

# GM-UAW Employees to Receive \$12,000 in Profit Sharing

DETROIT (AP) – At an investors’ conference during Detroit’s auto show in January, confident General Motors executives told investors to expect improved pretax profits for 2016

and 2017, thanks to strong sales in key markets and cost cuts. On Feb. 7, the company partly delivered, reporting a 16 percent increase in last year’s pretax income. An encore could be a lot harder.

Overall auto sales are flattening in the U.S., GM’s biggest profit center, and car inventories are growing. Economic troubles linger in Europe and South America. And a new U.S. president wants to redo

the North American Free Trade Agreement and could slap a border tax on imports from Mexico. All of these will make it hard for GM to beat last year’s net income of \$9.4 billion.

Financial analysts say GM has big advantages over most competitors with a larger presence in China and newer products,

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# Showdown in Hockeytown, FCA Brands Battle at the Joe

by Jim Stickford

It just makes sense – a hockey battle of Fiat Chrysler brands taking place at the Joe Louis Arena. After all Detroit is both the Motor City and Hockey Town.

The icy showdown took place on Sunday, Jan. 29, said Fiat Chrysler spokeswoman Kaileen Connelly. Mike Merlo, director for Product Development, Supplier Quality and Assembly Plant Supplier Quality, was in charge of this year’s event – officially called the “Farewell to the Joe” Battle of the Brands Hockey Challenge V. The now-annual event raises money for the United Way for Southeastern Michigan.

More than 1,000 FCA US employees, friends and family members gathered for the day, Merlo said, with employees from Michigan, Ohio, Indiana, Illinois, Arizona and Ontario.

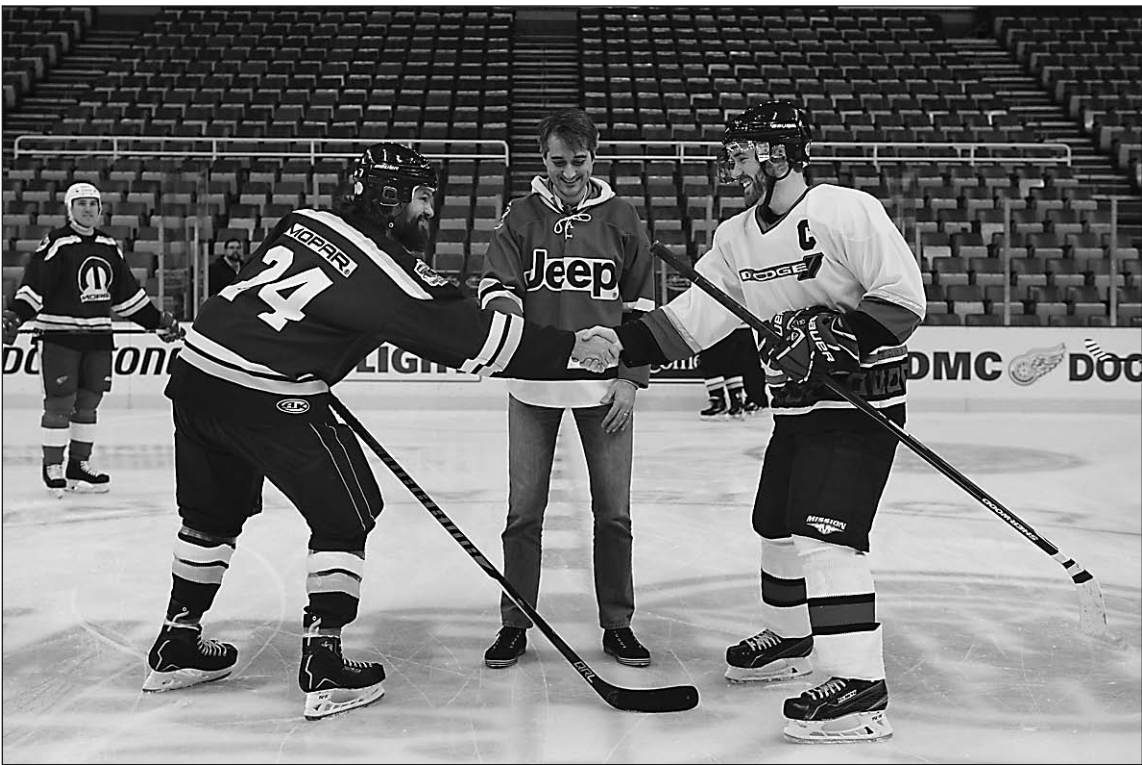
This event has seen each iteration becoming a little bigger than the last, said Merlo. The 2017 hockey challenge helped raise a

record amount of more than \$60,000 to benefit United Way.

Game day included four 40-minute match-ups: Team Dodge vs. Team Mopar, Team Jeep vs. Team Ram, Team Alfa Romeo vs. Team Chrysler and Team Abarth vs. Team Hellcats, Merlo said, with more than 130 Fiat Chrysler employees and contractors selected to play on the teams.

“Every year we try to get at least two Red Wing alumni to skate on the ice with our players,” Merlo said. “This year we got to skate alongside Detroit Red Wings alumni including: Petr Klima, Jimmy Carson, Josh Langfeld, Jason Woolley, Jiří Fischer, Kirk Maltby and John Ogrodnick.

“We set up registration to play at least two months before the event,” Merlo said. “This year we had 280 people register to play. Not all who registered were able to play and this year the total number of players was 136.”



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Brian Moran of the Mopar team shakes hands with Mike Barker of the Dodge team with Materazzo watching.

# Achates’ New Engine Design Gets Results

by Jim Stickford

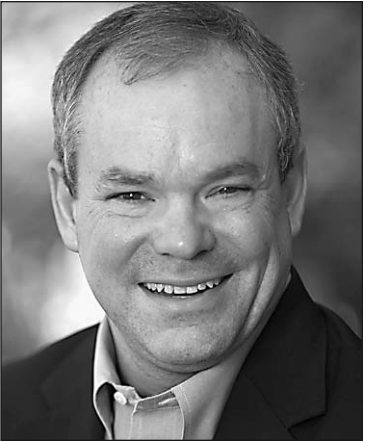
It’s not exactly the reinvention of the wheel, but Achates Power has had some success reinventing the opposed piston engine, a type of powertrain that fell out of favor in the 1950s.

Achates, which is based in San Diego, opened an engineering office in Farmington Hills about 18 months ago, said company CEO David Johnson.

“We went from zero to about 20 engineers quickly at the Farmington Hills site,” Johnson said.

The office’s growth is because the company wants to work with the auto industry and Detroit is the place to be for companies with that goal.

And Johnson said that after years of research, the company was able to announce in January



David Johnson

of this year that it had achieved success in upgrading the opposed piston engine for light duty trucks. This engine will surpass CAFE 2025 regulations and

it will also be 30-50 percent more efficient than comparable engines, reduce emissions and cost less than alternative technologies under development for meeting CAFE.

The opposed piston engine, Johnson said, is not a new idea. It’s actually been around for more than 100 years. The tech is still used in Russian tanks today and was used in engines for trucks made by the English company Commer in the 1950s.

As to why the technology was abandoned, Johnson said the company’s reading of history showed that the choice was made when circumstances required industry to get more efficiencies from engines.

“The opposed piston engine is

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The new 2018 Ford Expedition will use aluminum in its body.

# Aluminum Body Key Feature In the New 2018 Expedition

At the beginning of a new year people often make resolutions to lose weight that go unfulfilled. That’s not a problem Ford has had with the 2018 Expedition.

The company introduced the vehicle in Dallas on Feb. 7.

