

Welburn Designs Trophy; Chevy Bolt a Finalist for NACTOY

by Jim Stickford

If you're going to design something with plenty of style that's related to auto industry, why not have former GM chief designer Ed Welburn do the work.

That's exactly what the Automotive Press Association (APA) did when the organization decided to create a trophy to honor the top vehicle winners at the North American International Auto Show.

The Welburn-designed trophies were unveiled when the APA announced the finalists for the 2017 North American Car and Truck and Utility Vehicle of the Year (NACTOY) were named

at the Detroit Athletic Club on Dec. 6.

Detroit Free Press auto writer Mark Phelan spoke on behalf of the APA. He said the idea for the Welburn-designed trophies came up after he heard a story about how Welburn was known to complain about the look of the trophies GM picked up for the its designs. He said beautiful cars deserved beautiful trophies.

That got the people at the APA thinking, Phelan said, that maybe now that Welburn has some free time since his retirement, he might want to take a stab at designing the NACTOY trophies.

"What could be better than to have our new trophy created by

one of the auto industry's greatest designers," said Phelan. "The board, jury members and sponsors are thrilled to present this work of art to the year's best vehicles, and there's no doubt the winning automakers will display it with pride. The North American Car, Truck and Utility Vehicle awards are our industry's most prestigious and highly desired. This new trophy gracefully embodies the style that has won automotive design a special place in the world of art."

The North American Car, Truck and Utility Vehicle of the Year will be announced at the North Amer-



Ed Welburn displays the trophy he designed to honor auto excellence.

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Club GM Holding Holiday Clothing Drive for Needy

Club GM is doing its part to help those with less during this holiday season by holding a clothing drive.

The club has placed collection boxes at its stores at the GM Powertrain Global Headquarters in Pontiac and the VEC Building of the Tech Center in Warren.

Club spokesman Ardin Hammel said that they are looking for new, unwrapped clothing items such as hats, gloves, scarves, shoes and socks. They may be either in adult or children's sizes.

Once collected, the items will be donated to local area shelters. The final collection date is Dec. 16.

The store hours are 11 a.m. to 1 p.m. Monday, Wednesday and Friday at the GM Powertrain location. The Tech Center store has extended holiday hours, and is open Monday, from 9 a.m. to 1 p.m.; Tuesday, from 10 a.m. to 1 p.m.; Wednesday, from 10:30 a.m. to 1 p.m.; Thursday, from 9 a.m. to 1 p.m.; and Friday, from 9 a.m. to 3 p.m.

Macomb County Seeks Donors

The Clinton River Watershed Council (CRWC), the city of Mount Clemens and the Macomb County Department of Planning & Economic Development have launched a crowdfunding campaign to raise funds to install a universally-accessible kayak and canoe launch at MacArthur Park in downtown Mount Clemens. The deadline to make a donation is Saturday, Jan. 28, 2017.

"This universally-accessible launch is going to be a great addition to the Clinton River and stands to benefit downtown Mount Clemens and the YMCA in many ways," said County Executive Mark Hackel. "Because a gift to this cause includes the potential for matching funds, the project is a win-win for all."

The goal, said Tara Beatty, CRWC development director, is to raise \$60,000 for the project.

Those interested in learning more about becoming a project donor can call 248-601-0606, or go online at patroncity.com/project/macarthur_park_river_access, Beatty said.



GM is adding its back-seat warning tech to several new models.

BorgWarner Excited to Create New Tech for the Times

by Jim Stickford

The auto industry has always been an exciting place to work, and that's never been more true than in the past few years.

At least that's what Scott Gallett, vice president of Marketing, Public Relations and Government Affairs at BorgWarner believes.

"I've been in the auto industry for 25 years," Gallett said. "I've always seen it as exciting, and BorgWarner has always been rock solid company that's been exciting to work for. The auto industry is a fun, global industry that is competitive and high tech. It's also a major component of the U.S. and world economies and plays a huge role in the environment."

And, Gallett said, while change has always been a part of the industry, the pace of change is growing faster all the time.

"The world used to talk about improvement of vehicles at the component level," Gallett said. "That still goes on, but what's not talked about all that often is about how change in the industry is going up another level. Now it's about how a vehicle can get from point A to point B in the best way, whether it's by autonomous technology or ride sharing. That's the new mindset."

BorgWarner still looks at how to improve components because vehicles still need to get from point A to point B in a physical way, Gallett said. But now modern vehicles need new propulsion systems that address issues of efficiency, CO2 emissions, and improved rides.

"No one wants to be left behind," Gallett said, "in the com-

petition to get the consumer's attention."

That competition by OEMs for new technologies and propulsion systems that didn't exist even a decade ago and has opened up all kinds of opportunities for Tier 1 suppliers like BorgWarner, Gallett said.

The company has spent a great deal of time and money obtaining and developing the new technologies that are driving the industry, Gallett said. For example, about a year ago BorgWarner acquired the company Remy, a global producer of rotating electrical components. Remy pro-

GM is Continuing Efforts for Improving Back Seat Safety

A good idea about auto safety technology has just become available on a wider range of GM vehicles.

Rear Seat Reminder, an industry-first feature designed to remind drivers to check the back seat as they exit their vehicles under certain circumstances, will be offered across many Buick, Cadillac, Chevrolet and GMC vehicles by the 2018 model

year, said GM spokeswoman Rebecca White.

The system monitors rear door usage to remind drivers to check their rear seats before walking away from their vehicles.

"GM's Rear Seat Reminder feature is an initial step to use technology to help remind drivers to check the rear seat before exiting

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Ford Sending DSO on 2017 Tour of Asia

Music is a form of communication that can cross all languages and Ford Motor Company is putting that idea to practice

Ford and Ford Motor Company Fund, the company's philanthropic arm, are major contributors to what is shaping up to be a historic adventure next year for the Detroit Symphony Orchestra, said Ford spokesman Todd Nissen.

For its first international tour in 16 years, the orchestra will perform 11 concerts conducted by Music Director Leonard Slatkin, July 14-29, 2017. Five stops are planned for Japan, and five cities in China – including Shanghai and Chongqing, where Ford has a major manufacturing presence.

This will be the Detroit Symphony Orchestra's first visit to China, Nissen said.

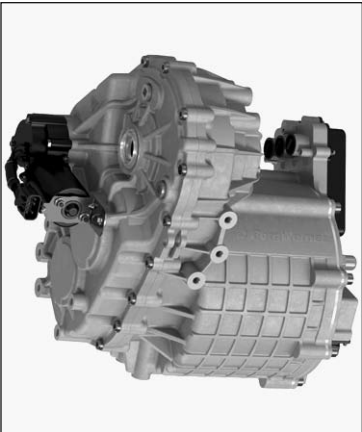
"The Detroit Symphony Orchestra is more than a collection of talented musicians," said Jim Vella, president, Ford Motor

Company Fund and Community Services. "They are cultural ambassadors for our entire region. We're proud to build on our long history of supporting the orchestra by enabling new audiences to share in the joy of a performance."

The China stops are expected to include engagement with Ford employees, continuing the company's special connection to Detroit Symphony Orchestra that dates back to the 1930s when it supported the group's radio broadcasts, Nissen said.

In addition to being the tour's lead corporate sponsor, Ford supports the orchestra's innovative approach to reaching new audiences through free Live from Orchestra Hall webcasts and Replay, an on-demand archive of more than 100 performances. Ford supports orchestra performances in neighborhoods around metro Detroit.

