

Ram Challenge: Higher Market Share for Vans

by Jim Stickford

Commercial vans might not have the cachet of performance vehicles like the Hellcat Charger, but there is pent-up demand for these types of vehicles and Ram wants to improve its market share.

"It's funny," said Dave Sowers, head of Ram Commercial Vehicle Marketing. "We have a saying that when you're a 'car guy' you look for brightly-colored red and yellow sports cars on the road. But when you're a commercial vehicle guy, you start looking for a ladder rack on top of a van or a business logo on the side of the van. Being on the commercial side changes your perspective."

And now is a good time to have a strong commercial vehicle division, Sowers said.

"There's still pent-up demand for commercial vans," Sowers said. "The average age of a commercial van on the road today is seven years old. And the most numerous of the commercial vans on the road today is a model-year 2006 van."

Sowers said that commercial van sales are like the canary in the coal mine. When sales drop, that's usually an indication that retail vehicle sales are headed down in the near future. And when commercial vehicle sales go up, that usually means good

news for future retail vehicle sales.

"The recession of 2008 and 2009 really hurt small businesses and many put off buying new work vans," Sowers said. "As the economy recovered, these businesses began getting new work vans, but we know there's still pent-up demand. But a lot has changed since many of these businesses last bought commercial vans."

And it's these changes that give Ram an opportunity to grow its commercial vehicle subdivision, Sowers said. It was created out of Ram because it allowed Fiat Chrysler to have a depart-

ment that focuses directly on the commercial vehicle market.

And the commercial vehicle market has changed, thanks to vehicles like the Ram ProMaster and the Ford Transit. These vans, Sowers said, are based more along European concepts of a commercial van.

That means they have a unibody design rather than a body-on-frame design.

This difference between American and European van designs comes down to the pickup truck, Sowers said. Traditionally, American van designs were based on

CONTINUED ON PAGE 3



Dave Sowers, head of Ram Commercial Vehicle Marketing



2016 GMC Canyon

'Canyon is All-Around Great Truck' – Cars.com Editor

The 2016 GMC Canyon has been named the Best Midsize Pickup Truck of 2016.

Cars.com put the current lineup of midsize pickup trucks to the test in its Midsize Pickup Truck Challenge to determine the overall best option for buyers.

Canyon, the segment's only premium midsize truck, was also named the top pick by the editors of Cars.com in a 2015 midsize pickup comparison test, said GM spokeswoman Kelly Wysocki.

"Establishing a benchmark for a premium midsize pickup was our goal with the Canyon, and PickupTruck.com's insights affirm our instincts," said Duncan Aldred, vice president of GMC Sales and Marketing.

"The Canyon's quiet cabin, premium design and materials make it a maneuverable solution for customers who want the capability of a pickup with the modern amenities customers expect from GMC."

CONTINUED ON PAGE 2

Fiat Chrysler August Sales In U.S. Increase 3 Percent

The news for Fiat Chrysler's August sales was good.

The automaker reported U.S. sales of 196,756 units, a 3 percent increase compared with sales in August 2015 (190,887 units).

Fiat Chrysler's retail sales were 150,153 units in August, while fleet sales were 46,603 units. Retail sales represented 76 percent of total sales, while fleet sales

were at 24 percent, said Fiat Chrysler spokesman Ralph Kisiel.

The Jeep, Dodge and Ram Truck brands each posted year-over-year sales gains in August, led by the Jeep brand's 12 percent increase. Five of the six Jeep brand vehicles recorded sales in-

CONTINUED ON PAGE 3



2016 Jeep Cherokee

GM August Sales Down; Chevy Gains Market Share

Despite very tight dealer inventories, General Motors sold 212,915 vehicles to individual or "retail" customers in August, down about 5 percent from last year, but in line with the industry's retail performance for the month.

Based on initial estimates, Chevrolet's retail market share rose 0.4 percentage points in

August to 11 percent. Chevrolet has gained retail market share in seven out of eight months this year and remains the industry's fastest growing full-line brand.

GM's total sales in August were down about 5 percent year over year to 256,429 vehicles.

Year to date, GM's perform-

CONTINUED ON PAGE 6



2016 Chevrolet Volt

Ford August Sales Down, But Vans Best Ever, MKX Soars

Overall U.S. Ford sales totaled 214,482 vehicles, an 8 percent decline from August of last year.

