



GM's OnStar delivers a variety of personal mobility experiences.

Tehnology Pushes Buttons Of New Vehicle Customers

Times have changed. The quality of a car trip can no longer be measured by ride quietness or vehicle acceleration.

Today's vehicles are also judged on factors like wifi technology and remote vehicle access, said GM spokesman Phil Colley. And GM has been in the forefront of this movement, he said.

"GM started the connected car revolution 20 years ago," said Colley, "with the launch of OnStar and continues to deliver innovative solutions at a scale

unmatched by anyone in the industry."

OnStar is the enabler for Chevrolet, Buick, GMC, Cadillac, Opel and Vauxhall to introduce new technology features across a broad range of drivers.

Today, the blue button brand delivers services in four continents, 18 countries, 10 languages and 13 time zones, with more than a billion customer interactions.

While emergency and security

CONTINUED ON PAGE 7

Chrysler Design Hosts 'Cars and Coffee'

by Jim Stickford

What could be more natural? Friends getting together over coffee to discuss their passion for cars.

That's what happened at Fiat Chrysler's Product Design Office team gathering May 7. Jeff Hammoud, design chief for Jeep Interiors said the event was based on similar events in California.

The Cars and Coffee gathering was held in the parking lot of the Walter P. Chrysler Museum in Auburn Hills. It was advertised, Hammoud said, using the social media platforms of Instagram and Facebook.

"This is the first time we've done something like this at Fiat Chrysler," Hammoud said. "I knew we have a great facility with open parking and we

thought it would be great to do something like they do in California where people get together to compare the makes and models of their favorite cars."

Hammoud said that the plan is to have similar gatherings every first Saturday of the month for the next few months.

The actual event was pretty

CONTINUED ON PAGE 3



Crowds gathered outside the Walter P. Chrysler Museum May 7 to discuss cars and compare makes.

Industry May Be Looking at 20 Million in Sales by 2018

by Jim Stickford

The future looks very bright for the U.S. auto industry. So bright, in fact, said US Auto analyst in Equity Research for Merrill Lynch John Murphy, the industry should be able to make and sell 20 million vehicles in the year 2018.

Murphy presented his analysis, which he did for Merrill Lynch and Back of America, at a special luncheon sponsored by the Automotive Press Associa-

tion at the Detroit Athletic Club May 11.

Murphy said his analysis was based, in part, on the theory that sales success and market share can be predicted based on the rate of introduction of new models.

"I know when I say 20 million sales in the year 2018, I get a few raised eyebrows," Murphy said. "In 2008, when the market collapsed and credit froze, car sales dropped to 10 million units. I don't think we'll ever see a down-

turn like that again. Right now we're on an upturn."

Murphy said his analysis shows that between credit being available, economic prosperity in the general population and replacement cycle of cars on the road, 20 million sales in 2018 is very possible.

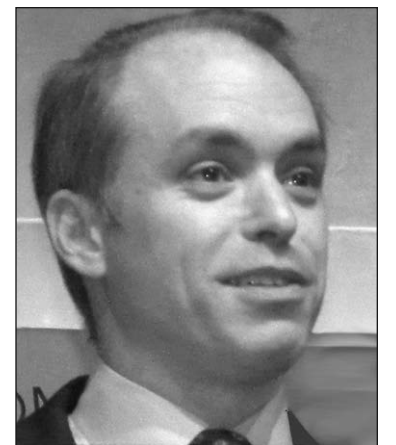
And which automakers capture sales that year will be determined, in large part, by which ones have the freshest products in the marketplace, he said.

By that reckoning, GM should

be in very good shape for the next few years, Murphy said.

GM will have a strong mix of SUVs, CUVs and pickup trucks in the next few years, Murphy said. These are the vehicles that are becoming more popular with the buying public. Traditional sedans, on the other hand, are stagnating in sales. And GM will be introducing a lot of refreshed or redesigned models just as the market is peaking.

CONTINUED ON PAGE 2



John Murphy

Ssshhhh! Wind Noise Being Tested

Consumers want quieter vehicles – it's a leading purchase consideration among those looking for a new car, said Ford spokeswoman Deeptie Sethi.

So Ford has come up with a better way to make its vehicles even quieter – the world's first fully mobile aeroacoustic wind tunnel.

This is an innovative, patent-pending test system that allows for sources of unwanted wind noise in early production vehicles to be identified faster and solutions developed sooner, Sethi said. In the end, customers drive away in cars designed with a quiet interior that's so essential to delivering a refined vehicle experience.

