

FCA-UAW Employees to Receive \$5,000 in Profit Sharing

As a result of the company's strong 2016 financial performance, Fiat Chrysler will make average profit-sharing payments of \$5,000 to eligible UAW-represented employees.

Approximately 40,000 employees will receive the payment on Feb. 17. With this payment, Fiat Chrysler employees have received more than \$18,000 in profit sharing since 2009, said Fiat Chrysler spokeswoman Jodi Tinson. The company will spend much of 2017 completing the first phase of its industrialization plan, which includes retooling

three assembly plants in Michigan, Illinois and Ohio. A total of \$2.5 billion will be invested in these facilities to expand the Jeep and Ram brands and will bring 1,700 new jobs to

these communities. These actions are planned to be completed by early 2018. The 2016 profit sharing payment is based on North American performance.

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VOL. 85 NO. 3

ESTABLISHED 1933 AS NEW CENTER NEWS AND 1983 AS OAKLAND TECH NEWS

JANUARY 30, 2017



GM CEO Mary Barra, left, and GWC founder and CEO Reshma Saujani

GM Partners with Group Of Computer Programmers

The gender gap in technology and engineering is getting worse despite the increased demand for STEM-related jobs. GM and the national nonprofit Girls Who Code (GWC) on Jan. 10 unveiled a partnership to inspire and empower thousands of U.S. middle and high school girls to become future leaders in the field of computer programming, said GWC CEO and founder Reshma Saujani.

Through the GM/GWC partnership, girls from underserved communities will gain increased access to computer science education, sisterhood, mentorship and projects that demonstrate the real-world impact of computing through a model that significantly increases young girls' interest in pursuing technology and engineering degrees, Saujani said.

GM is giving a \$250,000 grant to expand GWC's Clubs programs, which provide free after-school activities in schools, universities and community centers.

To kick off the partnership, GM Chairman and CEO Mary Barra and Saujani hosted 30 GWC students for activities focused on connectivity, electrification, autonomous and future mobility solutions.

"Becoming an engineer paved the way for my career," said Barra. "It's one of the reasons I am passionate about promoting STEM education to students everywhere."

"Partnering with Girls Who Code is one more step in GM's commitment to inspiring and growing diverse future leaders. I'm extremely proud that some of GM's top female leaders will

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Durango Adds 'Poshness' to Its Interior

Fiat Chrysler unveiled the extra luxury to the Dodge Durango's Citadel Anodized Platinum feature package Jan. 17 at the North American International Auto Show in Detroit.

"I'm very excited to tell what's new with the Dodge Durango," said Andrea Deliz, Dodge product manager, speaking at the NAIAS.

"Last year, we introduced the Citadel Anodized Platinum package, which features platinum accents across the exterior of the vehicle."

"This year, we've added to the package with the goal in mind to give the Durango interior a more refined look and feel."

To accomplish that, Deliz said Dodge paid attention to the details when developing the new trim package.

"The first thing you'll notice," Deliz said, "is the soft-touch Napa leather seating featuring our new sepia color with silver-accented stitching. This unique seating is a first for the Durango and it's also available in all-black."

Further changes include the hand-wrapped dashboard with accent stitching that is meant to enhance the craftsmanship look of the interior, Deliz said.

The door speakers and the

steering wheel also showcase a unique gunmetal finish, Deliz said. And the second row of seats are captain's chairs. That feature is standard with the new Platinum package.

This new interior trim was designed to complement the exterior appearance package, Deliz said. The total interior and exterior package now includes platinum chrome accents to the SUV's 20-inch wheels, grille, lower sills, door handles, mirror caps, fog lamp bezels and badging.

Fiat Chrysler spokesman Trevor Dorchie said this latest update was done because there's

a market for it among Durango buyers.

"The Durango is doing very well for Dodge," Dorchie said. "A lot of our customers like the drive and the way the Durango handles, but they also want a little bit of poshness to go with their ride."

So, last year, Dodge added the exterior platinum package, Dorchie said. It proved so successful that Dodge did the same for the vehicle's interior.

"We're constantly updating our product to match customer demand," Dorchie said. "And the market calls for something like our platinum package."



The Durango now comes with a new interior accent design.

Trump Plan Could Cost U.S. Automakers, Say Analysts

by DEE-ANN DURBIN
AP Auto Writer

DETROIT (AP) – The threat from President Donald Trump to tax Mexican-made cars sold in the U.S. would throw the industry into disarray, analysts say, forcing some uncomfortable choices: Raise car prices or swallow the cost. Stop selling Mexican-made cars in the U.S. but risk losing customers. Move production to the U.S. but make less money.

"I don't think the auto industry would turn up its feet and die, but it would be a terrible shock. It would create mayhem with their profitability," said Marina

Whitman, a business professor at the University of Michigan and a former vice president at General Motors Co.

Trump hosted a breakfast meeting early Jan. 24 with the heads of GM, Ford and Fiat Chrysler Automobiles. Prior to the meeting, Trump demanded on Twitter that automakers build new factories in the U.S.

