

EPA Estimates Chevrolet Bolt EV Mileage Range at 238

Chevrolet has kept its promise. It earlier said it would offer the first affordable electric vehicle with 200 miles or more of range and will exceed those expectations when the 2017 Bolt EV

goes on sale later this year. With the vehicle's EPA-estimated range of 238 miles, owners can expect to go beyond their average daily driving needs – with plenty of range to spare – in the

2017 Bolt EV when charging regularly, said GM spokesman Fred Ligouri. "Chevrolet showed the world the production version Bolt EV earlier this year and in a few

short months we've moved from that vision to a reality," said GM North America President Alan Batey. "The Bolt EV is a game changer for the electric car segment and it will start to become

available at Chevrolet dealerships later this year." Bolt EV buyers won't be able to find a better value for an all-

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FCA's Matchmaker Event Connects Tier IIs with Tier Is

by Jim Stickford

In an era of Facebook friends and Internet relationships, there's still value to having people meet face to face. Which is why Fiat Chrysler held its 17th annual MatchMaker event on Sept. 15, at the company's headquarters in Auburn Hills. "The main purpose of our MatchMaker event is to find opportunities to match our suppliers who are owned by veterans, women and minorities with larger suppliers," said Kevin Bell, manager – Supplier Diversity and Training, Fiat Chrysler. "This event really creates opportunities for Tier II suppliers to connect with Tier I suppliers." The event also creates opportunities for Fiat Chrysler to help educate suppliers on topics such as succession.

"We work with a lot of smaller suppliers," Bell said. "What happens when the boss decides it's time to retire? Now some companies have a succession plan for the heir apparent, and some don't. We can help with that. And even when a company has an heir apparent, we can educate them on topics like trust agreements and how to make sure the process happens smoothly." Fiat Chrysler also offers classes on how to take advantage of the company's World Class Manufacturing (WCM) system and how to improve their own manufacturing processes. "We also hold seminars on how to work with government agencies like the Minority Business Development Agency to get things like access to capital and

CONTINUED ON PAGE 3



About 3,000 suppliers from 280 businesses gathered to connect with each other at FCA event Sept. 15.

Ford's Michigan Assembly Losing C-Max, Focus to Mexico; Gains New Ford Ranger?

by Jim Stickford

Ford's transfer of small vehicle production from its Michigan Assembly Plant in Wayne to Mexico has been confirmed, and this move is just part of a larger trend of manufacturers moving small car production to lower-labor-cost countries. Ford CEO Mark Fields confirmed the move Sept. 14 at an event for investors and Wall Street analysts held at the automaker's Dearborn headquarters. Ford currently assembles the

Focus and the C-Max at Wayne Assembly. The Fiesta subcompact is already made in Mexico. Fields' announcement means that in the future all the company's North American small car production will take place in Mexico. The Associated Press reported that the company is building a new \$1.6 billion assembly plant in San Luis Potosi, Mexico. It will make small cars there starting in 2018. AP also reported that under Ford's current contract with the

UAW, Michigan Assembly will not be closed, but rather will be getting new vehicles to build, likely, said AP, larger, more profitable vehicles like the Ford Ranger pickup. "We've been expecting this announcement for a while," said Mike Wall, head of IHS Automotive Analysis. "The costs of production are no doubt driving the move, but this mirrors a trend we've been seeing around the world – the moving of small car

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The Ford Michigan Assembly plant will be retooled for a new vehicle.



L-R: Steven Kolb, Carly Cushnie, Pamela Love, Michelle Ochs, Maxwell Osborne, Donna Kang, Timo Weiland, Tanya Taylor, Alan Eckstein, Prabal Gurung, Dao-Yi Chow and Nathan Tan are Cadillac's fashion winners.

Cadillac Gets Fashionable, Names Retail Designers

The Council of Fashion Designers of America (CFDA) and Cadillac on Sept. 7 named the next five designers participating in Retail Lab. This is a mentorship program, said Cadillac spokesman Eneuri Acosta, that gives fashion designers a real-world education in retail, including a rotating physical retail space at Cadillac House. The five winners represent different fashion houses, Acosta said. "In this case, you should consider the individuals' names as fashion brands, which is why the list has both individuals and fashion houses," Acosta said. The five selectees are the Cushnie et Ochs fashion house, the Public School fashion house, as well as Tanya Taylor, Pamela Love and Prabal Gurung. The five designers will be part

of the 2016/2017 term and will open their respective retail shops for a three-month period while in the mentorship program, Acosta said. Retail Lab is an initiative in which designers are selected through a competitive application process to gain valuable retail experience under the tutelage of fashion industry experts. Cushnie et Ochs will be the second featured designer and will open Oct. 1, Acosta said, following the inaugural designer Timo Weiland. "We're excited to be the next brand participating in the CFDA's Retail Lab at Cadillac House," said Carly Cushnie of Cushnie et Ochs. "As we formulate our plans to open the first Cushnie et Ochs retail store, it will be immensely

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The CFDA and Cadillac have assembled a team of experts across fashion, retail, business and technology to comprise the Advisory Board, which will curate the program curriculum, develop a Retail Lab handbook and provide valuable mentorship guidance throughout.

"Mr. Richardson and Mr. Liu have demonstrated long-term dedication, a tireless work ethic and an entrepreneurial approach to business," said Guibin Zhao, Nexteer chairman, executive board director and CEO.

O'Sullivan said that teamGM Cares hasn't forgotten about other parts of the state. About 440 employees from Flint and Grand Blanc will participate in a variety of projects.



The safety nonprofits include groups like the American Red Cross, O'Sullivan said. GM had a relationship with Gleaner's even before teamGM Cares was formed. "We try to stay active through-

out the year," O'Sullivan said. "It seems like we're doing something special every week."

"And a lot of the GM volunteers look around and come back with friends and families to give of their time. Our General Motors partners want to help make changes. The work they do as volunteers just doesn't happen during General Motors volunteer week. It happens all year-round and these people want to be a part of it."

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A collage of retirement planning materials. At the top left is a booklet titled "How To Maximize Your Retirement Readiness" with a silver canister icon. Below it is another booklet with the same title and a silver canister icon. To the right is a booklet titled "12 RETIREMENT QUESTIONS EVERY RETIREE MUST ANSWER" with a piggy bank icon. Further right is a booklet titled "RETIREMENT ANALYSIS PREPARED FOR:" with a 3D cube icon. Below the "12 QUESTIONS" booklet is a "Gift Certificate" for "The Retirement & Income Management Retirement Income Analysis". To the right of the gift certificate is a booklet titled "THE CASE FOR A Retirement Income Plan" with a 3D cube icon. At the bottom left is a "Retirement Readiness Checklist" with a large checkmark icon. At the bottom right is a booklet titled "50 ALARMING STATISTICS For Those Retired Or Very Close To It" with a 3D bar chart icon.

