

## GM, Tesla Facing Technology Challenges

by TOM KRISHER and DEE-ANN DURBIN, AP Auto Writers

DETROIT (AP) – When General Motors CEO Mary Barra introduced the Chevrolet Bolt at the CES gadget show last year, she took a shot at Tesla.

Buyers can be confident because Chevy has 3,000 U.S. dealers to service the new electric vehicle, she said. The implication was that Tesla, with just 69 service centers nationwide, can make no such promise.

The uncharacteristic insult from Barra was designed to highlight the difference between 108-year-old GM and Tesla, a disruptive teenager. It also acknowledged a budding rivalry that could help determine whether Detroit or Silicon Valley sets the course for the future of the auto industry.

The tale of the tape favors GM. It has made billions in profits since returning to the public markets in 2010. GM got the Bolt, a \$36,000 car that goes 238 miles per charge, to market before Tesla's Model 3.

Tesla, the 14-year-old company led by flamboyant CEO Elon

Musk, has never posted an annual profit.

Yet, as both CEOs face shareholders for annual meetings June 6, it is Barra who must explain to skeptical investors why GM's future is as bright as Tesla's.

GM's stock is trading around the \$33 price of its initial public offering seven years ago. During that time, Tesla shares have soared more than tenfold to \$335. Wall Street now values

Tesla at about \$55 billion, compared to around \$50 billion for GM.

Despite efforts to paint themselves as technology companies, automakers can't shake their giant, capital-intensive global manufacturing operations. The huge investment needed to build vehicles yields low profit margins compared with tech compa-

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Mary Barra unveiled the Bolt in 2016, well before Tesla's Model 3.



2017 GMC Acadia

## General Motors' Retail Sales Hold Steady with Last May

At a time when many are predicting trouble ahead for the auto industry, GM showed steady sales in May.

GM's May total sales were 237,364 vehicles. Compared to May 2016 numbers of 240,450, sales were down about 1 percent from the same time last year, said GM spokesman Dan Flores.

General Motors' May U.S. retail sales were 191,388 vehicles, up slightly from last year. GM's May retail performance was driven by exceptionally strong crossover sales at Chevrolet, Buick, GMC and Cadillac.

GM's U.S. Commercial sales in May were up 14 percent, while Government sales jumped 21 percent, Flores said. Daily rental sales were down 36 percent, as planned. GM is on track to deliver its third consecutive year-

over-year decline in daily rental volume.

On a brand level, Buick's U.S. retail sales in May were up 12 percent, while retail sales at Cadillac and Chevrolet were up 10 percent and less than 1 percent, respectively, Flores said.

In May, GM crossovers were up 19 percent on a U.S. retail sales basis compared to last year. This strong performance was carried across all GM's U.S. brands:

- Chevrolet Equinox – up 17 percent;
- Chevrolet Trax – up 18 percent;
- Chevrolet Traverse – up 2 percent;
- Buick Encore – up 12 percent;
- Buick Envision – 3,256 deliv-

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## Cadillac Vehicles Now Start a Conversation

Cars' communications systems have the ability to "talk" to other cars. Now, Cadillac is testing a system that will allow cars to talk to the road.

Cadillac's CTS sedan, one of the first production vehicles in the world to contain Vehicle-to-Vehicle (V2V) communication, has now successfully demonstrated Vehicle-to-Infrastructure (V2I) capability in Michigan.

Cadillac CTS development vehicles received real-time data from traffic controllers on signal phasing and timing during successful demonstrations recently conducted in collaboration with Michigan road agencies, said Cadillac spokesman Steve Martin.

V2I connects the Cadillac development vehicles to its surrounding infrastructure, allowing the vehicle to alert the driver when there are safety, mobility or environment-related

conditions ahead, Martin said.

The traffic signals, located adjacent to the GM Warren Technical Center campus at the intersections of 12 Mile and 13 Mile roads, were able to send real-

time data using Dedicated Short-Range Communications (DSRC) protocol to the development vehicles, which alerted the drivers

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Cadillac CTS sedan displays stoplight and alerts drivers to issues.



2017 Ford Explorer

## Chrysler's May Sales Showed Consistency

Fiat Chrysler showed steady vehicle sales numbers in May of 2017.

The company reported total sales of 193,040 in 2017 compared to 194,720 in May of 2016.

In May, retail sales of 152,227 units were up 1 percent compared with the same month in 2016, and represented 79 percent of total sales, said Fiat Chrysler spokesman Ralph Kisiel.

