



2018 Alfa Romeo Stelvio will be on sale in the U.S. soon.

Alfa Romeo's New Vehicles Ready for the U.S. Market

Alfa Romeo means to make a big noise in the North American auto market. And it's first shot is the 2018 Alfa Romeo Stelvio.

"For many of us, everyday driving can become mundane if we get accustomed to the same features and styling that can fade into the background of our routine drive," wrote Fiat Chrysler spokesman Eliot Dolgin on the company's FCA360 Web page. "Enter the all-new 2018 Alfa Romeo Stelvio, an SUV only Italy could create. Born from the world's greatest driving road – Stelvio Pass – the all-new 2018 Alfa Romeo Stelvio sets a new benchmark in performance, style and technology in an SUV. Infused with Italian passion, craftsmanship and innovation, the all-new Alfa Romeo Stelvio will conquer the winding road for which it is named."

"Stelvio is uniquely engineered to challenge two-door sports cars on the track, without sacrificing any of the characteristics you would expect from a premium SUV, resulting in the perfect mix of high performance, capability and Italian design," said Reid Bigland, head of Alfa Romeo.

Crafted by Alfa Romeo artisans at the Cassino plant in Italy, Dolgin wrote that "the 2018 Stelvio lineup is a testament to Alfa Romeo's perfect balance of engineering and emotion, creating a premium mid-size SUV for driving enthusiasts that stands out in one of the largest and fastest growing segments in the U.S."

"The true manifestation of Italian performance, craftsmanship and design, the all-new 2018 Alfa Romeo Stelvio and Stelvio Ti models provide a wide-ranging list of standard features, including an all-aluminum, 2.0-liter, direct-injection turbo engine with

an eight-speed automatic transmission, delivering a class-leading, standard 280 horsepower and 306 lb.-ft. of torque, class-exclusive carbon fiber driveshaft, dual exhaust with bright tips, 18-inch aluminum wheels (available 19- and 20-inch wheels), leather seating, backup camera with rear park sensors, power liftgate, Formula One-inspired flat-bottom steering wheel with integrated push button start and much more."

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2017 Ram 1500



2016 Chevrolet Cruze



2017 Ford Expedition

January Auto Sales Indicate a Slower Market for 2017

Chrysler Monthly Truck Sales Rise Amidst Decline

Fiat Chrysler reported U.S. sales of 152,218 units, an 11 percent decrease compared with sales in January 2016 (171,352 units), said Fiat Chrysler spokesman Ralph Kisiel.

In January, fleet sales of 42,868 units were down 31 percent year

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GM Enjoys Strong Transaction Prices

General Motors U.S. dealers delivered 195,909 cars, trucks and crossovers in January, down 3.8 percent year over year, said GM spokesman Jim Cain. Retail sales totaled 155,010 units, down 4.9 percent, but the good news was that the company set a new January record for average transaction prices.

"In early January, we focused on profitability while key competitors sold down their large stocks of deeply discounted, old-

model-year pickups," said Kurt McNeil, U.S. vice president of Sales Operations. "We gained considerable sales momentum as we rebuilt our mid-size pickup, SUV and compact crossover inventories from very low levels following record-setting December sales."

Inventories of most of these products were in the 30 – 50 days' supply range at the beginning of

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Ford Reporting Strong Retail Monthly Sales

Ford Motor Company's U.S. retail sales of 120,400 vehicles are up 6 percent in January, while total sales declined 1 percent, said Ford spokesman Erich Merkle.

Fleet sales of 52,212 vehicles, including daily rental, commercial and government segments,

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China Looks to Play Big Role in EV Market

by Jim Stickford

The Automotive Press Association held a timely talk about the state of the Chinese auto industry on Feb. 2 at the Detroit Athletic Club.

The talk – A Deep Dive into the Chinese Automotive Market – was given by Michael Dunne, author of the book "American Wheels, Chinese Roads" was followed up by a question and answer session with Dunne, Jerry Xu, president of the Detroit Chi-

nese Business Association; and Mary Buckzeiger, CEO of Sure Solutions and Lucerne International.

Dunne received his MBA from the university of Michigan and has spent considerable time in China and other Asian countries.

He began by pointing out that the biggest mass migration of human beings on any given year takes place in China, when people go to their home towns to celebrate the Chinese New Year.

He said they crowd train sta-

tions and use sharp elbows to get space.

"That's what they do for fun on their vacations," Dunne said.

The lesson he learned was that when it come to business, the Chinese are even more serious.