"This project was born from a desire to be the best when it comes to controlling and limiting the cabin noise customers are so sensitive to," said Bill Gulker, Ford Wind Noise Core supervisor. "And our new mobile wind tunnel saves our engineers time and increases productivity. It's a fine example of the innovation mindset we're trying to incorpo-

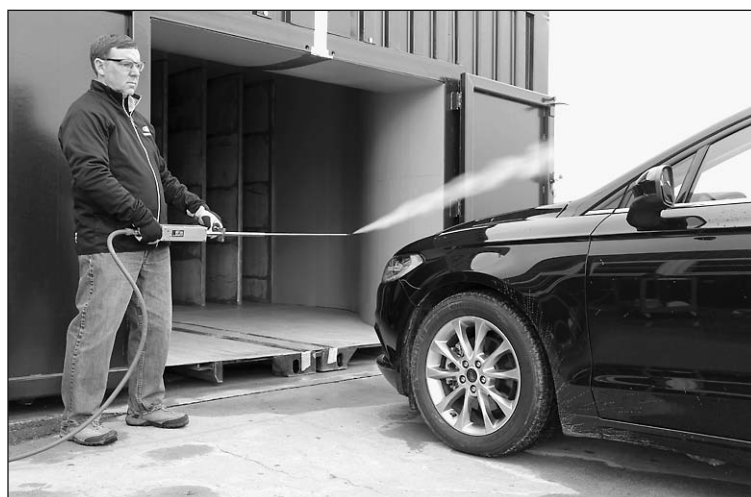
rate into everything we do."

Ford's new wind tunnel debuts at Flat Rock Assembly Plant – joining a growing fleet of mobile testing facilities including three environmental evaluation chambers, Sethi said.

Changing the business of quiet full-sized aerodynamics labs, such as Ford's main wind tunnel in Allen Park, the portable tun-

nels are outfitted with the latest in sensitive measuring and analysis equipment. These office-building-sized facilities are specialized for advanced aerodynamic and aeroacoustic development work on future models, with each facility costing about \$50 million. Due to the special-

CONTINUED ON PAGE 2



Ford engineer uses smoke nozzle to test a vehicle's wind noise.



Some of Fiat Chrysler's Italian vehicles were displayed at May 10 event.

Problem with Designing for Future: What Will Future Be?

by Jim Stickford

The problem with predicting the future is that it's always changing. At least that was the message from Tim Anness, director of Advance Design at Fiat Chrysler, at the Italian Technological Excellence in the U.S. symposium May 10.

The event was held on the campus of Wayne State Universi-

ty in Detroit. Anness' topic of discussion was "Designing for the Future."

The problem, Anness said, with designing for the future is that no one knows what the future will be.

"Bill Gates said that we often overestimate the amount of change that will take place in the

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Ford's Portable Wind Tunnel Saves Time

CONTINUED FROM PAGE 1

ized instruments and cost, running time for these machines is precious.

Ford's new mobile wind tunnel costs a fraction of what a full-sized lab costs, Sethi said. Because testing requires only a steady stream of highway-speed wind, many of the large and sensitive instruments of a full aero lab aren't required. But high-tech, in-cabin sensors like the Aachen head and Noise Vision can still be used.

With an on-site wind noise facility, Ford factories can pull more sample vehicles directly from the line and test them with no delay – ending the time and complexity of shipping cars back and forth across the country.

Issues requiring assembly process refinement can be detected and resolved earlier, since everybody involved is on hand.

"Now, we're able to detect even the most subtle noises," said Gulker. "We can identify an area in need of improvement, have key people gather, communicate quickly, and resolve the issue without delay."

Similar in concept to a full-scale wind tunnel laboratory, the heart of the mobile facility is built inside two 53-foot shipping containers. Each includes aero-acoustic vanes and internal ducting to provide smooth, controlled airflow at the nozzle end of the machine, while two 16-bladed, six-foot-diameter ducted fans – each powered by a 250-horsepower electric motor – deliver a maximum blast of 80 mph wind. A series of doors around the containers ensure the sections remain secure during transport or storage.

The operation can be broken down within a day, shipped to any Ford North American assembly facility via truck, then re-assembled at the new site and be ready for testing within hours.

In spite of the machine's huge power, Sethi said it registers just 75 decibels at a distance of six feet from the test area – roughly equivalent to a telephone dial tone.

Mott Family Gets State Honor

FLINT, Mich. (AP) – A ceremony has been held to dedicate a historical marker at Applewood Estate in Flint, the family home of automotive pioneer Charles Stewart Mott.

The state marker was unveiled May 5 in celebration of the estate's 100th anniversary. The program was held on Applewood's grand opening day, marking the launch of free, public tours for the first time inside the historic house.

The Ruth Mott Foundation owns and operates the estate. Charles Stewart Mott was a founder of General Motors. Both he and his late wife were philanthropists.

Connectivity, Car-Sharing Top GM's Sustainability List

GM's most recent sustainability report, issued on May 10, has some interesting things to say about the future of people's relationships with automobiles.

The report stated that the rules of vehicle use and ownership are changing rapidly, said GM spokeswoman Becky Price. Connectivity, car-sharing, alternative propulsion and autonomous vehicles are key elements toward a future of safer, cleaner and more efficient mobility options for customers.

"We see tremendous potential in these technologies and the long-term benefits for our customers and communities around the world," said GM Chairman and CEO Mary Barra.

"The GM team is looking to lead this transformation of personal mobility and will continue to deliver on our commitment to responsible manufacturing."

Independent third parties have also recognized GM's progress, Barra said.

"GM is quickly and appropriately adapting its business to our rapidly changing world, from addressing climate change through public policy advocacy to helping move electric vehicles into the mainstream," said Mindy Lubber, president of Ceres, a



GM CEO Mary Barra with 2015 Chevy Corvette Stingray

nonprofit advocating for sustainability leadership.

The interactive report outlines strategic technology investments that are helping GM strengthen its core business and reshape the future of personal mobility.

