

## Barra Predicting Bigger Things for GM in Upcoming Year

by Jim Stickford

2017 has been an interesting year for General Motors, according to CEO Mary Barra.

She spoke to the Automotive Press Association at a special event held at the Gem Theater in Detroit last week.

The event was moderated by *Cox Automotive's* Michelle Krebs, who got things rolling by asking how 2017 set up 2018.

Barra said that GM remains dedicated to the improving return on investment. That means being a focused company.

And in 2018, Barra said, GM

will have new and improved products.

Krebs then asked when GM got fully behind the idea of going all in with autonomous technology.

"GM has a rich history concerning electric vehicles," Barra said. "Even during our restructuring, we kept working on the Bolt. People are very satisfied to own a Bolt. That work led up to the Volt. That is another well-received and successful vehicle."

And after that success, Barra said, GM decided in 2015 to get really serious about an autonomous future.

"GM will continue to have a

leadership position in the industry concerning autonomous technology," Barra said. "But speed is critical in developing this technology."

Barra was then asked why GM decided to go it alone when developing Autonomous Vehicle (AV) technology.

She said it does take a lot of different technologies to develop a true AV, but GM didn't want to worry about who owns what Intellectual Property (IP). That's why the company decided to go it alone. Of course, GM is working

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Krebs, left, and Barra talking about the state of GM.



The Dodge brand has created a virtual garage where fans can meet online to talk about all things Dodge.

## Dodge Garage Gets Virtual

Who says you all have to be in the same place to hang out with your friends?

Dodge Garage, a digital content hub and premier destination where muscle car and race enthusiasts can hang out to get the latest on all things Dodge, SRT and Mopar, was launched live on Dec. 7.

Dodge Garage – [dodge.com/en/dodge-garage](http://dodge.com/en/dodge-garage) – curates content from across hundreds of websites and forums, in addition to the Dodge brand's digital and social channels, including YouTube, Facebook, Twitter and

Instagram, to deliver the latest muscle car and racing news to enthusiasts, said Fiat Chrysler spokeswoman Eileen Wunderlich. The site launched live during the 30th annual Performance Racing Industry (PRI) Trade Show in Indianapolis in early December.

"Dodge Garage consolidates all there is to know about the latest muscle car and racing enthusiast news into one comprehensive destination," said Tim Kuniskis, head of Passenger Car Brands –

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## Ford Continues Drive for Cleaner Water

Ford Motor Company has awarded \$200,000 in funding, part of the Bill Ford Better World Challenge (BFBWC), to support two international projects to improve health and sanitation conditions in India and Mexico.

The grants, which were given out last week, are included in Ford Motor Company Fund's annual community improvement campaign that launched in 2015 as part of the 10th anniversary of the Ford Volunteer Corps, said Ford spokesman Todd Nissen.

The challenge is jointly funded by the Ford Fund and Bill Ford, executive chairman of Ford Motor Company, Nissen said. The program works to give employee volunteers the opportunity to serve with community activists in places worldwide where Ford does business. It encourages employees and community partners to submit ideas that will solve global problems including issues surrounding mobility, as well as the scarcity of food, water and shelter.

"I am extremely proud of the work our employees are doing to bring about positive change around the world," said Bill Ford. "Access to basic necessities is not something that can be taken for granted in many communities, and these projects will have an immediate and positive impact on the quality of life for so many people."

In the rural district of Kancheepuram, India, just outside of Chennai where toilets and private restroom facilities are nonexistent, the \$140,000 grant will provide 100 residential SMART toilets in three villages for a total of 300 toilets, Nissen said. The SMART toilet facility is equipped with lighting, allows for

hand washing, and provides twin pits for sustainable use and maintenance

An education program for residents on good hygiene and sanitation practices.

"In these rural villages, open defecation is the normal practice," said Jennifer Leonard, a Ford brake engineer who is managing the project. "This practice proliferates disease, increases child mortality rates, and increases a woman's chance of being attacked. Our hope with this program is to work to improve health conditions while offering people privacy, dignity and safety."

Construction in Kancheepuram is slated to begin in January with planned completion in fall 2018, Nissen said. Installation of the toilets will be done using volunteer help from Ford employees at the Chennai plant and will be managed by Gramalaya, a nonprofit in India that works to install SMART toilets. Gramalaya, with 30 years of experience in

sanitation programs, is dedicated to helping India become an open defecation-free country.

In Guayacan, Mexico, near Hermosillo, potable water is a rarity. The \$60,000 grant will:

- Build the Guayacan Community Center, where filtered water will be available to residents, along with access to bathrooms with toilets and running water for hand washing.

- Offer up to 750 families the opportunity to have their own in-home water filtration system for a one-time payment of \$5 (U.S.); Ford is working with Aqua Clara International, a Michigan-based nonprofit, to provide the water filters.

- Free breakfast every Sunday, offered in conjunction with a local church.

- Community center will serve as host site for tutoring and other nonprofit services.

"Northwest Mexico has high concentrations of arsenic in the

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Ford Volunteer Corps at work in Mexico to provide clean drinking water.