Designed for today’s active families, the new Expedition comes with technology to keep every passenger connected, more power for drivers, and more expected towing capability than any other full-size SUV, said Ford spokeswoman Becky Sanch.

“When Expedition was introduced 20 years ago, it set the standard for active families who simply needed a big and strong SUV to take them places,” said Joe Hinrichs, Ford president of The Americas. “Today’s families want even more smart technology to help them cover more ground safely, more efficiently and more comfortably – all while

staying connected to friends and family.”

The new Expedition offers more driver-assist technology than any other full-size SUV, Hinrichs said. In addition, a new high-strength, aluminum-alloy body and redesigned high-strength steel frame form the foundation for Expedition’s off-road and strong towing capabilities. Thanks to the use of advanced materials, the all-new Expedition saves up to 300 pounds, and the team reinvested that weight savings everywhere it counts to give customers more technology and convenience features than ever before.

More than 40 features and driver-assist technologies new to Expedition help make the journey as enjoyable as the destination, Sanch said.

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# Ford, Salvation Army Holding Fundraiser

The Salvation Army of Metro Detroit will celebrate its 30th Annual Bed & Bread Club Radiothon Presented by Ford Motor Company Fund from 6 a.m. to 10 p.m. on Friday, Feb. 24.

The fundraiser will broadcast live on News/Talk 760 WJR from Emagine Theatres in Royal Oak. WJR hosts Paul W. Smith, Frank Beckmann, Guy Gordon and Mitch Albom will speak with local and national celebrities, and will be joined by special guest host Jim Vella, president, Ford Fund, beginning at 2 p.m.

Ford Motor Company Fund, the philanthropic arm of Ford



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One of Ford’s donated vans being put into use by the Salvation Army.

View This Week’s Edition at <http://DetroitAutoScene.com>

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## Mid-Michigan SAE Holding Dinner Event

The Mid-Michigan Section of the Society of Automotive Engineers (SAE International) will hold their February dinner and program meeting on Tuesday evening, Feb. 21, at the Bavarian Inn Lodge and Conference Center, One Covered Bridge Lane, Frankenmuth.

The meeting will be held in conjunction with the Saginaw Valley Engineering Council's annual National Engineers' Week Banquet. National Engineers' Week will be observed Feb. 19 – 25. The Collegiate Chapters of the Mid-Michigan Section of SAE International will report on their efforts to compete in the SAE Collegiate Design Competitions. This annual design series involves over 140 colleges worldwide.

The dinner cost is \$35 for SAE and Saginaw Valley Engineering Council members, \$30 for retirees, \$20 for students and \$40 for non-members. For more information, contact Bernard Santavy at 810-635-7948.

# Achates Updates Old Engine Technology for New Era

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complicated to design and build," Johnson said. "With the advent of emissions regulations and mileage requirement even standard Internal Combustion Engines (ICE) had to be redesigned. That where the industry decided to put its efforts."

In fact, Johnson said, many people thought that redesigning the opposed piston engine to get the efficiencies needed was impossible and when something is impossible people don't try it. As a result the technology fell by the wayside.

But the tech was never entirely forgotten, Johnson said. Achates started working on it in 2004 and in 2010, they had a fundamental combustion system breakthrough.

"The fundamentals of combustion are that engines with opposed pistons have two pistons in one chamber," Johnson said. "Traditionally the shape of the chamber is flat like a hockey puck. The breakthrough was that we made the chamber shaped like an American football. This allows for very clean and rapid combustion by reducing the surface area of the combustion chamber."

The Achates engine does not need cylinder heads, which are a major contributor to heat losses in conventional engines. Ports in the cylinder walls replace the complex poppet valves and friction-creating valve trains of conventional engines.

The intake ports at one end of the cylinder and exhaust ports at the other are opened by the piston motion and enable efficient uniflow air scavenging. The two-stroke, compression ignition engine has been engineered to achieve superior thermal efficiency by the virtue of its lower heat losses, higher expansion ratio, lean combustion and re-

duced pumping losses.

Achieving this break through wasn't easy, Johnson said. He credits the development of low-cost computer technology that enabled engineers to be able to make the massive computations needed. They were able to develop a theoretical engine in a computer in 2010. During the next seven years, they went from the theoretical to the real.

It took that long because making engines that are cost-effective and right-sized isn't easy.

"Since 2010 we've registered 135 patents," Johnson said. "We've had just 78 in 2016 alone. To sell an engine it has to be low-cost, able to fit in an actual vehicle and be easily manufactured. We've gone from the dynamometer to the track. The brand of the vehicles being tested doesn't matter. What does count is the size of the engine compared to the vehicle. Our engine is perfect for vehicles like the F-150, the Ram 1500, the Silverado or the Tahoe. These are profitable vehicles for the OEMs and they are vehicles that really use better mileage and lower emissions the most."

The new Achates Power 2.7 liter Opposed-Piston Engine will make 270hp, and the vehicle will achieve 37 MPG, above the 33 MPG fully phased-in CAFE 2025 requirement for a full-size, light-duty pick-up truck (65-70 sq. feet). The demonstration engine will be integrated into a drivable prototype in 2018; development engines will also be available for automakers.

The EPA's draft Technical Assessment Report released in 2016 forecast cost increases to integrate fuel saving technology, using this information and a related National Academy of Sciences report, Achates Power determined that including the Opposed-Piston Engine in the roadmap to

achieve CAFE will be at least \$1000 less expensive

Johnson said Achates' development process also included determining the best way to actually manufacture the engine. The practical and the theoretical were important parts of the development process. So should a Detroit OEM decide to purchase the engine from Achates, they can retool one of their regular engine plants to make it.

"Retooling a plant to make our engine shouldn't cost any more than it would to retool or modernize an engine plant under normal circumstances," Johnson said. "The opposed piston engine uses fewer parts, including the eliminating the cylinder head(s) and related components, eliminating the valvetrain and related components, and a reduction in the aftertreatment system size and cost, among other things. A comparison between the 2.7L OP Engine and a comparable V6 with supercharger shows a part re-

duction of more than 60 percent, enabling an approximate 10 percent cost reduction."

In 2018 the company will have a demonstration vehicle that proves an internal combustion engine is able to cost effectively meet the CAFE standard, does not require the adoption of costly vehicle modifications, infrastructure upgrades, or a change in how the driver operates or maintains the vehicle, Johnson said.

"The OP Engine confirms what the industry already knows; the technology needed to exceed these standards and deliver fuel economy and cost savings to customers is currently available, and works with existing infrastructure and fuels," said Johnson. "We have a development program underway to create the engine and look forward to coming back to the North American International Auto Show in 2018 to show our progress and we're even more excited to drive the vehicle later that year."

## Ford, Salvation Army Holding Fundraiser for Bed & Bread

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Motor Company, has provided five vehicles over five years to The Salvation Army Eastern Michigan Division. Ford Fund is increasing its support for the Bed & Bread Club Radiothon this year to assist The Salvation Army's expanded efforts to serve those in need across the region.

Dick Purtan, Bed & Bread Club chairman and retired Detroit radio Hall of Famer will once again lead the broadcast from 6 to 10 p.m. His daughters, Jackie and Joanne Purtan, along with his former "Purtan's People" cohorts will join the radio legend during the final hours of the broadcast.

"This milestone anniversary of the Radiothon is a testament to the generosity of our corporate partners, the community, volunteers and staff of the Bed & Bread program," said Major Russ Sjögren, general secretary and metro Detroit area commander for The Salvation Army Eastern Michigan Division. "Their dedicated sup-

port has allowed The Salvation Army to provide millions of meals and nights of shelter to those in need for more than 30 years. We give special thanks to Ford Motor Company Fund for stepping up as our presenting sponsor and leading the corporate giving charge."

