



The Chevrolet Silverado was GM's top seller for the first half of 2016.

GM Soars to \$2.9 Billion Second Quarter Profit

DETROIT (AP) – General Motors' second-quarter profit more than doubled to a post-bankruptcy record \$2.87 billion on a strong performance in the U.S., where the company saw sales fall after it cut low-profit sales to rental car companies. It raised its earnings guidance for the year.

The company earned a record \$3.6 billion pretax profit in North America, made \$500 million on its joint venture in China and even eked out a \$137 million profit in Europe, its first five years. But it lost money in South America due to economic woes and profits were nearly halved in

international operations due to struggles in the Middle East.

Yet GM sees the good times continuing in the U.S., its main profit center, even though sales fell 4.4 percent during the first half of the year and its market share dropped a full percentage point to 16.6 percent, the lowest level since at least 1980.

Chief Financial Officer Chuck Stevens said the company's retail sales to individual buyers were up due to strong demand for high-profit pickup trucks and SUVs, plus the impact of redesigned

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Jeep Makes Unique 75th Edition Vehicle

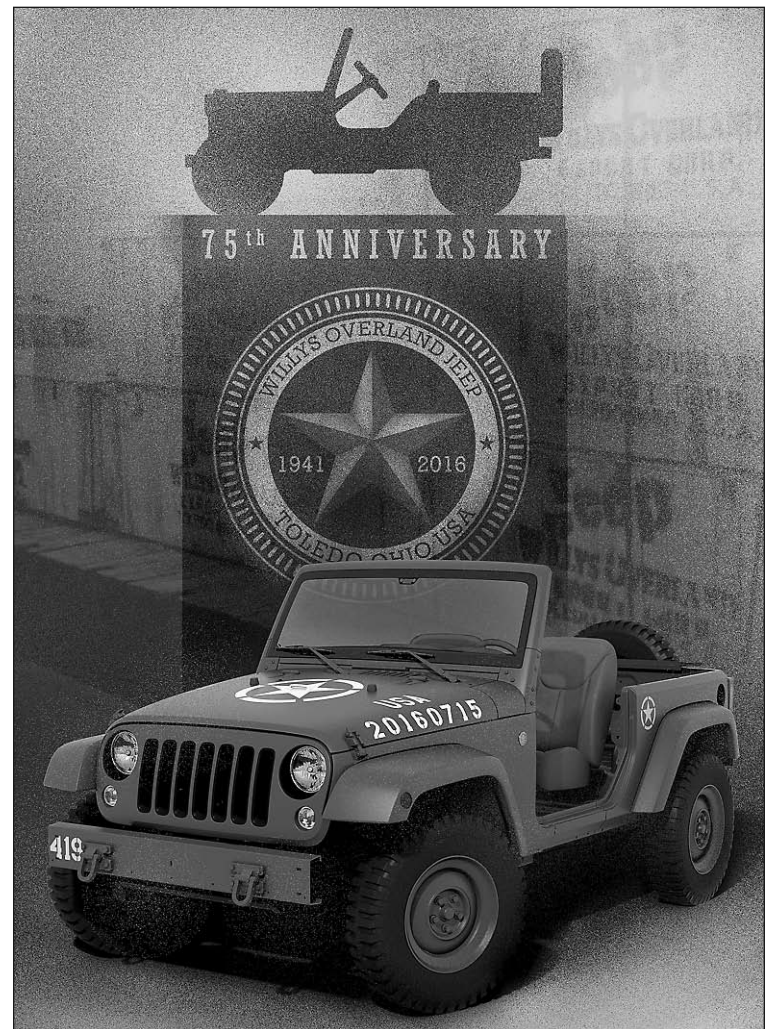
Sometimes to celebrate 75 years of something, you go back to the beginning. And that's exactly what Fiat Chrysler has done with the Jeep.

Since 1941, the Jeep name has symbolized a unique family of go-anywhere, do-anything vehicles – first developed for military use, and after 1945, continually adapted for a wide variety of civilian applications, said Fiat Chrysler spokesman Todd Goyer.

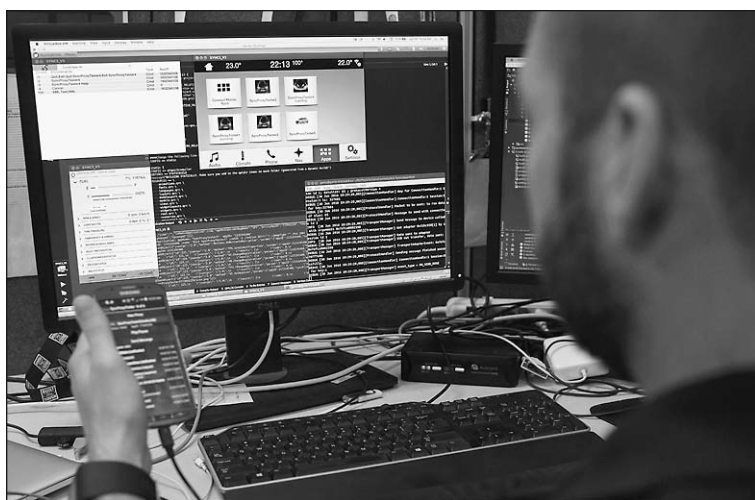
The Jeep brand is celebrating its 75th anniversary in 2016, and to mark the occasion, a commemorative one-of-a-kind Wrangler 75th Salute concept vehicle is being created as a tribute to the brand's legendary history and military heritage.

