

## General Motors Expands Maven Services

GM's Maven is expanding its flexible mobility platform to accelerate the "gig" economy.

Maven Gig drivers are provided access to vehicles they can use for independent gigs that they choose, such as package delivery, food or grocery delivery, and ridesharing, said GM spokeswoman Annalisa Bluhm.

The program is live in San Diego and will launch in San Francisco and Los Angeles later this year. Initial partners include GrubHub, Instacart, Roadie and ridesharing services.

GrubHub is a service that helps users find and order food from wherever you are by typing in an address to see restaurants that deliver and also options for pickup near them. Instacart allows you to order fresh groceries online by connecting you with shoppers who hand-pick items at people's local favorite store and deliver straight to their doorstep, in as little as an hour.

Roadie is an app-based delivery service that puts unused capacity in passenger vehicles to work by connecting people with stuff to send with drivers heading in the right direction – it's like carpooling for packages, Bluhm said.

With no penalty for early returns after one week, Maven Gig is a low-risk way to test out the freelance economy, Bluhm said.

Potential drivers who do not own a vehicle or are unable to use their personal vehicle can now generate income by participating in the sharing economy. Maven Gig serves as a singular portal allowing access to vehicles that could be used for multiple sharing services with endless possible gigs.

The new economy is enabling different opportunities, and Maven Gig is helping to transform the future of shared mobility, Bluhm said. Maven Gig is tailored to drivers looking for flexible, affordable vehicle access to maximize earning potential.

By 2020, an estimated 43 percent of the U.S. workforce will be made up of workers who freelance. The nature of employment is changing, and Maven Gig is a nimble platform to grow and adapt with the shift.

Maven's internal data shows a clear, growing need for Maven Gig. Maven's on-demand rental for ridesharing program has produced more than 100 million miles driven and 9.3 million rides have been given, Bluhm said. Maven has applied learnings from these operations to launch Maven Gig and help make the

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GM's Maven Gig helps transform the future of shared mobility.



The 2017 Grand Cherokee is considered a green vehicle in Japan.

## Grand Cherokee Earns Environmental Status

Some people might not think of the 2017 Jeep Grand Cherokee as a green vehicle, but don't tell that to the Japanese.

The 2017 Jeep Grand Cherokee premium mid-size SUV has become just the second gasoline-driven, American-made, American-brand vehicle to qualify for Japan's Eco-Car tax break, said Fiat Chrysler spokesman Eric Mayne. The 2016 Jeep Cherokee Trailhawk was first.

Equipped with versions of the award-winning Pentastar V6 engine, the 2017 Grand Cherokee

and its predecessor met the strict fuel-efficiency and emissions standards allowing them to be eligible for the consumer tax incentive – worth between ¥58,000 and ¥66,000 (\$580 and \$660 U.S.) to Grand Cherokee buyers.

"This achievement reaffirms the flagship status that Grand Cherokee enjoys among SUVs in the global market," said Mike Manley, head of Jeep Brand and FCA Global Lead

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## BorgWarner's Compressor Hits Automotive Marketplace

BorgWarner, a global provider of technology solutions for combustion, hybrid and electric vehicles, has debuted its 48-volt eBooster electrically driven compressor in Daimler's latest 3.0-liter gasoline engine.

The engine will feature the eBooster technology matched with a BorgWarner-supplied turbocharger to improve fuel efficiency, enhance low-end torque and deliver boost on demand without any perceptible turbo lag, said BorgWarner spokeswoman Michelle Collins.

"Our market-leading eBooster technology enables 6-cylinder engines to deliver the same performance and even more fun-to-drive experience as a much larger conventional V8," said Frédéric Lissalde, president and general manager of BorgWarner Turbo Systems.

"By enabling engine downsizing, eBooster technology improves fuel efficiency by 5 to 10 percent in combustion and hybrid vehicles."

BorgWarner's eBooster electrically driven compressor delivers boost on demand until the turbocharger takes over, improving boost at low engine speeds and nearly eliminating turbo lag, Lissalde said.

Featuring a brushless DC motor, durable samarium-cobalt magnets and highly efficient power electronics, the compact eBooster technology offers automakers flexible packaging options.

"It can be adapted to a wide range of hybrid or combustion applications," said Collins.

Development of more efficient



BorgWarner's eBoost compressor

and clean engines is driven by consumer demand and better drivability as well as new regulations, said Hermann Breitbach, vice president of Global Engineering and Innovation at BorgWarner Turbo Systems.

As a result, boosting fuel economy through downsizing and downspeeding as well as improvement of low-end torque and transient engine performance has become a major focus of the auto industry.

## Ford Makes Instant Parts Delivery a Reality

Instant gratification – it's something many of us look for. People can rent a movie in a matter of seconds, hail a ride in minutes or have a gift delivered to a family member overnight.

So when it comes to getting a replacement part for one's vehicle – which could take a week or more, depending on the necessary repair – why can't dealerships and service centers get the parts they need in hours instead of days?

Now, they can, said Ford spokeswoman Sara Tatchio.

With Hot Shot express parts delivery from Ford, orders are accepted for high-volume maintenance repair parts such as brakes, hoses and filters from a wider range of clients, including other dealers and independent shops, and are fulfilled within two hours, Tatchio said.

This gets customers back on the road faster while giving dealers the opportunity to expand their business by acting as wholesale parts distributors.

"Improving the customer experience has been top of mind for Ford and the entire Ford Customer Service Division operation," said Frederiek Toney, president, Global Ford Customer Service Division (FCSD).

"From initiatives such as Hot Shot express parts delivery to

the 2016 relaunch of the Motorcraft parts brand to the 2017 introduction of the Omnicraft line of parts and innovative pilot programs such as the Smart Service Kiosk, everything we are doing revolves around providing better

CONTINUED ON PAGE 2



Ford's Hot Shot express delivers parts in a day, instead of weeks.

## Corvette to Pace Indy 500

Chevy fans, start your engines.

The Corvette Grand Sport is the official pace car for the 2017 Indianapolis 500 and will lead drivers to the green flag on May 28 for the 101st running of the legendary race, said GM spokesman Randy Fox.

It marks the 14th time a Corvette has served as the official pace car, starting in 1978, and the 28th time a Chevrolet has led the field, dating back to 1948, Fox said. No other vehicle has served as the pace car more than the Corvette. The first Chevrolet Indianapolis 500 pace

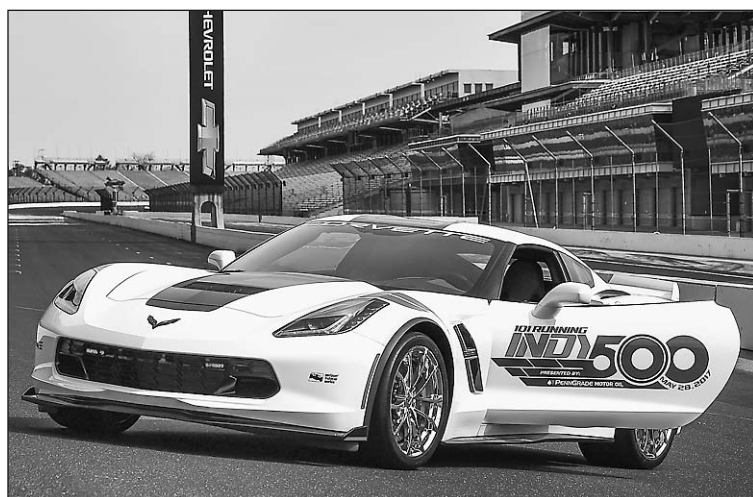
car was a 1948 Fleetmaster Six convertible.

"Chevrolet is proud to once again pace the Indianapolis 500," said Steve Majoros, marketing director for Cars and Crossovers. "The Corvette Grand Sport's performance capability and motorsports heritage make it the perfect choice to pace the Greatest Spectacle in Racing."

The 2017 Corvette Grand Sport pace car features:

- 460-hp (343 kW) LT1 direct-injected V8 engine with dry-

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The 2017 Chevrolet Corvette Grand Sport Indianapolis 500 Pace Car.

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## Oakland County Offers Drug Disposal Info

A new Web site, OakGov.com/PrescriptionDrugs, has been launched by Oakland County Executive L. Brooks Patterson and the Oakland County Prescription Drug Abuse Partnership. The site hosts an interactive map identifying drug disposal program locations throughout the county.

“The opioid epidemic is one of the most pressing public health issues today,” said Patterson. “Ninety-one Americans die every day from an opioid overdose. The Oakland County Prescription Drug Abuse Partnership is working diligently to address this issue at a county-wide level and collaborate with those working on the front line of this epidemic every day.”