"I want new plants to be built here for cars sold here," his tweet said.

He has warned of a "substantial border tax" on companies that move manufacturing out of the country and promised tax advantages to those that produce domestically.

For more than two decades, Mexico has been an oasis for the auto industry, offering cheap labor and access to dozens of markets through free-trade deals. Whitman says Detroit automakers can't build small cars profitably in the U.S., where a unionized auto worker can make \$58 an hour in wages and benefits. By comparison, a Mexican auto assembly worker makes a little more than \$8.

That helps to explain why automakers have announced \$24 billion in Mexican investments over the last six years, according to the Center for Automotive Research, a Michigan think tank. In all, \$50.5 billion in vehicles and

\$51 billion in auto parts were shipped to the U.S. from Mexico in 2015, U.S. government figures show.

Mexico's auto sector, while still smaller than the U.S., is growing at a faster clip. Mexico's vehicle production capacity is expected to rise 49 percent to 5.5 million vehicles by 2023, according to LMC Automotive, a forecasting firm. U.S. capacity will grow 13 percent to 14.2 million vehicles in the same period.

But Trump could change that. In frequent tweets targeting the auto industry, the president has proposed both a 35 percent tariff

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2017 F-Series Super Duty

Ford Employees to Get \$9,000 Profit Checks

DEARBORN, Mich. (AP) – Ford Motor Co.'s net income fell nearly 40 percent last year as a big pension adjustment and the cost of scrapping a new plant in Mexico outweighed an otherwise strong performance.

The company on Jan. 26 posted \$4.6 billion in net income, down nearly \$2.8 billion from a year earlier. But Ford said its pretax profit for the year hit \$10.4 billion, the second-best ever, while revenue rose slightly to \$151.8 billion.

Ford's 56,000 U.S. hourly workers will reap the benefits. They'll

get average profit-sharing checks of \$9,000 based on a pretax North American profit of just over \$9 billion.

But with slowing sales expected in the U.S., Ford's most lucrative market, and big investments in electric and autonomous vehicles, the company said it expects 2017 profits to be strong but lower than last year.

For the fourth quarter, the Dearborn automaker posted a \$783 million net loss compared with a \$1.9 billion profit a year ago.

The loss was due largely to a \$3 billion noncash adjustment of

pension obligations and a \$200 million charge for halting construction of the Mexican factory. That was announced earlier this month amid criticism from President Donald Trump that Ford was shifting production of the compact Focus to Mexico.

Ford canceled construction of the Focus plant in the fourth quarter, but still intends to make the cars in Mexico at an existing plant. The company says no jobs will be lost due to the move because the current Focus plant

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Detroit Auto Scene®

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Warren, Michigan 48093

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

William Springer II, publisher
Lisa A. Torretta, operations
Jim Stickford, news

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www.DetroitAutoScene.com

Ford Hourly to See \$9,000 Bonus

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near Detroit will build a new small pickup and SUV.

Chief Financial Officer Bob Shanks said the company is still trying to gauge the impact that President Trump will have on the company and has taken no actions "since there is no specific policy." Ford expects pro-growth policies and a possible corporate tax cut. "It's something we're going to have to watch closely and respond appropriately when specific policies are formulated," Shanks said.

For the fourth quarter, Ford said it lost 20 cents per share, but excluding special items, made a 30-cent profit.

That fell just shy of Wall Street estimates. Analysts polled by FactSet expected 31 cents per share.

Quarterly revenue fell 4 percent to \$38.7 billion, but still beat analyst estimates.

The fourth-quarter net loss was Ford's first quarterly red ink since the fourth quarter of 2014.

Want to Kiss a Wookiee? Chrysler Designer Can Help You

by Jim Stickford

Ryan Nagode, chief designer for Truck, Commercial and Performance Car Interiors at Fiat Chrysler, has a wide variety of skills that help design and shape vehicle interiors for work.

For fun, he's created a Wookiee costume that allows him to stand seven feet tall. (For the uninitiated, a Wookiee is an alien creature in the "Star Wars" movies that is hairy all over and stands taller than seven feet. The most famous Wookiee is named Chewbacca and is the co-pilot of the Harrison Ford-piloted Millennium Falcon.)

"I've worked for Chrysler, now Fiat Chrysler, for 14 years," Nagode said. "Normally, I stand about six feet, one inches tall. I've always been fascinated by movie props that have a real sense of theatricality.

"I liken those kinds of things and the skills needed to carry them off to what we do here at Fiat Chrysler. It's all about getting the details right and it's a hands-on kind of work where you think things through to their logical end.

"And, as someone who enjoys looking at the details, the world-building that has gone into the Star Wars movies is impressive.

"The props they've built for those movies look great, like they really exist in our world. They have a well-worn look that gives a weight that makes them not look like movie props."

