

## GM Powertrain Opens Performance and Racing Center

by Jim Stickford

In developing new automobiles, just as in racing, speed is of the essence.

And thanks to GM's new Powertrain Performance and Racing Center located at the company's Global Powertrain facility in Pontiac, it's now possible for the company to develop and test engines and powertrains for both the racetrack and the showroom faster than ever.

The racing center had its official opening on Feb. 2. Dan Nicholson, vice president, General Motors Global Powertrain, told the media attending the official grand opening that the new center was important because speed of new technology to market and winning on the track serve an important purpose at GM.

"We've invested in the very latest development technology," Nicholson said. "This facility will also be responsible for component level testing. So we can now test all our powertrain configurations, including front-wheel drive, rear-wheel drive and all-wheel drive. GM has invested more than \$200 million in this facility. Right now we're still working on it, but it should be fully completed by July of this year."

Many automobile manufacturers, Nicholson said, talk about the transfer of technology from

the race track to the showroom, but talk tends to be more of an ideal that they shoot for.

"We race to win and learn," said Nicholson. "This new facility offers unprecedented opportunities to connect our racing engineers and powertrain engineers, integrating their knowledge to give our racers an edge on the track and our customers better vehicles on the road."

With the GM Powertrain Per-

formance and Racing Center, the company now has the ability to quickly take what works on the track and adapt it for the showroom, Nicholson said.

"The transfer of technology goes both ways," Nicholson said. "In fact that two-way street has become a superhighway."

Jim Campbell, GM U.S. vice president of Performance Vehicles and Motorsports, said developing racing engines is more

than GM just celebrating its storied racing history. It's done for what Campbell called "sound business reasons."

First, Campbell said, it is just a plain fact that winning on the track helps GM design better cars for the showroom. He cited the lessons GM learned from its Corvette race cars being used in the development of the latest

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GM has opened up a new racing and component testing center at its Pontiac powertrain facility.

## Jeep Expanding Internationally In India Market

The original Jeep was designed to storm beaches and conquer foreign lands, and so it's fitting that Chrysler's Jeep brand is hitting the shores of a new country, in this case India.

The growing international presence of the Jeep brand marked another milestone on Feb. 3, said Jeep spokesman Ariel Gavilan, when the brand was introduced to India at the 2016 Auto Expo in New Delhi.

With a line-up of three SUVs: Jeep Wrangler Unlimited, Jeep Grand Cherokee and the high-performance Jeep Grand Cherokee SRT, Jeep brand sales in India will start in mid-2016, a year that also marks the brand's 75th anniversary, Gavilan said.

"Our aggressive expansion in international markets is one of the key drivers behind our current global sales momentum," said Mike Manley, head of Jeep Brand, FCA, and COO of Asia Pacific (APAC) Regional Operations Group. "Last year, we started local production in Brazil and China, and today, we are launching the Jeep brand in the fifth largest market in the world, India, setting the foundation for our future growth in this country."

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2016 Buick LaCrosse

## Buick LaCrosse Has 89 Percent Sales Jump

The new year hasn't slowed down GM's sales momentum. The company's Chevrolet, Buick, GMC and Cadillac dealers in the United States delivered 203,745 vehicles in January 2016, the company's best January sales performance in eight years, said GM spokesman Dan Flores.

GM's retail sales were up sharply, climbing 9 percent year over year on the strength of a 12 percent increase at Chevrolet and a 45 percent increase at Buick. Total sales were up 0.5

percent, Flores said.

"GM began 2016 in very strong competitive position," said Kurt McNeil, GM's U.S. vice president of sales operations. "We built on that momentum in January, with Chevrolet, Buick and GMC outperforming the retail industry by a wide margin. In fact, Chevrolet continues to grow faster than any other full-line brand."

Chevrolet gained close to 2 percentage points of retail market share in January, McNeil said, after the brand had the largest

retail market share increase of any full-line brand in 2015.

Chevrolet had its best January passenger car retail sales since 1997. The Chevrolet Silverado and GMC Sierra posted a combined 7 percent increase in total sales. GM grew full-size pickup market share faster than all other competitors in 2015, McNeil said. Throughout 2015 and continuing into January, the GMC Sierra, Canyon, Yukon and Yukon XL

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## Town & Country Sales Strong in January

Fiat Chrysler reported U.S. sales of 155,037 units, a 7 percent increase compared with sales in January 2015 (145,007 units), and the group's best January sales in nine years, said Fiat Chrysler spokesman Ralph Kiesel.

The Jeep, Dodge and Ram Truck brands each posted year-over-year sales gains in January compared with the same month a year ago, Kiesel said. The Dodge brand's 19 percent increase was the largest sales gain of any Fiat Chrysler brand during the

month. The group extended its streak of year-over-year sales gains to 70-consecutive months.

"Mother Nature was no match for our Jeep brand last month as we recorded our best January Jeep sales ever," said Reid Bigland, head of U.S. Sales. "Overall, FCA US achieved its best January sales in nine years and our 70th-consecutive month of year-over-year sales increases."

Nine Fiat Chrysler vehicles set records in the month of January,

Bigland said, including three Jeep brand vehicles. The Jeep Cherokee, Jeep Patriot, and Jeep Compass; the Dodge Journey crossover, Dodge Challenger, and Dodge Charger; and the Ram pickup truck, Ram ProMaster, and Ram ProMaster City posted their best January sales ever. The Jeep brand continued to set records. Coming off of its best annual sales ever in the U.S. in 2015, the Jeep brand logged its

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2016 Chrysler Town & Country



2016 Lincoln MKX

## Lincoln MKX a Sales Winner Last Month

Coming off strong results last January, Ford Motor Company's total U.S. sales of 173,723 vehicles declined 3 percent last month versus a year ago.

"Our sales declined modestly by 3 percent, which was consistent, really, with the overall industry," said Ford Sales Analyst Eric Merkle. "But what's more important is we also saw that our average transaction prices grew at almost three times the rate of

the overall industry – so our sales were consistent with the overall industry, but our average transaction prices were growing at a much healthier pace."

Bright spots for January include industry-leading transaction price increases for the month, the best start since 2004 for Ford brand SUV sales and an 8-percent gain in sales for Lincoln, Merkle said.