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Kevin Bell and Lisa Lunsford at Chrysler's recent MatchMaker event.

FCA's Matchmaker Event Connects Tier IIs with Tier Is

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how to get grants and government training," Bell said. "We do this to help smaller supplier learn what's out there and how the government can help them by providing a platform for people to learn."

For Lisa Lunsford, CEO of the Livonia-based GS3 Global, said her goal was to meet new clients and talk to people the company doesn't currently do business with. And they are also looking for suppliers to meet their needs.

Lunsford said GS3 got its start in 2010 when she and the company's co-founder Robert Gruschow got together to form the company.

"I have a degree in chemistry from Bennett College in North Carolina," Lunsford said. "I got my start in the automotive industry back in 1986 when I started working in Ford's plastics research and development department. In 1998, I started my own software company which wrote software for the transportation industry. It is still in existence. It services some clients in North Carolina."

GS3, Lunsford said, engineers, makes, assembles and does the logistics on metal formed parts such as engine brackets and door strikers.

"We just acquired MDS Stamping of Livonia," Lunsford said. "The deal was completed on March 30 of this year at 3:27 p.m. It's a big deal because it allows us to get in the striking business. All car doors, trunks and hoods have strikers, to that's a lot of business and acquiring MDS gives us a whole new skill set because we now have the tech to perform spin riveting for our customers. We're very excited."

Lundford said she likes the MatchMaker event because it allows her to talk face to face with

clients and potential clients. And she also gets to meet potential suppliers for the materials they need.

Paul Duff, North American Accounts manager at Chemico out of Southfield, said he's glad to get not only meet people in the auto industry but to get exposure to Fiat Chrysler's management and staff and be able to discuss how to better serve the company's needs.

"This company started out in 1989 with \$500,000 in sales," Duff said. "Now we expect to break \$100 million this year. Our owner, Leon C. Richardson is not only African American, he's also a veteran of the Marine Corps. He was working with another chemical supplier in 1989 and had some different ideas about how things could be done. So he took his bonus check from August of that year and in September founded Chemico."

The company has a plant in Chesterfield and now has three divisions, Duff said. One handles chemical marketing and distribution. The second does paint removal on parts so that they can be reused. The third division handles chemical management.

"We offer the services of a cost-efficient onsite management team to buy inventory for clients as it's needed and to help them environmentally control the use of chemicals. Clients include large OEMs."

Being at MatchMaker allows Chemico employees to be interact with Fiat Chrysler engineers and help everyone understand how Chemico can help the company with its assembly operations.

Chemico, Duff said, has enjoyed strong relationships with Fiat Chrysler in the past.

Bell said this year's MatchMaker event attracted more than 280 different businesses and had about 3,000 people attend.

Dodge Boldly Coloring Outside the Lines

Color Dodge bold.

The brand is adding even more excitement to the Dodge brand's rich muscle-car legacy and its most powerful lineup ever, according to Dodge officials.

America's mainstream performance car brand is pulling from its history for its new 2017 exterior color lineup with a pallet of paint names derived directly from the brand's colorful heritage, said Dodge spokesman Dan Reid.

For the most hardcore Dodge fans and enthusiasts, Green Go and Yellow Jacket join the legacy of the brand's limited-production hues such as Plum Crazy, Sublime and Go Mango.

"Our heritage-inspired paint names highlight how the Dodge brand attitude permeates through everything we do, even a simple detail like a color name," said Tim Kuniskis, head of Passenger Car Brands, Dodge, SRT, Chrysler and Fiat - FCA North America.

"For Dodge, the heritage-inspired names are more than just catchy ways to call out our paint - these names resonate with our customers, speaking to their personality, their car passion and their love of their Dodge."

These names represent nearly a half-century of bold names for bold rides, Reid said.

Names like the Top Banana, HEMI Orange and Panther Pink exterior colors originating from Dodge during the muscle-car era.

And, Reid said, the brand is digging deep once again to revive its bold paint naming strategy for 2017 and further building on its lexicon within automotive enthusiasts.

Bolt's Mileage Electrifying

CONTINUED FROM PAGE 1

electric, "thrill-inducing" ride with an expected MSRP below \$37,500 and before available federal tax credit of up to \$7,500, Batey said.

The issue of range anxiety - the fear that a driver's vehicle will run out of power before a driver can recharge the vehicle - is addressed by the Bolt, Ligouri said.

"The average daily driving habits of 80 percent of American drivers is 40 miles," Ligouri said. "In the Bolt EV, our engineers have developed a vehicle that has a range that allows drivers to go from home to work to errands. They can pick up their kids at school without having to fear their vehicles will run out of power. They can drive the Bolt EV with full confidence."



Dodge sparks up color names by reaching into its heritage.

Arriving to Dodge dealerships this fall, the 2017 Dodge Challenger, Charger, Viper, Durango, Journey and Grand Caravan will offer an array of colors that include:

- Redline 2K;
- Blu By You;
- Stout Brown;
- White Knuckle;
- Redline 3K;
- Maximum Steel Metallic;
- Bomber Brown;
- Vice White;
- Octane Red;
- Yellow Jacket;
- Granite;
- White Noise;
- TorRed;
- Olive Green;
- Billet;
- Blood Orange;
- Green Go;
- Black Onyx;
- Go Mango;

- Destroyer Gray;
- DB Black;
- Contusion Blue;
- Bruiser Gray;
- Pitch Black.

The Dodge brand is America's mainstream performance brand, said Reid.

With the purification of the brand and consolidation with SRT, Dodge is focusing on its performance roots with every single model it offers, he said.

The Dodge and SRT brands offer a complete lineup of performance vehicles that stand out within their own segments, said Reid.

SRT is positioned as the ultimate performance halo of the Dodge brand, Kuniskis said, together creating a complete and balanced performance brand with one vision and one voice.

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Uber Begins Testing Autonomous Vehicle in Real World

by DAKE KANG
Associated Press

PITTSBURGH (AP) – Uber riders in Pittsburgh can get a glimpse of the future by summoning a car capable of handling most of the tasks of driving on its own.