Here are some highlights:

- The road to autonomous vehicles. GM is using its 20 years of OnStar connectivity expertise to enable advanced safety technologies and car-sharing. GM is paving the way for autonomous vehicles and vehicle-to-infrastructure technology. These ef-

forts will help reduce congestion, crashes and pollution.

The company is working with stakeholders to create the largest V-to-I enabled corridor in the U.S. on 120 miles of Metro Detroit freeways. It also will bring SuperCruise, the industry's first semi-autonomous driver-assist technology, to market next year on the Cadillac CT6.

- Urban mobility. Earlier this year, the company launched its Maven car-sharing brand and invested \$500 million in a strategic alliance with rideshare provider

Industry May Be Looking at 20 Million in Sales by 2018

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"We forecast GM's product cadence to remain solid in model years 2017-2020 as the company launches a dozen new CUVs and its next-gen trucks," Murphy said. "There is a slight slow start in model year 2017 and there is a surge of product with all-important nameplates like the Chevrolet Traverse and Equinox in model year 2018. There is further follow-through in model year 2019, with the new Chevrolet Silverado and GMC Sierra and in model year 2020 with the full slate of SUVs."

Murphy said this acceleration of truck introductions is a result, in part, of fierce competition within that market segment.

So, Murphy said, GM's vehicle replacement rate of 88 over the next four years is above the industry average and should serve the company very well at a time when vehicle sales are predicted to reach record heights.

Murphy said that Ford, for many of the same reasons as GM, is also in pretty good shape to capture sales and market share in the next few years. The company's product replacement rate

between model years 2017 through 2020 is 86 percent – just below GM, but better than the industry average during that same period of 81 percent. But there is one caveat.

"As management remains focused on maximizing profit," Murphy said, "market share may be traded for higher prices and higher profits. Ford's replacement rate is ok in model years 2017 and 2018," Murphy said. "But in the first two years, Ford is somewhat overweight in cars, but in the last two years there is an extreme shift toward CUVs and trucks that should drive the portfolio mix materially better."

As for Fiat Chrysler, Murphy said the company has been relatively successful in working through a lull in product replacement. The company's replacement rate should accelerate strongly in the model years 2017 through 2020.

The new Pacifica, introduced in model year 2017, as well as the Ram 1500 and Jeep Wrangler, both getting new versions in model year 2018, should really help Chrysler's sales, Murphy said.

Overall, Murphy said, Fiat

Chrysler's vehicle replacement rate over the next four model years is just below Ford and GM at 84 percent. That's better than the industry average of 81 percent. And the company is "over-indexed to CUVs with nine launches. This bodes well for the mix ratio for the next few years to come."

While Detroit automakers have jumped on the CUV/SUV/Truck bandwagon at the right time, other OEMs haven't been as prescient, Murphy said. He noted that Toyota's replacement rate is 79 percent compared with the industry average of 81 percent. And its mix is skewed toward mid-sized and large cars – a new Camry will be launched in model year 2018 and a new Avalon in model year 2019 – at a time when car popularity is not as strong as in the past.

Murphy also said that Toyota's replacement rate is "slightly over-indexed to small cars because of the launch of the Corolla in model year 2020 and the Yaris in model year 2019."

Honda, Murphy said, has the highest replacement rate of Japanese automakers – 85 percent – and the company's focus

Lyft. Chevrolet also is building the affordable, all-electric Bolt EV, which will offer a more-than-GM-estimated 200 miles a charge.

- Focus on fuel efficiency. GM is addressing climate change, in part, by continuing to provide customers with fuel-efficient models across each vehicle segment given that 77 percent of the company's carbon footprint comes from driving. Nine models get an EPA-estimated 40 mpg on the highway or better, up from six last year. GM's electrified vehicles on the road increased 9 percent to 196,861 vehicles.

- Carbon reduction. Last year, Barra and 12 other automotive CEOs convened through the World Economic Forum committed to the vision of decarbonizing automotive transport. GM also signed the White House American Business Act on Climate Pledge, advocating the economic opportunity in addressing climate change.

The company is also aggressively pursuing ways to use more renewable energy. Two wind deals in Mexico and Texas will add 64 megawatts to its 106-megawatt global portfolio, enabling GM to achieve its renewable energy target four years early.

of well-planned four- to five-year product redesign cycles should serve the company well.

Nissan, on the other hand, is at a risk of losing market share from a lack of product direction and a product replacement rate that lags behind the industry.

Kia and Hyundai's product mix that skews toward small and mid/large cars creates risk, Murphy said. He and his colleagues note that the product replacement rate of 76 percent makes erosion of market share over the next four years possible. And there is also risk to vehicle pricing, which affects profits.

After giving his speech, Murphy answered some questions. When asked about Tesla, Murphy said he was skeptical that the company could build 500,000 vehicles a year in one factory. He noted that no company has done that before.

But even if Tesla as a company fails, Tesla as a concept will have made a huge contribution to the auto industry because the company has spurred GM and other automakers to create new products and develop technology that wouldn't have otherwise been created.

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Chrysler Design Hosts 'Cars and Coffee'

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simple, Hammoud said. People brought their cars for display and there was a food truck to provide the coffee. The event began at 8 a.m. and was scheduled to last a couple of hours.