Fleet sales of 40,813 units were down 7 percent year over year as FCA US continues its strategy of reducing sales to the daily rental segment.

Fleet sales represented 21 percent of total May sales.

The Ram Truck and Dodge brands each posted year-over-year sales increases in May, compared with the same month in 2016, Kisiel said.

Ram Truck brand sales were up 18 percent.

Dodge brand sales were up 8 percent in May as five Dodge vehicles posted year-over-year sales gains, led by the Dodge Grand Caravan's 58

percent increase, Kisiel said.

Jeep Grand Cherokee sales increased 14 percent, while sales of

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2017 Dodge Caravan

## 2 Fords: Best May in Years

In a period of corporate leadership change, Ford's May sales posted surprising numbers.

The company sold 241,126 vehicles during the month – a 2.2 percent increase over May of 2016.

Overall retail sales were 158,282, down .8 percent, said Ford spokesman Erich Merkle. But the slight decline in retail sales was more than made up by the company's fleet sales of 82,844, an increase of 8.4 percent compared to May of last year.

In other good news, Merkle said that Ford's average transaction pricing increased \$2,100 last month, which was better than the industry average of \$500.

The vehicle really driving Ford's sales success in May was

the F-Series truck. The company sold a total of 76,027 pickups last month, Merkle said. That is a 12.8 percent increase over the same time last year.

"That's the best May results in 13 years," Merkle said. "F-Series saw a \$3,300 increase in average transaction pricing."

Ford's SUV sales also showed strength in May, Merkle said. Sales were 74,910, an increase of 4.2 percent over May 2016.

"May marked a standout month for Ford brand SUVs, with a May record 74,910 sold," said Mark LaNeve, vice president US Marketing, Sales and Service. "Plus, we continued to see strong F-Series performance, with sales

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## F-150, Explorer Mark Best May Sales in 13 Years

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and market share rising this year, along with average transaction pricing.”

LaNeve said key vehicles in the success of SUVs in May were the 2017 Explorer. Its sales of 22,715 showed a 20.7 percent increase over May 2016 sales. It was also the vehicle’s best May sales figures in 13 years. The 2018 Expedition hits the showroom floor in the fall.

Sales of the Ford Edge were also strong in May, Merkle said. The model saw a sales increase of 11 percent year-over-year. A total of 13,752 were sold in May 2017.

News for Lincoln was also good in May, Merkle said. The brand saw a 9.7 percent sales increase year-over-year. That mark’s the 16th straight money on year-over-year sales gains.

“The Lincoln MKC delivered strong gains,” Merkle said. “Sales were up 17 percent, followed by the all-new Lincoln Continental.”

# General Motors, Tesla Facing Technology Challenges

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nies that make software or cell phones, says Michael Ramsey, an analyst with Gartner. GM’s net profit margin in 2016 was 5.7 percent. By comparison, Alphabet Inc., parent of Google, had a 22 percent margin.

Although it’s an automaker, Tesla started in the tech bucket and remains there in the eyes of investors and buyers, Ramsey says.

Tesla’s electric cars are the envy of the industry, and its semi-autonomous technology is among the most advanced on the road. Musk says Tesla’s California assembly plant – which used to be GM’s – will soon be among the most efficient in the world. And it’s branching into areas with potential for bigger returns, including solar panels, energy storage and trucking.

“Tesla is absurdly overvalued if based on the past, but that’s irrelevant. A stock price represents risk-adjusted future cash flows,” Musk tweeted in April.

Still, Musk can’t risk any missteps as Tesla pivots from a niche manufacturer of 84,000 high-priced cars per year.

The Model 3 sedan, Tesla’s first mainstream car, is due out later this year, but previous launches have been plagued with delays. Tesla has yet to prove it can build high-volume vehicles with quality and reliability, as GM does.

Musk aims to make 500,000 vehicles per year in 2018; GM made more than 10 million cars and trucks last year.

GM, too, is stretching into new areas. Its Maven car-sharing service has 35,000 members in 17 North American cities, and it’s providing cars for ride-hailing services.

GM is developing autonomous

cars with Cruise Automation, a software company purchased last year. Its SuperCruise semi-autonomous driving system, due out this year, is designed to be safer than Tesla’s.

And GM isn’t the only automaker with a stagnant stock price. Of the seven best-selling carmakers in the U.S., only Toyota and Fiat Chrysler have seen significant growth in seven years. Ford, Honda and Hyundai all have lost value.

