



Motorcycles were on display for the first time at the Region 1 car show.

## Thunder of 40 Motorcycles Roars on Perfect Show Day

It was a last-minute success. The sky was blue and the sun was out. But that hadn't been the case a day earlier. When the UAW Region 1 Car and Bike Show was held Sept. 18 in Warren, it was the day after a

day of "terrible weather," said Greg Ezyk, recording secretary for Local 412, Unit 10 in Region 1. "It had been rainy, and I think a lot of people were waiting until

CONTINUED ON PAGE 2



Ford is inviting Girl Scouts to participate in track car racing.

## Ford Teams with Girl Scouts To Advance STEAM Interest

It's been said that love of learning and science starts when one is young. That's why Ford Motor Company is collaborating with four Girl Scouts Councils on a program that offers avenues for elementary school students to explore Science, Technology, Engineering, Arts and Mathematics (STEAM)-related fields. Girls' Fast Track Races, said Ford spokeswoman Anika Salceda-Wycoco, is providing hands-on experience in vehicle engineering and design to 200 Brownies and 200 Juniors from each of the participating councils – Tropical Florida, Southeastern Michigan, Northeast Texas and Northern New Jersey. Through the program, young girls are given the opportunity to learn about automotive science and engineering by building their own track race cars. "We believe that all young chil-

dren have an aptitude for technical subjects," said Tracy Magee, Ford primary brand experiential manager. "What's often lacking is the encouragement and additional support to succeed. "Ford is deeply committed to education, and through creative programs such as the Girls' Fast Track Races, we hope to spark excitement among the youth and inspire them to pursue future careers in high-tech fields." Ford's newly launched STEAM Experience works with long-standing Ford programs and outside organizations to help unify, shine a light on, and expand opportunities that inspire and enable students to pursue careers in STEAM fields, Salceda-Wycoco said. "It serves as a hub for creativity and learning," she said.

CONTINUED ON PAGE 2

## Autumnal Equinox Sets Stage for Debut Of 2018 Chevrolet Equinox Compact SUV

Chevrolet unveiled the new 2018 Equinox on Sept. 22, the day of the autumn equinox. "It is a fresh and modern SUV sized and designed to meet the needs of the compact SUV customer," said Alan Batey, Global Chevrolet president. "We've got the strongest truck business in the industry and we've reinvigorated our car lineup with Volt, Cruze and Malibu. "We're applying the same customer focus to grow our crossover/SUV business – starting with the Chevrolet Equinox." Today's compact SUV customers want a vehicle that meets all of their needs, from design, connectivity and safety perspectives, said GM spokeswoman Tara Kuhn. The Equinox, she said, was designed to deliver on all fronts, starting with its fresh new design and all-new propulsion systems. "The new Equinox's expressive exterior has a lean, muscular skin echoing the global Chevrolet design cues and sculpted shapes seen in the Volt, Malibu and Cruze," Batey said. "Extensive aero development in the wind tunnel influenced the sleek shape." It is a richer, more detailed design featuring chrome trim on all



2018 Chevrolet Equinox

models and Malibu-inspired styling, Batey said. Projector-beam headlamps are standard, along with LED daytime running lamps. At the rear, horizontal taillamps emphasize the Equinox's wide stance, while uplevel models feature LED taillamps. "Customers who previewed the vehicle early on had a strong emotional response to the sleek and sophisticated exterior design," said John Cafaro, executive director, GM Design. "Those same themes are carried through to the interior, making the

space beautifully intuitive." The interior takes advantage of the Equinox's new architecture to offer a down-and-away instrument panel, while a low windshield base provides a commanding outward view, Cafaro said. New elements such as available denim-style seat fabric blend high style with high durability, while a new "kneeling" rear seat enhances functionality. With it, the bottom cushions tilt forward when the split-folding seat-

CONTINUED ON PAGE 3

## GM Seeks 100 Percent Renewable Energy

GM believes that it's possible that power can be in the company's own hands – electric power, that is. General Motors plans to generate or source all electrical power for its 350 operations in 59 countries with 100 percent renewable energy – such as wind, sun and landfill gas – by 2050. "Establishing a 100 percent renewable energy goal helps us better serve society by reducing environmental impact," said GM Chairman and CEO Mary Barra. "This pursuit of renewable energy benefits our customers and communities through cleaner air while strengthening our business through lower and more stable energy costs." This new renewable energy goal, along with the pursuit of electrified vehicles and efficient manufacturing, is part of the company's overall approach to strengthening its business, improving communities and addressing climate change, Barra said.