Music will include Copland's Symphony No. 3, Bernstein's



Integrated Electric Drive Module

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Hyundai Issues Recall Over Minivan Latch

DETROIT (AP) – Hyundai is recalling more than 41,000 older minivans because the hoods can fly open while they’re being driven.

The recall covers the Entourage minivan from the 2007 and 2008 model years. Hyundai says a secondary hood latch can rust and remain in the unlatched position.

So if the primary latch is released, the secondary latch may not keep the hood in place, Hyundai officials said in a release to the media.

The company says it has received no reports of crashes or injuries caused by the problem with the hood.

Dealers will replace the secondary latches in cold-weather states where corrosive salt is used to clear the roads.

They’ll inspect and either lubricate or replace the secondary latch in all other states.

The recall for the 41,000 minivans officially got its start on Dec. 9.

GM Extends Back Seat Safety Feature to More Vehicles

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the vehicle under certain conditions,” said Jeff Boyer, vice president of GM Global Vehicle Safety. “We want to help everyone to take one simple, extra step. That’s why Chevrolet, Buick, GMC and Cadillac will offer the Rear Seat Reminder on a broad range of vehicles, from small cars to full-size SUVs and everything in between.”

Thirty-nine children died from heatstroke this year as result of being left in vehicles or gaining access to an unattended vehicle, a 60 percent increase over last year’s figure, Boyer said.

Rear Seat Reminder debuted earlier this year on the new 2017 GMC Acadia. Models to offer the feature include those listed below as well as some 2018 vehicles models that will be announced at a later date:

- 2017 Buick Lacrosse.
- 2017 Cadillac Escalade and Escalade ESV.
- 2017 Cadillac CT6.
- 2017 Chevrolet Cruze and Cruze Hatchback.
- 2017 Chevrolet Malibu.
- 2017 Chevrolet Tahoe.
- 2017 Chevrolet Suburban.
- 2017 Chevrolet Silverado.
- 2017 Chevrolet Colorado.
- 2017 GMC Yukon.

- 2017 GMC Yukon XL.
- 2017 GMC Sierra.
- 2017 GMC Canyon.
- 2018 Cadillac XT5.
- 2018 Cadillac CTS, CTS-V.
- 2018 Cadillac ATS.
- 2018 Chevrolet Equinox.

The Rear Seat Reminder works by monitoring the vehicle’s rear doors. The feature is intended to activate when either rear door is opened and closed up to 10 minutes before the vehicle is started or while the vehicle is running. Once the system is activated, the vehicle is designed to sound five chimes and display a message in the driver information center that reads “Rear Seat Reminder /

Look in Rear Seat” the next time the vehicle is turned off.

“This new technology developed by General Motors will give busy parents and caregivers the important reminder to always check the back seat,” said Kate Carr, president and CEO of Safe Kids Worldwide. “The safest way to protect a child from heatstroke is to never leave a child unattended in a vehicle, and features like Rear Seat Reminder, coupled with continued public education, can help combat this preventable tragedy.”

The feature can’t detect items in the back seat, so it’s vital to check the rear seat, White said.

BorgWarner Rising to Challenge of Changing Industry

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eGearDrive transmission. It features patented high voltage hair-pin (HVH) technology that delivers superior performance with over 95 percent efficiency.

The eGearDrive transmission part of the module offers a highly efficient gear train and compact, low-weight design with over 97 percent efficiency, Gallett said. As a result, for battery-powered electric and P4-type hybrid vehicles, the combination delivers more miles from every charge.

Features and benefits of the eDM include:

- Industry-leading power and torque densities.
- Integrated, compact design.
- Internal permanent magnet rotor.
- Highly efficient performance extends electric driving range.
- Optional ePark lock system.

Another new BorgWarner tech component is the 48-volt eBooster Electrically Driven Compressor for combustion and hybrid vehicles, Gallett said.

Turbochargers help small engines deliver the torque and power of larger engines, Gallett said. However, it takes time to build up boost pressure, causing a short delay known as turbo lag.

For nearly instant power and torque at the push of the pedal, BorgWarner’s eBooster electrically driven compressor delivers boost on demand until the turbocharger takes over. That’s small-engine fuel economy with big-engine boost.

Features of the eBoost include:

- Improved performance for hybrid and combustion vehicles.
- Downsizing for up to 35 percent better fuel economy.
- Integrated power electronics.
- Faster response with no perceptible turbo lag.
- Extended boosting over a larger engine speed range.
- More low-end torque.
- Allows larger turbocharger use for more top-end power.

While many people know BorgWarner is a leader in powertrain technology and development, the company is now able to provide

complete propulsion systems for EVs and hybrid vehicles, Gallett said.

“We feel we’re leading the way,” Gallett said. “We’ve always been a leader in parts development for efficient internal combustion engines and multiple speed transmissions, but as more EVs and hybrids enter the marketplace we will lead the way in developing technology for those vehicles as well.”

Gallett said one thing he’s noticed over the past few years is that innovation can now come from anywhere.

“In the past, certain companies came up with new innovations and then everyone followed their lead,” Gallett said. “People are now used to seeing new phone technology every six months. Now they want cars to be the same way and as a result you



eBooster

don’t know who will come up with something new first. The great thing about this industry is that people are so talented. It’s not just the engineers, it’s the designers, the marketing people. There’s so much expertise out there that’s being put to use to innovate. That’s what I love about the auto industry.”

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'Tis the Season



DECEMBER 12, 2016

TECH CENTER NEWS

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Detroit Charity Warms Hearts and Hands

'Tis the season for giving and one local charity is "warming hearts, two hands at a time."

Mittens for Detroit, Inc., a non-profit organization working to collect new mittens and gloves for children and adults in need.

Detroit winters can be harsh, especially for those who are homeless or living in poverty, said Mittens founder and actress Erin Cummings. A modest donation can change that. Most people get new gloves every year; however, for many children and adults, a warm pair of mittens is luxury they simply cannot afford.

Cummings founded Mittens when she was looking for a way to give back to the community in 2010. Since the initiative began, nearly 168,000 gloves and mit-

tens have been collected in the metro area.

"I know times are tough, but we're keeping it simple," said Cummings. "All we want is mittens and gloves. Big gloves, little gloves, fancy gloves, handmade gloves. As long as they are new and will keep a pair of hands warm, we will take them."

This winter, Mittens for Detroit, Inc. is determined to reach their goal of providing over 60,000 pairs of new gloves.

For those interested in donating before the Jan. 31st deadline, here are a few Macomb County locations:

- Starbuck's. 29215 Mound Road, Warren.
- Weight Watcher's. 26609 Hoover Road, Warren.

- Learning Gizmos. 23601 Van Dyke, Warren.

- Starbuck's. 36350 Van Dyke, Sterling Heights.

- Olga's Kitchen. 43201 Garfield Road, Clinton Township.

- Air Time Trampoline & Game Park. 44855 Hayes Road, Sterling Heights.

- Westview Orchards & Winery. 65075 Van Dyke, Washington Township.

For more information and locations, please visit www.mittensfordetroit.org.

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Ford Sending DSO on Tour Through Asian Countries

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includes Conservation & Environment Grants China, which has funded more than 400 environmental organizations to help develop their projects over the last 16 years.

Locally, investment in the orchestra's Asia tour fits with Ford's increasing support for Detroit and southeast Michigan institutions.

Ford and Ford Fund are investing \$20 million in local educational and community programs for 2016.

Investments this year and beyond include:

- \$6 million investment with UAW-Ford to fund Motown Museum's Ford Motor Company Theater as a state-of-the-art performance center, educational and community programming, as well as CARaoke Experience.