"I have to say that we're pleased that so many people have shown up," Hammoud said. "We haven't taken a formal count. There aren't any contests and we aren't charging to attend, but I'd guess that there are at least a couple hundred different cars."

Hammoud said that he brought his own special car to the event. It's a late model Audi V10 R8.

"Ralph Gilles calls us interior ninjas because we specialize in interior craftsmanship."

— James Scituro, Interior Engineer FCA

"I've always had an affinity for German cars," Hammoud said. "I spent last night putting in a new exhaust to make the event today. I've owned the Audi for a month-and-a-half."

When asked why he would put in a new exhaust, Hammoud said simply "to make it sound louder."

He added that putting in the new exhaust was a chore.

"To put it in, I had to basically take the entire rear end off," Hammoud said. "It's an involved process. I did the work myself. I don't like others working on my car if I can help it."

Hammoud said in addition to the number of people who brought their cars to show off, he was also pleased with the variety of different vehicles. They ranged from antiques to souped-up hot rods to Ferraris.

"At events like this, you don't usually see \$300,000 super cars," Hammoud said.

The event allowed families to bond over their love of cars.

James Scituro, a vertical craftsman for Interior Engineering at Fiat Chrysler brought his son Dominic to the event. He also brought his 2012 RT Super Track Pack Challenger.

Dominic, who is 16 and drives a 2016 Jeep Patriot, said he's a bit of a car guy himself, but his dad is the real buff in the family.

"Ralph Gilles calls us interior ninjas because we specialize in interior craftsmanship," James Scituro said. "I was hired in 2009 because, for many years, Chrysler's interiors weren't all they could be. My team was put together to make the company's interiors go to the next level."

Scituro said he bought the RT Super Track Pack Challenger because he is now working for Chrysler. His previous hobby car was an Audi.

"When it was time to get a new car, I got the Track Pack," Scituro said. "I always loved Chrysler muscle cars. So I got this car, and I drive it all year long. It's not just a show car. All year long includes winter. I keep it clean by hand-washing."

Jeff Meyers brought his 2014 Corvette Stingray to the event.

"I worked for Chrysler for 33 years," Meyers said. "I started out in Highland Park and ended up in Auburn Hills. I took retirement a couple of years ago. I bought my first 2008 Corvette from a friend whose father died. I got it in 2013. It had 40,000 miles on it and I had it for a year."

But when the new Stingray

came out in 2014, Meyers really wanted one. A friend kept telling him that he could get Meyers an employee discount.

"He emailed me three times, urging me to get the Stingray," Meyers said. "On the third email, I said I was ready."

Meyers went online and found the exact car he wanted and bought it in one day.

"I love my Z-51 7-speed manual transmission Stingray," Meyers said.

"When people ask me why I got a manual, I tell them that when I drive a car I want to drive it. With this car you're an active participant, you don't just sit there."

When Meyers got the invite to the event, he double-checked to



The Scituros with their 2012 Super Track Pack RT Challenger.

make sure non-Chrysler cars were allowed.

"Of course non-Chrysler cars are allowed," Hammoud said.

"This is an event for car lovers, all car lovers. But you have to admit that Fiat Chrysler fans have a lot of nice cars here."

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DRIVE AND DISCOVER

Jeep RAM

Problem Designing For Future: What Will Future Be?

CONTINUED FROM PAGE 1

next two years, but underestimate the amount of change that will take place in the next 10 years," Anness said. "Where do we go? I don't know."

What we do know, Anness said, is that by 2025 the world's population should reach eight billion people and that we will be more urban and less rural.

"But I will also say that betting on the most likely future leaves you vulnerable to being blindsided," Anness said. "Who saw Trump and Clinton a year ago?"

Technology is changing so quickly, Anness said. He showed the audience a picture of SpaceX, a rocket built by industrialist Elon Musk that had landed on a platform in the middle of the ocean.

"This was the fifth time they tried this maneuver," Anness said. "The first four times, they failed, but they succeeded on the fifth."

That's a huge change in the world of technology. And, Anness said, Fiat Chrysler recently went through its own huge change with its deal with Google, which will work on 100 Pacifica minivans and test Google's automated driving technology.

"The real question OEMs will have to wrestle with," Anness said, "is how we pay for this technology. We do know that people will pay for experiences. It's not cheap to go to Starbucks, but we know people will pay for the experience of being at a Starbucks to get a cup of coffee."

That might be anything from a vacation in a foreign land to being able to drive fast, Anness said. So he sees the job of Fiat Chrysler as building the company's various brands, which include Dodge, Ram, Chrysler, Fiat Alfa Romeo and Maserati.

Who doesn't enjoy driving a Hellcat or a Maserati, Anness said. That's quite an experience. The new Pacifica was designed to be a family experience, so the wi-fi technology was built around that concept. Now people can stream movies and music directly to their devices.

Whatever technology Fiat Chrysler puts in its cars should help the overall experience of driving one of the company's vehicles, Anness said. And as a designer who is passionate about cars, it's his job to share that passion with the engineers and craftsmen who will design and build these cars.

And hopefully, Anness said, this shared passion will result in the kinds of experiences that drivers want. New technology is coming, but whatever technology grabs the fancy of the public will be tech that helps the driving experience.

