



GM's David Brooks talks to students about how R&D shapes the future.

Pontiac Students Get a Chance to Learn What Goes on at GM Global Propulsion

by Jim Stickford

Students of the Pontiac School District's "A World In Motion" (AWIM) program had the chance to interact with GM engineers on May 23 as a part of the program's efforts to promote STEM education.

Suzanna Kavanaugh, principal of the Pontiac district's International Technology Academy (ITA) said the school is a STEM-based academy that's in its seventh year of existence.

"We are getting ready to graduate our first class of students who have gone through the

entire academy program," Kavanaugh said. "This year we're expanding, taking students from K-12. Previously we were a middle school through high school program."

ITA has a total of 650 students, Kavanaugh said. That's out of a school district that has more than 4,000 students. She credits the whole community, both business and civilian, for the program's success.

"We've had a lot of public involvement," Kavanaugh said. "This is a true partnership with the surrounding community. GM and Oakland University have

been truly great in lending time and expertise. The people at these places have been so generous, talking to students, telling them about careers in STEM fields. That's important because the majority of careers in the future will be STEM-based. Providing students the opportunity to prepare themselves for the future is what ITA does, and that attitude is actually filtering to the school district at large."

One of the engineers who spoke to the students was Richard Balsley, Engineering

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Chrysler Designers Kicking Off 'Cars and Coffee' Event

It's time to get out the toys of summer.

The first FCA Design "Cars and Coffee" gathering is scheduled for Sunday, June 4, at the company's headquarters in Auburn Hills.

Jeff Gale, design chief of Exterior Design for Jeeps Studio 1, said this will be the second year of Fiat Chrysler's "Cars and Coffee."

"Our first event is June 4, Gale said. "On the parking decks 20 and 21."

"You'll know where to go because you'll be able to hear where the cars are," said Vince Galant, chief designer for Advanced Design User Experience and Wheels at FCA.

"The idea behind 'Cars and

Coffee' is to get excited about the car industry in general and Fiat Chrysler's cars specifically.

"The company has a unique culture and this will give us the chance to show off our passion for our products. This is about getting people to feel that passion."

Gale said that "Cars and Coffee" events have been becoming a thing across the country for the past several years.

He thinks the first one was in Orange County in California. That one has become limited by the size of the parking lot where it takes place.

Fortunately, Chrysler has a lot

CONTINUED ON PAGE 4

Chrysler Sets Price for SRT Demon Car

Speed costs.

In the case of the 2018 Dodge Challenger SRT Demon, a muscle car ever with 808 horsepower, that cost starts at a U.S. Manufacturer's Suggested Retail Price (MSRP) of \$84,995 (including \$1,700 gas guzzler tax, excluding \$1,095 destination), said Fiat Chrysler spokesman Dan Reid.

"Eighty-five thousand dollars is not just a number in a business case to Dodge; we know it's a lot of money and a significant upcharge over a Challenger Hellcat," said Tim Kuniskis, head of Passenger Cars - Dodge, SRT, Chrysler and FIAT, FCA North

CONTINUED ON PAGE 4



The 2018 Challenger SRT Demon has finally been priced by Chrysler.

Ford Shakes Up Leadership – Jim Hackett Named New CEO

DEARBORN, Michigan (AP) – The job of Ford's new CEO won't be easy: He will have to shore up the 114-year-old company's traditional auto business, but also invest in self-driving cars and other projects that could one day make that business obsolete.

Ford thinks Jim Hackett is up to the task. The 62-year-old former chief executive of office furniture maker Steelcase was named to the post May 22, just three days after former CEO Mark Fields told the company he wanted to retire.

Ford Executive Chairman Bill Ford, the great-grandson of company founder Henry Ford, said Hackett is a visionary who can help Ford modernize and become more nimble. He served on Ford's board from 2013 to 2016 and became the head of Ford's mobility unit in March of last year.

Hackett said Ford does many things well but has trouble handling complex strategy questions. He plans to assemble a small executive team that can communicate plans clearly and make decisions quickly. That's a contrast with Fields, who was a product of Ford's bureaucratic culture and had 20 people reporting to him.