Ed Welburn introduces the 2013 Cadillac XTS in 2011.

## Veteran GM Designer Earns Top EyesOn Design Honor

A group of top automotive designers has selected Ed Welburn as the recipient of the 2018 EyesOn Design Lifetime Design Achievement Award for his outstanding career in vehicle design.

The annual award is unique in that the selection is made by the previous winners of the award, said EyesOn spokesperson Kathy Lightbody. This group includes Chris Bangle, Nuccio Bertone, Wayne Cherry, Walter de'Silva, Willie G. Davidson, Tom Gale, Giorgetto Giugiaro, Chuck Jordan, Robert Lutz, Syd Mead, Shiro Nakamura, Patrick le Quement, Sergio Pininfarina, Stewart Reed, Peter Schreyer and Jack Telnack.

Called "the man who brought beauty back to GM," Lightbody said Welburn was just the sixth head of design for General Motors. He was also the first to lead the division on a global level,

placing him in the same company as such design legends as Harley Earl and Bill Mitchell.

On Jan. 16, 2018, Lightbody said Welburn will be part of a panel of judges at the EyesOn Design Awards at the North American International Auto Show, at which time he will present the EyesOn Design Catalyst Award to the individual he has selected to honor for their significant influence on his automotive design career.

During his 44-year career, Welburn oversaw many designs, including those for the Corvette, Cadillac Escalade and the revived Chevrolet Camaro along with such concept cars as the Oldsmobile Aerotech, the Cadillac Ciel and the Buick Avista.

Lightbody said Welburn decided early on that a career in automotive design was for him,

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Oakland County  
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Oakland County employees donated a record amount of nearly \$60,000 to support local charities this year through the county's Casual Day program, County Executive L. Brooks Patterson said during a special ceremony last week in downtown Birmingham. On Casual Day, employees in participating departments and divisions may donate \$1 to wear jeans or dress casually.

Patterson presented 21 organizations with checks totaling \$30,500 during the event. Receiving Casual Day funds for the first time was Clarkston Community Schools Media Center, Humble Design in Pontiac, Neighbor for Neighbor in Springfield Twp., and Scarlet's Smile in Commerce Twp.

County employees also donated \$19,484 during a special Casual Week from Aug. 31 – Friday, Sept. 8 to support the victims of Hurricane Harvey. Employees gave an additional \$9,700 during four Special Casual Days in 2017.

Barra Predicting Bigger Things for GM in 2018

CONTINUED FROM PAGE 1

with a number of suppliers but GM will own the tech. She again emphasized that speed of development is critical.

When asked about NAFTA, Barra said that it's almost 25 years old and that there are improvements that can be made to the trade agreement. But any changes must be made in a responsible manner to avoid any unintended consequences.

Barra also said that GM likes the idea of tax reform and that as of Dec. 11, the Senate and House bills were still being worked on. Overall, she saw tax reform going in a positive direction.

Krebs said one of the big stories for 2017 has been sex discrimination and sexual harassment.

Barra agreed, and said that the most important thing GM can do is to create an environment where all can be creative and reach their full potential.

"I am chief diversity officer," Barra said. "Part of my job is to create a workplace of choice that attracts new talent. It's unacceptable not to have standards that protect everyone. I want a workplace where people can speak up without fear of retaliation. I have children who will be entering the workforce soon, and I want them to have an environment where they don't have to worry about this sort of thing."

It's important, Barra said, that people speak up with the expectation that they will be believed when reporting problems. The old way of doing things is just not acceptable.

Krebs then asked about the retail future of the auto industry.

Barra said that Uber and Lyft really only represent about 1 percent of the driving done today.

"Ride sharing only works in very specific way in places that are heavily urban," Barra said. "The owner/driver model of car ownership will continue to exist for a long time to come. But the auto industry has to ask it will grow in the future."

"I am confident that dealers will be able to do that."

Barra was then asked if she agreed with Bob Lutz' prediction that in the future cars will be utilitarian and brands won't matter.

"No," Barra said. "You have to recognize that people will bring their phones into their cars. Tech will shape the vehicles of the future, but brands will matter."

The question of SUV/truck popularity came up. Barra said that there will still be a place for sedans.

"Our research shows that once people get into an SUV, it's hard to get them to go back to a sedan," Barra said. "But there is a core group of people who love sedans and we will continue to provide customers with what they want."

Krebs asked if GM was hiring. Barra said yes. She noted that about 40 percent of the workforce has been with the company for less than five years.

"We need software engineers," Barra said. "When we go to Silicon Valley to recruit, the thing we hear is that people want to work on something that is cool, something that will go to market. And we've learned that there is a real interest in coming to Detroit. People want to go to a place where they know they can make a difference. We even had young people who came to Detroit and created their own video to show what people can do in the city."

Krebs then asked about what now constitutes GM's core business. Barra said that the Chevy

brand is very strong in South America and that they have a strong dealer network there. In the United States, all four of GM's brands are doing well and in China Cadillac is growing as a strong brand.