Nagode said his skills as an interior designer for Fiat Chrysler have also given him a reputation as someone who can make great Halloween costumes. So in 2015, when "Star Wars - The Force Awakens" came out in December, Nagode and his colleagues decided to have their Christmas party with a "Star Wars" theme

because it was the same day as the movie came out. That allowed him to show his co-workers his Wookiee suit.

"I had originally put together the suit for Halloween," Nagode said. "But I wasn't able to get it done in time, so the Christmas party allowed me to show them what I did."

This suit was based off of photographs of Chewbacca, Nagode said. And he did a lot of research on how to make a Wookiee costume. He said a quick search online revealed several different Web sites that carry do-it-yourself instructions on how to build a Wookiee suit. He used a substance called kanekalon to make the Wookiee fur.

"Kanekalon is used to make wigs," Nagode said. "It's a faux hair product. I tell you, I had to weed out a lot of stuff I saw on forums to come up with my design for my suit. The skills I learned at the Cleveland Institute of Art were helpful. I have a degree in industrial design from there."

Nagode said he grew up in the greater Buffalo, N.Y. town of East Aurora. That part of the country is known for its arts and crafts, he said. There's even a model company called Aurora. His father was an industrial designer in the toy industry, Nagode said, and would take him to work.

"Dad would give me pieces of foam to work on and I would go to town and create stuff," Nagode said. "I liked the hands-on approach and that helped me choose a career path."

One of the things Nagode learned growing up was how to sew because that's an important part of the toy business, and that came in handy when creating his suit. He is also comfortable around machines.

"Making the costume and de-



Ryan Nagode, inset, acts as a Wookiee with colleague Nick Cappa.

signing interiors is all about the details," Nagode said. "In this day and age, when everyone has upped their game, it's the attention to details that make a car more attractive."

And having the skills to design an attractive vehicle interior

helped with the design of his Wookiee suit. After all, Nagode said, all kinds of people have to fit inside a Ram truck and people come in different sizes.

That knowledge helped him build a suit with stilts to make him stand about seven feet tall.

GM Teams with Girls Group

CONTINUED FROM PAGE 1

spend time with the students, teaching them about the possibilities and rewards of a STEM education."

GM and GWC aim to combat the decline of women in technology fields, a trend recently highlighted in research from Accenture and GWC, Barra said. The findings reveal that as demand for computing jobs continues to grow, the proportion of women in those jobs will decrease over the next decade.

In fact, the share of women in the computing workforce has dropped from 37 percent in 1995 to 24 percent today, Saujani said. This trend presents a huge challenge for the U.S. economy and its long-term global competitiveness.

Yet the research also points to a significant opportunity: Programs designed specifically to spark and maintain girls' interest from middle school into the workforce - such as the GM and GWC partnership - could triple the number of women in the computing workforce in the next 10 years, said GM spokeswoman Jordana Strosberg.

"While we're proud of our progress to date in closing the gender gap in technology, our work is just getting started. It's

never been a more urgent time to help our girls succeed in technology and engineering," said Saujani.

"We need more of our daughters to become engineers like Mary Barra, not just because these are good jobs, but because having diverse thinkers in these roles makes our companies more innovative and competitive.

"I'm thrilled that our partnership with GM will help thousands of girls get access to top jobs and they'll get to shape the products and services we use every day."

The Jan. 10 launch event included hands-on workshops led by GM leaders including Julia Steyn, director of MAVEN car-sharing program; Victoria McInnis, vice president of Tax & Audit; Christine Sitek, COO, GCCX Operations; Alicia Boler-Davis, executive vice president of Global Manufacturing; Pam Fletcher, executive chief engineer, Global Electric & Autonomous Vehicles; and Sheri Hickok, executive director, Autonomous Vehicles Business Strategy & Execution Autonomous Partnerships and Fleets.

Barra and Saujani also will gather with the girls for a fireside chat, taking questions and sharing their personal journeys of advancement in technology and engineering.

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Verrier, left, and Rossi with Championship Driver Trophy

BorgWarner Championship Driver Trophy is Awarded

BorgWarner President and Chief Executive Officer James R. Verrier presented 2016 Indianapolis 500 winner Alexander Rossi with his first BorgWarner Championship Driver's Trophy during the Automotive News World Congress in early January in Detroit.

Rossi accepted the "Baby Borg," which sports a duplicate of the sterling silver image displayed on the Borg-Warner Trophy. He is the first American rookie to win the Indianapolis 500 since Louis Meyer in 1928. BorgWarner Championship Team Owner's Trophies were also presented to Andretti Herta Autosport owners Michael Andretti and Bryan Herta, said BorgWarner spokeswoman Katya Pruett. This is Andretti's fourth and Herta's second team owner's trophy.

"The 100th running of the Indianapolis 500 was an exhilarating competition won with a patient, determined strategy and intent focus on the finish line," said Verrier. "On behalf of everyone at BorgWarner, we are pleased to present these trophies as symbols of your commitment to excellence. Congratulations on your 2016 victory."