Starting on Sept. 14, a fleet of self-driving Ford Fusions began picking up Uber riders who opted to participate in a test program. While the vehicles are loaded with features that allow them to navigate on their own, an Uber engineer will sit in the driver's seat and seize control if things go awry.

Uber's test program is the latest move in an increasingly heated race between tech companies in Silicon Valley and traditional automakers to perfect fully driverless cars for regular people. Competitors such as Volvo and Google have invested hundreds of millions of dollars and logged millions of miles test driving autonomous vehicles, but Uber is the first company in the U.S. to make self-driving cars available to the general public.

"That pilot really pushes the ball forward for us," said Raffi Krikorian, director of Uber Advanced Technologies Center (ATC) in Pittsburgh, the company's main facility for testing self-driving vehicles. "We think it can help with congestion, we think it can make transportation cheaper and more accessible for the vast majority of people."

Removing the cost of the driver is one way to make rides more affordable. But that prospect didn't sit well with some Uber customers.

"It scares me not to have a driver there with an Uber," said Claudia Tyler, a health executive standing near the entrance of an office in downtown Pittsburgh.

A reporter from *The Associated Press* tried out the service Sept. 12.

The ride through downtown Pittsburgh and over some bridges went smoothly, with the car waiting for oncoming traffic before making a turn and at one point stopping for a vehicle that was backing into a parking space. Parking, however, was a task the human driver had to perform.

Approaches to driverless technology differ. Google, a unit of Alphabet, and Ford Motor Co. want to perfect the fully driverless car – no steering wheel, no pedals – before letting the public climb in for a ride. Others are adding autonomous features in phases, while relying on the driver to take over in certain circumstances.

Many experts predict that it will be years, if not decades, before the public is being driven around in fleets of fully driverless vehicles under any condition.

"Because vehicles are driving at seventy miles per hour on the highway, if something goes wrong, things could go wrong very bad, very quickly," said Carnegie Mellon engineering Professor Raj Rajkumar. "This technology needs to be ultra-reliable before we can take the human out of the driving equation."

NuTonomy, a spinoff from the Massachusetts Institute of Technology, got the jump on Uber globally three weeks ago when it began picking up passengers in self-driving taxis in Singapore. The company said last week that its six taxis – with backup drivers – haven't had any accidents since the service launched.

The Uber vehicles are equipped with everything from seven traffic-light detecting cameras to a radar system that detects different weather conditions to 20 spinning lasers that



An Uber autonomous car being tested in Pittsburgh.

generate a continuous, 360-degree 3-D map of the surrounding environment.

During the demonstration for reporters two engineers were seated in front – one ready to take control in case the car encountered a situation it couldn't handle, the other monitoring the car's 3D map and scribbling notes on how to improve the car's software. The engineers must undergo a week of safety orientation or more to drive the cars, with additional training as the vehicles continue to be refined.

Pittsburgh is a particularly good place to experiment, they said, because the city is a research hub of self-driving cars and has notoriously bad driving conditions, including snowstorms, rolling hills and a tangled network of aging roads and bridges.

Uber executives are watching to see how the cars handle these challenges before saying when fully driverless vehicles will be ready to hit the roads.

"We actually think of Pittsburgh as the double black diamond of driving," Krikorian said. "If we can really tackle Pitts-

burgh, then we have a better chance of tackling most other cities around the world."

Pennsylvania also lacks stringent testing regulations at the moment, unlike other driverless car-testing venues such as California. The Uber trial is perfectly legal under current state law, Pennsylvania officials said.

"There's no requirement that you be touching the steering wheel," said Kurt J. Myers, deputy secretary at the Pennsylvania Department of Transportation. "But there is a requirement that you are a licensed driver and that you are in the driver's seat."

A task force commissioned by the state is expected to make policy recommendations in November. Uber officials hope the initial trial will teach them how to ease public fears of adopting the leading-edge technology.

"The Pittsburgh pilot is our opportunity for real world testing, so that we can learn more about what makes riders feel safe and comfortable," said Uber Product Manager Emily Bartel.

Uber's Silicon Valley roots means it tends to pivot quickly and plan, experiment, and adjust direction within weeks, in contrast to longtime carmakers like General Motors or Toyota who have yearlong timelines when bringing out new features, Rajkumar and Uber officials said.

When the drivers are removed from front seats, the cars will likely be restricted to driving in specific locations under good conditions at first.

Ford, U-M Create New Robotics Partnership

Robotic technologies for air, sea and roads, for factories, hospitals and homes will have tailored lab space in the University of Michigan's planned Robotics Laboratory.

The U-M Board of Regents approved the schematic design for the \$75 million facility on Sept. 15. It is slated for the northeast corner of North Campus in the College of Engineering, said university spokeswoman Nicole Casal Moore.

The 140,000-square-foot building will house a three-story fly zone for autonomous aerial vehicles, an outdoor obstacle course for walking robots, and high-bay garage space for self-driving cars, among other features.

And in a unique collaboration, Moore said Ford Motor Co. will provide funding to add a fourth floor that it will lease for dedicated space where Ford researchers will eventually be based.

Construction is scheduled to begin after a fundraising effort and should be finished in 2020.

When the building opens, U-M will become one of an elite few universities with a dedicated robotics facility, Moore said. It will be the only university whose lab is down the road from a proving ground for driverless and connected vehicles. Mcity, U-M's simulated urban and suburban environment for safe, controlled testing of advanced mobility vehicles and technologies, is located a half-mile from the Robotics Laboratory site.

"The University of Michigan has long been a global leader in robotics and our new facility will give our faculty members room to reach for world-changing advances and set them in motion," said Professor Alec Gallimore, dean of Robert J. Vlasic Engineering.

"Robots have come a long way from programmed machines bolted to the factory floor. Today they move through the world around us. They communicate and interact with each other and with us. They're making our work, our travel and our lives easier, more efficient and safer."

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Driver Killed in China Using Tesla AutoPilot

BEIJING (AP) – Tesla faces new scrutiny in China about its vehicle Autopilot system after state television broadcast allegations that a man killed in a crash had activated the driver-assist feature of his car.

The state broadcaster CCTV aired a report on Sept. 14 about a January crash that killed 23-year-old Gao Yaning. The report included apparent dash cam footage of the car slamming into a slow-moving orange truck.

An official interviewed in the report said the car's Autopilot feature was active at the time of the crash.

