

## GM Design Team Wraps It Up – in Plastic Bags

An apple a day . . . well, you know.

General Motors and 15 employees from the GM Design Center at the Tech Center stepped up Jan. 13 to help hungry families.

"We understand the value of giving back to the community," said Dave Lewandowski, senior digital sculptor at the Design Center.

And teamGM Cares did it in a big way.

The 15 volunteers – members of teamGM Cares – spent the afternoon bagging apples for area families who use the services offered by the Gleaners Food Bank.

"Everybody volunteers in December, it's the Season of Giving. We wanted to make a difference during the months of January and February, the time of year that most people overlook," said Lewandowski.

TeamGM Cares is the umbrella organization for community involvement and volunteer activity for employees at General Motors.

The company, Lewandowski said, believes in building the communities their employees live and work in through partnering with nonprofits, community groups and schools.

"It was a good time and we worked our tails off baggin' apples," he said. "It's always im-

portant to give back to the community. You feel good, the company feels good, everybody wins."

TeamGM Cares volunteers help organizations who represent the four pillars of giving: Education, Health & Human

Services, Environment & Energy, and Community Development.

Throughout the year, thousands of teamGM Cares volunteers across the globe participate in impactful projects that include mentoring youths, conducting food drives, assisting

with the disaster relief efforts and much more, Lewandowski said.

Since 2010, teamGM Cares has logged over 120,000 volunteer hours and provided volunteer opportunities for more than 13,000 employees.



GM volunteers take a photo break at Gleaners Food Kitchen while packing apples for the hungry.

## Sixth Graders Learn About Fluid Power

Macomb Community College, in partnership with Master Pneumatics Inc., kicked off the third annual Fluid Power Challenge last week, which is a program designed to introduce local sixth-grade students to the world of engineering and increase awareness of STEM careers.

This six-week program began Tuesday, Jan. 24, and led more than 110 sixth-graders to participate in solving specific engineering challenges using pressurized gases and liquids.

The students were from Warren middle schools Agnes E. Beer and Lois E. Carter, as well as Sterling Heights middle schools Will Carleton and Virgil I. Grissom.

"There is a shortage of students of all ages interested in pursuing STEM careers," said Joe Petrosky, dean, Engineering and Advanced Technology at Macomb.

"The Fluid Power Challenge is designed to capture students' imagination through fun, hands-on activities. Programs like this are important to reconstructing the pipeline for the STEM professionals of the future."

During the program, students will learn the basics of both pneumatics and hydraulics, the two components of fluid power. They will learn to build small

CONTINUED ON PAGE 3

## 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 as-

sembly 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 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 it decided to build five years ago.

CONTINUED ON PAGE 2

## 2016 Cadillac Sales Most Since 1986

The year 2016 turned out to be the best sales year for the Cadillac brand in two decades.

Cadillac sold 37,310 vehicles globally in December, bringing its total for 2016 to 308,692 – the most since 1986. The year-end total marked an increase of 11.1 percent from the previous year, said GM spokesman David Caldwell.

In December 2016, the seventh consecutive month of double-digit percentage increases for Cadillac, global sales rose 15.5 percent over December 2015. The new XT5 had its largest sales since launch. Cadillac sales in the midsize luxury crossover category – the industry's strongest segment – grew 29.1 percent in December, Caldwell said. Escalade sales rose 21.2 percent in December and 8.95 percent for the year. The XTS luxury sedan saw sales increase 14.7 percent for the month and 15.8 percent for the year.

Growth in Cadillac's top three regional markets drove the overall increase in December. Sales in the U.S. grew 3.2 percent, while Cadillac completed its record

year in China with a 45.4 percent increase. Sales in Canada rose 23.1 percent.

"It was a stunning year for Cadillac's global growth in 2016," said Cadillac President Johan de Nysschen. "Drawing more customers than any year in the past 30 is an excellent springboard for the robust product offensive from Cadillac in the coming years."

"While growing the business significantly and attracting a

youthful and affluent demographic, we continue to elevate the aspirational character of the brand. We see this in a very rich model mix, with discerning customers opting for top models with very high specifications, driving up average transaction prices in the process."

Cadillac's growth included a continuation in its trend of attaining higher brand prestige alongside volume growth, Caldwell said.



2017 Cadillac XTS

## EyesOn Design Poster Artwork To Be Revealed

The commemorative poster artwork for the 30th annual EyesOn Design Automotive Design Exhibition will be revealed at a media and industry event on the evening of Feb. 6, at John Varvatos' store located at 1500 Woodward Ave. in downtown Detroit.

Holding the unveiling, which typically occurs at an automotive venue, at the fashion-forward men's clothier, is in recognition of the universality of design across many professions, said EyesOn spokeswoman Judi Dara.