"The Baby Borg is something I will take home to remember my Indianapolis 500 win forever," said Rossi. "To be represented throughout history on the Borg-Warner Trophy with all of the past winners is a huge honor. Winning the 100th Indy 500 is something I am very proud of. Hopefully, I can do it again in 2017."

The BorgWarner Championship Driver's Trophy is a unique replica of the Borg-Warner Trophy, Pruett said, and the BorgWarner Championship Driver's Trophy is awarded each year to the winner of the Indianapolis 500. The sterling silver trophy is 14 inches high, weighs 5 pounds and rests on a beveled black marble base.

The base is inscribed with the winner's name and year of victory, and includes a handcrafted, three-dimensional sterling silver image of the winner, a duplicate of the image affixed to the full-sized Borg-Warner Trophy. Borg-Warner established the driver's trophy in 1988 to provide the driver with a personal keepsake of their victory.

In 1998, the company also established the BorgWarner Championship Team Owner's Trophy as a companion to the driver's trophy, Pruett said. The team owner's trophy is presented to the owner(s) of the winning Indianapolis 500 racing team. Like the driver's trophy, the team owner's trophy is a replica of the

Borg-Warner Trophy but features a band of art deco racing cars accented in gold to symbolize the importance of teamwork in the automotive business.

First presented in 1936, the Borg-Warner trophy features the image of every Indianapolis 500 winner sculpted in sterling silver as a tribute to over 100 years of racing history, Pruett said. Since the trophy stands over 5 feet tall and weighs more than 100 pounds, it remains on display at the Indianapolis Motor Speedway Museum, making special appearances during events such as the presentation of the driver's and team owner's trophies at the World Congress.

Trump Plans 'Overall Positive'—Marchionne

FRANKFURT, Germany (AP) — Fiat Chrysler boss Sergio Marchionne says President Donald Trump's proposals would be "overall positive" for his company's bottom line — but it's hard to say for sure until it's clear which ones will be implemented.

Marchionne said Jan. 26 during a conference call that "the sum of all of them is positive."

He added, however, that he was "unsure about what part of this proposed package will get rolled out."

Trump urged American auto executives including Marchionne in a meeting Jan. 24 to make more vehicles in the United States.

His proposals include a 35 percent import tax that could disrupt current production arrangements but he has also talked about slashing corporate taxes and regulation.

Marchionne also said discussions were "proceeding well" with United States environmental authorities to get 2017 diesel models certified so they can be sold.

The Environmental Protection Agency toughened testing for diesels from all automakers after Volkswagen was caught equipping cars with software that enabled them to cheat on emissions tests.

That new testing has kept a number of the company's models off the consumer market for the time being.

Marchionne said Fiat Chrysler

was "in the midst of some pretty intense discussions" on the 2017 vehicles with both the U.S. Environmental Protection Agency and the powerful California Air Resources Board.

He said the issue could be resolved "relatively quickly."

The United States government accused Fiat Chrysler Jan. 12 of failing to disclose software in some of its pickups and SUVs with diesel engines that allows them to emit more pollution than allowed under the Clean Air Act.

That "notice of violation" affects certain vehicles from the company's 2014-2016 model years. Fiat Chrysler has denied wrongdoing.

Marchionne's comments came as Fiat Chrysler reported improved earnings for the fourth quarter and for 2016 as a whole.

For the full year, it saw net profit jump to 1.81 billion euros (\$1.92 billion) from 93 million euros in 2015 as a more profitable model mix and lower costs helped overcome a sales decline in North American markets.

Fiat Chrysler's United States and Canada business increased to 7.4 percent, up from 6.4 percent.

The margin is a key figure for automakers, reflecting how much they are able to earn per vehicle.

The earnings mean an average profit-sharing bonus of \$5,000 for Fiat Chrysler's 40,000 United States workers.



Sergio Marchionne

The bonus money will go to eligible company employees represented by the United Auto Workers' union.

The company also showed improvements in the highly competitive European market, where Fiat Chrysler was able to increase its share of sales by 0.4 percentage points.

Profits were also seen to jump at the company's luxury Maserati brand.

For the fourth quarter of 2016, global net profit more than doubled to 409 million euros from 196 million euros in the same quarter a year earlier.


Those reported figures were short of analyst expectations for 610 million euros, as compiled by financial information provider FactSet.

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Trump Proposal Could Cost U.S. Automakers

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on Mexican-made imports and a "border tax," which would tax companies' imports. That's forcing automakers to consider a number of options.

Abandoning Mexico and moving production to the U.S., as Trump demands, would cost the industry billions and scuttle plans that are years in the making. Audi, for example, just opened a plant in Mexico that decided to build five years ago.

"It's very difficult to turn on your heels quickly in the auto industry," said manufacturing consultant Laurie Harbour-Felax, president of Harbour Results Inc.

In recent weeks, Volkswagen, GM, Toyota and BMW have all said they won't shift their production plans, while stressing the amount they've invested in the U.S.

