

Campbell Ewald Building Becomes VEC East

by Jim Stickford

Improvements at the Tech Center's VEC building and VEC East building should be seen not as a mere construction project, but as part of a total transformation of GM and its culture.

At least that's what Candice Messing, program manager for Global Technical Center Transformation said.

Over the past couple of years GM has launched a series of infrastructure improvements to its facilities around the world. These projects include the purchasing of the old Campbell Ewald office building on Van Dyke across from the Tech Center, as well as ongoing remodeling of the VEC building.

As more people move to the Tech Center, the need for office space has grown, Messing said. So when Campbell Ewald moved its offices from its building in Warren to downtown Detroit in 2014, GM was able to purchase the 10-story structure, which they've since named VEC East.

But moving people to the location was more complicated than many people assumed, Messing said. First, the structure dates back to the 1970s. That means, Messing said, that it really wasn't up to modern building codes. They had to do things like widen

the air vents and modernize the wiring. The building predates high-tech communications systems that use the Internet.

"When Campbell Ewald moved out at the end of 2014, we were able to buy the building and take advantage of some prime office

space right by the Tech Center," Messing said. "We needed the room and it's not often that a prime location like that becomes available."

After GM bought the building, the company began top-to-bottom refurbishing of the loca-

tion. That means new vents, new wiring and a new way of using that office space, Messing said. Since coming out of bankruptcy, GM has undergone a cultural change.

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GM altered the old Campbell Ewald building, including opening up several floors of the structure.



Hadas Bernard

Winning Futures Elects a New Board Member

Warren-based Winning Futures has recently elected Hadas Bernard to its board of directors. Bernard, who is director at Bernard Financial Group, will be serving a three-year term to help bring in new resources.

"Michigan students deserve and want direction on careers and higher education," said Bernard.

"Winning Futures offers the most dynamic guide and coaching/mentoring for our students' adult livelihood. Since I am passionate about the enhancement, success and contentment of the next generation, it is a true honor for me to join the Winning Futures Board."

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2016 Chevrolet Malibu

General Motors Could Be Big OEM Winner for 2016

It looks like 2016 will be a good sales year for GM cars despite the trend of consumers moving toward trucks and SUVs.

General Motors could report the greatest volume increase in December 2016 and *Kelley Blue Book* projects a 1 point increase in market share, said Tim Fleming, analyst for *Kelley Blue Book*.

In contrast to most automakers, General Motors' growth is highlighted by a mid-size car, the Chevrolet Malibu. The new generation of Malibu has been well-received by critics, and is one of just two mid-size cars to increase sales volume this year.

Hyundai-Kia also could capture share this month and increase sales by 3 percent, Fleming said. However, much of the increase can be attributed to an expected increase in fleet sales, similar to the rest of the calendar year.

New-vehicle sales are expected to decrease 2 percent year-over-year to a total of 1.6 million units in December 2016, resulting

in an estimated 17.4 million seasonally adjusted annual rate (SAAR), according to *Kelley Blue Book* www.kbb.com, the vehicle valuation and information source.

"December is shaping up to be the biggest sales month of 2016, even though it will likely fall short of last year's record results," said Fleming. "At year-end, 2016 light-vehicle sales should total 17.4 million, just 0.1 percent short of 2015's record year. Sales for the month will be boosted by plentiful retail incentives featured in many holiday sales events across the country, and one last push to hit year-end sales objectives."

Kelley Blue Book expects further slowdowns in 2017, and its experts forecast sales in the range of 16.8 to 17.3 million, which would represent a 1 to 3 percent decrease from this year, Fleming said.

"Substantial incentive hikes

CONTINUED ON PAGE 2

Art Van Blood Drive Comes at Crucial Time

by Jim Stickford

Having a blood drive in the last week of December is a good way to end the year.

At least that's the thinking at Art Van, said company spokeswoman Diane Charles. That's why the company held its eighth

annual blood drive Dec. 29 at the company's training center on 14 Mile in Warren.

"We've been holding a blood drive at the end of the year for a while," Charles said. "It's a simple way to support the local community, and Red Cross blood drives are a great cause that help

a great many people."

Charles said that the need for blood is great at this time of the year for various reasons, including cold and flu season and accidents caused by bad weather affecting road conditions.

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Theresa Thor donates blood at the eighth annual Art Van blood drive.