Michigan, China Create Formal Relationship

LANSING, Mich. (AP) — Gov. Rick Snyder's office says Chinese government officials have signed documents that will boost investment between China and Michigan.

Snyder's office announced May 11 that Chinese officials visited May 10 to sign documents designed to improve trade. One memo would set up a "sister state agreement" between Michigan and Guangdong Province.

Snyder says Michigan is one of the first states to establish a formal relationship with China.

A state board in March authorized \$5 million to attract Chinese investment by starting a non-profit center to identify opportunities.

Happy Birthday ACDelco

That first century just flies by. On May 11, 1916, General Motors founder William C. "Billy" Durant assembled a dream team of premium automotive brands into a new company called United Motors Corporation – the forerunner of ACDelco – to provide a single source for service and replacement parts to the growing number of car buyers, said GM spokesman Tom Rippinger.

ACDelco is celebrating its 100th birthday not only by reflecting on its deep heritage, but planning its future as the automotive industry is being transformed again, Rippinger said. The brand that flew over the Atlantic with Charles Lindbergh and Amelia Earhart; on the race-track with Dale Earnhardt, and into outer space on Apollo moon missions is leveraging its GM roots to understand the advanced powertrains, telematics and technologies that will reshape the future for everyday motorists.

"No business achieves this kind of a milestone by itself, and we're grateful for the support of our parts customers and employees who've helped make ACDelco what it is today," said Robert Sanford, general director, ACDelco. "We're honored that so many insist on using ACDelco parts, and we're looking forward to another 100 years of aftermarket leadership."

Since its birth in Flint, ACDelco – the true GM Original Equipment aftermarket parts brand – has evolved into a global force in the automotive aftermarket, Rippinger said. Its catalog of more than 90,000 parts across 37 lines undergoes rigorous testing and validation cycles to ensure quality, fit, form and function.

In addition to premium parts, ACDelco was among the first af-

termarket providers to focus on the importance of training technicians on proper installation techniques. Another earlier iteration of ACDelco – United Motors Service – offered its first course in automotive air conditioning repair in the 1970s, at each of its 30 GM Training Centers across the U.S.

ACDelco, Rippinger said, is marking its centennial several ways,

- Honoring its top Professional Service Center stores; giving 100 scholarships to future technicians attending GM Automotive Service Educational Program (ASEP) college programs; and helping families in need during Day of Service events throughout the country. During the Day of Service events, ACDelco will partner with the GM Foundation and Safe Kids to perform repairs and offer child seat safety inspections free of charge.

- Top Shops: Through July 30, ACDelco is accepting nominations for its Top Shops contest, which will reward members of ACDelco's Professional Service Center (PSC) program who practice the best service, customer care and community engagement.

Five Grand Prize winners – and their guests – will win a trip to Las Vegas and receive special recognition by ACDelco at the Automotive Aftermarket Product Expo (AAPEX) show Oct. 31 through Nov. 3. Go to acdelco-sctshops.com for information and nomination requirements.

- "100 Years, 100 Futures": ACDelco is investing in the next generation of technicians by teaming up with the General Motors Automotive Service Educational Program (ASEP) to distribute 100 scholarships to students pursuing careers as automotive technicians.

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Roush Has New F-150 SC Truck For the Public

The new 2016 Roush F-150 SC pickup, designed, engineered and tested by Roush Performance of Plymouth Township for on- and off-road power, durability and looks, is now shipping to Roush Performance dealerships across the United States, said Roush spokesman Gregg Voss.

The pre-title 2016 Roush F-150 SC comes with a 5.0L V8 engine from Ford. Adding the fully integrated and calibrated Roush F-150 5.0L V8 Phase 1 Supercharger Kit, featuring the Roush R2300 TVS (Twin Vortices Series) supercharger, boosts power to an incredible 600 horsepower and 557 lb.-ft. of torque. The truck comes with a three-year, 36,000-mile limited warranty, Voss said.

"The high-performance lifestyle is what drives our customers, and that's equaled only by the passion Roush Performance's people have for designing and engineering American-made vehicles like the 2016 Roush F-150 SC with raw power, looks and legacy that meets that need," said Justin Schroeder, director of Vehicle Operations.

On-demand power and torque comes from the Roush TVS 2300 supercharger, which features twin four-lobe rotors twisted to 160 degrees. When applied to the 2016 Roush F-150 SC, it increases horsepower by 56 percent over stock (+215 hp) and torque by 44 percent (+170 lb.-ft.).

The 2016 Roush F-150 SC also sets a high standard when it comes to appearance, Voss said. Roush exterior components include front grille and fender flares, both with clearance lighting; front bumper cover; square "R" hitch cover; and license plate and frame.

Suppliers, OEMs Connect, Thanks To AIAG System

The Automotive Industry Action Group (AIAG) has created a new online portal to help connect OEMs and suppliers who have lost returnable transport items (RTIs) with those who have found them.

The RTI portal facilitates the process of locating lost RTIs (called orphans) and clearing them from the factory floor or warehouse where they were left. The goal is to save time and money by accelerating the search and recovery process, said AIAG spokesman Greg Creason.

