

FCA Holds Year's First Supplier Mini-Matchmaking Event

by Jim Stickford

Fiat Chrysler held a special "matchmaking" event close to Valentine's Day and during Black History Month designed to bring together black-owned Michigan businesses with company officials.

Fiat Chrysler holds regular "matchmaking" events to build relationships with potential suppliers, said Fiat Chrysler spokeswoman Kaileen Connelly.

The company has a strong commitment to supporting a diverse supplier base, she said.

"The events are very well attended and that is actually something of a problem," said

Connelly. "It can be very easy for a potential supplier to get lost in the crowd."

So when Fiat Chrysler's Supplier Diversity Group came up with the idea of holding mini-matchmaker events aimed at specific demographics – African Americans, women, Latinos, veterans – having the first matchmaking session be for African Americans during February, also known as Black History Month made perfect sense, Connelly said.

The first event took place on Feb. 20 at Fiat Chrysler headquarters in Auburn Hills. Marvin Blake Washington, director and head of Body, Exterior and Raw Materials Purchasing, along with

Dr. Kenneth L. Harris, president and CEO of the Michigan Black Chamber of Commerce, were among those who put the first Black Supplier Engagement Forum together.

Washington credited Kevin Bell, who is in charge of Supplier Diversity, for coming up with the original idea.

The forum builds on Fiat Chrysler's long commitment to supplier diversity, Washington said. Since 1983, the company has purchased goods and services from minority suppliers worth more than \$60 billion.

More than 50 certified African-



Harris, left, and Washington at first forum.

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2017 Camaro ZL1 takes the test track at record speed – up to 198 mph.

Fast is Spelled C-A-M-A-R-O

For American production line cars, there's fast and then there's Camaro-fast – proven on a track in Germany.

The 2017 Camaro ZL1 Coupe has a top speed of 198 mph, said GM spokesman Ron Kiino. Chevrolet tested the max velocity of the ZL1 (with 10-speed automatic) on the High Speed Oval at Germany's Automotive Testing Papenburg GmbH proving ground. Compensating for wind speed, the top speed is the average achieved from running the

ZL1 in both directions on the 7.6-mile loop – 202.3 mph in one direction and 193.3 mph in the other direction, Kiino said.

"This test caps an impressive list of performance stats for the Camaro ZL1, which was designed to excel at everything," said Al Oppenheiser, Camaro chief engineer. "It's the most capable – and fastest – Camaro ever."

The Papenburg testing was conducted on the ZL1's production Goodyear Eagle F1 Supercar 3 tires with pressure set at 44 psi,

the recommended setting for extended high-speed driving. The car's only deviations from stock were mandatory safety equipment and data-logging equipment.

Papenburg's high-speed oval features 2.5-mile straights and 1.3-mile turns with 49.7-degree banking on the top lane. The steep banking allowed Chevrolet test drivers to run the ZL1 flat out around the track without lifting

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Battery, Tech Complaints Mar Reliability, Customers Say

DETROIT (AP) – Technology glitches, including Bluetooth phone pairing and misunderstood voice commands, put a dent in car and truck reliability scores in a major survey of automobile owners.

Lexus and Porsche tied for the top spot, leading all brands for dependability in the survey released Feb. 23 by the consulting firm J.D. Power. But electronic problems caused trouble across the industry, pushing the average up to 156 problems per 100 vehicles. That's four problems higher than last year and the highest number since J.D. Power changed scoring methods in 2015.

Toyota, Buick and Mercedes-Benz rounded out the top five most dependable brands, while Fiat, Jeep and Infiniti were the least reliable, according to the survey.

The J.D. Power study, now in its 28th year, questioned 35,186 owners of 2014 model-year vehicles about problems they

have had in the past 12 months.

In addition to technology trouble, complaints about battery failures jumped by 44 percent compared with last year. Batteries were the most frequently replaced part not related to normal wear, the study found.

That's because people are buying vehicles with more electric features such as power seats and high-end audio systems, plus automakers are converting mechanical devices such as power steering to electric power, said Dave Sargent, J.D. Power's vice president for global automotive. Also, in an effort to save fuel by reducing drag on the engine, automakers aren't fully charging batteries in some cases, Sargent said. "It seems like that maybe isn't going as well as they would like," he said.

The study found that mainstream brands are catching up with luxury and niche brands with excellent reliability.

Of the top 10 brands, five are considered mainstream. Besides

Toyota and Buick, Hyundai (6th), Chevrolet (8th) and Honda (9th) made the top 10. Luxury brands BMW (7th) and Jaguar (10th) also were high in the rankings.

The scores are important, because buyers who are unhappy with their vehicles are less likely to buy a future vehicle from the same brand. "We find buyers are increasingly avoiding models with poor reputations for dependability, so manufacturers

can't afford to let quality slip," Sargent said.

Automakers have struggled for nearly a decade to perfect electronic systems that link phones and handle voice commands.

J.D. Power said the audio communication entertainment-navigation category caused the most problems in the survey, accounting for 22 percent of complaints,

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Hiroto Saikawa

Saikawa Named To Replace Ghosn As Chief Executive

TOKYO (AP) – Carlos Ghosn, who leads Nissan and Renault, has tapped Hiroto Saikawa, a veteran Japanese executive at Nissan, to replace him as chief executive at the Japanese automaker, although Ghosn will stay on as chairman.

Nissan Motor Co., based in Yokohama, made the announcement in a statement Feb. 23. The appointment, effective April 1, will be up for shareholders' approval in June.

The move does not signal a smaller role for Ghosn. Besides leading the Nissan-Renault alliance, Ghosn is also chairman at scandal-ridden Japanese automaker Mitsubishi Motors Corp., in which Nissan took a controlling stake last year. And Ghosn said he needs to focus on the expanded three-automaker alliance.

Ghosn, sent in by Renault SA of France in 1999, led near-bank-



2016 Buick Verano

The Ford Buzz – EcoSport's New Honeycomb Material

Being busy as a bee isn't just a saying at Ford. The company is actually taking some engineering cues from bees, said Ford spokeswoman Becky Sanch.

Honeybees didn't actually create the four-way parcel shelf for the new EcoSport cargo area, but they did lend their design to the recycled paper honeycomb material that gives the shelf its unusual strength, Sanch said.

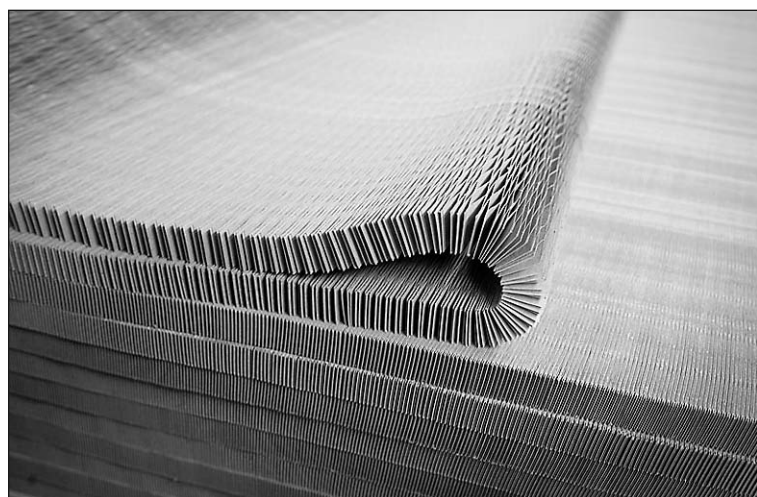
"The hexagonal design of honeycomb is a testament to

nature's ingenuity," says Mike Mazzella, Ford EcoSport assistant chief engineer. "Not only is it strong, it's superlight. Customers can slide the shelf into multiple different slots like an oven rack; even store it on the back of the seats. It helps make EcoSport super-flexible in everyday use."

Honeycomb is one of several useful details that make the EcoSport an engineering and

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Cargo floorboard in new Ford EcoSport features honeycomb material.

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J.D. Power Issues Study Results On Auto Quality

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up from 20 percent last year.