GM is Caught Up in Chinese Power Move

BEIJING (AP) – General Motors Co.'s main joint venture in China was fined \$29 million last week on charges it suppressed competition by enforcing minimum sales prices for dealers, the latest in a string of penalties against foreign auto brands under the country's anti-monopoly law.

Chinese regulators have punished companies in industries from milk to medical devices under a 2008 anti-monopoly law in

what appears to be an effort to force down consumer prices.

Dec. 23's announcement followed public criticism by U.S. President-elect Donald Trump of Chinese trade practices but there was no indication the case was linked to that. GM had announced in August 2014 its joint venture, Shanghai GM, was under investigation by anti-monopoly regulators.

The Shanghai Price Bureau

said Shanghai GM, a joint venture with state-owned Shanghai Automotive Industries Corp., improperly suppressed competition by enforcing minimum prices dealers were allowed to charge for Cadillac, Chevrolet and Buick models.

That "disrupted the normal order of market competition," the statement said.

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MCC is Hosting DSO Concert

Macomb Community College will be hosting the Detroit Symphony Orchestra featuring the works of Stravinsky and Mendelssohn.

This will be the DSO’s second season at the Macomb Center for Performing Arts.

The event will take place on Friday, Jan.13, at 8p.m. and all seats are \$25. The Macomb Center for Performing Arts is located at 44575 Garfield Road, Clinton Township.

For those interested, contact the Macomb Center Box Office at 586-286-2222.

Art Van Holds Blood Drive at Red Cross’s Crucial Time

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But at the same time, the number of available donors declines. “People are busy with the holidays,” Charles said. “They don’t think about giving blood because they’re so busy. And, a lot of people are just out of town. They’ve gone to visit the grandparents or decide to spend a little time in a warmer climate. So they aren’t available to give blood. This drive is a way of addressing that problem. And, in Detroit, a lot of people have the holidays off, so when they hear about this blood drive, they can come.”

Jamila Wilson, account manager for the American Red Cross, said that Charles is right, and that at a drive like the Art Van one, they expect to get 82 units donated.

“To get that 82, we will see about 100 people seeking to donate,” Wilson said. “Some people who seek to donate have to be turned away for different medical reasons. They might be on medication or have a slight cold. Things like that.”

Getting blood is a seven-day-a-week job, Wilson said. They hold blood drives every day, and having a partner like Art Van is really helpful, she said.

Karen Swofford of Harrison Township was one of the suc-

cessful donors at the Art Van drive.

“I come here every Christmas to donate,” Swofford said. “I give blood as often as I can. I’m working on getting my six-gallon pin right now. I remember the first time I gave blood, I was so scared. But after that, it’s no big deal, especially at my age. You get used to be being poked with needles.”

Theresa Thor is a fraud examiner for Art Van. She started giving blood when she was 20 and is now 54.

“I give as often as I can,” Thor said. “My blood type is O negative, so every six weeks I get a call. O negative is the universal donor and much in demand by hospitals. I like to give because I had some family members who had medical problems and they were helped out by blood donations.”

Thor said she’s so used to giving blood that she came with a “rapid pass” to the Art Van drive.

China Fines GM for ‘Monopolistic’ Practices

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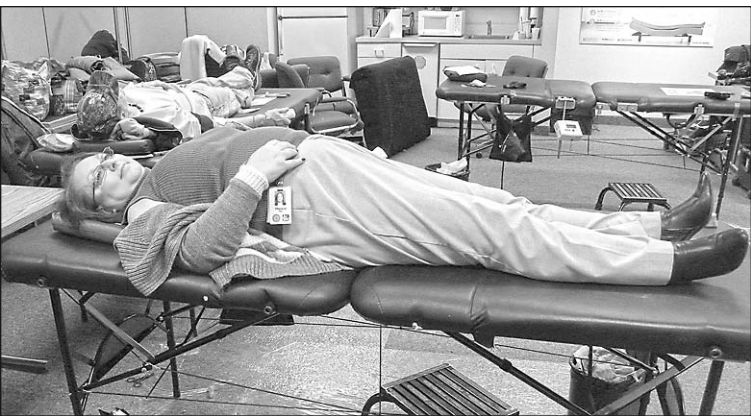
Setting minimum retail prices is a common practice in many markets but lawyers say Chinese regulators appear to regard it as an improper restraint on competition.

A statement by the price bureau said the penalty was set at 4 percent of Shanghai GM’s annual sales, or 201 million yuan (\$29 million).