Varvatos, who was born in Detroit, designed a limited edition Chrysler 300 a few years ago. Also, many great automotive designers have been and are known for their fashion sense and even for designing clothing lines, Dara said.

The 30th annual EyesOn Design poster was created by the renowned visual futurist Syd Mead, who is the 2017 recipient of the EyesOn Design Lifetime Design Achievement Award. Besides his illustrations of cars, Mead has been recognized by the motion picture industry for his conceptual contributions to such movies as "Blade Runner," "Aliens," "Star Trek: The Motion Picture," "Time Cop," "Elysium" and "Tomorrowland."

Recognized as one of the top five car shows in the U.S.A., EyesOn Design takes place each Father's Day in Grosse Pointe Shores, Dara said.

## Tech Center News®

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Warren, Michigan 48093

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Contact us:  
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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

Tech Center News is a registered  
trademark of Springer Publishing Co.

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## FCA/UAW Workers To Get \$5,000

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 the performance of the company in North America.

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

CONTINUED FROM PAGE 1

"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, im-

ports 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.

"Those plants were designed, built and purposed at a time when NAFTA was alive and well," he said. "It's one of the perils associated with the business that we run."

Trump can't place tariffs on companies or groups of companies without congressional ap-

proval, says Gary Hufbauer, a senior fellow at the nonpartisan Peterson Institute for International Economics. But he could fashion tariffs that hurt some companies more than others by, for example, picking and choosing from the dozens of import classifications for vehicles and parts.

Automakers could stop selling some Mexican-made cars in the U.S. altogether, but that would cost them customers. They could also try to sell the cars elsewhere.

Mexico has free trade agreements covering 45 countries, including agreements with the European Union, Japan and South America. By comparison, the U.S. has agreements with 20 countries.

## Warren's Art Van Furniture Being Sold to Equity Firm

Jan. 25 was a big day for a local Warren business. That was the day Art Van Furniture announced an agreement to sell the company to Boston-based Thomas H. Lee Partners (THL), one of the world's oldest and most experienced private equity firms.

The press release detailing the sale stated that after 58 years, "Art Van Furniture is embracing the next chapter in the company's impressive growth story and continued evolution."

The price of the sale was not revealed.

Art Van Elslander, the chairman and founder of Art Van Furniture, as well as its sole shareholder prior to the sale, opened his first store in 1959 on Gratiot Avenue in Detroit.

Currently, Art Van Furniture is one of the largest independent furniture retailers in the United States, with over 100 stores in five states, a successful franchis-

ing program and more than 3,500 employees, said Art Van spokeswoman Diane Charles.

"The heartbeat of any organization is its people," said Van Elslander. "I am proud of Art Van Furniture's history and what we have accomplished. The time for an ownership transition is right and the opportunity presented itself."

"There is still much I want to do, and I feel confident knowing the company and its people will be in the very best of hands for continued growth and success."

Founded in 1974, THL has an outstanding history of investing in growth-oriented businesses like Art Van Furniture, Charles said, and they have a strong track record with consumer and retail brands – including companies such as 1-800 Contacts, Bargain Hunt Superstores, Dunkin' Brands and Fogo de Chao.

Existing Art Van company lead-

ership led by CEO Kim Yost will work closely with THL to continue to enhance organizational growth and the brand's plans for the future.

Gary Van Elslander will remain as president of Art Van Furniture, and David Van Elslander as president of Art Van PureSleep, Charles said.

"After thoughtful consideration and strategic evaluation, we determined that Thomas H. Lee Partners is absolutely the right ownership partner for Art Van," said Yost.

"We are collectively committed to building on Mr. Van's tremendous legacy as we enter this new chapter of the Art Van Furniture story."

"We are gratified and honored to be able to partner with Art Van

Furniture as the company moves into its next phase of growth," said Jeff Swenson, managing director at THL.

"Over nearly six decades, the company has continuously realized Mr. Van's vision and set the standard for excellence in furniture retail in the Midwest. We look forward to working with the entire team at Art Van as we continue to aggressively grow this outstanding brand."

The sale is slated for a February closing. RBC Capital Markets acted as financial advisor to Art Van Furniture in connection with the transaction. Goldman Sachs acted as financial advisor to THL.

As part of the agreement, sale terms will not be released, Charles said.

## New Mexico AG is Suing Takata

ALBUQUERQUE, N.M. (AP) – New Mexico Attorney General Hector Balderas has announced a lawsuit against Japanese manufacturer Takata and a long list of automakers in connection with the sale of cars with dangerous air bag inflators.