"Often, a company has RTIs on site that they know belong to someone else, but they don't know how to get in touch with the owner or arrange a pickup," said Lang Ware, director of Supply Chain Products and Services for AIAG.

"The AIAG RTI Portal allows companies to list their RTIs or find out who is the rightful owner of an RTI left in their facility."

Creation of the RTI portal is a direct result of the industry asking AIAG to develop a program for orphan containers piling up in their assembly plants and factories, Creason said. The containers - which range from small to elaborate - cannot be reused by the company that receives them because they are designed for specific parts manufactured by the container's owner.

Accessible only by AIAG members, the AIAG RTI Portal is a free service that lists RTIs - including photos and descriptions - to help the owner locate and re-claim them. "Often, the rightful owner doesn't even realize the container is missing," said Ware.

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NO EMPLOYEE DISCOUNT REQUIRED MALIBU 2016



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Technology Pushes Buttons Of New Vehicle Customers

CONTINUED FROM PAGE 1

services remain a staple of OnStar, Colley said the company has expanded to offer customer-driven mobility solutions that create a personalized experience for GM and Maven customers.

By integrating technology to meet the needs of its customers, including the largest deployment of Apple CarPlay, Android Auto and 4G LTE in the industry, said Colley, GM is focused on delivering connected solutions that create personalized, seamless, on-demand experiences.

With an omni-channel approach, the connected experience doesn't end inside the vehicle, Colley said. Customers can stay connected to their vehicle on the web with Owner Center and with their mobile device.

Below are some of the connected vehicle solutions available to GM and Maven customers today.

GM, Colley said, has more 4G LTE vehicles than any other automaker, with nearly 3 million Wi-Fi-enabled vehicles on the road connected by OnStar 4G LTE.

Today, owners can use 4G LTE to connect up to seven mobile devices to a built-in Wi-Fi hotspot. In the future, the 4G LTE platform will allow customers to update certain systems after a vehicle purchase.

The OnStar RemoteLink mobile app has 2.5 million active users in North America, Europe and China, Colley said. The app is used more than 10 million times every month to remotely start, lock and unlock vehicles, get vehicle data, send directions to the car and more.

In the first quarter of 2016, the app was used for more

than 50 million interactions.

And that's not all, Colley said, Available round-the-clock via an OnStar advisor or the RemoteLink mobile app, OnStar AtYourService provides customers with valuable merchant and retailer offers tied to points of interest, locations and destinations.

To date, customers have opened more than 600,000 money-saving offers from participating partners such as Dunkin' Donuts, Parkopedia, ExxonMobil, Groupon and more.

Additionally, more than 10,000 hotel reservations have been booked using Priceline via AtYourService.

Every month, nearly 5 million customers receive a Vehicle Diagnostics Report providing them with a comprehensive evaluation of their vehicles' key operating systems, Colley said.

Soon, customers will have access to Proactive Alerts, which will notify them of potential vehicle component issues before performance is affected.

And the addition of new automotive technology just doesn't end at features in a vehicle, Colley said.

Even those who don't own a GM vehicle now have access to OnStar services and features through recently launched urban mobility solutions.

Maven, a new car-sharing brand that was launched in Ann Arbor, New York City and Chicago, has already surpassed 1,000 registered users since opening up services. Working together with Lyft, GM also launched Express Drive, a short-term rental program that makes vehicles available to Lyft drivers at affordable rates.

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\$1629 total due at signing.
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NO SECURITY DEPOSIT REQUIRED!

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1500 • 4WD • DOUBLE CAB • SLE

\$34,995*

WAS \$44,855 SAVE \$9,860 OFF LIST



END OF MODEL SAVINGS!

Stock #8555-15
GM pricing plus tax, title, lic. & doc. fees

2016 GMC SIERRA

DENALI • 1500 • 4WD • CREW CAB

\$399*

36 MONTH LEASE GM PRICING \$239 SUPPLIER 10K PER YEAR



Stock #9245-16 • Deal #59371
\$2399 total due at signing.
GM pricing plus tax, title & lic.
Lease figured with dealer loyalty rebate.
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2015 GMC CANYON

4WD • SLE • EXT CAB

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WAS \$33,045 SAVE OVER \$5,400 OFF MSRP



GM employee pricing plus tax of \$174th plus title, & lic.

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Stock #4910-16 • Deal #59036
GM pricing plus tax, title & lic.
GM price must have Non GM in household set to expire 365 days from delivery.
NO SECURITY DEPOSIT REQUIRED!

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FWD • CONVENIENCE • 1SG

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36 MONTH/ 10K PER YEAR LEASE FOR ONLY \$1,834 DUE AT SIGNING



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

Stock #4592-16 • Deal #60929
GM pricing must have Non GM in household set to expire 365 days from delivery.
NO SECURITY DEPOSIT REQUIRED!