But not all the sales numbers were bad, said Ford spokesman Erich Merkle.

Lincoln sales rose 7 percent in the U.S. in August versus a year ago with 9,243 vehicles sold, while Ford Motor Company vans reached best-ever August sales with 20,355 vehicles sold.

Retail sales totaled 168,543 vehicles for the month – an 8 percent decrease. Fleet sales of 45,939 vehicles, including daily rental, commercial and government segments, were down 10 percent as well, Merkle said.

Lincoln's retail sales grew 10 percent, thanks to a 55 percent retail increase in Lincoln MKX

CONTINUED ON PAGE 4



2016 Ford Expedition

Annual UAW Car Show Scheduled In Two Weeks

The UAW Region 1 Car and Motorcycle Show is coming to town.

The annual event takes place Sunday, Sept. 18, from 11 a.m. to 4 p.m., said Greg Ezyk, UAW Region 1 vice president of Solidarity Riders, a club of American motorcycle enthusiasts.

"The show – to be held at 27800 George Merrell Drive in Warren right by UAW Local 160 – is open to the public at no charge," Ezyk said.

"The show has always been held at the end of September. It's sort of the last car show of the year for a lot of people. Once this event is over, they put their vehicles into storage for the winter."

Ezyk said all the money raised goes to the UAW's Veteran's Council, which has programs designed to help military veterans. The show is co-sponsored by the Veteran's Council and the Solidarity Riders.

"We want this show to be a family event," Ezyk said. "So it's open to everyone. It's free, but it costs \$20 for people entering a vehicle to be on display. Pre-registered vehicles can get in for \$18, and you don't have to be a UAW member to have a vehicle in the show. This is the second year we've had motorcycles. We're trying to expand the show."

This year, a number of different categories in which vehicles will be judged will be offered, Ezyk said. The car categories are:

- Original – 1900 - 1989;

CONTINUED ON PAGE 6

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Deadline: Thursday 5:00 p.m.
for the next edition of Monday

William Springer II, publisher
Lisa A. Torretta, operations
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Club GM Seeks Volunteers for Cleanup Project

Club GM is recruiting volunteers for a neighborhood cleanup project being sponsored by Rippling Hope, said Club GM President Ardin Hammel.

Rippling Hope is a nonprofit organization that helps heal neighborhoods by repairing and securing homes for low-income/disabled/elderly in Detroit, Hammel said.

All of the work is “volunteer friendly” and can be assigned with the volunteer’s abilities and comfort in mind.

The group’s latest project is scheduled for Tuesday, Sept. 13, from 7:30 a.m. to 4 p.m., Hammel said.

Rippling Hope, Hammel said, is looking for people to help with light home repairs, boarding up abandoned houses, yard work, office work and painting.

The event, Hammel said, is open to all GM employees and their families, as well as GM retirees. All children under the age of 18 must be accompanied by a parent or guardian.

Volunteers will meet at the Culver’s Restaurant at 12 Mile and I-75 and carpool to the Rippling Hope project area from there, Hammel said.

To learn more about the project and how to sign up, contact Bill Knapp at 248-830-8373, or Trish Ruelle at 248-227-5522.

GM employees may sign up for the project by going to the Team GM Cares Web site at teamgm-cares.volunteermatch.org/-search/opp2396234.jsp.

Canyon Earns Praise for Performance and Capabilities

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Testing, Wysocki said, included head-to-head comparisons in 18 objective categories among these vehicles: 2016 GMC Canyon, 2016 Chevrolet Colorado, 2017 Honda Ridgeline, 2016 Toyota Tacoma and 2016 Nissan Frontier.

“The Canyon is an all-around great truck,” said Patrick Olsen, Cars.com editor-in-chief. “It is well-balanced and confident both on paved streets and off-road. It’s a well-appointed truck on the interior and has some serious ability when it comes to payload and towing as well as overall engine performance.”

Cars.com editors wrote of the Canyon, “finishing in first place by one of the slimmest margins in any test we’ve conducted, the GMC Canyon won this competition by keeping a slow and steady pace in each and every event.

“Yes, the Canyon won four objective test categories outright (two of which it tied with Chevy Colorado), but maybe more importantly, it finished first or second in the majority of categories, as well as scoring two and four points (out of a possible 1,000) ahead of the Ridgeline and Colorado, respectively, in the five-judge portion of our test.

“Many of our experts commented on how well-balanced and confident the truck felt while on the track, driving around country roads and even at the off-road park.