The survey didn't include any vehicles with Apple CarPlay and Android Auto, which automakers have recently allowed into their in-dash systems. Both mimic the user's phone on the car touch screen.

Sargent said he expects them to cause more problems at first as drivers become confused about whether they are using the phone system or the car's electronics.

Lexus and Porsche tied as the top brands, with 110 problems per 100 vehicles. Toyota moved up one position, to third, with 123 problems, followed by Buick at 126 and Mercedes-Benz at 131. Hyundai was the most improved brand, jumping from 19th to sixth place, reducing problems per 100 vehicles by 25 to 133.

The study also ranks brands by market segment. Segment-level winners included the Camry for most dependable midsize car while Toyota's FJ Cruiser was the top Compact SUV. Ford's F-150 was the most reliable pickup truck.

General Motors had four segment winners in the J.D. Power list.

Local Chevrolet Dealers Helping Out Capuchin Charity

Wanting to lend a helping hand, the Metro Detroit Chevy Dealers Association is collecting items for the Detroit Capuchin Services Center's "Truckloads of Hope" fundraising effort.

"Every quarter, dealerships of the association try to help out one single charity," said Jenna Popp, marketing manager for Heidebreicht Chevrolet in Washington Township. "Right now, we are collecting items from our staff and customers for the Capuchin Services Center. We will be collecting items until March 6."

Those who wish to donate items can drop them off at participating Metro Chevrolet Association dealerships, Popp said.

In fact, the cause is so good that the dealership's owner, Kurt Heidebreicht, has decided to spend \$2,000 of his own money to purchase items for the Capuchin Services Center, Popp said.

"Yeah, a bunch of us at the dealership went to a Target and bought \$2,000 worth of goods and they will be donated to the Capuchin Services Center after March 6," Popp said.

The Capuchin Services Center



Staff at Heidebreicht Chevrolet show off some of the items they've collected for the Capuchin Services Center.

is looking for household items such as hand and bath towels, shampoo, soap, toothbrushes, toothpaste, sheets, laundry de-

tergent, paper towels, baby wipes, diapers and blankets, Popp said.

To learn more about the Truck-

loads of Hope campaign, people can go to <http://chevy-truckloads-of-hope.com>, said Popp.

Camaro ZL1 Proves to be High-Powered Speed Machine

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off the throttle in the turns.

"The ZL1 was developed with high-speed performance in mind, incorporating a balanced aerodynamic package that reduces lift without significantly affecting drag," said Oppenheiser. "After testing the car in standard settings, which produced the 198-mph average, we set the front and rear camber adjustments to 0 degrees and the tire pressures to the maximum allowable sidewall pressure, and saw the ZL1 average over 200 mph."

Special aero features include a stanchion rear spoiler that offers an advantageous lift/drag ratio compared to a blade-style rear spoiler, and a patent-pending

auxiliary transmission oil cooler cover that reduces front-end lift with no drag penalty, Kiino said. The front-to-rear aero balance was also fine-tuned for high-speed stability.

Additional performance capabilities of the ZL1 Coupe tested with the available 10-speed automatic transmission include:

- 0-60 mph in 3.5 seconds;
- Quarter-mile in 11.4 seconds at 127 mph;
- 1.02g max cornering;
- 60-0 mph braking in 107 feet.

The 650-horsepower, supercharged LT4 engine powering the ZL1 is matched with a standard six-speed manual transmission with Active Rev Match or an available, new 10-speed automatic transmission. Additional features include:

- Magnetic Ride Control;
- Electronic limited-slip differential (coupe only);
- Goodyear Eagle F1 Supercar



2017 Camaro ZL1

- 3 summer-only tires measuring 285/30ZR20 in front and 305/30ZR20 in the rear;
- 20-inch forged aluminum wheels;
- Brembo brakes with six-pis-

ton Monobloc front calipers and two-piece rotors.

The 2017 Camaro ZL1 is based on GM's Alpha platform, which it shares with the Cadillac ATS and CTS. It replaces GM's Zeta platform and was developed under the leadership of GM engineer Dave Leone to be light and compact while still being able to handle both rear and all-wheel drive configurations.

The 2017 Camaro ZL1 starts at \$63,435 for a coupe with the manual transmission (price includes \$995 destination and \$1,300 gas guzzler tax) and \$65,830 for a coupe with the 10-speed automatic (includes \$995 destination and \$2,100 gas guzzler tax).

GM Seeking Laws On Self-Driving

WASHINGTON (AP) – GM is trying to persuade state lawmakers to approve self-driving car rules that would benefit the automaker while potentially keeping its competitors off the road.

GM denies trying to freeze out other brands, but legislators in four states say GM lobbyists asked them to sponsor bills that the company's competitors contend would do just that.

The bills provide a blueprint for automakers to make self-driving cars available to the public through on-demand ridesharing apps rather than direct sale.

Tech companies like Alphabet's Waymo and ride-sharing companies like Uber say the measures could prevent them from deploying self-driving cars, because they require the vehicles be owned by an automaker.

Some OEMs of partially self-driving cars say they agree.

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American business owners from the Michigan Black Chamber of Commerce came for a half-day program with sessions led by representatives from Bank of America, Merrill Lynch and Plunkett and Cooney. Topics included succession planning and access to capital. Ralph Gilles, head of Design at Fiat Chrysler, was also an executive sponsor of the forum.

"The Black Supplier Engagement Forum offers attendees a better chance to make more direct connections with people at Fiat Chrysler," Washington said.

"We need events like this to provide our members with better access to companies like Fiat Chrysler," Harris said. "More importantly, we can use this as an opportunity to educate our members on issues that face African American businesses. Which is why we have representatives from Bank of America, Merrill Lynch and Plunkett and Cooney to talk about the topics of succession planning and access to capital."

African American businesses in Michigan have grown greatly – three times the rate of businesses overall – in the past few years, Harris said. The number of such businesses in the state have gone from 70,000 to 106,000 between 2007 and 2012.

"Look at the city of Detroit," Harris said. "It's started to see

growth in Black businesses. In 2012 there were 49,000. They range over all kinds of industries. African American auto supplier businesses number about 450 and range from Tier I to Tier IV. Some employ only a few people, but others employ many. We want to make sure that they can grow within the Fiat Chrysler supplier networks.

"And this forum can give them exposure and access to the company. They can meet with people at the top who make the decisions. This is a company that is a leader in this field and realizes that the county's demographics are changing."

Washington added that one of the reasons the importance of a succession plan was a topic of discussion is because few Black businesses have been able to transcend to the second or third generations of a family. It's a topic many people don't like to think about.

And the success of Black businesses has resulted in children who become doctors or lawyers and don't want to take over the family business. That needs to be dealt with through planning, Harris said.

And Black businesses need access to capital, which is why they invited Bank of America and Merrill Lynch to send speakers, Washington said.

"What we're looking for is creative new ideas and suppliers



Harris speaking about how African American businesses can adapt to changing times.

who can get them to us," Washington said.

"The auto industry is undergoing massive changes and we're looking for people with new ideas."

Getting in business with new suppliers isn't always about price, Washington said. Quality of product is important.

He cited as an example of that the work done for Fiat Chrysler by

retired Detroit Piston Vinnie Johnson. His company, Piston Group, makes suspension modules and does assembly of suspension modules for Fiat Chrysler.

These parts are not cheap, but they are of high quality, said Washington.

"I would say that most Michiganders are familiar with how important the car industry is for the state," Harris said. "But they

don't always know how to engage with the business and create access with the right people.

"Here, they will be meeting the people that make the decisions concerning which suppliers to do business with.

"When potential suppliers see top-down decision that energizes a niche segment of suppliers, it's a win-win for everyone on both sides of the supply chain."

Ford Launches Designs Using Bee Engineering

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design powerhouse – a highly functional package in a vehicle just smaller than Ford Escape, Mazzella said. The adjustable floorboard will debut as a new feature when EcoSport arrives early next year.

Resin-reinforced honeycomb has a truly phenomenal strength-to-weight ratio, underscoring EcoSport's capability to go small but live big. The shelf weighs a scant six pounds, yet it is rated to handle nearly 700 pounds across a 38.5-inch-by-25.25-inch surface. In other words, this slip of a shelf can hold innumerable combinations of heavy items.