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FWD

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

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Slk. #4858-16 • Deal# 60590
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PER MONTH

2016 BUICK VERANO - SPORT TOURING GROUP

24 Months \$1,499 Due at Signing



LEASE FOR

\$249*

PER MONTH

2016 BUICK LACROSSE FWD - SPORT TOURING GROUP

24 Months \$1,499 Due at Signing



LEASE FOR

\$119*

PER MONTH

GMC TERRAIN SLE1 FWD

24 Months \$1,499 Due at Signing



LEASE FOR

\$233**

PER MONTH

2016 GMC SIERRA 1500 DOUBLE CAB SLE 4WD

24 Months \$1,499 Due at Signing



LEASE FOR

\$254**

PER MONTH

2016 GMC ACADIA SLE1 FWD

24 Months \$1,499 Due at Signing



Experience Our Premium Services

- Freshly made food and coffee at our Picasso Café Express
- Concierge service
- Schedule your service appointments online
- Friendly and knowledgeable staff
- All this makes for One Great Experience!

SELLERS

BUICK GMC

38000 Grand River Ave. | Farmington Hills, MI 48335
888-502-4098 | SellersBuickGMC.com

*Must qualify for GM Employee Purchase Program (GMS) and have a non-GM lease (1999 or newer) in the household that expires within 365 days from date of new lease. Plus tax, title, license, CVR, and doc fees. Includes acquisition fee. No security deposit required. 10K miles/yr lease. Amount due includes 1st payment. Must take retail delivery by 5/31/16. See dealer for details.**Must have a non-GM lease (1999 or newer) in the household that expires within 365 days from date of new lease or a current 1999 or newer GM lease in the household.

ONLY AT...

Jim Causley

ON GRATIOT AT 16-1/2 MILE

59th Anniversary Sales Event

OVER 900 VEHICLES AVAILABLE

LEASE PULL AHEAD IS BACK!

SEE DEALER FOR DETAILS.

We DO NOT Charge You a Doc Fee to do Your Paper Work! SAVE up to \$200!

And You Don't Pay a \$595 Acquisition Fee Up Front At Delivery

BUICK

WITH \$0 DOWN LEASING

NEW 2016 BUICK VERANO SPORT TOURING EDITION

- 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

Was \$25,385 Sale Price \$18,898* Stk. #B1911

GM EMPLOYEE & FAMILY LEASE

\$129* w/Conquest **\$159*** w/Lease Loyalty

EVERYONE LEASE

\$154* w/Conquest **\$184*** w/Lease Loyalty

\$0 DOWN • 36 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
- Sirius/XM Radio
- Intellink Radio System
- 4G LTE WiFi Onstar

Was \$24,990 Sale Price \$20,303* Stk. #B1919

GM EMPLOYEE & FAMILY LEASE

\$169* w/Conquest **\$194*** w/Lease Loyalty

EVERYONE LEASE

\$179* w/Conquest **\$204*** w/Lease Loyalty

\$0 DOWN • 39 MONTH LEASE • 10K

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

NEW 2016 BUICK REGAL PREM 2

- BOSE
- NAVIGATION
- HIGH INTENSITY HEADLAMPS
- 2.0 Turbo
- Power Heated Leather Seats
- Alum Wheels
- Fog Lamps
- Bluetooth
- Rear Back Up Camera
- Keyless Entry
- Push Button Start
- Remote Start
- Rear Back Up Camera
- Push Button Start
- Remote Start
- Stabilitrak
- Dual Air Bags
- Side Curtain Air Bag
- INTELLINK
- 4G LTE WiFi/Onstar
- Sirius/XM Radio

Was \$32,490 Sale Price \$25,465* Stk. #B1499

GM EMPLOYEE & FAMILY LEASE

\$169* w/Conquest **\$209*** w/Lease Loyalty

EVERYONE LEASE

\$219* w/Conquest **\$259*** w/Lease Loyalty

\$0 DOWN • 24 MONTH LEASE • 10K

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

ALL NEW 2016 BUICK CASCADA

PREMIUM • CONVERTIBLE • LEATHER PKG

Was \$36,990 Sale Price \$32,862* Stk. #B1765

GM EMPLOYEE & FAMILY LEASE

\$338* w/Conquest **\$365*** w/Lease Loyalty

EVERYONE LEASE

\$353* w/Conquest **\$379*** w/Lease Loyalty

\$1499 DOWN • 39 MONTH LEASE • 10K

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

NEW 2016 BUICK LACROSSE

SPORT TOURING • HEATED LEATHER SEATS

- 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
- Spoiler
- Rear Cross Traffic Alert

Was \$35,385 Sale Price \$26,364* Stk. #B1724

GM EMPLOYEE & FAMILY LEASE

\$209* w/Conquest **\$224*** w/Lease Loyalty Own or Lease

EVERYONE LEASE

\$249* w/Conquest **\$265*** w/Buick Loyalty Own or Lease

\$0 DOWN • 36 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
- Rear Backup Camera
- 19" Aluminum Wheels
- 4G LTE WiFi/Onstar
- Sirius/XM Radio
- Premium Michelin Tires