“The midlevel SLE package is decently appointed, collecting a solid number of points from most judges, while the structure of the vehicle put it at the top of the capability categories.

“This pickup had the highest payload capacity and Gross Combination Weight Rating, it was the lightest of our competitors, was the only four-wheel-drive system

in our test with a separate all-wheel-drive setting, and the V6 gas engine was both powerful and efficient.

“The GMC Canyon SLE is prob-

ably the best heart-of-the-market offering of the test, providing value and strength for those who need versatile capabilities in a downsized package.”

Lacks Wheels Not Lacking

Lacks Wheel Trim Systems of Novi was recently praised for its innovative lightweight eVOLVE wheel.

A joint Environmental Protection Agency (EPA) and National Highway Traffic Safety Administration (NHTSA) report commended the company for its new product.

The praise was in the joint report titled, “Midterm Evaluation of Light-Duty Vehicle Greenhouse Gas Emission Standards and Corporate Average Fuel Economy (CAFE) Standards for

Model Years 2022-2025.”

The report analyzed the progress the auto industry has made toward meeting upcoming government-mandated fuel economy regulations stating that eVOLVE’s design “balances a lightweight structure with optimal aerodynamics.”

It also cited a study involving the Ford Focus compact car in which eVOLVE wheels led to less weight and improved fuel economy of 1.1 miles per gallon highway, and 0.4 miles per gallon city.

Bill Ford Sponsors Event for World Mobility Leadership

With a goal of beginning a worldwide conversation about how mobility solutions can address pressing societal challenges, the World Mobility Leadership Forum will be held in Detroit Sept. 28-29.

The event is being convened by Ford Executive Chairman Bill Ford, who actively has been raising awareness around future mobility challenges and encouraging industries to work together to find solutions.

Issues on the event agenda include urban congestion, the delivery of health care, the environment, transforming cities and transportation access for disabled citizens.

“The societal and mobility challenges being faced around the globe only can be addressed by working together,” said Ford.

“Now is the time for our industries, infrastructure partners, nonprofits and government agencies to accelerate the development of the necessary transportation solutions that will improve people’s lives.”

Speakers are:

- GM CEO Mary Barra;

- Anne Berner – minister of Transport and Communications, Finland;

- Emily Castor – director of Transportation Policy, Lyft;

- Jim Goodnight, co-founder and CEO, SAS;

- Chuck Gulash – director, Collaborative Safety Research Center, Toyota;

- Andreas Mai – director, Smart Connected Vehicles, Cisco Systems;

- Diarmuid O’Connell – vice president of Business Development, Tesla Motors;

- Francisco Reynés, CEO, Abertis Infraestructuras, Spain;

- Hakan Samuelsson – president and CEO, Volvo Car Group;

- Mudassir Shiekha, co-founder and managing director, Careem, Dubai;

- José Viegas, secretary-general, International Transport Forum-OECD.

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Fiat Chrysler August Sales In U.S. Increase 3 Percent

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creases in August, with the Jeep Cherokee turning in the largest percentage year-over-year gain – 41 percent, Kisiel said.

The Dodge brand delivered higher year-over-year sales as the Charger, Challenger, Journey, Grand Caravan, Durango and Viper all recorded sales gains in August, helping to propel the brand to a 5 percent increase. Likewise, the Ram Truck brand was up with the ProMaster and ProMaster City vans, each recording year-over-year sales increases for the month.

Charger sales were up 24 percent in August, while the Challenger turned in a 5 percent sales gain. Sales of the Dodge Durango full-size SUV, the Dodge Grand Caravan minivan, the Dodge Journey crossover and the Dodge Viper were all up in August as well.

The Dodge brand last month used the Woodward Dream Cruise to debut its new 2017 Challenger T/A and Charger Daytona – two performance-upgraded models. Production for both models will begin this fall with Charger Daytona models available for order in September, followed by Challenger T/A models this October.

Ram Truck brand sales, which include the Ram pickup, ProMaster and ProMaster City, were up 2

percent in August versus the same month a year ago.

Both the ProMaster and ProMaster City vans turned in double-digit percentage sales gains in August, led by the ProMaster City's 32 percent increase. The ProMaster City is the newest addition to the brand's commercial vehicle lineup and contributes to the expanding, purpose-built van segment with a number of best-in-class, functional elements tied directly to commercial customer demand, said Kisiel. Sales of the Ram pickup truck were flat in August.