- \$5 million investment to build a second Ford Resource and Engagement Center in Detroit.

- New three-year sponsorship commitment with The Parade Company – producer of both America's Thanksgiving Parade and annual Ford Fireworks.

- \$400,000 in support for Cass Community Social Services' tiny homes neighborhood project to reduce homelessness.

- \$200,000 Bill Ford Better World Challenge grant to University of Detroit-Mercy to create a mobility application to connect underserved populations using local resources that are available.

- Over the last 10 years, Ford and Ford Fund have made community investments totaling \$161 million in the region.



The Detroit Symphony Orchestra, with the help of Ford, will tour Asia in the summer of 2017.

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Uber Hits Back Against Autonomous Tests

PITTSBURGH (AP) – Ride-sharing company Uber wants the Pennsylvania Department of Transportation to delay policy recommendations that govern the testing of driverless cars.

Uber, which has been testing the driverless cars in Pittsburgh for weeks, wants PennDOT to wait for legislation to be passed before it attempts to regulate such testing, the *Pittsburgh Tribune-Review* reported Dec. 7.

PennDOT's proposed guidelines, which were released Tuesday, would let the state access Uber's data about how driverless cars perform and could dictate on what kinds of roads they can be tested, in some instances.

The guidelines were developed by the Pennsylvania Autonomous Vehicles Testing Policy Task Force, which includes government regulators, technical experts, academics and business leaders, including those from Uber and General Motors.

The guidelines will be useful for crafting legislation, but shouldn't hamper testing of such vehicles in the meantime, Uber said.

"In the interim, we strongly recommend setting aside the current draft policy until there is legislative action and, in its place, adopting a simple and straightforward policy encouraging the development and testing of (highly autonomous vehicles) in Pennsylvania," Uber spokeswoman Shari Shapiro said in a written statement.

Kurt Myers, PennDOT's deputy secretary for driver and vehicle services, co-chaired the task force and said it made sense to release the guidelines even before there's accompanying legislation.

"This document was never intended to be the final document," Myers said. "This is a living document. This is a document that will evolve over time."

The policies areas prompting the greatest concern are a requirement that companies like Uber and General Motors submit testing proposals to PennDOT and sign contracts confirming the cars meet federal and state standards.

The policies would also require companies to notify the state before autonomous vehicles are tested without human drivers. Uber's test vehicles all have a human operator who can intervene if the vehicles' guidance systems fail.

PennDOT also wants to access data that would let it investigate crashes involving such vehicles, and keep tabs on how far and how long they're driven, and where.

Shapiro contends the "onerous" contracts with PennDOT "would inhibit testers' ability to continuously and seamlessly improve this advanced technology."

General Motors' director of public policy, Jeffrey Perry, said the contracts would delay testing without increasing safety, and

said Pennsylvania is the only state requiring such contracts.

A state Senate bill introduced last month appears to differ from the policies PennDOT is proposing. But any action on such a bill would likely be several months away.

Disney's Pixar Plans 2017 NAIAS Event

Pixar Animation Studios, will participate in the 2017 NAIAS - hosting a press conference on Sunday, Jan. 8, 2017, including an early look at their upcoming summer film, "Cars 3" and the debut of a life-size version of one of the film's stars.

"Having Pixar choose to join NAIAS and share an early sneak peek at their next film – from one of the most famous movie franchises in the studio's storied history – is proof that Detroit is home to all facets of automotive, whether it's fantasy or real-life," said Sam Slaughter, 2017 NAIAS chairman.

Along with its much-anticipated press conference, Pixar will create a special "Cars 3"-themed display on the show floor for the thousands of journalists and nearly a million individuals that will visit during the run of show.

"With every film that we make at Pixar, we do our best to create worlds and characters that ring true to our audiences," said "Cars 3" director Brian Fee.

"A huge part of doing this successfully lies in the extensive research that we do on each film. 'Cars 3' is a love letter to racing and its roots, so we could not be more excited to be a part of the North American International Auto Show to share a little bit of our film with our fellow car enthusiasts."

Pixar's press conference will take place Sunday afternoon on Cobo Center's main Atrium stage. That same afternoon, John Krafcik, CEO of Google's Self-Driving Car Project will keynote the kickoff to AutoMobili-D.

Directed by Brian Fee and produced by Kevin Reher, "Cars 3" hits theaters on June 16, 2017.

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GM's New Nine-Speed Transmission Hitting Marketplace

After three years of research and development GM is introducing a nine-speed automatic transmission to the public.

Chevrolet's first nine-speed automatic transmission makes its debut in the 2017 Malibu and will be available in the 2017 Cruze Diesel and 2018 Equinox, said GM spokesman Tom Read. This transmission advances a legacy of multispeed transmissions designed to optimize efficiency, performance and refinement.

The new, General Motors-developed Hydra-Matic 9T50 nine-speed is paired with the available 2.0L Turbo engine in the Malibu, contributing to an EPA-estimated 33 mpg highway – a 3 percent increase over the 2016 model with the eight-speed automatic.

"In addition to improved fuel efficiency, the 9T50 offers a strong overall balance of performance and refinement that customers will feel at all driving speeds," said Dan Nicholson, vice president, Global Propulsion Systems. "By the end of 2017, Chevrolet will offer four models with the new nine-speed."

The new nine-speed has a wider 7.6:1 overall ratio – the difference between the first gear ratio and the top gear ratio – compared to the eight-speed transmission, with a "deep" 4.69 first gear that supports excellent off-the-line acceleration and a "tall" 0.62 top gear for low-rpm highway cruising. That balance optimizes acceleration and fuel economy and reduces engine noise during cruising.

"The smaller steps between the gears, compared to the eight-speed, enable smooth, almost imperceptible upshifts, for excellent refinement," said Nicholson. "No matter the engine torque or vehicle speed, the 9T50 is always in the perfect gear."

The new transmission also supports stop/start technology that can help save fuel by allowing the engine to shut down in certain stop-and-go driving conditions.

"Everything about the new nine-speed is designed to maximize benefits for the customer," said Steve Majoros, director of Chevrolet Marketing. "It helps offer greater fuel efficiency in the city and on the highway, all with the world-class refinement that makes the drive quiet and smooth."

GM will rapidly deploy the new Hydra-Matic nine-speed automatic transmission as an option on 10 vehicle models by the end of 2017, Read said.

Developed for the tight packag-

ing requirements of transverse propulsion systems, the new 9T50 nine-speed automatic has an on-axis design, where all the gears are in line with the crankshaft, and GM's first application of a selectable one-way clutch, Read said. Both features help reduce the package size, making it roughly the same size as a six-speed transmission.

The selectable one-way clutch, which can hold torque or free-wheel, depending on the desired operating mode, contributes to a smaller overall size by eliminating the need for an additional clutch pack.

"The selectable one-way clutch is one of the biggest enablers of the 9T50's balance of efficiency and refinement," said Steve Saia, chief engineer. "It also symbolizes GM's acumen when it comes to designing advanced, compact multispeed transmissions."

For precise and smooth shifts, a specific strategy is used in the selection of the gearsets, clutches and torque converter. Five planetary gearsets are used with four stationary clutches and three rotating clutches, saving space compared to freewheeling designs. Gears change from second- to ninth-gear ratios with precise clutch-to-clutch shifting, where the clutch is engaged in one gear at exactly the same time it is released from another.

The first-to-second upshift is a freewheeling shift, Read said. The second-gear clutch engages while the first-gear one-way clutch spins freely, contributing to greater refinement at lower vehicle speeds.