For years, honeycomb has been used to create the strong structure under the skins employed in high-end sporting equipment like skis, as well as aerospace frames. To create the adjustable floorboard for the new Ford EcoSport, a layer of hexagon-shaped cells made of 100 percent recycled paper and water-based glue is sandwiched between two layers of composite material. It's able to hold more than 100 times its six-pound weight in cargo.

The parcel shelf can hold any of four positions in the cargo area to best suit a driver's needs:

- In the lowest position, it serves as a load floor for maximum storage.
- In the middle position, it creates a secure storage area beneath the floorboard.
- In the high position, the area underneath increases to create a cargo floor that lines up with the fold-flat second-row seats.
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Fiat Chrysler Recognizes Dealerships for Excellence

Fiat Chrysler has released the names of the 387 Chrysler, Jeep, Dodge, Ram and Fiat dealerships that have earned certification as 2017 Customer First Award for Excellence winners.

These 387 dealerships succeed the inaugural group of 124 dealerships who earned their certification in 2016, said Fiat Chrysler spokesman Ralph Kisiel. By achieving this elite status, these Fiat Chrysler dealerships will be recognized by consumers as leaders in customer sales and service experience. The winning dealerships account for 24 percent of Fiat Chrysler retail sales volume in the U.S.

"Our dealers are striving to not just improve the customer experience in their facilities, but to become the industry leaders in customer satisfaction on both the sales and service sides of the business," said Al Gardner, head of Dealer Network Development, FCA – North America.

"We now have triple the amount of winning dealerships that may proudly market themselves as Customer First Award for Excellence achievers. Consumers will know that they are in a Customer First dealership from the logos, but more importantly, they will experience the evolution of these elite stores."

Fiat Chrysler created the Customer First Award for Excellence with its dealer partners and J.D. Power to improve customer satisfaction with Chrysler, Jeep, Dodge, Ram and Fiat dealerships in the United States with a specific focus on the sales and service experience, employee training and facility condition, Gardner said.

"Mopar congratulates Customer First dealers who have

demonstrated an elite commitment to serving customers throughout the entire life of their vehicles," said Pietro Gorlier, head of Parts and Service (Mopar). "Mopar shares their unwavering commitment to their customer-first philosophy, and we'll continue to support them through an extensive portfolio of authentic parts and accessories, innovative service lane technology, such as wiADVISOR, and the full dedication of our technical and training staff."

All 2,600 Chrysler, Jeep, Dodge, Ram and Fiat dealerships are eligible to pursue and earn this award on an annual basis, Kisiel said. Dealerships must achieve stringent goals in five core "pillars" to earn the coveted Customer First Award for Excellence designation:

- Facility Certification – Facility provides a clean, comfortable environment for customers;
- Performance Measures – Dealership has achieved highest levels of customer-oriented sales and service goals;
- Training Certification – Employees have received the highest level of required FCA-certified training;
- Employee Surveys – Completed to promote the voice of your employees and a customer-driven culture;
- Process Validation – Certified sales and service processes that support excellence in customer handling.

The Customer First Award for Excellence initiative was rolled out to dealerships in October 2015, Kisiel said. Dealership staff participated in cross-country workshops where they learned of award requirements and dealership best practices.



Chrysler's Tipton, Ind., transmission plant where employees will learn new ways to work.

Chrysler Trainers to Teach at Indiana Plants

As the old saying goes, if you can't bring Muhammad to the mountain, bring the mountain to Muhammad.

Which is what Fiat Chrysler is doing with its World Class Manufacturing program.

The company unveiled plans Feb. 21 to officially open a fourth installment of its World Class Manufacturing Academy (WCMA) in the Hoosier State this March, said Fiat Chrysler spokeswoman Jodi Tinson.

Branded "WCMA Indiana," the \$2.1 million program, funded by Fiat Chrysler and the UAW, will serve employees from all five area facilities at two locations: the Tipton Transmission Plant (TTP) and the UAW National Training Center (NTC) Kokomo.

"In Indiana, we are harvesters,

so it is only natural that we apply our skills in nurturing and cultivating to our manufacturing workforce," said Lori Hoback, FCA US co-lead – WCMA Indiana.

"FCA US and the UAW have a responsibility to develop the current and next generation of workers to continue supporting the production of some of the world's most recognizable automotive brands. When we invest in our people, we invest in our products and our customers. Everyone wins."

Because Indiana is the hub for the automaker's transmission and casting production, the new Academy will serve as an ideal training program for the 8,200 Kokomo and Tipton-based employees. The curriculum has been specifically developed to meet the unique needs of this specialized workforce. Pilot classes began in January 2017 to help finalize the new curriculum and certify the trainers and facilitators.

"The UAW and FCA US understand the significance of investing in and empowering our people, which are equally as important as investing in equipment and products," said Cherylene Hough, UAW co-lead – WCMA Indiana. "We are all thrilled about opening the WCM Academy here in Indiana. As a team, we are eagerly preparing to develop the finest local manufacturing talent in the industry."

The Tipton location will replicate the original Academy located in Warren, Mich., with hands-on training in a flexible, open concept environment. Employees learning at this location will share the benefit of immediate application through actual floor experience at any one of the five local plants. The NTC location will focus on technical training geared toward skilled trades and engineering groups in partnership with Indiana University, Purdue University and Ivy Tech Community College.

This is the fourth installment of the WCM Academy since the opening of its flagship operation in January 2012, Tinson said.

Since then, the WCMA has taken its training on wheels with the WCMA Mobile Unit in 2013, bringing its core curriculum right to the plant floors for more immediate learning. A year later, the Warren Academy underwent a 15,000-square-foot expansion and also established a satellite facility in Saltillo, Mexico.

World Class Manufacturing is a methodology that focuses on eliminating waste, and improving quality and safety in a systematic and organized way. WCM engages the workforce to provide and apply suggestions on how to improve their jobs and their plants, promoting a sense of ownership.

WCM was first implemented by Fiat in 2006 and introduced to Chrysler Group as part of the alliance between the two companies in June 2009, Tinson said. As of September 2016, all five Indiana facilities have earned bronze designations in implementing WCM and are working toward achieving silver status, making the training at the WCMA Indiana crucial to their success.

Since 2009, FCA US has committed investments of more than \$1.9 billion and added more than 4,100 new jobs to its Indiana transmission operations.

The five Kokomo- and Tipton-area manufacturing plants (Kokomo Transmission, Kokomo Casting, Indiana Transmission I and II, and Tipton Transmission) produce the four-, five-, six-, eight-, and nine-speed transmissions powering some of the company's most recognizable vehicles including the Chrysler 300, Jeep Grand Cherokee, Dodge Grand Caravan, and Ram pickup, Tinson said. TTP is the manufacturing site for the innovative eFlite dual-motor electrically variable transmission that powers the 2017 Chrysler Pacifica Hybrid.

Unique Fabricating Reports Finances

Unique Fabricating, Inc. of Auburn Hills, which engineers and manufactures multi-material foam, rubber, and plastic components utilized in noise, vibration and harshness management and air/water sealing applications for the automotive and industrial appliance market, released its preliminary financial results for the fourth quarter and 12 months ended Jan. 1, 2017.

The company reported revenue of approximately \$170 million for 2016 and adjusted diluted earning per share of about 78 cents, compared to 88 cents for 2015.

Fourth quarter revenue for 2017 was \$43.7 million, said

Unique Fabricating spokesman Brett Maas.

"2016 was highlighted by record revenues, strong market demand, the launch of new programs and the integration of an accretive acquisition," said John Weinhardt, CEO. "The investments we are making to scale our operations and manufacturing capabilities were ongoing throughout 2016 as we worked diligently to stay ahead of the demand curve, scale our production facilities and improve productivity."

"A key component to the management of our growth is the installation of new equipment at several of our facilities."

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Mopar-Powered Vehicles Win Big at NHRA

The Mopar-powered machines out of the Don Schumacher Racing (DSR) stable were the undisputed stars of the 57th NHRA Winter Nationals Feb. 12.