"For Ford, overall transaction

prices were up \$1,800 in January – almost three times more than the overall industry average – driven largely by strong customer demand, especially for our SUVs and F-Series pickups," said Mark LaNeve, Ford vice president, U.S. Marketing, Sales and Service.

Ford SUVs totaled 50,212 sales last month – a 3 percent increase

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Contact us:  
Info@DetroitAutoScene.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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## Chrysler Nails Deal with Home Builders

Fiat Chrysler and the National Association of Home Builders (NAHB) have launched a new affinity program that offers discounts on select 2016 Chrysler, Jeep, Dodge, Ram Truck and FIAT brand vehicles for association members.

The Fiat Chrysler affinity program allows NAHB members, their employees and their immediate family members at the same residence to receive a \$500 cash allowance toward the purchase or lease of select 2016 Chrysler, Jeep, Dodge, Ram truck and FIAT brand vehicles. The \$500 discount is off the final negotiated price of the vehicle and in most cases can be combined with other offers to increase savings.

"FCA US is delighted to work with the National Association of Home Builders," said Tim Tessmar, head of Small Business Sales at FCA US LLC. "This alliance enables NAHB members to leverage their memberships into significant savings on a wide range of highly capable, built-for-work vehicles like the Ram 1500 pickup truck and Ram ProMaster Van."

"This is a great new program for our entire Federation," said NAHB Chairman Ed Brady, a home builder and developer from Bloomington, Ill. "These discounted prices are a valuable component of our member recruitment and retention plan."

The select 2016 Model Year Fiat Chrysler and Fiat brand vehicles include Ram Truck brand: 1500, 2500, 3500 Pickups – All cabs; 3500, 4500, 5500 Chassis Cabs; ProMaster Van and Cargo Van. Also Jeep brand: Grand Cherokee (Excluding SRT) and Cherokee; Chrysler brand: 200 (Excluding LX), 300/300C (Excluding SRT) and Town & Country; Dodge brand: Dart (Excluding SE), Charger (Excluding SRT), Journey, Durango and Grand Caravan (Excluding AVP).

## Dodge Chargers Recalled for Jack Slippage

DETROIT (AP) – Fiat Chrysler is recalling more than a half-million Dodge Chargers worldwide because they can slip off of a jack when tires are being changed.

The recall covers Chargers from the 2011 to 2016 model years and includes almost 442,000 cars in the United States.

The company says the body beneath the doors can become deformed during jack use, making the cars unstable. Fiat Chrysler is doing the recall because an analysis of warranty claims showed that they could fall from jacks. The company says it knows of three minor injuries from the problem.

Fiat Chrysler will provide wheel chocks free of charge to keep the cars stable during jacking. Customers will be notified when they can get the chocks.

# GM Powertrain Opens Performance and Racing Center

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Corvettes. The lessons helped GM find the optimal drag rates and such.

Second, Campbell said, it's an opportunity for GM to develop engineers. They see who is quick on his or her feet and who can solve problems fast or has leadership skills.

Third, Campbell said, it plain builds on GM's image.

"When you win races, it's a fact that you lift opinions," Campbell said. "It puts you on a shopper's list faster."

And fourth, Campbell said, racing fans often get to the track early – hours before a race starts. They look for something to do, and what's better than having a display of Chevy's latest cars showing off the company's winning engines. That generates new leads for the company.

Campbell then introduced to the media Ryan Newman, winner of the 2003 Daytona 500. Newman drives GM engines and even has an engineering degree from Purdue University.

"A facility like this gives us the opportunity to research technology to optimize our advantage over other cars," Newman said. "It gets us closer to the victory lane. I mean we're working with tolerances that are measured in the thousands of the inch. When I started, it was more like a quarter inch."

Russ O'Blenes, senior manager Powertrain Performance and Racing Team, said the new building alone helps them out.

It's configuration is designed to maximize space and ease the transfer of information from department to department. He came to the Pontiac facility from Wixom. Others came from other facilities. Just having them under the same roof helps. Now an engineer can come look at a problem the same day, instead of coming from 2,000 miles away.

GM spokesman Tom Read said that the new, 111,420-square-foot facility relocates the Racing center from Wixom to the Pontiac Powertrain Campus, bringing together under one roof an additional team of nearly 100 engine builders, engineers and other support staff. The Performance and Racing team is responsible for developing engines for NASCAR, NHRA, IndyCar, IMSA and other racing series.

Tasked with complete racing engine design and validation, the Performance and Racing Center's capabilities include:

- Design release;
- Full CNC machining;

## Toyota Recalls 320,000 SUVs, Trucks

DETROIT (AP) – Toyota is recalling about 320,000 trucks and SUVs because roof-mounted air bags can inflate without a crash.

The recall covers the 2005 and 2006 Toyota Tundra and Sequoia, the 2003 through 2006 Land Cruiser, and the 2004 through 2006 4-Runner. Also included are the 2003 through 2006 Lexus LX 470 and the 2004 through 2006



Chevy's Jim Campbell speaks of the importance of the new Powertrain and Performance Racing Center.

- Engine build;
- Electronics and telematics;
- Dyno validation;
- Calibration.

The racing engines under responsibility at the new center include:

- NASCAR "R07" – a unique 358-cubic-inch V-8 engine designed and developed exclusively for NASCAR Sprint Cup racing
- IndyCar 2.2L Twin-Turbo V6;
- NHRA COPO Camaro V-8 engines;
- Corvette Racing 5.5L V8;
- Cadillac ATSVR Twin Turbo.

Additionally, the high-performance crate engines and crate powertrain systems offered by Chevrolet Performance are developed at the new facility, Read said.

Read said the site is a clean-sheet design that facility incorporates the latest engine-assembly, engine-testing and calibration equipment. The connected layouts of the engine assembly and testing areas are designed to enhance workflow, making it easier for the eight dedicated performance and racing engine builders to retrieve parts, build engines and move them to the dyno cells. Collectively, they bring 150 years of engine-build experience.

Facility highlights, Read said, include:

- Engine assembly. There are 10 all-new engine build bays – eight in the Engine Build room and two in the prep area to facilitate quicker transfer to dyno testing and other validation areas.

