

## Connectivity, Car-sharing, Fuel Efficiency and Carbon Reduction 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

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

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GM CEO Mary Barra with 2015 Chevy Corvette Stingray



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

## Technology 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

## 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."

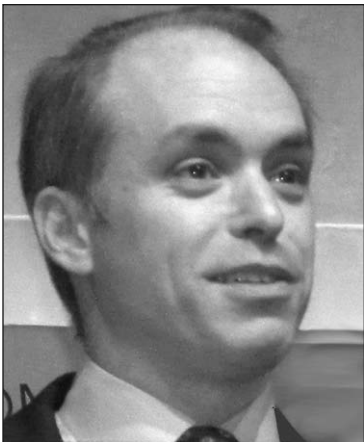
Murphy said his analysis shows that between credit being available, economic prosperity in the general population and replacement cycle of cars on the road, 20 million sales in 2018 is very possible.

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.



John Murphy

CONTINUED ON PAGE 2

### Y'all Come!



The annual Warren Rotary Spring Carnival began its 11-day run May 12 in the Warren City Square, just in front of City Hall on Van Dyke, across from the GM Technical Center. This photo was taken as the carnival was opening on the first day around 4 p.m.



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

## Sssshhh! 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.

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### Tech Center News

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## Takata Facing Further Fiscal Difficulties

TOKYO (AP) – Takata Corp., the Japanese auto-parts maker behind massive air-bag recalls, is expecting a return to profit for the fiscal year through March 2017, although it just agreed to recall millions of additional parts.

Tokyo-based Takata reported a loss of 13 billion yen (\$120 million) on May 11 for the fiscal year that ended in March – its second straight year of red ink.

It had originally forecast a profit, but revised that to a loss earlier this week. It racked up a 29.6 billion yen loss the previous fiscal year.

Takata forecast that it would return to the black in the current fiscal year, with a 13 billion yen (\$120 million) profit, although that did not take into account the latest recalls.

What lies ahead for Takata is largely unclear because automakers handling the recalls – which include many major companies such as Honda Motor Co., Ford Motor Co. and BMW – will bill Takata. And all the replacements are not yet done. Class-action lawsuits that Takata is almost certain to face will add to the ballooning expenses.

Scott Upham, CEO of Valient Market Research in Philadelphia, which tracks air bag sales, called the profit forecast “foolhardy,” saying that Takata will lose revenue from selling air bag inflators as automakers stop buying from the company. Also, automakers will start billing Takata for growing recall costs, he said.

The company, he said, is trying to push off recall costs until the next fiscal year so it can attract financial backing to save the business. “I would be very surprised if they’re able to announce a profit at year-end,” he said. “I think they’re really underestimating the OEMs’ (automakers) capability of getting that cost back.”

Most companies facing huge expenses place them on the books in the year they are discovered, although companies do have flexibility, said James Angel, associate professor of finance at Georgetown University.

“Generally, as soon as you know that expense is definite, you book the expense,” he said.

Takata air-bag inflators involved in the recalls can explode with too much force and spew shrapnel inside vehicles. The inflators are responsible for at least 11 deaths worldwide and more than 100 injuries.

# 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 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.

## Autonomous Cars Soon?

WINDSOR, Ontario (AP) – Fiat Chrysler CEO Sergio Marchionne says working with Google convinced him that self-driving technology is closer than he thought and could be on the road in five years.

“I don’t find it that unsettling,” Marchionne said last week. “I see this as having tremendous use in real life.”

FCA and Google announced a partnership two weeks ago. The companies will work together to add self-driving technology to 100 Chrysler Pacifica minivans for testing purposes.

This is the first time Google has worked directly with an auto company to install self-driving sensors and computers.

Marchionne discussed the partnership at a ceremony to mark launch of Pacifica produc-

tion at FCA’s plant in Windsor. The Pacifica is replacing the Chrysler Town and Country.

Some automakers have been reluctant to team up with tech companies because they want to own the technology in their cars. But Marchionne says it’s too early to say who will lead the transition to a self-driving future, so it’s smart for Fiat Chrysler to work with others and learn what it can.

“Making unequivocal bets and precluding development with others is a very dangerous path, at least in our view,” he said.

Marchionne said FCA and Google will have to work out specifics – like who owns the data in the cars – down the road.

“We need to get to the stage where the car is viable before we can discuss the spoils,” he said.

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Chevy is continuing to support youth baseball programs.

## Chevy Stays in the Game

Chevrolet and Major League Baseball will continue to play ball together.

Chevrolet, said GM spokesman Craig Daitch, has renewed its Major League Baseball (MLB) sponsorship, a partnership that dates back to 2005. Chevrolet will continue to be the Official Vehicle of Major League Baseball and also becomes the Official Automotive Sponsor of MLB and USA Baseball's Play Ball initiative.

