

Tech Center Gets Street Signs – 60 years Later

by Jim Stickford

It's an idea whose time has come – giving official names to the streets that go through the GM Global Technical Center in Warren.

Candice Messing, program manager of Global Technical Transformation at GM, said that many people are surprised by a couple of sign-related facts at the Tech Center.

First, there are traffic signs such as stop signs, speed limit signs that are enforceable by law.

"We have a partnership with the Warren police," Messing said, "to enforce traffic regulations as laid down by the traffic signs at the Tech Center campus. We want to keep people safe, which is why there are traffic signs limiting speeds and telling people to stop at intersections. That is why there are speed bumps on the Tech Center roads. Remember, 25,000 people use the Tech Center every day. It's really like a small town."

And now, Messing said, it's like a small town that has roads with actual names.

"We are putting in street signs with new names for the Tech Center roads," Messing said. "It's something that is being done for the first time since the Tech Center opened in 1956. That's more

than 60 years. People are surprised to learn that most of the roads weren't named."

The reason for naming the Tech Center roads is part of a larger effort by GM to remove any barriers to innovation within the company, Messing said.

"We can now give people directions to particular locations within the Tech Center," Messing said. "So if someone needs to go to the Tech Center to collaborate with someone who works there, that visitor can now punch in an address using a service like Google Maps and get directions that will take the visitor directly to where he or she needs to go."

The street names have been registered with the Post Office, so now mail can more quickly get to where it needs to go, Messing said.



The Tech Center's new street signs are a callback to 1956.

The actual street signs were designed to fit in with the historic signage used throughout the Tech Center.

"When it comes to street signs,

they really don't make them like they used to," Messing said. "The signs we put up look like they've

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GM Profits Ride on Strength of SUV Sales

by TOM KRISHER
AP Auto Writer

DETROIT (AP) – People are buying more SUVs and trucks and paying General Motors handsomely for them, pushing the company's first-quarter net income up 34 percent to a record \$2.6 billion, according to figures released April 28.

U.S. sales of large truck-based SUVs such as the Chevrolet Tahoe rose nearly 15 percent for the quarter to almost 54,000. Pickup truck and van sales were up 1 percent to 238,000, and sales of smaller SUVs rose 16 percent to nearly 219,000, according to GM.

Analysts say GM makes \$10,000 or more on each big SUV

and pickup as people load them out with options.

The average Tahoe, for instance, sold for more than \$58,000 in the past quarter, up slightly from a year ago, according to Kelley Blue Book. Top-line versions with leather seating, sunroof and advanced safety

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Axalta Opens New Americas Technology Center

by Jim Stickford

Axalta Coating Systems, formerly a part of DuPont, opened its new Americas Technology Center in Mount Clemens on May 2.

Axalta spokesman John Wray said the Americas Technology Center (ATC) is just one more stake in the ground for Axalta as the company continues its efforts to grow in a competitive industry.

David Fischer, vice president, Market Strategy and Growth at Axalta, said the ATC is referred to as the Americas Center for a reason.

"We have similar facilities in Germany and Shanghai," Fischer said. "They will focus on commercializing our products for the local markets. That's important because they will be working with different OEMs in Europe and Asia. Each OEM has its own

way of doing things, and one of the jobs of the technical centers is to develop ways to serve our individual clients.

"That means coming up with production methods that work within each OEM's individual manufacturing process.

"Another reason for regional technical centers is that each country has its own environmental laws. Germany is different from China, which is different from the United States. Having a regional technical center that focuses on regional environmental regulations is good."

The Michigan ATC, Fischer said, is part of a larger system. Axalta has built, in the old Philadelphia Naval Yard, a new research facility where researchers are tasked with coming up with new ideas. It's the job of the technical centers to commercialize these ideas.

Basically, Fischer said, the tech



Polovich shows off the new spray room facility at Axalta's ATC.

centers will take the theoretical and turn it into the practical.

Traditionally, the Mount Clemens facility was used to service the auto industry, Fischer said. With the new technical center

there, it will allow Axalta to leverage all its technologies for all its clients. Automotive can learn from aerospace and vice-versa.

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2016 Sales Show Mustang as World's Best-Selling Sports Car

It's true. People around the world really do love the Mustang.

Ford's Mustang has been the best-selling sports car in the United States over the last 50 years, and now, thanks to growth in international markets, the iconic pony car is the most popular sports car in the world, according to Ford analysis of IHS Markit new vehicle registration data in the sports car segment, said Ford spokesman Dan Jones.

Mustang expanded its sales lead in 2016 as the world's best-selling sports car with more than 150,000 Mustangs sold, according to IHS Markit new vehicle registration data. Overall, Mustang's global sales increased 6 percent

over 2015, fueled by outside-the-U.S. market growth of 101 percent with almost 45,000 Mustangs sold, Jones said.

Mustang's ascension to best-selling sports car in the world in 2016 was driven largely by continued global rollout that saw big sales gains in Germany and China, as well as the car's introduction to smaller nations such as New Caledonia, Gibraltar and Bonaire, Jones said.

Since launching in China in 2015, Mustang has become the best-selling sports car in the world's biggest auto market. Sales in 2016 were up 74 percent



2017 Mustang in Switzerland

St. John Macomb-Oakland Holds Hospital Raffle

People who want to help out a good cause while having the chance to win a creative gift bag should stop by St. John Macomb-Oakland Hospital at the corner of 12 Mile and Hoover in Warren.

Karen Lawrence heads the Professional Nurse Practice Council at St. John Macomb-Oakland. She said every May the group raffles off gift baskets to raise money for charity.

"We do it every year at the same time to honor Florence Nightingale, who was born on May 12, 1820," Lawrence said. "This year our basket raffle takes place between May 8 and May 10. For a dollar, six tickets for five dollars, people visiting the hospital can buy a raffle ticket and win a gift basket. Last year we raffled off 28 baskets and raised more than \$15,000 between our Warren and Madison Heights campuses."

The way the raffle works, Lawrence said, is that different departments within the hospital put together gift baskets.

"Last year, the two baskets that sold the most tickets were a gas-grill with all the barbecue fixings and a money basket that

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April Vehicle Sales Show A Slowdown

by TOM KRISHER and DEE-ANN DURBIN
AP Auto Writers

DETROIT (AP) – U.S. auto sales fell 4.7 percent last month, the most pronounced slowdown of the year and a strong indication that 2017 will put an end to seven straight years of growth.

Auto executives and analysts, who have been anticipating a slowdown, saw no cause for panic. Many expect sales in the important economic sector to top 17 million for the third straight year, an industry first.

"The demand for the light vehicles is still holding up quite well," said George Mokran, director of economics for Huntington Bank in Columbus, Ohio. "It's been coming down from a very high level."

Still, sales have dropped for four straight months, the first time that's happened since the economy ground to a halt in 2009. April sales totaled just over 1.4 million, a figure that translates to an annual sales rate of 16.9 million, far below last year's record of 17.5 million. The April decline brought year-to-date sales down by 2.4 percent from a year ago.