• Machining. Engineers and builders also have access to over 30 machining tools, offering complete machining capability for cylinder blocks, cylinder heads, fuel rails and engine components, comparable to the racing industry's best racing shops. The equipment roster includes nine CNC machines that can transform designs right into new components – including a new Hurco five-axis machine.

• Engine testing. There are four state of the art AVL engine dynamometer cells dedicated to the Performance and Racing Center, Read said, including two gas-powered engine dynos, a gas-powered driveline dyno and a new electric driveline dyno.

• Calibration. An electronics lab is used for the design, assembly and calibration of custom control systems that drive most of the racing and perform-

ance engines. Engineers are also able to make calibration changes in the dyno cells. In fact, the dynos can use telemetry data from the race cars' control systems to replay an engine's entire race, which can help with development of new engines and calibration changes for existing ones.

And the interactive lobby and meeting space will be open to the public for use for a nominal fee, Read said. The lobby features an airy, modern and connected lobby that celebrates GM's motorsports legacy, as well as a conference center that accommodates up to 125 people.

It can be reserved by racing teams, component suppliers and even enthusiast clubs and organizations seeking a meeting location under the checkered flags of GM's racing programs, Campbell said.



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Continental Airbag Recall Affects Up to 5M Vehicles

DETROIT (AP) – Another problem has developed with automotive air bags, and this one will bring recalls of up to 5 million vehicles worldwide.

Continental Automotive Systems says in documents filed with the U.S. government that moisture can get inside its air bag control computers, causing the power supplies to corrode and fail. If that happens, air bags may not inflate in a crash or they could deploy without a crash.

The documents, posted Feb. 4 on the National Highway Traffic Safety Administration website, said Continental will notify automakers. These companies will then recall car models dating as far back as 2006.

Already Honda, Fiat Chrysler, Volkswagen and Mercedes have issued recalls, and some unidentified Mazda and Volvo Truck vehicles are included. Continental says less than 2 million of the affected vehicles are in the United States.

Automakers will replace the computers at no cost to owners, according to documents. Honda reported two injuries from the problem.

The announcement comes in the middle of a crisis involving Takata Corp. air bag inflators. About 24 million U.S. vehicles are being recalled for that problem, which is the largest automotive recall in the history of the United States.

Takata’s inflators can explode with too much force, blowing apart a metal canister and sending shrapnel into the passenger compartment. At least 11 people have died worldwide from the problem, and 139 have been injured.

In the documents, Continental says its problem first surfaced in January 2008 when it analyzed a malfunctioning control unit that was removed from a Mercedes vehicle.

The company continued to investigate, and in early 2011, Continental was told of two inadvertent air bag deployments that took place in Mercedes and Fiat Chrysler vehicles.

Last year, Honda reported two

malfunctions in crashes involving 2008 Accords, and U.S. safety regulators began investigating, according to the documents.

Continental said it knows of more than 600 parts that were returned due to the problem.

On the evening of Feb. 3, Honda said it would recall 364,787 2008 to 2010 Accord sedans worldwide because of the issue. The company says the air bags may not inflate in a crash. Honda said it has two reports of people being hurt because the air bags didn’t deploy.

On Feb. 4, Fiat Chrysler announced the recall of 112,000 2009 Dodge Journeys and 2008 and 2009 Dodge Grand Caravan and Chrysler Town & Country minivans for the same problem.

The Fiat Chrysler recall also includes the 2009 Volkswagen Routan minivan, which was made by FCA.

Fiat Chrysler recalled vehicles that do not have Takata air bags.

Last year, Mercedes recalled 126,260 C-Class cars from 2008 and 2009 and 2010 GLK350 vehicles.

The U.S. safety investigation began in August after NHTSA found 19 complaints from drivers that air bags didn’t inflate in crashes of older Honda Accords.

A driver in Belleview, Fla., was injured when his car hit a concrete wall at 50 miles per hour and the air bags didn’t inflate, according to one complaint. Several others said the computer had to be replaced and they were charged around \$500.

“This also means that the safety of the vehicle passengers and operators are in jeopardy and potentially face serious injury or death,” another complainant wrote. People filing complaints are not identified in the NHTSA database.

Continental says any malfunction will cause the air bag control computer to shut down, and that will trigger a dashboard warning light.

A Honda spokesman said that the company would notify owners of affected motor vehicles about the problem, but added that the repair parts needed to fix the problems won’t be available until fall.

Drivers with an activated supplemental restraint system light should visit a dealer for a repair from the parts on hand, a Honda spokesman said.



The Jeep Wrangler Unlimited and the Jeep Grand Cherokee SRT will now be made and sold in India.

Jeep Brand Hitting the Shores of India

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The Jeep brand arrives in India at a time of record sales and continued expansion into markets outside its North American home, Gavilan said. Jeep recorded sales of more than 1.2 million units worldwide in 2015, the highest total in its 75-year history, setting a global sales record for the fourth consecutive year.

Fiat Chrysler announced last year its intent to invest approximately \$280 million in its manufacturing joint venture, Fiat India Automobiles Private Limited, with Tata Motors Limited. The investment in the manufacturing facility in Ranjangaon, India, will support the production of a new Jeep vehicle and is expected to begin production in 2017, Manley said.

“Jeep has been one of the most awaited SUV brands in India and it is entering this important market the same year that it celebrates its 75th anniversary. The SUV segment witnessed a robust growth of 22 percent over the last five years in India and we expect it to grow exponentially in the future, creating the perfect environment for the legendary Jeep brand,” said Kevin Flynn, president and managing director, FCA India Automobiles Pvt. Ltd.

Jeep Wrangler and Jeep Grand Cherokee will be sold with diesel and gasoline engines through a network of dealers located in key metro cities, Gavilan said.

The Jeep brand has been built on 75 years of heritage, Manley said.

He added that Jeep is the authentic SUV with class-leading

capability, craftsmanship and versatility for people who seek extraordinary journeys.

“The Jeep brand delivers an open invitation to live life to the fullest by offering a full line of vehicles that continue to provide owners with a sense of security to handle any journey with confidence,” Manley said.

The Jeep vehicle lineup consists of the Cherokee, Compass, Grand Cherokee, Patriot, Renegade, Wrangler and Wrangler Unlimited.

To meet consumer demand around the world, all of Fiat Chrysler’s Jeep models sold outside the North American market are now available in both left and right-hand driver configurations as well as with gasoline and diesel powertrain options, Manley said.