The Salvation Army's Bed & Bread program feeds and shelters metro Detroiters every single day of the year. A donation of \$120 helps feed five people for nearly a month. Those doubling their generosity to \$240 will help feed 10 people and receive a special incentive gift for supporting The Salvation Army's Bed & Bread program. Supporters can donate now through the end of the 16-hour Radiothon by:

- Texting BREAD to 91999;
- Visiting [www.salmich.org](http://www.salmich.org) or [www.wjr.com](http://www.wjr.com);
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A check or money order, made payable to The Salvation Army's Bed & Bread Club, 16130 Northland Drive, Southfield, MI 48075.

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Ryan Renault of Mopar shoots the puck at Kevin Soney of Dodge.

## Fiat Chrysler Brands' Hockey Teams Help Out United Way

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Team captains are picked and then players were assigned to teams, Merlo said. They did try to match players to teams who needed their particular hockey skills and whose brand they worked for.

Once the teams were set, captains then could try to arrange ice time for practice. A lot of the players, Merlo said, are on their own club teams and didn't always need more practice to hone their skills.

Money was raised when each player bought a team jersey. This year they had the most teams ever, and they try to have jerseys use NHL colors.

"But as we have more teams, the mixing of the colors is going to become more interesting," Merlo said. "I also want to say having real Red Wing Alumni play with us really adds to the excitement of playing at the Joe."

Merlo said his favorite story comes from a couple of years ago. A player from Windsor who played on the Chrysler team came up to Merlo and said that he could cross off a couple of items from his bucket list. He got to play at the Joe with real NHL veterans – in this case Kirk Malpby and Mickey Redmond.

"He told me he could die happy," Merlo said. "Getting players to sign up hasn't been a problem. We're a big company and we draw a number of players from our facilities in Ontario."

Money for the United Way is raised via a number of different methods, Merlo said.

In addition to donations from players, Fiat Chrysler brands participating in the event donate money and they sell tickets to the events and spectators and friend and family of participants can buy their own jerseys, with the money going to help the United Way, Merlo said.

"We even were able to get a hold of a jersey Steve Yzerman wore a couple of years ago at a special alumni game," Merlo said.

"That should help raise a couple of bucks."

Carlo Materazzo, head of World Class Manufacturing, helped kick off the event by dropping the ceremonial first puck, Merlo said. The final Scores were as follows:

- Team Dodge won the first game against Team Mopar 12-7;
- Team Jeep beat Team Ram 6-5;
- Team Chrysler won against Team Alfa Romeo 7-3;
- Team Abarth tied Team Hellcats 7-7.

Attendees enjoyed the games

as well as the opportunity to participate in two open skate sessions throughout the daylong event, Merlo said. More importantly, in five consecutive years, the Battle of the Brands hockey challenge has raised \$275,000 for United Way for Southeastern Michigan.

Merlo said they're going to take a few months off before planning next year's event. The big question is where will it be played. Will the Joe still be there and available? Will they be able to use the new Little Caesars Arena?

The answer to those questions are something to be determined at a later date, Merlo said.

## GM-UAW Employees Get \$12,000 Bonus

CONTINUED FROM PAGE 1

especially in profitable trucks and SUVs that are becoming increasingly popular with U.S. and global buyers.

But Barclays analyst Brian Johnson says GM is at risk should President Donald Trump impose a 20 percent tax on vehicles imported from south of the border. About 20 percent of GM's North American production is in Mexico, higher than both its Detroit rivals, Johnson wrote in a recent note to investors. Plus, 42 percent of GM's Silverado and Sierra pickup trucks, which are two of the company's highest-revenue vehicles, are made at a plant in Silao, Mexico, and could be hit by a tax, Johnson wrote.

GM executives said Feb. 7 that it's too early to tell exactly what will happen with a border tax. CEO Mary Barra, a member of Trump's council of business leaders, said she has explained the complexity of the auto industry to the president, detailing its long decision-making times for picking parts suppliers and locating factories. "If there are shifts, they have to happen over time," she said.

GM's full-year net profit fell just under 3 percent, but it reported a record pretax profit of \$12 billion in North America. That means big checks for most of the 52,000 union workers, who will get \$12,000 each, costing the company \$624 million. That's up from \$11,000 last year.

GM said Feb. 7 that it made \$6 per share for the year. Without special items it made \$6.12, beating Wall Street expectations by a dime, according to a survey by FactSet.

Despite looming issues, GM estimates it will earn a pretax profit this year in a range from \$6 to \$6.50 per share. Johnson wrote that he's "somewhat skeptical" of GM's full-year guidance.

Edward Jones analyst Jeff Windau gives GM shares a "hold" rating but also thinks the company's optimism for 2017 is justified. GM, he said, is on track to cut costs by \$6.5 billion per year by 2018, over 2014 levels. Although the company is spending heavily on new technology such as electric and autonomous cars, it's also making a lot of money as consumers shift from cars to trucks. Services such as OnStar and GM's financial unit also will add to profits, he said.

"Those all kind of balance some of the pressures that we see coming into this year," Windau said.

Chief Financial Officer Chuck Stevens said the company is benefiting from strong sales of higher-priced trucks and crossover SUVs. Since cars are selling slowly amid demand for SUVs, Stevens said GM will shift capital spending toward SUVs and trucks.

"We are allocating more capital to growth and profit pools where we think we can earn a long-term return," he said.

Sales of cars in the U.S. are slowing as buyers shift to SUVs, which works to GM's advantage. Car sales accounted for only 37 percent of the market in January, when they were nearly 50 percent just two years ago.

At the end of January, GM had enough cars on dealer lots to supply them for 131 days. Normally automakers like to have around a 60-day supply. Stevens said if the car slump continues, GM will further adjust factory production to match it, meaning there could be more layoffs at car factories.

## GM Recalls Older Cars for 'Sensor'

DETROIT (AP) – General Motors is recalling 107,000 older sports cars worldwide because a faulty sensor can disable the front passenger air bag.

The recall covers the 2006 to 2010 Pontiac Solstice and the 2007 to 2010 Saturn Sky. The two-seat cars are no longer made and both brands have been scrapped by the company.

GM says in government documents that a sensor that determines if a child is sitting in the passenger seat can bend and become damaged over time. That can open an electrical circuit, causing the car to turn off the air bag.

The company says it doesn't know of any crashes or injuries caused by the problem.

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## Pacifica and 124 Spider Give Best Value for the Money

The new 2017 Chrysler Pacifica and the Fiat 124 Spider have been named the Best Cars for the Money in their respective categories by *U.S. News & World Report*.

The awards highlight vehicles that provide consumers with the best combination of quality and value, said Fiat Chrysler spokeswoman Angela Bianchi.

The Chrysler Pacifica was named the Best Minivan for the Money and, according to *U.S. News & World Report*, because it "represents a jump forward for not only the Chrysler brand, but also for what minivan shoppers can expect from the class."

Re-engineered from the ground up on an all-new platform, the Pacifica delivers class-leading gasoline and hybrid powertrains to the minivan segment, Bianchi said. With more than 100 available safety and security features, the all-new Uconnect Theater rear seat entertainment system, and a full array of comfort and convenience technologies.

The Fiat 124 Spider, named Best Sports Car for the Money, "will appeal to drivers looking for a sports car with nearly unparalleled agility" and "delivers an excellent combination of capability, interior quality, and affordability," according to *U.S. News*, Bianchi said.