General Motors, Ford, Toyota, Fiat Chrysler, Nissan and Honda on May 2 all reported weaker U.S. sales than a year ago. Of top-selling automakers, only Hyundai and Volkswagen reported small increases.

Kelley Blue Book says it looks like 2017 U.S. sales will experience their first annual drop since

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Tech Center News®

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Warren, Michigan 48093

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

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

www.TechCenterNews.com

Prestige Cadillac Holding Artistic Open House

On Friday, May 19, Prestige Cadillac is holding its Cadillac Luxury Runway & Art Exhibit Open House.

Artist Frank Kelley Jr. will debut his newest art collection, said dealership spokeswoman Renae Logan.

The Louisiana artist's paintings of rural areas, celebrated jazz, and southern life are reflected through his work. He has been exhibited worldwide, Logan said.

This is the dealership's first open house event of the year and will also feature a luxury runway showing the work of several fashion designers, as well as the Cadillac 2017 vehicle collection. Guests will be able to view the latest designs both on the road and runway.

The Cadillac Luxury Runway & Art Exhibit Open House is set for 12 p.m. to 6 p.m. on May 19, Logan said.

A reception from 3 p.m. to 6 p.m. will accompany the Frank Kelley Jr. art exhibit and strolling fashion event.

General Motors' Profitable Quarter Depends on SUVs

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electronics, sell for more than \$65,000. That helped drive up GM's average vehicle sale price to over \$34,000, beating the industry average by \$3,000, the company said in a statement.

"All of our facilities, full-size SUVs and the three truck plants, are running full-on, three shifts, to meet demand," Chief Financial Officer Chuck Stevens said.

GM's earnings and revenue soundly beat Wall street expectations. Earnings of \$1.70 per share shattered the \$1.47 predicted by analysts polled by FactSet. Revenue was up 11 percent to \$41.2 billion, exceeding estimates of \$40.6 billion.

Despite the strong performance, GM shares rose less than 1 percent on April 28 afternoon trading. Investors, analysts say, are concerned that auto sales have peaked and so have the stocks.

"It's not fair, as we believe GM deserves to be better rewarded for overall strong results and execution," Barclays analyst Brian Johnson wrote in a note to investors. "Unfortunately, sometimes the prevailing market sentiment can be overly difficult to fight."

GM made \$3.4 billion before taxes in North America, up almost 50 percent, or \$1.1 billion, from a year ago. Stevens attributed \$400 million of the increase to better prices on trucks and SUVs, and \$500 million in cost cuts.

GM's U.S. sales rose just under 1 percent in the quarter while the whole industry was down 1.5 percent.

Stevens expects the pickup market to remain strong through the year largely because the average age of a U.S. truck is 14 years, above the overall fleet age of about 11.5 years. Also, gas

prices should remain low, and any infrastructure spending that comes from President Donald Trump will increase construction and raise pickup demand.

GM lost \$200 million in Europe for the quarter because of the falling British Pound due to the vote to exit the European Union. That loss won't be a drag in the future because GM is selling its European Opel and Vauxhall brands to French carmaker PSA Group for roughly \$2.33 billion (2.2 billion euros).

GM expects to take a \$4.5 billion charge when the sale closes, perhaps as early as the second quarter.

The company favors Trump's proposed corporate tax rate cut,

but its impact would be limited for the next five years. That's because GM still has \$34 billion worth of deferred tax assets and net operating losses to be used as write-downs. Those came mainly from before GM's 2009 bankruptcy, and they reduce its corporate tax rate to under 10 percent, Stevens said.

Trump's tax plan would slash the corporate rate from 35 percent to 15 percent, a boon to most companies even though many don't pay the full tax now. With tax credits and other loopholes, most corporations pay closer to 20 percent, according to calculations by JP-Morgan.

General Motors also made

other news during last week's conference call with analysts:

- Stevens indicated that GM is looking at white-collar cost cuts as it simplifies its business after the exit from Europe. Simplification "will allow us to take significant structure out of the business, whether it's corporate staff, whether it's engineering staff," he said on a conference call.
- CEO Mary Barra shot down speculation that she may go to work in the Trump administration.

"I'm 150 percent committed to General Motors," she said, adding that she wants to lead GM in transforming transportation. "So that's where my focus is and will be going forward," Barra said.

Colorado ZR2 Arriving at Local Dealerships



A Colorado ZR2 being loaded on a rail carrier, ready for market.

At a time when pickup trucks are more popular than ever, GM is finally able to offer customers a truck with something extra.

Initial deliveries of the 2017 Chevrolet Colorado ZR2 pickup have begun. The first production trucks were shipped from the Wentzville Assembly Center 40 miles west of St. Louis, on April 28.

Customers who placed early orders will begin receiving their trucks in May, said GM spokesman Phil Lienert.

Among this first batch of vehicles is a Red Hot Crew Cab equipped with the 3.6L V6 engine and eight-speed automatic transmission to be raced by Chad Hall of Hall Racing.

This truck will make its competition debut in August in the Best in the Desert race series.

"The Colorado ZR2 really caught our attention with its built-in versatility and the high-speed, off-road potential of the

Multimatic DSSV dampers," said Hall.

"We love the ground clearance, ride stability, departure and breakover angles of the ZR2, and the inherent light weight and maneuverability of its midsize package."

"It should be a great platform for us to build an off-road desert-racing truck."

Following its modifications, the truck will be used as a development vehicle in races at this year's Best in the Desert series, including the General Tire Vegas to Reno presented by FOX on Aug. 18-19 and the VT Construction Tonopah 250 presented by Polaris on Oct. 19-22.

These events will help provide an excellent validation test of Chevrolet Performance Parts being developed for Colorado owners looking to customize their vehicles for improved off-road performance, said Lienert.

"Producing the Colorado midsize pickup has been a great honor, not to mention great business for the Wentzville plant," said Satya Veerapaneni, plant manager, GM Wentzville Assembly Center.

"ZR2 helps to take the Colorado nameplate to the next level, and we're thrilled to be delivering one of the very first of these trucks to Hall Racing. We look forward to following its performance at upcoming races throughout 2017."

The ZR2 is effectively a segment of one, Lienert said, adding that it combines the nimbleness and maneuverability of a midsize pickup with a host of new off-road features and the most off-road technology of any vehicle in its segment.

The Colorado ZR2 is not just marketing hype. Compared to a standard Colorado, the ZR2 fea-

tures front and rear tracks that have been widened by 3.5 inches and a suspension lifted by 2 inches, Lienert said.

Functional rockers have been added for better performance over rocks and obstacles, and the front and rear bumpers have been modified for better off-road clearance.

Class-exclusive features include front and rear electronic locking differentials, available diesel engine and the first off-road application of Multimatic Dynamic Suspensions Spool Valve (DSSVTM) damper technology, Lienert said.

The ZR2 is officially on sale in dealerships nationwide, joining the award-winning Colorado midsize pickup family.

The standard Colorado was recently updated for the 2017 model year with a new V6 engine and a class-exclusive eight-speed automatic transmission.