In a statement, GM said: “GM fully respects local laws and regulations wherever we operate. We will provide full support to our joint venture in China to ensure that all responsive and appropriate actions are taken with respect to this matter.”

GM vies with Germany’s Volkswagen AG for the status of the top-selling vehicle brand in China.

Sales of GM vehicles in China rose 7 percent in November over a year earlier to 371,740 units.



Theresa Thor donates blood at the eighth annual Art Van blood drive.

“The rapid pass is great,” Thor said. “You go online and fill out a questionnaire the day you’re scheduled to donate. You answer all the questions that you would normally be asked at the donation site. You give the questioner the rapid pass printout that indicates you’re ready to donate. It’s a real time saver. It allows the staff to handle more donors and

in a more efficient way. You give them the pass, and all they have to do is take your blood pressure.”

Wilson said that the Red Cross holds blood drives in and around Detroit every day.

People interested in donating can call 1-800-RED-CROSS to find out where and when they can donate.

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Campbell Ewald Building Becomes Well-Lighted VEC East

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And part of that change is how people interact, said Messing.

In the old days, bosses had offices with window views and the rest of the staff worked in cubicles that closed them off from their co-workers.

"We asked who deserves a window view," Messing said. "The answer is everyone. So what we've been doing at GM buildings, including the VEC building, is rebuilding them in a way that places tables and desks in the open. That way everyone gets sunlight."

And lighting is important, Messing said.

"A ton of studies have been done showing that people work better under natural light," she said. "Our new way of working has done away with traditional offices. People don't have to go to one place to work. We do provide lockers so that people can store their personal items, so if you have a red stapler, you can put it there."

But by having everyone work in the open, people aren't cut off from their co-workers and the spirit of collaboration is strengthened.

In the newly-rebuilt VEC East building, formerly the Campbell Ewald building, in addition to updating the site to modern building standards, they basically cut holes in the middle of the third and fourth floors, and the fifth

and sixth floors. That allows people on different floors to be able to look up and down and see their co-workers.

"We're also putting a new cafeteria on the 10th floor," Messing said. "It will be a beautiful space where people can get food. It provides a panoramic view of the surrounding community and I didn't realize this until I actually visited the space, but you can see the Renaissance Center from the 10th floor."

Part of the idea behind the new cafeteria, Messing said, was that it can be used as a work space even when people aren't eating. That way space isn't wasted.

"The old Campbell Ewald building had something that kind of looked like a cafeteria in the basement," Messing said. "But we put our cafeteria on the top floor and it's state-of-the-art."

The VEC East building is still undergoing some reconstruction, Messing said. The top four floors were the first ones redone. People moved to them in February of 2016. They then started work on the rest of that building and work is expected to be fully completed by February of 2017.

"Right now we're using that building to house long-term and short-term turnaround-housing," Messing said. "That means people who will be moving to other parts of the Tech Center get their feet wet in terms of getting used to the new work methods. We want to make the work environ-

ment at GM so nice that people won't want to go home."

These ideas of modern office space are being applied to multiple GM buildings, Messing said. When it came time to rebuild the old Campbell Ewald building and make it VEC East, it gave GM the opportunity to put in the new concepts into the structure from the ground up.

Brian Goebel, a spokesman for GM, said that Mark Reuss and his staff will be moving into newly-refurbished offices in the VEC building in late January or early February. These offices are designed along the new working concepts GM has implemented elsewhere.

"People accepting new working conditions depends on a couple of factors," Messing said. "One of them is seeing bosses going along with the new way of doing things."

"We like to say that Mark and his staff are leaving 'mahogany row' and they will be able to be seen working in the new environment at the Tech Center. They're expected to move in by the end of January."

By having open spaces, by having coffee centers, people will be able to communicate better, Messing said.

Even if they spend most of their five-minute conversation talking about sports, they usually eventually start talking about work.

That's not something they do



Open work spaces provide sunlight for employees at GM's VEC East site.

when placed behind cubicle walls, Messing said, shut off from each other.

"We want people to own their space," Messing said. "Mary Barra likes to say that people don't learn all in the same way, and they don't work in the same way. We now make it possible for people to work in the seven different ways people work. My favorite emails are the ones that begin, 'I never thought I would write this email because I didn't think I would like these working conditions.' Normally, it takes about six months for people to get used to a new working environment. We expect that. But it's always nice to receive emails right away from people who like the changes."