"They never give up," Dunne said.

That attitude shows just how China has been able to develop its economy quickly, Dunne said. From 1949 to 1976, the leader

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Michael Dunne speaks on the development of the Chinese auto industry.

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Fiat Chrysler's Monthly Sales Show Drop

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over year as Fiat Chrysler continues its strategy of reducing its sales to the daily rental segment, Kisiel said. Fleet sales represented 28 percent of total Fiat Chrysler sales in January. The company's retail sales of 109,350 units were flat for the month, and represented 72 percent of total January sales.

Ram Truck brand sales increased 5 percent in January, compared with the same month a year ago, as the pickup truck posted a 4 percent sales gain, Kisiel said.

Three Jeep brand models recorded increases in January, led by a 52 percent increase in Jeep Renegade sales.

Sales of the Jeep Grand Cherokee, the brand's volume leader in January, were up 24 percent for the month. Sales of the Dodge Journey mid-size crossover were up 9 percent, while Fiat 500 sales grew 24 percent year over year.

Sales of the new 2017 Chrysler Pacifica were up in its first month of year-over-year comparisons, Kisiel said.

Sales of the Ram pickup truck increased 4 percent in January, compared with the same month in 2016. In addition, the Ram Pro-Master van turned in a strong 43 percent sales gain.

So Ram Truck brand sales were up 5 percent year over year in January.

Three Jeep brand models posted sales increases in January, led by the Jeep Renegade and its 52 percent year-over-year sales gain, Kisiel said.

The Jeep Grand Cherokee – the brand's volume leader for the month – recorded a 24 percent sales increase in January.

The Jeep Wrangler logged a January increase as well, Kisiel said.

The Fiat 500 recorded a 24 percent sales increase in January compared with the same month a year ago, Kisiel said.

China's Automotive Future is Developing High Tech Cars

CONTINUED FROM PAGE 1

was Mao and he preached independence. That kept China poor. But beginning in 1980, the economic policy became "take the best from the rest of the world" and keep China in charge of its own destiny. The result, Dunne said, was perhaps the greatest economic growth in history.

Chinese development can be broken down into three phases, Dunne said. The first phase was between 1980 and 2000. Foreign companies had all the leverage because of a lack of automotive manufacturing know-how in China. Companies set up shop and built factories.

But each factory was co-owned by the foreign OEM and Chinese partner.

The second phase was between 2000 and 2010. The Chinese companies now began partnering with multiple OEMs. So the company partnered with Buick also partnered with VW.

The third phase started in 2010 and should end around 2020, Dunne said. China is now the largest car market in the world, and we might see a number of foreign OEMs being invited to sell their half of the company to their Chinese partners.

One trend Dunne has noticed

is that Chinese companies are getting big into high-end automotive technology. Firms have opened up in Silicon Valley to develop the latest in EV and autonomous technology. A subversion of the notion that Chinese industry is based on cheap manufacturing.

Companies like Faraday have entered into the total-EV market and within two-and-a-half years produced a vehicle designed to rival Tesla, Dunne said.

China is investing big in EV technology for a couple of reasons, Dunne said. First that's the future of the auto industry. And second, the country has terrible emissions problems and building clean cars is one solution.

While the country has become the largest importer of oil from the Mideast, Dunne said China doesn't want to get bogged down in the political situation in that part of the world and it wants to avoid developing what it sees as America's addiction to Mideast oil. EV technology can help with that problem as well.

He also said he expects Chinese imports to gradually enter the U.S. market, and with companies like LYNK & CO. to try the Tesla direct sales method.

And finally, Dunne said, he expects China to begin investing di-

rectly in the U.S., with money being their ultimate weapon.

"They will be investing money in manufacturing and high-end autonomous vehicles," Dunne said. "That's the future I see and it should ultimately be good for the United States. We have to be careful because the two proud cultures don't always get along. But I believe they will bring money and build where they intend to sell."

Dunne then sat down with Xu and Buchzeiger to answer questions from people in the audience.

The first question was about pressure to raise wages in Chinese manufacturing.

Dunne said that in fact wages have risen in the coastal cities, which has driven manufacturing into China's interior. The coastal cities are already beginning to see a shift into a service economy.

Buchzeiger agreed and added that her firms have been in China for 12 years and she's seen a shift from just manufacturing to more of development of technology.

The next question was whether Chinese businesses would invest in places like Michigan and create jobs, and what could prevent them from being successful.