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Auburn Hills Has Work Space for Public Uses

Auburn Hills is launching CoWork @TheDEN. This project builds on the city’s NerdWallet recognition as the best city in Michigan to start a business and having just received the Google 2015 eCity Award for Michigan, said city spokeswoman Stephanie Carroll.

CoWork @TheDEN is a reclaimed historic cabin in the heart of Downtown Auburn Hills, Carroll said, The DEN offers over 1,500 square feet of workspaces for coworkers to choose. Located at 3388 Auburn Road, It provides independent professionals and small businesses an affordable place to work and, collaborate.

Currently, Carroll said, The DEN is a causal study space open to the public, weekdays from 4 p.m. to midnight and weekends, 2 p.m. to midnight.

For more information visit [www.auburnhillsden.org](http://www.auburnhillsden.org) or email [cowork@auburnhills.org](mailto:cowork@auburnhills.org), Carroll said.

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## Jeep's Success Helps FCA January Sales

CONTINUED FROM PAGE 1

best January sales month ever. The Jeep brand continued its record-setting pace in January, Kisiel said. Jeep brand sales increased 15 percent, the brand's best January sales ever and its 28th-consecutive month of year-over-year sales gains. The Jeep brand has set a sales record in every month dating back to November 2013.

Dodge brand sales were up 19 percent in January, compared with the same month a year ago. It was the brand's best January sales in three years. The brand's 19 percent increase was the largest sales gain of any Fiat Chrysler brand during the month.

The Dodge Challenger, Dodge Charger, and Dodge Journey crossover each posted their best January sales ever. The Dodge Grand Caravan's 83 percent increase was the largest percentage sales gain of any Dodge brand vehicle in the month and its best January since 2007. The Dodge Durango's 70 percent increase was its best January sales performance in 10 years.

The Jeep Cherokee, Jeep Patriot and Jeep Compass each logged their best January sales ever. The Compass' 18 percent increase was the largest year-over-year percentage gain of any Jeep brand vehicle in the month. The Jeep Grand Cherokee's 3 percent increase was its best January sales performance since 2004.

Ram Truck brand sales, which include the Ram pickup, Ram ProMaster, and Ram ProMaster City, were up 5 percent in January, the brand's best January sales since 2004, Kisiel said. Ram pickup truck sales were up 5 percent in January, its best January sales ever. The pickup is coming off of its best annual U.S. sales ever in 2015 and its sixth-straight year of annual sales growth in the U.S.

Sales of the Chrysler Town & Country minivan were up 39 percent in January, the minivan's best January sales since 2008, Kisiel said. Sales of the Chrysler 300, the brand's flagship sedan, were up 45 percent for its best January sales performance in three years. Chrysler brand sales were down 22 percent in January, compared with the same month a year ago.

## Toyota Kills Its Scion Brand After a Decade

DETROIT (AP) – Toyota is killing its Scion brand after years of slumping sales.

Beginning in August, 2017 model-year Scion vehicles will be rebadged as Toyotas. The FR-S sports car, iA sedan and iM 5-door hatchback, as well as the C-HR, which recently debuted at the L.A. Auto Show, will be a part of the Toyota line-up. The tC will have a final release series edition and end production in August, according to Toyota Motor Corp.

Scion was formed in 2003 to attract younger buyers. It was known for its funky designs, like the boxy xB, and was the brand Toyota used when it wanted to experiment with new kinds of marketing or no-haggle pricing.

But there were multiple problems. The Millennials that the Scion was aiming for held back on big acquisitions during the recession, and when they did buy, they were just as happy to buy Toyotas.

Scion's small, oddball lineup never connected with buyers and they were a bit more expensive.

Pictures may not reflect actual vehicle. \*The FCA US LLC (formerly Chrysler Group) Employee Advantage Purchase program sale prices and lease payments quoted. Just add tax, title, doc fee and destination charge. \*\*24, 36, 36 month FCA US LLC employee leases. The amount due on all leases require amount due plus monthly tax, cap cost reduction tax, first payment, title, plate, doc fee and destination charge. Security deposit is waived on all lease payments. Lease payments are 10,000 miles per year. 20 cents per mile thru Ally or .25 cents thru Chrysler Capital for excess mileage. Customer must qualify for 1 or 5 tier credit approval. Payments subject to change due to lower approved credit tier. Banks may require to prove income and residency for credit approval. Customer is responsible for excess wear and tear. Total deferred price is the sum of the purchase price, plus doc fee, plate fee, sales tax, and accrued finance charges over the term of the loan. All rebates and program monies assigned back to dealer. All prices and lease payments are based off FCA US LLC incentives thru the Great Lakes Business Center. Rebates as retail consumer cash, lease cash, lease loyalty, military, trade assist cash, finance bonus cash and all other Great Lakes offers will be applied. The dealer invoice amount is not a net factory price to dealer. Customers may not qualify for all offers, incentives, discounts or financing offers. See dealer for qualifications and complete details. Exclusive Huvaere new car cash coupon has been applied to all sale and lease payments in this ad. Vehicle sale prices include Chrysler Capital bonus cash-finance thru Chrysler Capital. Ram leases include Great Lakes Truck Conquest Bonus cash. \*Sale prices include lease loyalty retail bonus cash, customer must qualify. 1.04 month buy, 2.99% APR with approved credit.

# New Performance Focus Arrives Early Spring

With U.S. sales of Ford’s performance cars outpacing the over-all industry, Ford spokesman Chris Terry said production kickoff for the company’s long-anticipated, 350-horsepower hot hatch Focus couldn’t come at a better time.

The first all-new Focus RS has just rolled off the line in Saarlouis, Germany, Terry said.

The arrival of Focus RS in the United States this spring adds to a potent hot hatch lineup. Ford’s Focus ST and Fiesta ST both have enjoyed critical acclaim and success, Terry said. Sales of the Focus ST increased 9 percent last year while Fiesta ST saw a gain of 4 percent.

The 2016 Focus RS, Terry said, is the latest in a line of iconic cars developed by Ford. Experts in small-car engineering, the Ford Performance Team has consistently pioneered innovative performance technologies including powerful naturally aspirated and turbocharged powertrains, advanced all-wheel-drive systems and a sophisticated aerodynamic design.

