch car-sharing services for Chicago residents in partnership with Magellan Development Group. Maven is also expanding its existing residential program in New York City (previously called Let's Drive NYC) with Stonehenge Partners giving users on-demand access to vehicles and preferred parking options. Both programs combined will offer service to more than 5,000 residents.

- Peer-to-Peer: Existing global initiatives include peer-to-peer car-sharing through the CarUnity market place in Germany. Nearly 10,000 users have signed up in Frankfurt and Berlin since mid-2015.

- Campus: Various programs are running on GM campuses in the U.S., Germany and China to refine and test future Maven commercial offerings.

"Maven provides on-demand access, choice and ease of use. The right vehicle and right mobility service for the right trip at the right time," said Julia Steyn, GM vice president, Urban Mobility Programs. "With more than 25 million customers around the world projected to use some form of shared mobility by 2020, Maven is a key element of our strategy to changing ownership models in the automotive industry."

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- Chevrolet Complete Care INCLUDED!
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- 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!



Stock #G27957

Was \$27,480 Sale Price \$22,135

24 MONTH LEASE: **\$125*** OR **\$125***

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

ALL NEW 2016 MALIBU "LT"

- Chevrolet Complete Care INCLUDED!
- 1.5L Turbo DOHC Engine! • Ambient Interior Lighting!
- OnStar w/4G LTE w/built-in Wi-Fi hotspot! • 17" Alloy Wheels!
- 7" Color Touch Screen MyLink Radio!
- 8 Way Power Driver's Seat!
- Rear Vision Camera
- 36 MPG on the Highway!



Stock #G27822

Was \$25,895 Sale Price \$21,633

24 MONTH LEASE: **\$117*** OR **\$117***

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

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 #G27447

Was \$21,070 Sale Price \$15,999

24 MONTH LEASE: **\$69*** OR **\$69***

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

2016 SILVERADO "LT"

- 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!



Stock #G26842

Was \$39,975 Sale Price \$32,517

24 MONTH LEASE: **\$143*** OR **\$143***

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

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‘Real People’ Play Key Role in New Malibu Campaign

The new year offers Chevrolet the opportunity to create new impressions of the 2016 Malibu.

Building off its highest levels of opinion and consideration on record, Chevrolet is kicking off the New Year by again challenging consumers’ preconceived notions with the launch of the all-new 2016 Malibu, said GM spokesman Chad Lyons.

“With the Malibu launch, we will continue to engage in authentic conversations about the product and truly surprise consumers with the exceptional design, features and technologies that they would never expect from a midsize sedan,” said Paul Edwards, U.S. vice president of Chevrolet Marketing.

Chevrolet’s “Real People, Not Actors” campaign has proven to be effective at changing consumer perceptions of the brand, Edwards said. Since the campaign’s debut last spring, retail sales have increased every month since March of 2015 giving Chevrolet the largest retail share increase of any full-line brand.

“We now have a great opportunity with the all-new Malibu, Cruze and the rest of the Chevrolet lineup to continue to evolve our storytelling and move from shifting to reinforcing perceptions about the products and the brand,” said Edwards.

The campaign will focus on the exciting technologies found in the new Malibu like Apple CarPlay, Low Speed Front Automatic Braking and Teen Driver.

“Unbranded” is Malibu’s first ad and it captures what happens when people are asked to evaluate the car without knowing the nameplate, Lyons said. It highlights Malibu’s sleek design, high-tech safety features and cutting-edge infotainment options, through the eyes and unbiased words of real people.

The Malibu will be featured over the course of a year in a holistic campaign across broadcast, digital, print and radio, Lyons said. The message about the vehicle is that the 2016 Malibu is larger, more advanced and fuel-efficient than ever.

Vehicle Highlights:

- All-new from the ground up, with a longer wheelbase for greater comfort.
- New Malibu Hybrid offering GM-estimated 48 mpg in city driving.
- Available Teen Driver feature which helps teach new drivers safe driving habits.
- Available Android Auto and Apple CarPlay compatibility.

The 2016 Malibu is built at the GM Fairfax Assembly facility, in Kansas City, Kan., from globally sourced parts.

Cadillac Opens Plant in China

SHANGHAI (AP) – General Motors Co. has opened its first Cadillac factory in China to target the country’s growing but crowded luxury car market.

GM said Jan. 21 the 8 billion yuan (\$1.2 billion) factory operated with its main Chinese partner, Shanghai Automotive Industries Corp., will have an annual production capacity of 160,000 vehicles. Until now, Cadillacs sold in China have been imported from the United States.

Cadillac is a latecomer to a Chinese luxury car market that is dominated by BMW, Mercedes Benz and Volkswagen’s Audi.

China is the biggest auto market by number of vehicles sold. Sales growth slowed last year to 7.3 percent but China still is the fastest-growing major market and global auto brands are looking to it to drive revenue.