"We are creating this unique Jeep Wrangler 75th Salute concept vehicle in celebration of the brand's legendary history, and to demonstrate that 75 years later, today's iconic Jeep Wrangler is instantly recognizable and clearly connected to the original Willys MB," said Mike Manley, head of Jeep Brand – FCA Global. "Since they were first produced in 1941, Jeep vehicles have been the authentic benchmark for off-road capability, having mastered more terrain, led more adventures and provided drivers more freedom

CONTINUED ON PAGE 2



This special Jeep model is based on the original 1941 Willys version.



Ford's SYNC 3 AppLink Emulator develops apps for the car company.

Ford Moves Forward in Developing Apps

With more than 15 million SYNC-equipped vehicles on roads around the world today and 43 million expected by 2020, Ford is introducing a free tool for smartphone app developers aimed at making it easy and cost-efficient to develop in-car apps compatible with the company's SYNC 3 communications and entertainment system.

Downloadable from the Ford Developer Program website, Ford spokesman Alan Hall said the SYNC 3 AppLink Emulator is a software program that helps developers create AppLink-en-

abled apps by allowing them to test how their app will look and work on a SYNC 3 interface – without access to an actual vehicle.

"The SYNC 3 AppLink Emulator makes app development far more accessible to the developer community," says Dave Hatton, manager of mobile app development, Ford Connected Vehicle and Services. "We expect this tool to open the door to a host of new and exciting car-friendly apps from developers, both big and small, around the world."

The emulator allows a smart-

phone to connect to the developer's computer – just like it would normally connect to SYNC 3. The software platform then mimics SYNC 3 by connecting to the app running from the developer's phone. The user fine-tunes the look and functionality of the app, then can instantly see how the created features would appear on the in-vehicle touch screen.

The software allows developers to set certain conditions – such as vehicle speed, location, temperature and mileage – to

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Buick's Betting on SUV Models Pays Off

Buick's move to build SUVs has paid off. Small SUVs represent one of the fastest growing segments in the industry. U.S. sales of small SUVs have tripled since 2011, according to Polk registration data.

Buick Encore sales have accelerated this growth by nearly 30 percent since 2013, said GM spokeswoman Jennifer Korail, despite entries in the segment having more than doubled since the Encore hit showrooms in 2013. Today, one quarter of small SUVs on the road are Buicks.

"The Encore is a pioneering force in a segment hugely popular with customers, with one in four Small SUV owners in the U.S. today driving a Buick," said Duncan Aldred, vice president of Buick Sales, Service and Marketing. "The upcoming 2017 model doubles down on what's made it successful, like extensive soft-touch interior materials not offered by the competition."

Through the first six months of 2016, the U.S. has become En-

core's top market, with more than half of all sales coming from that market. In June, it reached 30 straight months of year-over-year sales growth, with more than half of new owners coming from outside GM brands.

When Buick announced it was discontinuing the Verano, IHS an-

alyst Tom Libby said that made sense because of the trend of the public preferring SUVs and CUVs.

"This trend has been going on since the turn of the century," Libby said.

In July, Encore is on pace for

CONTINUED ON PAGE 12



The 2017 Buick Encore has proven to be a great sales success.

AIAG Adds Harvath, Wagner To Board of Directors

The Automotive Industry Action Group (AIAG) has appointed Courtney W. Harvath, senior director, supply chain, Ryder System, Inc., and Jeffrey S. Wagner, corporate quality director, powertrain, and global quality director, Sealing & Gaskets Business Unit, Federal-Mogul Corporation, to its board of directors.

More than 20 executives from the automotive and transportation OEM and supplier community currently serve on the AIAG board, representing a cross-section of its member companies, said AIAG spokesman Greg Creason.

AIAG's board of directors is responsible for maintaining the organization's commitment to a seamless, efficient, and responsible supply chain by providing strategic direction and overseeing the organization's collaborative effort to build and enhance the industry's competitiveness, Creason said.

"AIAG is in a unique position to drive sustainable improvements within the automotive industry," said Harvath. "AIAG provides a robust platform for supply chain stakeholders of all sizes to effectively collaborate and ultimately drive change within the industry."

Harvath said that AIAG's ability to facilitate action-oriented work groups that develop new supply chain standards and best practices is paramount to evolving higher quality, stronger corporate responsibility, and more efficient supply chains.

"The AIAG leadership team and its network of industry volunteers are reshaping the automotive supply chain," Harvath said.

"AIAG is in a one-of-a-kind position in the transportation industry because it provides the only

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Info@DetroitAutoScene.com

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Jeep Celebrates First Version

CONTINUED FROM PAGE 1

than any other vehicle before or since.”

The “function over form” of the original Jeep military service vehicles is evident in this unique concept vehicle, Manley said. The Wrangler 75th Salute concept – a modern interpretation of the Willys MB – is based on a two-door Wrangler Sport and highlights rugged functionality with heritage design cues, including the absence of B-pillars and doors. The exterior features an olive-drab color scheme that was first seen on military vehicles 75 years ago and is present throughout the Wrangler 75th Salute concept.

Features, including 16-inch steel wheels wrapped in 32-inch military non-directional tires, hood latches, a rear-mounted spare tire, steel front and rear bumpers with tow hooks and low back canvas seats, echo the original military Jeep vehicles. Other features include custom wood hood blocks and side mirrors, as well as bronze commemorative fender badges.

The Jeep Wrangler 75th Salute concept vehicle is built on the same assembly line that has produced the Wrangler in Toledo.

Flat Rock Ford Plant Has Fire

FLAT ROCK, Mich. (AP) – A fire burned part of a Ford Motor Co. plant in southeastern Michigan, prompting an evacuation of part of the facility on July 20.

No injuries were reported after the July 20 evening fire at the Flat Rock Assembly Plant, which makes the Mustang.