Fiat brand sales, which include the Fiat 500, 500L, 500X and 124 Spider, were down 21 percent in August. In its second month on sale, the 2017 Fiat 124 Spider logged 460 sales in August. It was last sold in the U.S. in 1985.

The news wasn't all good. Kisiel said Chrysler brand sales were down 22 percent in August compared with the same month a year ago.

While sales of the Chrysler 300 full-size sedan were up 22 percent – 4,339 versus 5,274 – compared with the same month a year ago, sales of the 200 were down 66 percent, going from 12,538 to 4,210.

The new Chrysler Pacifica logged 7,459 in sales in August. And sales of the Town & Country dropped 75 percent – 1,809 in 2016 compared to 7,255 in 2015.

Ram Challenge: Higher Market Share for Vans

CONTINUED FROM PAGE 1

the popular pickup-style body and frame.

But Europe doesn't have the pickup tradition of North America, Sowers said. So their commercial vans, he added, were built around a unibody design, which is more efficient and more optimized in terms of weight, storage room, and fuel mileage when combined with modern powertrains.

"I feel comfortable saying this," Sowers said. "The ProMaster City is America's most efficient work van based on payload capacity and fuel efficiency."

Payload capacity is the result of another difference between American and European commercial vans, Sowers said, noting that European vans are boxier, which makes it easier to store boxes and packages, while in American vans, there's a lot of wasted space.

The ProMaster City can haul 130 cubic feet of goods weighing up to 1,800 pounds while getting 29 miles to the gallon.

"That's very good compared to a commercial van from 2006," Sowers said. "And that's the challenge for Ram. Business owners are often very busy running their businesses and they don't have a lot of time to spend researching improvements in vans. They are often loyal to a salesman or a dealership."

And, Sowers said, because the ProMaster City has front-wheel

drive, it has extra space in the rear.

"This gives us the ability to have a low-load floor," Sowers said. "That means the floor is lower to the ground, which makes getting cargo in and out easier. We're able to do this because there's a genuine, fully independent, dual-link rear suspension and no driveshaft taking up space. Front-wheel drive also helps give the ProMaster City great traction and a great turning radius."

But if Ram can get business owners to spend a little extra time learning about the improvements in Ram commercial vans, then Ram has a better chance of getting their business.

To connect with these busi-

ness owners, Ram has spent money advertising in various different trade publications and visiting trade shows, Sowers said. They also do targeted Internet advertising.

"And that's been working," he said.

"When the Ram Commercial Vehicle sub-brand was spun off from Ram in 2012, we had about 10 percent of the commercial market. We're up to about 15 percent and I say that's not high enough. We need to grow further."

And with the new ProMaster and ProMaster City vans, said Sowers, Ram has the right vehicle at the right time to really see growth in the commercial vehicle segment.

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- Nissan/NASA – Under a five-year partnership, researchers from Nissan and NASA are working on autonomous driving systems and human-machine interface projects with software that can be used on both cars and planetary rovers. Nissan hopes to have self-driving cars on the road by 2020.

- Focus – 16,321 versus 11,772, a 27.9 percent decline;
- Expedition – 3,401 versus 5,725, a 68.3 percent increase;
- Escape – 28,870 versus 28,061, a 2.8 percent decline;
- Edge – 11,832 versus 11,204, a 5.3 percent decline;
- Lincoln MKZ – 2,571 versus 2,754, a 7.1 percent increase;
- Lincoln MKX – 1,763 versus 2,643, a 49.9 percent increase.

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Dodge Partners With Mecum Auctions

Dodge will be the exclusive automotive sponsor of Mecum Auctions, the world's largest collector car auction company, said Fiat Chrysler spokeswoman Eileen Wunderlich.

As part of the sponsorship, Dodge branding and vehicles will be featured at Mecum Auction events and some events will include rides in the 707-horsepower Dodge Challenger SRT Hellcat and Charger SRT Hellcat and the Dodge Viper.

In addition, Dodge branding and advertising will run in Mecum Auction properties, including TV, print publications, mecum.com Web site and Mecum Auction catalogs.

"As exclusive automotive sponsor of Mecum Auctions, Dodge has an opportunity to reach a large number of car enthusiasts who share the brand's passion for performance, muscle cars and heritage," said Tim Kuniskis, head of Passenger Cars - Dodge, SRT, Chrysler and Fiat, FCA - North America.