The ZR2 is also built for more than show, Lienert said. As with all Chevrolet trucks, the Colorado ZR2 is built with durability in mind, including a fully boxed frame, roll-formed high-strength steel bed and Duralife brake rotors.

Warren Library To Honor Beatles

The Miller branch of the Warren Public Library is holding a special Beatles celebration on Tuesday, June 6 from 6 to 7:30 p.m. because it was 50 years ago to the day that Sgt. Pepper's band started to play.

Since its release in 1967, the Beatles' "Sgt. Pepper's Lonely Hearts Club Band" has often been regarded as the single greatest rock album ever made, and one of the first rock concept albums, said Warren librarian Any Nelson.

The Miller Library will host professional Beatles' Scholar Aaron Krerowicz for a multimedia presentation discussing the landmark album, citing musical and historical precedents.

The program will be held in Conference Room A (Room 203) of the Warren Community Center. Registration is required; call 586-751-5377 to register.

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New Tech Center Street Names Honor GM's Past Executives

For the first time in its 60-year history, the GM Tech Center roads within the Warren campus have proper names. The chosen names are meant to reflect the company's history and technical expertise.

The 18 new street names are:

- Eero Saarinen Boulevard. Named after the Finnish-American architect and industrial designer selected by GM's Harley Earl to design the Tech Center campus after the end of World War II.

- Charles Kettering Road. Named after Charles "Boss" Kettering, a scientist and inventor who helped found GM's Research Laboratories. He joined GM in 1920 and led its research and development efforts until his retirement in 1947. He helped pioneer advances in anti-knock gasoline, fast-drying automotive lacquers and the high-compression engine.

- Charles Chayne Road. He was elected vice president of GM Engineering in 1951 and was serving in that position when the Tech Center opened in 1956. Chayne is credited with bringing a number of advancements to Buick, including the automatic Dynaflo transmission in 1948 and power steering in 1952. He retired in 1963.

- Harley Earl Boulevard. Earl was GM's first vice president of Design (then called the Styling Section). He joined GM in 1927 as head of its new Art & Colour Section after having designed the body for Cadillac's successful new companion car, the LaSalle. From 1927 until his retirement in 1958, he and his teams set industry trends and introduced such innovations as shared body platforms and the one-piece steel roof.

- Alfred Sloan Road. Sloan was both president of GM (1923-1937) and chairman of the board (1937-1956). He joined the company as president of its United Motors parts and accessories subsidiary when Billy Durant consolidated all his automotive holdings into GM in 1918.

- Edward Cole Boulevard. Cole served as president and CEO of GM from 1967 to 1974. He started out as a student at the General Motors Institute in Flint and by 1946 was chief engineer at Cadillac. He oversaw the design of light tanks during WWII and later became known as the father of the Small Block Chevy V8 engine.

- David Buick Road. David Dunbar Buick was an early automotive pioneer and co-creator of the overhead valve engine. He founded the Buick Motor Company in 1903 after getting his start in the plumbing business. He successfully developed a method of fixing enamel to cast iron that al-

lowed for the development of the modern porcelain bathtub.

- Louis Chevrolet Road. Chevrolet got his start in the auto industry, like so many others, via the manufacture of bicycles. He came to the U.S. as a representative of a French motor manufacturer. He founded his namesake company in 1911 with the help of exiled GM founder Billy Durant.

- Pete Estes Road. Elliott "Pete" Estes served as president of GM from 1974 to 1981. He joined the company in 1946 as motor development engineer at Oldsmobile. In 1966, he introduced the world to the Camaro via a live teleconference broadcast from the Statler-Hilton Hotel in downtown Detroit.

- Charles Wilson Road. Wilson was the 10th president of GM, serving that position from 1941 through 1953, when he left to become President Eisenhower's Secretary of Defense. Both Wilson and Eisenhower attended the dedication of the Tech Center in 1956 via the world's first closed-caption television broadcast.

- Zora Arkus-Duntov Road. He was an engineer who twice won his class of the 24 Hours of Le Mans and is considered the Godfather of the Corvette. He joined GM as an engineer in 1953 after seeing the first Corvette at the New York Motorama Show. He is credited with turning the Corvette into a true performance car.

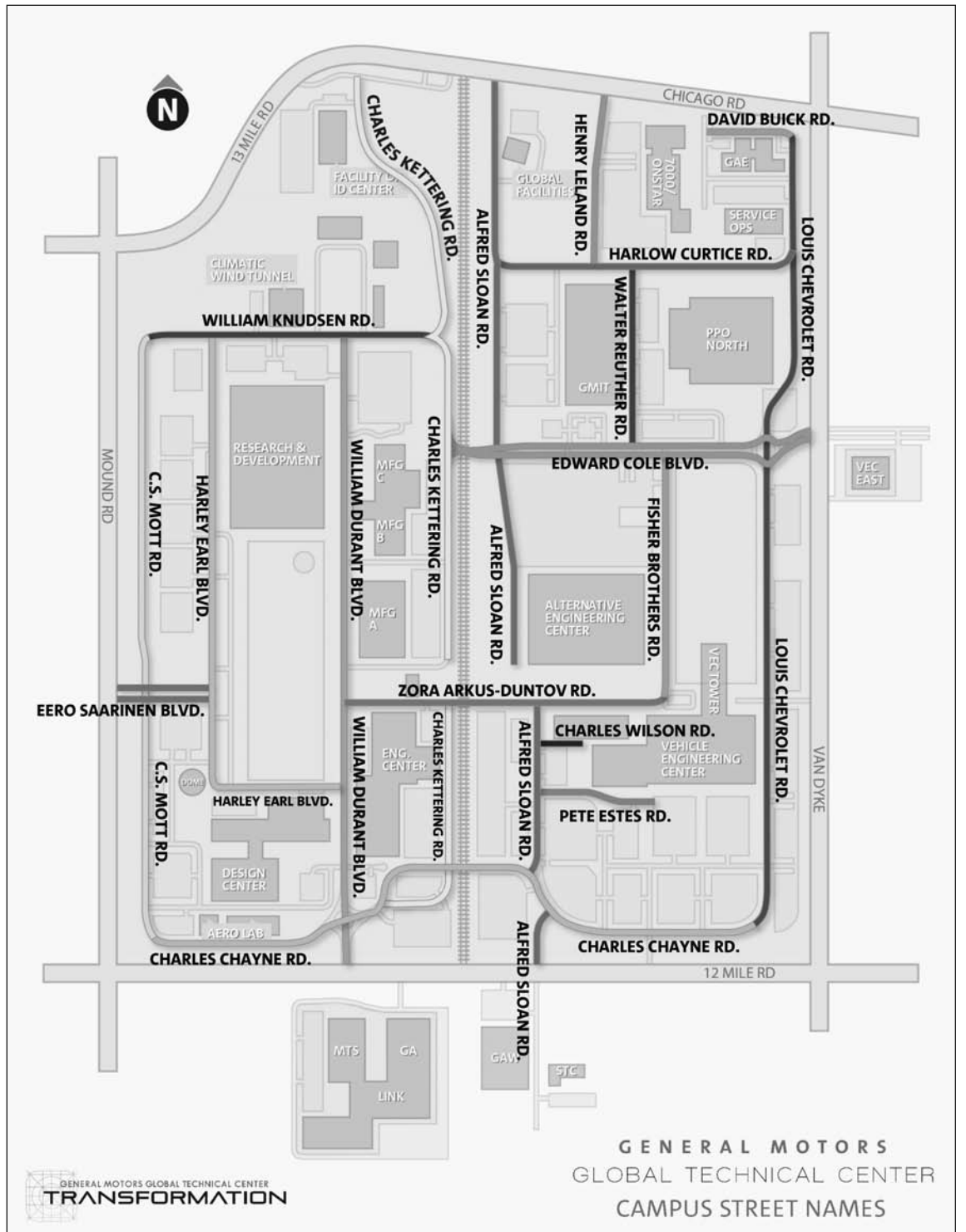
- Fisher Brothers Road. The Fisher Brothers - Fred, Charles and Albert - founded Fisher Body in 1908 to build closed auto bodies for brands such as Cadillac and Buick. Along with their other brothers - William, Lawrence, Edward and Howard - they held many key positions at GM and built car bodies for GM for 75 years.