Chevrolet is joining MLB and USA Baseball for the second season of the Play Ball initiative, Daitch said. It is a collaborative effort to encourage participation in baseball and softball activities among all age groups, especially youth. In addition to year-round local events, MLB and USA Baseball are holding an inaugural Play Ball Weekend that will feature youth baseball activities across the country.

"Chevrolet's partnership with Major League Baseball is a natural fit and allows the brand and our dealers to connect with generations of Americans on a personal level through the support of hometown teams at both the professional and youth levels," said Paul Edwards, U.S. vice president of Chevrolet Marketing.

"Providing young people with more access and opportunities to play baseball is an important priority for us," said Noah Garden, MLB Executive Vice President, Business. "Chevy's commitment to youth baseball aligns perfectly with the goals of Play Ball. This renewal displays an ever-increasing commitment to our partnership and to youth baseball players all over the country."

Since 2006, Chevrolet has been supporting baseball at the youth level in communities across the country through a grassroots, community outreach program called Chevy Youth Baseball, Daitch said. The program is geared toward bringing together a great American brand, Chevro-

let, with our National Pastime.

"At Chevrolet, we appreciate the power of play and the profoundly positive effect it has on kids. Baseball helps kids develop, connect with each other, and learn sportsmanship; and it brings families and communities together," said Edwards.

Participating youth baseball leagues receive equipment, sponsorship checks and fundraising opportunities from Chevrolet, as well as unique Major and Minor League Baseball experiences, such as exclusive instructional clinics.

In the last 10 years, Chevy Youth Baseball has donated more than 90,000 equipment kits, renovated 9,400 parks and impacted more than 5.2 million kids across the U.S., Daitch said.

## Connectivity, Car-sharing, Fuel Efficiency and Carbon Reduction Top GM's Sustainability List

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invested \$500 million in a strategic alliance with rideshare provider Lyft. Chevrolet also is building the affordable, all-electric Bolt EV, which will offer a more-than-GM-estimated 200 miles per 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 renew-

able energy target four years early.

GM's progress provides topline growth through new revenue streams such as \$1 billion from recycling and reuse in recent years, to bottom-line savings through greater efficiencies, such as \$237 million in energy savings since 2010.

GM was the only automaker to appear on the Dow Jones Sustainability Index in North America in 2015, and it earned perfect scores on climate change disclosure from CDP, a group serving more than 800 investors.

GM works with its dealers and supply chain to further

reduce its carbon footprint.

To date, 435 dealers joined the company's Green Dealer program and 77 percent of invited suppliers participate in an environmental efficiency program through CDP.

- Manufacturing responsibly. The automaker is on track to meet all of its 2020 global manufacturing commitments. Since 2010, the baseline year, GM has accomplished much, including 131 landfill-free facilities toward a goal of 150; reduced total waste by 22 percent toward a goal of 40 percent, and reduced water intensity by 10 percent toward a goal of 15 percent.

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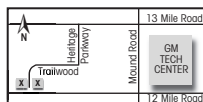


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Sssshh! Noise Being Tested

CONTINUED FROM PAGE 1

“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 incorporate 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 tunnels 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 specialized 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 – eliminating the time and complexity of shipping vehicles 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 aeroacoustic 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.

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. Foundation officials and members of the Michigan Historical Commission attended the ceremony.

Charles Stewart Mott was a founder of General Motors. Both he and his late wife were philanthropists.

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## 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](http://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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Stk.# 62024

ALL STAR EDITION, Power Window & Locks  
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**36 Month Lease/10,000 Miles**

**\$203\*** + Tax with \$0 Down

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NO SECURITY DEPOSIT REQUIRED

Stk.# 63445

8" Touch Screen Radio, Remote Start, Wireless Charging, Power Locks, Power Windows, Power Mirrors, Bluetooth, Onstar, XM Radio & More...

**36 Month Lease/10,000 Miles**

**\$187\*** + Tax with \$0 Down

NO SECURITY DEPOSIT REQUIRED

**2016 EQUINOX 1LT**

NO SECURITY DEPOSIT REQUIRED

Stk.# 62917

7" Touch Screen, OnStar/XM Satellite Radio MYLink Touch Screen Radio, Remote Keyless Entry Rear Vision Camera, Alum. Wheels & More...

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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 05/31/16.

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- Chevrolet Complete Care INCLUDED!
- 2.4L DOHC V6 Engine! • Rear Vision Camera!
- 7" Color Touch Screen MyLink Radio! • Bluetooth for Phone!
- OnStar with 4G LTE with built-in Wi-Fi hotspot!
- Remote Keyless Entry!
- Aluminum Wheels!