"The biggest challenge I had (at Steelcase), and I will have here, is to have everybody see the future. They can see their opportunity in that. And secondly, that it's our right to win, and we don't have to cede that to anybody – Tesla or any of them,"

Hackett said May 22 during a news conference at Ford's world headquarters. "I love that challenge because I know how to do that."

Hackett led Steelcase for 20 years. He is credited with transforming the company, in part, by predicting the shift away from cubicles and into open office plans. In the process, he cut thousands of jobs and moved furniture production from the U.S. to Mexico.

Hackett also served as the interim athletic director at the University of Michigan from 2014 to 2016. In that role, he lured star football coach Jim Harbaugh and negotiated a \$174 million deal with Nike. Bill Ford said those two jobs showed Hackett can be successful in different environments.

"He's really a proven transformational thinker," Ford said.

"He's not just a futurist. He's a very good operational leader."

Erik Gordon, a law and business professor at the University of Michigan, questions whether Hackett's past experience will be enough to steer Ford through a volatile global auto market. Steelcase earned \$3 billion in revenue in its latest fiscal year. Ford earned \$152 billion.

"I think he's going to have to prove himself," Gordon said. "The fact that he was probably the most successful CEO in the office furniture business doesn't mean he is automatically going to be a successful CEO in an industry that requires technical knowledge."

But Scott Cook, the founder and executive chairman of Intuit, who has known Hackett for a decade, said Hackett's skills transfer to any industry. At Steelcase, he said, Hackett studied



Hackett, left, with Bill Ford at the announcement of his appointment.

how people were using the furniture and designed new products based on his findings. The car industry needs that kind of thinking as it moves toward a world in

which self-driving shuttles could replace personal automobiles.

"Lots of people can manufac-

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Mark Fields

Ford's Balance Sheet Led to Fields Move

by Jim Stickford

On May 22, Mark Fields stepped down as the CEO of Ford Motor Company and former Steelcase CEO James Hackett was named as his successor.

Fields was appointed head of Ford in 2014, making his leaving after only three years something of a surprise to many. But given Ford's recent financial statements, it shouldn't have been that big of a surprise, said Susan Beardslee, senior research ana-

lyst for ABI Research out of New York City.

Beardslee said her company does forecasting and consulting in the business-to-business realm, as opposed to consumer sentiment.

"I recently wrote a memo for clients about this," Beardslee said. "I saw something coming. You can look at the financials and how it compares to competition like GM, which has about a three-year lead on Ford with vehicles like the Chevy Bolt. That came

out last year and Ford won't have a similar car out until 2020."

And GM also seems to be leading the way with autonomous technology, which is the automotive arms race going on right now, Beardslee said.

Additionally, Ford's stock price has declined about 30 to 40 percent since Fields took over, Beardslee said. And profits are down at a time when OEMs have to invest vast amounts of money

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Ford is Spending \$250 Million to Update Local Site

Ford is investing \$350 million in its Livonia Transmission Plant, adding a new transmission to expand its lineup of fuel-efficient powertrains.

The company will create or retain 800 hourly jobs to support production of the new transmission, said Ford spokeswoman Kelli Felker. Ford expects to begin adding jobs late this year, with the majority coming next year and in 2019.

“We remain committed to American manufacturing and investing in our people and facilities,” said Joe Hinrichs, Ford president, The Americas.

“Even as the industry’s largest employer of hourly workers in the United States and biggest producer of American-made vehicles, we believe it is important to continue investing right here in our home market.”

In the past four months, Ford has announced more than \$2.25 billion in new investments in Michigan out of a total \$12 billion invested in its U.S. plants.

GM’s Engineers at Global Propulsion Educate Students

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Group manager at GM Powertrain. He broke down just what an engineer does at a company like GM.

“We take an idea and turn it into something real,” Balsley said. “We’re the people who take great ideas and new things and turn them into something the public can buy. To be able to do that, you have to go to school.”

Balsley then spoke about the education needed to be an engineer and the disciplines they study – physics, chemistry, mathematics, computers.

“Cars are too complicated to be designed by just one person,” Balsley said. “The paint has to be designed by a chemical engineer, we need mechanical engineers, people to program all the computers in the cars. There’s a great demand for engineers.”