CCTV reported Gao's family has sued Tesla in a Beijing court, though the lawsuit was not available in online court records. Officials at the court did not answer the phone on Sept. 15, a Chinese holiday.

Tesla said in a statement that the car was too damaged in the wreck to transmit data to company servers, and that Gao's family had not cooperated with the company's investigation.

"We have tried repeatedly to work with our customer to investigate the cause of the crash, but he has not provided us with any additional information that would allow us to do so," it said.

A spokeswoman for the company did not respond to questions about what the car had reported before the crash.

The nationally broadcast report was a potential setback for Palo Alto, Calif.-based Tesla's efforts to expand in China, the world's largest auto market. Tesla has explored building a manufacturing plant in China, but national regulations would require it to partner with a domestic company.

Freudenberg-NOK Wins Award for Excellence

Freudenberg-NOK Sealing Technologies' Troy and Milan, Ohio manufacturing facilities have been awarded Gold and Bronze level Supplier Quality Excellence Process (SQEP) certification from Caterpillar Inc.

Caterpillar, said Freudenberg spokeswoman Cheryl Eberwein, created the SQEP to recognize those suppliers that demonstrate their commitment to excellence and drive a "zero defects" culture within their organizations. Troy, which received Gold status, and Milan, which received Bronze, are the first Freudenberg-NOK facilities to receive such coveted recognition from Caterpillar.

"Winning Gold and Bronze supplier quality awards from Caterpillar is a major accomplishment, and we're very happy to receive this recognition," said Joel Johnson, Global vice president of Sales, Mobile Machinery, Freudenberg-NOK.

"The Troy and Milan sites are completely dedicated to excellence, which is reflected in these awards. The Manufacturing, Quality, Customer Service, and Supply chain teams have worked hand in hand with Sales and Caterpillar to make this a culmination of a true team effort."

Troy supplies Caterpillar with polyurethane buffer seals, U-cup seals and wiper seals that are used in its construction and mining equipment, Eberwein said.

Milan works as a customer service and shipping hub for Caterpillar, matching the company's fluid power sealing requirements with global Freudenberg and NOK products and then importing and redistributing these products to Caterpillar's plant locations.

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Detroit Power Impresses *Car and Driver*

Detroit is producing some powerful and fast cars for drivers – just ask the editors at *Car and Driver* magazine.

Results from its tenth annual Lightning Lap, recognizing the fastest production cars on the market were released on Sept. 13.

This year’s winner is the Dodge Viper ACR, said magazine spokeswoman Lauren Demitry. Last year, another American car – the Chevrolet Corvette Z06 – was the reigning champ, so the Viper continues Detroit’s winning streak for 2016, Demitry said.

Every year for a decade now, Demitry said, *Car and Driver* has tested vehicles on America’s most demanding road course – the Virginia International Raceway – to answer the ultimate performance-car question: What’ll it do?

The track doesn’t care about marketing claims or badge snobbery, *Car and Driver* editors wrote, it treats every entrant equally harshly.

“This year we threw 18 cars (plus a few oddballs) into VIR’s paved crucible,” editors wrote.

Here are some of the *Car and Driver* Lightning Lap results ranked by lap time (min:sec):

- 2016 Dodge Viper ACR: 2:44.2;
- 2017 Chevrolet Corvette Grand Sport: 2:47.1;
- 2016 Ford Mustang Shelby GT350R: 2:51.8;
- 2017 Chevrolet Camaro SS 1LE: 2:54.8;
- 2016 Dodge Charger SRT Hellcat: 3:03.5;
- 2016 Ford Focus RS: 3:03.9;
- 2017 Chevrolet Camaro 1LE: 3:04.0.

Editors wrote of the 2016 Viper ACR that it’s unfortunate that Fiat Chrysler is ending the Viper because it’s a great car that requires the best from its driver

and that “this ax can win any knife fight that comes its way.”

The editors said of the 2016 Corvette Grand Sport, “I like the Z06, it’s weaponized fiberglass, just with a little less fissile material. Equipped with the \$7,995 Z07 package, which adds Michelin Pilot Sport Cup 2 tires and carbon-ceramic brakes, the Grand Sport clings to Turn 1 with 1.19 g’s of grip, a close second to the Z06’s 1.20 g’s, the most grip we’ve ever recorded in that corner.”

The 2016 Mustang Shelby was also highly praised by *Car and Driver*’s experts.

Editors wrote, that compared to the Camaro Z/28, “which leaps over curbing and pounds the track into submission, the GT350R sops up the harsh stuff without upsetting the chassis or the driver.”

Editors wrote of the Camaro SS 1LE that it “steals more than eight seconds from the previous LL1 record holders.

In doing so, it leaves in its wake a parade of more powerful and more expensive cars, and it absolutely stomps its current Blue Oval rival.”

Editors called the 2016 Dodge Charger SRT Hellcat the “Hulk in Gucci pumps” because “nobody looks at this thing and thinks ‘track car.’ Okay, maybe parallel tracks with Christmas trees, but no track with curves. The Charger is just so big, so heavy, so utterly Woodward Avenue.”

Having written that, editors also said the car’s fun and gives the driver tremendous power.

Editors said that the 2016 Ford Focus RS’s “development roots and spiritual successors lie in Europe and Japan, respectively. Yet there’s something distinctly American about the state of mind required to go quickly in the RS. The most effective driving style, the one that solves most problems, in fact, is gratuitous use of the throttle. Put your foot in it. Steer. Let the electronics sort out the rest. What could be more American than that?”

The full analysis of all of the chosen vehicles is featured in the October issue of *Car and Driver*, on newsstands and available for sale right now. It is also available online at CarandDriver.com.



2016 Dodge Viper ACR

Ford to Help Disaster Relief Organizations

When disaster strikes, three nonprofits in the United States will be able to beef up their response capability to help people faster and more effectively through a new program called the Ford Disaster Relief Mobility Challenge.

In conjunction with September’s National Disaster Preparedness Month, Ford Motor Company will award three grants of up to \$70,000 each for U.S.-based nonprofit organizations to purchase and modify a Ford Transit van for use in disaster relief work, said Ford spokesman Eric Mitchell.

Ford is asking nonprofits to describe how the Ford Transit van, which is offered with multiple roof heights, body lengths, wheelbases and engine options, can serve their disaster response needs, Mitchell said.

Winners who meet the challenge will be selected based on proposed vehicle use and community need.