Xu said that Dunne was right when he talked about cultural differences. Businesses are already here, but to succeed they must tap local talent, people who know how things work here.

All too often, Xu said, successful Chinese businessmen come here thinking they're invincible, and they're not.

Things are done differently here in the United States and these real differences must be taken into account for any business plan to succeed.

Another question dealt with the recent change in the U.S. presidency. Xu said that things are always different when a new president takes over. Things usually find an equilibrium after a year.

Dunne said, when asked, he would tell Trump that the Chinese respect strength and that any business arrangements should be built on the principle of reciprocity.

Currently Chinese businesses can operate in the U.S. on their own, while American businesses have to have Chinese partners to operate in China. That should change.

Dunne would tell Trump that if China wants to do business here, the rules will have to be the same for everyone.



The Ford F-150 Raptor was sold at auction for JDRF, raising \$157,000.

Ford Raises Money for JDRF

The last 2017 Ford F-150 Raptor fetched \$157,000 – with an additional \$50,000 anonymous donation – at 46th Annual Barrett-Jackson Scottsdale Auction on Jan. 27, with all proceeds from the sale benefiting the Juvenile Diabetes Research Foundation, the leading global organization funding type 1 diabetes research.

Sam Pack, CEO of Sam Pack Five Star Ford of Carrollton, Texas, is the winning bidder of the Raptor. He will choose a unique color for his truck, said Ford spokesman Tyler Weiland.

The sale of this unique Raptor was championed on stage by Mark Fields, Ford CEO, along with team members involved in

design and development, and executives from JDRF.

"Providing support to JDRF in its fight against diabetes is extremely important to my family and everyone at Ford Motor Company," said Henry Ford III, global marketing manager, Ford Performance. "The auction of this one-of-a-kind Raptor is a true testament to Ford's commitment to JDRF and a great way to raise awareness for this extremely worthy cause. We're thrilled that the winning bidder chose to support such a wonderful organization. I'm confident this truly unique Raptor will put a smile on their face every time they get behind the wheel."

Car Transaction Prices Rise

The analysts at Kelley Blue Book's www.kbb.com, the vehicle valuation and information source recently reported the estimated average transaction price (ATP) for light vehicles in the United States was \$34,968 in January 2017. New-car prices have increased by \$1,123 (up 3.3 percent) from January 2016, while falling \$453 (down 1.3 percent) from last month.

"Industry transaction prices remain at high levels, rising more than 3 percent this month," said Tim Fleming, analyst for Kelley Blue Book. "The changing mix of sales in favor of utility vehicles is the primary driver for the year-over-year strength, as average prices in SUV segments climbed modestly, while the prices of subcompact SUVs declined. Demand for subcompact SUVs, one of the hottest segments in 2016, appears to be slowing down, although new models from Ford, Nissan and Toyota could help spark interest in the segment."

The Detroit Three continue to

perform well with some of the greatest year-over-year increases. In particular, General Motors climbed 4 percent in January 2017, as all of its brands reported increases in transaction prices. Cadillac had the greatest gain at 7 percent, thanks to the new CT6 sedan and XT5 crossover. Chevrolet rose 3 percent, with the new generation Camaro showing the most improvement, up 10 percent year-over-year. GMC increased 5 percent on a strong mix of its full-size SUVs, the Yukon and Yukon XL.

Nissan North America also continues to make average transaction price gains, up 5 percent for January 2017. A sales mix in favor of SUVs and trucks is partially responsible, as well as the new Armada SUV, which rose 18 percent. The new Titan also is performing well, up 9 percent. Infiniti climbed 2 percent with help from the Q50 (up 9 percent) and its new lineup of engines, including the 400 horsepower Red Sport trim.

Ford Building Parts for All OEMs Cars

Ford drivers have always had chance to fix and improve their cars with the best parts, and that's now possible for non-Ford drivers to have that same opportunity.

Ford dealers now have access to a complete family of parts to sell and to service all makes of vehicles as the Ford Customer Service Division (FCSD) launches its new Omnicraft brand, said Ford spokeswoman Sara Tatchio.

Adding Omnicraft to Ford's family of parts line to also cover non-Ford vehicles means an improved customer experience through competitive pricing, quality and convenience, Tatchio said.

"Omnicraft is a significant benefit to any vehicle owner who needs parts or to have their vehicle serviced," said Frederiek Toney, president, Global Ford Customer Service Division. "Now, owners of non-Ford vehicles have access to quality parts at a competitive price, backed by Ford and installed by Ford's world-class certified technicians."