The Best Cars for the Money methodology combines quality and value data into a composite score, Bianchi said. Within each of the 20 categories, the vehicle with the highest score is named the Best Car for the Money in that category.

Quality is measured by the overall score a vehicle achieved in the *U.S. News* car rankings at the time the awards are calculated.

ed. The rankings, updated regularly, compare cars on the basis of safety, reliability and a consensus of industry experts' opinions. Value is measured by a combination of a vehicle's five-year total cost of ownership provided by Vincentric, LLC and the average price paid for the vehicle at the time the awards are tabulated, as calculated by TrueCar.

The new 2017 Fiat 124 Spider brings classic Italian styling and proven performance to a new generation of buyers. Paying homage to the original 124 Spider, the all-new Spider delivers the ultimate Italian roadster experience with driving excitement, technology and safety combined with iconic design, Bianchi said.

The roadster comes standard with the proven 1.4-liter MultiAir Turbo four-cylinder engine, the engine's first application in a rear-wheel-drive vehicle. The engine delivers 160 horsepower and 184 lb.-ft. of torque on Classica and Lusso, 164 horsepower and 184 lb.-ft. of torque on Abarth, and is available with a six-speed manual transmission (26 city/35 highway) or a six-speed automatic transmission (25 city/36 highway).

The Fiat 124 Spider has a double-wishbone front suspension and rear multi-link suspension with stabilizer bars, and tuned electric-power steering system for enhanced handling and fuel efficiency. Available safety features include Blind-spot Monitoring, Rear Cross Path detection and ParkView rear backup camera. Available tech and convenience features include passive entry with keyless go and Bluetooth connectivity, Bianchi said.



Fiat Chrysler's "MotorCitizens" donate 3400 pairs of gloves and mittens to Hamtramck students this winter.

## Chrysler Gives Helping Hand This Winter

Employees from Fiat Chrysler Automobiles have lent a helping hand.

On Jan. 19, volunteers from FCA known as the "MotorCitizens," delivered 3,400 pairs of mittens to Hamtramck Public Schools. That's 34,000 fingers wrapped in warmth.

This is the third year that FCA has worked with Mittens for Detroit, a local non-profit that is known for "warming hearts, two hands at a time."

"It's a wonderful community effort at FCA, the employees hold 'MittenRaisers' at the headquarters in Auburn Hills as well as the 13 manufacturing plants in the Metro area," said Wendy Shepherd, executive director for Mittens for Detroit.

FCA has donated more than 100,000 pairs of unused mittens and gloves since 2014, giving a

huge hand of support to MFD.

"It's such an exciting partnership. What FCA is doing with Mittens for Detroit says so much about their corporate culture," said Shepherd.

Since the inception of MotorCitizens, FCA employees have participated in dozens of service projects and programs, donating their time, energy and expertise to efforts that reflect FCA's core values and further positive social change.

"It's all about people stepping up, and the whole team at FCA

wants to be active in helping the community," said Shepherd.

Mittens for Detroit is a non-profit that distributes new mittens and gloves to children and adults in need through partner agencies, schools, organizations and charities throughout the Metro area. Since it began in 2010, MFD is responsible for bringing 168,000 pairs of mittens to cold hands across Detroit.

For more information about Mittens for Detroit or to donate, please visit [www.mittensfordetroit.org](http://www.mittensfordetroit.org).

## Aluminum Body Key Feature In the New 2018 Expedition

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These include class-exclusive enhanced active park assist to easily pull in and out of parking spots, as well as available 360-degree camera technology to help customers see more around their Expedition for easier parking.

On the road, Expedition's lane-keeping aid is designed to reduce unintentional drifting of the vehicle outside its intended lane, while adaptive cruise control with stop-and-go allows drivers to set a cruising speed, using radar and camera technology to monitor traffic to maintain a set distance between vehicles.

Its collision avoidance detection system helps drivers avoid other vehicles or pedestrians, while available Blind Spot Information System helps monitor blind spots outside the driver's immediate view.

In addition, Expedition offers available new connectivity technologies and convenience features, including:

- Wireless charging; Expedition is Ford's first vehicle to feature this system, which allows customers to place compatible mobile devices on an integrated charging pad conveniently located in the front center console.
- Wi-Fi hotspot supports as many as 10 devices at once, up to 50 feet away from the vehicle.
- Dual-headrest rear seat entertainment system provides a next-generation video experience that allows passengers to view their home cable programming on either of two video screens or hand-held devices
- SYNC 3, with both Apple CarPlay and Android Auto capability, allows drivers to stay connected on the move.
- SYNC Connect lets owners connect with the vehicle remotely using FordPass to start, lock, unlock and locate their vehicle from anywhere, while also allowing access to important vehicle diagnostic information.
- Power for passengers in every row, with four 12-volt power

points, six USB chargers and a 110-volt power outlet that lets passengers stay charged and connected.

- Advanced cargo manager with an adjustable shelf behind the third row lets owners create a storage space customized to whatever they're hauling; even when parked on a hill, cargo won't roll out the back of Expedition when the liftgate is opened

Powered by a 3.5-liter EcoBoost engine with standard Auto Start-Stop plus a class-exclusive new 10-speed automatic transmission, the all-new Expedition is the most powerful Expedition ever, Hinrichs said. A newly available electronic limited-slip differential on models with Intelligent 4WD enables improved off-road capability by sending power where it's needed.

More than 50 percent of Expedition customers value towing, and 15 percent tow weekly or monthly, Sanch said.

That's why the new Expedition offers Pro Trailer Backup Assist, which makes backing up a trailer as easy as turning a knob. Plus, an available hands-free liftgate makes loading cargo easy.

The new Expedition is the first full-size utility to feature a sliding second-row seat with tip-and-slide functionality, providing easy access to the third row without the need to first remove a child safety seat.

Once in the third row, even adults will appreciate more legroom and reclining seats.

Even the drive is more adaptable, with Expedition's all-new Terrain Management System that lets customers choose between drive modes for optimal vehicle handling in different conditions.

This includes normal for around-town driving, sport for more spirited trips, tow/haul for improved towing and hauling performance, eco for enhanced fuel economy, grass/gravel/snow for loose terrain, sand for low traction situations, and mud/rut for uneven surfaces.

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# Chrysler Pacifica Named Family Vehicle of Year

The new 2017 Chrysler Pacifica has been named the 2017 Family Vehicle of the Year by the Midwest Automotive Media Association (MAMA), an honor announced Feb. 9 at the Chicago Auto Show.

MAMA is a nonprofit group of automotive journalists and public relations professionals, and it developed the award, now in its seventh year, to help car-shopping families make a wise decision when they're ready for a new vehicle, said Fiat Chrysler spokeswoman Angela Bianchi.

"Choosing a family vehicle is an important decision. It should be versatile, reliable, efficient and reasonably priced. MAMA members pooled their expertise and experience to select the best family vehicle from an excellent group of new and notably refreshed models, and the Chrysler Pacifica came out on top of them all," said Damon Bell, MAMA Senior V.P.

As the original creator of the minivan more than 30 years ago, Bianchi said Fiat Chrysler has transformed the segment with firsts – notching 78 innovations through the first five minivan generations. With the introduction of the new Chrysler Pacifica and Pacifica Hybrid, Fiat Chrysler adds 37 minivan firsts to its portfolio for an unprecedented total of 115 innovations in the segment – including the industry's first minivan available as a plug-in hybrid electric vehicle.

The Pacifica Hybrid takes this revolutionary vehicle a step further with its class-exclusive, innovative hybrid powertrain, Bianchi said.