Additional ground rules include:

- Applications must be submitted by Oct. 31, 2016;
- Applicants must be a certified U.S. 501(c) 3 nonprofit organization;
- Government organizations and municipalities are not eligible;
- Winners will be notified in November 2016.

To share an idea, visit fordbetterworld.org. Click to hear Jim Vella discuss the challenge.

“We’re asking for help from the experts on the ground on how to best utilize Ford vehicles following an earthquake, hurricane or other devastating natural event,” said Jim Vella, president, Ford Motor Company Fund.

“Ford’s strength as a mobility company combined with the know-how of dedicated disaster



Ford is presenting three grants to buy Transits for emergency vehicles.



The Transit van will be modified by nonprofits for disaster relief.

responders can take our efforts to a higher level and help more people.”

Ford, Vella said, has a long history of supporting disaster relief efforts in the United States and overseas, working with the American Red Cross, the Salvation Army and other nonprofit groups.

As a member of the Red Cross Annual Disaster Giving Program,

Ford, said Vella, pledges support in advance of major disasters, ensuring that the Red Cross is prepared to respond immediately to emergencies.

Over the past several years, Ford has provided 15 disaster response vehicles to organizations in communities across the United States, from New Jersey to Oregon and California, Mitchell said.

Ford Unveils Mobility Plan, Predicts Lower Profits

by DEE-ANN DURBIN
AP Auto Writer

DETROIT (AP) – Ford Motor Co. said Sept. 14 that a plan to embrace “mobility” and spend billions on electric and autonomous vehicles will hurt its bottom line in the short term but lead to frothier profit margins in the future.

Ford said profit from its core business of selling cars and trucks will improve over the next three years. But its ambitious plan to invest in emerging businesses will damp pretax profit next year before it rebounds in 2018.

The maker of the best-selling F-150 pickup truck and the iconic Mustang muscle car has said it will invest \$4.5 billion to bring 13 new electric and hybrid vehicles to market by 2020. Ford also has promised to put a fully autonomous vehicle into ride-hailing or car-sharing fleets by 2021.

“We are making choices: Where to play, where not to play and how we’re going to win,” Ford CEO Mark Fields told investors and Wall Street analysts at the company’s headquarters during a day-long presentation.

Fields said Dearborn-based Ford has a unique opportunity to remake its business at a time when it’s healthy and profitable.

“Usually when we had to do it, our backs were up against the hot pipes and we were in crisis,” Fields said.

The company recently bought Chariot, a crowd-sourced shuttle service in San Francisco, and is partnering with bike-share company Motivate. It’s also investing in companies that make sensors and maps for autonomous cars.

Ford says 30 vehicles are sold each minute in the U.S., but 9 million miles are traveled. If people want to travel by autonomous taxi or shared rides, Ford wants to provide the cars, the service or both.

Ford execs say autonomous cars could make up 20 percent of global vehicle sales by 2030.

“This is very different thinking for us. For years, we have thought about the thing and how many things we sold,” Fields said.

Ford is projecting an adjusted pretax profit of \$10.2 billion this year, lower than the record \$10.8 billion it booked last year. The deficit is largely due to a recall of 2.4 million vehicles for defective door latches that will cost Ford \$640 billion.

Among other topics Ford discussed at the event:

- WATCH IT, TESLA: Ford technology chief Raj Nair suggested that Tesla Motors’ semi-autonomous Autopilot system was put into public hands too early. Autopilot keeps a car within its lane, brakes automatically and maintains a set speed without a driver’s hands on the wheel. A driver whose car was using the system died in Florida in May in a collision with a tractor-trailer. Nair said accidents like that could cause regulators to clamp down on the technology. Autopilot’s role in the Florida crash is under investigation.

- PROFIT MARGINS: Fields said Ford’s emerging mobility businesses may not make money right away, but will have to show a path to profitability. The CEO said the automotive business needs to deliver profit margins of 8 percent or more, while emerging businesses will need to deliver margins of 20 percent or higher. Fields said Ford isn’t afraid to change course if the goals aren’t being met.

- CUTTING COSTS: Ford says it will gain \$3 billion each year in efficiencies between 2016 and 2018.

That includes making its vehicles less complex. Right now, for example, there are 200,000 buildable combinations of the Ford Focus sedan available to consumers in North America. Ford is reducing that to 300 in 2017 and 30 in the next-generation Focus, saving \$250 to \$300 per vehicle.

Ford’s Michigan Assembly Moving Focus to Mexico

CONTINUED FROM PAGE 1

production to lower-labor-cost production facilities in different countries.”

In Europe, OEMs have been moving small car production to Eastern and Central Europe. In Asia, small car production has been moving to countries like Thailand, Indonesia and India, Wall said. The low-labor-cost country in the North American market usually means Mexico.

“I would say what we’re seeing here is an interesting dynamic,” Wall said. “While Michigan Assembly is losing the Focus and C-Max, it is getting another vehicle, most likely the Ranger mid-size pickup truck. That’s a higher profit vehicle and is a perfect fit for Michigan Assembly.”

And moving the Focus and C-Max to Mexico is also a win for Ford for another reason, Wall said.

Mexico currently has free trade agreements with dozens of different countries around the world. It’s quite possible that Ford will be making the Focus and the C-Max not just for the North American market, but for export around the world.

Ultimately, the move of small car production to Mexico is a sign of evolution in the automotive industry, not the decline of the American manufacturing base, Wall said.

“The small car market around the world is hyper-competitive,”

Wall said. “If you look at different companies, they’ve often used the small car to gain a foothold in the American market. And once that foothold has been established, they’ve introduced bigger and more profitable vehicles to their North American portfolio.”

Demand for small cars also has declined over the past few years, Wall said.

“While demand for small cars has declined, demand for small vehicles really hasn’t,” Wall said. “Right now, it’s all about crossovers. Look at the Jeep Renegade. It’s made by Fiat Chrysler in Brazil, Italy and China and is meant to be a true world car. It’s been popular and is based on the Fiat 500 platform. People tend not to associate the Renegade with the small car market.”

And because most automakers want to have a complete vehicle portfolio, they will still keep making the small car, Wall said. But it is a lower profit type of vehicle, so the trend has been to move production to lower-cost countries to keep expenses down.

“This announcement by Ford didn’t come as a surprise to those of us who watch the auto industry,” Wall said. “I don’t think people should take it as a harbinger of doom for the American car business.