Messing said that she came to GM after being an intern 15 years ago. She started in Operations and transitioned into Facilities. She said she has a passion for her work because it improves the way people work and makes General Motors a better place for its employees.

"We are transforming the Tech Center Campus," Messing said. "When we're done, it will be a whole new environment. What we're doing is so much more than a construction project."

This new philosophy is important, Goebel said, because the new General Motors is not about polishing up the past of the company, it's about creating the future in a way that gets the best from people.

MCC's Lorenzo Cultural Center Seeks Talent

Macomb Community College's Lorenzo Cultural Center is calling for entries in its first-ever art competition to be held in support of its upcoming program series, Tall Tales and Folklore: Exploring Michigan's Traditional Stories, opening in March 2017.

The cultural center is located on Macomb Community College's Center Campus in Clinton Township.

The competition is open to artists ages 18 and older working in any relevant medium, such as drawing, painting, sculpture and fabric, said MCC spokesman Sean Patrick.

Entries must relate to a Michigan legend, tall tale or folklore story and must be submitted no later than 5 p.m., Jan. 27, 2017. Submission fee is \$10, which is waived for Macomb Community College students. For official rules and contest entry form, visit: <http://www.lorenzoculturalcenter.com/programming>.

The top three entries will receive a cash award – \$250 for first prize, \$150 for second and \$100 for third, Patrick said. Their work will be displayed during the cultural center's Tall Tales and Folklore program series with feature presentations and performances as well as exhibits, and runs from March 1 to May 6, 2017.

The Lorenzo Cultural Center – www.lorenzoculturalcenter.com – provides interactive learning opportunities for all ages, extending student discovery beyond classroom walls, Patrick said.

It creates multi-faceted experiences for community members to explore the influences and experiences that shape Macomb's heritage.



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FT 400 Ranking March 2016

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Automotive Society Honors Levin For Preserving History

MotorCities National Heritage Area recently presented its 2016 Milestone Award to long-serving U.S. Senator Carl Levin.

MotorCities National Heritage Area is a nonprofit dedicated to historic preservation of the automotive and labor industries.

Levin helped create the legislative groundwork for the Automobile National Heritage Area in 1998 and was instrumental in its Congressional reauthorization in 2014.

A longtime champion for the automotive industry and for the preservation of its history and culture, Levin said he believes automotive heritage is a source of great pride for many Michigan residents.

“This award relates to a subject that is dear to my heart, dear to the hearts of every person who lives in Michigan,” said Levin on accepting the award.

“It’s a matter of great pride to everybody who lives here, works here, or has benefited from the automotive industry.

“The middle class was almost born here; it surely was promoted by the automobile industry.”

Levin called it a “critically important heritage,” and commended the work of MotorCities to preserve, promote and interpret that heritage through grant funding, educational programming and tourism.

MotorCities Executive Director Shawn Pomaville presented the award, and thanked the senator for his unyielding commitment to the National Heritage Area.

“Our work would not have been possible without Senator Levin’s creation of National Heritage Area in 1998, and again in 2014, when he paved the way for the reauthorization of the MotorCities so that we were able to retain our affiliation with the

National Park Service,” said Pomaville.

This marks the third year of the MotorCities Milestone Award.

In 2015, The Hon. U.S. Rep. John Dingell received the award along with the UAW International Union – each part of a group that came together with an idea to preserve Southeastern Michigan’s rich auto and labor heritage.

National Heritage Areas are places where natural, cultural, historic and scenic resources combine to form a cohesive nationally important landscape.

The MotorCities National Heritage Area encompasses more than 10,000 square miles in southeast and central Michigan. The Partnership’s administrative headquarters are in Detroit.



Retired senator Carl Levin receives award from MotorCities’ Pomaville.

Continental to Show Off at 2017 CES Event

There is much more to innovative access systems than simply unlocking car doors or starting the engine. Continental will demonstrate the intelligence of today’s solutions at CES 2017 in Las Vegas.

Through the combination of the keyless entry and start system PASE (Passive Start and Entry) and biometric elements, the international technology company is opening up new possibilities in the field of vehicle personalization and authentication, said Continental spokeswoman Mary Araf.

“The integration of biometric elements brings our expertise in systems integration to the forefront, as we are linking our access control solution with other intelligent systems in vehicles to ensure increased comfort and safety for all passengers,” said

Michael Crane, head of Continental’s Body & Security business unit, North America. “In addition, the access systems allow us to only control specific components as needed. This means that components are not required to operate continuously, which saves energy and increases efficiency.”