Was \$36,990 Sale Price \$32,352* Stk. #B1924

GM EMPLOYEE & FAMILY LEASE

\$279* w/Conquest **\$307*** w/Lease Loyalty

EVERYONE LEASE

\$294* w/Conquest **\$322*** w/Lease Loyalty

\$0 DOWN • 36 MONTH LEASE • 10K

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

WE ARE PROFESSIONAL GRADE

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/DnStar
- Remote Start

Was \$27,925 Stk. #T2089

GM EMPLOYEE & FAMILY LEASE

\$139* 24 MONTH LEASE 10K

EVERYONE LEASE

\$166* 24 MONTH LEASE 10K

GM EMPLOYEE & FAMILY PURCHASE

\$21,599*

EVERYONE PURCHASE

\$22,599*

\$999 DOWN W/COMPETITIVE LEASE OR \$1999 DOWN W/LEASE LOYALTY

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

0% APR FOR 60 MONTHS PLUS \$3850 CASH BACK

GM EMPLOYEE & FAMILY LEASE

\$228* 36 MONTH LEASE 10K

EVERYONE LEASE

\$249* 36 MONTH LEASE 10K

\$959 DOWN W/COMPETITIVE LEASE OR \$1999 DOWN W/LEASE LOYALTY

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

NEW 2016 GMC SIERRA 4X4 DOUBLE CAB SLE

- Alum Wheels
- UTICA
- Power Windows/Locks
- Deep Tinted Glass
- Cruise
- Bedliner Included
- 8" Touch Screen

Stk. #T1872

36 MONTH LEASE 10K **\$179***

24 MONTH LEASE 10K **\$199***

\$899 DOWN \$1599 DOWN

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

NEW 2016 GMC SIERRA 2500 HD 4x4 WITH 7-1/2' WESTERN PRO PLOW

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

Stk. #T1572

6 TO CHOOSE FROM

Starting at **\$35,995***

INCLUDES PLOW. TAX, TITLE AND PLATES ARE EXTRA.

NEW 2016 GMC CANYON CREW CAB SLE 4X4

- V6
- Power Windows/Locks
- Remote Start
- Cruise
- Remote Keyless
- Aluminum Wheels

Stk. #T1813

GM EMPLOYEE & FAMILY LEASE

\$227* 24 MONTH LEASE 10K

EVERYONE LEASE

\$277* 24 MONTH LEASE 10K

\$999 DOWN

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

SALES HOURS

MON & THURS 8:00AM-9:00PM

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

SATURDAY 10:00AM-3:00PM

OPEN SATURDAY MAY 21ST

SERVICE HOURS

MON & THURS 7:00AM-7:00PM

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

SATURDAY 8:00AM-12:00PM

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

586-465-8465 • 1-800-966-2287

*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 based on GM Employee & Family Pricing. GMC payments and purchase prices are quoted with GMC/Buick lease loyalty or competitive lease in household. GM Employee Competitive Lease must expire within 365 days. Payments & prices subject to change per GM incentives. Pictures may not represent actual vehicle. Canyon lease payments quoted with competitive lease or competitive make (99 or newer) in household. See dealer for details. Offer ends 5-23-16 at 9pm.

Automakers Get Better Fuel, Says Consumer Group

Automakers are doing more than ever before to meet national fuel efficiency standards, with 56 percent of available vehicle models matching or exceeding today's targets, according to a new analysis of 1,094 2016 models by the Consumer Federation of America (CFA).

"Fuel efficiency increasingly comes standard with new cars, trucks, and SUVs," said Jack Gillis, director of Public Affairs for CFA. "Even if you're in the market for a large pickup or SUV, you'd have to go out of your way to find a true gas guzzler."

Further, the vast majority of Americans want fuel-efficient vehicles, according to CFA's new consumer survey conducted in March by ORC International, Gillis said. Despite current low gas prices, 81 percent of consumers said gas mileage will be an important consideration next time they go shopping for a new car. The same percentage said they support federal fuel economy standards.

"It's no surprise that fuel efficiency is still a top priority as consumers have had a long history with volatile gas prices," said Gillis

Model year 2016 is the third in a row in which more than half of all passenger car and truck models offered for sale in the United States meet or beat the national standards. Gillis said it's important to note that automakers must meet fuel-efficiency requirements on an average basis across fleets' and vehicles' classes, so some models can be below the standard as long as others exceed them.

CFA found that highly efficient models achieving more than 30 mpg in on-road tests continue to proliferate, Gillis said, comprising 13.4 percent of available models this year, up from 11.7 percent last year. In 2008, only 1 percent of vehicle models achieved 30 mpg or more.

SUVs and pickups have become much more efficient, too, Gillis said. Overall, vehicles that get less than 16 mpg declined to just 4 percent of available models, down from 6.1 percent a year ago. These inefficient vehicles comprised 32.2 percent of available models as recently as 2008.

Mott Foundation, Others Pledge Funds for Flint

DETROIT (AP) – Ten foundations are pledging tens of millions of dollars toward helping Flint recover from the crisis spurred by lead-contaminated drinking water.

Researchers last year reported high levels of lead in the blood of Flint children, for whom the heavy metal can cause lower IQs and behavioral problems.

The organizations announced their support May 11, led by the Charles Stewart Mott Foundation. The Flint-based organization said it's committing \$50 million in new and existing grants this year and up to \$100 million overall during the next five years. The money aims to support efforts in six areas: safe water, health care, early education, nonprofits, community engagement and economic development.

Mott Foundation President Ridgway White says the "crisis is far from over" and more money is needed. The state so far has committed roughly \$70 million.

Other organizations making pledges include the Carnegie Corp. of New York and the Ford, Kresge, Robert Wood Johnson, Skillman and W.K. Kellogg foundations.