"Brands are still important," Barra said. "Our focus is on that. When we talk about new technology, we can be talking about what's coming in five years, but we are also talking about what's coming in two months, what's coming next year. You will be surprised at what you see at the upcoming Detroit auto show."

Barra then took questions from the audience of reporters. The first was about how in the old days, GM believed bigger was always better, but recently the company has left markets and sold off brands.

Barra said that's true, but it's vital that the company be a good steward of its investors' capital.

"The company is and has become disciplined in not only where it sells, but in what segments it invests its money in," Barra said. "If we are somewhere where we don't see a path to profitability, or a chance for a good return on investment, we will look for other areas where we can grow. We are no longer a company where we plant a flag and try to be everything to everyone. We are still looking for areas where we can grow and it's still important to be able to leverage our scale of operations."

Should the opportunity arise for GM to re-enter the European market by being profitable, GM could do that, Barra said. The Cadillac and Chevrolet brands are already there, though not in great numbers.

GM will remain in the core business of selling cars for a long time, Barra said. As new tech-

nologies develop, that might change. But the company will be led by customer preferences.

When asked about the EV tax credit, Barra said it's important. Should credit disappear, it will definitely change the equation GM uses when making plans.

"The cost of ownership of an EV is an important part of how customers make decisions to buy and EV," Barra said. "We are still invested in EVs and will work to drive the cost down."

Bob Lutz Makes  
Stand on  
Governor's Race

CANTON TOWNSHIP, Mich. (AP) – Conservative gubernatorial candidate Patrick Colbeck has enlisted former General Motors vice chairman Bob Lutz to help raise money for his campaign.

Colbeck announced Dec. 14 that Lutz will be finance chairman, a month after Lutz endorsed his candidacy.

Lutz was General Motor's product guru and had a long career at all three Detroit automakers.

Colbeck, a Republican state senator, says he's "thrilled" someone of Lutz's character will help "take our campaign to the next level."

He says the two worked together to help restore a portion of the former Willow Run Bomber Plant so it could become home to a museum.

As of October, Colbeck's campaign had raised \$157,000 but had just \$13,000 currently on hand.

Other Republican candidates include Attorney General Bill Schuette, Lt. Gov. Brian Calley and Dr. Jim Hines.



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## GM's Efforts on Energy and Environmental Improvements Bear Fruit

by Jim Stickford

The folks at Global Facilities and Environmental at the Tech Center in Warren got to celebrate a couple of refunds worth millions of dollars from DTE Energy and Consumers Power.

A ceremony where the refunds were officially presented to GM was held at the Tech Center's Chilled Water Plant on Dec. 14.

The refunds – \$6.3 million from DTE and \$1.7 from CP – are the result of years of work between GM and the utilities, said Dane Parker, vice president of Global Facilities and Environmental.

"We, as a company, appreciate the partnership between us and them," Parker said. "These refund checks are meaningful to us and it also helps GM make cars more affordable for our customers. We've done this in an environment of change."

"Five years ago Mary Barra said that the auto industry would change more in the next five years than it did in the previous 100. We are now halfway through that five years. This is a great time of year to reflect on what we've done."

Basically, said Gary Londo, Campus Utility manager for the Tech Center, starting about three years ago GM and the utilities got together to create a plan that would result in GM using less electricity and natural gas at the Tech Center.

This plan required the company to work closely with the utilities.

That meant taking their advice on the purchase of new equipment as well as on other ways General Motors could save money on power.

"While we were doing this," Londo said, "we had to keep power and gas to the Tech Center up and running. That took a lot of planning. Getting the work done was sort of like changing a tire on your bicycle while still pedaling. During the work, we had to make sure that 99.9 percent of the power normally available was available."

Working with Consumers Power, GM installed a new Tridium Niagara Building Automation System (BAS) in 11 buildings, comprising more than four million square feet to optimize HVAC air handler performance and reduce energy use, Parker said.

Additionally, GM replaced several 50-year-old large campus steam boilers with three new Cleaver Brooks high efficiency

90,000 pound-per-hour steam boilers that will also reduce energy usage.

They replaced two old steam boilers at the GAE building and replaced 229,000 square feet of roof sections on five different buildings on the campus.

Working with DTE, GM replaced two older inefficient chillers with two new more efficient 3,000 ton chillers at the chilled water plant, Parker said. They also completed 11 chiller tune-ups to increase chiller efficiency in several buildings and installed a Variable Frequency Drive to reduce energy consumption on several HVAC fans and pumps in several buildings on campus.

They also replaced 146 older high wattage exterior streetlight fixtures with energy efficient, lower wattage LED lights which can now be remotely controlled. GM didn't stop with outside lights. The company replaced older, inefficient interior fluorescent lighting with energy efficient LED lighting at the Operations Engineering Center, the VEC Podium and the VEC East building.

They installed an energy efficient reflective Cool Roof system at the PPO building and event detected and repaired a major compressed air leak within the infrastructure, Parker said.

Sean McCoy, Outreach manager for the DTE Energy's Energy Efficiency Program for Business, was on at the ceremony.