BMW, for example, said it's proceeding with a \$1 billion plant in Mexico that will make the 3 Series sedan starting in 2019. The German automaker also noted that its SUV plant in South Carolina is its largest plant worldwide.

Trump's border tax would hurt some automakers more than others. Volkswagen, for example, imports 32 percent of the vehicles it sells in the U.S. from Mexico, according to LMC. But Honda imports just 11 percent, and that's expected to fall this year after it moves production of the CR-V SUV from Mexico to Indiana.

In early January, Ford made the surprise announcement that it would halt construction of a \$1.6 billion plant in Mexico slated to build the compact Focus. It also announced plans to invest \$700 million of that savings into a Michigan plant where it will make new electric and autonomous cars.

Ford said declining sales of small cars, not Trump, influenced the Mexico plant decision, and the company will still make the Focus in Mexico at a different plant. But Ford CEO Mark Fields noted that Trump's promise to lower corporate taxes and ease regulations would make it more attractive to do business in the U.S. Fields also said he's not worried about the possibility of tariffs.

Others appear more nervous. Speaking to reporters at the Detroit auto show, Fiat Chrysler CEO Sergio Marchionne said his company might withdraw from Mexico altogether if tariffs got too high.

State's Energy Agency Offers New Grants

The Michigan Agency for Energy is now offering grants to manufacturers for innovative energy waste reduction.

Manufacturers can receive up to \$10,000 in technical assistance to implement innovative and commercially available energy waste reduction technologies within their operations.

The Michigan Energy Office is offering matching grants to manufacturers in Michigan to host engineering interns to assist with implementing projects that have measurable reductions in energy costs.

These opportunities will also provide students with the opportunity to gain real-world work experience.

For more information about the available technology implementation assistance grants, contact Roger Doherty at 517-284-8338 or by email, doher-tyr1@michigan.gov.

Crowds Turn Out for 2017 Auto Show

The North American International Auto Show (NAIAS) on Jan. 22 wrapped up after two weeks, with more than 800,000 car enthusiasts visiting to see the technology-laden products driving the industry's transformation, said NAIAS spokesman Max Muncey.

The show closed with a strong finish of 98,125 attendees on its last day, bringing total ticketed attendance for 2017 NAIAS to 806,554, Muncey said. Last year's show had 815,575 visitors.

"Detroit is the mobility epicenter of the world, and there's no better example of this than what we've seen and experienced at NAIAS over the past 16 days," said 2017 NAIAS Chairman Sam Slaughter.

"Visitors to the show were able to experience the full spectrum of the auto industry – from autonomous vehicles and technologies to current production models that will be in dealer showrooms in the near future. It was an incredible showcase for our industry; one that provided a look into the transformation of the world's auto industry."

NAIAS kicked off 2017 with its inaugural AutoMobili-D, a display of 120 automakers, suppliers and startups from around the world showcasing and discussing future mobility platforms, in addition to 40+ hours of mobility-themed content at symposiums and panel discussions, Muncey said.

Waymo CEO John Krafcik opened AutoMobili-D with the world reveal of the autonomous Chrysler Pacifica Hybrid. Other notable keynotes included Julia Steyn, GM's vice president of Urban Mobility and Maven.

"AutoMobili-D was an incredible venue for the entire mobility ecosystem, from newly formed startups to tech suppliers to

automakers. It allowed each brand an opportunity to communicate directly with over 5,100 journalists and nearly 40,000 industry decision makers," NAIAS Executive Director Rod Alberts said. "It was as much about connecting businesses as it was about connecting technologies."

NAIAS attracted 5,101 journal-

ists from 61 countries, Alberts said. Attending media saw 46 vehicles make their world debut, and seven vehicles make their North American debut.

NAIAS officials report the 2017 show has an estimated economic impact of \$450 million to the regional economy, up \$20 million from the previous year.

Axalta Unveils Paint Color Gallant Gray at NAIAS

Axalta Coating Systems of Clinton Township, a global supplier of liquid and powder coatings, has unveiled its Automotive Color of the Year 2017 – Gallant Gray.

This color is enhanced by blue and silver flakes that produce a unique sparkle effect and dark undertones that enrich the finish, adding sophistication, said Nancy Lockhart, Axalta Global Color Marketing manager. A year-long Color of the Year celebration commenced with a variety of events during the 2017 North American International Auto Show (NAIAS) Preview Days in Detroit.

Daily inspirations, coupled with extensive research, helped Axalta color designers and product experts select Gallant Gray as the Automotive Color of the Year, said Lockhart.

A high percentage of the market is interested in a neutral palette and adding slight hints of hues can add life to these colors, said Lockhart. Gallant Gray is designed to look spectacular on any size vehicle, she said. The complex color is dark in value with various sparkling flakes that add depth and color.

"At Axalta, we monitor automotive trends and forecast how

color tastes are changing in the automotive market," said Lockhart. "We are pleased to partner with automakers by using our coatings to give their vehicles beauty and character, and we're confident customers will appreciate Gallant Gray.