“It’s just an evolution and an indication of how market forces are working around the world.”

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MALIBU 2016 <p>Stk. #461777 Stk. #461910</p> <table border="1"> <tr> <td>LEASE A LT 24 MONTHS \$109* \$999 DOWN</td> <td>PURCHASE A LS \$19,369*</td> </tr> </table>	LEASE A LT 24 MONTHS \$109* \$999 DOWN	PURCHASE A LS \$19,369*	CAMARO 2016 LT <p>Stk. #470040 Stk. #470040</p> <table border="1"> <tr> <td>LEASE FOR 39 MONTHS \$339* \$999 DOWN</td> <td>PURCHASE FOR \$28,329*</td> </tr> </table>	LEASE FOR 39 MONTHS \$339* \$999 DOWN	PURCHASE FOR \$28,329*	TRAX 2016 LS <p>Stk. #563963 Stk. #563963</p> <table border="1"> <tr> <td>LEASE FOR 24 MONTHS \$69* \$999 DOWN</td> <td>PURCHASE FOR \$15,869*</td> </tr> </table>	LEASE FOR 24 MONTHS \$69* \$999 DOWN	PURCHASE FOR \$15,869*	TRAVERSE 2017 <p>Stk. #570089 Stk. #570089</p> <table border="1"> <tr> <td>LEASE FOR 24 MONTHS \$159* \$999 DOWN</td> <td>PURCHASE FOR \$26,889*</td> </tr> </table>	LEASE FOR 24 MONTHS \$159* \$999 DOWN	PURCHASE FOR \$26,889*
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LEASE FOR 24 MONTHS \$69* \$999 DOWN	PURCHASE FOR \$15,869*										
LEASE FOR 24 MONTHS \$159* \$999 DOWN	PURCHASE FOR \$26,889*										

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Cadillac's Global Sales in August Show Strength

Cadillac sold 28,228 new vehicles globally in August, an increase of 4.5 percent compared with Cadillac's August 2015 sales.

August marked the second consecutive month in which Cadillac global growth exceeded 20 percent, driven by the new XT5 crossover, said Cadillac spokesman David Caldwell.

In August Cadillac's U.S. sales rose 3.9 percent, while sales in China soared 93.4 percent. Year to date, Cadillac global sales are up 4.5 percent.

The new XT5 sold 8,523 units in August, the most since its launch this past spring. Sales of Cadillac's sporty ATS sedan and coupe models grew 18.4 percent globally. The XTS sedan registered a 52.9 percent increase, as well.

The new CT6 luxury sedan registered its highest sales since launch, with U.S. sales in August increasing 49.5% above July.

In the U.S., the brand experienced volume growth while continuing to earn a premium position in the marketplace. Cadillac average transaction prices topped \$53,000 per unit (according to J.D. Power Information Network), the highest among full-line luxury brands.

"We are seeing consistent progress on our mission to grow global volume while simultaneously building brand prestige," said Cadillac President Johan de Nysschen. "Product substance is the foundation of our disciplined approach to global expansion."

Detroit Lions, Uber Kick Off Alliance

The Detroit Lions have entered into a new partnership with Uber as the official rideshare partner for the 2016 season.

The partnership includes an Uber-exclusive pickup and drop-off point located along the northbound E Fisher Service Drive, between Woodward and John R on game days, said Detroit Lions Team President Rod Wood.

"Providing options for fans arriving and departing from Ford Field on Lions game days continues to be a priority," said Wood. "Partnering with Uber will give fans a convenient and safe transportation alternative as well as encourage ride-sharing."

The Detroit Lions are also working with Uber to ensure an efficient ride experience, Wood said.

Lions fans who use Uber on game days will be eligible for special Lions' giveaways, Wood said.

"Uber is teaming up with the Lions to make sure a trip to and from Ford Field is hassle-free," Uber Michigan General Manager Sagar Shah said. "Lions fans can skip the parking lot - just open the Uber app, push a button, and get a ride."

Additionally, Uber will grant a Lions' exclusive promotion code (LIONSDET) for first-time users, valid for one free ride up to \$20, Shah said.

Uber is a technology platform that is evolving the way the world moves. By connecting riders to drivers through their apps, Uber makes cities more accessible, opening up more possibilities for riders and more business for drivers, Shah said.

From their founding in 2009 to launches in over 400 cities today, Uber's rapidly expanding global presence continues to bring people and their cities closer. For more information, Shah said people should visit the company's Web site at Uber.com.

Social Media Sites Being Used More by Car Buyers

Consumers who use the internet during their new-vehicle shopping process are increasingly turning to social media websites as a source of information, according to the J.D. Power 2016 New Autosampler Study released Sept. 15.

The study, said J.D. Power spokesman John Tews, analyzes how new-vehicle buyers use digital devices – tablets, smartphones and computers – to gather information prior to purchase, as well as which websites and apps they use during the shopping process. The study also examines which types of content new-vehicle buyers access during their shopping process and which content they find most useful.

Among automotive internet shoppers, Tews said 22 percent use a social media site as a source while shopping for their new vehicle, up from 16 percent in 2015. The most popular social media sites used by auto internet shoppers during the shopping process are YouTube (13 percent), DealerRater (7 percent) and Facebook (5 percent).

“Social media plays a large role in many consumers’ lives, so it’s not surprising that it’s one of the tools they’re using during the vehicle-shopping process,” said Mike Battaglia, vice president, automotive retail at J.D. Power. “While we would not expect social media sites to compete head-on with designated auto shopping sites like Toyota.com and Kelley Blue Book, it’s easy to understand the role and relevance social plays in the automotive shopping process.”

Among automotive internet shoppers who use social media, only 13 percent indicate that the

information posted on social media sites influenced their purchase decision, and only 2 percent say a social site was the “most useful site” they visited.

“Social media platforms aren’t as useful as automotive shopping websites for automotive information, but they do serve the needs of consumers for unbiased dealer reviews, affirmations from other vehicle owners, accessing automotive-related videos and exchanging ideas and opinions with friends and family members,” said Battaglia.

Slightly more than one-third (34 percent) of new-vehicle buyers using social media for automotive information post a picture of their new vehicle on a social site. Facebook is by far the most posted site at 88 percent, followed by Instagram at 21 percent.

While the use of social media in the automotive research process is increasing, it still does not rival the traffic to auto shopping websites, Moore said.