Ford spokeswoman Kelli Felker tells *The Detroit News* a corner of the building caught fire and employees in that area were quickly evacuated. The fire was soon put out and she says it didn’t halt work in other areas of the plant.

Felker says the cause was under investigation. Flat Rock police Lt. Kevin Murphy tells the *Detroit Free Press* the fire started in racks outside. Fire Chief William Vack tells the *Monroe News* the fire was near truck docks, but smoke was kept from inside the plant.

Chrysler Honors Company’s Top Suppliers for Excellence

Fiat Chrysler presented 23 awards to the Company’s North American strategic supplier partners at the sixth annual Qualitas awards ceremony held at Sound Board at Motor City Casino Hotel in Detroit on July 15.

The awards recognize suppliers that have shown extraordinary commitment to innovation, quality, continuous improvement and the company’s Foundational Principles, said Fiat Chrysler spokeswoman Shawn Morgan.

Global Purchasing Officer for FCA NV and Head of Purchasing and Supplier Quality for FCA – North America Scott Thiele led the program addressing an audience of more than 1,000, outlining how the group is capitalizing on the Company’s global footprint to support the five-year business plan.

“Today, we honored those companies that were dedicated to helping us achieve success through teamwork, innovation and an intense focus on quality,” said Thiele. “As FCA continues to grow globally, we want to work

with our top supplier partners to bring the highest quality vehicles to drivers across the world.”

Qualitas recognizes both production and non-production suppliers that not only demonstrate operational excellence, but that also have strong corporate values in areas such as diversity, innovation and sustainability. The 2015 FCA US Qualitas recipients are:

- Body Quality Supplier of the Year and Overall Supplier of the Year – Brose;
 - Capital Equipment Quality Supplier of the Year – FANUC America Corporation;
 - Chassis Quality Supplier of the Year – Piston Automotive;
 - Electrical Quality Supplier of the Year – SiriusXM;
 - Engine Systems Quality Supplier of the Year – MANN+HUMMEL;
 - Interior Quality Supplier of the Year – Summit Polymers Inc.
- MOPAR Quality Supplier of the Year – TRICO Products Corp.;
- Powertrain Quality Supplier of the Year – Guangdong Jongtu Technology Co. Ltd.;

- Raw Materials Quality Supplier of the Year – PPG Industries Inc.;
- Services Quality Supplier of the Year – Xerox;
- Diversity Supplier Development: Production – Henkel;
- Diversity Supplier Development: Non-production – Walbridge;
- Foundational Principles Award: Logistics – Cassens Transport Co.;
- Foundational Principles Award: Production – Bridgestone Corporation;
- Foundational Principles Award: Non-production – Snap-on Business Solutions;
- Innovation: Production – Prime Wheel Corporation;
- Innovation: Logistics – Ann Arbor Railroad;
- Logistics Supplier of the Year – AMPORTS Inc.;
- Supply Chain Management Supplier of the Year – FLEX-N-GATE;
- Sustainability Supplier of the Year – Metalsa, S.A. de C.V.;
- Technical Cost Reduction



Scott Thiele

Supplier of the Year – Iroquois Industries Inc.;

- Tooling Analysis Group Supplier of the Year – QCR Tech LLC;
- Overall Supplier of the Year.

Recipients were chosen based on an evaluation of each company’s External Balanced Scorecard performance in 2015, a system that evaluates performance in areas such as quality, delivery, cost, warranty and partnership.

Chrysler Praises Elite Dealers for Great Customer Service

training and facility condition, Alexanian said.

Dealers in this initial group completed all of the required program goals from Jan. 1 to June 30. A second group of award winners will be announced in early 2017 when they complete their certification requirements.

“We are extremely impressed with the accomplishments these 124 dealerships have been able to achieve in a short amount of time,” said Al Gardner, head of Network Development, FCA – North America. “We gave our dealer body the challenge to join us in focusing on increasing our customer satisfaction, loyalty and service retention and through the core pillars of this initiative, these dealers have shown that it’s achievable. These dealerships will be able to proudly differentiate themselves as elite stores by being winners of the inaugural Customer First Award for Excellence.”

The Customer First Award for Excellence initiative was rolled out to dealerships in October 2015.

Dealers participated in cross-country workshops where they learned of award requirements and dealership best practices. Some have worked with independently contracted Customer Experience Specialists in order to seek the highest levels of process and procedure improvements to ensure an increase in customer satisfaction.

All 2,600 Fiat Chrysler dealerships were eligible to pursue and earn the inaugural award certification. Dealers must achieve goals in five core “pillars” to earn the

Customer First Award for Excellence designation:

- Facility – Customers consistently find dealerships to be clean, convenient and comfortable. Facilities are certified every six months.
 - Customer Processes – Dealer consistently executes processes for key customer interaction points, such as sales negotiation, delivery and follow up.
 - Performance – Dealer achieves required high level of satisfaction in customer sales and service satisfaction surveys.
 - Employee Survey – Survey employees annually, share findings with employees, and act on the feedback and results.
 - Training Certification – Dealership personnel meet minimum training requirements for sales, service, parts and technical staff.
- Since program rollout, national Sales Advocacy scores, Fixed

First Visit scores and Service Advocacy scores have all risen to the highest level in our history. All of the tools and goals within the program are designed to focus on building a relationship with the customers.

Head of Parts and Service (Mopar), FCA – Global Pietro Gorreri explains, “the Customer First program has enabled our dealers’ focus to be drawn to the customer experience. The program sheds light on customer touch points throughout the service experience at the dealerships and enables dealers to exceed our customers’ expectations.”