- Walter Reuther Road. Reuther was one of America's great labor leaders. He served as president of the UAW from 1946 to 1970, and helped give birth to the middle class.

- Harlow Curtice Road. Curtice began his career in the auto industry as a bookkeeper at the AC Spark Plug Division and served as president of GM from 1953 to 1958.

- Henry Leland Road. Leland is considered the guiding genius of the Cadillac Motor Car Company. He founded it and became the division's first general manager when it was purchased by Billy Durant and GM in 1909.

- William Knudsen Road. Knudsen was president of GM from 1937 to 1940, when he left the company at the request of President Franklin Roosevelt to direct manufacturing operations for the military during WWII. He began his career at GM in 1922



The Tech Center in Warren, now called the GM Global Technical Center, has named the campus' streets.

and was tapped to run Chevrolet shortly after that brand began outselling Ford in marketshare and production in 1927.

- C.S. Mott Road. Charles Stewart Mott was known as the dean of GM directors, serving continuously on the board of directors from 1913 until his death in 1973. He got his start in the industry in 1898, when his company Weston-Mott began selling wire to OEMs. The company later shifted to making axles when wire wheels went out of vogue. He later became known for his philanthropic efforts, many of which centered around Flint.

- William Durant Boulevard. William C. "Billy" Durant was the founder of both GM (1908) and Chevrolet (1911). He made his

fortune in the carriage-making business of Flint before switching to automobiles. He took over the then-struggling Buick Motor Co.

in 1904 and made it the nation's leading producer of cars within a few years. He left GM for the final time in 1920.

GM Tech Center Finally Gets Street Signs

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always been there, and they are made of stronger materials than street signs people might see today on regular roads."

When it came to actually naming the Tech Center roads, a decision was made to pick names that would reflect on GM's history as well as the Tech Center's character.

"We actually debated renaming the Tech Center," Messing said. "There was some talk of changing its official name from Technical Center to Technology Center.

But in the end the only thing we did was add 'Global' to its official name. The reason for that is because it is now the global center of GM development."

They decided to stick with Technical because technology, at the end of the day, is a thing. But technical indicates skills and expertise.

"GM has a lot of skilled people, and we wanted to honor them," Messing said. "Plus, we are bringing a lot of new people to work at the Tech Center. Many of them aren't from Michigan. It's easy to forget that not everybody grows

up absorbing the history of the auto industry the way people from Detroit do.

"By giving the streets names of historic GM figures we are doing our part to inform people of the company's history and the role it played in the auto industry."

To pick the street names, a team was put together, Messing said. In collaboration with Design, Transformation and Executive Leadership, the team chose 18 street names.

All signage with the new street names will be up by mid-June.

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Michigan Roads More Dangerous in 2016

For the second year, Michigan traffic deaths increased 10 percent, up from 963 in 2015 to 1,064 in 2016, according to just-released information from the Michigan State Police Criminal Justice Information Center.

The last year Michigan exceeded 1,000 traffic fatalities was 2007, said Michigan Office of Highway Safety Planning (OHSP) spokeswoman Anne Readett. Crashes, injuries and serious injuries were up as well:

- Crashes: 297,023 in 2015 to 312,172 in 2016, up 5 percent.
- Injuries: 74,157 in 2015 to 79,724 in 2016, up 8 percent.
- Serious injuries: 4,865 in 2015 to 5,634 in 2016, up 16 percent.

Readett said the OHSP report noted that positive progress was noted in several areas, including alcohol-involved traffic deaths which fell 11 percent, from 303 in 2015 to 271 in 2016, and a 7 percent decline for young driver-involved fatalities (age 16-20), from 158 in 2015 to 147 in 2016.

"Some trends are emerging, especially with regard to drug-impaired traffic deaths, and our office is aligning resources accordingly," said Michael L. Prince, director of the Michigan Office of Highway Safety Planning.

"More resources are available to train law enforcement officers in the detection of drug-impaired drivers and OHSP is continuing federal funding for impaired driving traffic patrols throughout the year. In addition, planning is under way to use new earmarked federal funds to help address the state's bicyclist and pedestrian crashes and fatalities.

"Our core programs, focused on increasing seat belt use and reducing impaired driving remain as important as ever."

The increases are part of a national trend of rapidly rising traffic deaths.

Researchers believe an improved economy and lower gas prices have contributed to an increase in miles driven.

The OHSP report showed:

- Crashes in 2016 were 312,172 compared to 297,023 in 2015 and 298,699 in 2014.
- Injuries in 2016 were 79,724, compared to 74,157 in 2015 and 71,378 in 2014.
- Fatalities in 2016 were 1,064, compared to 963 in 2015 and 876 in 2014.

In other areas:

- Bicyclist fatalities increased from 33 in 2015 to 38 in 2016, up 15 percent.
- Commercial motor vehicle-involved fatalities increased from 85 in 2015 to 120 in 2016, up 41 percent.
- Drug-involved fatalities increased from 179 in 2015 to 236 in 2016, up 32 percent.
- Motorcyclist fatalities increased from 138 in 2015 to 141 in 2016, up 2 percent.
- Pedestrian fatalities decreased from 170 in 2015 to 165 in 2016, down 3 percent.

Note: More detailed 2016 crash information will be posted to Michigantrafficcrashfacts.org in the coming months.

Statewide crash information can be found at Michigan.gov/crash.

Chrysler Honors Company's Top Suppliers

Fiat Chrysler honored 16 North American supplier partners at the company's annual Supplier Conference held at the Motor City Casino Hotel in Detroit last week.

The Supplier of the Year awards recognize companies that have shown an extraordinary commitment to innovation, quality, warranty, cost, delivery and the Fiat Chrysler Foundational Principles, said Fiat Chrysler spokeswoman Kaileen Connelly.