The study finds that more than nine out of 10 automotive internet shoppers visit at least one automaker’s site during the shopping process, while 84 percent visit a dealer site and 79 percent visit a third-party site. On average, internet shoppers visit 10 automotive websites in their shopping process: four automotive manufacturer websites, three third-party websites and three dealership websites.

The most frequently accessed content on automotive shopping websites are model information (89 percent), vehicle pricing (88 percent) and photo galleries (81 percent). Yet, auto internet shoppers find different types of sites more useful for different reasons.

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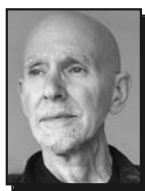
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2017 GMC TERRAIN FWD • SLE-1 \$185* 24 MONTH LEASE FOR ONLY \$10K PER YEAR  Stock #9404-17 • Deal #63132 \$1648 total due at signing GM pricing plus tax, title, lic. & doc fees. Must have non-GM in household to expire within 365 days. NO SECURITY DEPOSIT REQUIRED!	2016 GMC SIERRA 1500 • 4WD • DOUBLE CAB \$139* 24 MONTH LEASE FOR ONLY \$10K PER YEAR  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. Programs subject to change while IVC supply last. Lease example is stock specific. NO SECURITY DEPOSIT REQUIRED!	ALL NEW 2016 BUICK LACROSSE 1SH • SPORT TOURING \$209* 39 MONTH/10K PER YEAR LEASE FOR ONLY \$1,838 DUE AT SIGNING  Leather heated seats, Rear camera, Push start & more! Stock #4959-16 • Deal #62599 GM pricing plus tax, title lic. & doc fees. GM pricing must have Non GM in household set to expire 365 days from delivery. NO SECURITY DEPOSIT REQUIRED!	ALL NEW 2016 BUICK ENCORE AWD • SPORT TOURING \$179* 39 MONTH/10K PER YEAR LEASE FOR ONLY \$1,695 DUE AT SIGNING  All wheel drive Stock #4811-16 • Deal #62598 GM pricing plus tax, title lic. & doc fees. Must qualify for lease conquest rebate. NO SECURITY DEPOSIT REQUIRED!
2015 GMC SIERRA 1500 • 4WD • DOUBLE CAB • SLE \$35,516* WAS \$42,485 SAVE OVER \$6,969 OFF LIST  ONLY ONE LEFT 15% OFF LIST 6" CHROME ASSIST STEPS Stock #8717-15 GM pricing plus tax of \$2,549, title, lic. & doc fees.	ALL NEW 2016 BUICK CASCADA PREMIUM • 1SP SUMMER FUN! ALL NEW BUICK CONVERTIBLE \$289* 39 MONTH/10K PER YEAR LEASE SPECIAL \$1,817 DUE AT SIGNING  Sk. #4858-16 • Deal# 60590 GM pricing plus tax, title lic. & doc fees. GM pricing must have Non GM in household set to expire 365 days from delivery. NO SECURITY DEPOSIT REQUIRED!		

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 *All lease/purchase examples are figured with GM employee pricing, lease conquest rebate applies 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 household. IVC certificates may apply to lease/purchase examples and are good while dealer supply last. Exp. 9/30/16

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2017 TRAVERSE "LS" • Chevrolet Complete Care INCLUDED! • 3.6L V6 SIDI Engine! • 6.5" Color Touch Screen Radio! • Bluetooth for Phone! • 8 Passenger Seating! • Remote Keyless Entry! • Power Driver's Seat! • Rear Vision Camera! Stock #2H1055  Was \$32,745 Sale Price \$24,871* 24 MONTH LEASE: \$169* \$999 DOWN NO SECURITY DEPOSIT REQUIRED. TAX, TITLE AND PLATE FEES EXTRA! The Best Price... PERIOD!	2016 SILVERADO "LT" 4X4 DBL CAB • Chevrolet Complete Care INCLUDED! • Ecotec3 4.3L V6! • Automatic Transmission! • GM Bedliner Included! • 8" 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 #G31167  Was \$40,370 Sale Price \$29,999* 24 MONTH LEASE: \$99* \$999 DOWN NO SECURITY DEPOSIT REQUIRED. TAX, TITLE AND PLATE FEES EXTRA! The Best Price... PERIOD!

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Sik. #B2241

\$159*
w/Conquest

\$189*
w/Lease Loyalty

\$184*
w/Conquest

\$214*
w/Lease Loyalty

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60 MONTHS

Was \$32,490 Sale Price \$24,965*
Sik. #B2047
Also Available in AWD

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w/Conquest

\$219*
w/Lease Loyalty

\$227*
w/Conquest

\$255*
w/Lease Loyalty

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NEW 2016 BUICK ENCORE
CONVENIENCE PACKAGE

- 1.4L TURBO Engine
- Rear Back Up Camera
- Power Seat
- 10 Air Bags
- Bluetooth
- 6 Spd Auto Trans
- Traction Ctrl
- Remote Start
- Blind Side Alert

0% APR
AVAILABLE UP TO
60 MONTHS

Was \$27,280 Sale Price \$21,013*
Sik. #B1887
Also Available in AWD

\$169*
w/Conquest

\$198*
w/Lease Loyalty

\$199*
w/Conquest

\$227*
w/Lease Loyalty

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- Dual Power Seats
- Heated Leather Seats
- Fog Lamps

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w/Conquest

\$329*
w/Lease Loyalty

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GM EMPLOYEE & FAMILY LEASE

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w/Conquest

\$285*
w/Lease Loyalty

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w/Conquest

\$339*
w/Lease Loyalty

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- Power Seat
- Power Rear Hatch
- 19" Aluminum Wheels

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- Rear Vision Camera
- Front/Rear Air & Heat
- Power Seat
- Remote Start

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- 9 Passenger Seating
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10K

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- Rear Vision Camera

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\$199*
36 MONTH LEASE 10K

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CREW CAB 4X4

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- 3.6L V6

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General Motors' Green Efforts Gain Praise