For launch, Toney said Ford focused on developing the most commonly requested parts at a competitive price. Initial offerings include oil filters, brake



Ford's new Omnicraft parts

pads and rotors, loaded struts, and starters and alternators.

"Today, 1,500 parts numbers are available with plans to eventually reach approximately 30 parts categories and 10,000 parts," Toney said. "We targeted the most requested parts first to provide our dealers with a solid foundation of inventory."

At launch, Omnicraft parts will be available at Ford and Lincoln dealerships and will roll out to other Ford Authorized Distributors in 2017, Tatchio said.

Omnicraft is the first new brand offered by FCSD in 50 years and is an important growth opportunity for dealerships as they will be able to sell parts and offer service for all vehicles. Ford also offers its Motorcraft complete line of replacement parts for Ford vehicles.

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This software development kit means developers can build news apps.

General Motors Making It Easier to Design New Apps

On Jan. 26, General Motors launched a next generation infotainment software development kit (NGI SDK) that allows software developers around the world to develop and test in-vehicle applications for GM's infotainment systems.

With the NGI SDK, apps can be built to run directly on the vehicle using HTML5 and JavaScript. The development kit includes the native Application Program Interfaces (APIs) that allow developers access to nearly 400 vehicle data points _ more than any other automaker, said GM spokeswoman Stephanie Rice.

- Those data points include:
- Instrument panel measurements, such as trip odometer and vehicle speed;
 - Drive information, such as presence of passengers or if the windows are open or closed;
 - Vehicle features, such as radio or backup camera;
 - Performance and maintenance, such as oil life and tire pressure;
 - Lights and indicators, such as a burnt-out lightbulb or low washer fluid.

The NGI SDK mimics real vehicle data, allowing developers outside GM to build apps without making frequent trips to Detroit to conduct testing on infotainment modules, Rice said.

"We want to let developers know that we are open for business," said Ed Wrenbeck, director of Application Ecosystem and Development, General Motors. GM has 12 million connected vehicles on the road today, the largest fleet of any automaker.

"Our customers want technology to safely allow them or their passengers to stay connected to the outside world no matter where they go. The NGI SDK allows developers to get creative and help us build apps that will create a safer, smarter and more efficient in-vehicle experience for customers."

Audi Issues Recalls For Two Defects

DETROIT (AP) – Audi is recalling more than 576,000 vehicles in the U.S. for two separate defects.

Audi says 2013-2017 model year A5, A5 Cabriolet and Q5 SUVs with 2.0-liter turbocharged engines may have an electric coolant pump that can get blocked with debris. The recall affects 342,867 vehicles.

Audi also is recalling 2011-2017 Q5 SUVs because the sunroof drainage system can allow water to soak into the foam around the side air bag inflators, which could rupture and spew metal fragments into the vehicle.

To create an account and access the NGI SDK, visit <https://developer.gm.com/ngi>.

From 2015 to 2016, GM has seen data usage by customers increase nearly 200 percent, Wrenbeck said.

Mobile app use for GM vehicles also hit an all-time high in 2016, with more than 225 million interactions.

"The possibilities for vehicle app development are truly endless and can focus on a variety of areas such as fuel efficiency, route planning and vehicle performance," said Wrenbeck. "Today's vehicle app developers are early players in an uncluttered marketplace."

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GM Reclaims A Piece of Engineering Past

A piece of GM's history has rejoined the company.

General Motors, last week, bought the Chevrolet Engineering Research Vehicle (CERV) 1 for \$1.3 million at the Barrett-Jackson Auto Auction in Scottsdale, Ariz.

The car was listed as Lot #1390 on the auction's Web site. Its description called it one "of the most important pieces of American automotive history, the Chevrolet Engineering Research Vehicle (CERV) 1 was developed between 1959 and 1960 by Zora Arkus-Duntov as a functional mid-engine, open-wheel, single-seat prototype racing car.

"It served as Duntov's personal Corvette engineering test bed; a platform for engineers to develop and refine the Chevrolet body, chassis and suspension systems. Duntov drove the CERV 1 in demo laps at the U.S. Grand Prix in 1960, but that is as far as its racing aspirations went, due to the ban on manufacturer-sponsored racing at the time.

"The car was designed by Larry Shinoda and Tony Lapine, and was originally equipped with a 283ci/350hp small-block V8 weighing only 350 lbs because of the use of aluminum and magnesium engine components. The CERV 1 features a four-wheel independent suspension, 4-speed manual transmission, and front disc and rear drum brakes. The steering system features a high-efficiency recirculating-ball-type steering gear of 12:1 ratio; overall



GM recently bought back the CERV I, which was created in the 1950s.

steering ratio is a very fast 13.5:1.