Disposal locations include Oakland County Sheriff’s Operation Medicine Cabinet, local police and U.S. Drug Enforcement Administration locations and pharmacies throughout Oakland County. The map will be updated continuously.”

# 2017 Corvette Grand Sport to Pace Indianapolis 500

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sump oiling and active exhaust;

- Eight-speed paddle-shift automatic transmission;
- Equipped with the available carbon-fiber ground effects package;
- Specific Grand Sport wheel design: 19 x 10-inch (front) and 20 x 12-inch (rear);
- Standard magnetic ride control, specific stabilizer bars and unique springs;
- Standard electronic limited-slip differential;
- Includes the available Z07 package, with carbon ceramic-matrix brake rotors and 285/30ZR19 (front) and 335/25ZR20 (rear) high-performance tires;
- Brembo Carbon Ceramic brake system with 15.5-inch (394

mm) rotors with six-piston calipers in front and 15.3-inch (380 mm) rotors with four-piston calipers in rear;

- Unique Indy 500 graphics package.

The Grand Sport pace car equipped with the Z07 package can accelerate from 0-60 mph in 3.6 seconds, cover the quarter-mile in 11.8 seconds and achieve 1.2 g cornering capability.

Chevrolet has a storied history with the Indianapolis Motor Speedway, Majoros said.

Chevrolet was founded in 1911, the year of the inaugural 500-mile race, and company cofounder Louis Chevrolet, along with brothers Arthur and Gaston, competed in early Indy 500 races.

Arthur Chevrolet competed in

the 1911 race and Gaston Chevrolet won it in 1920.

“Chevrolet and Indianapolis are inextricably linked, sharing one of the longest racing heritages in all of motorsports,” said J. Douglas Boles, president of Indianapolis Motor Speedway.

“We are proud of the long-standing relationship between

Chevrolet and the Speedway and we love having the Corvette Grand Sport lead the 500 field to the green flag.”

Chevrolet is pursuing its sixth consecutive IndyCar manufacturer championship this year, building on a successful 2016 season that saw 14 wins out of 16 races.

## Instant Parts Delivery Now A Reality with Ford Hot Shot

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service to our customers and helping dealers grow their business.”

Hot Shot express parts delivery is not a new service, but the recent growth of the program shows Ford dealers are eager to adjust to the changing needs of consumers, Toney said.

In recent years, the number of U.S. Ford dealers offering Hot Shot service has gone from just a few to more than 300, says Andrew Idler, manager, Wholesale Operations, Ford Customer Service Division.

According to Idler, a typical dealer delivery system will have mapped-out routes with specified customers on the routes. Deliveries are usually on a more planned basis, once a week for example, and usually involve a truck filled with several orders, Toney said.

Hot Shot delivery promises delivery of high-volume maintenance parts within two hours, designed for an installer who has a vehicle on the lift and needs the part quickly to maximize bay space.

“With Hot Shot, we’ve been able to speed up delivery times across the board,” said

Jim Stahl, parts manager, Van Bortel Ford in East Rochester, N.Y.

And this on-demand approach has had a positive impact on dealer business, Stahl said.

“We began offering what we call the Hot Shot Highway in February of 2013,” said Stahl. “Reducing wait times allowed us to increase our customer base by 125 percent easily.”

Stahl said that the increase in customers also has boosted the bottom line for the business by roughly 20 percent.

Village Ford of Dearborn was an early adopter offering Hot Shot parts delivery several years ago, Toney said.

The dealership recently added another driver to keep up with demand.

“We typically run 20 to 30 Hot Shot deliveries per day and between 100 and 150 each week,” said Andrew Kochan, parts manager at Village Ford.

“These deliveries are going to 40 different customers including other dealers and independent shops...all are pleased with the service and many are amazed by our dedication to helping them better serve their customers.”

## Unique Financials Climb

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 financial results on May 10 for the first quarter ended April 2.

First quarter 2017 financial highlights, said Unique CEO John Weinhardt, showed revenue of \$47.9 million in the first quarter 2017, up 19.7 percent compared to \$40.0 million in 2016.

Additionally, the company’s report showed net income of \$2 million, or \$0.21 per basic and diluted share in the first quarter 2017, compared to \$1.8 million, or \$0.19 per basic and diluted share in the first quarter 2016. Adjusted EBITDA of \$5.4 million in the first quarter 2017, includ-

ing \$1.6 million for non-cash charges.

“We executed well in the first quarter, advancing new product launches and programs according to plan,” said Weinhardt. “Our product sales increased sequentially each month during the first quarter, which we believe is a solid indication of the market’s response to our new and existing products.

“Operationally, we made investments during the first quarter to scale our production capabilities for our TwinShape ducts in advance of the launch of a new program for a popular mid-size SUV with a major OEM, which we believe will benefit our operations beginning in the second quarter of 2017 and into 2018 as additional TwinShape programs come online. New product sales in our industrial businesses are up year over year, as expected.”

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The 2017 Jeep Compass got down and dirty at this year's "Mudfest."

## Jeep Grand Cherokee Earns Green Designation in Japan

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Executive for International Operations.

"In the wake of the Cherokee's breakthrough, it also proves – as we say in off-road driving – that only a Jeep can follow another Jeep."

The Grand Cherokee that qualifies for Japan's Eco-Tax incentive is powered by an upgraded version of the Pentastar V6, Mayne said.

The original was named three times to the prestigious list of *Wards* 10 Best Engines – a globally recognized prize for powertrain engineering.

Among the key elements of the upgraded 213-kW (295-horsepower) is two-step variable valve lift (VVL), which boosts fuel economy and Pentastar's class-leading refinement.

"This singular feature firmly establishes the redesigned Pentastar among the world's elite, high-volume V6 engines," said Bob Lee, head of Powertrain Coordination for FCA-Global, and Engine, Powertrain and Electrified Propulsion, and Systems Engineering for FCA-North America.

The system is designed to remain mostly in low-lift mode – until the customer demands more power, Lee said.

Then, it responds by switching to high-lift mode, which helps deliver more air to the cylinder. The result: less overall pumping work.

"Factor in the benefits of the engine's cooled EGR system, and the Pentastar distinguishes itself even further," Lee said.

Cooled Exhaust Gas Recirculation (EGR) reduces emissions, cuts pumping losses and enables knock-free operation at higher loads.

Fuel-saving Engine Stop-Start (ESS) lends additional appeal to

the Grand Cherokee, the most-awarded SUV of all time. ESS reduces fuel consumption by shutting off the engine whenever the vehicle comes to a complete stop.

When the driver lifts his/her foot from the brake pedal, the engine restarts automatically, Lee said.

Meanwhile, the vehicle's radio, gauges, heating/air-conditioning system and other equipment, remain operational.

Lee said the smooth-shifting TorqueFlite eight-speed automatic transmission also contributes significantly to the fuel efficiency of the Jeep Grand Cherokee, which achieves a 9.6 km/L fuel-efficiency rating in Japan.

The high-tech gearbox is from a family of transmissions available in more than a dozen Fiat Chrysler vehicles.

Mayne said Fiat Chrysler vehicles that are so-equipped and already on today's roads are expected to deliver more than \$2.5 billion in fuel savings, while conserving more than 700 million gallons of gasoline.

The combined efficiency of the Grand Cherokee's Pentastar-TorqueFlite pairing is primarily responsible for its 4-Star emissions rating in Japan, a key requirement of the Eco-Car tax incentive program, Lee said.

Jeep is Japan's top-selling U.S. vehicle brand. Sales hit a record high of 9,388 in 2016 – a 31.7 percent jump year-over-year, Mayne said.

These sales figures paralleled Jeep's performance on the global stage, where the brand recorded 1.42 million sales, for a year-over-year increase of 9 percent.

The Jeep Grand Cherokee is produced at the Jefferson North Assembly Plant in Detroit.

## Jeep Brand Gets 'er Done at Press 'Mud-

Jeep is not afraid to get down in the mud, and that's paying off.

Jeep brand vehicles were represented in the 23rd annual "Mudfest" competition hosted by the Northwest Automotive Press Association (NWAPA) on May 2, with the new 2017 Jeep Compass and the 2017 Jeep Grand Cherokee Trailhawk winning in their respective categories, said Fiat Chrysler spokesman Scott Brown.