Additionally, this planetary-type automatic transmission employs new torque converter technology to help it deliver smooth take-off performance and additional refinement. The converter



GM's new nine-speed transmission

features a hyper-elliptical oval cross-section that reduces the thickness of the torque converter, keeping the overall width of the engine and transmission as narrow as possible for packaging advantages.

The single-plate lock-up clutch uses GM's electronically controlled capacity clutch (ECCC) technology to dampen engine vibrations and ensure smooth operation, Read said.

Shift controls include automatic grade braking that selects a lower gear to help maintain desired vehicle speed when coasting or braking on a downgrade. This takes advantage of engine braking to help prevent unwanted acceleration and can help reduce the need to brake during a descent. The control module receives input that monitors brake pedal usage, vehicle acceleration, throttle position, grade and whether a trailer is connected to the vehicle.

The General Motors 9T50's hydraulic system is controlled electronically to deliver the pressure and volume required for various operating temperatures for optimal efficiency.

The valve body side cover acts as an internal expansion tank, holding the excess oil until it is



The 2017 Chevy Malibu with the new 9T50 nine-speed transmission.

required and then returning it to the sump when needed.

The 9T50 is filled with DEXRON-VI fluid that does not require changing under normal driving conditions. It was developed for a more consistent viscosity profile, consistent shift performance in extreme conditions and less degradation over time.

A unique accumulator within the new nine-speed transmission enables virtually seamless stop/start transitions for greater refinement, Read said. The accumulator stores energy for almost imperceptible engine restarts, while GM-designed transmission software calibrated for those restarts further contributes to smooth takeoffs.

GM-developed transmission control logic resides in a 32-bit transmission control module (TCM). This module commands all shifting events to provide smooth and precise ratio changes.

The TCM also monitors trans-


mission performance and compensates for normal wear in components such as clutch plates so that performance remains consistent.

Located outside the transmission to reduce overall packaging size, the module reduces manufacturing complexity and requires only vehicle-specific calibration to be added to the core program. The TCM also enables manual shift control and grade logic.

The new transmission was developed in-house by GM with Ford as an alliance partner, Read said.

"The thing to remember is that just building a nine-speed transmission doesn't automatically guarantee a better product," Read said.

"It's the whole construction and design that uses modern technology. With our new transmission, you have a wider gear ratio spread that allows the engine to run at optimal levels more often."



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Alumnus Gives Millions to MSU Engineering

EAST LANSING, Mich. (AP) – The Michigan State University College of Engineering says it's received its largest individual gift in the history of the college.

The school says the \$10.7 million bequest from entrepreneur and computer scientist John R. Koza announced Dec. 8 follows a previous cash gift of \$2 million. It brings his total giving to \$12.7 million to support the college and the BEACON Center for the Study of Evolution in Action.

In a statement, Koza says he believes that the BEACON Center and the College of Engineering are the best place to carry forward his life's work.

The bequest will fund two endowed faculty positions to attract scholars for the development of computational tools inspired by nature. New endowments also will advance genetic programming and evolutionary computation through endowed prizes, fellowships and programs.

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Chrysler Pacifica Rolls of Assembly Line

The industry’s first-ever electrified minivan, the 2017 Chrysler Pacifica Hybrid, rolled off the line at the FCA US Windsor Assembly Plant (Ont.) on Dec. 1, further expanding the company’s leadership in the segment.

The launch of the Chrysler Pacifica Hybrid marks another milestone for the Windsor plant as it is the first electric vehicle to be built on its assembly line, said Fiat Chrysler spokeswoman Jodi Tinson.

“The nearly 5,900 employees at Windsor Assembly are bringing more than 33 years of minivan production knowledge and expertise to the launch of the Pacifica Hybrid,” said Brian Harlow, head of Manufacturing, FCA – North America. “They understand, now more than ever, how critical it is for our manufacturing processes to be directly connected to our diverse and expanding customer base.

“Building the Dodge Grand Caravan, the Chrysler Pacifica with the traditional gas powertrain and now the Chrysler Pacifica Hybrid on the same assembly line requires the expanded application of World Class Manufacturing methods and tools to ensure we deliver world class quality in every vehicle we make. The Windsor team is proud to

build the industry’s first hybrid minivan, and is confident that it will provide a positive and delightful experience to our future customers.”

Since launching the first minivan in 1983, the Windsor plant has built 10 million of the more than 14.3 million vehicles that have been sold to date, Tinson said.

While the 2017 Chrysler Pacifica reinvented the minivan segment, the Pacifica Hybrid builds on its functionality, versatility, technology and bold styling with the addition of electrification technology, making it the most fuel-efficient minivan ever for hauling people and cargo, Harlow said.

The hybrid version of the sixth-generation family hauler will deliver a U.S. Environmental Protection Agency (EPA) approved range of 33 miles solely on zero-emissions electric power from a 16-kWh lithium-ion (Li-ion) battery, Harlow said. The Pacifica Hybrid also earned a fuel-economy rating of 84 miles-per-gallon-equivalent (MPGe) from the EPA, reflecting the vehicle’s combined city- and highway-cycle performance in electric-mode only, as tested.

“Minivan drivers travel an average of around 30 miles each

day, meaning that most Pacifica Hybrid owners will be able to complete their daily activities solely on electric power,” said Tim Kuniskis, head of Passenger Car Brands, Dodge, SRT, Chrysler and Fiat, FCA - North America. “For those longer weekend trips, the 33-mile all-electric range combined with a full tank of fuel will deliver an expected total range of 566 miles, alleviating the potential of any range anxiety.”

The battery pack – packaged under the second-row floor in a unique battery case to retain maximum interior volume for both passengers and cargo – may be fully recharged in as little as two hours using a 240-volt plug-in system, Harlow said.

Fiat Chrysler invested \$2.6 billion USD to develop the Pacifica, including its hybrid counterpart, with \$744 million USD (over \$1 billion CAD*) allocated to the plant to add floor space, retool and upgrade equipment, Tinson said.

GM Prices the New 2018 Chevrolet Equinox

Chevrolet released the price for the next-generation 2018 Equinox will start at \$24,475 when it goes on sale this spring.

The manufacturer’s suggested retail price includes the destination charge but excludes tax, title and additional dealer fees, said GM spokeswoman Tara Kuhnen.

“In a word, crossover customers want one thing: everything. From comfort and connectivity to efficient performance and safety, the all-new 2018 Chevrolet Equinox delivers on all counts,” said Steve Majoros, director of marketing, Chevrolet Cars and Crossovers.

The 2018 Equinox will offer three turbocharged engines – including the segment’s first turbodiesel – providing customers more choices when it comes to performance, efficiency and capability.

The standard 1.5L engine will be available at launch, with the

Welburn-Designed Trophy Unveiled in Time for 2017

CONTINUED FROM PAGE 1

ican International Auto Show in Detroit Monday, Jan. 9, 2017.

The finalists for the awards are

- Car of the Year
 - Chevrolet Bolt;
 - Genesis G90;
 - Volvo S90.
- Truck of the Year:
 - Ford F-series Super Duty
 - Honda Ridgeline;
 - Nissan Titan.
- Utility Vehicle of the Year
 - Chrysler Pacifica;
 - Jaguar F-Pace;
 - Mazda CX-9.

“Let me tell you about the trophies I designed,” Welburn said. “I wanted to create ones that live up to the prestige that comes with this award.”

Welburn said that the design he ultimately settled on was meant to be timeless. And it was meant to evoke the auto industry

as a whole and not one particular brand.