He said DTE got together with GM as part of the utility's larger efforts to work with its biggest customers to improve energy usage. Part of what they did was work with GM to centralize how energy was distributed.



Employees from GM, DTE and CP celebrated their joint efforts to save on energy use at the Tech Center.

"We used to have plants and staff all over the place sending energy to General Motors," McCoy said. "The information didn't go to a central location. We decided to tie everything together and have one dedicated engineer manage everything."

"The approach has worked well. And we've fostered a great relationship with General Motors."

Glenn Barba, controller and vice president at CP, said the partnership his company has with GM is special.

"They are a valuable customer," Barba said. "We share the same passions. We both care

about the success of our customers and we both want our customers to be our customers for life. And we want to help grow the economy of Michigan and we share a passion for the planet."

CP is also glad to be able to provide energy in a sustainable way. That is something else the utility has in common with the people at General Motors, Barba said.

They worked with General Motors on many different projects, Barba said. Among the results of all that effort was the saving of 230,000 cubic feet of natural gas.

That Barba said, resulted in 14,000 fewer tons of carbon dioxide being emitted into the atmosphere.

"That's the equivalent of removing 2,700 Toyotas from the road," Barba said.

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# Cold Weather's Now Here, Drive Safer

Winter is not coming, it's already here.

For much of the northern hemisphere, it's cold outside, which means drivers need to think more about traction, said Fiat Chrysler spokesman Dale Jewett.

Whether it is just a light dusting or several inches of snow (in places such as Atlanta, they're practically the same thing), sending drive torque to all four wheels is desirable to keep things moving on streets and highways, Jewett said.

Many people who face these conditions yearly opt for a vehicle with either all-wheel drive (AWD) or four-wheel drive (4WD) for an extra level of capability and confidence.

"We hear you asking - AWD or 4WD, aren't they the same thing?" Jewett said. "In general, yes. Both systems work to maximize traction by distributing torque to all four wheels. The difference is in the level of control over the torque management."

"We can illustrate that difference with a closer look at the various 4x4 drive systems available on Jeep vehicles."

One note first, Jewett said. No amount of enhanced traction from the drivetrain improves stopping ability on slick roads. People should Tailor their speed to the weather and road conditions, and increase the gap between the vehicle ahead of you. Those vehicles people see spun out on the sides of the road? They didn't heed that advice.

Now, in general, Jewett said, AWD systems are always active and automatically share torque among the axles when low-traction conditions are detected, while 4WD systems are part-time



FCA 4WD technology helps drivers during winter season.

and need to be engaged by the driver via a lever or button in the cockpit.

Auto-engaging systems can be found in cars, such as the Dodge Charger and Challenger, and in SUVs, such as the Jeep Renegade, Compass and Cherokee (Active Drive) and the Jeep Grand Cherokee (Quadra-Trac and Quadra-Drive). On the other hand, part-time systems are typically used on heavy-duty and truck-based vehicles, such as the Jeep Wrangler and Ram 1500 (a full-time 4WD system is an option on the Ram 1500).

One feature of auto-engaging systems, Jewett said, such as Active Drive, is it helps save fuel by sending torque to both axles only when needed. Some versions, such as Active Drive II, add a Low range for enhanced performance at low speeds over extremely rough terrain.

At other times, Jewett said the AWD system sends torque to only one axle and disconnects the other axle drive components to reduce drag on the drivetrain.

"There are drivers who don't always need the full impact of a 4WD system and want to control when it is engaged, based on the road and driving conditions,"

Jewett said. "Those systems are featured on vehicles such as the Jeep Wrangler (Command-Trac and Rock-Trac) and the Ram 1500 pickup. With a part-time 4WD system, the drive torque is typically split 50/50 between the front and rear axles. Locking differentials in the axles can help direct torque to wheels with more traction."

## Detroit's Seeking Land Developers

DETROIT (AP) - Proposals are being sought to redevelop two now-vacant Detroit buildings into mixed-income apartments.

The city and the Detroit Building Authority say work on Lee Plaza and the Woodland Apartments buildings could help spur development in their respective neighborhoods.

Lee Plaza is near Detroit's New Center area and had about 200 units. The city is asking \$295,000 for the building and land.

Woodland Apartments is a 4-story, 44-unit building north of downtown. The city is looking for developers to renovate the building or demolish it and redevelop the site.

## Charger Has Public Backing

It's good to be loved, just ask the folks at Dodge.

Strategic Vision, a research-based consultancy with experience understanding consumers' and constituents' decision-making systems for a variety of Fortune 100 clients, last week named the Dodge Charger to its "Most Loved Vehicles in America" list for the fourth consecutive year, said FCA spokeswoman Claire Carroll.

"Dodge Charger exemplifies the energy, design, performance and quality cues that exemplify passion," said Christopher Chaney, senior vice president - Strategic Vision. "This is what the 'Most Loved Vehicle award represents, and why Charger is the segment leader."