Fingerprint-controlled engine start and authentic personalization are just some of the technology Continental will be showing off at CES this year, Araf said.

Depending on the system configuration, automotive manufacturers can introduce another level of security to their vehicles using biometrics.

Introducing a biometric element could mean, for example, that the presence of a valid key inside the vehicle is no longer enough to start the engine as the

driver is also required to provide authentication using a fingerprint sensor, Crane said.

This two-fold authentication process significantly increases the vehicle’s anti-theft protection measures.

Biometric elements also allow drivers to personalize their vehicles. The system is connected to an interior camera, which recognizes the driver’s face and automatically personalizes vehicle settings, such as seat and mirror position, music, temperature and navigation for the driver.

Continental’s Intelligent Glass can also be integrated, which allows drivers to gradually darken almost all windows of the vehicle and which lightens them automatically when the driver approaches, Crane said.

It is possible to integrate the biometric system in all intelligent systems, regardless of the access technology used in the vehicle (Bluetooth Low Energy or low frequency).

Continental will outline its latest developments in digital mobility and automated driving during CES 2017 Media Days on Jan. 4.

Winning Futures Elects a New Board Member

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Hadas Bernard attended University of Michigan Ross Business School and serves as director of Bernard Financial Group, a commercial mortgage banking firm.

Hadas is a past recipient of The Institute of Human Relations Young Leadership Award and the founder of Trade Secrets, a fundraiser which provides support for Women to Work.

Before becoming a board member of Winning Futures, Bernard was an Executive Board member of Kids Kicking Cancer and also directed the affordable housing program for the Oakland Livingston Human Service Agency.

Winning Futures is a nonprofit organization that offers school-based mentoring programs and workshops for middle school and high school students in Southeast Michigan.

These programs are designed to focus on character value identification, goal setting, career preparation, and strategic planning in an effort to inspire and prepare young people to become self-reliant and be more successful as they begin to live their lives.

Buddy’s Pizza Refashions Dough for Dogs

‘Repurposing’ seems to be the new trend these days, and Buddy’s Pizza has shown that it’s not all about furniture.

Buddy’s Pizza has developed a treat for the dogs in its efforts to support the Michigan Humane Society.

Buddy’s Pizza makes its dough fresh daily, and instead of discarding the leftovers, they’ve decided to put a new spin on the term ‘doggy bag,’ said Wesley Pikula, vice president of operations at Buddy’s.

Instead of discarding the dough, Buddy’s found a way to repurpose it as a treat for dogs. This all-natural dog biscuit will result in less waste and help to raise funds for the Michigan Humane Society, Pikula said.

With proceeds benefiting the Michigan Humane Society, Buddy’s guests will now have an opportunity to pick up a nutritious treat for their pet and help other animals in need at the same time. Buddy Bones are for sale at all metro Detroit locations.

“Many of our own employees are pet owners,” said Pikula. “Buddy’s Pizza has always felt our customers were like members of our Buddy’s family. We enjoy supporting each other and community organizations that work to make a difference here. It also made sense to extend a partnership we already had with the Michigan Humane Society. We have been supporting events like the Meet Your Best Friend pet adoptions at the Detroit Zoo for many years by providing pizza to volunteers. This way, we can also help feed those pets finding new homes – as well as those in need of homes.”

Buddy’s Pizza consulted with Michigan Humane Society veterinarians to make sure the multi-grain crust was canine-friendly, Pikula said. Grains, water, yeast and molasses make for a healthy treat for dogs. Buddy Bones are best if consumed by Fido within 30 days of purchase, he said.

“Buddy Bones are those special treats that your dogs will go crazy for and pet owners can feel really great about,” said Kelley Meyers, v.p./director of Veterinary Center Operations for the Michigan Humane Society.

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NAIAS Releases Schedule for AutoMobili-D

The North American International Auto Show (NAIAS) has released the schedule of industry executives, government officials and thought leaders that will take the stage as part of AutoMobili-D, Jan. 8-12.

“With over 40 hours of mobility-themed content being delivered from over 110 speakers representing 100 different companies, AutoMobili-D will truly showcase the future of our industry,” said Sam Slaughter, 2017 NAIAS chairman.