“Investors and the financial markets are much more interested in investing in the potential of what might be huge than in the reality of what’s already profitable and likely to remain so for years to come,” says Sam Abuelsamid, a senior analyst with Navigant Research.

Abuelsamid says GM could better trumpet its technology achievements. For instance, it scarcely markets the Bolt. By contrast, Musk builds hype with nightclub-like events for Tesla owners and Twitter banter with 8.8 million followers.

“The only way you can get people to perceive you in the same light as a company like Tesla is to demonstrate it,” Abuelsamid says.

Musk is crucial to Tesla’s success. The risk-taking billionaire founded PayPal and rocket company SpaceX before taking over Tesla. He espouses big ideas like Hyperloop high-speed transportation and colonizing Mars.

Barra, on the other hand, is a methodical engineer who rarely strays from script. She has only 29,500 Twitter followers. She’s a GM lifer who earned a company-paid MBA from Stanford; Musk left a Stanford graduate physics program after just two days to form a publishing startup.

“Mary is like a normal high-level performing executive,” Ram-

sey says. “Elon Musk is like an almost unrivaled superstar, even in comparison to Silicon Valley executives.”

Still, the big changes in the auto industry are in the early stages. Electric vehicles make up less than 1 percent of global auto sales and fully self-driving cars are years away. The economy can falter and company fortunes can shift.

Already this year, sales in the U.S. and China are slowing, and GM pulled out of the European and Indian markets because they weren’t profitable.

GM knows the ups and downs of auto sales, but Tesla will have to learn to manage them. If the Model 3 is late and Tesla sales fall, its stock price could drop and reduce Tesla’s access to cheap capital, Ramsey says.

## Cadillacs Now Have a Voice In Directing Some Traffic

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of a potential red light violation at current speed.

This alert helps avoid the dangerous decision to either brake abruptly or accelerate through a busy intersection.

To ensure the privacy of the driver, the vehicles do not transmit any identifying information such as VIN number, registration or MAC address, in their messages, Martin said.

For example, if a connected car runs a red light, the traffic signal may be able to say someone ran a red light, but will not be able to say who or what vehicle.

As for cybersecurity, firewalls and other measures are used to ensure the DSRC signals cannot be interfered with and are only exchanged between the vehicle and the infrastructure.

This is similar to the encryp-

tion used on Cadillac’s V2V technology.

The Michigan Department of Transportation, Macomb County Department of Roads, and General Motors’ Research & Development are collaborating to showcase leadership in the connected and automated vehicle environment.

Development of safety technologies, such as V2V and V2I communications, lays the groundwork for a connected, safer future.

Cadillac’s V2V solution uses GPS for positioning and DSRC for communication, which can handle 1,000 messages per second from vehicles up to about 1,000 feet away.

V2V-equipped vehicles create an ad hoc wireless network that allows for the transfer of information without relying on sight lines, good weather conditions or cellular coverage.

## Chrysler May Sales Show Consistency

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the Jeep Wrangler were up 2 percent as well.

Sales of the new Chrysler Pacifica minivan continue to show strength.

The model posted a 325 percent increase in May, compared with the same month a year ago, Kisiel said.

May was the minivan’s best sales month since it was launched last year.

Sales of the new 2017 Jeep Compass more than doubled from the previous month of April as Jeep dealers continue to build their new Compass inventories, Kisiel said.

Sales of the Dodge Journey full-size crossover were up 23 percent, while the Dodge Durango and Dodge Viper each turned in double-digit percentage increases as well during the month.

The Dodge Challenger muscle car turned in a 2 percent increase in May.

And Chrysler wasn’t the only brand to enjoy strong minivan sales, Kisiel said.

The Dodge Caravan sold 13,786 in May, a 58 percent increase over the same period last year.

Fiat 124 Spider sales of 564 were up 21 percent compared

with the previous month of April.

May was the 124 Spider’s best sales month since its launch in July 2016, Kisiel said.

## Warren Library Programs Go Musical

June should be a musical month thanks to the Warren public library.

On Wednesday, June 14, Stu Johnson will be hosting a program titled, “Girl Singers and the Big Band Era,” at the Warren Civic Center’s conference room. Warren librarian Jennifer Lund said the program begins at 6 p.m.

On Wednesday, June 28, the musical group Trio Dolce will be performing at 6 p.m. – also in the Warren Civic Center conference room.