Dating back to the early days, Terry said Ford found success in Rallye Sport. That’s also where the first RS models established a reputation for advanced technology and driving exhilaration—and now the RS is coming to a passing lane near you. Here are just a few of the exciting features you’ll find on RS:

- All-Wheel-Drive System. It features the new Ford performance All-Wheel Drive with Dynamic Torque Vectoring, the RS offers the next level in handling capability. To the performance enthusiast, Dynamic Torque Vectoring means maximum traction with minimum understeer. In other words, Focus RS offers stability, cornering speed and a high level of performance.
- Turbocharged EcoBoost Engine. The RS has taken the 2.3L engine to another level with its unique turbocharger, cooling and exhaust. The 2016 Ford Focus RS



2016 Ford Focus RS

is projected to produce 350 horsepower.\* That undoubtedly makes this RS the fastest and most powerful vehicle in the production Focus lineup.

• Advanced Performance Technologies. Configure RS performance to your liking, on the street or on the track: Select Normal, Sport, Track, or the special Drift mode control that lets you achieve controlled oversteer drifts under track conditions. These modes adjust settings for shock tuning, stability control, engine and steering response, even exhaust sound.

Activate launch control, then put the pedal to the metal and let out the clutch for exhilarating off-the-line torque with optimum traction, Terry said. The RS brake system features advanced cooling technology — dedicated ducts fed from the front fascia, twin “jet tunnels” in the underbody and airflow guides on the lower suspension arms. The front Brembo™ discs feature aerodynamically optimized ventilation fins for enhanced cooling.

The Ford Performance U.S. lineup, Terry said, is set to grow by three models in 2016. Focus RS will be joined by F-150 Raptor this fall and the all-new Ford GT supercar that goes into production late this year. Along with Fo-

cus ST and Fiesta ST, the lineup already includes Shelby GT350 and GT350R, which debuted late last year.

Focus RS is one of 12 performance vehicles Ford will bring to customers globally through 2020, Terry said. Developed by a team of Ford Performance engineers in Europe and the U.S., Focus RS is powered by a specially engineered version of Ford’s new 2.3-liter EcoBoost engine. Its 4.7-second 0-62-mph sprint makes the high-performance hatchback the fastest-accelerating Ford RS model ever.

Terry said Focus RS pioneers innovative Ford Performance All-Wheel Drive with Dynamic Torque Vectoring for a new level of handling, grip and cornering speed. For the first time, the RS model gets selectable drive modes – including industry-first drift mode that allows controlled oversteer drifts – and launch control.

# Rhode Island Helps Electric

PROVIDENCE, R.I. (AP) – Rhode Island is offering \$2,500 rebates to encourage residents to buy or lease plug-in cars, joining a growing number of states inviting drivers to go electric.

Only about 450 electric-powered vehicles are on the roads of the nation’s smallest state, far fewer than in neighboring Massachusetts – where nearly 5,500 are registered – or Connecticut, which has about 1,400.

“We’re a little behind some of our fellow New England states that have been national leaders,” said Rhode Island Energy Commissioner Marion Gold.

She announced the new incentives Jan. 29 at the opening of the Northeast International Auto Show in Providence.

The moves by states to build consumer momentum for electric cars aim to reduce air pollution from gas-powered vehicles. The rebates are also seen as a popular measure to help people save on fuel.

A \$200,000 pool of state money will cover an estimated 80 to 100 new vehicles.

“We figured we had to get started,” said Gold, who hopes to expand the pilot if the rebates run out and new sources of money are found. “It’s a great push. It’s like a big giant coupon.”

The biggest rebates go to cars with the highest battery capacity. Amounts range from \$500 toward the purchase of a plug-in Toyota Prius to the maximum \$2,500 for about 10 different vehicles, from Tesla models to the Nissan Leaf or the BMW i3.

Nearly 40 states now offer some kind of incentive to replace gasoline-powered cars with electric models, according to the National Conference of State Legis-

latures. Those range from financial incentives such as rebates and credits to special parking privileges, exemptions from emissions tests or the ability to drive on freeway fast lanes.

Rhode Island’s new program is comparable to the rebates now offered in neighboring Connecticut and Massachusetts, said Democratic U.S. Sen. Sheldon Whitehouse, who also spoke at the car show. The state rebates are in addition to the \$7,500 buyers can get in federal tax credits.

# ROUSH Performance Adds Power to the Ford F-150

Good news for Ford F-150 fans who want a little extra power. ROUSH Performance has launched the 2016 ROUSH F-150 SC, said ROUSH spokesman Gregg Voss. It has a robust” 5.0L V8 engine from the factory, but the addition of the ROUSH TVS 2300 supercharger system bulks up power ratings to an aggressive 600 hp and 557 lb-ft of torque.

The pre-title 2016 ROUSH F-150 SC is now available for purchase at ROUSH dealerships in federal emissions states not governed by the California Air Resources Board (CARB) regulations, Voss said.

And, Voss said, the truck

comes with an industry-leading three-year, 36,000-mile limited warranty.

A ROUSH/Fox 2.0 Performance Series Suspension System, featuring front coil-overs and rear shocks with boots.

That means, Voss said, the 2016 ROUSH F-150 SC is as “tough and nimble off-road as it is on-road.”

And, Voss said, ROUSH 20-inch wheels with beefy Mickey Thompson Baja ATZP3 305/55 tires give the truck a stance that’s second to none. A ROUSH Performance Side-Exit Exhaust System makes the 2016 ROUSH F-150 SC rumble no matter where it’s driven.

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## East Coast Snow Storm Slows Jan. Sales

DETROIT (AP) — U.S. auto sales fell slightly in January because of the East Coast snowstorm, but analysts say demand remains strong and buyers will likely head back into dealerships this month.

Sales fell less than 1 percent to 1.1 million, according to Autodata Corp. The mid-January storm, which buried New York and Washington D.C. under more than 2 feet of snow, cost automakers around 15,000 vehicle sales, said John Humphrey, J.D. Power's senior vice president of automotive.

But automakers said sales volumes returned to normal levels in the last weekend of the month.

Ford, Toyota, Honda and Volkswagen all saw sales decline from last January. General Motors' sales were flat. Fiat Chrysler posted sales increases.