"Whether it's the Dodge Charger and Challenger cars of the '60s and '70s popular at today's auctions, or the special-edition modern Mopar muscle cars available from Dodge and SRT today that are sure to be sought-after collectibles of the future, Dodge and Mecum take great pride in joining together to keep the muscle car legacy alive."

Through this new sponsorship, Mecum will feature a series of educational and engaging executions for event attendees and viewers at home, kicking off at Mecum Louisville 2016 on Sept. 8-10 at the Kentucky Exposition Center in Louisville, Ky.

Auction attendees will have the opportunity to experience Dodge performance and power firsthand with thrill rides in Dodge Charger SRT Hellcats, Challenger SRT Hellcats and Dodge Vipers.

"Mecum has long been recognized for being the auction of choice for selling premium American muscle cars, with those boasting the Dodge brand from the late '60s and early '70s continuing to command top sales," said Dana Mecum, president and founder of Mecum Auctions.

"As we have watched Dodge pave the way once again by launching the muscle car back into the American spotlight, this sponsor partnership seems only natural by bringing the leaders of classic and modern muscle together."

Tesla Working on Improving Its Autopilot System

DETROIT (AP) - Tesla Motors is planning improvements to its semi-autonomous Autopilot system after a fatal crash earlier this summer.

Tesla CEO Elon Musk wrote in a Tweet Aug. 31 that a software update will be released in a few weeks. He said details would come later.

Musk says a software update will make "major improvements" to Autopilot, including more advanced processing of radar signals. Software updates are delivered over the air to Tesla owners.

Tesla's Autopilot system can maintain a set speed, keep the car within its lane and brake automatically. Radar helps the car see things that may be blocked to cameras in bright sunlight or bad weather.

In May, a driver whose Tesla Model S was operating in Autopilot died after he crashed into a tractor-trailer.

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LEASE FOR \$99** 36 Mos. \$1995 due

2016 JEEP RENEGADE LATITUDE 4X4 J6-80029
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Meritor volunteers dropped and gave 20 to help veterans.

Volunteers Raise Veteran Awareness with Push-ups

It's a bit of a cliché – the tough drill sergeant says, “Drop and give me 20.” But that's what volunteers did at Meritor, located in Troy, as a way to help veterans.

The push-ups, said Meritor spokeswoman Cheryl Kilborn, were part of a worldwide viral pushup challenge on Aug. 29 to honor those who serve and raise awareness for veteran suicide prevention.

In addition, the company contributed \$5,000 from the Meritor Trust to provide outreach and resources for active-duty members and veterans. On average each day, 22 veterans commit suicide.

Kilborn said Meritor volunteers completed 3,970 push-ups. As part of the 22KILL challenge, Meritor uploaded a video to YouTube that demonstrates its commitment to veterans and the passion of its employees. 22KILL's goal is to log 22 million pushups by people around the world.

“Meritor has a proud history of building components that of-

fer unparalleled performance and protection for those who protect us,” said Jay Craig, CEO and president of Meritor.

“We also extend our assistance to veterans who have so honorably served in the armed forces through a variety of voluntary efforts championed by employees and funding from the Meritor Trust.”

Army Reserve 1st Lt. Dave Rice of Davisburg, Mich., who is a manager of Product Validation Program Management for Meritor, demonstrated military-style pushups with Army Sgt. 1st Class Paul Miller, Sgt. 1st Class Juan Martinez and Staff Sgt. Christopher Haddon of the 2nd Battalion, 337th Regiment Combat Support/Combat Service Support in Waterford, Kilborn said.

“This issue is particularly important to me because I knew soldiers who have taken their own lives. The personal connection is very real,” said Rice, who leads Meritor's Veterans Business Resource Group (VBRG).