"With hints of blue and green, it exemplifies modernity and elegance. Taking everything into account, we think Gallant Gray is the new silver."

Axalta's recently released 2016 Global Automotive Color Popularity Report, which documents vehicle color trends by geography, showed a rise in the popularity of gray shades around the world, Lockhart said. Neutral colors have dominated the market over the last 10 years.

Although white and black maintained the top positions worldwide, gray is now tied with silver for third place at eleven percent. Gray leads silver in popularity in Europe (by six percent), North America (five percent), and South Korea (seven percent). Gray is most popular in Europe (17 percent), North America (16 percent), South Korea (19 percent), and India (12 percent). Axalta's Global Automotive Color Popularity report is in its 64th consecutive edition.

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EXCLUSIVE RECAP ON THE 2017 NORTH AMERICAN INTERNATIONAL AUTO SHOW #MYDETROITAUTOSHOW

- Behind-the-scenes looks of the show floor, while displays were being created
- Exclusive first looks at all new models and concept vehicles
- A tour of the Automobili-D display (closed for the public show) which focuses on the future of the automotive industry.
- Facebook Live tours from the show floor, taking your questions live!
- Tour the floor of the 2017 NAIAS with James McCann(catcher for the Detroit Tigers).

2017 Buick Encore

FWD Lease Offer MSRP: \$25,685

\$179 per month

TRANSPARENT PRICING

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



expires: 1.31.2017

BUICK

24 months

10,000 miles year

\$518 total due at signing (includes first month payment)

2017 Buick Enclave

CONVENIENCE FWD Lease Offer MSRP: \$40,455

\$269 per month

TRANSPARENT PRICING

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



expires: 1.31.2017

BUICK

24 months

10,000 miles year

\$689 total due at signing (includes first month payment)

2017 GMC Terrain

SLE1 FWD Lease Offer MSRP: \$28,225

\$179 per month

TRANSPARENT PRICING

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



expires: 1.31.2017

GMC
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24 months

10,000 miles year

\$345 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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 - Aluminum Wheels!
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 - Bluetooth for Phone!
 - Chevrolet Complete Care INCLUDED!
- Stock# H31866

NO 1ST PAYMENT REQUIRED!

Was \$22,795

Sale Price: **\$15,499***



24 MONTH LEASE
\$69*

The Best Price... PERIOD!

\$499 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# H35778

NO 1ST PAYMENT REQUIRED!

Was \$26,405 Sale Price: **\$19,860***

24 MONTH LEASE



\$69*

The Best Price... PERIOD!

\$999 Down

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

2016 TRAX "LT"



- ECOTEC 1.4L Turbo DOHC VVT Engine!
 - OnStar w/4G LTE w/built-in Wi-Fi Hotspot!
 - 7" Color Touch Screen MyLink Radio!
 - Remote Entry and Start!
 - Bluetooth for Phone!
 - Rear Camera!
 - Aluminum Wheels!
 - Chevrolet Complete Care INCLUDED!
- Stock# G35514

Was \$23,540 Sale Price: **\$15,914***

24 MONTH LEASE



\$69*

The Best Price... PERIOD!

\$999 Down

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

2017 TRAVERSE "LS"



- 3.6L SIDI V6 Engine!
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 - Remote Keyless Entry!
 - Bluetooth for Phone!
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 - Chevrolet Complete Care INCLUDED!
- Stock# H35082

Was \$32,195 Sale Price: **\$24,390***

24 MONTH LEASE



\$129*

The Best Price... PERIOD!

\$999 Down

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

2017 MALIBU "LT"



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 - Remote Keyless Entry!
 - Chevrolet Complete Care INCLUDED!
- Stock# H33929

Was \$26,000 Sale Price: **\$21,730***

36 MONTH LEASE



\$169*

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\$999 Down

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

2017 SILVERADO "LT" 4X4 DOUBLE CAB



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 - 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# H32543

Was \$41,060 Sale Price: **\$29,999***

24 MONTH LEASE



\$199*

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\$999 Down

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*Pictures may not represent actual sale vehicle. All applicable incentives including bonus cash, 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. GM Employee discount is required except where noted. Leases are 10,000 miles per year. Disposition fee may be required at lease turn in. \$2000 minimum push, pull or drag trade-in guarantee is on 2000 or newer model year vehicles in drivable condition. Certain restrictions apply, see dealer for complete details on all incentives/offers. Sale ends 1/31/2016 @ 6:00PM.



Ypsilanti Site is Designated Autonomous Test Location

The United States Department of Transportation on Jan. 19 designated the American Center for Mobility at Willow Run as one of the first national proving grounds in the country.

"We couldn't be more proud and excited, and are ready to lead the safe deployment of automated technologies and vehicles onto our roads," said John Maddox, president and CEO of the American Center for Mobility (ACM).

"Our state-of-the-art global center for testing, education and product development for connected and automated vehicles (CAV) and future mobility fits seamlessly with the USDOT's vision and we are honored to have been selected."