"The Jeep Compass and Grand Cherokee Trailhawk faced tough competition at the Northwest Outdoor Activity Vehicle of the Year Competition, but took the crown for Best Compact Utility Vehicle and Premium Utility Vehicle," said Tuan Huynh, NWAPA Mudfest Event chair.

"Jeep vehicles are renowned for going off the beaten path and this duo's extreme off-road capa-

bility with competent on-road performance earned the votes of Northwest Automotive Press Association members."

The most capable compact SUV ever, said Brown, the new 2017 Jeep Compass was named the winner of the Compact Utility Vehicle category.

The 2017 Jeep Grand Cherokee Trailhawk, the most capable factory-produced Jeep Grand Cherokee ever, won the Premium Utility Vehicle segment.

"We're thrilled the Northwest Automotive Press Association has recognized both the all-new Jeep Compass and our Grand Cherokee Trailhawk with their prestigious awards," said Mike Manley, head of Jeep Brand – FCA Global.

"This marks further recognition for Grand Cherokee – the most awarded SUV ever – while

Compass earns high praise just as it arrives in Jeep showrooms across the country.

"We're equally delighted that consumers are now enjoying the unmatched Compass capability that impressed the NWAPA members."

Twenty-eight NWAPA automotive journalists spent two days testing 27 vehicles through a mix of on-road handling and off-road courses. Testing took place at The Ridge Motorsports Park in Shelton, Wash., Brown said.

A custom off-road course was built at The Ridge to push the limits of the sport utility vehicles, crossovers and pickups.

Crossover and sport utility vehicles competed in six different categories: compact, premium compact, family, premium, pickups and extreme capability, Brown said.

## GM Growing Maven's Services Nationally

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sharing economy more accessible and intelligent.

In March, Maven became the first and only program to offer the Chevrolet Bolt EV with an EPA-estimated range of 238 miles for both car-sharing and ride-sharing applications, Bluhm said. The deployment in California has shown that the Bolt EV is uniquely suited for vehicle sharing and will be important for the gig economy.

The compact hatchback seats five with room for cargo storage, and the flat floor facilitates easy entry and egress, Bluhm said, adding that the smooth, quiet electric propulsion is ideal for dense urban areas.

The freelance economy is growing. Since last year, Maven has provided vehicles for ridesharing in 11 markets: Atlanta; Baltimore; Boston; Chicago; Detroit; Los Angeles; Nashville, Tenn.; Phoenix; San Diego; San Francisco; and Washington, D.C.

Maven City car sharing is active in 13 markets. Members can reserve vehicles for hourly or daily rates seamlessly through a mobile app in Ann Arbor, Mich.; Atlanta; Baltimore; Boston; Chicago; Denver; Detroit; Jersey City, N.J.;

Los Angeles; Orlando, Fla.; San Francisco; Washington, D.C.; and Kitchener-Waterloo, Ontario, Canada.

Maven, General Motors' personal mobility brand, has expanded to 17 cities in North America since launching in January 2016. Maven has attracted 35,000 members who have driven more than 115 million miles through 45,000 reservations.

Maven by the numbers:

- More than 100 million miles have been driven through

Maven's on-demand rental for ridesharing program.

- More than 9.3 million rides have been given in Maven vehicles for ridesharing.

- Maven recently deployed more than 100 Chevrolet Bolt EVs with an EPA-estimated range of 238 miles into car-sharing and ridesharing services in California.

"Maven Gig is enabling freelancers to earn income through multiple sources," said Julia Steyn, vice president, General Motors Urban Mobility and Maven.

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# Automaker Tesla Offers Solar Tiles For Sunny Homes

DETROIT (AP) – Electric car maker Tesla has added another product to its lineup: Solar roof tiles.

As of May 10, customers worldwide could order a solar roof on Tesla's web site. Installations will begin next month in the U.S., starting with California. Installations outside the U.S. will begin next year, the company said.

The glass tiles were unveiled by Tesla last fall just before the company merged with solar panel maker SolarCity Corp. They're designed to look like a traditional roof, with options that replicate slate or terracotta tiles. The solar tiles contain photovoltaic cells that are invisible from the street.

Tesla's Web site includes a calculator where potential buyers can estimate the cost of a solar roof based on the size of their home, the amount of sunlight their neighborhood receives and federal tax credits. They can also put down a refundable \$1,000 deposit to reserve a place in line.

Tesla said the solar tiles cost \$42 per square foot to install, making them far more costly than slate, which costs around \$17 per square foot, or asphalt, which costs around \$5. But homes would only need between 30 and 40 percent of their roof tiles to be solar; the rest would be cheaper non-solar tiles that would blend in with the solar ones.

Tesla said the typical homeowner can expect to pay \$21.85 per square foot for a Tesla solar roof. Over time, the roof will pay for itself in electricity savings, the company said. The roof is guaranteed for the life of the home.

# FCA's Vehicles Prove to be a Hit With Texans

It was a good weekend for Fiat Chrysler at the Texas Auto Roundup hosted by the Texas Auto Writers Association (TAWA) at Circuit of The Americas (COTA) race track in Austin.

The new 2017 Alfa Romeo Giulia Quadrifoglio was crowned "Car of Texas" and also took home honors for "Performance Sedan of Texas" and "Most Drives" at the Roundup. "The Giulia Quadrifoglio took to the track at Circuit of The Americas and thoroughly impressed our journalists with its nimble handling, compelling Ferrari-derived, 505-horsepower, V6 engine along with its true Italian flair," said Nic Phillips, TAWA president.

"Alfa Romeo has created something original, something extraordinary in just about every measure with the Giulia Quadrifoglio.

"(It's) one of those cars you have to experience to believe – whether you're on the track or looking for a smile-inducing drive to work, this sedan delivers it all – and quite comfortably at that."

There was also some good news for the Jeep brand.

Jeeps, since first built as military vehicles during WWII, were always known as tough.

Now the brand can say that its vehicles are Texas-tough. And Chrysler's new Pacifica minivan also came up a winner with the Texas Auto Writers Association.

Several FCA US vehicles took top honors at the Roundup, said Fiat Chrysler spokeswoman Kimberly Shults.

The new 2017 Chrysler Pacifica Hybrid took one of the top prizes as the Family Car of Texas.

The Chrysler Pacifica Hybrid

also received Minivan of Texas, Green Car of Texas and Best Feature (Hybrid powertrain).

Jeep vehicles received several awards with wins for the 2017 Jeep Compass as Activity Vehicle of Texas and the 2017 Jeep Grand Cherokee SRT as Performance Utility Vehicle of Texas, Shults said.

"Several vehicles from FCA US were top performers at the Roundup this year," said Phillips.

"The 2017 Chrysler Pacifica Hybrid minivan was the clear leader for one of our top awards, the Family Car of Texas.

"As the industry's first electrified hybrid minivan, Chrysler has taken not only this family vehicle but the entire plug-in electric class to a whole new level.

"The Pacifica is loaded with high-tech features that make it easy to connect, charge and maximize the efficiency of the vehicle, not to mention offering the safety features and technology that every family deserves.

"The Jeep brand vehicles also impressed our judges.

"The 2017 Jeep Compass led the diverse Activity Vehicle category, offering excellent versatility, capability and Jeep's go-anywhere styling, while the Grand Cherokee SRT continues to demonstrate the incredible package of handling, power and segment value, worthy of our Performance Utility Vehicle award."

TAWA's Roundup gives automotive journalists the opportunity to drive nearly every new car on the market, ranging from subcompact vehicles to supercars (more than 450 horsepower), Shults said.

TAWA is one of the most reputable automotive press

organizations in the industry, said Shults, with a mission to promote quality and accuracy in automotive journalism and disseminate information about the industry through news-related print, online and broadcast media.

TAWA produces two driving events each year – the Texas Auto Roundup in the spring and the Texas Truck Rodeo in the fall, Shults said.

With its 20 turns, 133-foot hill and a coned-slalom segment in the straightaway, the 3.4-mile track at COTA provided a world-class driving experience for evaluating vehicles in side-by-side comparisons unlike any other automotive media event, Shults said.

A total of 52 TAWA journalists attended and drove 42 vehicles before rendering their judgments during the two-day event.



2017 Chrysler Pacifica

# 2017 Grand Prix Kicks Off With Benefit for Charity

The 2017 PwC Grand Prixmiere, presented by Chevrolet, returns Friday, June 2, starting at 6:30 p.m. on Belle Isle Park.

This event attracts high-profile attendees from all across Michigan to support the Belle Isle Conservancy and sets the stage for the Chevrolet Detroit Grand Prix presented by Lear race weekend on Belle Isle, said event spokeswoman Erica Swish Harmon.