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<p>2015 GMC CANYON 4WD • SLE • EXT CAB</p> <p>\$24,995*</p> <p>WAS \$39,045 SAVE OVER \$8,000 OFF LIST</p> <p>Stock #88323-15 GM pricing plus tax of \$1,528.75, title, lic. & doc fees.</p>	<p>2016 GMC SIERRA 1500 • 4WD • DOUBLE CAB</p> <p>\$139*</p> <p>36 MONTH LEASE FOR ONLY \$139* 10K PER YEAR</p> <p>Stock #9359-16 • Deal #62603 \$1828 total due at signing. GM pricing plus tax, title, lic. & doc fees. Must qualify for GMC/Buick lease loyalty. Must have current Buick/GMC lease in household. Lease figured w/\$1,500 dealer IVC. Certificates program. Subject to change while IVC supply last. Lease example is stock specific. NO SECURITY DEPOSIT REQUIRED!</p>	<p>ALL NEW 2016 BUICK ENVISION AWD • PREMIUM II</p> <p>\$259*</p> <p>36 MONTH/10K PER YEAR LEASE FOR ONLY \$259* \$1,681 DUE AT SIGNING</p> <p>Stock #5143-16 • Deal #62597 GM pricing plus tax, title lic. & doc fees. GM pricing figured with lease conquest rebate. GM pricing must have Non GM in household set to expire 365 days from delivery. NO SECURITY DEPOSIT REQUIRED!</p>	<p>ALL NEW 2016 BUICK ENCORE FWD • CONVENIENCE</p> <p>\$159*</p> <p>39 MONTH/10K PER YEAR LEASE FOR ONLY \$159* \$1,648 DUE AT SIGNING</p> <p>Stock #4794-16 • Deal #62598 GM pricing plus tax, title lic. & doc fees. GM pricing figured with lease conquest rebate. GM pricing must have Non GM in household set to expire 365 days from delivery. NO SECURITY DEPOSIT REQUIRED!</p>
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*All lease/purchase examples are figured with GM employee pricing. lease conquest rebate qualifies to customers who have a non GM lease in household set to expire within 365 days of new lease/purchase delivery date. *Buick/GMC lease loyalty rebate applies to customers who have a current Buick/GMC lease in house hold. IVC certificates may apply to lease/ purchase examples and are good while dealer supply last. Exp. 9/9/16

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<p>2017 TRAVERSE "LS"</p> <ul style="list-style-type: none"> • Chevrolet Complete Care INCLUDED! • Style & Technology Package! • 20" Aluminum Wheels! • Remote Start and Entry! • Rear Vision Camera! • Power Driver's Seat! <p>Stock #2H1055</p> <p>WAS \$32,745 Sale Price \$24,871*</p> <p>24 MONTH LEASE: \$169* \$999 DOWN</p> <p>NO SECURITY DEPOSIT REQUIRED. TAX, TITLE AND PLATE FEES EXTRA!</p> <p>The Best Price... PERIOD!</p>	<p>2016 SILVERADO "LT"</p> <p>4X4 DBL CAB</p> <ul style="list-style-type: none"> • Chevrolet Complete Care INCLUDED! • Ecotec3 4.3L V6! • 8" Color Screen Mylink Radio with USB Ports! • OnStar w/4G LTE w/built in Wi-Fi Hotspot! • Steering Wheel Radio Controls! • Remote Keyless Entry! <p>Stock #G31167</p> <p>WAS \$40,370 Sale Price \$29,999*</p> <p>24 MONTH LEASE: \$99* \$999 DOWN</p> <p>NO SECURITY DEPOSIT REQUIRED. TAX, TITLE AND PLATE FEES EXTRA!</p> <p>The Best Price... PERIOD!</p>

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MINUS: LAETHEM PEP PRICE ADJUSTMENT	-\$4,093
MINUS: REBATES	-\$5,540

**RAY LAETHEM'S
GM Employee Lease** **\$149^{*/39 MO}**



2016 GMC Yukon Denali XL

MSRP	\$79,515
MINUS: GMS PRICE ADJUSTMENT	-\$8,320
MINUS: LAETHEM PEP PRICE ADJUSTMENT	-\$4,026
MINUS: REBATES	-\$2,200

**RAY LAETHEM'S
GM Employee Lease** **\$685^{*/39 MO}**



2016 Buick Verano Sport Touring

MSRP	\$25,400
MINUS: GMS PRICE ADJUSTMENT	-\$1,700
MINUS: LAETHEM PEP PRICE ADJUSTMENT	-\$3,055
MINUS: REBATES	-\$3,960

**RAY LAETHEM'S
GM Employee Lease** **\$59^{*/24 MO}**



2016 Buick Regal Premium II

MSRP	\$32,490
MINUS: GMS PRICE ADJUSTMENT	-\$2,255
MINUS: LAETHEM PEP PRICE ADJUSTMENT	-\$3,360
MINUS: REBATES	-\$5,960

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