It's the first electrified vehicle in the minivan segment and achieves 84 miles per gallon equivalent (MPGe) in electric-only mode and 33 miles of all-electric range.

Founded in 1991, and now in its 26th year, the Midwest Automotive Media Association comprises 278 automotive journalists and public relations professionals from 25 states, D.C. and Canada.

Though based in the Chicago area, MAMA welcomes members from all parts of the country, Bianchi said.

The organization's primary purpose is to provide a forum for newsworthy people, major issues and new products in the auto industry.

# General Motors' Investments Hitting Bay City

SPRING HILL, Tenn. (AP) – General Motors is investing \$47 million into two plants in Tennessee and Michigan.

In Tennessee, the automaker says it will spend \$27 million to prepare its Spring Hill plant to assemble a right-hand drive SUV that will be exported to Australia as part of the Holden brand using the name Acadia.

About 4,000 people work at the plant located about 35 miles south of Nashville that makes the Cadillac XT5 and GMC Acadia crossovers.

The company is spending \$20 million on machining operations for future engine programs at its Bay City, Michigan, powertrain facility that makes components used in Chevrolet, Buick, GMC and Cadillac vehicles.

About 380 people currently work at the facility.

The spending plan at the two plants is part of a larger \$1 billion investment in United States manufacturing that General Motors officials announced in January.

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# Ford Starts 2017 by Introducing Company's Latest Tech

Ford Motor Company introduced its next-generation Fusion Hybrid autonomous development vehicle, just in time for CES and the North American International Auto Show held in January, said Ford spokesman Karl Henkel.

The new vehicle uses the current Ford autonomous vehicle platform, but ups the processing power with new computer hardware, Henkel said. Electrical controls are closer to production-ready, and adjustments to the sensor technology, including placement, allow the car to better see what's around it. New LiDAR sensors have a sleeker design and more targeted field of vi-

sion, which enables the car to now use just two sensors rather than four, while still getting just as much data.

The new vehicle also evolves the two main elements to creating an autonomous vehicle – the autonomous vehicle platform, which is an upgraded version of the car itself, and the virtual driver system, Henkel said.

The next-gen Fusion Hybrid autonomous development vehicle follows Ford's current generation, which hit the streets three years ago. It will be tested in California, Michigan and Arizona.

The vehicle, Henkel said, will feature new software and its sensors will use lasers and cameras

as well as LiDAR. As a result it should be able to "see" up to two football fields in distance. It will also feature high-powered computers to act as the vehicle's brain. The ultimate goal of the project, Henkel said, is to deliver working vehicles in the year 2021 for fully-autonomous ride-hailing service companies.

This project builds on more than a decade of autonomous vehicle research and development, Ford's first fully autonomous vehicle will be a Society of Automotive Engineers-defined level 4-capable vehicle, Henkel said. Plans are to design it to operate without a steering wheel, gas or brake pedal, for use in commer-

cial mobility services such as ride sharing and ride hailing within geo-fenced areas and be available in high volumes.

"Ford has been developing and testing autonomous vehicles for more than 10 years," said Raj Nair, Ford executive vice president, Global Product Development, and chief technical officer. "We have a strategic advantage because of our ability to combine the software and sensing technology with the sophisticated engineering necessary to manufacture high-quality vehicles. That is what it takes to make autonomous vehicles a reality for millions of people around the world."



Ford employee instals new LiDAR to test an autonomous Fusion hybrid.



Ford experimental autonomous Fusion hybrid fleet.

# Shell-Eco Marathon Coming to Cobo Center This Spring

The Shell Eco-marathon for the Americas is returning to Detroit this April.

The event is a featured element of a four-day, festival of ideas and innovation – Make the Future Detroit – taking place from April 27 through April 30, said Pamela Rosen, general manager for Shell Eco-marathon Americas.

The festival will be held at Cobo Center, Rosen said, and celebrate energy ideas that will inspire current and future energy solutions, offering free virtual reality experiences and hands-on science experiments for an expected crowd of more than 20,000 visitors from the Great Lakes Region.

"While many students spend their holiday break relaxing with family and friends, an ambitious group of young inventors is spending their time preparing for the ultimate energy-efficiency challenge in 2017," Rosen said. "The challenge? Compete against more than 1,000 students from across the Americas – including Canada, Mexico, Brazil and the United States to see which team can go the furthest distance on the least amount of fuel."

"The students competing in Shell Eco-marathon work to design, build and drive the world's most energy efficient vehicle. The Université Laval team, last year's gasoline-powered prototype category winner, attained 2,585 miles per gallon at Shell Eco-marathon Americas 2016."

Shell Eco-marathon is a vital part of the #makethefuture campaign, which aims to celebrate some of the brightest and most exciting innovations helping to address the global energy challenge, Rosen said.

"We are thrilled to host a platform like Make the Future Detroit where we can bring brilliant young individuals, energy entrepreneurs and global and local partners together to foster collaboration and conversations about how the world can produce and consume much more energy while emitting much less CO2, and we can all work together to find the best solutions," Rosen said.

More than 100 student teams from nine countries across the Americas have been working for months against key milestones to plan, construct and test their ul-

tra-energy-efficient vehicles, Rosen said. Their work will be put to the test on an urban track on a downtown Detroit street circuit during Make the Future Detroit.

Shell Eco-marathon is a global competition that attracts thousands of young engineers aiming to go the furthest with the least amount of fuel, Rosen said. It has been held annually in the Americas, Europe and Asia for more than 30 years. Students have a year to design, build and test their vehicle before the track challenge where winning is based on streamlined design, lightweight materials and driving strategy.

Student teams can choose to participate in one of two vehicle categories – Prototype or Urban-Concept, Rosen said.

The Prototype category challenges teams to enter futuristic-looking, streamlined vehicles designed purely to reduce friction and maximize efficiency, Rosen said.

While the UrbanConcept category focuses on more "roadworthy" energy-efficient vehicles. For both categories in the Americas event, teams can use any of seven official energy sources – including fuels such as gasoline,

diesel as well as alternative fuels such as hydrogen, ethanol, gas-to-liquid (GTL), compressed natural gas (CNG) and battery electric technologies.

Returning for the second year to the Shell Eco-marathon competition is the Drivers' World Championship (DWC) – a head-to-head race of the UrbanConcept winners from the Americas, Asia and Europe to find the quickest and most energy-efficient driver, Rosen said.

The winners from the DWC Regionals will compete together in London in May of 2017 to find out who is the fastest energy-efficient driver. The winning team in 2016 was awarded the exclusive opportunity of a week's training with Scuderia Ferrari in Maranello, Italy.

Rosen said Shell believes friendly competition and collaboration is central to Shell Eco-marathon Americas. Mater Dei High School in Evansville, Ind., which has participated in the competition since its inception and has consistently led in their categories, has a history of helping other teams.

Last year, these students helped provide a Detroit team with a missing spark plug and kill switch so they could pass techni-

cal inspections and compete alongside one another, Rosen said.

"Their passion also shines outside the competition, as they helped advise college students in Israel and Afghanistan on the best fuel-efficient engines, communicating primarily through Facebook messages," Rosen said.

"We are looking at a new generation of young scientists and engineers who crave collaboration and are motivated by their interests and inspirations," said Norman Koch, Global Technical director for Shell Eco-marathon. "Shell Eco-marathon is the perfect platform that offers this generation meaning and purpose to innovate and to create a real impact in the world today."

Over the past two years, Rosen said Shell has helped shape the future of sustainable mobility in Detroit by uniting the industries and individuals that will help drive a cleaner, brighter future for everyone by the development of new technology.