Matt Hagan won the Funny Car portion of the event in his Mopar Express Lane Dodge Charger R/T, while Leah Pritchett claimed the Top Fuel crown in her Papa John's Pizza/Mopar Pennzoil Dragster. The win was the 23rd of Hagan's career, while Pritchett earned her second Top Fuel Wal-ly.

Hagan was the No. 1 qualifier in Funny Car on Feb. 11, tying both his national elapsed time and top speed records. He then worked his way through the ladder on Feb. 12, defeating two Mopar Dodge teammates en route to facing Courtney Force in the final. Hagan laid down an elapsed time of 3.875 seconds at 330.07 mph in the left lane to win the title.

All four DSR Funny Cars advanced to the second round, with Hagan moving on to face defending event winner and 2016 champion Ron Capps in the semifinals. Hagan bettered his Mopar teammate after Capps redlit at the starting line.

Hagan's run was not without drama, however, as his car broke loose and he nearly crossed the center line before getting the machine righted. Hagan beat Jeff Diehl in the first round, then won the matchup against teammate Jack Beckman in the Infinite Hero Dodge Charger R/T in round two. Beckman had defeated Cruz Pedregon in the first round. Tommy Johnson Jr. and his Make-A-Wish Dodge Charger R/T defeated Alexis DeJoria in the first round before being bested by John Force.

In Top Fuel, Leah Pritchett could not have scripted a better homecoming. A native of the Southern California town of Redlands, Pritchett won her second career national event in Top Fuel in her third career final round.

She bested Doug Kalitta from the right lane with a pass of 3.711 seconds at 324.98 mph. Pritchett was also the first female No. 1 qualifier in Top Fuel at the Winter Nationals since the legendary Shirley Muldowney accomplished the feat in 1977.

Tesla Motors Lobbies for Direct Selling

HARTFORD, Conn. (AP) – Electric car maker Tesla Motors is making another push to sell its vehicles directly to Connecticut consumers.

The Connecticut legislature's General Assembly's Transportation Committee is considering a bill this session that would allow the Department of Motor Vehicles commissioner to issue new or used car dealer's licenses to electric vehicle manufacturers without a franchise agreement in the state.

Tesla has been lobbying for several years to open retail outlets in Connecticut. State law currently prevents a vehicle manufacturer from also being a retailer.

This year's bill does not place specific limits on how many locations Tesla might open. Jonathan Chang, the company's deputy general counsel, told lawmakers Feb. 22 those decisions will be market-driven.

The Connecticut Automotive Retail Association has opposed Tesla's efforts to sell directly to consumers.

The organization has stated that the company should participate in the existing franchise system.

DICK HUVAERE'S SPECTACULAR 2 DAY MONTH END SELL-A-THON!

INCENTIVES END SOON

DON'T MISS THIS SALE!

FINAL 2 DAYS LEFT FOR FEBRUARY!

MONDAY 8:30AM-9:00PM

TUESDAY 8:30AM-6:00PM

EVERY INCENTIVE ENDS TUESDAY FEB. 28th!

FIN 2 DAYS

CLIP THESE EXCLUSIVE HUVAERE FEBRUARY 2017 COUPONS! CAN SAVE YOU UP TO \$100 A MONTH ON A 24-MONTH LEASE

EXCLUSIVE HUVAERE 2017 1500 CREW CAB FEBRUARY 2017 CASH \$2500

EXCLUSIVE HUVAERE FEBRUARY 2017 TRADE-IN BONUS CASH \$2000

EXCLUSIVE HUVAERE FEBRUARY 2017 BONUS CASH \$2000

2017 HUVAERE LEASE SPECIAL! GREAT SELECTION TO CHOOSE FROM!

2017 DODGE JOURNEY GT • All Wheel Drive • Leather

LEASE FOR 24 MO. \$119** \$95 DUE #D7-00120

2017 HUVAERE FEBRUARY SPECIAL 2017 JEEP PATRIOT HIGH ALTITUDE HUGE SELECTION FOR IMMEDIATE DELIVERY! 4x2 LEASE FOR \$72** 36 Mos. \$1195 due 39 Mo 1 PAY LEASE \$3199** J7-600118 • Leather • Sunroof • Power Driver's Seat 173 AVAILABLE

2017 HUVAERE FEBRUARY SPECIAL 2017 JEEP COMPASS HIGH ALTITUDE 4X4 J7-50138 Lease For \$72** 36 Mo \$1295 Due HUGE INVENTORY FOR IMMEDIATE DELIVERY! • Leather Seats • Power Sunroof • Power Driver's Seat • Bright Side Roof Rails • High Altitude Package 264 2017 COMPASS' AVAILABLE!

2017 HUVAERE FEBRUARY SPECIAL 2017 DODGE GRAND CARAVAN SXT GT D7-40564 D7-40675 Lease For \$109** 24 Mo \$95 Due Lease For \$109** 24 Mo \$125 Due Incredible Huvaere February Special

CHRYSLER FEBRUARY BUY SPECIALS

New 2015 Chrysler 300 S C5-30269 SALE PRICE \$25,384* • Navigation • Dual Pane Sunroof

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2017 Chrysler 300 S AWD LEASE FOR \$117** 24 Mos. \$195 due C7-31030

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ALL NEW 2017 CHRYSLER PACIFICA

SALE PRICE \$21,708* or LEASE FOR \$179** 24 Mos. \$1995 due C7-41230

\$2000 HUVAERE CASH!

ALL NEW 2017 CHRYSLER PACIFICA TOURING L LEASE FOR \$169** 24 Mos. \$1995 due C7-41333

Your Choice! Great Lease Payments!

ALL NEW 2017 CHRYSLER PACIFICA TOURING L Plus LEASE FOR \$187** 24 Mos. \$1995 due C7-41153

ALL NEW 2017 CHRYSLER PACIFICA LIMITED

SALE PRICE \$33,446* or LEASE FOR \$189** 24 Mos. \$1995 due C7-41138

\$2000 HUVAERE CASH!

Jeep 2017 FEBRUARY LEASE SPECIAL 2017 Jeep Compass High Altitude J7-50425 Lease For \$88** 36 Mo \$895 DUE 2.4L DOHC, 6 Speed Auto. Trans, Leather Seats, Power Sunroof. HUGE INVENTORY FOR IMMEDIATE DELIVERY! 264 2017 COMPASS' AVAILABLE!

2017 HUVAERE SPECIAL BUY 2016 Jeep Cherokee Limited 4x4 High Altitude Edition 11 in Stock • Leather • 18" Black Aluminum Wheels • Don't Wait! Won't Last Long!

SALE PRICE \$21,999*

NEW 2015 JEEP RENEGADE LATITUDE 4X4 SALE PRICE \$16,872* J5-80094

2016 JEEP RENEGADE LATITUDE SALE PRICE \$15,930* J6-80028

2017 JEEP RENEGADE LATITUDE 4X4 SALE PRICE \$20,195* J7-80004

2017 JEEP GRAND CHEROKEE LAREDO 4X4 LEASE FOR \$119** 24 Mos. \$1200 due J7-20092

2017 JEEP GRAND CHEROKEE LIMITED 4X4 LEASE FOR \$159** 24 Mos. \$1995 due J7-20217

2017 JEEP WRANGLER UNLIMITED 4X4 SALE PRICE \$26,999* J7-30059

2017 JEEP WRANGLER UNLIMITED 4X4 SALE PRICE \$32,258* J7-30057

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RAM February is officially Truck Month at Dick Huvaere's • Special 24 Month Huvaere Leases • Monthly or 1 Pay Specials!