“Trio Dolce is composed of three experienced musicians who teach and perform throughout the Metro Detroit region,” Lund said.

“Their combination of flute, oboe, and clarinet creates uniquely beautiful harmonies,” Lund said.

“Space is limited.

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## Chevrolet a Sponsor at Little Caesar's Arena



Chevrolet has become the automotive sponsor at the new Little Caesar's arena opening in Detroit.

Looks like Chevrolet is getting a slice of the action at the new Little Caesar's sports arena in Detroit.

Chevrolet and Olympia Entertainment just expanded their partnership, making Chevrolet the official vehicle of the new Little Caesars Arena. Chevrolet has been the official vehicle of the Detroit Red Wings since 2015, said GM spokeswoman Afaf Farah.

Home to the Detroit Red Wings, Detroit Pistons and other sports and entertainment events, concerts, family shows and community functions, the new arena will open ahead of the 2017-2018 hockey season and is expected to offer an "exceptional viewing experience" for sporting and music events, Farah said.

"We have enjoyed a fantastic relationship with the Detroit Red Wings and it was an honor for Chevrolet to celebrate the historic final season with the team and the fans at Joe Louis Arena," said Paul Edwards, U.S. vice president of Chevrolet Marketing. "We look forward to continuing to support the Red Wings and the revitalization of our hometown, the City of Detroit, as a landmark partner in the new Lit-

tle Caesars Arena – a perfect complement to our partnership with the Detroit Tigers and presence at Comerica Park."

Chevrolet's imprint on Little Caesars Arena will be evident throughout, with branding of the northeast entrance along Detroit's famous Woodward Avenue, as well as the Chevrolet Plaza, the distinctive event space on the west side of the arena that will feature a giant video screen and concert and community programming throughout the year.

Chevrolet nameplates will be incorporated into unique and unexpected displays, and the brand's signature bowtie will be showcased in several key locations, including one of four in-ice partners.

"We are delighted to expand our partnership with Chevrolet, one of the most recognizable, respected brands in the world," said Tom Wilson, president and CEO of Olympia Entertainment. "Adding another Detroit-based name to Little Caesars Arena is a significant point of pride, and one our fans will enthusiastically embrace."

In addition to its partnership with the Detroit Red Wings, Chevrolet is also the official vehi-

cle of several other Ilitch companies, including the Detroit Tigers, the Fox Theatre and Olympia Entertainment, Farah said. Red Wings forward and NHL All-Star Dylan Larkin also serves as a Chevrolet brand ambassador.

Construction of Little Caesars Arena is on track for a September 2017 opening, Farah said. Features of the new facility include:

- A dramatic bowl incline with strong sightlines designed to place fans closer to the action.
- Increased pregame and postgame entertainment opportunities with expanded access to restaurants and gathering locations connected to The District Detroit, a new world-class sports and entertainment development revitalizing 50 blocks around the arena.
- All-inclusive club spaces

with enhanced luxury and amenities, parking and food and drink options.

- State-of-the-art technology that includes Wi-Fi capabilities with greater bandwidth, mobile ticketing, wayfinding, high-definition video, stunning acoustic sound and smartphone mobile applications that will take you from street to seat.

- The Via Concourse, an indoor street-style shopping and dining experience surrounding the arena bowl that will be highly active on game nights and open to the community all year round.

- The Chevrolet Plaza, an outdoor urban plaza that will regularly host music and entertainment and serve as a signature new public gathering place in Detroit.

The District Detroit is one of the largest sports and entertainment developments in the country. Located in the heart of Detroit, this 50-block, mixed-use development led by the Ilitch organization unites six world-class theaters, five neighborhoods and three professional sports venues in one vibrant, walkable destination for people who want to live, work and play in an exciting urban environment.

Home to the Detroit Tigers, Detroit Red Wings, Detroit Pistons and Detroit Lions, District Detroit represents the greatest density of professional sports teams in one downtown core in the country.

## GM Retail Sales Hold Steady With Last May

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eries in May, up significantly from last year's launch;

- GMC Acadia – up 33 percent;
- Cadillac XT5 – up 110 percent.

"As we see the industry shift to more crossovers, we are extremely well positioned to take full advantage of this dynamic," said Kurt McNeil, U.S. vice president of Sales Operations.

"We expect these launches will enable us to continue gaining retail share as we introduce more all-new compact and midsize crossovers than anyone else, including the all-new GMC Terrain, Chevrolet Traverse, Buick Enclave and the Regal TourX."