"Fuel is delivered via two rubber bladder fuel cells with a total capacity of 20 gallons. Fuel-injected small-block technology was developed using this incredible car. Later, for even greater performance, Duntov refitted the CERV 1 with a 377ci aluminum small block, an advanced

Rochester fuel-injection system, and Indy-style tires and wheels. Shinoda also redesigned the body structure for greater aerodynamics, and the car recorded a top speed of 206 mph."

In 1972 GM gave the vehicle to Briggs Cunningham Museum, and it was in other collections before the Barrett-Jackson sale.

State Auto Supplier Planning Layoffs

FRENCHTOWN TOWNSHIP, Mich. (AP) – A company that makes automotive interiors is planning about 300 layoffs in southeastern Michigan.

The Monroe News reports Yanfeng Automotive Interiors recently notified workers at two plants in Monroe County's Frenchtown Township of its plans.

WDIV-TV reports the layoffs are expected over a roughly two-week period in April.

Company spokeswoman Debra Ortisi says the layoffs are because one of its customers is moving production to another facility, but she notes other work will continue at both affected plants.

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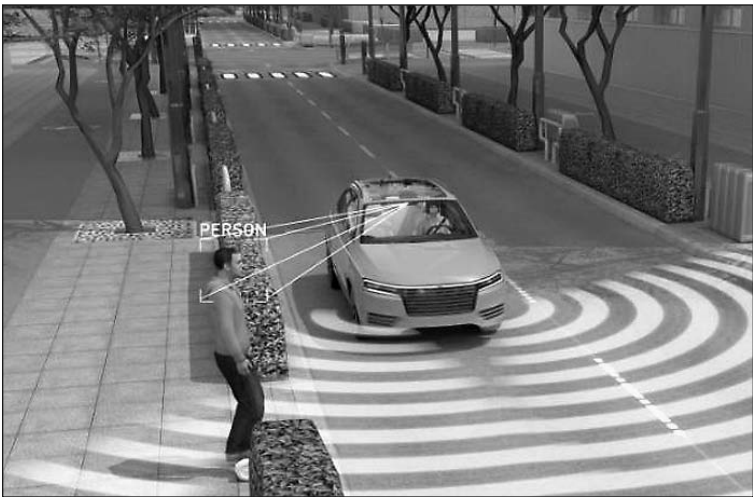
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The Stelvio is based on the company's Giorgio platform, which it also uses for the Giulia. The Alfa Romeo Stelvio will be available in 2018.

The BMW i3 fell short in the head restraint test, which measures how well the car protects against neck injuries in a rear crash.



HELLA's pedestrian detection technology was recently on public display.

GM Has Strong Sale Prices

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January, Cain said. January Highlights (vs. Jan. 2016) include:

- GM's Average Transaction Prices (ATP), which prices after incentives, rose \$1,200 per unit to \$34,500, a new January record.
- GM was the only domestic automaker and one of only two full-line automakers to reduce incentives as a percentage of ATP. GM spending was 12.7 percent, down 0.3 points, and the industry average was 12.3 percent, up 1.3 points.
- Rental deliveries were down 1 percent. GM's fleet mix was 21 percent of total sales.
- Chevrolet retail sales also showed some good news, Cain said. The Cruze, up 22 percent, the Volt, up 56 percent, and the Trax, up 40 percent, had their best-ever January retail sales. Total sales were also January records. Spark deliveries were up 40 percent.

As for Buick retail sales, crossover deliveries were up 20 percent, driven by higher Encore sales and the first-ever Envision, Cain said. The average transac-

tion prices were up 9 percent, four times better than the industry average growth.

Looking at GMC retail sales, Cain said deliveries of the Acadia were up 15 percent. Sierra deliveries were up 2 percent, for the truck's best retail January sales since 2002.

Cadillac sales were up more than 1 percent, Cain said. Crossover deliveries were up 11 percent, on the strength of the new XT5.

Average transaction prices were the highest in the brand's history at \$55,300, up about \$1,000 year over year.

"Our go-to-market strategy in 2017 is the same as 2016," McNeil said. "We are focused on strengthening our brands, growing retail sales and share, reducing daily rental deliveries and maintaining our operating discipline."