2017 RAM 1500 CREW CAB 4X4 February Is TRUCK MONTH! LEASE FOR \$129** 24 Mos. \$895 due \$2500 HUVAERE CASH D7-12075

2017 RAM 1500 CREW CAB 4X4 Hitch • 20" Wheels • Side Steps • Backup Camera LEASE FOR \$137** 24 Mos. \$995 due \$2500 HUVAERE CASH D7-12539

DICK HUVAERE'S IS YOUR RAM STORE FEBRUARY IS THE TIME TO LEASE A RAM! 2017 1500 CREW CAB 4X4 BIG HORN LEASE FOR \$126** 24 Mos. \$1995 due • Big Horn • Spray-in Bedliner • Heated Seats • Alpine Speakers #1 RAM STORE 2013, 2014, 2015, 2016 D7-12088

FEBRUARY IS A GREAT TIME TO LEASE A RAM! 2017 1500 CREW CAB 4X4 BIG HORN LEASE FOR \$137** 24 Mos. \$1995 due • 5.7 Hemi • Big Horn • 8.4 Nav. • Uconnect • 26S Package • Premium Interior • And So Much More ABSOLUTE BEST RAM DEALS ARE AT DICK HUVAERE'S D7-12229

2017 RAM 1500 CREW CAB 4X4 REBEL #1 RAM STORE 2013, 2014, 2015, 2016 LEASE FOR \$196** 24 Mos. \$1995 due \$2500 HUVAERE CASH D7-12397

DODGE FEBRUARY LEASE SPECIAL! 2017 Dodge Journey GT AWD D7-00120 • Leather Interior • Navigation • Back-up Camera • Roof Rails • All Wheel Drive LEASE FOR \$119** 24 Mos. \$95 due Great Selection!

2016 DODGE CHALLENGER HELLCAT SRT AUTO. TRANS. SALE PRICE \$60,225* D6-50082 EMPLOYEE/FRIENDS DISCOUNT AVAILABLE! LEASE FOR \$438** 36 Mos. \$1995 due HELLCAT LEASE SPECIALS! LEASE FOR \$410** 36 Mos. \$1995 due D6-50004

NEW 2015 DODGE CHALLENGER R/T CLASSIC SALE PRICE \$32,402* D5-50052 \$2000 HUVAERE CASH On All Challengers In Stock! NEW 2016 DODGE CHALLENGER SXT SALE PRICE \$18,998* D6-50045

2017 GRAND CARAVAN SXT LEASE FOR \$109** 24 Mos. \$1995 due D7-40564

2017 GRAND CARAVAN SE LEASE FOR \$18,876* D7-40502

2017 GRAND CARAVAN GT LEASE FOR \$109** 24 Mos. \$1995 due D7-40675

2017 DODGE DURANGO SXT AWD LEASE FOR \$155** 24 Mos. \$1995 due D7-30055

2017 DODGE DURANGO RT AWD LEASE FOR \$259** 24 Mos. \$1995 due D7-30032

866-610-0090 Online at: DriveEnvy.com SPECIAL SALE HOURS: Monday thru Thursday 8:30-9:00 Friday 8:30-6:00 Saturday 9:00-4:00 TRUCK MONTH RAM PRESIDENTS' DAY EVENT

Pictures may not reflect actual vehicle. * The FCA US LLC (Formerly Chrysler Group) Employee Advantage Purchase program sale prices and lease payments quoted. ** 24, 27, 30, 36 month FCA US LLC employee leases. The amount due on all leases require amount due plus monthly tax, cap cost reduction tax, first payment, title, plate, doc fee and destination charge. Security deposit is waived on all lease payments. Lease payments are 10,000 miles per year. 20 cents per mile thru Ally or 25 cents thru Chrysler Capital for excess mileage. Customer must qualify for 1 or 5 year credit approval. Payments subject to change due to lower approved credit tier. Banks may require to prove income and residency for credit approval. Customer is responsible for excess wear and tear. Total deferred price is the sum of the purchase price, plus doc fee, plate fee, sales tax, and accrued finance charges over the term of the lease. All rebates and program monies assigned back to dealer. All prices and lease payments are based off FCA US LLC incentives thru the Great Lakes Business Center. Rebates as retail consumer cash, lease cash, lease loyalty, military, trade assist cash, finance bonus cash and all other Great Lakes offers will be applied. The dealer invoice amount is not a net factory price to dealer. Customers may not qualify for all offers, incentives, discounts or financing offers. See dealer for qualifications and complete details. Exclusive Huvaere new car cash coupon has been applied to all sale and lease payments in this ad. Vehicle sale prices include Chrysler Capital bonus cash-most finance thru Chrysler Capital. Ram leases include Great Lakes Truck Conquest Bonus cash. *Sale prices include lessee loyalty retail bonus cash, customer must qualify. 1.84 month buy, 2.99% APR with approved credit.



A more detailed view of the 2018 Dodge Demon is coming.

Dodge to Debut SRT Demon At New York Auto Show

Dodge will introducing the new 2018 Challenger SRT Demon at the upcoming New York Auto Show, and some lucky fans will be able to attend.

First, Dodge started releasing pre-reveal teaser videos, giving its followers rare and unique insight into the new 2018 Dodge Challenger SRT Demon across its official social channels, said Fiat Chrysler spokeswoman Eileen Wunderlich. Now, the brand will be inviting a limited number of its loyal social media fans to attend the hotly anticipated ultimate muscle car’s reveal during New York Auto Show week this April in the week before Easter.

“Our Dodge//SRT fans are among the most enthusiastic and socially engaged in the automotive industry,” said Tim Kuniskis, head of Passenger Cars, Dodge, SRT, Chrysler and FIAT, FCA North America. “They also have an insatiable appetite for any news about Dodge//SRT products. Building uniquely branded content, such as ifyouknow-youknow.com, is just one of the many ways that our enthusiasts can share in the excitement and also gives them the opportunity

to customize the content to make it their own.

“Inviting fans to attend the reveal of the all-new 2018 Dodge Challenger SRT Demon in New York is our way of saying ‘thank you’ for being a vital part of Dodge and SRT.”

Since Jan. 12, 2017, fans have been given glimpses into the Dodge Challenger SRT Demon through the pre-reveal teasers, Wunderlich said.

The videos have Dodge//SRT enthusiasts buzzing, sharing the content, deciphering clues about the videos’ meaning, and creating their own custom content from the teasers. Fans have been invited to check out the ifyouknowyouknow.com website, where they can find weekly updates and can access and share content.

“We haven’t contacted anyone yet with invitations,” Wunderlich said. “We will be sending them out via social media. Those who receive an invite will have the opportunity to be at a major auto show and see the roll-out of an exciting new project. This is an honor usually reserved for people in the media.

Vehicle Popularity Gives Buyer Opportunities

by TOM KRISHER
AP Auto Writer

DETROIT (AP) – If you do your homework, now is the time to practically steal a new sedan from your car dealer.

For more than a year, sales of cars have been tanking because Americans have gone nuts over SUVs and trucks. As stockpiles of sedans such as the Chevrolet Malibu and Chrysler 200 stretch across car lots, automakers are forced to offer big discounts to move them.

There are a few steps to finding the best bargain, but it boils down to this: Figure out which cars aren’t selling, research discounts and don’t buy until the end of the month when dealers are more desperate to sell.

Brad Korner, general manager of AIS Rebate, an Ann Arbor firm that follows the labyrinth of automaker discounts, equates buying a car cheap with purchasing discounted baked goods. To get the good deal, you have to really look.

“You go into the store and the day-old bakery stuff is on a different shelf,” he says.

Be wary of offers that seem too good to be true, like \$69 per month payments. Earl Stewart, a North Palm Beach, Fla., Toyota dealer who is critical of other dealers’ sales tactics, advises people to ignore dealer advertising.

“Probably 99 percent of it is misleading,” he says.

“The low-price deals often are on stripped-down models that the dealer may not even have. They also can include hefty down payments.”

But armed with the right information, you can navigate the new car sales maze and get 20 percent or more off a car’s sticker price:

- Pick a target and find slow sellers.

For more than a year, many compact, midsize and large cars, gas-electric hybrids, and many lower-level luxury cars haven’t sold well. So dealers have big supplies. Because they’re paying interest on the cars, they’re eager to sell. So figure out the size of car you want. Then look for automaker monthly sales press releases on the internet and find models with big year-over-year declines.

The sales figures are released early in the month. To get the best deal, you can’t be too picky about color or equipment because you need to buy what’s on dealer lots.