Chevrolet dealers have begun selling the new Equinox with a highly efficient 1.5L engine, Flores said.

Additional powertrain offerings on the new Equinox will be available to the public starting this summer.

The new 2018 Traverse midsize crossover will arrive in Chevrolet dealer showrooms later this summer as well, Flores said.

GMC dealers will begin delivering the new Terrain compact crossover in late summer and Buick dealers will roll out the new Enclave midsize crossover sometime later in the fall, Flores said.

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# Yukon Denali Offers New Enhancements

Just because a vehicle is big doesn't mean it can't have an elegant style and becoming grace. The new 2018 Yukon Denali proves that point, said GM spokeswoman Meg Soule.

GMC is elevating the 2018 Yukon Denali lineup with styling and trim enhancements, as well as a new, advanced 10-speed automatic transmission, said GM spokeswoman Meg Soule.

A new, sculpted grille design distinguishes the Yukon Denali, while new Mastique Ash real wood trim adds depth and richness to the interior.

The new Hydra-Matic 10-speed transmission – paired with Yukon Denali's 6.2L V8 engine – enhances refinement with world-class shift smoothness, responsiveness and quietness, said Duncan Aldred, vice president of Global GMC.

"Yukon Denali has always matched style with substance, and the enhancements for 2018 advance that legacy," said Aldred.

"The foundational elements of exclusive design, premium touches and uncompromising capability have made Yukon Denali an icon for nearly 20 years."

GMC designers evolved the iconic Denali grille with a multidimensional, sculpted interpretation that, like other contemporary GMC elements, was designed in a layered manner, Aldred said.

It's a theme seen in other new GMC models such as the Acadia and Terrain.

"The new grille, which is flanked by HID headlamps and LED Signature Lighting, advances the design legacy established with the very first Yukon Denali in 1999," said Matt Noone, director, Global GMC Exterior Design.

"It's a more exciting and sophisticated design, while re-



2018 GMC Yukon Denali

maintaining instantly recognizable as part of the GMC Denali family."

In addition to a more sophisticated appearance, the new grille offers greater airflow to the radiator, Noone said.

Active aero shutters behind the grille close in certain conditions on the highway to reduce aerodynamic drag and enhance efficiency.

The Yukon Denali's new 10-speed automatic leverages the engineering experience of General Motors' multispeed transmissions to deliver improved performance.

A wider, 7.39 overall gear ratio spread, compared to the Yukon Denali's previous eight-speed automatic, enables a lower numerical top gear ratio and contributes to greater efficiency, Noone said.

The transmission's optimized gearing and proprietary controls allow the 6.2L V8 engine to deliver a winning combination smooth operation and precise response, said Noone.

Standard and available features include:

- 420-hp 6.2L V8 engine with

direct injection and Active Fuel Management;

- StabiliTrak electronic stability control, tow/haul mode, trailer sway control, auto grade braking and hill start assist;

- Magnetic Ride Control for improved body motion control;

- Standard 20-inch wheels and available 22-inch wheels;

- Automatic locking rear differential;

- Four-wheel-disc brakes with Duralife brake rotors;

- Active Noise Cancellation for a quieter interior;

- 8-inch diagonal GMC Infotainment system with Navigation, including Apple CarPlay and Android Auto capability;

- Standard 8-inch diagonal customizable driver display with head-up display;

- Multiple USB ports and accessory power outlets, including a 110-volt three-prong outlet, to support electronic devices;

- OnStar Basic Plan, standard for five years and includes access to an in-vehicle 4G LTE Wi-Fi hotspot and select features via the myGMC mobile app;

- Wireless phone charging.

# Lawrence Tech Scholarship Contest Rewards Hard Work

Lawrence Technological University offered \$600,000 in scholarships to the winners of the first-ever E-Sports Michigan Invitational video game tournament held May 20 on LTU's Southfield campus.

Some 75 students from 15 high schools in the Detroit area competed. LTU and the State Champs! high school sports TV show sponsored the event, said Lawrence Tech spokesman Eric Pope.

Teams competed throughout the day in brackets. In the finals, Troy High School defeated Bloomfield Hills High School 2-1. Members of Troy High's team were Wesley Chiu, Linus Garin, Ken Lu, Evan Jiang, and Eric Zhang, Pope said.

LTU offered scholarships of \$16,000 a year for up to four years to the Troy High winners, and \$14,000 a year for up to four years for the Bloomfield Hills runners-up.