GM is optimistic about the year ahead because the economy is strong and the company's four brands are expanding their product offerings in fast-growing crossover segments, McNeil said.

HELLA Shows Off Latest Auto Technology

Plymouth-based auto supplier HELLA is showcasing the company's latest in lighting and electronics technology, said HELLA spokesman Tim Keenan.

The company used the recent Detroit Auto Show to get its message out about what new technology it is making available to OEMs, Keenan said.

Visitors at the show had the opportunity to directly interact with a digital inter-face on an oversized touchscreen where multiple users can simultaneously explore new mobility concepts within different driving scenarios, Keenan said.

One example of the close interaction between lighting and electronics functionalities was a display featuring a fully autonomous vehicle driving into an urban environment, Keenan said.

Without any intervention by the driver, the vehicle recognizes traffic signs and traffic lights to then adapt its acceleration speed accordingly.

The vehicle's environment is constantly being monitored by a combination of radar and vision based driver assistance technologies, to ensure safe conditions for all road users.

"There is so much for people to see at NAIAS that we want our guests to be able to quickly find our newest and most-innovative technology," said Steve Lietaert, president, HELLA Corporate Center USA, Inc. "With this new approach of presenting our advanced technologies combining HELLA's lighting and electronics competencies, visitors have a unique opportunity to take a look into the not too distant future of mobility and the possibilities shaped by both our current and future products."

Other innovations featured by HELLA included the Innovation Table include lighting systems

that have the ability to project warning messages onto the street or the car itself to inform other road users about possible hazards hazardous situations that lay ahead, Keenan said.

In addition to safe and efficient driving conditions, HELLA is increasing the comfort level inside the vehicle for the passenger(s) with different ambient options available through the entertainment system including several lighting scenarios.

Keenan said the company has also developed a new family of 77GHz CompactRadar Sensors, utilizing a Radar Systems Chip from NXP, is bringing the vision of driverless vehicles and other driver-assistance and safety systems based on highly robust and weatherproof radar-based technologies one step closer. The CompactRadar Sensors are expected to launch in 2018.

With a new system architecture and ultra-compact, highly integrated design, the entire CompactRadar Sensor is not much bigger than a matchbox.

Because it also delivers a high level of performance, this sensor provides a number of new options for integration both inside and outside the vehicle. For example, gesture commands in the interior or the 360 degree perception of the vehicle's exterior surroundings.

The latter is essential for automated parking. Compared with standard ultrasonic sensors, the CompactRadar Sensor also has a larger field of vision, better range, and higher resolution.

The Radar System Chip at the core of HELLA's CompactRadar Sensor was developed by Dutch semiconductor manufacturer NXP, based on RF-CMOS technology.

Ford Has Strong Monthly SUV Sales

CONTINUED FROM PAGE 1

declined 13 percent. The fleet decline reflects a strong year-ago comparison, with fleet customer orders front-loaded at the beginning of 2016.

"We estimate the overall industry at retail was down slightly. We were up 6 percent, and growing by 6 percent, while also driving near record average transaction prices for Ford, which were up \$2,500 versus year ago and far out pacing the overall industry in January of \$550, that's a pretty impressive accomplishment," Merkle said.

Ford F-Series sales totaled 57,995 trucks last month, a 13 percent increase, supported by strong retail gains from both F-150 and Super Duty. F-Series was up 19 percent at retail, with gains in every region. January repre-

sents the best sales start for F-Series since 2004.

"That just reflects the strong demand for high series product, the very high-end Lariat, King Ranch and Platinum have a strong demand for those vehicles and all the new technology that we're incorporating into the product," Merkle said.

"The new year brought strong consumer demand for F-Series, Lincoln and record SUV sales, especially high-end models," said Mark LaNeve, Ford vice president, U.S. Marketing, Sales and Service. "This drove near-record company average transaction prices for Ford, up \$2,500 versus a year ago and far outpacing the overall January industry increase of \$550."

Retail sales of Ford brand SUVs were up 11 percent last month, Merkle said.