AutoMobili-D will showcase over 120 exhibitors, including automakers, suppliers and start-ups, all focused on future mobility innovations and platforms, Slaughter said. AutoMobili-D will encompass 120,000 square feet of dynamic display communities in the Cobo Center Atrium overlooking the international waterway and the adjoining Planet M Hall. Unlike anywhere else in the world, attending executives, industry professionals and journalists will have the opportunity to experience firsthand these exciting technologies and innovations under one roof, Slaughter said. Unique communities of participating companies will cover these five key mobility areas:

- Autonomous Driving;
- Connected Car Technologies;
- E-Mobility;
- Mobility Services;
- Urban Mobility.

2018 Traverse Completes GM's SUV Lineup

Recent reports by automotive analysts like *Kelley Blue Book* say consumer vehicle tastes are leaning heavily toward SUVs, and that's not likely to change anytime in the near future.

That's good news for Chevrolet. The brand will complete the transformation of its crossover and SUV lineup with the introduction of the next-generation Traverse on Jan. 9 at the North American International Auto Show, said GM spokeswoman Tara Kuhn.

"The new Traverse features a bold and refined design with seating for up to eight passengers," said Alan Batey, president of GM North America and brand chief of Global Chevrolet. "It's expected to offer the segment's best third-row legroom and maximum cargo space."

Features that the public will see for the first time at NAIAS will include premium interior and exterior design cues and new technologies, including available exclusive D-Optic headlamps that provide a natural daylight effect with a seamless light quality, Kuhn said.

The 2018 Traverse will be Chevrolet's latest crossover/SUV offering, joining the 2017 Bolt EV and Trax, the 2018 Equinox revealed in September and the full-size Tahoe and Suburban.

"Nobody in the industry offers a broader, fresher lineup of SUVs and crossovers than Chevrolet," said Batey. "From the all-electric Bolt EV to America's longest-running nameplate, Suburban, we've got something for every customer and lifestyle."

Batey said Chevrolet offers a wide choice of SUVs and CUVs. He said they include:

- BOLT EV – Named the *Motor Trend* 2017 Car of the year, Chevrolet's affordable long-range electric vehicle, Batey said, offers an EPA-estimated 238 miles of range per full charge with roominess.
- TRAX – With sales up 23 percent this year, Trax enters 2017 with a fresh look, turbocharged performance and 10 standard air bags, expected to be the most of any competitor in its segment.
- EQUINOX – New for 2018, the Equinox is a fresh and modern SUV, said Batey, designed to help keep passengers safe, comfortable and connected. Three new turbo engine choices will include what is expected to be the segment's first turbo-diesel.

Corvette Honored By Scarab Club

Beginning Jan. 4 and concluding on Feb. 4, The Scarab Club in Detroit will host an exhibition titled, 'American Dreaming, Corvette: 7 Generations and Beyond.' The exhibition, which coincides with the 2017 Detroit International Auto Show, will include original drawings and models created by General Motors designers between 1952 and 2014.

"American Dreaming, Corvette: 7 Generations and Beyond" has three parts: an exhibition of rare vintage concept drawings from General Motors' Corvette Studios, a design competition open to current transportation design students, and an exhibition of Corvette advertising art from the 1950s-1990s.

Exhibition curators John Douglas Peters and Robert Edwards spent the past year organizing the artwork and catalog. This Corvette exhibit will give recognition to designers of the Corvette and celebrate the history of automotive design.

The Scarab Club was founded in 1907 as an arts organization in Detroit during the birth of the auto industry. Its goal is to honor the industry's history and spread culture around Detroit.



The 2018 Traverse will be unveiled at the 2017 NAIAS at Cobo Center.

• TRAVERSE – Redesigned for 2018, the next-generation Traverse is expected to offer best-in-class third-row legroom and cargo room. Premium cues, new technologies and new trim levels expand customer choices.

• TAHOE – Along with Suburban, Chevrolet's full-size SUVs represent nearly 50 percent of the segment – and Tahoe was the highest-ranked large SUV in the J.D. Power 2016 U.S. Initial Quality Survey.

The Chevrolet Tahoe received

the lowest number of problems per 100 vehicles among large SUVs in the J.D. Power 2016 Initial Quality Study, based on 80,157 total responses, evaluating 245 models, and measures the opinions of new 2016 vehicle owners after 90 days of ownership, surveyed in February-May 2016.