The solicitation of proposals for the designation of the Automated Vehicle Proving Grounds Pilot program was announced in late November by the USDOT and 10 facilities were selected. More than 60 organizations applied to receive the designation, said ACM spokesman Tracey L. Shavers Jr.

"We are committed to continuing our spirit of collaboration and innovation and will lead the discussion on common approaches by convening a group of similar facilities," Maddox said.

"We envision being the national and global hub for CAV technologies supported by Michigan's high concentration of mobility expertise, and we are excited to partner with the USDOT, the State of Michigan, and industry to establish a fully-capable, real-world testing and innovation center that will be instrumental in putting self-driving cars on America's roads safely."

Located on 530-plus acres at the famous and innovative Willow Run site, the center will be a purpose-built facility designed for testing, education and product development to enable safe validation and self-certification of CAV technology.

It's also designed to accelerate the development of voluntary standards, leveraging Michigan's mobility expertise.

"The state of Michigan has already established a robust connected vehicle ecosystem by bringing manufacturers, researchers, government officials and other stakeholders together – and ACM will play a central role in this continuing partnership," said Gov. Rick Snyder.

"Michigan is in a leadership position in this arena but we aren't looking to leave anyone behind.

"Instead, we want to be the place where everyone comes together and makes the future happen."

The center will include myriad real-world environments with the ability to test under varied, yet controlled conditions, Shavers said.

The center will offer access to an unmatched range of driving environments and infrastructure including a 2.5-mile highway loop, a 700-foot curved tunnel, two double overpasses, intersections, roundabouts, and a dedicated cellular LTE network.

Additionally, the center's location supports experimentation in varying weather conditions due to Michigan's dynamic climate, and is a short distance from the University of Michigan's Mcity, which was designed for early-stage CAV research and teaching.

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\$132+ TAX WITH \$0 DOWN
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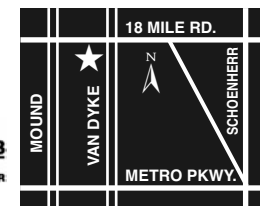


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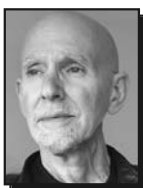
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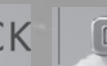
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1500 • DOUBLE CAB**

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\$279*
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20" BLACK ACCENT WHEEL
10K PER YEAR



Stock #9870-17 • Deal #65360
\$1844 total due at signing. MSRP: \$42,355
GM price lease figured
with Buick/GMC loyalty Rebate.
NO SECURITY DEPOSIT REQUIRED!

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ACADIA
LIMITED • FWD**

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\$299*
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CHROME WHEELS, COOLED SEATS,
DUAL MOON ROOF, 7 PASSENGER
10K PER YEAR



Stock #9459-17 • Deal #63680
\$2943 total due at signing.
GM employee lease.
Must have Buick/GMC lease loyalty Rebate.
NO SECURITY DEPOSIT REQUIRED!

**ALL NEW 2017 GMC
TERRAIN
FWD • SLE-1**

**24 MONTH
LEASE
FOR ONLY**
\$99*
10K PER YEAR



Stock #9479-17 • Deal #63132
\$1575 total due at signing.
GM price lease figured
with Buick/GMC loyalty Rebate.
NO SECURITY DEPOSIT REQUIRED!

**2016 GMC
YUKON
XL • 4WD**

**39 MONTH
LEASE
FOR ONLY**
\$599*
LOADED
10K PER YEAR Last Month For 2016 Lease Deals



Stock #9141-16 • Deal #65362
\$3100 total due at signing.
GM price lease figured
with Buick/GMC loyalty Rebate.
NO SECURITY DEPOSIT REQUIRED!

**ALL NEW 2017 GMC
CANYON
4WD • DENALI**

**24 MONTH
LEASE
FOR ONLY**
\$349*
10K PER YEAR



Stock #9885-17 • Deal #65359
\$1675 total due at signing.
GM price lease figured
with Buick/GMC loyalty Rebate.
NO SECURITY DEPOSIT REQUIRED!

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**ALL NEW 2017
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FWD • CONVENIENCE**

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10K PER YEAR
LEASE
FOR ONLY**
\$169*
\$2,036 DUE AT SIGNING



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Stock #H254410 • Deal #62606
GM pricing lease figured with
Buick/GMC lease loyalty.
NO SECURITY DEPOSIT REQUIRED!

**2016 BUICK
LACROSSE**

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\$9,000 OFF LIST**
Stock #5003-16

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BUICK ENVISION
FWD • PREFERRED**

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10K PER YEAR
LEASE
FOR ONLY**
\$299*
\$1,974 DUE AT SIGNING



Not Too Small...Not Too Big!
Stock #5347-17 • Deal #63678
GM pricing lease figured with
Buick/GMC lease loyalty.
NO SECURITY DEPOSIT REQUIRED!