Robert Portugaise, executive director for Manufacturing and Engineering at GM’s Global Propulsion Systems in Pontiac, then talked to the students about what his department does.

“We are the bridge between product engineering and manufacturing,” Portugaise said. “Someone has to take product designs and figure out a way to turn those designs into a manufacturing process.”

Portugaise showed students how a plant, in this case GM’s Romulus Powertrain plant, is updated for new production.

“There are plenty of jobs for engineers,” Portugaise said.

Students also heard from Dr. David Brooks, director of GM’s Propulsion Systems Labs.

“We’re responsible for research and development,” Brooks said. “GM has the oldest R&D organization in the automotive world. We do the research that keeps our brands new and cool so that people will want to buy them.”

That means they have to do a lot of work, but it’s interesting because R&D gets to make up what the future will look like, Brooks said.

An Englishman, Brooks said, when asked, that his first car was from a now out-of-business OEM, British Leyland. He called the car “rubbish” and said R&D and excellent engineering are the things that prevent GM from going out of business.

One of the questions he was asked by students was how much money engineers make.

Brooks responded with a joke by saying, “not enough,” but then got serious. He said that engineers study very hard in college, but their reward is that there are a lot of jobs out there for them and that a starting engineer can make \$60,000 or \$70,000 right out of college.

Brooks told students not to be

FCA Responds to Lawsuit

Fiat Chrysler on May 23 responded to a civil lawsuit filed against the company by the Environmental and Natural Resources Division of the U.S. Department of Justice (DOJ-ENRD).

In its statement to the public and government, officials stated that “FCA US has been working with the U.S. Environmental Protection Agency (EPA) and the California Air Resources Board (CARB) for many months, including extensive testing of the vehicles, to clarify issues related to the company’s emissions control technology in model-year 2014-2016 Jeep Grand Cherokee and Ram 1500 diesel vehicles.

“The company intends to defend itself vigorously, particularly against any claims that the company engaged in any deliberate scheme to install defeat devices to cheat U.S. emissions tests.

“As FCA US announced last week, it has developed updated emissions software calibrations that it believes address the concerns of EPA and CARB, and has now formally filed for diesel vehicle emissions certification with the regulators for its 2017 model year Jeep Grand Cherokee and Ram 1500 diesel vehicles. Subject to the permission of EPA and CARB, FCA US intends to install the same modified emissions software in 2014-2016 MY Jeep Grand Cherokee and Ram 1500 diesel vehicles.

GT Finally Unleashed by Ford As ‘The Ultimate Supercar’

(EDITOR’S NOTE: In the previous issue of Detroit Auto Scene, a portion of this story was published, but the story was not completed. We apologize for that miscue and are reprinting the story here in its entirety.)

In creating the new high-performance Ford GT, the creators behind the car designed it to not only win races but also to serve as a test bed for new technologies and ideas for future vehicles across Ford’s vehicle lineup.

“When we began work on the all-new Ford GT in 2013, the team had three goals,” said Raj Nair, Ford executive vice president of Product Development and chief technical officer.

“The first was to use the supercar as a training ground for our engineers as we develop future engine technology and stretch our understanding of aerodynamics.

“Then, to push the boundaries of advanced material usage, such as lightweight carbon fiber. Finally, we set out to win the Le Mans 24 Hours, referred to by many as the ultimate test of endurance and efficiency.”

At the same time the team was developing the GT, Ford combined several of its performance teams – Ford SVT, Team RS, Ford Racing, performance vehicle parts and merchandise licensing – into a single group called Ford Performance, said Ford spokesman Wes Sherwood.

“Without this kind of integrated teamwork and combined organization, it would have been impossible to deliver the all-new Ford GT in its current form,” said Dave Pericak, global director, Ford Performance.

“This kind of collaboration was critical to not only bringing Ford GT back to life but for experimenting with the kind of innovations needed to create the ultimate supercar.”

GT has proven power to inspire, said Pericak. The 2005 Ford GT, for instance, featured a lightweight aluminum alloy body that helped reduce weight to improve performance.