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2016 BUICK ENCORE 1SB

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2016 BUICK VERANO 1SD

Stk. #B460466

LEASE FOR \$89*
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\$0 DOWN

PURCHASE FOR \$20,549*

2016 BUICK LACROSSE 1SH

Stk. #B460663

LEASE FOR \$69*
24 MO.
\$0 DOWN

PURCHASE FOR \$26,999*

2016 BUICK ENCLAVE CONVENIENCE GROUP

Stk. #B561213

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\$999 DOWN

PURCHASE FOR \$34,566*

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2016 GMC YUKON SLE • 4WD

Stk. #G560785

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PURCHASE FOR \$46,575*

2016 GMC ACADIA SLE-1

Stk. #G561345

LEASE FOR \$169*
24 MONTHS
\$1,499 DOWN

PURCHASE FOR \$29,637*

2016 GMC SIERRA 1500 • DBL. CAB

Stk. #G561279

LEASE FOR \$189*
24 MONTHS
\$1,199 DOWN

PURCHASE A 2015 1500 • 4WD • DBL CAB \$26,995*

2016 GMC TERRAIN SLE-1

Stk. #G560354

LEASE FOR \$89*
24 MONTHS
\$999 DOWN

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SILVERADO 2016 DBL CAB 4WD LS

Stk. #561153

LEASE FOR \$139*
24 MONTHS
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PURCHASE A 2015 2WD FOR \$21,349*

EVERYONES PRICE CRUZE LT 2016

Stk. #460339

LEASE A LT 24 MONTHS \$69*
\$0 DOWN

PURCHASE A 2016 LS FOR \$14,999*

MALIBU LIMITED 2016

Stk. #460288

LEASE A LT 24 MONTHS \$69*
\$0 DOWN

PURCHASE A 2016 LS FOR \$17,677*

EQUINOX 2016

Stk. #560426

LEASE A LT 24 MONTHS \$119*
\$0 DOWN

PURCHASE A 2016 LS FOR \$21,204*

MALIBU LT 2016

Stk. #460665

LEASE A 1LT 24 MONTHS \$99*
\$0 DOWN

PURCHASE A LS \$20,935*

CAMARO LT 2016

Stk. #460564

LEASE FOR 24 MONTHS \$296*
\$999 DOWN

PURCHASE FOR \$26,992*

TRAX LS 2016

Stk. #561323

LEASE FOR 24 MONTHS \$69*
\$999 DOWN

PURCHASE FOR \$17,149*

TRAVERSE LS 2016

Stk. #560275

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\$999 DOWN

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Buick Accepting Scholarship Apps Until Feb. 29

This is the time of year, when students start thinking about college, cost and 'free money'. What better way, than to think of Buick.

The Buick Achievers Scholarship Program is now accepting applications through 5 p.m. EST on Monday, Feb. 29, said GM Foundation spokeswoman Gen-na Young.

This is the sixth year Buick Achievers scholarships will be awarded to students who have an interest in studying science, technology, engineering and math (STEM), excel in the classroom and give back to their communities, Young said. Special consideration is given to students who are female, minorities, first-generation college students, military veterans and military dependents.

"This scholarship has increased access and affordability of a college degree for thousands of students," said Jackie Parker, president of the GM Foundation and director of GM Global Philanthropy and Corporate Giving. "And our country's workforce is gaining qualified applicants who are prepared for the jobs of the future."

For Adriann Wilson, Buick Achiever and 2015 mechanical engineering graduate from Tennessee State University, the scholarship has afforded opportunities like internships abroad in Germany and South Korea, Young said.

"I am honored to have been selected for the Buick Achievers Scholarship," said Wilson. "Being a first-generation college student, earning this degree is not only an achievement for me, but also my entire family."

Wilson now works as an engineer at the Naval Surface Warfare Center and is studying for her master's in electrical engineering at Tuskegee University.

"Core to the Buick brand is a sense of well-being, and that includes a strong belief in the virtues of higher education," said Duncan Aldred, vice president of Global Buick Sales, Service and Marketing. "Between the Buick Achievers Scholarship Program and our support of NCAA athletics, Buick is devoted to supporting students and colleges across the nation."

To be eligible for the program, high school seniors or current undergraduate students residing in the U.S. or the U.S. Territory of Puerto Rico must be seeking a college degree in STEM, or select eligible fields related to the automotive industry, Young said. Go to <http://buickachievers.com/> to find more information and learn how to apply.

Ford Receiving Federal Scrutiny For Faulty Latch

DETROIT (AP) — U.S. auto safety regulators are investigating complaints that doors won't latch properly on about 400,000 Ford Focus compact cars.

The National Highway Traffic Safety Administration says on its website that the probe covers cars from the 2012 and 2013 model years. The agency says 73 drivers have reported problems with latches including some who said the doors opened while the cars were moving. One person reported getting hurt by a door that rebounded after closing.

The government says the problem is similar to one that caused the recall last year of more than 456,000 Lincoln MKZ and Ford Fusion and Fiesta models. Investigators will check how often the problem happens and could seek a recall.