Even with the lackluster results, analysts still expect another record year for U.S. vehicle sales. Low gas prices, low interest rates and an enticing lineup of new vehicles — particularly small SUVs like the Ford Edge — are continuing to draw shoppers.

U.S. buyers bought a record 17.5 million cars and trucks in 2015. Analysts expect sales to continue to grow this year, though at a slower pace as demand starts to plateau. That will likely mean an increase in cash-back offers and other incentives from automakers as they try to keep posting gains.

Kelley Blue Book said incentives increased about \$150 per vehicle in January to around \$3,000. Consumers should expect those numbers to go even higher over the next few months as Japanese automakers try to boost their sales before the end of their fiscal year in March.

Incentives are a tricky game for automakers. They can juice

sales in the short term, and automakers who don't keep pace can be punished. Ford said its F-Series pickup truck sales fell 5 percent in January partly because it spent around \$700 less per truck on incentives than its competitors.

But over the long term, incentives can hurt resale values and brand image, and they also cut into automakers' profits.

Ford said its average sale price per vehicle rose \$1,800 in January, or three times the industry average.

"It's very important to us to remain disciplined," said Mark LaNeve, Ford's U.S. sales chief.

General Motors' U.S. sales were flat in January at 203,745. Sales were up for its GMC and Buick brands, and sales of the GMC Sierra pickup jumped 14 percent.

But Chevrolet and Cadillac sales fell.

Ford's sales fell 3 percent to 173,723 vehicles. Ford's SUV sales were up but it saw double-digit declines in car sales. Even police departments prefer SUVs; Ford's police sedan sales dropped 33 percent but its police SUV sales were up 15 percent.

Fiat Chrysler's sales jumped 7 percent to just over 155,000 cars and trucks. Fiat Chrysler wasn't led by its usual big sellers. The Jeep Grand Cherokee and the Ram Pickup all posted modest increases, but sales got the biggest boost from some unlikely vehicles — including an 83 percent increase for the heavily discounted Dodge Caravan minivan.

Fiat Chrysler is introducing a new minivan this spring, so buyers looking for discounts may be snapping up the older minivans.

## GM Works to Sell Plant Site

JANESVILLE, Wis. (AP) — General Motors has hired a premier commercial real estate firm to sell its former auto manufacturing plant and 250 acres in Janesville.

Five officials from General Motors and Los Angeles-based real estate broker CBRE met with seven Janesville officials and other stakeholders Feb. 1 to discuss the sale. Representatives from Gov. Scott Walker's office, Rock County, Forward Janesville and the Janesville Area Convention and Visitors Bureau also were present.

The gathering went "superbly," according to City Manager Mark Freitag, who complimented General Motors for its "honest, upfront" approach to business. His summary of the meeting reflected an understanding that General Motors and CBRE are willing to work with the city somewhat in the lead-up to a sale, the *Janesville Gazette* reported.

The firm will entertain any of the city's suggestions for the request for proposals it will issue to interested buyers, Freitag

said. The city also offered to help out if any of the interested buyers want to take a tour of Janesville.

The city believes another industrial use would be best given the property's size and proximity to a highway and railway system, but Freitag expects the company and firm to entertain other ideas for the property.

In the meantime, General Motors is making progress on environmental evaluations and clean-up on the property, according to Freitag. General Motors is expected to finish a study of ground contamination in the plant's north side as soon as April, and the company also plans to finish cleaning up ground pollution along the southern site by June, he said.

General Motors and CBRE reiterated at the meeting that they believe they'll be able to find a buyer within a year.

A global marketing campaign will be launched in the coming weeks, Freitag said. All parties are expected to meet again in March.

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# General Motors' Financials Healthy, Profits Hit Highs

General Motors Co. on Feb. 3 released financial figures on how the company did in 2015.

GM spokesman Tom Henderson said that the numbers showed a "record 2015 calendar-year net income attributable to common stockholders of \$9.7 billion, or \$5.91 per diluted share, up from \$2.8 billion, or \$1.65 per diluted share in 2014."

Earnings per share (EPS), Henderson said, adjusted for special items was \$5.02, up 65 percent compared to \$3.05 in 2014.

Full-year earnings before interest and tax (EBIT) adjusted rose to a record \$10.8 billion, up from \$6.5 billion in 2014. EBIT adjusted margin for the year also increased, to a record 7.1 percent, compared to 4.2 percent in 2014.

"It was a strong year on many fronts, capped with record sales and earnings, and a substantial return of capital to our shareholders," said Chairman and CEO Mary Barra. "We continue to strengthen our core business, which is laying the foundation for the company to lead in the transformation of personal mobility. We believe the opportunities this will create in connectivity, autonomous, car-sharing and electrification will set the stage for driving value for our owners for years to come."

Special items during the calendar year affected full-year net income to common stockholders favorably, \$1.5 billion, or \$0.89 per share, compared to an unfavorable \$(2.4) billion impact in 2014, or \$(1.40) per share, Henderson said. Among these special items were a net gain from the reversal of certain valuation allowances on deferred tax assets, and charges for litigation matters related to the ignition

switch recall and a Venezuelan bolivar currency devaluation.

Total net revenue for the year was \$152.4 billion, compared to \$155.9 billion in 2014. The change in net revenue is due primarily to a negative net foreign currency exchange impact of \$9.3 billion. Holding exchange rates constant, net revenue in 2015 was \$5.8 billion higher than 2014.

Based on its strong operating performance in 2015 and consistent with the outlook provided in January, the company reaffirms its expectation that its EPS-adjusted will be between \$5.25 and \$5.75 in 2016, Henderson said.

GM's fourth quarter 2015 net income attributable to common stockholders was \$6.3 billion, or \$3.92 per diluted share, up from \$1.1 billion, or \$0.66 per diluted share during the fourth quarter of 2014. Earnings per share adjusted for special items during the fourth quarter was \$1.39, up 17 percent compared to \$1.19 per share for the fourth quarter of 2014.

EBIT-adjusted was a record \$2.8 billion and EBIT-adjusted margin was 7.0 percent in the fourth quarter of 2015, compared to EBIT-adjusted of \$2.4 billion and EBIT-adjusted margin of 6.1 percent in the fourth quarter of 2014, Henderson said.