“Today’s North American auto industry is alive,” Welburn said. “There are so many trends and great designs out there. A great vehicle can come from anywhere. I am proud to have a part in the award that will be given out for years to come.”

Phelan said that there were two Welburn-designed vehicles on display for a reason.

The larger car will be mounted on a stand and the names of the winning vehicles will be etched on plaques placed on the trophy stand much the same way the Stanley Cup has been mounted on a stand. This trophy will be placed on display at the Cobo Center. The second, smaller designed car will be part of a trophy that will be given to individual winners. They will get to keep the smaller trophies.



The 2018 Chevy Equinox

2.0L Turbo and diesel options available in the second quarter of 2017, Kuhnen said. The 2.0L engine will be coupled to GM’s new nine-speed automatic transmission, offering an exciting driv-

ing experience with more horsepower and torque.

The 2018 Equinox will be available in L, LS, LT and Premier trim levels, in FWD or AWD combinations.

Ford Research Reveals Changing Tastes

The question of what customers want and how best to serve them is a constantly changing target.

On the leading edge of what is shaping up to be perhaps the most dynamic time in the transportation business, consumers find themselves at a crossroads, said Ford spokeswoman Anika Salceda-Wycoco.

Change is the only constant, as the world seems to be in a perpetual state of flux, Salceda-Wycoco said. With truth and accountability front and center, most consumers concur it has never been more difficult to find accurate and reliable information. As such, consumers are rethinking priorities and changing how they define prosperity, value material possessions and use their time.

In the “Looking Further with Ford 2017” trend report, Ford Motor Company draws upon the societal shifts taking place beyond the auto industry to inform and drive its business, Salceda-Wycoco said. Insights gleaned from technological, economic, environmental and political arenas allow experts at the company to explore how trust, relationships, technology and innovation can be leveraged to create meaningful vehicles and services that add value to consumers.

Sheryl Connelly, Ford global trend and futuring manager, said there is no escaping the fact that disruption is now the status quo.

“What’s fascinating,” Connelly said, “is how Ford is adapting and innovating – offering customers and society at large tangible ways to improve their mobility

needs and ultimately, their daily way of life.”

As the pace and scale of change increase in unprecedented ways, consumers are reassessing their values, attitudes, behaviors and priorities – placing greater accountability on brands to be transparent and truthful, and to act in the best interest of both individuals and society overall, Connelly said. Findings from the report include:

- With a heightened focus on truth and transparency, roughly two-thirds of adults worldwide say it has never been more difficult to find information that is objective. As information can be contradictory, consumers are confronted with a decider’s dilemma – ending up conflicted by the choices they make.
- Establishing relationships built on trust never has been more daunting – making trust the most precious of assets.
- Consumers increasingly are holding themselves – and others – accountable for making the right decisions for society at large.
- Globally, consumers are finding more joy in less, and taking advantage of access-over-ownership service models.
- An abundance of choice in the marketplace is impacting attitudes toward commitment.
- In an on-demand world, patience has become less of a virtue; there now are more ways to rationalize how we spend our time – rather than declaring it “wasted”.

This anniversary edition of Ford’s annual trend report highlights three trends from the past

that continue to shape behaviors today, while establishing seven up-and-coming trends for the future, Connelly said. These trends are:

- Trust Is the New Black (2013): Where truth was once held to be indisputable, it increasingly tends to be heavily influenced by perception – and reinforced by like-minded viewpoints.
 - The Female Frontier (2014): Profiles of women have reached new prominence, with demographic shifts changing household and work dynamics; together, women and men continue to redefine roles and responsibilities.
 - Sustainability Blues (2014): From devastating floods, debilitating droughts, water contamination and disputes, concern for the world’s most precious resource continues to grow, with consumers increasingly mindful of their water footprint.
- The report, Connelly said also rethought these micro trends:
- The Good Life 2.0: Bigger isn’t always better, and ownership does not equate with happiness. Consumers are finding joy in less, where “good” encompasses not just possessions, but also experiences and values.
 - Time Well Spent: In an on-demand world, punctuality is a dying art and procrastination can be a strength. Conventional ideas about time – and the rules that go with it – often are discarded.
 - Decider’s Dilemma: With the internet, consumers face an abundance of choice – impacting their attitudes toward commitment.

WSU Sells Building in Downtown

DETROIT (AP) – Wayne State University’s Board of Governors has approved the \$2 million sale of a six-story vacant building that is expected to be redeveloped into housing and retail space.

The school says the deal also includes a long-term lease of an adjacent surface parking lot in the area.

About 69 residential units and a permanent Wayne State Univer-

sity art gallery are planned for the building.

A 543-space parking structure and more than 100 apartments and condos are expected to be built on the surface lot site in question.

The building was constructed in the year 1920.

Years later it was used to house classrooms for Wayne State University’s criminal justice program.

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A rendering of the updated Motown Museum, which is sponsored in part by Ford.

Ford Contributes to Motown’s Museum

You can say you didn’t hear this news on the grapevine.

In 1959, Berry Gordy started Motown Records in Detroit. He modeled his business, which became a global hit-making factory, after the Ford Motor Company assembly line, said Ford spokesman Todd Nissen.

Now, Ford and UAW-Ford are part of the Motown story again, announcing a \$6 million investment as lead donor in a \$50 million expansion of Motown Museum, Nissen said. The museum is the location of the famous Hitsville U.S.A. house and Studio A, where Motown Records changed the music industry forever.

“We are thrilled to play a role in the next chapter of a global music icon,” said Joe Hinrichs, Ford’s president of The Americas, who will hold a leadership position as part of the museum’s expansion efforts.

“The enhanced museum will not only upgrade the visitor experience, it also fits with our commitment to investing in the

cultural heritage of Detroit and southeast Michigan.”

“It is very gratifying to support the expansion of the Motown Museum, and in doing so, we strengthen an institution that has great historical and cultural significance to our region and the world,” said Jimmy Settles, UAW vice president.

“This partnership also allows us to continue our commitment to the Motown Museum’s surrounding community, which is a community that many Detroit natives treasure.”

As part of the Ford and UAW-Ford investment, the expanded Motown Museum will include:

- Ford Motor Company Theater, a state-of-the-art performance venue.
- Educational, music and other programming tied to Ford’s ongoing student and community outreach initiatives.
- CARaoke Experience, in which visitors take part in an interactive Ford-branded activity that incorporates music with Ford vehicles.

Ford will be the official vehicle of Motown Museum, said Nissen.

“Motown and Ford Motor Company have wide and deeply connected roots,” said Robin R. Terry, chairwoman and CEO of Motown Museum. “As two Detroit-born brands, they have had – and continue to have today – a transformative and profound impact on creativity and innovation around the world.”

“We are honored by the commitment that Ford Motor Company and UAW-Ford have made toward this exciting expansion,” said Terry. “As the lead donors and committed partners in our vision, their support will help us bring a first-class destination to Detroit and the world, and will ensure that this important musical and cultural legacy is preserved and positioned to inspire the next generation of creative and innovative minds.”

The commitment is part of an additional \$10 million Ford and Ford Fund, the company’s philanthropic arm, are contributing to Detroit over the next five years.

Chrysler Convenes Industry Vehicle Safety Seminar

Safety for drivers, passengers and pedestrians is something important for all automobile manufacturers and making vehicles safer is something that extends beyond competition between rivals.

Which is why Fiat Chrysler hosted the “Vehicle Safety Training Best Practices Workshop” on Dec. 6 at the Walter P. Chrysler Museum in Auburn Hills, said Fiat Chrysler spokesman Berj Alexanian.