Now entering its third year in the city of Detroit, Shell continues its investment in the city by participating in events that foster dialogue about future energy challenges and near-term solutions.

come together to have fun, raise money and change lives. Red Nose Day launched in the U.S. in 2015.. In 2016, the U.S Red Nose Day raised over \$36 million.

Gleaners Community Food Bank has been "feeding hungry people and nourishing our communities" for nearly 40 years. Headquartered in Detroit, Gleaners operates five distribution centers in the Metro area and provides food to 535 partner soup kitchens, food pantries, shelters and other agencies throughout southeastern Michigan.

Gleaners collects 34.5 million pounds of food a year and distributes 79,000 meals each day including providing nourishing food and nutrition education to 84,700 children a year.

Every dollar donated provides three meals and 93 cents of every donated dollar goes to food and food programs. To learn more, visit [www.gcfb.org](http://www.gcfb.org).

# Gleaners Community Food Bank Gets Grant

Gleaners Community Food Bank of Southeastern Michigan received a \$10,990 grant from the Red Nose Day Fund to support its School Food Mobile Pantry Program aimed at reaching hungry children in southeast Michigan communities with the greatest need. The grant allowed Gleaners to provide 32,970 meals to hungry neighbors through mobile food pantry distributions at 12 schools.

The School Food Mobile Pantry Program launched in April of 2011 with five sites. Currently, the program provides monthly distributions of nutritious, healthy food to students and families at 78 school sites in five counties – Livingston, Oakland, Wayne, Monroe and Macomb. Each distribution provides 75 to 100 families with up to 30 pounds of fresh fruit, vegetables, grains, protein and other nutritious food.

"This food assistance program

# Honda, Hitachi Form Agreement On EV Tech

TOKYO (AP) – Japanese automaker Honda Motor Co. has signed a deal with Hitachi Automotive Systems to jointly develop, make and sell motors for electric vehicles, as the industry adapts to concerns over global warming and the environment.

The companies announced the agreement on Feb. 7.

Honda, which also makes its own electric motors, has a fuel-cell vehicle and hybrids in its lineup. It's planning an electric vehicle for sale later this year, mostly abroad.

The wholly owned subsidiary of Tokyo-based Hitachi has supplied electric motors to other automakers in the past, including General Motors Co. of the U.S. and Nissan Motor Co., which makes the Leaf electric car.

The deal, signed two weeks ago, is part of a bigger push by Honda Motor Co. to get into electric cars.

The joint venture, which has yet to be named, will be 51 percent owned by Hitachi and will have manufacturing and sales operations in the U.S. and China, the companies said.

Global environmental regulations are expected to grow stricter, pushing up demand for electric vehicles, they said. The joint venture, capitalized at 5 billion yen (\$45 million), will be based in Hitachinaka city, north of Tokyo.

# Window, Door Problems For Nissan Recall

DETROIT (AP) – You might not want to open a rear window if you happen to be driving a Nissan Altima.

The company is recalling nearly 363,000 of the midsize cars worldwide from the 2015 through 2017 model years because the doors might open unexpectedly if a rear window is lowered.

Documents posted Feb. 3 by the United States National Highway Traffic Safety Administration show that the latch and lock cable in the doors may not have been routed properly at the factory where the vehicles in question were made.

In certain situations, the window assembly can interfere with the cable and inadvertently open a door.

The documents say there were "several incidents" that could have been caused by the problem, but Nissan said it knows of no crashes or injuries.

The documents say that Nissan first found out about the problem last summer when it was told of a single incident in which the rear door opened unexpectedly.

The company investigated but wasn't able to duplicate the problem.

It happened again in September or October. Nissan investigated further and found the improperly routed cable. It made changes at the factory but attributed the problem to an isolated assembly error.

Nissan got more reports about the problem from October through December and decided to do the recall on Jan. 10, the documents show.

Most of the recalled vehicles are located in the United States and Canada, with some also found in Mexico and South Korea.

Nissan has stated that the company will notify owners about the recall within the next two months.

Dealers can modify the doors to ensure that the cables are routed properly.





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39 MONTH LEASE

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\$999 DOWN  
NO SECURITY DEPOSIT REQUIRED

## 2017 GMC TERRAIN "SLE 1"



- 2.4L DOHC VVT ENGINE!
- INTELLINK RADIO w/7" DIAGONAL COLOR TOUCH SCREEN!
- REMOTE KEYLESS ENTRY!
- REAR VISION CAMERA!
- ALUMINUM WHEELS!
- HEATED MIRRORS!
- BLUETOOTH FOR PHONE!
- ONSTAR w/4G LTE w/BUILT-IN WI-FI HOTSPOT!

STK# BG109

Was \$28,225  
Sale Price \$21,999\*

**The Best Price...  
PERIOD!**

24 MONTH LEASE

**\$89\*** PER MONTH

\$999 DOWN  
NO SECURITY DEPOSIT REQUIRED

## 2017 "ALL NEW" GMC ACADIA "SLE 1"



- 2.5L DOHC SIDI VVT ENGINE!
- INTELLINK RADIO w/7" DIAGONAL COLOR TOUCH SCREEN!
- KEYLESS OPEN AND START!
- REAR VISION CAMERA!
- 7 PASSENGER SEATING!
- ALUMINUM WHEELS!
- BLUETOOTH FOR PHONE!
- ONSTAR w/4G LTE w/BUILT-IN WI-FI HOTSPOT!

STK# BG109

Was \$33,375  
Sale Price \$26,735\*

**The Best Price...  
PERIOD!**

24 MONTH LEASE

**\$189\*** PER MONTH

\$999 DOWN  
NO SECURITY DEPOSIT REQUIRED

## 2017 GMC SIERRA DOUBLE CAB 4x4



- ELEVATION EDITION!
- 5.3L V8 ECOTEC3 ENGINE!
- INTELLINK RADIO w/7" DIAGONAL COLOR TOUCH SCREEN!
- REAR VISION CAMERA!
- TRAILERING PACKAGE!
- REMOTE KEYLESS ENTRY!
- 20" ALUMINUM WHEELS!
- ONSTAR w/4G LTE w/BUILT-IN WI-FI HOTSPOT!

STK# BG352

Was \$41,900  
Sale Price \$31,769\*

**The Best Price...  
PERIOD!**

36 MONTH LEASE

**\$268\*** PER MONTH

\$999 DOWN  
NO SECURITY DEPOSIT REQUIRED

## 2017 GMC SIERRA "DENALI" CREW CAB 4x4



- 6.2L V8 ECOTEC3 ENGINE!
- INTELLINK NAVIGATION RADIO w/8" COLOR TOUCH SCREEN!
- ENHANCED DRIVER ALERT PKG!
- 6" CHROMED RECTANGULAR ASSIST STEPS!
- HEATED/VENTILATED PERFORATED LEATHER BUCKET SEATS!
- SPRAY ON BEDLINER w/LED LIGHTS!
- 20" CHROME WHEELS!
- ONSTAR w/4G LTE w/BUILT-IN WI-FI HOTSPOT!

STK# BG321

Was \$59,620  
Sale Price \$53,258\*

**The Best Price...  
PERIOD!**

36 MONTH LEASE

**\$399\*** PER MONTH

\$999 DOWN  
NO SECURITY DEPOSIT REQUIRED

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## Bosch Group Seeking Buyer For Turbo System Venture

The Bosch Group and the MAHLE Group have decided to seek a buyer for their joint venture, Bosch Mahle Turbo Systems (BMTS).

The joint subsidiary was founded in 2008. With a total of around 1,400 employees, it develops and produces turbochargers for manufacturers of passenger cars and commercial vehicles, said Bosch spokesman René Ziegler. Bosch maintains several sites in Warren, including the company's Automotive Service Solutions office.