“Creating advocates for all of our brands is the key to long-term success,” said Reid Bigland, Head of U.S. Sales. “These dealers have shown leadership in that effort and will benefit from their customer-focused approach.”

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Camaro's History Informs Present

by Jim Stickford

The Chevy Camaro has a storied past going back 50 years. But Chevy isn't content to rest on that history.

The brand is spending 2016 honoring the Camaro's past while also celebrating its future.

Todd Christensen, head of Marketing for the Camaro and Corvette at GM, said that what's interesting about the Camaro is that its fanbase is diverse.

"Our list of buyers include people who were around in the 1960s and 1970s, when the Camaro was first introduced," said Christensen. "But on the flip side, we have a lot of fans of the Camaro that became fans of the vehicle after the 2010 edition came out."

So while the Camaro has a great history, Christensen said, there is a whole generation of buyers who know the vehicle through the Transformers movie series.

"When I go to car shows, I see the new and younger Camaro fans as well as the older fans who first fell in love with the Camaro in the 1960s and 1970s," Christensen said. "I get the impression, at least anecdotally, that the younger fans who might not have known the history of the Camaro have become exposed to the older editions. As a result the Camaro fandom is growing. I will say that the first generation Camaro has become very popular at car shows."

Christensen said that he in the past GM has had a very strong relationship with the makers of the

Transformer movies, but can't say how many GM cars will be in the latest movie, which is currently being filmed in Detroit.

"I will say that the character Bumblebee is a major Transformer, and Bumblebee is still a Camaro," Christensen said. "The first Transformer movie really put the new Camaro on the map. It's hard to believe that film came out nine years ago."

The upcoming Woodward Dream Cruise provides GM with the perfect venue to celebrate both Camaro's classic history and the car's bright future, Christensen said.

Special events for the Dream Cruise Weekend (Aug. 18 -21) include:

- A celebration at and tours of the Lansing Grand River plant, where the Camaro is built, on Aug. 18.

- "Camaros and Coffee" in Detroit, on Aug. 19.

- A special Camaro heritage display at Chevrolet's site for the Woodward Dream Cruise, on Aug. 20.

"Coming up with this promotion was a really a team effort," Christensen said. "But credit where credit is due. We did a lot of brainstorming, but the folks at the Lansing Grand River plant where the Camaro is made deserve extra praise."

Over the years there have been a lot of requests by people to see the Camaro being made, Christensen said. But the Lansing plant isn't a public viewing facility. But the folks at the plant asked if it was possible for a one-

time public viewing of the manufacturing process.

"So they made it happen," Christensen said. "They are also putting on a Camaro-themed car show and have 650 vehicles registered. I am pleased to say that all the viewing spots have been taken."

Camaro, Christensen said, also has a lot of online things fans can view and more is expected by the end of the year.

To see what's been prepared people should go to the site camarofifty.com



The special Camaro 50th anniversary edition is on sale soon.

GM Earns \$2.9 Billion in Second Quarter

CONTINUED FROM PAGE 1

vehicles such as the Chevrolet Malibu and Cruze sedans and the Cadillac XT5 SUV.

"Our focus is to drive profitable retail share," Stevens said. "I think the results speak for themselves."

The profit was so strong that GM raised its full-year earnings per share guidance by 25 cents to \$5.50 to \$6. Investors agreed. GM's stock rose 47 cents, or 1.5 percent, to \$31.96 in midday trading July 21.

GM cautioned that the European profit probably wouldn't hold through the second half due largely to Britain's vote to exit the European Union. The company predicted that damage to the British Pound and uncertainty in

Europe would cost GM up to \$400 million during the next six months.

Stevens said the company would take actions to mitigate the impact, including a change in GM's European manufacturing footprint.

The company also revealed that it spent \$581 million during the quarter – half in cash and half in GM stock – to buy Cruise Automation, a 40-person software company that is testing autonomous vehicles on the streets of San Francisco.

The Detroit automaker said it earned \$1.81 per share from April through June.

Excluding special items, it made \$1.86, shattering Wall Street forecasts. Analysts polled by FactSet expected \$1.52 per

share. Revenue rose 11 percent to \$42.4 billion.

GM was optimistic about the second half of the year despite troubles in Britain and increased incentive spending in the United States

Early in July, GM's average spending on rebates and other discounts rose by about \$1,800 to \$6,125 per vehicle, according to J.D. Power data obtained by *The Associated Press*.

Incentives on the Chevrolet Silverado pickup truck rose 37 percent from July 2015 to nearly \$8,000.

But Stevens said the increase was a temporary move to sell down outgoing 2016 models to prepare for 2017s. During the first half, GM spent less than the industry on discounts, he said.

BorgWarner's EGR Valve

BorgWarner supplies its advanced exhaust gas recirculation (EGR) valve for the new Hyundai Ioniq sedan and the Kia Niro crossover sport utility vehicle. These gasoline and hybrid vehicles are powered by the 1.6-liter gasoline direct-injected (GDI) Kappa engine, expected to drive a growing line-up of hybrid models from the automakers. BorgWarner's compact, optimized EGR valve contributes to the vehicles' lower emissions and 3 percent increase in fuel economy, said company spokeswoman Katya Pruett.

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for the unique requirements of today's advanced gasoline engines," said Brady Ericson, President, BorgWarner Emissions Systems. "Our new low-pressure EGR technology offers automakers a compact, reliable and cost-effective method for improving fuel economy and reducing emissions, and is fast becoming the standard solution for gasoline hybrid propulsion systems. We are pleased to contribute our EGR technology to a growing list of Hyundai and Kia vehicles."