The attorney general's office argues in a lawsuit that the manufacturers had a duty to ensure their products were safe and that concealment of air bag defects amounted to unfair, deceptive and unconscionable trade

practices under New Mexico law.

Takata already has agreed to pay \$1 billion in fines and restitution as part of a plea agreement with the U.S. Justice Department over the years-long scheme to conceal the deadly defect in its inflators. It also faces class-action lawsuits as well as litigation filed last year by the state of Hawaii.

Aside from targeting the air bag, New Mexico's case spreads to numerous automakers.

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## GM Partners with Girls' 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.

General Motors 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/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 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 actually 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 General Motors 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



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

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 General Motors 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 General Motors 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 gathered with the girls for a friendly fireside chat where they took questions and shared their personal journeys of advancement in the fields of technology and engineering.

GWC students and General Motors executives will come together for more activities throughout the rest of the year, Strosberg said.

## Sixth Graders Learn About Fluid Power

CONTINUED FROM PAGE 1

pneumatic lifters and develop the skills they'll need to operate them. After the first visit, students broke into teams and returned to their schools to design, build and test their prototypes aimed at meeting the engineering challenge scenario presented to them.

The second session will be held March 28 and the teams will compete, using their machines to solve engineering problems that include lifting, rotating and placing weighted cylinders on a platform.

The students will be judged on how well their machines operate, how well they work together as a group, personal interviews and how well they document the process.

The Fluid Power Challenge is taking place at the John Lewis Student Community Center (K Building) on Macomb's South Campus. Master Pneumatic Inc. originally advocated bringing the Fluid Power Challenge to Michigan and partnered with Macomb to make it a reality.

This is the third year the two organizations have worked together on this program.

According to the National Fluid Power Association (NFPA), fluid power is a growing and rapidly changing field that provides numerous opportunities.

## UAW Local 160 to Host Super Bowl Party

Are you ready for some football?

The UAW Local 160 Retiree Committee will host a 2017 Super Bowl Party on Sunday, Feb. 5. There will be food, drinks, door prizes and, of course, football.

The price is \$25 per person and everyone is welcome to attend – Local 160 retirees, active members, non-members, family and friends.

Doors open at 4 p.m and dinner will be served at 5 p.m. Those interested should call Jim Souva at 586-781-4693 and give him the names of those attending.

UAW Local 160 is located at 28504 Lorna Ave. in Warren.

## Red Cross Seeks Donors At Annual Blood Drive

Roll up a sleeve and help replenish the blood supply.

That's what the American Red Cross is asking for. With an emergency need for blood donors to address a severe winter blood shortage, Clinton Township will hold its 18th annual community blood drive Feb. 7-8.

On Feb. 7, donations may be given at these locations:

- Clinton-Macomb Public Library Main Branch, 9 a.m. to 3 p.m.

- Clintondale High School, 8 a.m. to 1:45 p.m.

- Chippewa Valley High School, 1 p.m. to 6:45 p.m.

Donations may be given at these locations on Feb. 8:

- Clinton Township Senior Center, 8 a.m. to 7:45 p.m.

- Clinton-Macomb Public Library South Branch, 12 p.m. to 5:45 p.m.

For more information and to schedule an appointment, call 586-286-1768.

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## Ford-UAW Employees' Profit Reward: \$9,000

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 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.

## Ford Hires Branding Expert

Ford Motor Company has hired leading brand expert Musa Tariq as vice president and chief brand officer.

The move is part of its expansion to an auto and a mobility company and its drive to go further in connecting and engaging with today's consumers, said Ford spokeswoman Susan Krusel.

Tariq, 34, begins work Jan. 30. In this new role, he is responsible for further building and differentiating the company's Ford brand, one of the most valued in the world. He will work with Marketing, Communications and company leaders across the world to define, build and communicate the Ford primary brand and what it stands for with all stakeholders.

Tariq's work will complement the successful vehicle nameplate brand marketing and communications work already in place, said Krusel.

"As we grow our business, we're also expanding our focus

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.

For the year, Ford's North American pretax profit fell by \$344 million compared with 2015, when it booked earnings from increased production of new heavy-duty pickup trucks and a refurbished Ford Fusion sedan, Chief Financial Officer Bob Shanks said.

Shanks said Ford also benefited from customers buying vehicles with more options. "That was a really big factor in our profitability across the board this year, particularly in North America, Europe and Asia Pacific," he said.

on and investment in building and differentiating our iconic Ford brand, which is known, loved and trusted around the world," said Mark Fields, Ford president and CEO.

"Our opportunity is to connect with even more consumers and stakeholders – some who never have done business with Ford before – through compelling and culturally relevant marketing and communications.

Musa has led transformational work at some of the world's most admired brands, and he is a leader known for challenging convention.