Strategic Vision has spent the past 40 years developing metrics that quantify emotion, culminating in The Edwards Commitment Scale, Chaney said, which captures emotional responses ranging from "I hate it" to "I love it," with "satisfactory" as the intermediate option. Integrated into Strategic Vision's New Vehicle Experience Study (NVES), this scale becomes the key factor in the Customer Love Index (CLI), which directly measures Love in 120 different aspects of the ownership experience.

These, combined with dozens of additional questions, gauge the strength and type of emo-

tional connection buyers have with their vehicles to identify the Most Loved Vehicles in each segment. Strategic Vision surveyed 34,064 new vehicle buyers, who purchased Oct. 2016 - Apr. 2017, after their first 90 days of ownership, Chaney said.

With the quickest, fastest and most powerful sedan in the world, efficient V6 power and all-wheel-drive capability, Carroll said the Dodge Charger lineup is designed and engineered to provide the ultimate in high-performance comfort and road-ready confidence as America's only four-door muscle car.

Dodge Charger's rear-wheel-drive architecture, Carroll said, enables a model lineup highlighted by extensive performance-driven powertrains with the latest technology under the hood and behind the wheel.

This further building on the Dodge brand's promise to deliver American performance machines with world-class power, efficiency, tech, authentic materials and standout styling, Chaney said.

For 2018, Carroll said Dodge repositioned its Charger model lineup on vehicles equipped with the 3.6-liter Pentastar V6, now offering the SXT, SXT Plus, which is available with and without leather seating, and the GT and GT Plus equipped with the segment's most advanced all-wheel-drive (AWD) system.



2018 Dodge Charger

## Dodge Garage Goes Virtual

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Dodge, SRT, Chrysler and Fiat, FCA - North America.

"In the digital space, content is king and Dodge enthusiasts are consuming it at an industry-leading rate. The real time dynamics of digital media force enthusiasts to search across multiple platforms to find the latest product information, performance news, where to race, dates for the next big auto show and where the next Cars & Coffee will take place in their area."

"With the Dodge brand witnessing the highest consumer engagement it's ever seen, and more and more people wanting to be part of our 'brotherhood of muscle,' Dodge Garage provides the quickest, easiest and most comprehensive way to funnel all this passion and engagement through a single source."

Once inside the Dodge Garage, Kuniskis said enthusiasts will find toolboxes full of daily updates, curating muscle car and racing enthusiast content from across the automotive spectrum, including:

- News - Review the latest news and events from both Dodge and performance enthusiasts, including blogs from special guest authors, along with engineering and design stories; learn more about Dodge partnerships with DSR, Bondurant, Hagerty and Pennzoil; and Q&As, chats with partners, enthusiasts, and Dodge engineers and designers
- Events - Search for upcoming events, including Cars & Coffee, races, auto shows and enthusiast events in your area.

fee, races, auto shows and enthusiast events in your area.

- Racing HQ - Learn more about the Dodge and Mopar teams, get schedules, see race results, including NHRA point standings, and locate a track near you; also features glossary with racing terms to help better understand what a "breakout" is, in addition to understanding cars and classes.

- Gallery - Check out the latest videos and images from across Dodge brand's digital and social channels, including YouTube, Facebook, Twitter and Instagram.

- Downloads - Download images, such as wallpaper for all of your devices, including computers, laptops, tablets and watches.

- Merchandise - Shop Dodge-branded merchandise.

Kuniskis said that Dodge consistently ranks in the top among automotive competitors in fan engagement across Facebook, Twitter and Instagram. Dodge Garage will also drive traffic to Dodge.com, linking its loyal fan base together across the Dodge brand's digital and social channels.

The Dodge brand exhibited at the three-day 2017 Performance Racing Industry Trade Show in early December, displaying both the groundbreaking 2018 Challenger SRT Demon and the Mopar Challenger Drag edition. The PRI Trade Show is an industry-exclusive event with racing pros from across the U.S. and around the world, Kuniskis said.

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MSRP \$40,780

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**0 DOWN 20% OFF MSRP** **\$179\*** 27 MO. 10K  
MSRP \$36,285

**2018 RAM 1500 SLT Crew Cab Big Horn 4x4**

**0 DOWN** **\$238\*** 27 MO. 10K  
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## United Way Gets Donation From FCA Canada

During a special presentation at FCA Canada's headquarters last week, Reid Bigland, president & CEO of FCA Canada, announced a donation of \$1,258,107.18 to the United Way/Centraide Windsor-Essex County 2018 campaign.

This marks the largest donation in the Windsor-Essex community this year and the 32nd consecutive year of FCA Canada employees and retirees donating over \$1 million.

"FCA Canada employees and retirees have consistently demonstrated their unwavering support and commitment to the United Way of Windsor/Essex," said Bigland.

"Over the last 70 years, our employees have contributed over \$65 million dollars towards this annual campaign. I am incredibly proud to be leading a team of such generous and caring people, and want to thank each and every team member for their ongoing support."

United Way/Centraide is celebrating their 70th year of supporting the Windsor-Essex community. In addition to the annual campaign, FCA employees also volunteer for many United Way sponsored events, most recently the Unemployed Help Centre's Children's Christmas Party, which saw over 900 attendees.