This meeting manufacturers provided an opportunity for 12 major global automakers, including Fiat Chrysler, to discuss, learn about and share current approaches for improving vehicle safety training.

The workshop focused on in-depth best practice sharing on strategy and approach for vehicle safety training.

The participating manufacturers were BMW of North America, Fiat Chrysler, Ford Motor Co., General Motors, Honda North America, Hyundai Motor America, Jaguar Land Rover NA, Maserati USA, Mercedes-Benz USA, Toyota Motor North America, Volkswagen Group of America and Volvo Car USA, Alexanian said.

Topics of discussion included audience identification, learning management system approach, testing, tracking, communication and more, Alexanian said.

“The vehicle safety training best practices workshop continues the spirit of collaboration we as an industry are creating together,” said Kristen Kreibich, safety advocate, Fiat Chrysler. “Improving vehicle safety training is an important part of empowering our industry to address areas of customer safety

and vehicle safety recall campaigns.”

Fiat Chrysler also engaged company subject matter experts, legal counsel and external industry experts to develop a U.S. Safety Act Web-based Training Module, which was shared with workshop attendees.

Alexanian said that after the workshop, the participating auto manufacturers returned home to their home bases.

“The next step is to apply what they learned at the workshop to their development processes,” Alexanian said. “Using best practices to make the safest cars possible is the whole point of the workshop. Car companies learn from each other, and that’s a good thing.”

In addition to this workshop, Fiat Chrysler recently hosted the “First Automotive Safety Recall Best Practices Summit” on May 24-25, and co-hosted both the “2016 Advancing Safety Through Data Conference” on Oct. 6, as well as the “Second Automotive Safety Recall Best Practices Summit” on the Torrance, California, campus of American Honda Motor Co., Inc. on Nov. 17-18.

“The topic of safety is very important to the industry as a whole,” Alexanian said. “It’s important that we communicate how important safety is to our employees and make sure, from design to manufacturing, that driver and passenger safety is built in the process from the very beginning.”

Alexanian said that with workshops like this, the auto industry is taking a page from the book of the aerospace industry. Competitors share safety information as a way to make flying safer for everyone.

European Union Starts New Proceedings Against VW

BRUSSELS (AP) – The European Union is starting legal action against Britain, Germany, Spain and Luxembourg for not imposing penalties against Volkswagen for using illegal software to hide vehicle emissions.

The European Commission also said Dec. 8 that it believes Britain and Germany “broke the law by refusing to disclose, when requested by the Commission, all the technical information” they gathered on Volkswagen emissions.

It said the technical information concerns “potential nitrogen oxide (NOx) emissions irregularities in cars by Volkswagen Group AG and other car manufacturers on their territories.”

In the wake of the Volkswagen diesel emissions scandal, the European Commission called on all EU states to test for so-called “defeat devices” on other makes of vehicles.

A number of member states found that such stealth software is being used by others, but they believe the use is covered under an exemption because the equipment is aimed at protecting the vehicle’s motor. However, the Commission said it needs that data to verify if this is the case.

The European Commission, which supervises the application of EU laws, has given the countries two months to respond to its allegations.

German automaker Volkswagen has been trying to cut costs to recover from the fallout of the scandal.

The company has agreed to pay \$15 billion under a settlement with U.S. authorities and owners of some 500,000 vehicles with software that turned off emissions controls.

In Berlin, the Transport Ministry said that Germany had “implemented a comprehensive catalog of immediate measures aimed at preventing illegal defeat devices.”

It said that it had taken measures against Volkswagen in line with the legal principle of proportionality to ensure illegal devices were fixed and had made the company refit millions of cars at its own expense. Its response, it said, was “the productive solution for the benefit of customers.”

The Commission said it is also taking action against Britain, the Czech Republic, Germany, Greece, Lithuania, Luxembourg and Spain for failing to set up a penalties system to deter auto makers from violating emissions laws or for not imposing sanctions when the law has been broken. The penalties are part of the EU’s vehicle type approval rules.

Blue Cross Opens Health Clinics

DETROIT (AP) – Fifty free and low-cost health clinics will share \$740,000 in grants from Blue Cross Blue Shield of Michigan to provide medical, dental and mental health care for the under and uninsured.

The clinics are expected to treat more than 64,000 vulnerable patients and help 38,000 obtain coverage or other services.

Each clinic will receive up to \$25,000 from Blue Cross.

Blue Cross official Lynda Rossi says the insurer’s “clinic partners are able to reach tens of thousands of individuals who otherwise have nowhere to turn.”

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The Human Rights Campaign Praises Detroit Auto Firms

The Detroit auto industry scored high marks with Human Rights Campaign (HRC) Corporate Equality Index (CEI), a national benchmarking survey and report on corporate policies and practices related to LGBT equality in the workplace.

Some of the companies that earned the organization's highest rating are Ford Motor Company, General Motors, Fiat Chrysler and Lear.

In its press release issued on Dec. 5, HRC wrote, "The Corporate Equality Index (CEI), launched in 2002 to assess LGBT-inclusive policies and practices at Fortune 500 companies, also highlights how corporate leaders are increasingly stepping up to play a leading role in opposing anti-equality legislation – from statehouses to the U.S. Capitol. Through their actions, taken as LGBTQ workers and customers have been facing a record number of anti-LGBTQ bills in state legislatures across the country, business leaders are building on their longstanding commitment to expanding workplace equality for LGBTQ people.

"This year, a record-breaking 517 businesses earned the CEI's top score of 100, up from 407 last year. That's a single-year increase of more than 25 percent – the largest jump in the 15-year history of the nation's premiere benchmarking tool for LGBT workplace equality. Leadership demonstrated by these businesses, including speaking out against discriminatory laws like North Carolina's HB2, reflect more than a decade of work inside these companies to expand LGBT, and particularly transgender, workplace equality."

"We truly value diversity and inclusion at Lear, and I am extremely proud to have received this recognition for our efforts. We aspire to be an employer of first choice where all employees can reach their full potential," said Matt Simoncini, Lear's president and chief executive officer.

Ford Motor Company, in a statement to the media, said that the company has received a perfect score every year since 2004.

And the company is proud of that rating history, said Ford Motor Company spokeswoman Monique Brentley.

The 2017 Corporate Equality Index rated 1,043 businesses on LGBT-related policies and practices such as nondiscrimination workplace protections, domestic partner benefits, transgender-inclusive health care benefits, competency programs and public engagement with the LGBT community.

"Ford is committed to creating an environment that promotes diversity and inclusion within our workforce and communities," said Meeta Huggins, chief diversity officer, Ford Motor Company.

"The diverse backgrounds of our employees truly make us a stronger company and we are extremely proud of our policies and programs that support equality."

When GM officials learned of their rating, they posted a Tweet stating, "We're proud to be one of the 517 Best Places to Work for #LGBT Equality in @HRC's Corporate Equality Index."

Fiat Chrysler spokesman Mike Palese said that the company was the first automaker to offer domestic partner benefits to employees in 2000 and has attained a 100 percent CEI rating ten times since the benchmark was established in 2002.

"FCA US is proud of our longstanding support of our LGBTQ employees, customers and communities," said Marlin Page, head of Diversity and Inclusion, FCA US LLC.

"Our consistent record of providing an inclusive work culture and benefit parity for our LGBTQ employees represents our core belief in the talents and potential of our people."

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Pinczuk Joins Delphi Board

Delphi Automotive PLC has named Ana Pinczuk to its board of directors, effective Nov. 1.