All proceeds from the Grand Prixmiere benefit the Belle Isle Conservancy in their continued efforts to preserve, restore and enhance Belle Isle Park.

The 2017 event celebrates the "art of racing" featuring one-of-a-kind creations from Detroit-based artist and General Motors designer Matt Burke, Harmon said.

Burke's artwork will be displayed throughout the event's venue, bringing a fresh pop of color to the island, all while celebrating Detroit's most iconic architecture, landmarks and the cars of yesterday and today.

This year's event is chaired by Ken Morris, GM vice president of Global Product Integrity, and his wife Michele.

"Michele and I are honored to work with the teams at General Motors, PwC, Penske Corporation, The Grand Prix and the Belle Isle Conservancy to bring our vision for this event to life," said Morris.

"Quality is an important aspect of my job, as well as all of the work we do at GM, and we look forward to bringing that same exceptional quality to everyone's experience at the Grand Prixmiere."

Morris said attendees can expect a night to remember as they make their way onto the Grand Prix track and into the trackside venue overlooking the island's Scott Fountain.

The evening's cocktail reception will be attended by the area's top business and community leaders, as well as world-class Grand Prix race drivers.

It will be followed by a seated dinner by Andiamo, a program and auction emceed by Paul W. Smith and live entertainment by Your Generation in Concert.

Each year the Grand Prixmiere is highlighted by a live auction

of one-in-a-lifetime experiences and packages, Harmon said.

This year's auction packages have been generously donated by General Motors, Ann Arbor Distilling Co. and Wallace Guitars, with support from CBJ Transportation.

Packages include:

- The opportunity to create, bottle and label your own liquor with the team at Ann Arbor Distilling Company.

- A custom guitar crafted with reclaimed wood sourced from Detroit and Belle Isle from Wallace Detroit Guitars.

- A VIP experience in SOHO as guests of Cadillac at Men's Fashion Week in New York.

- A weekend getaway touring the vineyards of Napa Valley and a VIP experience at the Sonoma Raceway for the Verizon IndyCar Series finale – GoPro Grand Prix of Sonoma in September.

- The chance to mingle with past Grand Prixmiere chairs and ride along with Team Penske IndyCar driver Josef Newgarden on the Milford Road Course at the GM Milford Proving Ground.

The evening is made possible with champion support from the Penske Corporation, Harmon said.

Joining PwC, Chevrolet and Penske in support of the 2017 Grand Prixmiere are:

- Blue Cross Blue Shield of Michigan;
- BOSCH, Bridgestone Firestone North American Holdings Ltd.;
- DTE Energy Foundation;
- Gallagher-Kaiser Corporation;
- Hitachi Automotive Systems;
- Horizon Global;
- Huntington Bank;
- i.M. Branded;
- Lear Corporation;
- Nemak;
- PNC Bank;
- Rush Group, LLC;
- Strategic Staffing Solutions;
- UAW-GM Center for Human Resources.

Courtesy of AVL, each guest will receive a cocktail mixer from Detroit-based Wolf Moon Mixers to create artfully crafted cocktails at home.

Limited tickets are available for this spectacular event.

For more information, visit <https://www.belleisleconservancy.org/grandprixmieregala>.

1967 50th Anniversary 2017

DRIVE AND DISCOVER

**2017 JEEP COMPASS LATITUDE FWD**

SALE PRICE \$17,993

LEASE FOR \$1999 DOWN MSRP \$26,730

**\$92\*** 24 MO. 10K

**2017 DODGE CHALLENGER RT**

SALE PRICE \$28,998

LEASE FOR \$1999 DOWN MSRP \$37,480

**\$119\*** 27 MO. 10K

**2017 RAM 1500 SLT Crew Cab Big Horn 4x4**

SALE PRICE \$33,399

LEASE FOR \$1999 DOWN MSRP \$46,600

**\$129\*** 24 MO. 10K WITH RETURNING LEASE

**2017 CHRYSLER PACIFICA TOURING**

SALE PRICE \$25,397

LEASE FOR \$1999 DOWN MSRP \$33,375

**\$236\*** 36 MO. 10K

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Must qualify for Chrysler Employee Advantage discount for all sale prices and lease payments. \*Plus tax, title, license, CVR and doc fee and destination charge. \*\*All leases based on 10,000 miles per year. Plus tax, title, license and doc fee and destination charge. No security deposit required. Must qualify for preferred credit rating, not everyone will qualify. All rebates assigned to dealer. Save even more with military rebate. Sale prices and lease payments include consumer cash rebate, lease cash, and Chrysler Capital Bonus Cash. Must finance through Chrysler Capital. Not everyone will qualify subject to credit approval. Pictures may not represent actual vehicles. Must take delivery from dealer inventory by 5/23/2017.



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# Dick Huvaere's Lease Headquarters! ★

<b>2017 DODGE CHALLENGER R/T</b> <b>LEASE FOR \$118**</b> 24 Mos. /MO. <small>\$995 due</small> D7-50020	<b>2017 JEEP PATRIOT HIGH ALTITUDE</b> <b>4x2 LEASE FOR \$99**</b> 36 Mos. /MO. <small>\$100 due</small> J7-60112	<b>2017 JEEP COMPASS HIGH ALTITUDE 4X4</b> <b>4x4 LEASE FOR \$106**</b> 36 Mos. /MO. <small>\$200 due</small> J7-60076	<b>2017 DODGE GRAND CARAVAN GT</b> <b>LEASE FOR \$108**</b> 24 Mos. /MO. <small>\$495 due</small> D7-40769
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**Dick Huvaere's Michigan Trade Assistance Cash**  
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## 2017 HUYAERE MEMORIAL DAY COUPONS

**HOTTEST 2017 JOURNEY GT AWD LEASE DEAL IS NOW!**

**LEASE FOR \$118\*\***  
 24 Mos. /MO.  
\$100 due

- \$5,250 Lease Cash
- \$2,928 FCA Discount
- \$2,000 Huvaere Cash
- \$1,000 CCAP
- \$1,000 Chrysler CAP
- \$1,000 Bonus Cash
- \$1,000 Trade Assistance
- \$1,000 Conquest Lease Cash

**\$15,178 Rebates and Huvaere Discounts!**

<b>EXCLUSIVE HUYAERE MEMORIAL DAY TRADE-IN BONUS CASH \$2000</b> <small>In stock new 2014, 2015, 2016 and 2017 vehicles only. Must present coupon. Prior sales excluded. One coupon per purchase or lease. Not valid with \$2000 Memorial Day Bonus Cash or \$2000 Memorial Day Trade-In Bonus Cash. Excludes Durango, Wranglers &amp; sold orders. See dealer for details. Valid thru 5/15/17.</small>	<b>EXCLUSIVE HUYAERE MEMORIAL DAY 1500 CREW CAB RAM BONUS CASH \$2700</b> <small>In stock new 2017 vehicles only. Must present coupon. Prior sales excluded. One coupon per purchase or lease. Not valid with \$2000 Memorial Day Bonus Cash or \$2000 Memorial Day Trade-In Bonus Cash. Excludes Durango, Wranglers &amp; sold orders. See dealer for details. Valid thru 5/15/17.</small>	<b>EXCLUSIVE HUYAERE MEMORIAL DAY BONUS CASH \$2000</b> <small>In stock new 2014, 2015, 2016 and 2017 vehicles only. Must present coupon. Prior sales excluded. One coupon per purchase or lease. Not valid with \$2000 Memorial Day Trade-In Bonus Cash or \$2000 Memorial Day 1500 Crew Cab Bonus Cash. Excludes Durango, Wranglers &amp; sold orders. See dealer for details. Valid thru 5/15/17.</small>
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## 2400 New Vehicles Available! Same Day Delivery at Huvaere's

300..... 113	Durango..... 63	Patriot ..... 98
Pacifica ..... 90	Wrangler..... 56	Compass..... 122
Heavy Duty Ram ..... 45	Renegade ..... 80	Ram Crew Cab 4x4 ..... 740
Journey ..... 223	Cherokee..... 74	Grand Cherokee ..... 218
Caravan ..... 74	Challenger..... 113	Charger ..... 33

## BREAKING NEWS! MEMORIAL DAY BONUS CASH ANNOUNCED!

### Unbelievable Memorial Day Sales Event Begins Now!

★ **\$2000 HUYAERE MEMORIAL DAY CASH JUST ANNOUNCED!** ★★

## MAY IS THE MONTH TO BUY OR LEASE FROM DICK HUYAERE'S!

★ **Incredible Lease Incentives On Several Models!**

- Compass • Challenger • Ram 1500 Crew Cab 4x4
- Renegade • Patriot • Journey GT • 300 • Cherokee

# GREATEST MEMORIAL DAY SALE BEGINS AT DICK HUYAERE'S!

★ **2400 NEW VEHICLES AVAILABLE!** ★

**1000 NEW MUST BE SOLD IN MAY!**

Business is so great, we will stay open until the last customer is sold and delivered!