Nair said lessons learned from its production led to the innovative use of high-strength aluminum alloy in today’s Ford F-Series pickup trucks – shedding hundreds of pounds of weight, while also improving capability, performance and fuel efficiency.

While GT looks fast standing still, the team optimized every shape to make it as aerodynamic as possible, Pericak said. A key goal was to reduce drag and optimize downforce – which helps give the supercar stability and grip on the track while accelerating, cornering and braking.

The “supercar’s” deployable wing includes new Ford technology, said Pericak – a patent-pending design that changes the shape of the airfoil for maximum efficiency when fully deployed.

The unique design also includes a small gurney flap that, when combined with shape change, results in a 14 percent improvement in overall efficiency.

Carbon fiber is an important new element that helps GT deliver both weight savings and sleek body shapes in ways not possible with steel or aluminum.

“Ford pushed the engine’s limits beyond what we might consider in traditional development programs, which is important as we continue to advance EcoBoost technology as a centerpiece of the company’s global lineup,” said Bob Fascetti, Ford vice president, Powertrain Engineering.

The team also created innovative anti-lag turbo technology that can help maximize the GT’s ability to power out of corners, said Fascetti. This technology works by keeping the throttle open when the driver is not stepping on the gas pedal.



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2018 Equinox

2018 Equinox Slims Down for Agile Ride

Crossovers become more agile when they drop some weight.

For the redesigned 2018 Equinox, shedding nearly 400 pounds – approximately 10 percent of its mass – pays dividends in a nimble, more responsive and more refined driving experience, said GM spokeswoman Tara Kuhnen.

Combined with this weight loss, the new body was designed and optimized for top safety ratings.

“Think of it as core strength training,” said Jill Dennis, lead development engineer. “The new Equinox’s structure is leaner yet stronger, resulting in efficient performance that inspires confidence while also creating a more fun, safe and comfortable driving experience.”

A new, mass-efficient body structure is at the center of the Equinox’s trimmer curb weight and helps make the most of the available turbo engine options, Dennis said. The 1.5L turbo engine offers a great balance of fuel efficiency and performance, she said.

For those looking for more power, the 2.0L turbo engine offers 252 horsepower and can click off 0-to-60-mph sprints in an estimated 7.2 seconds.

That’s the quickest among Equinox’s three engine choices, Denni said. The 1.5L turbo engine option is available in dealers now, while the 2.0L turbo engine option hits dealer lots later this month.

“From accelerating to turning

corners, the 2018 Equinox drives ‘lighter,’ which correlates with a greater feeling of precision,” said Dennis.

The lighter, stiffer and stronger structure, she said, pays off for customers in several different areas:

- **Safety** – The strategic placement of high-strength and ultra-high-strength steel in the body structure is the foundation of a robust “safety cage” surrounding passengers. It is complemented with the Equinox’s restraint systems and other safety features to manage energy in a crash and help protect occupants.

- **Ride and handling** – Greatly reducing the need to account for chassis flex in the suspension system’s tuning, the stiffer body structure allowed engineers to focus more on ride comfort and fine-tune ride and handling attributes with greater precision.

- **Fuel economy** – Lower weight makes a difference in fuel economy, and the 2018 Equinox delivers EPA ratings of 32 mpg and 29 mpg highway, respectively, for the standard 1.5L turbo and 2.0L turbo gas engines (FWD models). The Equinox’s new 1.6L diesel model offers a GM-estimated 40 mpg highway.

The 2018 Equinox’s body structure design was optimized with a mixed-material strategy for strength and low weight, Dennis said.

More than 80 percent of its body structure is composed of high-grade steel materials, with

high-strength steel comprising about 20 percent.

The 2018 Equinox is on sale right now, Kuhnen said.

The crossover is assembled at GM’s CAMI facility in Ingersoll, Ontario.

The mixed-material design strategy employed to make the 2018 Equinox more responsive, refined and efficient is used on all recently introduced Chevrolet cars and crossovers, from the Malibu and Bolt EV to the 2018 Traverse.