## GM Boasts Price, Mileage of New Chevy Bolt EV

When GM announced that the company was going to build the Bolt, GM CEO Mary Barra said the EV that would be capable of going the distance and be affordable. Now, Chevrolet says it's keeping its promise. GM revealed on Sept. 21 that the Bolt EV's base Manufacturer's Suggested Retail Price is set at \$37,495 including destination charge.



Warren Transmission's solar panel farm helps GM's energy goal.

GM is also joining RE100, a global collaborative initiative of businesses committed to 100 percent renewable electricity, working to increase demand for clean power. In 2015, GM required 9 terawatt hours of electricity to build its vehicles and power its offices,

technical centers and warehouses around the world, said GM spokeswoman Laura Toole. To meet its new renewable energy goal, GM will continue to improve the energy efficiency of its operations while transitioning to

CONTINUED ON PAGE 2



New 2017 Chevrolet Bolt

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## GM Sets Goals at 100 Percent Renewable Energy

CONTINUED FROM PAGE 1

clean sources for its power needs.

Today, GM saves \$5 million annually from using renewable energy, a number it anticipates will increase as more projects come online and the supply of renewable energy increases, Toole said.

In addition, the company anticipates costs to install and produce renewable energy will continue to decrease, resulting in more bottom-line returns.

The new renewable energy commitment builds on GM's previous goal to promote the use of 125 megawatts of renewable energy by 2020, Toole said. The company expects to exceed this when two new wind projects come online later this year to help power four manufacturing operations.

"This bold and ambitious commitment from General Motors will undoubtedly catch the attention of the global automotive industry," said Amy Davidsen, North America executive director at The Climate Group.

"GM has already saved millions of dollars by using renewable energy, and like any smart business that recognizes an investment opportunity, they want to seize it fully. We hope that through this leadership, other heavy manufacturing companies will be inspired to make the switch, too."

GM is in the process of adding 30 megawatts of solar arrays at two facilities in China, Toole said. Its Jinqiao Cadillac assembly plant in Shanghai will feature 10 megawatts of rooftop solar and 20 megawatts of solar carports, which will cover 8,100 parking spaces at the company's vehicle distribution center parking lot in Wuhan.

GM has pioneered the use of renewable energy for more than 20 years, said Toole, saving \$80 million to date.

The company has 22 facilities with solar arrays, three sites using landfill gas and four that will soon benefit from wind. This experience will help GM scale renewable energy use to all facilities globally.

GM is in a unique position to meet this renewable energy goal given its electric vehicle battery expertise, Barra said. Energy storage can ultimately address the intermittency or reliability of wind and solar energy. GM is now using Chevrolet Volt batteries for energy storage at its Milford Proving Ground.

Collaborating to make renewable energy more accessible, Toole said, GM is joining 69 companies that have made the RE100 pledge.

As a founding member of the Renewable Energy Buyers Alliance and Business Renewables Center, and one of the first signatories of the Renewable Energy Buyers' Principles, GM helps scale the availability and adoption of renewable energy, said Toole.

## UAW Stages 'End of the Season' Car Show in Warren

CONTINUED FROM PAGE 1

the last minute before coming to the show with their cars for fear that it might rain and their cars might get dirty."

But the crowds did come out. "The show was a success," said Ezyk. "We've been doing this for a while. It's to benefit the Region 1 Veterans' Council. Everything raised is donated to the council."

"We want to help our veterans any way we can. We had a lot of cars on display and quite a crowd of people come look at them."

Ezyk said there were more cars than last year.

"We had 176 registered cars this year," Ezyk said. "And we also had a lot of late entries that weren't preregistered. Overall, I'd say we had more than 200 cars at the show."

"And this year we had a motorcycle category and we had about 40 motorcycles on display."

Ezyk said the show was able to raise several thousand dollars for the Veterans' Council.

"We're always glad to help the veterans," Ezyk said. "They're a great bunch of guys. As for



Car fans had the chance to see some classic cars at the recent UAW Region 1 car and bike show in Warren.

prizes, we gave out more than 100. There were a lot of categories, ranging from best-in-classic category to best-in-show.

Don't ask me to name them all."