Funds raised this year will go towards helping United Way take action to help local families and individuals gain access to education and financial stability.

Programs include emergency assistance, after-school programs, and various means of mentorship and support.

"United Way fights for the mental health, education and financial stability of every person living in Windsor and Essex County," said Lorraine Goddard, CEO of United Way/Centraide Windsor-Essex County. "FCA Canada and UNIFOR Local 444 have stood beside us since day one, and we are incredibly grateful for their ongoing partnership and support. This is a fantastic way to celebrate our 70th anniversary in the community, and a wonderful start to the new year."

"When our community is in need, Unifor Local 444 will always be there as a partner and supporter, especially knowing the incredible impact that the United Way has across Windsor and Essex County," said James Stewart, President of Unifor Local 444.

## Gasoline Prices See Slight Rise This Month

DEARBORN, Mich. (AP) – AAA Michigan stated that gasoline prices statewide have risen by about 7 cents per gallon as of Dec. 11.

The Dearborn-based auto club says early Monday the average price for self-serve regular unleaded gasoline was about \$2.51 per gallon. Prices are about 24 cents more than at the same point last year.

Michigan's lowest average price was about \$2.45 per gallon in the Traverse City area.

The highest price for gasoline was about \$2.62 per gallon in the Marquette area.

It was the second consecutive week that the Marquette area had the highest average in Michigan.

The Detroit-area's average price for gasoline rose about 1 cent to approximately \$2.50 per gallon.

AAA Michigan surveys daily fuel prices at 2,800 gas stations across the state.

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### HOTTEST DECEMBER LEASE DEAL!

**2018 Ram 1500 Crew Cab 4x4**

**\$3000 HUVAERE CASH!**

- Spray-In Bedliner
- Hitch



**#1 RAM DEALER**

**LEASE FOR \$106\*\***

27 Mos. \$995 due

D8-12107

### EXCLUSIVE HUVAERE

**DECEMBER 2017**

**1500 CREW CAB HEMI BONUS CASH \$3000**

In stock new 2016 vehicles only. Must present coupon. Prior sales excluded. One coupon per purchase or lease. Not valid with \$1800 December Trade-In Bonus Cash or \$1800 December Match Cash. Excludes Wranglers & sold orders. See dealer for details. Valid thru 12/2017.

**EXCLUSIVE HUVAERE**

**DECEMBER 2017**

**TRADE-IN BONUS CASH \$1800**

In stock new 2015, 2016, 2017 and 2018 vehicles only. Must present coupon. Prior sales excluded. One coupon per purchase or lease. Not valid with \$1800 December Trade-In Bonus Cash or \$1800 December Match Cash. Excludes Wranglers & sold orders. See dealer for details. Valid thru 12/2017.

**EXCLUSIVE HUVAERE**

**DECEMBER 2017**

**MATCH CASH \$1800**

In stock new 2015, 2016, 2017 and 2018 vehicles only. Must present coupon. Prior sales excluded. One coupon per purchase or lease. Not valid with \$1800 December Trade-In Bonus Cash or \$1800 December Match Cash. Excludes Wranglers & sold orders. See dealer for details. Valid thru 12/2017.

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**We Will Double Your Down Payment**

**up to \$1800**

### HOTTEST DECEMBER LEASE DEAL!

**2018 Dodge Charger GT AWD**

**LEASE FOR \$118\*\***

27 Mos. \$1495 due

• Nappa Leather • All Wheel Drive

**159 AVAILABLE**

**HOTTEST DECEMBER LEASE DEAL!**

**2018 Jeep Cherokee Overland 4x4**

**LEASE FOR \$99\*\***

27 Mos. \$1995 due

• Premium Leather • Navigation • V6 Engine • Auto-Start • 4x4

## \$3000 RAM HUVAERE DISCOUNT IN ADDITION TO ALL OF THE FOLLOWING REBATES

- Great Lakes Bonus Cash • Lease Loyalty • Conquest Lease Loyalty • Military
- FCA Employee Discount • Supplier Discount • Friends/Family Discount