"We honor those who continue to fuel our momentum by providing us not only the best ideas and cutting-edge technologies, but also the suppliers who consistently exceed our expectations," said Scott Thiele, chief Purchasing Officer, FCA – Global.

"We know that you are the backbone of this industry and the partnerships we have formed over the years have brought forth some of the most exciting vehicles in the market, from the 2017 Chrysler Pacifica Hybrid, the industry's first electrified minivan, to the world's most powerful factory-production V8 in the 2018 Dodge Challenger SRT Demon."

The 2016 FCA US Suppliers of the Year, by category, are:

- Body – Flex-N-Gate;
- Capital Equipment – Komatsu America Industries LLC;
- Chassis – Mubea, Inc.;
- Diversity – Tenneco;
- Electrical – Autoliv;
- Engine Systems – ABC Group Inc.;
- Foundational Principles – Omega Tool Corp.;
- Innovation – Dana Incorporated;
- Interior – Mitchell Plastics;
- Mopar – Kay Automotive Graphics;
- Powertrain – Linamar Corporation;
- Raw Material – AK Steel Corporation;
- Services – IHS Markit;
- Supply Chain Management – Arbomex, S.A. de C.V.;
- Sustainability – BASF Corporation;
- Value Optimization – Yanfeng Automotive Interiors.

"We are proud to work with FCA US and honored to be recognized for our great partnership with their team," said Joe LaFeir, senior vice president and general manager – Automotive, of IHS Markit.

"This achievement is a true testament to our teamwork to consistently deliver quality insight and information, while working across the automaker's organization to support market insight needs and quickly respond with solutions that meet their requirements."

"Kay Automotive Graphics is honored to be presented with the 2017 FCA Supplier of the Year award," Ed Olmeda, Account Management, said in a statement.

"As a longtime supplier partner, this award symbolizes our dedication to providing the best graphic services available in the automotive industry. We are extremely excited to be recognized with this prestigious award, and we look forward to many successful years growing our business together with FCA."

Award recipients were determined based on an evaluation of each company's supplier scorecard performance in 2016 – a rating system that evaluates supplier performance in areas such as quality, delivery, cost, warranty and partnership – and input from FCA senior leadership, Connelly said.

Suppliers nominated themselves for the innovation, sustainability and diversity award categories.

Fiat Chrysler also awarded 117 global production suppliers for their outstanding quality, Connelly said. To qualify, the supplier had to have 100 percent warranty and incoming material quality scores.

FCA holds similar supplier recognition ceremonies in three other locations across the globe, Connelly said.

Mustang Tops In World Sales

CONTINUED FROM PAGE 1

over 2015, according to IHS Markit new vehicle registrations.

"The legacy of Mustang continues to grow, and in places it never reached before," said Mark Schaller, Ford Mustang marketing manager.

"We continue to make it available in new markets, and drivers in those markets continue to respond with resounding approval."

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General Motors Celebrates Its History at Flint Facility



The main floor of the restored Durant-Dort Factory One in Flint

GM is a company with a long and proud history. And that’s why General Motors on May 1 opened the restored Durant-Dort Factory One in Flint to the public. This site is considered to be the company’s birthplace and epicenter of the global auto industry, said GM spokeswoman Maria Raynal.

Once home to the Flint Road Cart Co., established in 1886 by William Crapo “Billy” Durant and business partner Josiah Dallas Dort, Raynal said it includes event space and a modern archive where future generations can learn about the innovators and risk takers who reinvented personal transportation.

“Factory One sparked the global auto industry and was a catalyst in the formation of General Motors,” said Mark Reuss, GM executive vice president of Global Product Development, Purchasing and Supply Chain, who championed the project.

“It preserves the stories of the early visionaries who built a brand new industry in this city, within the very walls of where it happened.”

The restoration preserves a significant aspect of the shared heritage of GM and Flint, while creating a community space to help spur economic development in the city, Reuss said.

Further, the facility demonstrates GM’s commitment to honoring its history and relationship with Flint. Factory One is available to the public by appointment, with event space offered for rent for corporate, community, educational events and more. It can accommodate up to 300 people, Raynal said.

Factory One’s archive is free to use and contains about 100,000 historical documents, photos and other artifacts related to carriage-building and early automobile manufacturing in the Flint area, as well as GM history.

The new research library relocates extensive archives from nearby Kettering University (formerly General Motors Institute). Dr. Gregory M. Miller, Kettering’s director of special collections and archives, will oversee them

from his new office at Factory One, Raynal said.

The move makes the collection more accessible to the public, and it complements other historical assets at Kettering, the University of Michigan-Flint and Sloan Museum in the nearby College and Cultural Area.

Thousands of Durant documents and items donated by his widow include a 1908 letter from a New York law firm suggesting he name his new automotive company General Motors, Raynal said. The archive also includes papers from former GM leaders Harlow Curtice, F. James McDonald and Elliott “Pete” Estes, and innovator Charles “Boss” Kettering, for whom Kettering University is named.

Rare, vintage carriages and automobiles with Flint roots also will be displayed at the grand opening of the facility, which includes provisions to host classic auto clubs and events such as the city’s annual “Back to the Bricks,” which brings visitors from around the world to Flint each August.

“Factory One is part of the very fabric of Flint, and its reopening is as much about the future as it is the past,” said Kevin Kirbitz, Factory One operations manager.

“It is a tremendous community asset and academic resource that will educate and inspire generations to come.”

Kirbitz, a GM engineer, automotive historian and Flint native, has been involved in the project since 2012, when GM – and Reuss – first became interested in the building, Raynal said.

The history of Durant-Dort Factory One is interesting, Kirbitz said. Located on the Flint River near downtown Flint – in the aptly named Carriage Town neighborhood – parts of the factory date to 1880, when it was built by the Flint Woolen Mills company as a short-lived venture into cotton textiles.

In 1886, Durant and Dort leased the then-empty facility to build horse-drawn carriages.

The company would become known as the Durant-Dort Car-

riage Company and one of the world’s largest carriage makers, Kirbitz said.

Eventually, Durant would take control of another company – Buick Motor Co. – and leverage his Durant-Dort resources to grow the young automaker into one of the most successful car companies in the country.

Durant used Buick’s success to build General Motors in 1908 and turned to his friends from Flint’s carriage industry to form Chevrolet in 1911.

Carriage sales eroded with the rise of the automobile and the Durant-Dort Carriage Factory ceased production in 1917, Kirbitz said. Dort then formed the Dort Motor Company, which closed in 1924.

In the more than 130 years since Durant and Dort set up shop at Factory One, it housed other businesses and was renovated in the 1980s before falling into disrepair, Raynal said.

GM purchased it in 2013 and stabilized it with new, period-accurate windows and doors, as well as a new roofing system, with the goal of preserving and showcasing the original architecture.



An exterior view of the new Factory One site in Flint



Scholars can check historic records at the Factory One archives.

Contractors replaced 17,000 bricks color-matched to the original, as well as 20 percent of the mortar on the building. The foundation, damaged by flooding and grade changes over time, was repaired and waterproofed.