Ford Appoints Jim Hackett To CEO Post

CONTINUED FROM PAGE 1

ture well, but manufacturing the same old products will get you the same old results,” Cook said. “You hire a Jim if you want to learn to manufacture what people will want next.”

Hackett and Bill Ford praised Fields, who was one of the architects of the company’s turnaround a decade ago. More recently, he led Ford to a string of strong earnings, including a record pretax profit of \$10.8 billion in 2015.

Fields resurrected Ford’s luxury Lincoln brand and grew sales in China. His bet on using aluminum for Ford trucks paid off in better fuel economy and strong sales.

Financials Led to Fields Move

CONTINUED FROM PAGE 1

to develop the new technologies that manufacturers are betting their futures on.

Beardslee said that this is the second time in the 21st century that Ford has gone outside itself to find a leader. In 2006, the company hired Alan Mulally, who had been CEO at Boeing. He led the company to a turnaround that resulted in billions of dollars in profits.

When Mulally took over in 2006, the company was not in such strong financial strength.

“Ford has bet big on the sale of SUVs and trucks,” Beardslee said. “They are profitable, but what happens if the price of gas goes up again?”

“The nature of car ownership is changing, consumer debt is a

problem. These issues aren’t unique to Ford, but the company needs to get its ducks lined up to handle problems that the industry is facing.”

Beardslee suggested that one way Ford could improve was by developing services that provide revenue. She said that cars are more connected than ever and by developing services that people pay for, additional revenue streams can be created.

Beardslee said that people want the latest smartphone, but it’s the apps and services provided by companies like Verizon that make that phone valuable.

“Ford has to start somewhere,” Beardslee said. “Right now, Ford is about one generation behind the competition in a lot of product development – a generation being two or three years.”

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10,000 miles year

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Chrysler 'Cars and Coffee' Coming Soon

CONTINUED FROM PAGE 1

of big parking lots at its headquarters in Auburn Hills.

Gale said there is no cost to attend, and a "Cars and Coffee" event is much less formal than a regular car show.

It's just a regular gathering of car fans, he said, where people can show off their vehicles and talk with experts about cars.

The show starts at 9 a.m. and goes to noon.

Tome Jovanoski, chief exterior designer at Jeep's second Exterior Studio, said, "This meeting is open to any and all who want to attend."

"A lot of times we will do certain things to vehicles, and people don't notice. The folks who attend these events do, and we get to talk to them about what we've done and why."

Galant said that it's a privilege to be able to talk to people who are real fans of his and his colleagues' work. And designers from other OEMs have shown up in the past, so they really talk shop.

Gale said he will be bringing his own special vehicle to the event.

"I bring my black 1970 Plymouth Road Runner out of storage when the weather starts getting warm," Gale said. "When that happens, I pray for rain to wash the salt off the roads."

"I know some people are still waiting for the weather to get better before they bring their babies out of winter storage."

Jovanoski said he's bringing his 2016 Viper GTC to the event.

"GTC stands for GT Custom," Jovanoski said. "Dodge let GTC buyers pick a unique color shade, so that their vehicles were the only ones in the world with a particular color."

"Mine is a variety of gunmetal gray called grigio, and my car has its own unique look."

Galant will be bringing his 2000 Viper GTS to the event.

"It's black with silver stripes," Galant said.

"I don't bring it out of storage until I know," he said emphatically, "there is no salt left on the road."

Gale said the June 4 gathering will be just the first of several over the summer. They haven't picked out the other venues yet.

Challenger SRT Demon Priced

CONTINUED FROM PAGE 1

America. "We worked very hard to build as much value into the Challenger SRT Demon as possible - features, performance and exclusivity that simply can't be duplicated with a goal of maintaining, and possibly even growing, as much future value as possible."

The limited-production Dodge Challenger SRT Demon is the first-ever production car to do a front-wheel lift, as certified by Guinness World Records, and it's the world's fastest quarter-mile production car with an elapsed time of 9.65 seconds at 140 miles per hour, as certified by the National Hot Rod Association (NHRA), Reid said.

It also registers the highest g-force (1.8 g) ever recorded at launch in a production car, said Kuniskis.

While the 2018 Dodge Challenger SRT Demon remains a livable street car, every component was scrutinized and optimized for weight, capability and durability on the strip.