The teams competed in League of Legends, a multiplayer online battle arena game first released in 2009, Pope said. League of Legends has become one of the world's most popular multiplayer games, with more than 60 million people playing online per month, with peak hours reaching 7.5 million people playing simultaneously around the world.

National championships in the game are contested in the United States, Germany, China, South Korea, Taiwan, and other nations. In the U.S., the championship draws 20,000 people to the Staples Center in Los Angeles.

Lisa Kujawa, LTU assistant provost for enrollment management, said the tournament was part of the university's continu-

ing outreach to K-12 students interested in LTU's computer science, game art, interaction design, and other tech programs.

Kujawa said the university plans to host the tournament again next year. For more information, visit <http://esportsmichigan.com/>.

Other teams competing included Canton High School, Clarkston High School, Warren De La Salle High School, Lakeland High School, Salem High School, Warren Consolidated Schools, Seaholm High School, Dakota High School, Plymouth High School, Chippewa Valley High School, Milford High School, Clawson High School, and Martin Luther King Jr. High School.

## Brothers Cop to TACOM Fraud

PITTSBURGH (AP) – Two brothers who formerly owned a Pennsylvania defense contractor and their former chief financial officer have pleaded guilty in a \$6 million scheme to overcharge the U.S. Defense Department for Humvee window kits.

The Butler-based contractor, Ibis Tek LLC, removed the former co-owners, 68-year-old Thomas Buckner and 66-year-old John Buckner, as directors of the company in January along with former CFO Harry Kramer.

The three pleaded guilty May 31 in Pittsburgh to fraud and tax evasion charges. The brothers agreed to repay more than \$6 million to the government, and have already repaid nearly \$900,000 in income tax losses.

The target of the fraud was the Warren-based Army TACOM command.



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2017 GMC SIERRA 1500 4WD DBL CAB SLE  
PURCHASE FOR  
**\$32,219\***  
STOCK #G574813



LEASE FOR  
**\$159\***  
PER MONTH  
**24** MONTHS  
**\$999** DOWN

2017 GMC ACADIA SLE-1  
PURCHASE FOR  
**\$27,259\***  
STOCK #TWHH8X



LEASE FOR  
**\$119\***  
PER MONTH  
**24** MONTHS  
**\$999** DOWN

2017 GMC SIERRA DENALI 1500 4WD  
PURCHASE FOR  
**\$47,359\***  
STOCK #TTVCJ7



LEASE FOR  
**\$349\***  
PER MONTH  
**36** MONTHS  
**\$999** DOWN

2017 GMC YUKON SLE 4WD  
PURCHASE FOR  
**\$44,995\***  
STOCK #G572468




LEASE FOR  
**\$329\***  
PER MONTH  
**36** MONTHS  
**\$999** DOWN

2017 GMC TERRAIN SLE-1  
PURCHASE FOR  
**\$21,539\***  
STOCK #G575341



LEASE FOR  
**\$59\***  
PER MONTH  
**24** MONTHS  
**\$999** DOWN



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2017 BUICK ENCORE  
PURCHASE FOR  
**\$19,179**  
STOCK #B572093



LEASE FOR  
**\$49\***  
PER MONTH  
**24** MONTHS  
**\$0** DOWN

2017 BUICK VERANO  
PURCHASE FOR  
**\$18,619\***  
STOCK #TNJKNP



LEASE FOR  
**\$169\***  
PER MONTH  
**36** MONTHS  
**\$999** DOWN

2017 BUICK LACROSSE  
PURCHASE FOR  
**\$29,569\***  
STOCK #B470762



LEASE FOR  
**\$299\***  
PER MONTH  
**36** MONTHS  
**\$999** DOWN

2017 BUICK ENCLAVE  
PURCHASE FOR  
**\$32,149\***  
STOCK #B75301



LEASE FOR  
**\$59\***  
PER MONTH  
**24** MONTHS  
**\$0** DOWN

2017 BUICK REGAL  
PURCHASE FOR  
**\$23,969\***  
STOCK #B470154



LEASE FOR  
**\$169\***  
PER MONTH  
**36** MONTHS  
**\$999** DOWN

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LEASE FOR  
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PER MONTH  
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**\$999** DOWN  
OR PURCHASE FOR  
**\$32,995\***  
STOCK #571056



2017 CHEVY VOLT LT  
LEASE FOR  
**\$199\***  
PER MONTH  
**36** MONTHS  
**\$999** DOWN  
OR PURCHASE FOR  
**\$28,849\***  
STOCK #471089