The last phases of the restoration included new heating/cooling, electrical, plumbing, state-of-the-art fire-suppression equipment and additional interior renovations, Kirbitz said.

And despite numerous interior renovations over the years, many of vintage architectural elements such as the wooden beams, brickwork and more were preserved and restored.

GM also provides financial support to the Durant-Dort Carriage Company Foundation to operate and maintain the historic office building, a National Historic Landmark, across the street, Raynal said.

St. John Macomb-Oakland Holding Raffle to Raise Money for Charity

CONTINUED FROM PAGE 1

contained dollar bills folded into different origami shapes,” Lawrence said. “We have a competition between the departments that participate. The department that puts together the basket that sells the most tickets gets a pizza party.”

Lawrence said there is no coordination between departments on basket themes. She herself doesn’t know what the various departments have done until she sees their gift baskets for sale at the hospital.

“Every department does something different,” Lawrence said. “We are responsible for getting the items for the baskets. I don’t want to brag, but this year my Intravenous Team department has put together a weekend travel

kit. Our basket will have several travel items, including a weekend bag, an overnight bag, two tote bags, a wallet and a luggage ID tag.”

The money raised by the raffle this year, Lawrence said, will go to two causes – the Michigan chapter of Make-A-Wish Foundation and the hospital’s own Christmas Store.

“Every year the hospital staff, as a community, puts together a Christmas store, where people less fortunate, can shop for clothes and other items for the holiday,” Lawrence said.

“It helps people have a nice Christmas.

“This is for a good cause and we have a lot of fun putting it all together, so I urge people to stop by the hospital and buy a couple of raffle tickets.”

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Cadillac V-Performance

Racing Finishes Third

Cadillac V-Performance Racing drivers Michael Cooper (Syosset, N.Y) and Jordan Taylor (Apopka, Fla.) finished third April 30 in the GT Pro/Pro category in this weekend's second Pirelli World Challenge (PWC) SprintX race at Virginia International Raceway (VIR). Teammates Johnny O'Connell (Flowery Branch, Ga.), and Ricky Taylor (Lake Mary, Fla.) finished 12th in the Pro/Pro class.

Based upon their fast race lap from April 29, Jordan Taylor started the No. 8 Cadillac ATS-V.R Coupe from the second row in fourth. Brother Ricky Taylor had the wheel of the No. 3 Cadillac ATS-V.R Coupe on row six in 12th. At the drop of the green, Jordan Taylor was able to make up one position into Turn 1 and slotted into third. A little further back, Ricky Taylor was battling a swarm of cars in the No. 3 Cadillac.

As the race progressed to the mandatory pit stop window, a caution flew 19 minutes into the event. The race went green again at the 30-minute mark. The two Cadillac ATS-V.R Coupes came to the pits for the driver change at 34 minutes. Cooper took over the No. 8 Vector Blue Cadillac and returned to the race in third place, and O'Connell jumped behind the wheel of the No. 3 Velocity Red Cadillac and rejoined the race in seventh.

Fifty-four minutes into the race the second full course slowed the field. O'Connell reported that he ran over some debris on the track and had a tire going flat. The team had to pit O'Connell to change the tire. He went out in 13th (12th in class) position and the race ended under yellow.

"We had a really smooth driver change," Cooper said. "I had a big battle on the out lap and was able to get a position. There was a lot going on with the traffic. Jordan did a good job moving us up from fourth to third. We came in as soon as the pit window opened, and we were able to gain

that last podium position. It is nice to get a second podium finish on the weekend for everyone at Cadillac Racing."

"I think it was a good race," Jordan Taylor said. "When we started the weekend in practice we were seventh or eighth. This was my first time starting a race in three years. I was able to get by the No. 4 Audi in Turn 1 and get behind the Mercedes. They were fast all weekend and I knew if I could hang with them, it would be good. We made the most of the race, no mistakes. Michael and I had a clean run. The team gave us a good car. To leave here with two podium finishes is a good weekend."

"It was an eventful start," Ricky Taylor said. "It was my first start with the Cadillac ATS-V.R. I learned a lot and I know what to do different the next time. I settled into the stint and was able to make up a couple of positions. We suffered from the track position that we lost from yesterday.

"You really have to put in a full weekend here in PWC. We were having a pretty good run, Johnny was pushing his way into the top five and then the flat took that away. The encouraging thing is that the team really executed well with no mistakes in this first SprintX weekend."

"Congratulations to the guys in the No. 8 Cadillac. They had a great weekend," O'Connell said. "We had a great race car both days. We moved up in our run today like we did yesterday. The Mercedes checked out, the rest of us were in a nice pack. Unfortunately, during that last wreck, I picked up a puncture and had to pit for a tire. We were running seventh and I was ready to make a move toward the end, then that crash happened. We have had three tough race weekends. Canadian Tire Motorsport Park is next and I have won there more than anyone else and we will be looking to add to that in a couple of weeks."

Delphi Spinning Off a Unit

DETROIT (AP) – Automotive parts and electronics maker Delphi Corp. plans to spin off its vehicle powertrain operations into a separate publicly traded company.

The British company with U.S. operations in suburban Detroit says Delphi shareholders will get stock in both companies in the tax-free deal.

Delphi, the former parts arm of General Motors, has been shedding conventional automotive businesses ever since it was spun off as a separate company by GM in 1999. The rest of the company will now focus on central computing platforms and advanced safety and autonomous driving systems, Delphi said in a statement.

The new company will design and make components that enhance efficiency and vehicle performance, selling the parts to automakers. The powertrain unit has about 20,000 employees worldwide with 5,000 engineers. It had revenue of \$4.5 billion last year, according to Delphi, which expects the spinoff to be completed by March of 2018.

Liam Butterworth, who is now president of Powertrain Systems, will be the new company's chief executive.

The split gives the companies "flexibility to pursue accelerated investments in advanced technologies that solve our customers' most complex challenges," Delphi CEO Kevin Clark said in a statement.

Shares of Delphi surged \$4.75, or just over 6 percent, to \$83.20

in premarket trading after the announcement was made.

Also May 3, Delphi Automotive PLC (DLPH) reported first-quarter net income of \$335 million.

The Gillingham, Britain-based company said it had profit of \$1.24 per share. Earnings, adjusted for one-time gains and costs, were \$1.59 per share.

The results beat Wall Street expectations. The average estimate of 11 analysts surveyed by Zacks Investment Research was for earnings of \$1.46 per share.

The vehicle parts maker posted revenue of \$4.29 billion in the period, also exceeding Street forecasts. Seven analysts surveyed by Zacks expected \$4.13 billion.

GM Tours Halted

At Corvette Site

BOWLING GREEN, Ky. (AP) – For the next year-and-a-half, the public won't be able to tour the Kentucky plant that manufactures the Corvette.

Katie Frassinelli of the National Corvette Museum tells the *Bowling Green Daily News* that the suspension is due to extensive work planned at the GM Bowling Green Assembly Plant.

All plant tours will be shut down after June 16. Tours generally last an hour and are one mile long. The facility charges a fee.