- Look for discounts online.

Many websites, including those from the auto companies as well as kbb.com, truecar.com and Edmunds.com, list publicly available discounts called incentives. Say you decide on a mid-size car. Sales of the Nissan Altima were off nearly 15 percent in January, so incentives are likely. On its website, Nissan was offering \$4,550 off a nicely equipped \$25,460 Altima Midnight edition.

That’s nearly 18 percent off the sticker without haggling! There often are combinations of zero percent financing and cash back. According to Wards Automotive, midsize cars with the biggest inventories include the Chevrolet Malibu, Honda Accord, Toyota Camry, Hyundai Sonata and Ford Fusion – some of the top-selling cars in the U.S.

- Visit dealers.

During the first two weeks of the month, go to a few dealers. Confirm the incentives you found online – then ask for more. Often automakers add deals by region, or they offer rebates if you own a competitor’s model or have one of their models.

There also are other discounts for being an AAA member, serving in the military or being a recent college graduate. Most salespeople, when they find out you’ve done your homework, will be honest and give you a good price, says Korner. Michelle Krebs, an analyst for Autotrader.com, says at this point, don’t mention a trade-in. Work that into the deal later. Don’t agree to buy at this time.

- Pick a dealer, and go back later.

You’ll get an even better price by waiting until the last few days of a month or quarter. First, dealers offer salespeople bonuses to meet monthly sales goals. If they are close to the bonus, they’ll be more willing to deal. Also, dealers get what are called “stair step” incentives from automakers for hitting sales goals. It’s big money, so dealers close to their targets are more willing to bargain.

For a larger dealer, Stewart says hitting stair step goals can mean \$250,000 or more, the difference between a monthly profit and loss. General Motors is helping some dealers get rid of 2016 cars by giving up to 20 percent off the sticker.

Bigger dealers can get higher payments from automakers and sometimes can offer better prices than smaller ones.

The bottom line is if you go through all these steps and you’re a tough negotiator, you can get a well-equipped car for less than the price of a stripped-down SUV.

Even if you don’t move this month, deals on cars probably will go on for a while. “Until the buying public loses its appetite for SUVs, it’s not going to change,” says Jeff Rogers, general manager of the Williamson Automotive Group in Miami.



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Join us as we feed and give hope to those need it most this Holiday season. Please purchase your meal tickets today for \$2.05 each.

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TACOM Selects New ILSC Exec Director

Officials with the Department of the Army Senior Executive Talent Management Program have appointed Marion G. Whicker of Trenton the acting executive director of the U.S. Army TACOM Life Cycle Management Command’s Integrated Logistics Support Center (ILSC) in Warren. The post is effective Feb. 19.

U.S. Army TACOM’s ILSC sustains warfighting readiness and manages a large part of the Army’s investment in warfighting capacity; integrating nearly 3,000 weapon systems forming the core of Army readiness, said Army spokesman Don Jarosz.

The ILSC’s approximately 3,500 active-duty soldiers and Army civilians are charged with complete cycle support of aircraft armament, small arms, field artillery, mortars, tools and training systems, tactical vehicles, light and heavy combat vehicles, watercraft, soldier/biological/



Marion Whicker

chemical systems and deployment/support equipment.

“In this position, Ms. Whicker will oversee the readiness of the majority of Army maintenance, fielding, new equipment training, supply chain management, and systems readiness.

“She has the full confidence and support of the TACOM command-

ing general and myself, and we look forward to what will most certainly be her positive contributions to the Command,” said Brian Butler, U.S. Army TACOM’s deputy to the commanding general.

Prior to this appointment, Whicker served as the Command’s deputy chief of staff since March 2015. A career Army civilian since 1984, she has held numerous supply chain, fleet planning, project management, asset management, fielding and training leadership and fiscal planning roles of increasing responsibility. She is regarded as one of the Army’s premier logisticians.

A member of the Army Acquisition Corps, she holds the Army’s highest certification in Life Cycle Logistics.

She has a bachelor’s degree in business administration from Iowa Wesleyan College and a master of science in administration in Leadership from Central Michigan University.

Art Van Launches New Charity Fundraiser

Art Van Furniture has opened the application process for charities across the Midwest to compete in its ninth annual Art Van Charity Challenge, said Art Van spokeswoman Diane Charles. The three-week campaign will once again be championed by returning Art Van Charity Challenge Ambassador model Cindy Crawford, with the winning charity receiving a \$100,000 grant from Art Van Furniture.

“Our success at Art Van Furniture is deeply rooted in our commitment to giving back just as much as we have received from the communities we serve,” said Kim Yost, Art Van CEO. “We are excited to see this spirited competition return to ignite a new focus and drive for making a differ-

ence in the lives of those who need us most.”

With Crawford partnering with Art Van Furniture for a third consecutive year to promote the challenge, charities across the Midwest that provide assistance to children, health care and human services are eligible to submit applications through Tuesday, March 28, 2017.

Art Van Furniture will award a total of \$180,000 in grants to the fundraising nonprofits, with the grand prize winner receiving a \$100,000 grant, Charles said.

The fundraising portion of the challenge will kick off on Tuesday, April 4, at noon and runs through Tuesday, April 25, at noon. The winners will be announced on Wednesday, April 26.

“We have all needed someone to step in and graciously offer a helping hand to carry us through a challenging time or experience,” said Crawford. “It is an honor for me to once again partner with Art Van Furniture to amplify the message of hundreds of charities in need. In my last three years as ambassador, we have helped countless individuals, and I look forward to another successful year.”

Powered by CrowdRise, the Art Van Charity Challenge raised \$2.3 million last year alone, Charles said. Since the Art Van Charity Challenge started in 2009, Art Van Furniture has donated more than \$8 million and raised over \$24 million for more than 350 charities.



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MONUMENTAL SAVINGS All Month Long on EVERY New Buick or GMC In Stock!

2017 BUICK ENCORE



- 1.4L TURBO DOHC ENGINE!
- PUSH BUTTON START!
- INTELLINK RADIO w/8" DIAGONAL COLOR TOUCH SCREEN!
- 18" ULTRA BRIGHT ALUMINUM WHEELS!
- REMOTE KEYLESS ENTRY!
- REAR VISION CAMERA!
- BLUETOOTH FOR PHONE!
- ONSTAR w/4G LTE w/BUILT-IN WI-FI HOTSPOT!

STK# BG463

Was \$25,430
Sale Price \$20,899*

NO EMPLOYEE DISCOUNT REQUIRED!

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

24 MONTH LEASE
\$107* PER MONTH
\$999 DOWN
NO SECURITY DEPOSIT REQUIRED

2017 BUICK ENCLAVE



- 3.6L VARIABLE VALVE TIMING V6 ENGINE!
- INTELLINK RADIO w/8" DIAGONAL COLOR TOUCH SCREEN!
- REMOTE START AND ENTRY!
- 7 PASSENGER "CAPTAIN CHAIR" SEATING!
- TRI-ZONE CLIMATE CONTROL!
- POWER LIFTGATE!
- 19" ALUMINUM WHEELS!
- ONSTAR w/4G LTE w/BUILT-IN WI-FI HOTSPOT!

STK# BG586

Was \$40,140
Sale Price \$30,899*

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

24 MONTH LEASE
\$159* PER MONTH
\$999 DOWN
NO SECURITY DEPOSIT REQUIRED

2017 BUICK REGAL "SPORT"



- 2.0 TURBO DOHC 4 CYL. SIDI ENGINE!
- INTELLINK RADIO w/8" DIAGONAL COLOR TOUCH SCREEN!
- REAR SPOILER!
- REMOTE KEYLESS ENTRY!
- 18" ALUMINUM WHEELS!
- REAR VISION CAMERA!
- BLUETOOTH FOR PHONE!
- ONSTAR w/4G LTE w/BUILT-IN WI-FI HOTSPOT!