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10,000 miles year

\$322

total due at signing

(includes first month payment)

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2017 Buick Enclave

CONVENIENCE FWD Lease Offer MSRP: \$40,060

\$237

per month

TRANSPARENT PRICING

INCLUDES: ALL TAXES & FEES, NO SECURITY DEPOSIT

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

24 months

10,000 miles year

\$696

total due at signing

(includes first month payment)

BUICK

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2017 GMC Terrain

SLE1 FWD Lease Offer MSRP: \$28,225

\$167

per month

TRANSPARENT PRICING

INCLUDES: ALL TAXES & FEES, NO SECURITY DEPOSIT

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

24 months

10,000 miles year

\$360

total due at signing

(includes first month payment)

GMC

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2017 GMC Acadia

SLE1 FWD Lease Offer MSRP: \$33,770

\$261

per month

TRANSPARENT PRICING

INCLUDES: ALL TAXES & FEES, NO SECURITY DEPOSIT

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

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GMC

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- 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# H31903

Was \$22,795

Sale Price: \$20,400*



24 MONTH LEASE

\$69*



\$999 Down

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

2017 TRAX "LS"



- 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# H36150

Was \$21,895 Sale Price: \$20,448*

24 MONTH LEASE



\$69*



\$999 Down

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

2017 EQUINOX "LS"



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

Stock# H36210

NO 1ST PAYMENT REQUIRED!

Was \$26,405 Sale Price: \$16,999*

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# H34950

Was \$32,745 Sale Price: \$30,121*

24 MONTH LEASE



\$148*



\$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# H32110

Was \$26,000 Sale Price: \$24,230*

36 MONTH LEASE



\$163*



\$999 Down

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

2017 SILVERADO "LT" 4X4 DOUBLE CAB



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

Stock# H32675

NO EMPLOYEE DISCOUNT REQUIRED!

Was \$41,060 Sale Price: \$31,177*

36 MONTH LEASE



\$219*



\$999 Down

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

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General Motors and Honda Building Hydrogen Facility

CONTINUED FROM PAGE 1

fuel cells closer to the mainstream of propulsion applications,” said Mark Reuss, GM executive vice president, Global Product Development, Purchasing and Supply Chain. “The eventual deployment of this technology in passenger vehicles will create more differentiated and environmentally friendly transportation options for consumers.”

Fuel cell technology addresses many of the major challenges facing automobiles today: petroleum dependency, emissions, efficiency, range and refueling times. Fuel cell vehicles can operate on hydrogen made from renewable sources such as wind and biomass. Water vapor is the only emission from fuel cell vehicles.

In addition to advancing the performance of the fuel cell system, General Motors and Honda are working together to reduce the cost of development and manufacturing through economies of scale and common sourcing, Adler said.

The two companies also continue to work with governments and other stakeholders to further advance the refueling infrastructure that is critical for the long-term viability and consumer acceptance of fuel cell vehicles.

GM is currently demonstrating the capability of fuel cells across a range of land, sea and air applications. The company has accumulated millions of miles of real-world driving in fuel cell vehicles.

“With the next-generation fuel cell system, GM and Honda are making a dramatic step toward lower cost, higher-volume fuel cell systems. Precious metals

have been reduced dramatically and a fully cross-functional team is developing advanced manufacturing processes simultaneously with advances in the design,” said Charlie Freese, GM executive director of Global Fuel Cell Business.

“The result is a lower-cost system that is a fraction of the size and mass.”

Honda began delivery of its all-new Clarity Fuel Cell vehicle to U.S. customers in December 2016 following a spring 2016 launch in Japan.

The Clarity Fuel Cell received the best driving range rating from the Environmental Protection Agency of any electric vehicle without a combustion engine with a range rating of 366 miles and fuel economy rating of 68 miles per gallon of gasoline-equivalent combined, Adler said.

“The expertise Honda has established that led to creation of the first-generation Clarity fuel cell system is valuable experience that we are leveraging in the joint development of the next-generation fuel cell system with GM,” said Takashi Sekiguchi, managing officer and director and chief operating officer of Automotive Operations, Honda Motor Co., Ltd. “Our collaboration is an opportunity to further utilize the strengths of each company to popularize fuel cell vehicles at the earliest possible time.”

GM and Honda collaborated in a powertrain cross-supply arrangement in 1999 under which Honda manufactured 50,000 V6 engines for the Saturn VUE and Honda received diesel engines from General Motor’s Isuzu affiliate for use in Europe, Adler said.

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2016 GMC SIERRA

1500 • 4WD • DOUBLE CAB • SLE

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NEW! NOT A DEMO

Stock #9572-16

GM pricing plus tax, must have conquest rebate

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36 MONTH LEASE FOR ONLY \$325*

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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 #9001-17 • Deal #63132

\$1481 total due at signing.

GM pricing must qualify for Buick/GMC lease loyalty rebate.

Lease example is stock specific.

NO SECURITY DEPOSIT REQUIRED!