Pinczuk brings more than 30 years of experience in high technology companies, including numerous senior leadership roles with Veritas, Cisco and AT&T, said Delphi spokeswoman Elena Rosman.

“Ana’s broad and extensive technology background spans mobile, IP networking, software, data storage and security, making her a strong addition to the Delphi board,” said Rajiv Gupta, Delphi chairman of the board. “We look forward to her insight and guidance, as Delphi accelerates its innovation in new mobility technologies that are reshaping the automotive industry.”

Most recently the executive vice president and chief product officer of Veritas Technologies, a data management provider specializing in information protection, availability, and insight solutions, Pinczuk led the company’s \$2.3B product portfolio and was responsible for steering the company’s multiyear strategy and plan, Rosman said.

As Cisco’s senior vice president of Services Transformation and chief operating officer, Pinczuk drove the transformation of Cisco’s services business and grew the cloud, software, IoT and professional services sectors. In addition to several other key technology roles, she eventually moved on to senior vice president of sales, where she led services and solutions sales for Cisco’s 28 Global Enterprise Theater clients.

Pinczuk began her career at AT&T Bell Laboratories, where she moved quickly through the ranks in a number of leadership positions, from business development and sales, to leading R&D and engineering organiza-

tions, to ultimately being named vice president of IP Platform Planning before being recruited to join Cisco in 2000.

Pinczuk serves on the board of the Carnegie Mellon’s Engineering School and is a member of the Cornell University Computer and Information Sciences advisory board. She has also been named as the 2016 Woman of Influence by the Silicon Valley Business Journal and holds a bachelor and master of science in mechanical engineering from Cornell University.

Governor Snyder Infrastructure Report Issued

LANSING, Mich. (AP) – A report ordered by Gov. Rick Snyder says Michigan must spend \$4 billion more annually to upgrade infrastructure that includes roads, water systems and the power grid.

The study released Dec. 5 says the state and local governments spend less than the U.S. average and in surrounding states.

Snyder, who appointed the commission in the wake of the Flint water crisis, says Michigan’s “infrastructure challenges are serious and wide-ranging and it must “act with urgency.”

The 21st Century Infrastructure Commission report includes recommendations for all types of infrastructure systems, including transportation, water and storm water, wastewater treatment and drainage, energy and communications infrastructure.

The commission says as a first step, Michigan should become a “national leader” and create a statewide asset management system.

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\$227 + TAX

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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 Cruze Hatchback lease includes GM Lease Loyalty or Lease Conquest. The Silverado, Traverse, and Equinox leases assumes that you qualify for Chevy Lease Loyalty or 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 01/03/2017

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\$285*

10K PER YEAR

Stock #9637-17 • Deal #63133
\$1640 total due at signing.
GM pricing plus tax, title, lic. & doc fees.
Lease figured with lease conquest rebate.
NO SECURITY DEPOSIT REQUIRED

ALL NEW 2017 GMC ACADIA

LIMITED • FWD

36 MONTH LEASE FOR ONLY

\$335*

10K PER YEAR

Stock #9459-17 • Deal #63680
\$2943 total due at signing.
GM pricing plus tax, title, lic. & doc fees.
Must have GMC/Buick lease loyalty rebate.
NO SECURITY DEPOSIT REQUIRED!

ALL NEW 2017 GMC TERRAIN

FWD • SLE-1

24 MONTH LEASE FOR ONLY

\$119*

9K PER YEAR

Stock #9498-17 • Deal #63132
\$1624 total due at signing.
GM pricing plus tax, title, lic. & doc fees.
Lease figured with lease loyalty rebate.
NO SECURITY DEPOSIT REQUIRED!

2016 GMC YUKON

4WD • SLT

WAS \$64,260

\$49,750*

...SAVE OVER...
\$14,500 OFF LIST

Stock #9559-16 • Deal #64139
GM pricing plus tax, title, lic. & doc fees.
Must have GMC/Buick lease loyalty rebate.

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FWD • CONVENIENCE

24 MONTH/10K PER YEAR LEASE FOR ONLY

\$219*

\$1,844 DUE AT SIGNING

Stock #5212-17 • Deal #62606
GM pricing plus tax, title lic. & doc fees.
Lease figured with lease loyalty rebate.
NO SECURITY DEPOSIT REQUIRED!

ALL NEW 2016 BUICK LACROSSE

LEATHER • 1SL

NOW WAS \$37,220

\$29,995*

16% OFF SALE \$ TO CHOOSE FROM

SAVE OVER \$7,200 OFF LIST
Stock #5003-16

ALL NEW 2017 BUICK ENVISION

FWD • ESSENCE

36 MONTH/10K PER YEAR LEASE FOR ONLY

\$295*

\$1,681 DUE AT SIGNING

Stock #5221-17 • Deal #63678
GM pricing plus tax, title lic. & doc fees.
GM lease figured with lease conquest rebate.
NO SECURITY DEPOSIT REQUIRED!

ALL NEW 2016 BUICK ENCORE

SPORT TOURING

39 MONTH/9K PER YEAR LEASE FOR ONLY

\$149*

\$1,652 DUE AT SIGNING

Stock #5039-16 • Deal #62599
GM pricing plus tax, title lic. & doc fees.
Lease figured with Buick/GM lease loyalty rebate.
NO SECURITY DEPOSIT REQUIRED!

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GMC YUKON DENALI STOCK #9278-16 (\$3,000 IN ADDITIONAL SAVINGS)

GMC YUKON XL DENALI STOCK #9200-16 (\$3,500 IN ADDITIONAL SAVINGS)

GMC YUKON XL STOCK #9230-16 (\$3,000 IN ADDITIONAL SAVINGS)

GMC ACADIA LIMITED STOCK #9461-17 (\$3,000 IN ADDITIONAL SAVINGS)

DEMO SALE

BUICK ENCORE AWD STOCK #5017-16 (\$1,250 IN ADDITIONAL SAVINGS)

BUICK ENCORE CONVENIENCE STOCK #5039-16 (\$1,250 IN ADDITIONAL SAVINGS)

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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. Expires 12/31/16



Wrap Up the Deals!... Wrap Up the Year!... With GM Employee Pricing to EVERYONE!

2017 TRAX "LS"



- ECOTEC 1.4L "Turbo" DOHC VVT Engine!
 - OnStar w/4G LTE w/built-in Wi-Fi Hotspot!
 - 7" Color Touch Screen Radio w/Bluetooth!
 - Remote Keyless Entry!
- Bluetooth for Phone!
 - Rear Camera!
 - USB Port and Auxiliary Input!
 - Chevrolet Complete Care INCLUDED!

Stock# H33233

24 MONTH LEASE

\$75*



Was \$21,895 Sale Price: \$15,698*

\$999 Down

NQ Security Deposit required. Tax, title and plate fees extra.

2017 EQUINOX "LS"



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

Stock# H34660

NO 1ST PAYMENT REQUIRED!

Was \$26,405 Sale Price: \$20,610*

24 MONTH LEASE

\$99*



\$999 Down

NQ Security Deposit required. Tax, title and plate fees extra.

2017 CRUZE "LT"



- 1.4L Turbo DOHC Engine!
- Automatic Transmission!
- 7" Color Touch Screen MyLink Radio!
- OnStar w/4G LTE w/built-in Wi-Fi Hotspot!
- 24/7 Promise... The Most Connected Car on the Road!
- Remote Keyless Entry!
- Rear Vision Camera!
- Bluetooth for Phone!
- Chevrolet Complete Care INCLUDED!

Stock# H32325

Was \$22,325 Sale Price: \$18,343*

24 MONTH LEASE

\$119*



\$999 Down

NQ Security Deposit required. Tax, title and plate fees extra.