"The fourth quarter closed another very strong year of operating performance," said Chuck Stevens, executive vice president and CFO. "We plan to improve our results in 2016, driven by a significant vehicle launch cadence, continued emphasis on growing our adjacent businesses and an unrelenting focus on driving efficiencies into our core operations."

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0% for 72 months on all remaining 2015 GMC Yukons

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FWD • SLE-2

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



Stock #8822-16 • Deal #58070  
\$1664 total due at signing.  
GM pricing plus tax, title & lic.  
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GM pricing plus tax, title & lic.  
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**2015 GMC YUKON**  
DENALI • 4WD

**\$58,395\***  
WAS \$72,795 SAVE OVER \$14,400 OFF MSRP



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Customer must qualify for GM card rebate. By opening new GM card.

**2016 GMC SIERRA**  
1500 • 4WD • DOUBLE CAB

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



Stock #8933-16 • Deal #52863  
\$2118 total due at signing.  
GM pricing plus tax, title & lic.  
Must qualify lease loyalty.  
Must have 750 GM Card Rebate Top Off for lowest price.  
**NO SECURITY DEPOSIT REQUIRED!**

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

**\$34,544\***  
WAS \$45,265 SAVE OVER \$10,700 OFF MSRP 25 TO CHOOSE FROM



GM employee price plus tax of \$2372, plus title, lic. & doc. Price is stock specific. Must qualify for lease loyalty rebate. Purchase example is stock specific.

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**24 MONTH/10K PER YEAR LEASE FOR ONLY \$139\***  
\$650 DUE AT SIGNING



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**ALL NEW 2016 BUICK LACROSSE**  
1SH • SPORT TOURING

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FREE Maintenance • FREE XM Radio • FREE OnStar  
Stock #4687-16 • Deal #58498  
GM pricing plus tax, title & lic.  
Must own '99 or newer Buick Lucerne, Verano, Regal or LaCrosse.  
**NO SECURITY DEPOSIT REQUIRED!**

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FWD • CONVENIENCE

**24 MONTH/10K PER YEAR LEASE FOR ONLY \$139\***  
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**24 MONTH BUICK EXPERIENCE LEASE**  
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**ALL NEW 2016 BUICK VERANO**  
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\$909<sup>97</sup> DUE AT SIGNING  
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8,702 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!**




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SERVICE: Sun CLOSED; M, TH 7am-8pm; T, W, F 7am-6pm; Sat 8am-1pm

\*GM Employee Pricing Plus Tax, Title, Lic. and Doc. No Security Deposit Required. Programs subject to change. Photos may not represent actual vehicle. Price is subject to change without notice. See dealer for details. Expires 2/29/16.



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**2016 CRUZE**

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\$0 DOWN \$0 SEC. DEPOSIT  
FIRST PAYMENT WAIVED


**34 MPG**



**2016 MALIBU LIMITED**

**\$66\*** PER MONTH  
24 MONTHS 10K LEASE  
\$999 DOWN \$0 SEC. DEPOSIT  
FIRST PAYMENT WAIVED


**34 MPG**



**2016 TRAX**

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SATURDAY 9 AM - 3 PM • SUNDAY CLOSED

\*Lease payment examples at GM Employee Discount Price plus tax. First month payment, except for Malibu and Cruze, Title, plate 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. Zero security deposit. 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.

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**\$161\*** + Tax with \$0 Down  
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**2016 SILVERADO 1LT**

**NO SECURITY DEPOSIT REQUIRED**



DOUBLE DOOR ALLSTAR 4X4  
Stk. # 61704  
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**NO SECURITY DEPOSIT REQUIRED**



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\*See dealer for details. All Rebates/Incentives have been deducted from sale price/payment and are subject to change by manufacturer without notice. GM Employee discount required unless otherwise noted. The Silverado lease includes GM Lease Loyalty or Lease Conquest. The Malibu and Equinox leases assume that you qualify for lease conquest. To qualify for Lease Conquest you must have a NON-GM Lease in the household that terminates within 365 days. All lease payments are based on 10,000 miles per year. 1st payment, tax, title and plate fee due at signing on all leases unless otherwise noted. All deals expire 2/29/2016