**2016 BUICK
ENCORE**

AWD • SPORT TOURING

**24 MONTH/
10K PER YEAR
LEASE
FOR ONLY**
\$129*
\$1,582 DUE AT SIGNING



Stock #5026-16 • Deal #65358
GM pricing lease figured with
Buick/GMC lease loyalty.
NO SECURITY DEPOSIT REQUIRED!

2016 BUICK CASCADA

PREMIUM • 1SP

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10K PER YEAR
LEASE
FOR ONLY**
\$269*
\$2,019 DUE AT SIGNING

Sik. #5021-16 • Deal# 65361
GM pricing lease figured with
Lease Conquest Rebate.
Must have Non GM lease
in household to expire within 365 days.



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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 1/31/17



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2017 GMC ACADIA SLE-1

PURCHASE FOR
\$25,989*

STOCK #TWHH8X

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\$169* PER MONTH | **24** MONTHS | **\$999** DOWN

2016 GMC CANYON 4WD SLE EXT CAB

PURCHASE FOR
\$28,499*

STOCK #G564177

EVERYONE LEASE PRICE
\$185* PER MONTH | **36** MONTHS | **\$0** DOWN

2017 GMC YUKON SLE

PURCHASE FOR
\$46,899*

STOCK #G671591

EVERYONE LEASE PRICE
\$399* PER MONTH | **36** MONTHS | **\$999** DOWN

2017 GMC TERRAIN SLE-1

PURCHASE FOR
\$24,989*

STOCK #TWTBT1

EVERYONE LEASE PRICE
\$45* PER MONTH | **24** MONTHS | **\$0** DOWN

BUICK

2017 BUICK ENCORE

PREFERRED

PURCHASE FOR
\$19,459*

STOCK #1MPBJ5

EVERYONE LEASE PRICE
\$79* PER MONTH | **24** MONTHS | **\$999** DOWN

2017 BUICK VERANO

SPORT TOURING

PURCHASE FOR
\$21,349

STOCK #B470037

EVERYONE LEASE PRICE
\$159* PER MONTH | **36** MONTHS | **\$999** DOWN

2017 BUICK LACROSSE

ESSENCE

PURCHASE FOR
\$33,959*

STOCK #B470444

EVERYONE LEASE PRICE
\$229* PER MONTH | **24** MONTHS | **\$999** DOWN

2017 BUICK ENCLAVE

CONVENIENCE GROUP

PURCHASE FOR
\$29,379*

STOCK #TWVBHK

EVERYONE LEASE PRICE
\$59* PER MONTH | **24** MONTHS | **\$0** DOWN

2017 BUICK REGAL

PREMIUM II GROUP

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STOCK #B470520

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1500 4WD LT DBL

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\$189* PER MONTH OR **\$33,995***

24 MONTHS | **\$999** DOWN

STOCK #570925

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EVERYONE LEASE
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36 MONTHS | **\$999** DOWN

STOCK #470031

2017 CHEVY CRUZE LT

EVERYONE LEASE
\$59* PER MONTH OR **\$16,609***

24 MONTHS | **\$0** DOWN

STOCK #470084

2017 CHEVY EQUINOX LS

EVERYONE LEASE
\$59* PER MONTH OR **\$18,539***

24 MONTHS | **\$999** DOWN

STOCK #TVWNBJ

2017 CHEVY MALIBU LT

EVERYONE LEASE
\$159* PER MONTH OR **\$21,995***

36 MONTHS | **\$999** DOWN

STOCK #470168

2017 CHEVY CAMARO 1LT

EVERYONE LEASE
\$269* PER MONTH OR **\$24,879***

39 MONTHS | **\$999** DOWN

STOCK #470207

2017 CHEVY TRAX LS

EVERYONE LEASE
\$59* PER MONTH OR **\$15,605***

24 MONTHS | **\$999** DOWN

STOCK #572430

2017 CHEVY TRAVERSE

LS

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\$119* PER MONTH OR **\$23,719***

24 MONTHS | **\$999** DOWN

STOCK #571675

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Jim Pfeiffe
jpfleife@edrinke.com

SHOWROOM HOURS: MON. & THURS. 8:30AM-9PM / TUES., WED. & FRI. 8:30AM-6PM / FIND NEW ROADS™

All applicable rebates including lease loyalty, Chevrolet lease loyalty or lease conquest offers have been deducted from sale price/payment. Cruze, Equinox, Silverado, Traverse, and Trax are 24 month leases. Volt and Malibu is a 36 month lease. Camaro are 39 month leases. Pricing is subject to select model vehicles, while supplies last. Pictures may not represent actual vehicle. Prices subject to change per GM incentives. Prices and payments are inclusive of active GM Employee Discount (unless otherwise stated). Pricing is subject to select model vehicles while supplies last. All leases are 10k miles per year w/ approved S Tier credit w/ \$999 due at signing unless otherwise stated. Equinox and Cruze is price with \$0 down. Prices & payments are plus tax, title, and plate fees with acquisition fee up front. All leases are priced significantly below supplier pricing which makes them also below GMS pricing with approved credit through GM financial. 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 - 1/31/17.