2017 TRAVERSE "LS"



- 3.6L SIDI V6 Engine!
- 6.5" Color Touch Screen Radio!
- 8 Passenger Seating!
- Rear Vision Camera!
- Remote Keyless Entry!
- Power Driver's Seat!
- OnStar w/4G LTE w/built-in Wi-Fi Hotspot!
- Chevrolet Complete Care INCLUDED!

Stock# H34413

Was \$32,745 Sale Price: \$23,899*

24 MONTH LEASE

\$149*



\$999 Down

NQ Security Deposit required. Tax, title and plate fees extra.

2017 SILVERADO "LT" 4X4 DOUBLE CAB



- ECOTEC3 4.3L V6 Engine!
- Automatic Transmission!
- GM Bed Liner INCLUDED!
- 8" Color Screen MyLink Radio w/USB Ports!
- OnStar w/4G LTE w/built-in Wi-Fi Hotspot!
- Steering Wheel Radio Controls!
- Remote Keyless Entry!
- Aluminum Wheels!
- Chevrolet Complete Care INCLUDED!

Stock# H32703

Was \$41,060 Sale Price: \$31,599*

36 MONTH LEASE

\$229*



\$999 Down

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2017 Buick Envision Has Top Safety Rating

Vehicle safety is something buyers look for and that's good news for Buick.

The 2017 Buick Envision AWD compact SUV has earned a five-star overall vehicle score from the National Highway Traffic Safety Administration (NHTSA) — an accolade achieved by every Buick model rated for two consecutive model years, said GM spokesman Michael Ofiara.

Earlier this year, the Envision also earned the Insurance Institute for Highway Safety's (IIHS) best possible rating, a 2016 IIHS Top Safety Pick+ (TSP+) when equipped with optional front crash prevention, Ofiara said.

That rating was extended into the 2017 calendar year as the Envision with optional front crash prevention and high intensity discharge (HID) headlights was named a 2017 IIHS Top Safety Pick+.

"Safety, quality and craftsmanship are designed into every Buick," said Duncan Aldred, vice president of Global Buick Sales, Service and Marketing. "Earning top ratings from some of the industry's most important safety organizations validates not only the excellence of the Envision, but further builds the Buick brand's reputation as a leader in safety and quality, two attributes high on every shopper's list."

The Envision has earned its safety ratings by offering customers an extensive list of standard and available safety features, both active and passive, Aldred said.

These safety technologies utilize a combination of five cameras and 13 radar and ultrasonic sensors around the vehicle to help offer owners peace of mind behind the wheel.

The Envision also features a robust body structure that incor-



The 2017 AWD Buick Envision

porates extensive use of mass-reducing high-strength steel.

Envision's available Forward Collision Alert and Forward Automatic Braking systems, which can help drivers avoid collisions, were vital to obtaining the 2016 IIHS TSP+ rating.

That rating requires a vehicle to score Good on a multitude of IIHS crashworthiness tests and receive an Advanced or Superior score on front crash prevention, which was a new IIHS requirement in 2016, Ofiara said. The 2017 IIHS TSP+ rating requires a vehicle to earn Good ratings in the crashworthiness tests, an Advanced or Superi-

or rating for front crash prevention and a Good or Acceptable headlight rating.

The new Buick Envision arrived at dealers in North America this summer and is off to a quick start with more than 10,000 retail sales to date, Ofiara said. The average Envision spends just over 30 days on a dealer's lot, less than half of the industry average.

15-Star Safety Ratings are awarded under the National Highway Traffic Safety Administration's (NHTSA's) New Car Assessment Program (www.Safer-Car.gov).

Gas Prices Rise Slightly Across State

DEARBORN, Mich. (AP) _ AAA Michigan says gas prices statewide have risen by about 12 cents per gallon in the past weeks.

The Dearborn-based auto club says Dec. 5 that the average price for self-serve regular unleaded gasoline was about \$2.21 per gallon.

That's about 35 cents more than it was at the same point last year.

The lowest average price of gas was about \$2.19 per gallon in the Detroit area, while the highest average in the state was about \$2.27 per gallon in the greater Jackson area.

AAA Michigan surveys daily fuel prices at 2,800 gas stations across the state to determine the average fuel prices for drivers in Michigan.



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2016 GMC Terrain

SLE1 FWD MSRP: \$28,360

\$232 per month

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INCENTIVES INCLUDED: GM Employee Pricing, GM Lease Loyalty + Select Model



36 months **10,000 miles year** **\$517** total due at signing (includes first month payment)

2017 Buick Encore

FWD Lease Offer MSRP: \$25,430

\$242 per month

TRANSPARENT PRICING
INCLUDES: ALL TAXES & FEES, NO SECURITY DEPOSIT
INCENTIVES INCLUDED: GM Employee Pricing, GM Lease Loyalty + Select Model



36 months **10,000 miles year** **\$430** total due at signing (includes first month payment)

2017 Buick Enclave

FWD Lease Offer MSRP: \$39,990

\$297 per month

TRANSPARENT PRICING
INCLUDES: ALL TAXES & FEES, NO SECURITY DEPOSIT
INCENTIVES INCLUDED: GM Employee Pricing, GM Lease Loyalty + Select Model



36 months **10,000 miles year** **\$657** total due at signing (includes first month payment)

2016 GMC Sierra

DBL CAB SLE 4WD 1500 MSRP: \$43,115

\$243 per month

TRANSPARENT PRICING
INCLUDES: ALL TAXES & FEES, NO SECURITY DEPOSIT
INCENTIVES INCLUDED: GM Employee Pricing, GM Lease Loyalty + Select Model



36 months **10,000 miles year** **\$661** total due at signing (includes first month payment)

Offers include: Tax, Title, Plate, Transfer, CVR, Doc Fee, GM Employee Pricing, GM Lease Loyalty (must have a 1999 or newer GM lease in household), Select Model and 1st Month's Payment. No security deposit required. See dealer for details.



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Dennis Thacker
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All prices and payments include GM rebates. Pictures may not represent actual vehicle. Pricing subject to change per GM incentives. Prices and payments are inclusive of active GM employee discount (unless otherwise stated). All leases are 10,000 miles per year with approved 5 Tier credit. Enclave, Encore, and Terrain are 24 months lease. Regal, Envision, Lacrosse, Verano, Sierra, Acadia and Yukon are 36 month lease. Cascada is a 39 month lease. All Vehicles shown are \$999 down except for the Lacrosse which is \$1999 down and the Terrain and Encore which are \$0 down. Disposition Fee may be required at vehicle turn in. Must have lease loyalty and/or closing competitive lease. Prices and payments are plus tax, title, plate fee w/ acquisition fee up front, refundable security deposit required on certain vehicles – to be determined by lender. Pricing is subject to select model vehicles- while supplies last. **\$3,500 trade in is valid on 2003 or newer vehicles w/ under 115k miles in drivable condition, no branded titles, reconditioning determined by appraiser. Certain restrictions may apply, see dealer for complete details. ** Exp date: 12/30/2016.



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All applicable rebates including lease loyalty, Chevrolet lease loyalty or lease conquest offers have been deducted from sale price/payment. Cruze, Equinox, Traverse, Silverado and Trax are 24 month leases. Malibu is a 36 month lease. Volt 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/T credit w/ \$999 due at signing unless otherwise stated. Excludes price with \$0 down. Prices & payments are plus tax, title, and plate fees with acquisition fee up front. Disposition 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 — 12/30/16.

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