Stock#G29088

Was \$27,680 Sale Price \$21,017

**24 MONTH LEASE:**  
**\$153\*** OR **\$153\***

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

**ALL NEW 2016 MALIBU "LT"**

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

Stock#G29633

Was \$25,895 Sale Price \$20,999

**36 MONTH LEASE:**  
**\$159\*** OR **\$159\***

\$499 DOWN W/COMPETITIVE LEASE \$999 DOWN W/LEASE LOYALTY

**No Employee Discount REQUIRED on Our Most Popular Models!\***

**ALL NEW 2016 CRUZE "LT"**

- Chevrolet Complete Care INCLUDED!
- 1.4L Turbo DOHC Engine! • Automatic Transmission!
- OnStar with 4G LTE with built-in Wi-Fi hotspot! • Rear Vision Camera!
- 7" Color Touch Screen MyLink Radio!
- 2 Years of XM, OnStar Directions and 24 Gig of Wi-Fi!
- Remote Keyless Entry!
- Bluetooth for Phone!

Stock#G29992

Was \$21,995 Sale Price \$17,530

**24 MONTH LEASE:**  
**\$129**

\$999 DOWN

**2016 SILVERADO "LT"**

4X4 DBL CAB

- Chevrolet Complete Care INCLUDED!
- Ecotec3 4.3L V6! • Automatic Transmission! • GM Bedliner Included!
- Color Screen MyLink Radio with USB Ports! • Aluminum Wheels!
- OnStar w/4G LTE w/Built in Wi-Fi Hotspot!
- Steering Wheel Radio Controls!
- Remote Keyless Entry!

Stock#G27334

Was \$39,975 Sale Price \$31,031

**36 MONTH LEASE:**  
**\$199**

\$999 DOWN

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\*Pictures may not represent actual sale vehicle. All applicable incentives including competitive lease, conquest and/or loyalty offers have been deducted from Sale Prices/ Payments and are subject to change by the manufacturer without notice and are plus title, tax, plate and CTR fees and were valid at time of printing. Leases are 10,000 miles per year and a disposition fee may be required at lease turn in. \$1000 over Kelly Blue Book trade-in guarantee is for 2002-2014 vehicles. No branded titles. Certain restrictions apply, see dealer for complete details on all incentives/offers. Sale ends 5/31/2016 @ 6:00PM.

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# ED RINKE



**2016 BUICK REGAL PREMIUM II**

Stk. #B460867

LEASE FOR <b>\$119*</b> 24 MO. \$999 DOWN	PURCHASE FOR <b>\$24,519*</b>
--	----------------------------------

EXPERIENCE THE NEW BUICK

**2016 BUICK ENCORE**

Stk. #SXTQX

LEASE FOR <b>\$159*</b> 39 MO. \$0 DOWN	PURCHASE FOR <b>\$20,659*</b>
--	----------------------------------

**2016 BUICK VERANO 1SH - SPORT TOURING**

Stk. #B461266

LEASE FOR <b>\$69*</b> 24 MO. \$999 DOWN	PURCHASE FOR <b>\$17,995*</b>
---	----------------------------------

**2016 BUICK LACROSSE 1SH - SPORT TOURING**

Stk. #B460906

LEASE FOR <b>\$159*</b> 36 MO. \$999 DOWN	PURCHASE FOR <b>\$26,899*</b>
--	----------------------------------

**2016 BUICK CASCADA PREMIUM 1SP**

Stk. #B461016

LEASE FOR <b>\$229*</b> 39 MO. \$1,499 DOWN	PURCHASE FOR <b>\$32,859*</b>
--	----------------------------------

WE ARE PROFESSIONAL GRADE WE ARE PROFESSIONAL GRADE

**2016 GMC YUKON SLE • 4WD**

Stk. #G561721

LEASE FOR <b>\$299*</b> 36 MONTHS \$999 DOWN	PURCHASE FOR <b>\$44,995*</b>
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**2016 GMC ACADIA SLE-1**