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PREMIUM II

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FOR  
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<div>2016 BUICK ENCORE 1SB</div> <div></div> <div>Stk. #SWMRXS      Stk. #SXDZ56</div> <div>LEASE FOR <b>\$149*</b> 24 MO. \$0 DOWN</div> <div>PURCHASE FOR <b>\$21,352*</b></div>	<div>2016 BUICK VERANO 1SD</div> <div></div> <div>Stk. #SRFQ7C      Stk. #B460119</div> <div>LEASE FOR <b>\$99*</b> 24 MO. \$0 DOWN</div> <div>PURCHASE FOR <b>\$19,599*</b></div>	<div>2016 BUICK LACROSSE 1SH</div> <div></div> <div>Stk. #TBPR0S      Stk. #SOVN9J</div> <div>LEASE FOR <b>\$239*</b> 36 MO. \$0 DOWN</div> <div>PURCHASE FOR <b>\$29,206*</b></div>	<div>2016 BUICK CASCADA</div> <div></div> <div>Stk. #SWVXT3      Stk. #SWVXT3</div> <div>LEASE FOR <b>\$299*</b> 24 MO. \$1,999 DOWN</div> <div>PURCHASE FOR <b>\$32,881*</b></div>
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<div>2016 GMC YUKON SLE • 4WD</div> <div></div> <div>Stk. #G560785      Stk. #G560733</div> <div>LEASE FOR <b>\$379*</b> 36 MONTHS \$999 DOWN</div> <div>PURCHASE FOR <b>\$44,575*</b></div>	<div>2016 GMC ACADIA SLE-1</div> <div></div> <div>Stk. #G561345      Stk. #SZPKG5</div> <div>LEASE FOR <b>\$179*</b> 24 MONTHS \$1,499 DOWN</div> <div>PURCHASE FOR <b>\$29,714*</b></div>	<div>2016 GMC SIERRA 4WD • DBL. CAB</div> <div></div> <div>Stk. #G560599      Stk. #G550500</div> <div>LEASE FOR <b>\$179*</b> 24 MONTHS \$1,499 DOWN</div> <div>PURCHASE A 2015 4WD • REG CAB <b>\$27,589*</b></div>	<div>2016 GMC TERRAIN SLE-1</div> <div></div> <div>Stk. #G560354      Stk. #TCKDCT</div> <div>LEASE FOR <b>\$129*</b> 24 MONTHS \$999 DOWN</div> <div>PURCHASE FOR <b>\$23,693*</b></div>
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<div>SILVERADO 4WD LT 2016</div> <div></div> <div>Stk. #560640      Stk. #551387</div> <div>LEASE A LT 24 MONTHS <b>\$99*</b> \$999 DOWN</div> <div>PURCHASE A 2015 4WD LT CREW FOR <b>\$29,995*</b></div>	<div>CRUZE LT 2016</div> <div></div> <div>Stk. #460514      Stk. #460758</div> <div>LEASE A LT 24 MONTHS <b>\$65*</b> \$0 DOWN</div> <div>PURCHASE A 2016 LS FOR <b>\$17,230*</b></div>	<div>IMPALA 2LT 2016</div> <div></div> <div>Stk. #460597      Stk. #SSRSQF</div> <div>LEASE FOR 24 MONTHS <b>\$259*</b> \$999 DOWN</div> <div>PURCHASE A 2016 LS FOR <b>\$22,625*</b></div>	<div>EQUINOX 2016</div> <div></div> <div>Stk. #560418      Stk. #561065</div> <div>LEASE A LT 24 MONTHS <b>\$89*</b> \$999 DOWN</div> <div>PURCHASE A 2016 LS FOR <b>\$21,204*</b></div>
<div>NO EMPLOYEE DISCOUNT REQUIRED MALIBU 2016</div> <div></div> <div>Stk. #460749      Stk. #460651</div> <div>LEASE A 1LT 24 MONTHS <b>\$107*</b> \$0 DOWN</div> <div>PURCHASE A LS <b>\$19,434*</b></div>	<div>CAMARO LT 2016</div> <div></div> <div>Stk. #460564      Stk. #460564</div> <div>LEASE FOR 24 MONTHS <b>\$299*</b> \$999 DOWN</div> <div>PURCHASE FOR <b>\$26,992*</b></div>	<div>TRAX LS 2016</div> <div></div> <div>Stk. #561323      Stk. #561325</div> <div>LEASE FOR 24 MONTHS <b>\$69*</b> \$999 DOWN</div> <div>PURCHASE FOR <b>\$17,149*</b></div>	<div>TRAVERSE 2016</div> <div></div> <div>Stk. #561183      Stk. #561183</div> <div>LEASE A LS 24 MONTHS <b>\$178*</b> \$0 DOWN</div> <div>PURCHASE A LS FOR <b>\$26,419*</b></div>

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\*All applicable rebates including lease/conquest offers have been deducted from sale price/payment. Pictures may not represent actual vehicle. Prices subject to change per GM incentives. Prices and payments are inclusive of active GM employee discount (unless otherwise stated). Equinox, Cruze, Malibu, Trax, Traverse, Impala, Silverado, and Camaro are 24 month leases. All leases are 10k miles per year w/ approved S Tier credit w/ \$999 due at signing. Prices & payments are plus tax, title, and plate fees with acquisition fee up front. Refundable security deposit required on certain vehicles - to be determined by lender. \*\*\$3500 trade-in is valid on 2003 or newer vehicles with under 115k miles in drivable condition, no branded titles, less reconditioning determined by appraiser. Deposition Fee may be required at vehicle turn in. Certain restrictions may apply, see dealer for complete details. Acquisition fee due upfront. \*\* Expiration Date - 2/29/16.

## GM Has Strong First Month of The New Year

CONTINUED FROM PAGE 1

have had the highest average transaction prices in their respective segments, according to J.D. Power PIN estimates.

Buick retail deliveries were also strong, Flores said. The brand surged 45 percent in January, driven by owner loyalty.

"We believe industry fundamentals such as the age of the vehicle fleet, well-managed inventory levels, firm used-car pricing, good credit availability and low fuel prices will support higher industry sales in 2016," said Mustafa Mohatarem, GM's chief economist. "In addition, household balance sheets are strong and the labor market continues to improve."

Flores said the Silverado had its best January total and retail sales since 2007. And 10 Chevrolet models - Silverado, Suburban, Tahoe, Colorado, Camaro, Impala, Malibu, Cruze, Sonic and Traverse - grew retail market share in their respective segments.

The new 2016 Chevrolet Malibu accounted for about half of Malibu sales in January. Malibu had its best January retail sales since 1981.

Tahoe and Suburban had their best January retail sales since 2008, Flores said. Cruze and Volt had their best January retail sales ever and the Camaro had its best January retail sales since 1996. Trax total and retail sales more than doubled.

GMC had its best January total and retail sales since 2004, Flores said. Combined Sierra and Canyon total sales increased, with Sierra up 14 percent and Canyon up 3 percent. Yukon retail sales were up 4 percent.

Buick had its best January retail performance since 2003, with retail deliveries up 45 percent. Total sales were the best January since 2004.

Combined sales of Buick's passenger cars were up 73 percent. LaCrosse had its best January total sales since 2010. Sales of Buick's crossovers were up a combined 24 percent. Encore has had 25 months year-over-year growth in both retail and total sales. The all-new Cascada is now arriving at Buick dealers.

Cadillac's SRX total deliveries were up 37 percent for its best January total sales ever. The brand is maintaining the highest ATPs in the brand's history, and leads its competitive set.

## Ford Sales Mixed Bag in January; SUVs Perform

CONTINUED FROM PAGE 1

versus a year ago and the brand's best sales start since 2004. The new Edge was the biggest driver, posting a 26 percent jump on sales of 9,533 vehicles.

"Ford brand SUVs: we had our strongest start since 2004. The new Edge is really coming to its own for us - it was up 26 percent. And even places like Boston, which is a really big market - the Northeast is a big market for SUVs - we saw Edge up 45 percent, so one of our newest products doing very well for us," Merkle said

Transit sales increased 51 percent in January with 9,631 vehicles sold, lifting overall Ford van performance 20 percent for their best start since 1985.

F-Series January sales totaled 51,540 vehicles, down 5 percent. F-Series average transaction pricing grew \$2,500 last month, while incentive spending was down \$500 versus a year ago.