Production is largely based in Europe and China, Ziegler said. The international market for turbochargers is also expected to continue to grow in the years ahead as the trend toward smaller engines fitted with turbochargers, especially for hybrid drives, remains strong. BMTS has already benefited from this market trend. However, the company is not yet large enough to achieve sustainable success in this market environment.

"Large production quantities and the associated economies of scale represent a critical competitive advantage," says Dr. Rolf Bulander, chairman of the Business Sector Mobility Solutions at Bosch. "Despite bulk orders received from renowned customers, the associated high capacity utilization at our plants, and above-average growth rates, present sales volumes at BMTS are still too low in comparison with our larger competitors and must be further expanded."

For this reason, further investments are needed to achieve the company size required in the market, Bulander said. Bosch and MAHLE do not intend to drive forward the further expan-

sion of BMTS themselves, because both parent companies need to focus their investments on new areas of development.

"Thanks to our state-of-the-art locations and BMTS's good products, we are currently confident of finding a prospective buyer, who will successfully expand the business," states Wolf-Henning Scheider, chairman of the MAHLE Management Board and CEO of the MAHLE Group.

Employee representatives and employees have been informed about the intention to sell the joint venture, Ziegler said. Discussions are taking place with the relevant employee representatives to prepare the next steps in the sale process.

Exhaust gas turbochargers are a key component of modern, energy-saving, and low-emission combustion engines in passenger cars and commercial vehicles. BMTS develops solutions for gasoline and diesel engines, which are characterized by excellent responsiveness, ultrahigh levels of efficiency, and optimal acoustics. The company's most recent achievement is development of a variable turbine geometry for exhaust gas turbochargers in gasoline engines in large-scale production.

The market recognizes innovative standards of quality and technology as BMTS's production strengths, Ziegler said. In recent years, alongside product development, the company has made investments in production processes, including end-of-line testing. BMTS is the world's first company to test the perfect functionality of each individual exhaust gas turbocharger in a fully automated process at the end of the production line.

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2017 GMC ACADIA NAMED A 2017 IIHS TOP SAFETY PICK

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<p><b>GMC</b> WE ARE PROFESSIONAL GRADE</p> <p>2016 GMC <b>SIERRA</b> 1500 • 4WD • DOUBLE CAB • SLE <b>\$35,495*</b> WAS \$47,875</p>  <p>NEW! NOT A DEMO Stock #9572-16 GM pricing plus tax, must have conquest rebate</p>	<p>ALL NEW 2017 GMC <b>ACADIA</b> LIMITED • FWD <b>\$325*</b> 36 MONTH LEASE FOR ONLY \$10K PER YEAR</p> <p>LOADED W/ OPTIONS: CHROME WHEELS, COOLED SEATS, DUAL MOON ROOF, 7 PASSENGER</p>  <p>Stock #9459-17 • Deal #63680 \$2943 total due at signing. GM employee lease must have Buick/GMC lease loyalty rebate. <b>NO SECURITY DEPOSIT REQUIRED!</b></p>	<p>EXPERIENCE THE NEW BUICK</p> <p>ALL NEW 2017 <b>BUICK ENCLAVE</b> FWD • CONVENIENCE <b>\$129*</b> 24 MONTH/10K PER YEAR LEASE FOR ONLY \$1,984 DUE AT SIGNING</p>  <p>Stock #HJ274740 • Deal #62606 GM pricing must have Buick/GMC lease loyalty rebate. Lease example is stock specific. <b>NO SECURITY DEPOSIT REQUIRED!</b></p>	<p>2016 BUICK <b>REGAL</b> FWD • PREMIUM II GROUP <b>\$25,121*</b> NOW WAS \$33,885 EVERYONE PRICE! 16% OFF SALE</p>  <p>SAVE OVER \$8,700 OFF LIST Stock #4834-16 Price plus tax, title &amp; lic.</p>
<p>ALL NEW 2017 GMC <b>TERRAIN</b> FWD • SLE-1 <b>\$99*</b> 24 MONTH LEASE FOR ONLY \$10K PER YEAR</p>  <p>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. <b>NO SECURITY DEPOSIT REQUIRED!</b></p>	<p>2016 GMC <b>YUKON</b> XL • 4WD • SLT <b>\$53,499*</b> WAS \$69,725 SAVE BIG! SAVE OVER \$16,220 OFF LIST</p>  <p>NEW! NOT A DEMO Stock #9141-16</p>	<p>ALL NEW 2017 <b>BUICK ENVISION</b> FWD • ESSENCE <b>\$269*</b> 36 MONTH/10K PER YEAR LEASE FOR ONLY \$2,258 DUE AT SIGNING</p>  <p>Stock #5503-17 • Deal #63678 GM pricing must have Buick/GMC lease loyalty rebate. Lease example is stock specific. <b>NO SECURITY DEPOSIT REQUIRED!</b></p>	<p>ALL NEW 2017 <b>BUICK ENCORE</b> FWD • PREFERRED <b>\$119*</b> 24 MONTH/10K PER YEAR LEASE FOR ONLY \$1,552 DUE AT SIGNING 32 MPG</p>  <p>Stock #5398-17 • Deal #63358 GM pricing must qualify for Buick/GMC lease loyalty rebate. Lease example is stock specific. <b>NO SECURITY DEPOSIT REQUIRED!</b></p>
<p>ALL NEW 2017 GMC <b>SIERRA</b> 1500 • 4WD • DOUBLE CAB <b>\$279*</b> 36 MONTH LEASE FOR ONLY \$10K PER YEAR</p>  <p>Stock #9870-17 • Deal #65360 \$1891 total due at signing. MSRP: \$42,955 GM pricing must qualify for lease conquest rebate. Lease example is stock specific. <b>NO SECURITY DEPOSIT REQUIRED!</b></p>	<p>2016 BUICK <b>CASCADA</b> PREMIUM • 1SP 10 TO CHOOSE FROM GREAT SELECTION AT WWW.VYLETTEL.NET DON'T WAIT! GREAT LEASE DEAL</p> <p><b>\$259*</b> 24 MONTH/10K PER YEAR LEASE FOR ONLY \$2,019 DUE AT SIGNING</p>  <p>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. <b>NO SECURITY DEPOSIT REQUIRED!</b></p>		

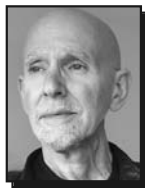
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SERVICE: Sun CLOSED; M, TH 7am-8pm; T, W, F 7am-6pm; Sat 8am-1pm

\*All lease/purchase examples are figured with GM employee pricing. lease conquest rebate qualifies to customers who have a non GM lease 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 cer

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**\$123 + TAX WITH \$0 DOWN**  
24 MTH LEASE 10,000 MILES

**NO SECURITY DEPOSIT REQUIRED** Equipped with Power Locks, Power Windows, Power Mirrors, Keyless Entry, Back-Up Camera, Bluetooth and More...



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**\$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

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**\$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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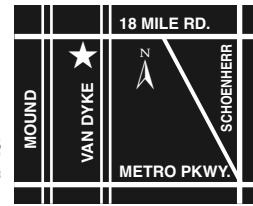
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\*See dealer for details. All Rebates/Incentives have been deducted from sale price/payment and are subject to change by manufacturer without notice. GM Employee discount required unless otherwise noted. The Cruze lease assumes Lease Conquest. The 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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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

24 MONTH LEASE



\$69



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

Was \$26,405 Sale Price: \$17,399\*

\$999 Down

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

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# H31903

Was \$22,795 Sale Price: \$17,399\*

24 MONTH LEASE



\$69



\$999 Down

NO 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 Radio w/Bluetooth!
- Remote Keyless Entry!
- Bluetooth for Phone!
- Rear Camera!
- Steering Wheel Radio Controls!
- Chevrolet Complete Care INCLUDED!