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**MONDAY 8:30AM - 9:00PM**

**TUESDAY 8:30AM - 6:00PM**

**WEDNESDAY 8:30AM - 6:00PM**

**THURSDAY 8:30AM - 9:00PM**

**#1 RAM DEALER**

**4 SALE DAY!**

## ★ HUGE SALE DAYS! 44 HOURS OF HUGE SAVINGS AT DICK HUYAERE'S ★

**With Incentives So Great, We Will Remain Open Until The Last Customer Is Sold & Delivered!**

**DICK HUYAERE'S RICHMOND**

CHRYSLER DODGE Jeep RAM SRT MOPAR

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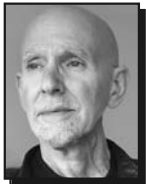
**SALE HOURS:**  
 Monday and Thursday 8:30-9:00  
 Tues., Wed. and Fri. 8:30-6:00  
 Saturday 9:00-4:00

**MEMORIAL DAY SALES EVENT**

CHRYSLER DODGE Jeep MOPAR

\*The FCA US LLC (the "FCA") Employee Purchase Program, program sale prices and lease payments quoted. Just add tax, title, 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 for Ally or .25 cents then Chrysler Capital for excess mileage. Customer must qualify for 1 or 3 yr 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 loan. 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-must finance thru Chrysler Capital. Ram leases include Great Lakes Truck Conquest Bonus cash. \*Sale prices include license loyalty retail bonus cash, customer must qualify. 1.64 month buy, 2.39% APR with approved credit.

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## GMC Terrain's Price Starts Below \$26,000

Pricing for the new 2018 Terrain will start at an MSRP of \$25,970 when it goes on sale this summer.

The new Terrain offers greater refinement and versatility to adapt to customers' unique needs, and it's packed with more available features and advanced safety technologies than ever before, said Duncan Aldred, vice president of Global GMC.

Three new turbocharged engines, leading with a 2.0L at launch – followed later with a 1.5L and an available 1.6L turbo-diesel – provide more choices when it comes to performance, efficiency and capability.

"Terrain helped define the premium compact SUV segment and the all-new 2018 model elevates it with a stronger roster of standard and available features," said Aldred. "GMC's proven SUV experience makes it a more compelling choice than ever, with a strong blend of design, functionality and engineering excellence."

The new GMC Terrain provides great value in packaging with a host of standard premium features, Aldred said, including a new 170-hp, 1.5L turbo engine paired with a new nine-speed automatic transmission; driver-controllable Traction Select system; signature LED daytime running lamps and taillamps; leather-wrapped steering wheel; flat-folding front passenger seat; and keyless open and start.

"GMC is a premium brand and we are committed to bringing bold, capable and precisely crafted vehicles to customers within every segment," said Sean Greatrex, marketing manager for GMC Terrain.

"The all-new 2018 GMC Terrain delivers upon this commitment within the hyper-competitive compact SUV segment. We're



The 2018 GMC Terrain SLT goes on sale this summer.

confident the Terrain's premium features and competitive pricing present customers with a high-value compact SUV option they are seeking."

The 2018 Terrain will be manufactured at GM's assembly plant in Ingersoll, Ontario.

Aldred said the Terrain Denali raises the bar even further to add a standard 252-hp, 2.0L turbo engine; 19-inch ultra-bright machined aluminum wheels and LED headlamps.

It also adds standard a heated leather-wrapped steering wheel; hands-free power programmable liftgate; an 8-inch diagonal infotainment system with navigation; Bose premium seven-speaker audio system; and a suite of standard safety features that include Side Blind Zone Alert with Lane Change Alert, Rear Cross Traffic Alert, Rear Park Assist and Safety Alert Seat.

Terrain SL and SLE starting MSRPs:

- Terrain SL FWD – \$25,970;
- Terrain SLE FWD – \$28,795;
- Terrain SLE Diesel FWD – \$32,565;
- Terrain SLE AWD – \$30,545;

- Terrain SLE Diesel AWD – \$34,315.

Terrain SLT starting MSRPs:

- Terrain SLT FWD – \$32,295;
- Terrain SLT Diesel FWD – \$35,140;
- Terrain SLT AWD – \$34,045;
- Terrain SLT Diesel AWD – \$36,890.

Terrain Denali starting MSRPs:

- Terrain Denali FWD – \$38,495;
- Terrain Denali AWD – \$40,245.

The new Terrain keeps passengers connected with Apple CarPlay and Android Auto compatibility and access to a standard in-vehicle OnStar 4G LTE Wi-Fi hotspot. GMC customers in the U.S. can currently purchase an unlimited data plan enabled by AT&T for only \$20 per month.

In addition to the 4G LTE connection, the OnStar Basic Plan comes standard on all new GMC retail models for five years.

The Basic Plan offers select remote vehicle services and the OnStar AtYourService marketplace via the myGMC mobile app, among other features, Greatrex said.

## TRANSPARENT PRICING

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- Zero Security Deposit required with easier down payments.
- Only Realistic Rebates
- An experience built upon complete transparency.

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See Dealer for Details

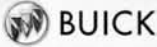
### 2017 Buick Encore

FWD Lease Offer MSRP: \$25,360

**\$127** 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 **\$531** total due at signing (includes first month payment)

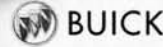
### 2017 Buick Enclave

Convenience FWD Lease Offer MSRP: \$40,060

**\$219** 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 **\$726** total due at signing (includes first month payment)

### 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)

### 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)

Offers include: Tax, Title, Plate, Transfer, CVR, Doc Fee, GM Employee Pricing, GM Lease Loyalty (must have a 1999 or newer GM lease in household), Select Model and 1st Month's Payment. No security deposit required. See dealer for details.





THIS MONDAY, TUESDAY & WEDNESDAY... ONLY  
**DEMO DAYS!**  
 DEALS ON EVERY DEMO IN STOCK!

Current Chevy Lessees Get Up to **\$1750** in Loyalty Bonus Cash!\*

### 2017 CRUZE "LT"



- 1.4L Turbo DOHC Engine!
- Automatic Transmission!
- 7" Color Touch Screen MyLink Radio!
- OnStar w/4G LTE w/built-in Wi-Fi Hotspot!
- Aluminum Wheels!
- Remote Start & Entry!
- Rear Vision Camera!
- Power Driver's Seat!
- Former Courtesy Vehicle - Several to Choose from at Similar Savings!

Stock# Q7426

Was \$22,475 Sale Price: **\$15,999\***

24 MONTH LEASE

**\$79\***

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

\$999 Down

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

### 2017 TRAX "LT"



- ECOTEC 1.4L "Turbo" DOHC VVT Engine!
- OnStar w/4G LTE w/built-in Wi-Fi Hotspot!
- 7" Color Touch Screen Radio w/Bluetooth!
- Remote Start and Entry!
- Bluetooth for Phone!
- Rear Camera!
- Aluminum Wheels!
- Former Courtesy Vehicle - Several to Choose from at Similar Savings!

Stock# Q8047

Was \$23,795 Sale Price: **\$16,699\***

24 MONTH LEASE

**\$79\***

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

\$999 Down

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

### 2017 EQUINOX "LS"



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

Stock# H37937

Was \$26,405 Sale Price: **\$20,499\***

24 MONTH LEASE

**\$99\***

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

\$999 Down

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

### 2017 MALIBU "LT"



- 1.5L Turbo DOHC Engine!
- 6 Speed Transmission!
- 8" Color Touch Screen MyLink Radio!
- Bluetooth for Phone!
- Rear Vision Camera!
- OnStar w/4G LTE w/built-in Wi-Fi Hotspot!
- Power Driver's Seat!
- Remote Star and Entry!
- Former Courtesy Vehicle - Several to Choose from at Similar Savings!