2017 CHEVY CRUZE LT  
LEASE FOR  
**\$69\***  
PER MONTH  
**24** MONTHS  
**\$0** DOWN  
OR PURCHASE FOR  
**\$15,909\***  
STOCK #471643



2017 CHEVY EQUINOX LS  
LEASE FOR  
**\$59\***  
PER MONTH  
**24** MONTHS  
**\$0** DOWN  
OR PURCHASE FOR  
**\$17,589\***  
STOCK #575223



2017 CHEVY MALIBU LT  
LEASE FOR  
**\$79\***  
PER MONTH  
**24** MONTHS  
**\$999** DOWN  
OR PURCHASE FOR  
**\$18,909\***  
STOCK #470469



2017 CHEVY CAMARO 1LT  
LEASE FOR  
**\$189\***  
PER MONTH  
**36** MONTHS  
**\$999** DOWN  
OR PURCHASE FOR  
**\$23,449\***  
STOCK #470207



2017 CHEVY TRAX LS  
LEASE FOR  
**\$49\***  
PER MONTH  
**24** MONTHS  
**\$0** DOWN  
OR PURCHASE FOR  
**\$15,449\***  
STOCK #575101



2017 CHEVY TRAVERSE LS  
LEASE FOR  
**\$59\***  
PER MONTH  
**24** MONTHS  
**\$999** DOWN  
OR PURCHASE FOR  
**\$23,029\***  
STOCK #574715



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**\$108+ TAX WITH \$0 DOWN**  
24 MTH LEASE 10,000 MILES

WITH LEASE CONQUEST • NO SECURITY DEPOSIT REQUIRED  
Equipped with Power Locks, Power Windows, Power Mirrors, Keyless Entry, Back-Up Camera, Bluetooth, OnStar, XM Radio & More...





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**\$188+ TAX WITH \$0 DOWN**  
24 MTH LEASE 10,000 MILES

WITH LEASE CONQUEST • NO SECURITY DEPOSIT REQUIRED  
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## GM Board Faces Proxy Fight

DETROIT (AP) – Shares of General Motors are rising May 30 as a proxy fight escalates between the company and an activist shareholder who wants to split its shares into two classes.

David Einhorn's Greenlight Capital said May 30 that it's sending a letter to shareholders emphasizing that the stock price has barely grown since GM's initial public offering at \$33 seven years ago.

GM pointed out last week that two independent corporate evaluation firms, ISS and Glass Lewis, recommended against the proposal. The company says the stock split is too risky and the company has returned capital to shareholders.

Greenlight's plan would create one dividend-paying stock and one "capital allocation" stock designed for growth. The hedge fund, which owns 3.6 percent of GM's shares, argues that its plan unlocks tens of billions of value in the company's stock. Greenlight also is nominating three directors for GM's board.

"There is nothing to lose from insisting on fresh thinking at a company whose stock trades at its 2010 IPO price," Greenlight's letter says.

GM, however, says that by the end of this year it will have given \$25 billion back to shareholders since 2012. The stock currently pays a 4.6 percent annual dividend.

In its evaluation, ISS said that the dual stock structure proposed by Einhorn would set up conflicts of interest between dividend and capital appreciation shareholders with different objectives.

"The negative outcomes associated with the proposed dual class share structure, combined with the lack of visibility regarding value creation for shareholders, drive our recommendation against the dual class proposal," ISS wrote, according to materials provided by GM.

Votes on the proposal and directors will take place at the annual shareholders meeting on June 6.

## BMW Recalls 45,000 Cars

DETROIT (AP) – BMW is recalling more than 45,000 older 7-Series cars in the U.S. because the doors can open unexpectedly while they're being driven.

The recall covers certain 745i, 745Li, 750i, 750Li, 760i, 760Li and B7 Alpina cars from the 2005 through 2008 model years that have the comfort access and soft door close options.

BMW says the doors may appear to be closed and latched but can inadvertently open due to road conditions or occupant contact with the door. A sudden opening could cause someone to be ejected or increase the risk of injury in a crash.

The company says in documents posted by the government that the latches can malfunction over time. The company said in a statement May 26 that it isn't aware of any crashes or injuries caused by the problem.

The recall came after the National Highway Traffic Safety Administration, the government's road safety agency, asked BMW about owner complaints about doors opening unexpectedly. The agency asked if a 2012 recall of about 7,500 7-Series cars from the 2005 to 2007 model years should be expanded and if the remedy was adequate. Call BMW at 800- 525-7417 for more info.