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Chrysler Extends 'Dad Brand' Gaffigan Promos

The Chrysler brand launched a new digital and online "Street Smarts" campaign last week, which puts a competitive focus on the features and benefits of the all-new 2017 Chrysler Pacifica. The campaign, a digital and online extension of the brand's "Dad Brand" campaign starring Jim Gaffigan, leverages the class-leading features of the Chrysler Pacifica against its key competitors. The seven "Street Smarts" videos can be viewed on Chrysler YouTube page. The videos will also be posted across the brand's social channels, including Facebook, Twitter and Instagram.

"Our new 'Street Smarts' web series is a natural extension of our 'Dad Brand' marketing campaign, and patently demonstrates how the all-new 2017 Chrysler Pacifica outsmarts the competition with its unprecedented total of 115 innovations and class-exclusive features," said Tim Kuniskis, head of Passenger Car Brands - Dodge, SRT, Chrysler and FIAT, FCA - North America. "With an unsurpassed level of attention to detail, quality and family functionality, the all-new 2017 Chrysler Pacifica is a vehicle that provides owners with endless possibilities for days spent on the go, while secretly enjoying the envy of your neighbors as it holds court in your driveway."

The Chrysler brand campaign was created in partnership with SapientNitro.

The new 2017 Chrysler Pacifica, available in dealerships now, has amassed multiple automotive awards since its arrival, including "Award for Design Excellence - Production Truck" (Eyes On Design).

Mopar, Pennzoil Sponsoring NHRA Racer Pritchett

Mopar and Pennzoil began sponsorship of the NHRA Top Fuel Dragster driven by Leah Pritchett in July, returning the brand to the class in which Mopar first established its reputation for excellence at the dragstrip. Don Schumacher Racing (DSR) driver Pritchett will compete at select events in 2016 and debuted the blue Omega M on her dragster at the 37th annual Mopar Mile-High NHRA Nationals, which ran July 22-24 at Bandimere Speedway near Denver.

The partnership brings the Mopar brand back to winning roots first fueled by drag racing icon "Big Daddy" Don Garlits, who captured the majority of his Top Fuel championships and event wins under Mopar Hemi power. The new Top Fuel machine also expands the Mopar presence in the NHRA Mello Yello Drag Racing Series. The brand now serves as a sponsor in three of the four NHRA Pro classes (including Matt Hagan's NHRA Funny Car and Pro Stock entries piloted by Erica Enders and Jeg Coughlin Jr.), and also remains deeply involved in supporting amateur NHRA Sportsman racers, introducing last year the next generation of its modern-day package car, the Mopar Dodge Challenger Drag Pak.

"We are extremely excited to team up with our partners at Pennzoil in our return to competition in the Top Fuel class," said Pietro Gorlier, head of Parts and Service (Mopar), FCA - Global. "A key part of Mopar's DNA has always been going fast at the track. We welcome Leah Pritchett to the Mopar team and will cheer her on as she drives us forward in Top Fuel."

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- Power Driver's Seat
- Bright Side Roof Rails
- High Altitude Package



J6-60156

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A silver Dodge Challenger SRT8 is shown from a front-three-quarter view. The car is parked on a paved surface next to a wooden building with horizontal siding. In the background, there is a field of tall grass and bare trees under a clear sky. The car features a black hood scoop, a black grille with the Dodge logo, and multi-spoke alloy wheels.

The 2016 Dodge Challenger has earned high ratings with customers.

AutoPacific Likes Challenger

The automotive research group AutoPacific has named Jeep Grand Cherokee – the most awarded SUV ever – and Dodge Challenger “Most Ideal Mid-Size SUV” and “Most Ideal Sporty Car” in their respective segments.

Owners of the 2015 Jeep Grand Cherokee and 2016 Dodge Challenger indicated they are driving a vehicle that meets or exceeds their expectations, said Fiat Chrysler Claire Carroll. This is the sixth consecutive year the Jeep Grand Cherokee has won AutoPacific's Ideal Vehicle Award for the Mid-Size SUV segment and the fourth year the Dodge Challenger has won the award in the Sporty Car segment.

"The Jeep Grand Cherokee has been a consistent winner in AutoPacific's Ideal Vehicle Award research. For the last six years, Grand Cherokee owners have rated the vehicle as the SUV best targeted to its owners' wants and needs," said George Peterson, president of AutoPacific, Inc. "Grand Cherokee owners want

very little changed. This is a testament to the excellence Jeep planners, designers and engineers have in understanding exactly what their customers want."

Surveyed owners placed the 2016 Dodge Challenger at the top of the Sporty Car segment for its best-in-class ideal vehicle, Peterson said.

"The Dodge Challenger has a wide product range that provides what Sporty Car drivers want. Challenger has hit its target out-pointing Sporty Car competitors in Ideal Vehicle attributes," said Peterson.

The 2016 awards are based on responses from over 65,000 owners of new model year 2015 and 2016 vehicles across all major manufacturers. Surveyed after 90 days of ownership, respondents were asked what changes they would make to their car or truck in 15 key categories, including ride and handling, interior storage, safety features, power and acceleration and technology, Carroll said.



California Highway Patrol is buying more than 500 Chargers.

Dodge Charger a Hit With California Highway Patrol

The California Highway Patrol (CHP) has placed orders for more than 580 Dodge Charger Pursuit police sedans to replace aging vehicles in its fleet.

The vehicles will be delivered over the next two years with the vast majority of the vehicles being delivered next year, said Fiat Chrysler spokesman Berj Alexanian.

The California Department of General Services conducted a public, competitive bidding process aimed at selecting a vehicle based on price, performance, and payload capacity, the Dodge Charger Pursuit sedan was found to comply with enforcement vehicle specifications for the CHP, the largest state police agency in the nation, Alexanian said. The new rear-wheel-drive sedans are replacing high-mileage vehicles now in service.