### 2018 RAM 1500 CREW CAB 4X4 BIG HORN

D8-12119 3.6L Pentastar

**LEASE FOR \$112\*\***

27 Mos. \$300 due

**27 MONTH 1 PAY LEASE \$2831\*\***



**#1 RAM DEALER 2013 2014 | 2015 | 2016 | 2017**

**\$3000 HUVAERE CASH**

### 2018 RAM 1500 CREW CAB 4X4 NIGHT EDITION

D8-12155 3.6L Pentastar

**LEASE FOR \$98\*\***

27 Mos. \$1450 due

**27 MONTH 1 PAY LEASE \$4226\*\***



**#1 RAM DEALER 2013 2014 | 2015 | 2016 | 2017**

**\$3000 HUVAERE CASH**

**LEASE FOR \$114\*\***

27 Mos. \$800 due

**27 MONTH 1 PAY LEASE \$3359\*\***

D8-12289 5.7 Hemi

**LEASE FOR \$117\*\***

27 Mos. \$1995 due

**27 MONTH 1 PAY LEASE \$4999\*\***

D8-12067 5.7 Hemi

### CHRYSLER

**DECEMBER 300 SPECIAL**

**2018 CHRYSLER 300 S AWD**

**25% OFF MSRP ON A RETAIL BUY**

**LEASE FOR \$126\*\***

36 Mos. \$400 due

**\$39,390 MSRP**

**\$1,800 MATCH CASH**

**\$9,847 25% Off MSRP**

**\$3,000 FCA EMP. DIS.**

**\$24,743\* SALE PRICE**

**ALL NEW CHRYSLER PACIFICA TOURING**

**LEASE FOR \$127\*\***

24 Mos. \$1495 due

**\$1800 Huvaere's Match Money**

**2018 LEASE FOR \$129\*\***

24 Mos. \$1495 due

**ALL NEW CHRYSLER PACIFICA TOURING PLUS**

**2018 LEASE FOR \$129\*\***

24 Mos. \$1495 due

### Jeep

**2018 JEEP COMPASS 4X4 - YOUR CHOICE**

**Latitude Limited Trailhawk**

**LEASE FOR \$95\*\***

27 Mos. \$1395 due

**LEASE FOR \$106\*\***

27 Mos. \$1495 due

**LEASE FOR \$119\*\***

27 Mos. \$1495 due

**2017 JEEP GRAND CHEROKEE LIMITED 4X4**

**Leather Trimmed Seats • U Connect • B.4 Navigation • Blind Spot & Cross Path Detection**

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**2018 JEEP GRAND CHEROKEE ALTITUDE EDITION 4X4**

**LEASE FOR \$146\*\***

27 Mos. \$1995 due

**2017 JEEP WRANGLER UNLIMITED 4X4**

**LEASE FOR \$209\*\***

36 Mos. \$1995 due

**2017 JEEP WRANGLER UNLIMITED 4X4**

**LEASE FOR \$229\*\***

36 Mos. \$1995 due

### DODGE

**DECEMBER JOURNEY SPECIALS**

**Dodge Journey GT AWD**

**2017 SALE PRICE \$22,861\***

**MSRP \$35,685**

**HUVAERE CASH \$1,800**

**20% OFF MSRP \$7,137**

**DEALER CASH \$1,000**

**EP DISCOUNT \$2,927**

**TOTAL SAVINGS \$12,864**

**2018 LEASE FOR \$103\*\***

27 Mos. \$995 due

**INCREDIBLE CHARGER LEASE SPECIALS**

**2017 DODGE CHARGER R/T 392**

**LEASE FOR \$265\*\***

24 Mos. \$1995 due

**2017 DODGE CHALLENGER GT AWD**

**LEASE FOR \$179\*\***

36 Mos. \$1995 due

**INCREDIBLE CHALLENGER LEASE SPECIALS!**

**2017 DODGE CHALLENGER R/T**

**LEASE FOR \$127\*\***

27 Mos. \$1995 due

**2017 GRAND CARAVAN SXT**

**SALE PRICE \$22,973\***

**2017 DODGE DURANGO SXT AWD**

**LEASE FOR \$179\*\***

36 Mos. \$1995 due

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Picture may not reflect actual vehicle. \* The FCA US LLC (Formerly Chrysler Group) Employee Advantage Purchase program sale prices and lease payments quoted. Just add tax, title, doc fee and destination charge. \*\* 24, 27, 30, 36 month FCA US LLC employee leases. The amount due on all leases require amount due plus monthly tax, cap cost reduction tax, first payment, title, plate, doc fee and destination charge. Security deposit is waived on all lease payments. Lease payments are 10,000 miles per year. 20 cents per mile thru Ally or 25 cents thru Chrysler Capital for excess mileage. Customer must qualify for 1 or 5 tier 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 money 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 lessee loyalty retail bonus cash, customer must qualify. 1.84 month buy, 2.99% APR with approved credit. Ram payments include Ram to Ram Loyalty Rebate.



The 2018 GMC Yukon Denali Ultimate Black edition SUV is coming.

# GM Legend Welburn Earns EyesOn Design Award

CONTINUED FROM PAGE 1

sketching cars as a young child and writing his first letter to GM when he was 11, Lightbody said. The company responded, and he followed their recommendations, studying design, sculpture and painting at Howard University’s school of fine arts, which led to a college internship with GM in 1971.

One year later, he became the first African American hired to design vehicles at GM, and he’s never looked back, Lightbody said. Besides creating the striking cars mentioned above, he also designed several pace cars for the Indianapolis 500 and the most recent presidential limousine.

Besides his relationship with the Hollywood movie series “The Transformers,” Welburn has lent his talents and automotive expertise to several TV shows, including “Americarna,” “Jay Leno’s Garage” and the reality series “Motor City Masters.”

He has driven laps at such famed race courses as Monza, Laguna Seca, Le Mans, Indianapolis; is a judge of classic cars for the Concours d’Elegance at Pebble Beach, Amelia Island, Hilton Head Island and the Peninsula Classic, and he designed the new trophy for the North American Car of the Year award.