The 2018 Dodge Challenger SRT Demon includes key standard features unique to Dodge's ultimate performance halo.



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All prices and payments include GM rebates. Pictures may not represent actual vehicle. Pricing subject to change per GM incentives. Prices and payments are inclusive of active GM employee discount (unless otherwise stated). All leases are 10,000 miles per year with approved S Tier credit. Encore, Enclave, Regal, Lacrosse, Sierra Double Cab, Terrain, Envision and Acadia are 24 month leases. Cascada, Verano, Sierra Denali, and Yukon are 36 month leases. All Vehicles shown are \$999 down except for the Yukon which is \$1999 down and the Encore which is \$0 down. Disposition Fee may be required at vehicle turn in. Must have lease loyalty and/or closing competitive lease depending on vehicle model. Prices and payments are plus tax, title, plate fee w/ acquisition fee up front, refundable security deposit required on certain vehicles - to be determined by lender. 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. Pricing is subject to select model vehicles- while supplies last. **\$3,500 trade in is valid on 2003 or newer vehicles w/ under 115k miles in drivable condition, no branded titles, reconditioning determined by appraiser. Certain restrictions may apply, see dealer for complete details. ** Exp date: 5/31/2017.



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OR PURCHASE FOR
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STOCK #470408



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STOCK #574953



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\$119* PER MONTH
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\$20,559*
STOCK #470394



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LEASE FOR
\$239* PER MONTH
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OR PURCHASE FOR
\$23,939*
STOCK #470207



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LEASE FOR
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STOCK #574355



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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.

Lease figure with \$1500 Dealer NC Credit cards program subject to change while NC Salesperson. **Lease example is Stock Spec.** **GM Employee Purchase Plus Tax, Title, Lic. and NC Security Deposit Required.** All lease/purchase examples are figured with GM Employee purchase. Lessee consent required to change the customer who have a non GM Lease in household set to expire within 365 days of new lease/purchase delivery date. **Stock/GM/Lease** lease loyalty rebate applies to customers who have a current **Stock/GM/Lease** lease in household. NC certificates may apply to lease/purchase examples and are good while dealer supply lasts. Prices subject to qualify during the month of April 2017. **GM Employee Purchase Plus Tax, Title, Lic. and NC Security Deposit Required.** For details: **GM Employee Purchase of Lease Consquest Rebate Customer Must Have Non GM Lease In Household to Expire Within 365 Days Of Delivery Of New Purchase or Lease.** Programs subject to change. ****Additional 2 payments of a max amount of \$400.00 total. Photos may not represent actual vehicle. Price is subject to change without notice. See dealer for details.** Expires 3/31/17.

The Proton tie-up gives Geely a boost in Southeast Asia, a “very difficult market” dominated by Japanese brands, according to Yale Zhang, managing director of Automotive Foresight, a research firm in Shanghai.

*See dealer for details. All Rebates/Incentives have been deducted from sale price/payment and are subject to change by manufacturer without notice. GM Employee discount required unless otherwise noted. All leases assume that you qualify for lease conquest. To qualify for Lease Conquest you must have a NON-GM Lease in the household that terminates within 365 days. The Silverado lease is based on a previous Courtesy vehicle and has approx. 2,000 miles which you lose on the lease. All lease payments are based on 10,000 miles per year. 1st payment, tax, title and plate fee due at signing on all leases unless otherwise noted. Due to advertising deadlines prices and programs subject to change. All deals expire 05/31/2017

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- 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 \$21,999*

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DISCOUNT REQUIRED!**

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- 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

2017 BUICK ENVISION "PREFERRED"



- 2.5L DOHC VVT ENGINE!
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- REMOTE KEYLESS ENTRY AND START!
- REAR VISION CAMERA!
- 18" ALUMINUM WHEELS!
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- BLUETOOTH FOR PHONE!
- ONSTAR w/4G LTE w/BUILT-IN WI-FI HOTSPOT!
- FORMER COURTESY VEHICLE - SEVERAL TO CHOOSE FROM AT SIMILAR SAVINGS!