"Our Charger Pursuit police sedans meet CHP's stringent payload requirements, and in particular, will accommodate the agency's radio systems," said Jeff Kommor, vice president - U.S. Sales Operations, Fleet and Small Business Sales, FCA. "The Charger Pursuit also meets CHP's demand for ongoing fuel-efficiency and its desire to be a leader in fiscal responsi-

bility in California.”

The majority of the Charger Pursuit sedans in this CHP order are powered by the 3.6-liter Pentastar V6 engine which delivers 292 horsepower and 260 lb.-ft. of torque, Kommor said. The V6 Charger Pursuit delivers up to an EPA estimated 26 miles per gallon (mpg) highway.

The CHP's order also includes a small number of Charger Pursuit 5.7-liter Hemi V8 models with Fuel Saver Technology to be used by training instructors at CHP's Emergency Vehicle Operations Course in Sacramento. The V8 model delivers 370 best-in-class horsepower for best-in-class acceleration performance.

"The CHP is ordering our Charger Pursuit vehicle to reintroduce the sedan into their patrol vehicle fleet," said Bick Pratt, head of Fiat Chrysler Government Sales and Operations. "That's important to us because it reflects a shift back to sedans by a progressive agency like the CHP. It is also important because other agencies throughout California rely on the CHP's vast resources and knowledge to test, evaluate and determine what police vehicle meets the needs of the CHP, and in many cases meets their local needs as well."

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Tesla Announces Ambitious
Plans on Product Creation

DETROIT (AP) – Electric car maker Tesla Motors is working on multiple new vehicles, including heavy trucks and buses that could be unveiled as early as next year.

Tesla CEO Elon Musk said the company also plans a compact SUV and “a new kind of pickup truck” to complement its existing fleet. Tesla currently makes a luxury sedan, the Model S, and a luxury crossover, the Model X. It plans to release a lower-priced car, the Model 3, next year.

Musk discussed the products in his much-anticipated “master plan” for the company, which was posted on Tesla’s website the evening of July 20. It was Musk’s second such manifesto; he released the first in 2006, when Tesla was first starting out and hadn’t yet sold its first car, the Tesla Roadster.

Musk used a portion of the plan to defend Tesla’s semi-autonomous Autopilot system, which can maintain a set speed and keep the car within its lanes and lets drivers take their hands off the wheel for minutes at a time. The government is investigating the system after a Tesla driving in Autopilot mode crashed into a tractor-trailer in Florida in May. The Tesla driver died.

Musk says it’s important to deploy partial autonomy now because, when used correctly, it “is already significantly safer than a person driving by themselves.”

“It would therefore be morally reprehensible to delay release simply for fear of bad press or some mercantile calculation of legal liability,” Musk wrote.

He said Autopilot is still in “beta” testing mode, a term the company uses to decrease complacency for drivers and imply that the system will continue to be refined. But he said Autopilot went through extensive internal testing before it was introduced with a software update last October.

Musk also predicted there will be a “significant time gap” before true self-driving cars are approved by regulators. But Tesla is clearly preparing for that day. Musk envisions small autonomous buses that can accommodate strollers and bikes and a shared fleet of Teslas that can eventually be summoned by a smartphone.

Musk also pushed for the combination of Tesla and solar ener-

gy company SolarCity. Tesla proposed buying SolarCity last month for up to \$2.5 billion. Shareholders must still vote on the proposal.

Musk, who is the chairman of both companies, envisions becoming a seamless provider of solar panels and Tesla Powerwall backup systems to customers to power their homes and electric cars. “We can’t do well if Tesla and SolarCity are different companies, which is why we need to combine,” he said.

But some investors and analysts have made clear that they’re concerned about the deal’s conflicts of interest. SolarCity is run by Musk’s cousin Lyndon Rive. SolarCity’s shares have risen 27 percent since the all-stock bid was made, to \$26.95. But Tesla’s shares are up just 4 percent.

Tesla’s shares rose 1 percent to close at \$228.36 July 20.

In his 2006 plan, Musk laid out Tesla’s goal of using profits from its first car – the sporty Roadster, which went on sale in 2008 – to fund the development of a wider range of vehicles, including lower-priced family cars.

Tesla is meeting that goal. The company stopped making the \$100,000 Roadster in 2012, the same year it debuted its \$70,000 Model S sedan. Last year, it introduced the Model X SUV. And recently it began taking orders for the Model 3, a smaller sedan which will sell for \$35,000. Tesla says the Model 3 will go on sale at the end of 2017.

But there have been some stumbles. All three of Tesla’s vehicles have launched after repeated delays, and there have been some early quality problems, like door handles that don’t work.

Tesla also recently announced that vehicle shipments didn’t reach projected levels in the second quarter. The company now expects to deliver around 79,000 vehicles this year, lower than its earlier forecast of 80,000 to 90,000. Tesla delivered 50,580 vehicles last year.

Musk didn’t give a financial update in his plan. Palo Alto, California-based Tesla has never made a full-year profit in its 13-year history, and it lost \$889 million last year. Musk has said he expects Tesla to make a profit in 2020, once the Model 3 is in full production.

Ford Developing New Apps

CONTINUED FROM PAGE 1

test how the app responds to each, Hatton. These customizable settings empower developers to make apps that deliver more personalized experiences for customers.

The free software emulator, with its ready accessibility, will help speed development, especially in markets where developers have limited access to vehicles or Ford’s current method of SYNC-compatible app development – tabletop hardware units known as FordDev Technology Development Kits, Hatton said.

Ford makes the kits, also known as SYNC-in-a-box, available through a San Francisco location.