The show has traditionally been well-attended, Ezyk said, as it is held late in the car show sea-

son and is often the last show car owners will participate in before putting their vehicles away for the winter season.

## Ford Puts Some STEAM in Girls' Education Promotions

CONTINUED FROM PAGE 1

Girls' Fast Track Races – one of the many Ford STEAM Experiences – is designed to provide encouragement and motivation to the four participating councils as they work to build and race their own cars.

Here are Race details:

- Southeastern Michigan Council: 11 a.m., Oct. 15, Athletics Center O'Rena, Oakland University, Rochester Hills;
- Northeast Texas Council: 11 a.m., Oct. 29, Curtis Culwell Center, Garland, Texas;
- Tropical Florida Council: 12 p.m., Nov. 6, Fernandez Family Center, St. Thomas University, Miami Gardens, Fla.;
- Northern New Jersey: venue and time to be announced at a later date.

Ford knows diversity is imperative to the development of

future innovations, Salceda-Wycoco said.

"As an expert in engineering, Ford has a unique opportunity to bring this fun and educational experience to girls and the youth-at-large," said Magee.

Girls' Fast Track Races gives participants the opportunity to connect and compete at the highest level – all while sparking creativity to ensure a brighter future, not just for Ford, but for the entire community, Salceda-Wycoco said.

"Girl Scouts of Northeast Texas is excited to team up with Ford Motor Company, to inspire these members who are interested in science, technology, engineering and math," said Jennifer Bartkowski, CEO Girl Scouts of Northeast Texas.

"Girls need opportunities to expand their realm of what's possible. Through this collaboration, girls will get to explore STEAM

concepts and careers as they design, test and race their own cars."

Johnette Hardiman, chair of the board of directors, Girl Scouts of Tropical Florida, said scouting builds courage, confidence and character.

"Our girls want to make the world a better place," Hardiman said.

Ford's commitment to STEAM education is long-standing, Salceda-Wycoco said.

"For more than 30 years,

Ford Motor Company has inspired young people to seek knowledge, be curious, solve problems and – like Henry Ford himself – make dreams of a better world come true, Salceda-Wycoco said.

"The company is committed to fostering interest in science, technology, engineering, the arts and math among American youth to help ensure the country can maintain its legacy of innovation and continue to thrive in a global economy."

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## Autumnal Equinox Sets Stage for Debut Of 2018 Chevrolet Equinox Compact SUV

CONTINUED FROM PAGE 1

backs are lowered, allowing a flat floor for easier loading.

The 2018 Equinox offers technology that helps keep passengers safe, comfortable and connected, Kuhnien said.

Chevrolet's latest connectivity technologies are front and center, including 7- and 8-inch-diagonal MyLink infotainment systems designed to support Apple CarPlay and Android Auto, as well as an available OnStar 4G LTE Wi-Fi hotspot.

Apple CarPlay and Android Auto compatibility is subject to their terms, privacy statements and data plan rates, as well as a compatible smartphone, said Kuhnien.

The Equinox offers a comprehensive suite of available active safety technologies and adaptive crash-avoidance features that provide ease of use and peace of mind on the road, Kuhnien said.

Available advanced active safety features to enhance driver awareness on the road include radar- and camera-based adaptive technologies that can provide alerts to potential crash threats, allowing the driver to react and make changes to avoid them, including new Safety Alert Seat, new Surround Vision, new Forward Collision Alert with Following Distance Indicator, new Low-Speed Forward Automatic Braking, new Lane Keep Assist with Lane Departure Warning, new Rear Seat Reminder, Lane Change Alert with Side Blind Zone Alert and Rear Cross Traffic Alert.

A range of three turbocharged engines – including the compact SUV segment's first turbo-diesel in North America – provides customers more choices when it comes to performance, efficiency and capability, Kuhnien said.

They include a 1.5L turbo, a 2.0L turbo – matched with GM's new nine-speed automatic transmission – and a 1.6L turbo-diesel.

"With three choices, customers can select an engine that offers more of the attributes that are important to them: efficiency, performance and capability," said Dan Nicholson, vice president, Global Propulsion Systems. "The advantage for each is the power of a larger engine and the efficiency of a smaller engine."

The new Equinox is the first Chevrolet model in North America to use an all-turbocharged, multi-engine powertrain lineup, Kuhnien said.

That includes the 1.6L turbo-diesel that will offer customers excellent efficiency and capability, Nicholson said.