STK# D239

Was \$36,795
Sale Price \$29,499*

The Best Price...
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36 MONTH LEASE

\$189* PER MONTH

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NO SECURITY DEPOSIT REQUIRED

2017 BUICK ENCLAVE "CONVENIENCE"



- 3.6L V6 ENGINE!
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- REMOTE START AND ENTRY!
- 7 PASSENGER "CAPTAIN CHAIR" SEATING!
- TRI-ZONE CLIMATE CONTROL!
- POWER LIFTGATE!
- 19" ALUMINUM WHEELS!
- ONSTAR w/4G LTE w/BUILT-IN WI-FI HOTSPOT!

STK# BG1822

Was \$39,990
Sale Price \$29,999*

The Best Price...
PERIOD!

24 MONTH LEASE

\$199* PER MONTH

\$999 DOWN

NO SECURITY DEPOSIT REQUIRED

EXPERIENCE  THE NEW BUICK

2017 GMC TERRAIN "SLE 2"



- 2.4L DOHC VVT ENGINE!
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- REMOTE START AND ENTRY!
- REAR VISION CAMERA!
- ALUMINUM WHEELS!
- 8 WAY POWER DRIVER'S SEAT!
- BLUETOOTH FOR PHONE!
- ONSTAR w/4G LTE w/BUILT-IN WI-FI HOTSPOT!

STK# BG1696

Was \$30,510
Sale Price \$25,999*

The Best Price...
PERIOD!

24 MONTH LEASE

\$129* PER MONTH

\$999 DOWN

NO SECURITY DEPOSIT REQUIRED

2017 "All New" GMC ACADIA "SLE 1"



- 2.5L DOHC SIDI VVT ENGINE!
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- 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*

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!
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- 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

\$189* 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!
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- 6" RECTANGULAR CHROMED TUBULAR ASSIST STEPS!
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STK# BG1407

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

The Best Price...
PERIOD!

36 MONTH LEASE

\$359* PER MONTH

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48 HOUR SALE TUESDAY & WEDNESDAY

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!
- Power Driver's Seat!
- Remote Start and Entry!
- Rear Vision Camera!
- Bluetooth for Phone!
- Former Courtesy Vehicle - Several to Choose from at Similar Savings!

Stock# Q7426

Was \$23,475 Sale Price: **\$15,999***

24 MONTH LEASE

\$79*

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NO 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# H38033

Was \$26,405 Sale Price: **\$19,999***

24 MONTH LEASE

\$79*

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

2017 TRAX "LT" Sun & Sound



- 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!
- Sliding Power Sunroof!
- Bose® Audio System!
- Former Courtesy Vehicle - Several to Choose from at Similar Savings!

Stock# H38720

Was \$24,945 Sale Price: **\$17,699***

24 MONTH LEASE

\$99*

The Best Price...
PERIOD!

\$999 Down

NO 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 Keyless Entry!
- Chevrolet Complete Care INCLUDED!

Stock# Q8007

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

24 MONTH LEASE

\$109*

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2017 TRAVERSE "LT"



- Style and Technology Package!
- 3.6L SIDI V6 Engine!
- 7 Passenger Seating Captain Chair Seating!
- 20" Aluminum Wheels!
- Rear Vision Camera!
- Remote Start and 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# Q8037

Was \$36,965 Sale Price: **\$26,899***

24 MONTH LEASE

\$129*

The Best Price...
PERIOD!

\$999 Down

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

2017 SILVERADO "LT" 4X4 DOUBLE CAB



- ECOTEC 3.6L V6 Engine!
- Automatic Transmission!
- GM Bed Liner Included!
- 8" Color Screen MyLink Radio w/USB Ports!
- OnStar w/4G LTE w/built-in Wi-Fi Hotspot!
- Steering Wheel Radio Controls!
- Remote Keyless Entry!
- Aluminum Wheels!
- Chevrolet Complete Care INCLUDED!

Stock# H32595

Was \$41,060 Sale Price: **\$31,499***

24 MONTH LEASE

\$159*

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\$999 Down

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Thursday	8:00 AM - 9:00 PM
Friday	8:00 AM - 6:00 PM

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