Ford will host its third annual SYNC AppLink Developer Conference in conjunction with CTIA Super Mobility 2016, Sept. 7-9, in Las Vegas. Ford engineers will be on hand to explain the newest software tools for developing more personalized, vehicle-data-driven apps.

In addition, the Ford developer team will hold a hackathon, where developers can put into action what they have learned

for a chance to win prizes, Hall said.

Past hackathons have attracted developers from around the world, including the United States, Canada, the United Kingdom, as well as from counties as far away as Brazil, Hong Kong and Japan.

“For Ford, embracing the global developer community and opening the door to innovation are critical aspects of our mission,” said Hatton. “As a company, we look forward to the wave of innovation we expect to stem from our growing efforts – all part of the Ford Developer Program.”

Launched in 2013, the Ford Developer Program invites app developers from across the globe to innovate along with the company in the automobile industry’s first end-to-end developer ecosystem.

The program now has more than 15,000 registered users, Hatton said, and more than 90 AppLink-compatible smartphone apps globally. Spotify, AccuWeather, MLB.com At Bat and iHeartAuto are a few popular apps that now feature AppLink capability.

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Automakers Are Teaming Up on Cyber Security

DETROIT (AP) – Automakers are sharing information on cyber security threats and working together on ways to respond when hackers strike, under guidelines being developed by the industry.

Nearly all companies that sell cars and trucks in the U.S. have joined the Automotive Information Sharing and Analysis Center. The group announced Thursday that it's working on best practices to combat cyber threats.

Vice Chairman Jeff Massimilla of General Motors says the group has a common Internet portal and already is sharing information on threats. It's now working on guidelines that include developing secure hardware and software and how to respond to hacking incidents.

The group is holding a hacking attack drill on Thursday. It includes 15 automakers and covers 98 percent of the cars on U.S. roads. It began operating in January.

Ilitch School of Business Breaks Ground at WSU

DETROIT (AP) – A groundbreaking was held July 20 at Wayne State University in Detroit for a building that will be named after one of the city's top business leaders.

The Mike Ilitch School of Business is scheduled to open in 2018 to students and will be a part of Detroit's thriving Woodward Avenue corridor that will include a new professional hockey arena, entertainment district and light rail.

"Today's events represent the next important steps in bringing to life one of the most substantial demonstrations yet of my parents' love for Detroit and its people, and their hope and belief in its future," Ilitch Holdings President and Chief Executive Christopher Ilitch said.

Mike and Marian Ilitch last year announced a gift to help build the school near the new Red Wings arena and entertainment district now under development.

The donation included \$35 million and the use of the land for construction, as well as a \$5 million endowment from the family.

The family owns Little Caesars Pizza, the Detroit Tigers and Red Wings.

They founded the pizza chain in 1959. Little Caesars' headquarters and Comerica Park, where the Tigers play baseball, are along Woodward between downtown and Wayne State.

The new home of the Red Wings is under construction and will be called Little Caesars Arena. The 20,000-seat arena should open in 2017 after the Red Wings play a final season at Joe Louis Arena.

Construction is to start later this year on the business school, which will feature a glass facade, a cafe and indoor and outdoor spaces.

It is expected to serve more than 3,000 undergraduate and graduate students at Wayne State.

"This new home for our business school will create a beautiful and accessible gateway connecting Midtown and downtown Detroit for students, faculty and the community alike," said M. Roy Wilson, Wayne State president.

"It's a fitting and elegant design for a world-class business school made possible by entrepreneurs who throughout their career have been dedicated to opening up a world of opportunities for the people of Detroit."

AIAG Adds Harvath, Wagner To Board of Directors

CONTINUED FROM PAGE 1

real and effective connection among all stakeholders in the supply chain," said Wagner. "AIAG is a clearinghouse of information and best practices and has the experience on how to share those across the industry."

Both executives bring unique interests, experiences, and strengths to the AIAG board, Creason said.

Harvath's experience, which spans 14 years, includes strategic network optimization, operational implementation, transformational leadership, and LEAN process integration. He is a strong believer in developing efficient, cost-effective, and transparent inbound material flows and is the first logistics provider to have a seat on the AIAG board of directors.

"I'm very excited to bring a logistics and transportation perspective to the board of directors," Harvath said. "Logistics providers play an integral role in corporate responsibility, supply chain risk management, and overall quality, through the networks we design and manage, materials and vehicles that we transport, and stakeholders we engage. My goal is to engage logistics thought leadership across North America and evaluate how logistics providers can play a larger role in shaping our industry. AIAG has the ability to provide that platform."

Wagner's experience includes seven years headquartered in China, Creason said, where he led the growth of several product line technologies for Federal-Mogul, expanding his company's presence there from a virtual start-up to an operation with

double-digit year-on-year growth rates.

Through a diverse 30-year career with Federal Mogul, he has held positions from engineering and sales to operations management, product strategy, and now quality. Wagner said he cares about the role that processes play in optimizing reliability.

"The transportation industry is extremely complex, so it is most important to identify the correct processes and make relationships to them," Wagner said. "The common denominator is that everything is connected to a process. The simpler the process, the more effective it is and the more quickly you can get to what's really important."

Through their service on the AIAG board, Creason said Harvath and Wagner look forward to impacting key industry initiatives like the structural changes in the upcoming new ISO/TS global quality standard and working to improve U.S.-Mexico border security and visibility.

"AIAG has the ability to provide the platform to address just about any issue that challenges our industry," Harvath said, "and it's an honor to be nominated to serve."