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## 2017 GMC TERRAIN "SLE 1"



- 2.4L DOHC VVT ENGINE!
  - INTELLILINK 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# BG2141

Was \$28,360  
Sale Price \$21,889\*

**24 MONTH LEASE**  
**\$89\*** PER MONTH  
\$999 DOWN  
NO SECURITY DEPOSIT REQUIRED

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**PERIOD!**

## 2017 "All New" GMC ACADIA "SLE 1"



- 2.5L DOHC SIDI VVT ENGINE!
  - INTELLILINK 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 \$27,879\*

**24 MONTH LEASE**  
**\$139\*** PER MONTH  
\$999 DOWN  
NO SECURITY DEPOSIT REQUIRED

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

## 2017 GMC SIERRA DOUBLE CAB 4x4 Elevation Edition



- 4.3L ECOTEC3 ENGINE!
  - INTELLILINK 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# BG1809

Was \$40,155  
Sale Price \$28,779\*

**24 MONTH LEASE**  
**\$179\*** PER MONTH  
\$999 DOWN  
NO SECURITY DEPOSIT REQUIRED

The Best Price...  
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## 2017 GMC SIERRA DENALI 4x4 CREW CAB



- 5.3L V8 ECOTEC3 ENGINE!
  - INTELLILINK 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" CHROME WHEELS!
  - ONSTAR w/4G LTE w/BUILT-IN WI-FI HOTSPOT!
- STK# BG1250

Was \$58,120  
Sale Price \$49,959\*

**36 MONTH LEASE**  
**\$359\*** PER MONTH  
\$999 DOWN  
NO SECURITY DEPOSIT REQUIRED

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## 2017 BUICK ENCORE "PREFERRED"



- 1.4L TURBO DOHC ENGINE!
  - PUSH BUTTON START!
  - INTELLILINK 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# BG1878

Was \$25,685  
Sale Price \$17,969\*

**24 MONTH LEASE**  
**\$69\*** PER MONTH  
\$999 DOWN  
NO SECURITY DEPOSIT REQUIRED

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

## 2017 BUICK ENCLAVE "CONVENIENCE"



- 3.6L V6 ENGINE!
  - INTELLILINK RADIO w/8" DIAGONAL COLOR TOUCH SCREEN!
  - REMOTE START AND ENTRY!
  - 7 PASSENGER "CAPTAIN CHAIR" SEATING!
  - TRI-ZONE CLIMATE CONTROL!
  - POWER LIFTGATE!
  - 19" ALUMINUM WHEELS!
  - ONSTAR w/4G LTE w/BUILT-IN WI-FI HOTSPOT!
- STK# BG1786

Was \$39,990  
Sale Price \$33,939\*

**24 MONTH LEASE**  
**\$129\*** PER MONTH  
\$999 DOWN  
NO SECURITY DEPOSIT REQUIRED

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## 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 Keyless Entry!
- Rear Vision Camera!
- Bluetooth for Phone!
- Chevrolet Complete Care INCLUDED!

Stock# H39555

Was \$22,235 Sale Price: **\$17,167\***



**24 MONTH LEASE**  
**\$67\***



**\$699 Down**

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

## 2017 EQUINOX "LT"



- 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# H36646

Was \$27,780 Sale Price: **\$22,967\***

**24 MONTH LEASE**



**\$67\***



**\$999 Down**

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

## 2017 TRAVERSE "LS"



- 3.6L SIDI V6 Engine!
- 6.5" Color Touch Screen Radio!
- 8 Passenger Seating!
- Rear Vision Camera!
- Power Driver's Seat!
- Bluetooth for Phone!
- OnStar with 4G LTE w/built-in Wi-Fi Hotspot!
- Chevrolet Complete Care INCLUDED!

Stock# H32512

Was \$32,745 Sale Price: **\$26,977\***

**24 MONTH LEASE**



**\$107\***



**\$999 Down**

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

## 2017 SILVERADO "LT" 4X4 DOUBLE CAB



- ECOTEC3 4.3L 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# H32640

Was \$41,060 Sale Price: **\$33,917\***

**24 MONTH LEASE**



**\$117\***



**\$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# H33304

Was \$26,000 Sale Price: **\$20,927\***

**24 MONTH LEASE**



**\$127\***



**\$999 Down**

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