2016 GMC YUKON

XL • 4WD • SLT

\$53,499*

WAS \$69,725

SAVE BIG!



NEW! NOT A DEMO

Stock #9141-16

ALL NEW 2017 GMC SIERRA

1500 • 4WD • DOUBLE CAB

36 MONTH LEASE FOR ONLY \$279*

10K PER YEAR



Stock #9870-17 • Deal #65360

\$1891 total due at signing. MRSP: \$42,955

GM pricing must qualify for lease conquest rebate.

Lease example is stock specific.

NO SECURITY DEPOSIT REQUIRED!

2016 BUICK ENCLAVE

FWD • CONVENIENCE

24 MONTH/10K PER YEAR LEASE FOR ONLY \$129*

\$1,984 DUE AT SIGNING



Stock #HJ274740 • Deal #62606

GM pricing must have Buick/GMC lease loyalty rebate.

Lease example is stock specific.

NO SECURITY DEPOSIT REQUIRED!

2016 BUICK LACROSSE

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Stock #5003-16

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FWD • ESSENCE

36 MONTH/10K PER YEAR LEASE FOR ONLY \$269*

\$2,258 DUE AT SIGNING



Stock #5503-17 • Deal #63678

GM pricing must have Buick/GMC lease loyalty rebate.

Lease example is stock specific.

NO SECURITY DEPOSIT REQUIRED!

ALL NEW 2017 BUICK ENCORE

FWD • PREFERRED

24 MONTH/10K PER YEAR LEASE FOR ONLY \$119*

\$1,552 DUE AT SIGNING

32 MPG



Stock #5398-17 • Deal #65358

GM pricing must qualify for Buick/GMC lease loyalty rebate.

Lease example is stock specific.

NO SECURITY DEPOSIT REQUIRED!

2016 BUICK CASCADA

PREMIUM • 1SP

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\$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 applies 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 2/28/17

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2017 CHEVY TRAX LT

\$103 + TAX WITH \$0 DOWN

24 MTH LEASE 10,000 MILES

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2017 CHEVY EQUINOX 1LT

\$128 + TAX WITH \$0 DOWN

24 MTH LEASE 10,000 MILES

NO FIRST PAYMENT REQUIRED NO SECURITY DEPOSIT REQUIRED Equipped with Power Locks, Power Windows, Power Mirrors, Keyless Entry, Back-Up Camera, Bluetooth, OnStar, XM Radio and More...



2017 CHEVY TRAVERSE LS

\$185 + TAX WITH \$0 DOWN

24 MTH LEASE 10,000 MILES

NO SECURITY DEPOSIT REQUIRED Equipped with Power Locks, Power Windows, Power Mirrors, Keyless Entry, Bluetooth, OnStar, XM Radio and More...



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*See dealer for details. All Rebates/Incentives have been deducted from sale price/payment and are subject to change by manufacturer without notice. GM Employee discount required unless otherwise noted. The Cruze lease assumes Lease Conquest. The Trax, Equinox, and Traverse assume Chevy Lease Loyalty or Lease Conquest. To qualify for Lease Conquest you must have a NON-GM Lease in the household that terminates within 365 days. All lease payments are based on 10,000 miles per year. 1st payment, tax, title and plate fee due at signing on all leases unless otherwise noted. All deals expire 02/28/2017



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STOCK #TVBF00



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2017 GMC YUKON SLE 4WD
PURCHASE FOR **\$47,969***
STOCK #G672194



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2017 GMC TERRAIN SLE-1
PURCHASE FOR **\$22,379***
STOCK #TPGFN6



LEASE FOR **\$89*** PER MONTH | **24** MONTHS | **\$999** DOWN
NO FIRST PAYMENT REQUIRED



2017 BUICK ENCORE
PREFERRED
PURCHASE FOR **\$20,995***
STOCK #B571899



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NO FIRST PAYMENT REQUIRED

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PURCHASE FOR **\$21,995***
STOCK #B470037



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2017 BUICK LACROSSE
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STOCK #B470444



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CONVENIENCE GROUP
PURCHASE FOR **\$30,995***
STOCK #B573050



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SPORT TOURING
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STOCK #B470197



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24 MONTHS **\$999** DOWN STOCK #470239



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NO FIRST PAYMENT
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24 MONTHS **\$999** DOWN STOCK #572834



2017 CHEVY MALIBU LT
LEASE FOR **\$159*** PER MONTH OR **\$22,995*** PURCHASE FOR
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2017 CHEVY CAMARO 1LT
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