General Motors was again ranked on the Dow Jones Sustainability Index for corporate sustainability leadership in the automotive industry. This is the second year GM has been selected as an index component and the company remains the only automaker on the North American index, said GM spokeswoman Colleen Oberc. The Dow Jones Sustainability Index is the leading global benchmark for corporate sustainability, Oberc said. DJSI tracks leading sustainability-driven companies based on investment firm RobecoSAM's analysis of financially relevant environmental, social and governance factors. "The DJSI ranking demonstrates that GM is doing business with a greater sense of purpose," said Craig Glidden, GM executive vice president public policy and general counsel. "This practice benefits our customers and employees, and helps us better serve the communities where we work around the world." GM's score increased 5 points this year, thanks to higher rankings in 14 of 22 categories, with perfect scores in climate strategy and brand management, Oberc said. GM also received a high score in the index's new materiality category, which evaluates sustainability issues linked to business drivers. Another major update to the DJSI methodology is an increased focus on human rights. Last year, GM joined the UN Global Compact, pledging to support and promote the compact's 10 principles in the areas of human rights, labor, environment and anti-corruption. Recently, GM Chairman and CEO Mary Barra committed to a vision of a decarbonized automotive industry, Oberc said. At the World Economic Forum, Barra, as well as 13 other automotive CEOs, committed to the idea that safe and affordable automotive transportation is no longer just for a privileged few. GM also launched its Do Your Part recycling initiative, collecting water bottles from six GM facilities and Flint residents, Oberc said. The plastic is transformed through a supply web of 11 companies and philanthropic organizations into three new materials that benefit products, plants and people.

Hyundai Recalls Small SUVs That May Not Move

DETROIT (AP) – Hyundai is recalling about 41,000 small SUVs in the U.S. because a software glitch can stop the vehicles from accelerating. The recall came after pressure from the National Highway Traffic Safety Administration. It covers 2016 Tucson models with seven-speed dual-clutch automatic transmissions. Hyundai says it started getting reports in June that the engines would rev but the SUVs wouldn't move. Engineers traced the problem to the transmission control computer that monitors driving to refine gear shifting. If the gas pedal is repeatedly cycled, the Tucsons may not accelerate. Hyundai at first sent a service bulletin to dealers but decided to do a recall after meeting with the safety agency. The recall began Sept. 7. Dealers will reprogram the transmission computer.

Chevrolet Celebrating the Heart of Texas Truck Fans

Chevrolet has launched Truck Legends, an exclusive community “recognizing customers in the heart of truck country who have helped make Chevrolet Trucks some of the most iconic trucks in America.”

Truck Legends is open to all Texas residents who have more than 100,000 miles on their Chevy truck or have purchased or leased more than one new Chevy truck in their lifetime, said GM spokesman Kyle Suba. The program will roll out nationwide in 2017.

These customers have helped make Chevrolet the fastest-growing pickup truck brand in the industry for 2016, said Sandor Pizar, Chevrolet truck marketing director. Their loyalty is a testament to the durability of Silverado.

“We know there is a story behind every mile, every truck and every customer,” said Pizar. “The Truck Legends program is our way of saying ‘thank you’ to our loyal customers, and curating some of their stories.”

Pizar said GM will celebrate the 100th anniversary of the first Chevrolet truck in 2018, and that event would not be complete without recognizing the customers who have made Chevrolet part of the fabric of America.

“The stories from our Truck Legends will play a key part in celebrating the next hundred years of Chevrolet trucks,” Pizar said.

Truck Legends members will receive exclusive Truck Legends memorabilia, Suba said, which includes Chevy Truck Legends hats, Truck Legends decals and, if applicable, decals celebrating mileage milestones ranging

from 100,000 to 1 million miles.

Participating dealers may also offer additional benefits to members, ranging from free car washes to discounts on oil changes and Chevrolet accessories for their trucks.

Finally, Chevrolet will periodically offer Truck Legends members once-in-a-lifetime experiences, taking advantage of Chevrolet’s other partnerships, Suba said.

These experiences could range from front-row seats at concerts, to attending sold-out Major League Baseball events, to getting a sneak peek at new Chevrolet models.

The Truck Legends program is free to join for individuals who have more than 100,000 miles on their Chevrolet truck or have purchased or leased two or more new Chevy trucks in their lifetime. Eligible vehicles include:

- Silverado and Silverado HD (and past C/K trucks);
- Colorado (and past S-10 trucks);
- Tahoe;
- Suburban;
- Avalanche.

Texas owners can sign up for the program by creating a profile at ChevyTruckLegends.com.

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7" Touch Screen Radio, Trailer Tow, Remote Start
Alum. Wheels, Back Up Camera & More...

24 Month Lease/10,000 Miles

\$158* + Tax with \$0 Down

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2016 MALIBU 1LT

NO SECURITY DEPOSIT REQUIRED

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

36 Month Lease/10,000 Miles

\$188* + Tax with \$0 Down

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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 and Malibu leases include Chevrolet Lease Loyalty. The Equinox lease 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 09/30/16.

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MRSP \$30,450 | LEASE FOR **\$174*** PER MONTH
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SALE PRICE **\$23,578**

2016 BUICK VERANO - SPORT TOURING PACKAGE
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2016 BUICK ENCORE BASE FWD
LEASE FOR **\$139*** PER MONTH
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For the most up-to-date pricing, see our website.

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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

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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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GM Employee Lease **\$69^{*/24 MO}**

Lowest lease prices on brand new 2016 GMC Sierras and Yukons



2016 GMC Sierra 4WD Double Cab SLE

MSRP	\$44,290
MINUS: GMS PRICE ADJUSTMENT	-\$4,450
MINUS: LAETHEM PRICE ADJUSTMENT	-\$3,276
MINUS: REBATES	-\$4,400

RAY LAETHEM'S
GM Employee Lease **\$129^{*/24 MO}**



2016 GMC Yukon SLE

MSRP	\$53,785
MINUS: GMS PRICE ADJUSTMENT	-\$5,456
MINUS: LAETHEM PRICE ADJUSTMENT	-\$6,170
MINUS: REBATES	-\$1,500

RAY LAETHEM'S
GM Employee Lease **\$275^{*/36 MO}**

PLEASE READ THIS CAREFULLY:
* PEP/CTP pricing is plus tax, title, plate, CVR, and doc fee. Leases include 10,000 miles per year. Payments are plus 6% use tax. Amount due at lease signing includes: \$1,595 down payment, 1st payment, tax, title, license, CVR and doc fee. ALL PAYMENTS INCLUDE DESTINATION AND ACQUISITION. Requires GM employee discount & must be actual employee with ID (not relative) with GM Voucher of \$1000. Pricing for Michigan residents only. Picture may not represent actual vehicle. Payments include either competitive lease conquest or lease loyalty incentive. Payments based on Tier 1 credit approval. Subject to prior sale or changes in manufacturer programs. CTP. Prices good through 09/30/2016.

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