"We're excited for him to bring his expertise, knowledge and passion to Ford."

Tariq will report jointly to Stephen Odell, Ford executive vice president, Global Marketing, Sales and Service, and to Ray Day, Ford group vice president, Communications.

Prior to joining Ford, Tariq was Apple's Global Marketing and Communication director for Retail. In that role, he launched several initiatives that enhanced the retail experience in more than 490 Apple stores and for more than 65,000 Apple Retail employees around the world.

Prior to Apple, Tariq was the senior director of Social Media and Community at Nike.



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 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.

## 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, dohertry1@michigan.gov.

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**36** MONTHS **\$999** DOWN  
STOCK #470031

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Bluetooth, OnStar and More...

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24 MTH LEASE  
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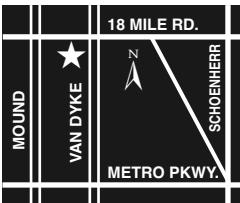
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Ypsilanti Site is Designated  
Autonomous Test Location

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."

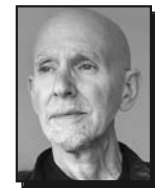
"Instead, we want to be the place where everyone comes together and makes the future happen."

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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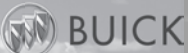


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NO SECURITY DEPOSIT REQUIRED!

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DUAL MODN ROOF, 7 PASSENGER  
10K PER YEAR



Stock #9458-17 • 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\*  
LOADED!  
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!  
Last Month For 2016 Lease Deals  
10K PER YEAR



Stock #9141-16 • Deal #65362  
\$1675 total due at signing.  
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Stock #H25410 • Deal #62606  
GM pricing lease figured with  
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\$299\*  
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Stock #5347-17 • Deal #63678  
GM pricing lease figured with  
Buick/GMC lease loyalty.  
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ENCORE

AWD • SPORT TOURING

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Stock #5026-16 • Deal #65358  
GM pricing lease figured with  
Buick/GMC lease loyalty.  
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GM pricing figured with lease Conquest Rebate.  
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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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# 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.

# TRANSPARENT PRICING

No games. No gimmicks.

- No old school, hidden-fee pricing.
- The price you see should be the price you pay.
- **PLUS** we only include rebates you would actually qualify for.

## SELLERS

REPUTATION IS EVERYTHING



BUICK



38000 Grand River Ave. | Farmington Hills, MI 48335  
**888-502-4098 | SellersBuickGMC.com**  
See Dealer for Details

mydetroitautoshow

## 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  
WE ARE PROFESSIONAL GRADE

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.





# END OF THE MONTH SALE!

MONDAY & TUESDAY ONLY

Last Chance to Get These Great Deals on Our Most Popular Models!

## 2017 CRUZE HATCHBACK "LT"



- 1.4L Turbo DOHC Engine!
  - Automatic Transmission!
  - 7" Color Touch Screen MyLink Radio!
  - OnStar w/4G LTE w/built-in Wi-Fi Hotspot!
  - Aluminum Wheels!
  - Remote Keyless Entry!
  - Rear Vision Camera!
  - Bluetooth for Phone!
  - Chevrolet Complete Care INCLUDED!
- Stock# H31866

**NO 1<sup>ST</sup> PAYMENT REQUIRED!**

Was \$22,795 Sale Price: **\$15,499\***



**24 MONTH LEASE**  
**\$69\***



\$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 1<sup>ST</sup> PAYMENT REQUIRED!**

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



**\$69\***



\$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\***



\$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!
  - Bluetooth for Phone!
  - OnStar with 4G LTE w/built-in Wi-Fi Hotspot!
  - Chevrolet Complete Care INCLUDED!
- Stock# H35082

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

**24 MONTH LEASE**



**\$129\***



\$999 Down

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

## 2017 MALIBU "LT"



- 1.5L Turbo DOHC Engine!
  - Convenience and Technology Package!
  - 8" Color Touch Screen MyLink Radio!
  - 8 Way Power Driver's Seat!
  - Rear Vision Camera!
  - OnStar w/4G LTE w/built-in Wi-Fi Hotspot!
  - 17" Alloy Wheels!
  - Remote Keyless Entry!
  - Chevrolet Complete Care INCLUDED!
- Stock# H33929

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

**36 MONTH LEASE**



**\$169\***



\$999 Down

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

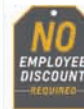
## 2017 SILVERADO "LT" 4X4 DOUBLE CAB



- 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# H32543

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

**24 MONTH LEASE**



**\$199\***



\$999 Down

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

Push, Pull or Drag... **\$2000 GUARANTEED** Minimum for Your Trade-In!\*



### 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 / **FIND NEW ROADS™**

\*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.