Stock# Q8007

Was \$26,895 Sale Price: **\$18,499\***

24 MONTH LEASE

**\$109\***

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

\$999 Down

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

### 2017 SILVERADO "Z71" 4X4 DOUBLE CAB



- All Star Edition!
- ECOTEC3 4.3L V6 Engine!
- GM Bed Liner and Assist Steps INCLUDED!
- 8" Color Screen MyLink Radio w/USB Ports!
- OnStar w/4G LTE w/built-in Wi-Fi Hotspot!
- Power Driver's Seat!
- Remote Start and Entry!
- 18" Bright Machined Aluminum Wheels!
- Former Courtesy Vehicle - Several to Choose from at Similar Savings!

Stock# Q8009

Was \$44,665 Sale Price: **\$30,999\***

24 MONTH LEASE

**\$119\***

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

\$999 Down

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

### 2017 TRAVERSE "LT"



- 3.6L SIDI V6 Engine!
- 7 Passenger Seating Captain Chair Seating!
- 20" Aluminum Wheels!
- Chrome Assist Steps!
- Rear Vision Camera!
- Remote Keyless Entry!
- Bluetooth for Phone!
- OnStar with 4G LTE w/built-in Wi-Fi Hotspot!
- Former Courtesy Vehicle - Several to Choose from at Similar Savings!

Stock# Q7956

Was \$37,890 Sale Price: **\$27,299\***

24 MONTH LEASE

**\$129\***

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

\$999 Down

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

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\*Pictures may not represent actual sale vehicle. All applicable incentives including bonus cash, bonus tags, competitive lease, lease conquest and/or lease loyalty offers have been deducted from Sale Prices/Payments and are subject to change by the manufacturer without notice and are plus title, tax, plate, doc and CVR fees and were valid at time of printing. GM Employee discount is required except where noted. Chevrolet Loyalty varies on model. Courtesy Vehicles have under 2500 miles. Leases are 10,000 miles per year. Disposition fee may be required at lease turn in. \$2000 trade-in guarantee is on 2004 thru 2014 model year vehicles. No branded titles. Certain restrictions apply, see dealer for complete details on all incentives/offers. Sale ends 5/17/2017 @ 6:00PM.







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**2017 ATS** AWD SEDAN  
STANDARD COLLECTION  
ULTRA LOW MILEAGE LEASE FOR WELL QUALIFIED EMPLOYEE PRICING  
**\$279 / 24 / \$2,619**  
PER MONTH<sup>2</sup> MONTHS DUE AT SIGNING  
AFTER ALL OFFERS

No security deposit required. Tax, title, license extra. Mileage charge of \$.25 per mile over 20,000 miles.



**2017 XT5** CROSOVER  
STANDARD COLLECTION  
ULTRA LOW MILEAGE LEASE FOR WELL QUALIFIED EMPLOYEE PRICING  
**\$299 / 36 / \$1,519**  
PER MONTH<sup>1</sup> MONTHS DUE AT SIGNING  
AFTER ALL OFFERS

No security deposit required. Tax, title, license extra. Mileage charge of \$.25 per mile over 30,000 miles.



**2017 ESCALADE** PREMIUM  
LUXURY  
ULTRA LOW MILEAGE LEASE FOR WELL QUALIFIED EMPLOYEE PRICING  
**\$849 / 36 / \$1,049**  
PER MONTH<sup>2</sup> MONTHS DUE AT SIGNING  
AFTER ALL OFFERS

No security deposit required. Tax, title, license extra. Mileage charge of \$.25 per mile over 30,000 miles.



**2017 XTS** STANDARD  
COLLECTION  
ULTRA LOW MILEAGE LEASE FOR WELL QUALIFIED EMPLOYEE PRICING  
**\$399 / 39 / \$1,969**  
PER MONTH<sup>2</sup> MONTHS DUE AT SIGNING  
AFTER ALL OFFERS

No security deposit required. Tax, title, license extra. Mileage charge of \$.25 per mile over 32,500 miles.



**2017 CT6** AWD  
LUXURY COLLECTION  
ULTRA LOW MILEAGE LEASE FOR WELL QUALIFIED EMPLOYEE PRICING  
**\$489 / 39 / \$3,789**  
PER MONTH<sup>1</sup> MONTHS DUE AT SIGNING  
AFTER ALL OFFERS

No security deposit required. Tax, title, license extra. Mileage charge of \$.25 per mile over 32,500 miles.

1. Must be a current Owner/lessee of a 2003 model year or newer Cadillac vehicle. Payments are for a 2017 XT5 Crossover Standard Collection with an MSRP of \$40,985. 36 monthly payments total \$10,764. Payments are for a 2017 CT6 AWD Luxury Collection with an MSRP of \$61,390. 39 monthly payments total \$19,071. 2. Must be a current GM lessee through GM Financial, Ally or US Bank. Payments are for a 2017 ATS AWD Sedan Standard Collection with an MSRP of \$37,590. 24 monthly payments total \$6,696. Payments are for a 2017 Escalade 4WD Premium Luxury with an MSRP of \$87,090. 36 monthly payments total \$30,564. Payments are for a 2017 XTS Sedan Standard Collection with an MSRP of \$46,590. 39 monthly payments total \$15,561. Option to purchase at the end for an amount to be determined at lease signing. GM Financial must approve lease. Take delivery by 5/31/17. Mileage charge of \$.25/mile over 20,000 miles for ATS. Mileage charge of \$.25/mile over 30,000 miles for XT5 Crossover & Escalade. Mileage charge of \$.25/mile over 32,500 miles for XTS & CT6. Lessee pays for maintenance, excess wear and a disposition fee of \$595 or less at the end of lease. Not available with some other offers. Residency restrictions apply. ©2017 General Motors Cadillac® ATS® XT5® Escalade® XTS® CT6®



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Vehicle Demand Declines  
In Vital Chinese Market

by KELVIN CHAN  
AP Business Writer

HONG KONG (AP) – China’s auto sales shrank in April as demand for most types of vehicles wilted, an industry group said May 11.

The China Association of Automobile Manufacturers said 1.7 million passenger cars were sold in China last month, down 3.7 percent from the same period a year ago.

That’s down from 1.7 percent sales growth in March.

Total vehicle sales, including buses and trucks, fell 2.2 percent from a year earlier to 2.1 million.

“Car production and sales fell significantly last month,” the association said in a statement. “Automotive market demand was weak.”

Auto demand in China has been cooling since Beijing raised a sales tax on small-engine vehicles at the start of the year, putting off drivers from buying cars. Analysts forecast the market will grow by mid-single digits this year, down from 15 percent in 2016. For the year to date, auto sales have grown a tepid 2.5 percent to 7.7 million vehicles.

Some 24.4 million vehicles were sold in China last year, more than any other country, making it the most important market for global automakers. However, this year’s slowing growth does not bode well for the industry.

The association said the sport utility vehicle segment was the only one that grew, with sales rising 11.1 percent over a year ago to 684,400.

SUVs are popular with Chinese families who see them as safer, and their sales help automakers

offset falling demand for sedans, which contracted 7.7 percent last month, and minivans, which shrank 20 percent.

Sales of Chinese-brand vehicles fell 1.9 percent to 733,000.

Among foreign carmakers in China:

- General Motors Co. said sales of GM-brand vehicles by the company and its Chinese partners slipped 1.9 percent in April from a year earlier to 272,770. Deliveries of SUVs, minivans and luxury cars rose 14 percent.
- Ford Motor Co. said sales grew 11 percent to almost 94,000, with sales of its luxury Lincoln brand nearly doubling to 4,500.
- Nissan Motor Co. sales rose 9.5 percent to 105,324 vehicles.
- Toyota Motor Co. sales rose 7.2 percent to 108,300.

GM Converting  
Lansing Plants

DELTA TOWNSHIP, Mich. (AP) – General Motors is getting ready to shut down a Lansing-area plant for a month to prepare for upcoming production changes.

The Lansing State Journal reported on May 8 that the Lansing Delta Township plant would close on May 12 to phase out production of the GMC Acadia SUV and to prepare to build the Buick Enclave and Chevrolet Traverse SUVs. When work resumes in June, the third shift will be gone.

GM spokeswoman Erin Davis says the move will bring about 600 layoffs, but 500 workers could be brought back in early 2018 as production ramps up.

Plans for the shutdown were previously announced.

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# Packard Plant Rebuilding Efforts Still Not Started

by COREY WILLIAMS  
Associated Press

DETROIT (AP) – Peruvian developer Fernando Palazuelo saw the hulking and crumbling Packard car plant on Detroit’s east side and vowed to turn the industrial ruin that’s a symbol of the city’s urban decay into bright apartments, busy shops and art galleries.

It’s been more than three years since Palazuelo bought the complex for \$405,000 at a tax foreclosure auction, and signs of his promised development have yet to rise from the rubble. His company just recently scheduled a May 16 groundbreaking for redevelopment at what was once the Packard’s administration building, after telling city officials work would start last August.