STK# BG145

Was \$29,540
Sale Price \$22,789*

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

39 MONTH LEASE
\$169* PER MONTH
\$999 DOWN
NO SECURITY DEPOSIT REQUIRED

2017 BUICK LaCROSSE



- 3.6L V6, DI, VVT ENGINE!
- INTELLINK RADIO w/8" DIAGONAL COLOR TOUCH SCREEN!
- PUSH BUTTON START!
- REMOTE KEYLESS ENTRY AND START!
- 18" ULTRA-BRIGHT MACHINED-FACED ALUMINUM WHEELS!
- REAR VISION CAMERA!
- BLUETOOTH FOR PHONE!
- ONSTAR w/4G LTE w/BUILT-IN WI-FI HOTSPOT!

STK# BG307

Was \$36,900
Sale Price \$29,490*

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

39 MONTH LEASE
\$239* PER MONTH
\$999 DOWN
NO SECURITY DEPOSIT REQUIRED

EXPERIENCE  THE NEW BUICK

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 GMC SIERRA DOUBLE CAB 4x4



- ELEVATION EDITION!
- 4.3L V6 ECOTEC3 ENGINE!
- INTELLINK RADIO w/7" DIAGONAL COLOR TOUCH SCREEN!
- REAR VISION CAMERA!
- TRAILERING PACKAGE!
- REMOTE KEYLESS ENTRY!
- 20" ALUMINUM WHEELS!
- PREVIOUS COURTESY VEHICLE APPROX 2,000 MILES!

STK# BG68A

Was \$40,980
Sale Price \$31,899*

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

36 MONTH LEASE
\$149* 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*

NO EMPLOYEE DISCOUNT REQUIRED!

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

24 MONTH LEASE
\$189* PER MONTH
\$999 DOWN
NO SECURITY DEPOSIT REQUIRED

2016 GMC SIERRA 2500 HD REG CAB 4WD



- 5.3L V8 ECOTEC3 ENGINE!
- INTELLINK RADIO w/8" COLOR TOUCH SCREEN!
- REAR VISION CAMERA w/PARK ASSIST!
- POWER DRIVER'S SEAT!
- REMOTE ENTRY AND START!
- TRAILERING PACKAGE w/BRAKE CONTROLLER!
- 20" ULTRA BRIGHT ALUMINUM WHEELS!
- ONSTAR w/4G LTE w/BUILT-IN WI-FI HOTSPOT!

STK# BG80

Was \$41,230

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

NOW \$27,699*
SAVE OVER \$13,500!

GMC WE ARE PROFESSIONAL GRADE

We NEED your Trade... Get \$1000 OVER Kelley Blue Book... GUARANTEED!*



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Wednesday	8:00 AM - 6:00 PM
Thursday	8:00 AM - 9:00 PM
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McCutchen, Chevy Support Youth Baseball

As spring arrives, thoughts turn to baseball, and Chevy has that covered.

Chevrolet has enlisted the help of two world-class athletes to support the brand's youth sports programs around the country, said GM spokeswoman Afaf Farah.

Andrew McCutchen, MLB All-Star and outfielder for the Pittsburgh Pirates, will work with the brand on its Youth Baseball initiatives. Chevrolet is also working with Alex Morgan, gold medalist and soccer champion, to help the brand grow its youth soccer programs.

"At Chevrolet, we celebrate the power of play and the positive effect it has on kids, families and communities," said Paul Edwards, U.S. vice president of Chevrolet Marketing.

"Partnering with Andrew McCutchen and Alex Morgan allows us to share their expertise and passion for their individual sports and demonstrate to children everywhere that with perseverance and dedication anything is possible."

Since 2006, Chevrolet, in partnership with its dealers, has been supporting baseball and softball at the youth level in communities across the country through Chevy Youth Baseball, a grassroots, community outreach program, Farah said.

Participating youth baseball and softball leagues receive equipment and sponsorship checks from Chevrolet, as well as unique Major and Minor League Baseball experiences such as exclusive instructional clinics. In the last 11 years, Chevy Youth Baseball has donated more than 135,000 equipment kits, renovated 9,400 parks and impacted more than 6.7 million boys and girls across the U.S.

"I have so many great memo-



Star-struck kids spend time at the ballfield with Pirates all-star outfielder Andrew McCutchen.

ries playing little league ball – from hitting my first home run to just being together with my friends – experiences that taught me to love the game," said McCutchen, the 2013 National League MVP. "I am thankful that I was able to achieve my dream and am excited to support Chevy Youth Baseball so that more of the dedicated and talented youth around the country have the same support and opportunity to make it to the big leagues."

Chevrolet will once again sponsor Major League Baseball's PLAY BALL initiative, a collaborative effort between MLB, USA Baseball and USA Softball to encourage participation in all forms of baseball and softball.

Youth baseball isn't the only

sport Chevrolet sponsors, Farah said. Since 2010, Chevrolet, in partnership with its dealers, has also been supporting soccer at the youth level in communities across the country through Chevy Youth Soccer, a grassroots, community outreach program.

Participating youth soccer leagues receive equipment and access to instructional clinics. In the last six years, Chevy Youth Soccer has donated more than 6,200 equipment kits, provided free instruction on soccer fundamentals to more than 600,000 students and impacted more than 5 million kids across the U.S.

"Youth sports were a huge part of my life and really helped shape who I am today," Morgan said. "I know how much work

goes into chasing your dream and I was so lucky to have the support of my family and community. That is why I am thrilled to be able to support so many young people through Chevy Youth Soccer as they chase their dreams on the field."

Possible Opel Sale Creates Worries

BERLIN (AP) – Chancellor Angela Merkel has called the chief executive of PSA Group, the maker of Peugeot and Citroen cars, to discuss its potential takeover of General Motors' German subsidiary.

Merkel's spokesman said PSA boss Carlos Tavares told her Feb. 21 that the Opel unit would remain independent within the

MCC to Feature Tall Tales and Michigan Folklore

Macomb Community College is celebrating Michigan's cultural history, formed in part by imaginative myths and folklore.

The Lorenzo Cultural Center, located on Macomb Community College's Center Campus in Clinton Township, will explore that personality with Tall Tales and Folklore: Exploring Michigan's Traditional Stories, March 2 through May 5, said MCC spokesman Sean Patrick.

With 30 presentations and performances complemented by exhibits in the cultural center's 8,500-square-foot Discovery Hall, Tall Tales and Folklore will give audiences a look into Michigan's heritage with presentations on subjects ranging from investigations into the wreck of the Edmund Fitzgerald to songs from Michigan lumber camps.

The program series will kick off on Thursday, March 2, at 6 p.m. with a book signing by "The Thrill of the Chill" author Johnathan Rand, Patrick said.

While the presentations and exhibits are open to the public at no charge, preregistration is required for presentations by calling 586-445-7348 or by emailing culturalcenter@macomb.edu.

Visit macomb.edu for a complete listing of speakers.

group. The spokesman said Tavares also assured Merkel that PSA would safeguard Opel's sites and planned investments and "honor job guarantees."

Opel employs 19,000 people in Germany out of Opel's total workforce of 38,000. It's an election year in Germany, so politicians are very sensitive to possible job losses.

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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

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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

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INCLUDES: ALL TAXES & FEES, NO SECURITY DEPOSIT

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

24 months

10,000 miles year

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PREFERRED FWD
PURCHASE FOR
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STOCK #TNNHVT



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STOCK #B573050



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STOCK #B470197



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2017 Ford F-150 Raptor

Saikawa Named to Replace Ghosn as Chief Executive

CONTINUED FROM PAGE 1

rupt Nissan to a turnaround. He has said for years he hoped to hand over the running of Nissan.

“I will continue to supervise and guide the company, both independently and within the Renault-Nissan-Mitsubishi alliance. This planned change will also allow me to devote more time and energy to managing the strategic and operational evolution and expansion of the alliance,” he said.

Saikawa was groomed for the role, serving as co-CEO since late last year. A graduate of the prestigious University of Tokyo, he has overseen various operations at Nissan, which makes the March subcompact, Leaf electric car and Infiniti luxury models.