Frassinelli says tourism officials have planned for the long gap by offering a package that includes the National Corvette Museum, the Historic RailPark and Train Museum and Aviation Heritage Park.

Volkswagen Can Weather Cheat Scandal Costs

FRANKFURT, Germany (AP) – German automaker Volkswagen saw its first-quarter profit jump 44 percent as the company continued to work past its scandal over diesel cars rigged to cheat on emissions tests.

Costs and fines from the scandal that emerged in Sept. 2015 has dinged VW's large cash pile since, but the chief financial officer said May 3 that the company was solid enough to handle added costs this year. VW also reaffirmed its profit goal for the full year.

After-tax profit rose to 3.4 billion euros (\$3.7 billion), up from 2.4 billion euros in the year-earlier quarter. The results beat analyst estimates for 3.1 billion euros profit compiled by financial information provider FactSet.

VW officials said the improved result came from tighter cost controls, a sales mix favoring its more-profitable models and favorable shifts in currency exchange rates.

It also saw a better profit performance from its namesake Volkswagen brand. Operating earnings rose to 869 million euros from a meager 73 million euros in the year-ago quarter. The VW brand has struggled with high costs and low profit margins. Volkswagen's other brands include luxury makes Audi and Porsche, as well as Skoda, SEAT and Lamborghini.

Fines and related costs from the scandal reduced the company's cash pile somewhat but CFO Frank Witter said the group retained "a strong financial foundation" despite facing further scandal outlays this year in double-digit billions. Net cash fell by 3.9 billion euros.



2017 Ram 1500



2017 Ford F-150



2017 Chevrolet Silverado

Auto Sales Slow, But Analysts See 17M-Plus Year Ahead

CONTINUED FROM PAGE 1

2009. It expects full-year sales of 16.8 million to 17.3 million.

Jessica Caldwell, an analyst with the Edmunds.com auto buying site, said all growth cycles eventually come to an end. "It's an economic cycle in buying that has to occur. I think that's why we're starting to see sales back off a little bit," she said.

Sales are slowing despite strong economic fundamentals. Wages and consumer confidence are up, unemployment is down and gas prices and interest rates remain at historically low levels.

Mokrzan said because cars and trucks last longer these days, people may be choosing to spend money elsewhere. Home remodeling and new home construction are up, he said.

Full-size pickup truck sales, a big factor in the industry's comeback from the recession, fell 3.8 percent in April, while car sales dropped 11 percent according to Autodata Corp. Small crossover SUVs continued to drive sales. Nissan Rogue sales rose 18 percent, pushing the segment up 6.7 percent.

Automakers took the declines in stride. Ford reported a 7.2 percent drop due largely to car demand that tumbled 21 percent. Vice President of Sales and Mar-

keting Mark LaNeve said Ford is still getting healthy prices for its vehicles as people load on options. "We have to let the year play out," he said.

General Motors sales dropped 5.8 percent as strong performances from some SUVs and the Cruze compact car couldn't offset falling pickup truck demand.

Fiat Chrysler sales fell 7 percent. Sales of the usually strong Jeep brand fell by 17 percent.

The results caused investors to punish stocks of Detroit automakers. Ford and Fiat Chrysler shares fell more than 4 percent, with Ford hitting a new 52-week low during the day. GM shares fell almost 3 percent.

While sales still are healthy, automakers find they have to offer deals to compete for a piece of the shrinking pie. But there are economic signs that the industry is relying too heavily on incentives.

The average price consumers are paying per vehicle is starting to wane after years of steady increases, even for popular SUVs. Previously, SUV prices kept growing while car prices fell due to sagging demand.

The average price paid for an SUV in April was \$33,165, according to the consulting firm J.D. Power and Associates. That was down 2 percent from last April.

Axalta Opens New Technology Center

CONTINUED FROM PAGE 1

The Mount Clemens ATC will still work on new vehicle colors and coating technology, Fischer said.

"You have to remember that a significant minority of consumers, about 35 percent, will actually switch automotive brands to get a car with the color they want," Fischer said. "There's been a lot of change in the auto industry in the past decade. OEMs always want more efficient ways to get things done and we have to work with them to be more efficient in painting cars."

Barry Snyder, chief technical officer at Axalta, said the Mount Clemens ATC was in the works

for the past 24 months. Actual construction and investment in the building started 18 months ago.

"In this building, we will broaden the scope our business," Snyder said. "We can cut across all our businesses and use the facility to meet all our customers' needs, not just auto. "We picked Detroit as the location for our Americas ATC because the Mount Clemens facility has a critical mass of people with business and scientific skills. Detroit also has a labor pool that we can take advantage of. This plant is important to us and it's important to our customers."

One of the new facilities built at the Mount Clemens site is the

Spray Room. Ray Polovich, North American Technical Manager for Light Vehicles, said the new room represents a smaller scale example of their OEM customers' facilities. They can develop manufacturing methods that match their clients.

The room is also climate-controlled, which is useful for recreating manufacturing sites as well as recreating environmental conditions in which the coatings will have to exist.

"We also do design work in the lab," Polovich said. "We develop new application processes and then test paints to meet customer specifications. All this is new here and it's exciting to be a part of something like this."

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Convenience FWD Lease Offer MSRP: \$40,060

\$219 per month

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

24 months **10,000** miles year **\$726** total due at signing (includes first month payment)



expires: 5.31.2017

BUICK

2017 GMC Terrain

SLE1 FWD Lease Offer MSRP: \$28,295

\$214 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 **\$522** total due at signing (includes first month payment)



expires: 5.31.2017

GMC

2017 GMC Acadia

SLE1 FWD Lease Offer MSRP: \$33,445

\$251 per month

TRANSPARENT PRICING

INCLUDES: ALL TAXES & FEES, NO SECURITY DEPOSIT

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

24 months **10,000** miles year **\$516** total due at signing (includes first month payment)



expires: 5.31.2017

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SP66488

Chevrolet Promotes Brand With Twitter Ad Campaign

It turns out that there is actually something new under the sun. Just look at what GM is doing with the Internet service Twitter. Chevrolet is collaborating with Twitter to deliver the automaker's new "Everything but Football, Football Show" directly to fans through a first-ever global video subscription service on Twitter, said GM spokeswoman Alicia Boltach.

To help fans remember to tune in, they are invited to "Retweet to Subscribe" so that through a simple retweet they receive a notification each week when a new "Everything but Football, Football Show" episode is available, before it is widely released, Boltach said. Each episode will be published as a Twitter Moment.

Chevrolet enlisted the help of Commonwealth and MOFILM, a global community of filmmakers and content creators. Together, they created the weekly web series, which features pranks, trivia and more. Comedian Mark Smith interacts with Manchester United players, connecting fans to some of the world's greatest athletes when they are off the pitch (that's playing field to Americans), Botach said.

Chevrolet is creating numerous opportunities for viewer interaction by deconstructing each episode of the "Everything but Football, Football Show" into short segments that will be served up as multimedia stories within a Twitter Moment.