"It is an all-new SUV from the ground up and one that takes on the industry's biggest competitors with a stronger architecture, greater efficiency and more technology," said Rick Spina, executive chief engineer.



Equinox's horizontal taillamps 'emphasize wide stance' – GM's Batey

"And it looks great doing it."

Additional vehicle highlights include being about 400 pounds lighter than the current model – a 10 percent weight reduction, Kuhnien said.

Equinox sales have reached more than 2 million since its launch in 2004, and it's Chevrolet's second-best retail selling vehicle, after the Silverado, Kuhnien said.

The 2018 Equinox goes on sale

in the first quarter of 2017 in North America.

The Equinox rolls out to approximately 115 additional global markets later in the year. It will be assembled at three plants in North America – Ingersol in Ontario and two others as yet unnamed.

"We confirmed in 2015 that Ingersol would get the Equinox, and we haven't confirmed the other two plants," Kuhnien said.

## Kristof Coming to MCC

On Thursday evening, Sept. 29, *New York Times* columnist Nicholas Kristof will kick off a Speakers Series, presented by First State Bank, at Macomb Community College's Lorenzo Cultural Center in Clinton Township. The series is sponsored by First State Bank.

"We are pleased to be able to bring prominent thought leaders to the Lorenzo Cultural Center and are gratified by the support of First State Bank in this effort," said James Jacobs, president, Macomb Community College. "Creating the opportunity for our community to engage in these types of exceptional experiences to explore the issues and events

that are shaping our world is at the heart of Macomb's commitment to education, enrichment and economic development."

Kristof writes about human rights, women's rights, health and global affairs, and, said MCC spokeswoman Tish Wirth, will present "A Path Appears: How an Individual Can Change the World."

The presentation begins at 7 p.m., preceded by a 5:30 p.m. meet & greet with Kristof. Tickets are \$20; \$15 for seniors and students. Tickets that include the meet & greet along with the presentation are \$30. For tickets, call 586-286-2222 or go online at [macombcenter.com](http://macombcenter.com).

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**Lyft Execs Working Toward  
Self-Driving Automobiles**

by TOM KRISHER  
AP Auto Writer

DETROIT (AP) – Within five years, a majority of ride-hailing company Lyft's rides will be in self-driving cars, the company's co-founder and president predicted last week.

John Zimmer also said that personal car ownership will come to an end because autonomous rides will become a cheaper way to travel than owning an automobile. He made the predictions in an essay on the future of transportation in urban areas.

Technology, auto and ride-hailing companies are moving quickly toward self-driving vehicles. San Francisco-based Lyft is testing autonomous cars on the streets of San Francisco and Phoenix in partnership with General Motors. Its main competitor, Uber, is starting to carry passengers around Pittsburgh in autonomous cars with a human back-up driver.

Zimmer said autonomous cars will start out giving rides at low speeds, around 25 miles per hour, in limited areas with a number of restrictions. The cars also won't be able to operate in bad weather.

"As technology improves, these cars will be able to drive themselves in more and more situations," Zimmer said.

Autonomous cars and ride-hailing will be essential to helping cities handle an influx of residents in the coming years as the world becomes more urbanized, he said. Once that happens, there will be less need for parking, freeing up space for parks and other uses, Zimmer added.

Zimmer's five-year prediction may be overly ambitious be-

cause the technology for cars that carry people on their own likely won't be ready for at least a decade, said Timothy Carone, a Notre Dame professor and author of "Future Automation: Changes to Lives and to Businesses."

Instead, Carone predicts that operators in remote locations will take control of cars if they run into situations they can't handle, similar to how the military pilots drones.

"Cars in New York or driving on superhighways can be autonomous but be monitored by someone at an Uber or Lyft center who can monitor many cars at once," Carone said.

The prospect of autonomous cars will change the business models for both Uber and Lyft, which now let riders use cell-phone apps to summon independent human drivers with their own cars. It's likely the ride-hailing companies would own the self-driving cars, which would cut their biggest expense, payments to drivers.

**Enrollment Up  
At Wayne State**

DETROIT (AP) – Wayne State University in Detroit is reporting the urban school's first overall student enrollment increase in seven years. Current enrollment is at 27,326 – an increase of 104 students.

WSU has more than 7,300 new students this fall, including transfers and graduate students. The university's strategic plan calls for 30,000 students by 2021.