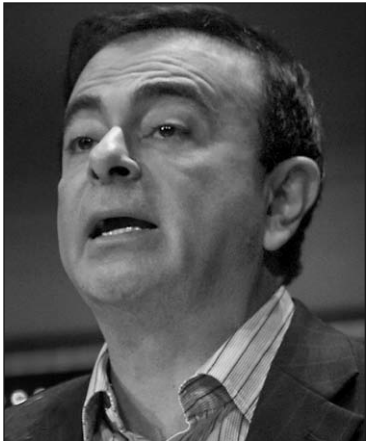
“I am confident that the management team I have developed at Nissan over the past 18 years has the talent and experience to meet the company’s operational and strategic goals,” Ghosn said.

After joining Nissan in 1977, he has managed Nissan’s U.S. and European businesses and its supply chain and customer satisfaction. More recently, he had complete control over its research, design and other overall operations.

Rebecca Lindland, executive analyst for *Kelley Blue Book*, stressed Ghosn remains very much in command.

“After years of playing maestro to a multi-cultural, multi-branded behemoth, Mr. Ghosn is focusing solely on orchestrating the strategic and operation success of his latest alliance, the symphony of Renault-Nissan-Mitsubishi,” she said.

“He’s leaving the day-to-day tasks of Nissan to Saikawa-san, and there’s no indication Mr. Ghosn is contemplating hanging up his baton,” she added, using



Carlos Ghosn

the honorific “san” for Japanese names.

It is still unclear what Ghosn specifically has in mind for Mitsubishi, under the alliance. But the brand, although tarnished over scandals that go back decades, is believed to have potential in Southeast Asia.

Nissan stepped in after Mitsubishi was found inflating fuel economy figures for its minicar models, also sold under the Nissan brand. Buyers were compensated with cash rebates.

In an earlier scandal, Mitsubishi’s reputation was hammered by a massive cover-up of defects that surfaced in the early 2000s, and had been going on for decades.

Bigger manufacturers are often better placed to ride out intense competition in the auto industry and Ghosn has said he grabbed at an opportunity to gain scale as Mitsubishi shares nose-dived after the mileage scandal surfaced.

Combining global vehicles sales for the three brands, Ghosn’s alliance is among the biggest groups in the industry, although it still trails Volkswagen AG, at No. 1, Japanese rival Toyota Motor Corp., and GM.

Wisconsin Looks at Michigan Law Concerning Autonomous Vehicles

MADISON, Wis. (AP) – Most cars on Wisconsin roads will be driverless two decades from now, a University of Wisconsin researcher says.

“They’re coming, whether we like it or not,” engineering professor David Noyce said at an Assembly committee hearing on the future of autonomous cars Feb. 22.

Driverless cars can make driving safer, cut traffic, reduce emissions and give more people the ability to get around, according to Noyce and others who testified.

But many challenges remain: bad weather and hackers can throw off the tech, the cars are pricey and raise new legal questions, such as who is liable when something goes wrong.

Last month, the University of Wisconsin-Madison Traffic Operations and Safety Laboratory was one of 10 groups nationwide the federal government designated to test the vehicles. But Wis-

consin still trails other states in preparing for the transition, Noyce said.

Uber, GM and companies developing the tech are jockeying to get a say in how the state sets its groundwork. Both Uber and GM plan to run ride-sharing networks of driverless cars.

Critics say a law passed last year in Michigan at GM’s urging intentionally boxes out GM’s competitors in the state. But GM lobbyist Brian O’Connell, who testified at the committee hearing, called Michigan’s law the “gold standard.”

Legislatures in 11 states and Washington D.C. have already passed laws related to driverless cars.

The governors of two other states have signed executive orders for driverless car testing.

Noyce said driverless cars remove the risk of driver distraction or error, which he said account for more than 90 percent of traffic deaths.

F-150 Raptor Earns Yet Another Award

Add yet another trophy to the 2017 Ford F-150 Raptor showcase. The new Raptor crushed the competition in the California desert to earn AutoGuide.com’s Pickup Truck of the Year, said Ford spokesman Jiyan Cadiz.

Earlier this year, Raptor took home Best Pickup Truck of 2017 honors from Cars.com and the Four Wheeler Pickup Truck of the Year award, said Cadiz.

“The 2017 Raptor is the whole package. It’s not just suspension or just appearance. Ford left no stone unturned with this purpose-built Baja runner, and it shows,” said Stephen Elmer, AutoGuide.com trucks editor.

“While each truck in this year’s competition brings something to the table, the Raptor feels truly special, managing to provide a truck that is capable, intelligent,

and most of all, a riotous amount of fun.”

In earning the AutoGuide.com award, the F-150 Raptor won over the judges during testing in Barstow, Calif., where they praised the Raptor’s innovation, overall driving experience and value for the money, Cadiz said.

The off-road F-150 Raptor builds on the success of its predecessor with performance gains and new technology that didn’t go unnoticed by AutoGuide.com reviewers, Cadiz said. With a high-output 3.5-liter EcoBoost engine generating 450 horsepower and 510 lb.-ft. of torque, segment-first 10-speed automatic transmission, a six-mode Terrain Management System, and a high-strength, military-grade, aluminum-alloy body that saves 500 pounds over the previous model,

the new Raptor stands alone among high-performance off-road trucks, said Cadiz.

The 2017 F-150 Raptor’s chassis also sets the performance bar with its second-generation BF Goodrich KO2 tires designed exclusively for the truck’s extended off-road capabilities, Cadiz said. In addition, upgraded FOX Shocks (jointly engineered by Ford Performance and FOX) are 44 percent larger with 3-inch diameter shock canisters (2.5-inch previously) and nine-stage bypass damping, delivering improved suspension control. The new shock design enables an increase in suspension travel to 13-inches at the front and 13.9-inches at the rear (a 0.8-inch front and 1.9-inch rear increase in wheel travel compared to its predecessor).

French Carmaker Sees Profits Increase

PARIS (AP) – French carmaker PSA Group saw its profits jump last year and is giving dividends for the first time since 2011, burnishing its image as it weighs a buyout of General Motors’ money-losing European operations.

While revenues last year were largely stable, PSA’s 2016 financial results Feb. 23 reflected the company’s marked recovery since a bailout by Chinese investors and the French state three years ago.

Group income was 1.7 billion euros, up from 899 million in 2015, attributed in part to a faster-than-expected cost-cutting. It also announced plans for a 48 euro cents dividend per share, its first in six years.

In vaunting the 2016 results, PSA Chairman Carlos Tavares said his company is “now very, very close to becoming the

benchmark of the automotive industry in terms of efficiency and effectiveness.”

PSA did not release new information about its talks with GM over a possible takeover of German-based Opel and its U.K. brand Vauxhall, which would create Europe’s No. 2 carmaker by market share, behind Volkswagen.

The prospect has raised concerns about job cuts around Europe, a politically sensitive issue in election years in Germany and France.

The German and French economy ministers discussed the potential deal at a meeting in Paris on Feb. 23.

Opel employee representatives and union leaders in Germany say they will push to keep current jobs and factories, and Britain’s biggest trade union has demanded on Feb. 23 that the

government protect Vauxhall as Britain prepares to leave the EU and PSA considers a buyout.

PSA and GM said earlier in February that they are considering expanding their current cooperation, including a possible PSA purchase of Opel.

Detroit-based GM has been trying to boost prospects for its European business, which last made a full-year profit there in 1999.

Beyond Europe, Tavares acknowledged that PSA is frustrated with lost market share in China, but said PSA hopes to double sales in Iran this year after the lifting of sanctions allowed the French carmaker to revive activities there.

The chief financial officer said PSA took a “big hit” on currency volatility, especially in Argentina and in Britain after its vote to leave the European Union.

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

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Stock# H36150

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

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- Chevrolet Complete Care INCLUDED!

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

36 MONTH LEASE



\$163



\$999 Down

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

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Stock# H34950

Was \$32,795 Sale Price: \$26,745*

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- Remote Keyless Entry!
- Automatic Transmission!
- OnStar w/4G LTE w/built-in Wi-Fi Hotspot!
- Aluminum Wheels!
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- Steering Wheel Radio Controls!
- Chevrolet Complete Care INCLUDED!

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Was \$41,060 Sale Price: \$31,599*

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