Spiffing the Packard for redevelopment won’t be easy. It’s been about 20 years since any companies operated out of the 3.5-million-square-foot (0.33-million-square-meter) site. Before Palazuelo bought the property, city officials said razing the structures and cleaning out polluted soil from decades of industrial and heavy manufacturing operations could cost as much as \$20 million.

“There is probably arsenic and other nasty stuff. No telling what’s on that site,” said David Whitaker, head of the Detroit City Council’s Research & Analysis Division.

Palazuelo plans to clean up and renovate buildings at the plant over the next seven years, Kari M. Smith, a spokeswoman for his Arte Express Detroit said in an email. Palazuelo’s company in Lima, Peru, will cover costs of the project, which he estimated at \$350 million when he took ownership in late 2013. Palazuelo eventually plans to live at the plant, Smith said.

“We are proceeding step by step in a phased development. Mr. Palazuelo has no plans to walk away from this project,” Smith said in response to questions about what would happen if Palazuelo can’t come up with the costs.

For now, security guards can be seen patrolling the site. Parts of the complex have been cleared and some openings have been boarded up. The company has presented initial development plans to the city.

The groundbreaking announcement follows Palazuelo’s interest in an eight-story former paper company building in Toledo, Ohio, that likely would require far less work and cash to remake into 80 apartments. Smith said work on the Toledo

building and renovations at the Packard plant will be done simultaneously.

At the Packard plant, tests have found arsenic and selenium in the soil nearby. Mounds of car tires, clothing and other refuse illegally dumped in the structures appear to have been trucked away. Some, like the burned shell of a fishing boat, still sit inside the buildings.

In October 2014, crews ripped out some of the exterior wall and upper floor supports in the main building.

That’s the last time Derek Webb – whose grandmother has lived a block away from the plant since the 1950s – remembers seeing any demolition work at the plant.

Fixing up the Packard may be too much for anyone, even a rich guy, said Webb, 54.

“I thought it should have been torn down,” Webb said. “If I was a millionaire, I’m not putting my money in this. I’d tear it down and make it flat land.”

The Packard Automotive Co. built the plant in 1903, but by 1954 the structure had become obsolete and Packard car production was being done elsewhere. The company would go out of business a few years later.

Detroit took over the complex in 1994 when an investor failed to pay taxes. Another company later took ownership but also would lose the property due to unpaid taxes.

Taxes are up to date under Palazuelo, according to Wayne County Treasury Eric Sabree.

“We wish the owner great success in fulfilling his development plans and returning the property to a higher use once again,” Sabree said.

Unlike the nearly gutted Packard, renovating Toledo’s 88,000-square-foot Commerce Paper building would be less daunting. Records show the building was sold March 22 for \$800,000 by its previous owners to a trustee company.

There is not much Palazuelo would have to do to that building, said Tom Gibbons, director of Toledo-Lucas County Plan Commission.

“The bones of the building are good. The roof is good,” Gibbons said.

Officials there already have rezoned the site to allow residential development and gave it a historic designation to allow Palazuelo to make use of tax credits.

“The city has done everything that he would require of us in supporting this project,” Gibbons said. “We welcome it. I’m glad he’s going to do it.”

# VW Withholds Probe Info

FRANKFURT, Germany (AP) – VW’s board chairman defended a decision not to publish results of the investigation it commissioned into its scandal over cars rigged to cheat on diesel emissions tests, saying it could expose the company to legal risks.

Hans Dieter Poetsch told shareholders at the company’s annual meeting on May 10 that VW had given U.S. law firm Jones Day complete independence, and that its findings were handed over and included in the guilty plea agreed with U.S. authorities.

Poetsch told shareholders in the northern Germany city of Hannover that the investigation was “one of the most comprehensive in German business history,” involving interviews with hundreds of witnesses.

He said he understood why some shareholders would “want still more transparency” but that disclosing further results of the

Jones Day probe would expose the company to “unacceptable legal risks.”

In part, he said that is because the company has agreed not to make statements that might differ with facts stated in the plea that it painstakingly negotiated with the U.S. Justice Department. The company also faces legal proceedings in other countries.

VW pleaded guilty and agreed to pay \$4.3 billion to settle criminal charges. It has also agreed to pay at least \$16 billion euros to settle civil claims from U.S. authorities and car buyers. Seven executives have been criminally charged. The company faces criminal probes in Germany and investor lawsuits there.

The company has admitted installing software that turned up the emissions controls during testing, then turned them off during everyday driving.

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# Look for Orange Barrels in Oakland County

May is a busy month for road construction in Oakland County. The Road Commission of Oakland County (RCOC) reported Dan's Excavating, contractor for the Michigan Department of Transportation (MDOT), will close Adams Road between South Blvd. and Square Lake Road to through traffic in Bloomfield Township May 19-22 to facilitate demolition of the northbound I-75 bridge (located over Adams Road).

The detour for the closure is South Blvd. to Coolidge Highway to Square Lake Road, back to Adams Road and vice versa.

The bridge demolition is part of MDOT's Modernize 75 project, said Road Commission of Oakland County spokesman Craig Bryson.

Adams Road between South Blvd. and Square Lake Road carries approximately 15,270 vehicles daily. The road is expected to reopen to traffic on Monday, May 22.

Additionally, Consumers Energy will close 8 Mile Road between Chubb and Currie roads on the Lyon Township/Washtenaw County border and 9 Mile Road just west of Griswold Road in Lyon Twp. to through traffic for emergency pipeline repairs beginning Monday, May 15.

The detour for through traffic on 8 Mile Road is Griswold Road to 10 Mile Road to Beck Road, back to 8 Mile Road and vice versa, Bryson said.

The detour for through traffic on 9 Mile Road is Lafayette Street (Pontiac Trail) to 8 Mile Road to Griswold Road, back to 9 Mile Road and vice versa. The closed area is just east of Oak Creek Drive to Griswold Road; residents should use Lafayette Street (Pontiac Trail) to 9 Mile Road for residential access.

Residential and business ac-

cess will be maintained throughout both projects, Bryson said. Both projects are being done under a permit issued by the RCOC and expected to conclude on Friday, May 26.

The RCOC will begin preliminary work in preparation for a construction improvement project at the South Blvd./Livernois intersection on the Troy/Rochester Hills border on May 8. Florence Cement, primary contractor for the project, began traffic signal work on Monday, May 8, in preparation for a traffic shift that took place on May 11. The traffic shift will reduce approaches to the intersection to one lane in each direction; all turns will still be allowed. Additionally, the South Blvd./Livernois traffic signal will operate one leg of the intersection at a time for the duration of the construction project.

The \$875,000 intersection project is funded with federal dollars. The project includes:

- Resurfacing and widening of South Blvd./Livernois intersection;
- Adding northbound, southbound and westbound right-turn lanes at the intersection;
- New traffic signal;
- Americans with Disabilities Act (ADA)-compliant pedestrian crossings.

Even though the intersection will remain open to traffic and carries approximately 22,000 vehicles daily, motorists can expect heavy delays and are advised to seek an alternate route, Bryson said.

The intersection project is expected to conclude in mid-September. Access to residential property and businesses will be maintained during the project.



Cars like the 2017 Focus are selling for Ford in an SUV environment.

## Ford Sedans Prove Popular

Customers of Ford's sporty cars are not just young at heart; they're actually younger on average, and more affluent, according to New Vehicle Customer Study data from MaritzCX, said Ford spokesman Dan Jones.

Nowhere is this trend more evident than with Ford Fiesta ST, Jones said. While the average age of a new Fiesta buyer is 45 years old, the average age of a Fiesta ST customer is a good 10 years younger.

Buyers of Ford Focus follow the same pattern; the average age of a regular Focus buyer is 46, while the Focus RS customer is 41 on average and the Focus ST buyer is 36. Fusion customers are 48 on average, while Fusion Sport buyers are an average 45 years old, Jones said.

These millennial buyers are important to Ford. Not only are they contributing to a significant increase in sporty car sales – a 45 percent increase for the first three months of the year – younger customers give the automaker a greater chance of winning over repeat buyers, Jones said.

"With repeat customers making up around half of industry sales, capturing younger buyers while they still have many vehicle purchases remaining in their

lives is good for business," said Corey Holter, Ford car group marketing manager.