Stock# H36150

Was \$21,895 Sale Price: \$13,698\*

24 MONTH LEASE



\$69



\$999 Down

NO 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 \$32,795 Sale Price: \$25,995\*

24 MONTH LEASE



\$148



\$999 Down

NO 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# H33210

Was \$26,000 Sale Price: \$20,730\*

36 MONTH LEASE



\$163



\$999 Down

NO 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# H32675

Was \$41,060 Sale Price: \$29,899\*

24 MONTH LEASE



\$199



\$999 Down

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

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# Visteon’s SmartCore Tech Gains Traction

Visteon Corporation, an automotive cockpit electronics supplier, has secured a second major customer vehicle program for its industry-leading cockpit domain controller technology, SmartCore.

Visteon is the only supplier offering an automotive-grade, integrated domain controller approach that can independently operate the infotainment system, instrument cluster and potentially other features on one System on Chip (SoC), said company spokesman Jim Fisher.

Visteon is scheduled to launch the first SmartCore-based solution in 2018, for a European vehicle manufacturer, Fisher said.

“Through our agreement with our customers, we won’t be releasing their names until we actually get closer to production in 2018,” Fisher said. “We’ve been talking with potential customers about this system for about a year. Getting two customers like this really validates what we’ve been working on.”

This second SmartCore business win, also with a European automaker, offers instrument cluster and infotainment features and expands the platform to high-end applications with industry-first 3-D display and augmented reality head-up display capabilities.

“This second major business win further validates SmartCore as a viable solution to manage the increasing cost and complexity of in-vehicle electronics,” said Sachin Lawande, Visteon president and CEO. “Visteon is well-positioned to lead the consolidation of electronic control units in the cockpit space, and we are in active dialogue with several automakers to adopt this technology into their vehicles.”

“I think we’re in this position because so much of today’s auto

technology is aimed at the consumer,” Fisher said. “These days so much of what influences the experiences of vehicle passengers is related to electronics. That includes how intuitive it is to use and the safety aspects of the technology. These are important topics and Visteon is right in the middle of it.”

The SmartCore architecture is fully scalable and cyber-secured through virtualization of the different cores and controlled firewalls. This enables independent functional domains with different levels of ASIL requirements – initially driver information and infotainment – while future domains can be added to operate separately and securely.

“For the automaker, SmartCore offers a cost-effective, space-saving cockpit electronics solution that is fully scalable and can be updated over-the-air,” Lawande continued. “Drivers and passengers will benefit from an enhanced instrument cluster and infotainment experience, boosted by a single seamless human machine interface, offering access to multiple levels of information.”

SmartCore is designed to integrate infotainment, instrument clusters, information displays, head-up displays, advanced driver assistance systems (ADAS) and connectivity – providing a foundation for the evolution to autonomous driving.

Fisher said that the company expects to hear more from Detroit automakers about SmartCore.

“Everyone is looking for new technologies and this is on the cutting edge,” Fisher said. “We are a Detroit-area company with facilities around the world. Much of SmartCore was developed in Germany, but with input from our facilities here and elsewhere.

We expect to make the system at our manufacturing sites in Europe, Asia and North America.”

Visteon is a global company that designs, engineers and manufactures cockpit electronics products and connected car solutions for most of the world’s major vehicle manufacturers, Fisher said. It is a leading provider of instrument clusters, head-up displays, information displays, infotainment, audio systems, telematics solutions and SmartCore cockpit domain controllers. Visteon also supplies embedded multimedia and smartphone connectivity software solutions to the global automotive industry.

## Toyota Reports Falling Profits In Year 2016

TOKYO (AP) – Toyota, which recently relinquished the crown of world’s biggest automaker to German rival Volkswagen, is reporting a 23 percent decline in October-December profit from the previous year.

Toyota Motor Corp. said Feb. 6 that its fiscal third quarter profit was 486.5 billion yen (\$4.3 billion), down from 627.9 billion yen in 2015. A weaker yen eroded 205 billion yen (\$1.8 billion) from its quarterly operating profit.

Sales of the maker of the Prius hybrid, Camry sedan and Lexus luxury cars slipped 3.5 percent to 7.1 trillion yen (\$63 billion).

Toyota raised its full year profit forecast through March 2017 to 1.7 trillion yen (\$15 billion).

That’s better than its earlier projection of 1.6 trillion yen (\$14 billion) profit, but lower than the 2.3 trillion yen earned in the previous fiscal year.



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- PLUS** we only include rebates you would actually qualify for.

## 2017 Buick Encore

FWD Lease Offer MSRP: \$25,430

**\$188** 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 **\$322** total due at signing (includes first month payment)

## 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)

## 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)

## 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

**24** months **10,000** miles year **\$474** 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.

SPN6488





# ED RINKE

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YEARS  
IN BUSINESS

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 GMC



WE ARE PROFESSIONAL GRADE

2017 GMC SIERRA 4WD DOUBLE CAB SLE

PURCHASE FOR  
**\$37,995\***

STOCK #G571156



EVERYONE LEASE FOR  
**\$199\***

PER MONTH

**36**

MONTHS

**\$999**

DOWN

2017 GMC ACADIA SLE-1

PURCHASE FOR  
**\$27,729\***

STOCK #TVBF00



EVERYONE LEASE FOR  
**\$189\***

PER MONTH

**24**

MONTHS

**\$999**

DOWN

2016 SIERRA 1500 2WD REGULAR CAB

MSRP  
**\$32,190**

STOCK #G563994



LAST ONE

PURCHASE FOR  
**\$25,399\***

2017 GMC YUKON SLE 4WD

PURCHASE FOR  
**\$47,969\***

STOCK #G572194



EVERYONE LEASE FOR  
**\$349\***

PER MONTH

**36**

MONTHS

**\$1999**

DOWN

2017 GMC TERRAIN SLE-1

PURCHASE FOR  
**\$22,379\***

STOCK #TPGFN6



NO FIRST PAYMENT REQUIRED

EVERYONE LEASE FOR  
**\$79\***

PER MONTH

**24**

MONTHS

**\$999**

DOWN

 BUICK

2017 BUICK ENCORE

PURCHASE FOR  
**\$20,995\***

STOCK #B571899



EVERYONE LEASE FOR  
**\$99\***

PER MONTH

**24**

MONTHS

**\$999**

DOWN

2017 BUICK VERANO

PURCHASE FOR  
**\$21,995\***

STOCK #B470037



EVERYONE LEASE FOR  
**\$169\***

PER MONTH

**36**

MONTHS

**\$999**

DOWN

2017 BUICK LACROSSE

PURCHASE FOR  
**\$32,969\***

STOCK #B470444



EVERYONE LEASE FOR  
**\$259\***

PER MONTH

**36**

MONTHS

**\$999**

DOWN

2017 BUICK ENCLAVE

PURCHASE FOR  
**\$30,995\***

STOCK #B573050



EVERYONE LEASE FOR  
**\$139\***

PER MONTH

**24**

MONTHS

**\$999**

DOWN

2017 BUICK REGAL

PURCHASE FOR  
**\$25,439\***

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Paul Makowski  
[pmakowski@edrinke.com](mailto:pmakowski@edrinke.com)



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[nhuminski@edrinke.com](mailto:nhuminski@edrinke.com)



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