Fans will be able to take the viewing experience to a new level by participating in fun trivia and polls, in addition to receiving easy-to-share highlights and content while going through an immersive video-viewing experience.

"It is our goal to break through the newsfeed-scrolling behavior of social media, drawing fans to our brand and keeping them coming



Chevy is using Twitter to promote a special soccer-based Internet show to promote the brand.

back week after week," said John Gasloli, Global Chevrolet Marketing. "Using Twitter Moments and Retweet to Subscribe, Chevrolet is changing the video viewing experience from one that is passive, to one that is fully participatory and engaging. It also keeps the user

within the experience, allowing them to engage with all content without ever leaving Twitter." "Executing creative and innovative work is not easy, and our team was elated that Chevrolet possessed the appetite to push the boundaries of video content

on Twitter," said Alex Josephson, head of global brand strategy at Twitter. "It's a true testament to the trust and partnership we have built with Chevrolet." Visit @ChevroletFC to learn more.

Fiat Chrysler First-Quarter Profits Strong

MILAN (AP) – Carmaker Fiat Chrysler Automobiles reported April 26 that its first-quarter earnings rose by more than a third, with all regions contributing except Latin America, which posted losses.

The Italian-American carmaker made a net profit of 641 million euros (\$700 million) in the first three months of 2017, up 34 percent from 478 million euros in the same period last year.

The carmaker, formed from the 2014 merger of Fiat and Chrysler, confirmed its 2017 targets, including net profit of 3 billion euros on revenues of 115 billion-120 billion euros. Shares in the company closed up 9 percent in Milan trading last week.

Fiat Chrysler said adjusted earnings before interest and taxes rose by 85 percent to 178 million euros in Europe, with the Fiat Tipo family and the Alfa Romeo Giulia and Stelvio SUV driving higher shipments, and by 75 percent to 21 million euros in Asia due to a joint venture in China.

In North America, which accounts for some 80 percent of profits, adjusted earnings were flat at 1.24 billion euros. Margins improved as shipments dropped 6 percent to 609,000 vehicles due to lower fleet volumes and product changeovers, including the transition to the new Jeep Compass.

Latin America swung to a 20-million euro loss due to inflation driving up product costs and negative foreign exchange effects.

The new Maserati Levante helped boost the luxury marquee's earnings by more than 500 percent to 107 million euros.

Fiat Chrysler, which has staked the relaunch of its Italian produc-

tion on luxury brands, is targeting sales of 230,000 Alfa Romeos and Maseratis globally in 2017.

CEO Sergio Marchionne said the brands would still not be hitting break-even at that level, but that the "proper execution" of Alfa Romeo's expansion was key to the success of both Maserati and Dodge going forward.

Marchionne also told an analyst call that the company was on track to hit its goal of 4.5 billion to 5 billion euros in cash on hand by 2018, and that it would be achieved without any asset sales. When asked, however, if Jeep and Ram were big enough to exist as stand-alone companies like Ferrari, which was spun off last year, Marchionne replied with a dry, "Yes."

The CEO has backed away on talk of another merger, and said that he had not been in any discussions with Volkswagen, though he didn't rule out future talks.

"Right now, I have been busy delivering our best quarter in history," he said.

Ford Breaks Ground on Dearborn Project

Ford's Dearborn campus expansion to West Dearborn began on May 3 with the groundbreaking of Wagner Place, a unique urban development featuring office and retail space.

Michigan Gov. Rick Snyder and Dearborn Mayor John B. O'Reilly, Jr. participated in the ceremonial groundbreaking along with Dave Dubensky, Ford Land chairman and CEO, said Ford spokeswoman Monique Brentley.

The \$60 million Ford investment ushers in a new era for West Dearborn that will provide Ford employees and residents with new retail and restaurant options, complemented by generous amounts of green space, outdoor seating and better walkability.

Ford is transforming about two blocks of largely vacant buildings into this unique mixed-use urban space, Brentley said. The 150,000-square-foot development will be certified for Leadership in Energy and Environmental Design, and will be resource-efficient with water and energy conservation features. Wagner Place will have first-floor retail and restaurants, two floors of work space and a rooftop patio.

Approximately 600 Ford Global Data Insights and Analytics (GDIA) employees will occupy Wagner Place, Brentley said, adding, "As the company transforms to an auto and mobility company, the growing GDIA team is working to transform the customer experience, enabling new

mobility products and services and helping Ford operate more efficiently."

"Developing an urban office environment positions Ford to offer a work setting that will appeal to a new generation of employees," said Dubensky. "Wagner Place supports our goals to create a more collaborative and inviting campus atmosphere for all employees."

The property is designed to complement the streetscape with varying rooflines, windows, awnings and ample green space, Dubensky said. The development, scheduled to be completed in mid-2018, will retain a piece of Dearborn history, featuring the restored façade of the 120-year-old former Wagner Hotel with its iconic turret.

"Ford's continued investment in our state and in attracting tal-

Costly Recalls Hurt Ford's Early Profits

DEARBORN, Mich. (AP) – Ford Motor Co.'s net income fell 35 percent to \$1.6 billion in the first quarter as it was hit by costly recalls, lower sales and rising prices for steel and other materials.

The automaker had warned investors and analysts on April 27 to expect weaker results in the first quarter. Ford earned a record pretax profit in the first quarter of 2016.

Ford Chief Financial Officer Bob Shanks said the company remains on track for a pretax profit of \$9 billion for the full year. That's down from \$10.4 billion in 2016. Without one-time items, including a gain from the closure of a planned plant in Mexico, Ford earned 39 cents per share, beating forecasts. Wall Street expected earnings of 35 cents per share, according to analysts polled by FactSet.

Ford announced two North American product recalls in March that cost the company \$295 million. Ford recalled more than 230,000 vehicles because of the risk of engine fires and 210,000 vehicles for bad door latches. Those actions were in addition to a recall last fall of 2.4 million vehicles to fix door latches, which cost \$600 million.

Ford's sales dropped slightly in the first quarter to 1.7 million vehicles. Ford's North American market share dropped as it sold fewer vehicles to rental fleets, but it said U.S. sales to individual buyers were up. Sales also fell in China. Shanks said Chinese customers rushed to buy vehicles at the end of 2016 before a tax incentive expired, so the market suffered in the first quarter.

North America powered Ford's profits. The company earned a pretax profit of \$2 billion in the region, down 45 percent from a year ago. Revenue rose as the company sold a higher mix of high-profit trucks and SUVs. Ford said the average price paid for a vehicle was up \$1,971 in the U.S. in the first quarter, compared to an industry average increase of \$506.

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A rendering of Ford's new West Dearborn development project



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 - Rear Vision Camera!
 - Aluminum Wheels!
 - Chevrolet Complete Care INCLUDED!
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Was \$26,405 Sale Price: **\$20,499***
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 - Rear Vision Camera!
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 - Remote Keyless Entry!
 - Chevrolet Complete Care INCLUDED!
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Was \$26,000 Sale Price: **\$20,800***
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Was \$32,195 Sale Price: **\$24,199***
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