Millennial customers arrive at dealerships with money to spend, Holter said. While household income for the average Fiesta buyer is \$59,000, for Fiesta ST, that figure jumps to \$102,000. The average Focus buyer has a household income of \$63,000, while Focus ST and Focus RS customers show markedly higher household incomes – on average, \$108,000 and \$169,000, respectively (data for Focus RS is limited and not statistically significant).

And with car segments on the wane industrywide as buyers shift toward SUVs and crossovers, sales of Ford's hot hatchbacks – Fiesta ST, Focus ST and Focus RS – are continuing to buck the trend, as the company reported late last year, Holter said.

An interesting side note to this is that all of the performance models are EcoBoost. In the case of the Fusion, many buyers opt for EcoBoost engines in non-performance vehicles, but even the EcoBoost Mustang has a younger buyer on average (41 years old) compared to non-EcoBoost Mustangs (44 years old).

## Ford Enjoying Stong Sales in China

Ford is continuing to show strong sales in the Chinese market, according to the company's April sales figures.

"Ford sales bounced back strongly in April in China with gains across our lineup. The overall market remains strong and we expect to gain momentum as the year continues as we launch new products and new models to our existing lineup, like the Edge EcoBoost 245 Sport and Focus CTCC Edition," said Peter Fleet, vice president, Marketing, Sales and Service, Asia Pacific, Ford.

In April Ford sold 93,967 vehicles in China, Fleet said. That's an increase of 11 percent compared to April 2016. Of that number fully 1,648 were Fords made outside of China.

Fleet said that the Lincoln brand is also enjoying greater success in China. This April, Lincoln sold 4,533 vehicles, a 95 percent increase over April of 2016.

Additionally, Ford Sedans, including the Escort, new Focus, new Mondeo and Taurus, were strong performers in April, with sales up 10 percent collectively, Fleet said.

Ford SUVs also remain popular among consumers with sales of the EcoSport, Kuga, Edge, Everest and Explorer up 4 percent in April. The Ford Edge remains a top performer, with sales up 19 percent in April. Kuga sales rose 9 percent in April, with the nameplate seeing its best month so far in 2017, Fleet said.

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SHOWROOM HOURS: MON. & THURS. 8:30AM-9PM / TUES., WED. & FRI. 8:30AM-6PM / **FIND NEW ROADS™**

All applicable rebates including lease loyalty, Chevrolet lease loyalty or lease conquest offers have been deducted from sale price/payment. Silverado, Cruze, Trax, Traverse, Equinox, and Malibu are 24 month leases. Tahoe, Camaro and Volt are 36 month leases. Pricing is subject to select model vehicles, while supplies last. Pictures may not represent actual vehicle. Prices subject to change per GM incentives. Prices and payments are inclusive of active GM employee discount (unless otherwise stated). Pricing is subject to select model vehicles while supplies last. All leases are 10k miles per year w/ approved S Tier credit w/ \$999 due at signing unless otherwise stated. Trax is \$0 down and Tahoe is with \$1999 down. Prices & payments are plus tax, title, and plate fees with acquisition fee up front. All leases are priced significantly below supplier pricing which makes them also below GMS pricing with approved credit through GM financial. Purchase pricing is gm employee discount, plus title, taxes and fees must have closing competitive lease or lease loyalty depending on model. Volt is a courtesy vehicle. Disposition Fee may be required at vehicle turn in. Refundable security deposit required on certain vehicles -to be determined by lender. \*\*\$3500 trade-in is valid on 2003 or newer vehicles with under 115k miles in drivable condition, no branded titles, less reconditioning determined by appraiser. Certain restrictions may apply, see dealer for complete details. \*\* Expiration Date - 5/31/17.





# MEMORIAL DAY ★ SALES EVENT! ★

**Current Buick & GMC Lessees Get Up to \$1500 in Loyalty Bonus Cash!**

## 2017 BUICK ENCORE "PREFERRED"



- 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# BG941

Was \$25,825  
Sale Price \$20,429\*

**NO EMPLOYEE  
DISCOUNT REQUIRED!**

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

**24 MONTH LEASE**

**\$79\*** PER MONTH

\$999 DOWN

NO SECURITY DEPOSIT REQUIRED

## 2017 BUICK ENCLAVE "CONVENIENCE"



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

STK# BG1822

Was \$39,990  
Sale Price \$28,999\*

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

**24 MONTH LEASE**

**\$139\*** PER MONTH

\$999 DOWN

NO SECURITY DEPOSIT REQUIRED

## 2017 BUICK ENVISION "PREFERRED"



- 2.5L DOHC V6 ENGINE!
- INTELLINK RADIO w/8" DIAGONAL COLOR TOUCH SCREEN!
- REMOTE KEYLESS ENTRY AND START!
- REAR VISION CAMERA!
- 18" ALUMINUM WHEELS!
- PUSH BUTTON START!
- BLUETOOTH FOR PHONE!
- ONSTAR w/4G LTE w/BUILT-IN WI-FI HOTSPOT!

STK# BG1041

Was \$36,795  
Sale Price \$30,500\*

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

**36 MONTH LEASE**

**\$159\*** PER MONTH

\$999 DOWN

NO SECURITY DEPOSIT REQUIRED

## 2017 BUICK REGAL "SPORT TOURING"



- 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# BG451

Was \$30,005  
Sale Price \$23,999\*

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

**24 MONTH LEASE**

**\$169\*** 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# BG1231

Was \$28,775  
Sale Price \$22,999\*

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

**24 MONTH LEASE**

**\$79\*** 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# BG1419

Was \$33,375  
Sale Price \$28,999\*

**NO EMPLOYEE  
DISCOUNT REQUIRED!**

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

**24 MONTH LEASE**

**\$179\*** PER MONTH

\$999 DOWN

NO SECURITY DEPOSIT REQUIRED

## 2017 GMC SIERRA DOUBLE CAB 4x4

**Elevation Edition**



- 4.3L ECOTEC3 ENGINE!
- INTELLINK RADIO w/7" DIAGONAL COLOR TOUCH SCREEN!
- REAR VISION CAMERA!
- MONOCHROMATIC APPEARANCE!
- TRAILERING PACKAGE!
- REMOTE START AND ENTRY!
- 20" ALUMINUM WHEELS!
- ONSTAR w/4G LTE w/BUILT-IN WI-FI HOTSPOT!

STK# BG1846

Was \$40,155  
Sale Price \$34,343\*

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

**36 MONTH LEASE**

**\$199\*** PER MONTH

\$999 DOWN

NO SECURITY DEPOSIT REQUIRED

## 2017 GMC SIERRA DENALI 4x4 CREW CAB



- 5.3L V8 ECOTEC3 ENGINE!
- INTELLINK RADIO w/7" DIAGONAL COLOR TOUCH SCREEN!
- ENHANCED DRIVER ALERT PACKAGE!
- REMOTE START AND ENTRY!
- FULL-FEATURE LEATHER-APPOINTED HEATED BUCKET SEATS!
- 6" RECTANGULAR CHROME TUBULAR ASSIST STEPS!
- 20" ULTRA BRIGHT MACHINED ALUMINUM WHEELS!
- ONSTAR w/4G LTE w/BUILT-IN WI-FI HOTSPOT!

STK# BG1407

Was \$57,225  
Sale Price \$49,999\*

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

**36 MONTH LEASE**

**\$412\*** PER MONTH

\$999 DOWN

NO SECURITY DEPOSIT REQUIRED

**GMC** WE ARE PROFESSIONAL GRADE

**We'll Give You \$2000 MINIMUM for Your Trade-In... GUARANTEED!\***



### SHOWROOM HOURS:

Monday 8:00 AM - 9:00 PM  
Tuesday 8:00 AM - 6:00 PM  
Wednesday 8:00 AM - 6:00 PM  
Thursday 8:00 AM - 9:00 PM  
Friday 8:00 AM - 6:00 PM

**(734) 946-8112**

**14000 TELEGRAPH ROAD, TAYLOR | moranbuickgmc.com**

\*Pictures may not represent actual sale vehicle. All applicable incentives including bonus cash, bonus tags, competitive lease, lease conquest and/or lease loyalty offers have been deducted from Sale Prices/Payments and are subject to change by the manufacturer without notice and are plus title, tax, plate, doc and CVR fees and were valid at time of printing. GM Employee discount is required except where noted. Buick GMC Loyalty varies on model. Leases are 10,000 miles per year. Disposition fee may be required at lease turn in. \$2000 trade-in guarantee is on 2004 or newer vehicles in drivable condition. No branded titles. Certain restrictions apply, see dealer for complete details on all incentives/offers. Sale ends 5/19/2017 @ 6:00PM.