President M. Roy Wilson says in a release that the number is "a tough, yet attainable goal."



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2017 Bolt EV's interior

# GM Boasts Price of Bolt EV

CONTINUED FROM PAGE 1

Depending on individual tax situations, customers may receive an available federal tax credit of up to \$7,500 for a net value of \$29,995, said GM spokesman Fred Ligouri.

“Value is a hallmark for Chevrolet and the pricing of the Bolt EV proves we’re serious about delivering the first affordable EV with plenty of range for our customers,” said Alan Batey, president of GM North America and leader of Global Chevrolet.

Bolt EV buyers will find range, cargo space, technology and safety features standard in a great vehicle with crossover proportions, said Batey.

“The thrill of driving an EV, along with the sales and service support of a nationwide network of Bolt EV certified Chevrolet dealers,” he said, “makes the Bolt EV a smart buy for any customer.”

Batey said “the well-equipped LT trim” starts at \$37,495 and comes with standard features that include, among others, Regen on Demand steering wheel paddle, rear vision camera, 10.2-inch diagonal color touch screen

and MICHELIN Self-sealing tires (in certain circumstances).

The top trim Premier includes all LT equipment plus additional standard features such as leather-appointed seats, front and rear heated seats, surround camera and rear camera mirror, Batey said.

It will be available at select dealerships in late 2016.

## Tesla Update May Help Avoid Crash

DETROIT (AP) – Tesla Motors customers will get enhanced radar and other features in an over-the-air software update that started Sept. 21.

The update makes the Model S sedan and Model X SUV rely more reliant on radar than cameras when driving in Tesla’s semi-autonomous Autopilot mode. Teslas made after October 2014 have radar.

Tesla CEO Elon Musk says the change should help avoid crashes like the one that killed a driver in Florida in May. The driver was using Autopilot, crashed into a tractor-trailer that Tesla’s camera failed to detect.

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6" CHROME ASSIST STEPS

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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. 9/30/16

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\*All applicable rebates including lease loyalty, equinox loyalty or lease conquest offers have been deducted from sale price/payment. Malibu, Cruze, Equinox, Traverse, Trax and Silverado are 24 month leases. Volt is a 36 month lease. Impala and Camaro are 39 month leases. Pricing is subject to select model vehicles, while supplies last. Pictures may not represent actual vehicle. Prices subject to change per GM incentives. Prices and payments are inclusive of active GM Employee Discount (unless otherwise stated). Pricing is subject to select model vehicles while supplies last. All leases are 10k miles per year w/ approved S Tier credit w/ \$999 due at signing. Prices & payments are plus tax, title, and plate fees with acquisition fee up front. Deposition Fee may be required at vehicle turn in. Refundable security deposit required on certain vehicles - to be determined by lender. \*\*\$3500 trade-in is valid on 2003 or newer vehicles with under 115k miles in drivable condition, no branded titles, less reconditioning determined by appraiser. Certain restrictions may apply, see dealer for complete details.\*\* Expiration Date - 9/30/16.

## Tesla Challenges Michigan's Auto Dealer Law

LANSING, Mich. (AP) – Tesla sued Gov. Rick Snyder and other top state officials Sept. 22, challenging a Michigan law that ensures automakers can only sell through independent or franchise dealerships and not directly to customers.

The federal lawsuit seeks a declaratory judgment that the 2014 “anti-Tesla” law is unconstitutional and an injunction to prevent its enforcement.

The Michigan Department of State last week denied Tesla Motors Inc.’s application for a dealer license to sell to consumers, citing the law that is backed by big auto companies and their dealerships. It has not yet decided on Tesla’s bid to register a vehicle repair facility in the state, home to the Detroit Three carmakers.

“The sole purpose for applying (the law) to a non-franchising manufacturer like Tesla is to insure Michigan’s entrenched automobile dealers and manufacturers from competition,” the Palo Alto, Calif., company said in the suit. “This is not a legitimate government interest under the Constitution.”

Tesla said it prefers that legislation be enacted to lift the ban on direct sales but was told by legislators in June that no hearing will be held.

“As a result of this law, Michigan consumers are forced to accept reduced access to the programs they want, less competition and higher prices. . . . Tesla will continue to fight for the rights of consumers to be able to choose how they buy cars in Michigan,” Tesla Motors Inc. said in a statement.