"AIAG provides an overview at the grassroots level of what the industry requires and then complements that need with excellent training and events," said Wagner. "AIAG also plays a key role in escalating any concerns within the supply chain to the attention of OEMs and the governing bodies. AIAG can bridge a lot of gaps so that new standards are effectively implemented, administered, and executed, and has a great vantage point from which to do this."

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SP64099

by Jim Stickford

Automated driving tech, according to Wikipedia, assumes all real-time driving functions necessary to drive a ground-based vehicle without real-time input from a human operator. The automated driving system is generally an integrated package of individual automated systems operating in concert. A human driver is functionally required to initiate the automated driving system, and may or may not do so when driving conditions are within the capability of the system. A fully autonomous vehicle is a vehicle that is capable of sensing its environment and navigating without human input.

"There is a push-pull between automakers and the public," Carlson said. "One of the big roles everyone has – the government, automakers, analysts – have is educating the public on the state of this technology. We need to create a context where we can talk about this tech intelligently. It's a challenge that's never finished."

The state says it was the second consecutive monthly decline and the fourth so far this year. Jason Palmer, director of the Bureau of Labor Market Information and Strategic Initiatives, attributed the June decline to fewer people active in the workforce.

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GM Employee Total
Transparency Lease
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including tax,

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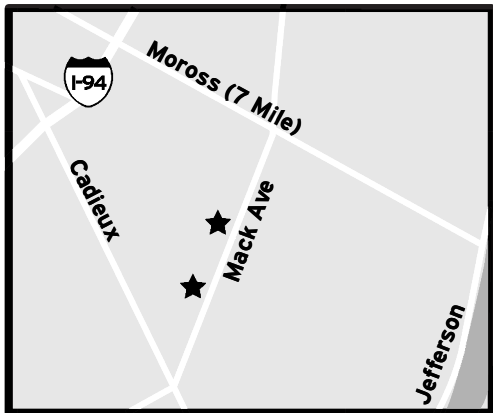


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\$214²⁴ w/Lease Loyalty

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\$224³⁶ w/Lease Loyalty

\$0 DOWN • 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
- Tracn Ctrl

0% APR
AVAILABLE UP TO 60 MONTHS

Was \$24,990 Sale Price \$18,803*

Stk. #B1965

Also AVAILABLE IN AWD

GM EMPLOYEE & FAMILY LEASE

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Was \$38,975 Sale Price \$29,980*

Stk. #B1304

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- Bose

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\$23,495*

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\$289³⁶ MONTH LEASE

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

NEW 2016 GMC SIERRA 4X4 DOUBLE CAB SLE

- Aluminum Wheels
- Pwr Windows/Locks
- Deep Tinted Glass

Was \$42,010 Sale Price \$31,995*

Stk. #T2399

GM 24 MONTH LEASE 10K

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EVERYONE 36 MONTH LEASE 10K

\$211*

\$1199 DOWN

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- 9 Passenger Seating
- Bose 9 Speaker Sound System

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\$1999 DOWN

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- Navigation
- Power Sunroof

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Chevrolet Driver Places Second In N.H. Race

LOUDON, N.H. (AP) – Matt Kenseth pulled away down the stretch to win the Sprint Cup race July 17 at New Hampshire Motor Speedway.

Martin Truex Jr. and Kyle Busch each led more than 120 laps before fading late, paving the way for Kenseth to win for the second time this season.

Kenseth also won the New Hampshire race last September. He has 38th career victories.

“It was pretty much money all day,” Kenseth said. “We just had to get there.”

NASCAR said Kenseth’s No. 20 Toyota failed the post-race laser inspection system and will be brought to the research and development center in Concord, North Carolina, for more evaluation.

Tony Stewart, who drove a Chevrolet SS, finished second and strengthened his spot inside the top 30 in the points standings. Stewart has a win this season and needs to secure a spot in the top 30 in points to clinch a spot in the Chase for the Sprint Cup championship. He entered the race in 30th in his final Cup season.

Joey Logano was third, followed by Kevin Harvick and Greg Biffle.

Alex Bowman had a solid day ruined when he hit the wall late and finished 26th driving for Dale Earnhardt Jr.

Earnhardt was sidelined because he suffered from symptoms of a concussion.

“A lot of attrition there got us in the top five,” Biffle said. “We’ve got just a little bit of work to do to get our cars faster.”

Truex tumbled to 16th when his Toyota suffered a broken shifter and Busch dropped the eighth.

That allowed Kenseth, Busch’s Joe Gibbs Racing teammate, to cruise to the top and snatch the lead with fellow JGR teammate Denny Hamlin with 30 laps and he drove away on the final restart with 11 to go in the 301-mile race.

But this race could be the one remembered for truly solidifying Stewart in Chase contention. He snapped an 84-race losing streak last month at Sonoma and was fifth last week at Kentucky Speedway.

Buick’s Encore Proves Great Sales Success

CONTINUED FROM PAGE 1

its best sales month ever, in one of its last months before a fully refreshed version comes out in September, Korail said.

The Encore continues to gain popularity against competitive brands among key audiences including women and professionals. Women represent nearly 60 percent of Encore buyers, which is 16 percent higher than the industry.

“The Buick Encore provides buyers with a luxury experience in a nimble, compact, value-packed vehicle,” said Rebecca Lindland, senior director of commercial insights for Kelley Blue Book. “Not only is it chock-full of the latest in safety technology, it also is fun to drive and provides a wonderful, quiet cabin experience. It seats five – or fits a full day of shopping – comfortably, and is the ideal ride height to conquer snow without needing a step ladder. There’s really no better small crossover, which is why I own one!”

The 2016 Encore most recently earned Kelley Blue Book’s 5-Year Cost to Own Award in the luxury compact SUV category.