Stk. #TFTJ22

LEASE FOR <b>\$219*</b> 36 MONTHS \$999 DOWN	PURCHASE FOR <b>\$28,779*</b>
---	----------------------------------

**2016 GMC SIERRA 4WD • DBL. CAB 1500**

Stk. #G561283

LEASE FOR <b>\$179*</b> 36 MONTHS \$999 DOWN	PURCHASE A 2015 1500 4WD • DBL CAB • SLE <b>\$34,349*</b>
---	--

**2016 GMC TERRAIN SLE-1**

Stk. #G562570

LEASE FOR <b>\$129*</b> 24 MONTHS \$999 DOWN	PURCHASE FOR <b>\$21,589*</b>
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\*All prices and payments include GM rebates. 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). All leases are 10,000 miles per year with approved S Tier credit. All leases are 24 months except for the GMC Yukon, Enclave, which are 36 month leases and Cascada and Lacrosse is a 39 month lease. All Vehicles shown are \$999 down. Deposition Fee may be required at vehicle turn in. Must have lease loyalty or Buick/GMC lease loyalty and/or conquest. Must have closing competitive lease. Prices and payments are plus tax, title, plate fee w/ acquisition fee up front, refundable security deposit required on certain vehicles - to be determined by lender. For Sierra, Acadia, Terrain must be trading in a non gm vehicle. \*\*\$3,500 trade in is valid on 2003 or newer vehicles w/ under 115k miles in driveable condition, no branded titles, reconditioning determined by appraiser. Certain restrictions may apply, see dealer for complete details. \*\* Exp date: 5/31/2016.

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**WE'LL GIVE YOU A \$3,500 MINIMUM FOR YOUR 2003 OR NEWER TRADE IN.**

**SILVERADO 2016 1500 • 4WD DBL LT**

Stk. #561869

LEASE FOR 24 MONTHS <b>\$169*</b> \$999 DOWN	PURCHASE FOR <b>\$31,789*</b>
--	----------------------------------

**2017 VOLT LT**

Stk. #470003

LEASE A LT 36 MONTHS <b>\$259*</b> \$999 DOWN	PURCHASE FOR <b>\$31,639*</b>
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**CRUZE 2016**

Stk. #461208

LEASE A LT 24 MONTHS <b>\$129*</b> \$999 DOWN	PURCHASE A LS <b>\$16,279*</b>
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**EQUINOX 2016**

Stk. #562357

LEASE A LT 24 MONTHS <b>\$119*</b> \$999 DOWN	PURCHASE A LS <b>\$19,629*</b>
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**MALIBU 2016**

Stk. #461295

LEASE A LT 36 MONTHS <b>\$149*</b> \$999 DOWN	PURCHASE A LS <b>\$19,379*</b>
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**CAMARO 2016 1LT**

Stk. #460564

LEASE FOR 36 MONTHS <b>\$289*</b> \$999 DOWN	PURCHASE FOR <b>\$25,489*</b>
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**TRAX 2016 LS**

Stk. #563005

LEASE FOR 24 MONTHS <b>\$89*</b> \$999 DOWN	PURCHASE FOR <b>\$15,539*</b>
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**TRAVERSE 2016 LS**

Stk. #562554

LEASE FOR 24 MONTHS <b>\$179*</b> \$999 DOWN	PURCHASE FOR <b>\$25,995*</b>
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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, Silverado, and Camaro are 24 month lease. Impala is a 39 month lease. 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. Deposition Fee may be required at vehicle turn in. 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 driveable condition, no branded titles, less reconditioning determined by appraiser. Certain restrictions may apply, see dealer for complete details. \*\* Expiration Date - 5/31/16.

## 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.



\*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.



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**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

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

**\$129\***

w/Conquest

**\$159\***

w/Lease Loyalty

**\$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

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

**\$169\***

w/Conquest

**\$194\***

w/Lease Loyalty

**\$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

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

**\$169\***

w/Conquest

**\$209\***

w/Lease Loyalty

**\$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

**\$338\***

w/Conquest

**\$365\***

w/Lease Loyalty

**\$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

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

**\$209\***

w/Conquest

**\$224\***

w/Buick Loyalty Own or 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

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

**\$279\***

w/Conquest

**\$307\***

w/Lease Loyalty

**\$294\***

w/Conquest

**\$322\***

w/Lease Loyalty

**\$0 DOWN** • 36 MONTH LEASE • 10K

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

**GMC**

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**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 Wi-Fi/DnStar
- Remote Start

Was \$27,925 Stk. #T2089

**\$139\***

24 MONTH LEASE 10K

**\$21,599\***

**\$166\***

24 MONTH LEASE 10K

**\$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

**\$228\***

36 MONTH LEASE 10K

**\$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
- Pwr Windows/Locks
- Deep Tinted Glass
- Cruise
- Bedliner Included
- 8" Touch Screen

Stk. #T1872

**\$179\***

36 MONTH LEASE 10K

**\$199\***

24 MONTH LEASE 10K

**\$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

**\$35,995\***

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

**\$227\***

24 MONTH LEASE 10K

**\$277\***

36 MONTH LEASE 10K

**\$999 DOWN**

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

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

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

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

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

**Jim Causley**

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**59 YEARS**

\*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.