In 2014, the Republican governor and GOP-controlled Legislature amended state law to clarify that car companies can only sell through franchised dealers. Tesla officials said it was a last-minute monopolistic strike at their upstart company, which has no traditional dealerships.

Gov. Snyder’s spokesman Ari Adler said he does not comment on pending lawsuits.

“The governor is always willing to review legislation presented to him if the state Legislature change in the law is necessary,” he said.

When Snyder signed the law, he urged lawmakers to engage in a “healthy, open” discussion whether the business model in Michigan is working.

Also named in the suit are Secretary of State Ruth Johnson and Attorney General Bill Schue. Johnson spokesman Fred Woodhams said the agency followed the law in denying Tesla’s dealership application.

## Lear Donates \$2.5M to WSU For Auditorium

DETROIT (AP) – Auto parts supplier Lear Corp. is giving Wayne State University \$2.5 million to help build an auditorium in the new Mike Ilitch School of Business.

Matt Simoncini, president and CEO of Southfield-based Lear, tells the *Detroit Free Press* that the university “has been a great partner to Lear.”

The Detroit university said Sept. 22 the auditorium will be named for Lear. The Mike Ilitch School of Business is scheduled to open in 2018.

Mike and Marian Ilitch last year announced a gift to help build the school near the new Red Wings arena and entertainment district. The donation included \$35 million and the use of the land for construction, as well as a \$5 million endowment.



# GM, Canadian Auto Workers Reach Tentative Agreement

by TOM KRISHER  
AP Auto Writer

DETROIT (AP) – General Motors and the Canadian auto workers union Unifor have reached a tentative contract agreement, averting a strike that was threatened for midnight Sept. 20.

Union President Jerry Dias said the deal will bring new products to the Oshawa assembly plant near Toronto and an engine plant in St. Catharines, Ontario.

Details were few at an early morning press conference in Toronto, but Dias said workers will get pay raises and lump-sum payments, and about 700 temporary employees at the plants will go full-time if the deal is ratified by members.

With the agreement, Unifor won on its most important issue, securing a future for the two Ontario factories. The deal brings an end to fears that GM would close the Oshawa plant. The three cars it makes – the Cadillac XTS, Chevrolet Impala and Buick Regal – are scheduled to go out of production in 2019.

The factory also makes the Chevrolet Equinox crossover SUV, but its production there is scheduled to end in July of next year.

“Our fear of a closure in 2019 is now over,” Dias said. “The facility clearly has a bright future.”

The agreement also is a big boost for the Canadian auto industry, which recently has seen products move to plants in the U.S. and Mexico.

GM said in a statement that the deal will bring significant new products, technology and investment to Oshawa and St. Catharines, “placing those operations at the forefront of ad-

vanced manufacturing flexibility, innovation and environmental sustainability.”

The deal was reached just before the contract expired at 11:59 p.m., Dias said. Both sides said a lot of details still must be worked out, and the company said it would release more information later.

GM will invest hundreds of millions of dollars in the Oshawa plant, according to Dias. The company said it will be working with governments on potential incentives.

Dias wouldn’t identify the new products that will be made at the Oshawa factory, but he said it would become the only GM plant capable of building both cars and trucks. The St. Catharines plant also will build more of an existing engine as General Motors moves production from Mexico, Dias said. He said employment eventually will increase at the plants.

Dias said the only thing the union gave up was a defined benefit pension plan for new hires. With 75 percent of Oshawa’s workers eligible for retirement, the company could save money by offering buyouts and replacing those workers with new hires, who would get a defined contribution plan.

That would unload a pension obligation. Dias wouldn’t comment on whether buyouts would be offered.

About 4,000 workers at the two factories had been poised to go on strike if a month of contentious talks failed to bring an agreement. Analysts had feared a long strike could have disrupted production of GM’s important small SUVs and big pickup trucks and SUVs.

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24 Months \$999 Due at Signing  
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| MINUS: LAETHEM PEP PRICE ADJUSTMENT . . . . . | -\$3,055 |
| MINUS: REBATES . . . . .                      | -\$3,960 |

RAY LAETHEM'S  
GM Employee Lease **\$59<sup>\*/24 MO</sup>**



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 |

RAY LAETHEM'S  
GM Employee Lease **\$69<sup>\*/24 MO</sup>**

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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<sup>\*/24 MO</sup>**



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<sup>\*/36 MO</sup>**

**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, 1<sup>st</sup> 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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