• SUBURBAN – Suburban is the original SUV. Introduced in 1935, it is the oldest continuously produced vehicle nameplate in the industry.

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Cobo Now Ready for NAIAS

Cobo Center recently completed a \$2 million technology upgrade, just in time for the North American International Auto Show. The work includes an upgraded Nortel core switch that distributes the WiFi signal, along with several new Nortel edge switches located throughout the center.

“For the visitors that use our WiFi network, these upgrades will be like moving from a one-lane highway to a three-lane super-speedway,” said Claude Molinari, general manager of Cobo Center.

System improvements also include upgrading WiFi access points to 802.11ac Aruba APs and increasing the number of APs to 400 throughout the facility. The network location of APs and configuration will be remapped based on events’ anticipated high use of WiFi in specific areas.

This pre-planning creates design cost-effective networks that support uninterrupted digital services while minimizing cross-channel interference that can result from excessive and disorganized access points.

These WiFi upgrades will allow 32,000 simultaneous users on the network. The amount of data traffic at NAIAS has more than doubled in the past two years and these upgrades will assure a better user experience, said Molinari.

Discovery during pre-event planning for a show in Cobo Center may reveal estimated high usage, in which case, the Technology Services department is prepared to add more APs to smooth out the user’s experience and allow for a greater number of guests and their wireless devices to access the Internet at ever-increasing speeds.

To create a more flexible WiFi

network, the ClearPass Access Management System was installed to create an integrated platform, allow coherence of private networks and create a WiFi splash page for the facility-wide “CoboFree” WiFi network, that will require users to click through a splash page designed to highlight sponsors or include advertisers, thus generating event revenue.

“We will be launching our WiFi splash page feature at this year’s North American International Auto Show (NAIAS) to allow the show to display their branding to more than 800,000 attendees when they use the Cobo Free WiFi throughout the facility,” said Molinari. “We expect this to be a huge asset to events wishing to extend their brand and their sponsor brands to everyone.”

DTE Energy Gives Outreach Funds

DTE Energy will donate \$6 million to Michigan outreach agencies in an effort to help low-income residents stay warm.

“We understand the challenges some of our customers face, especially during extreme weather, and we are committed to providing assistance to help lighten the load, especially during the holidays,” said Mark W. Stiers, president and chief operating officer of DTE Gas, DTE Energy. “This \$6 million donation will allow our agency partners to help many of our customers keep the heat and lights on during the holiday season and through the New Year.”

The donations will be administered by The Heat and Warmth Fund and the United Way for Southeastern Michigan and will bring relief to elderly, unemployed and disabled.

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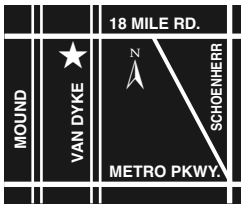
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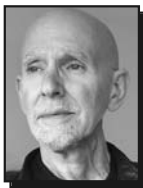
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2017 SILVERADO "LT" 4X4 DOUBLE CAB



- ECOTEC 3.6L 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: \$30,599*
24 MONTH LEASE

\$199*

The Best Price... PERIOD!

\$999 Down

NO Security Deposit required. Tax, title and plate fees extra.

We'll Give You \$3500 Minimum for YOUR Trade-In!... GUARANTEED!*



RICH MILNE

rmlne@moranautomotive.com



AUSTIN ELYA

aelya@moranautomotive.com

SHOWROOM HOURS:

Monday	8:00 AM - 9:00 PM
Tuesday	8:00 AM - 6:00 PM
Wednesday	8:00 AM - 6:00 PM
Thursday	8:00 AM - 9:00 PM
Friday	8:00 AM - 6:00 PM

(586) 791-1010

35500 S. Gratiot Avenue... North of 15 Mile / Clinton Township / FINDNEWROADS™

*Pictures may not represent actual sale vehicle. Prices valid at time of printing. All applicable incentives including bonus tags, competitive lease, lease conquest and/or lease loyalty offers have been deducted from Sale Prices/Payments and are subject to change by the manufacturer without notice and are plus title, tax, plate and CVR fees and were valid at time of printing. Leases are 10,000 miles per year. Disposition fee may be required at lease turn in. \$3500 minimum trade-in guarantee is for 2006 or newer vehicles with 150,000 miles or less in drivable condition. No branded titles. Certain restrictions apply, see dealer for complete details on all incentives/offers. Sale ends: 1/3/2017 @ 6:00PM.