In 2016, GM dedicated its Center for African American Art at the Detroit Institute of Arts in Welburn’s honor. In 2017, he was inducted into the Automotive Hall of Fame and was awarded an honorary doctorate of fine arts by the College for Creative Studies in Detroit.

Since his retirement from GM in 2016, he’s launched The Welburn Group, a design consultancy. He also continues to advise GM Design on their new facility in Warren, Lightbody said.

The EyesOn Design Lifetime Design Achievement Award will be presented to Welburn at Vision Honored, a black tie event on June 15, 2018.

# The 2018 Yukon Denali Goes to Basic Black

Sometimes black is the new black.

GMC recently unveiled the 2018 Yukon Denali Ultimate Black Edition, an exciting new package featuring “the very best in premium GMC styling and attributes,” said GM spokeswoman Meg Soule. The Ultimate Black Edition offers all the options available on the Yukon Denali, with a striking exterior look that includes:

- New black-painted 22-inch wheels with chrome inserts;
- Polished exhaust tip;
- Chrome mirror caps;
- Premium carpeted floor-mats;
- Available exclusively with Onyx Black exterior paint.

Available on 2WD or 4WD models, Soule said the 2018 Yukon Denali Ultimate Black Edition includes the Open Road Package, which consists of a nine-month trial of Sirius XM and NavTraffic; power sunroof and rear-seat entertainment system; Power-Retractable Assist Steps; the Enhanced Security Package including door and liftgate lock shields,

glass breakage sensors, interior motion detectors, self-powered horn and vertical movement sensors; and Adaptive Cruise Control with Forward Automatic Braking.

“The Yukon Denali has always made a bold and powerful statement, and the Ultimate Black Edition takes that expression to a new level,” said Stu Pierce, senior marketing manager for GMC Trucks and Full-Size SUVs. “The Ultimate Black Edition provides our customers seeking the ultimate in performance and refinement with an opportunity to express themselves with a new and unique style.”

Earlier in 2017, GMC unveiled the latest 2018 Yukon Denali lineup with refreshed styling and trim enhancements, as well as a new advanced 10-speed automatic transmission, Soule said. A new sculpted grille design distinguishes the Yukon Denali, while Mastique Ash real wood trim adds depth and richness to the interior. The 10-speed transmission – paired with Yukon Denali’s

6.2L V8 engine – enhances refinement with world-class shift smoothness, responsiveness and quietness. These updates will carry into the Yukon Denali Ultimate Black Edition.

In 2017, GMC has seen its strongest year ever of Denali sales, Pierce said. Yukon and Yukon XL lead the portfolio with Denali sales of 50.7 percent and 61.2 percent respectively October CYTD. These achievements were led earlier this year with the one millionth Denali sold since the premium-luxe trim launched with the GMC Yukon in 1999.

To celebrate the debut of the 2018 Yukon Denali Ultimate Black edition, Soule said GMC has partnered with Little Damage, a unique soft-serve ice cream shop in L.A.

Throughout the duration of the L.A. Auto Show, consumers got to enjoy a new Ultimate Black flavor topped with Denali chrome chocolate chips served in Little Damage’s signature black activated charcoal cones.

# Ford Continuing Drive for Clean Water

CONTINUED FROM PAGE 1

water, so this project will help make sure people have safe drinking water and a place to meet and gather,” said Cindy Turner, a Ford engineer who is leading the project. “Having clean water is a basic necessity in life, so we believe this project will have a dramatic impact on the community.”

Organizers are in the process of securing construction approvals and expect to begin construction this winter. After only two years, the Bill Ford Better World Challenge has brought about real results, Nissen said.

In 2016, the Thailand Clean Water Community project received a \$200,000 grant to upgrade clean water access with purification systems, washbasins and restrooms in nine rural schools.

Ford volunteers have helped area residents plant hundreds of banana trees, as well as vegetables to be served in school lunches and sold to generate income to expand the schools’ agriculture initiatives.

Eventually, the Thailand program will see the improvement of 13 schools that could benefit up to 3,300 people, Nissen said. Nearly 200 Ford employees have traveled to the Chanthaburi re-

gion, which is about 130 miles from Bangkok, to assist with improvement projects.

The GoodTurn app project, which received \$250,000 in grant funding, was introduced to the Apple Store this summer, Nissen said. The app connects volunteers from Ford Motor Company to community nonprofits in need of transportation help.

The brainchild of Cecil Saint Pierre, former Ford conflict mineral analyst, and developed by University of Detroit Mercy, GoodTurn is being used to deliver relief aid from Michigan to victims of Hurricanes Harvey, Irma and Maria, Nissen said.

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FWD Lease Offer MSRP: \$25,775

expires 12.31.2017

\$182

per month

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INCENTIVES INCLUDED: GM EMPLOYEE PRICE, GM LEASE LOYALTY

39 months

10,000 miles year

\$482 total due at signing (includes first month payment)





2017 Buick Envision

Prefderred FWD Lease Offer MSRP: \$36,995

expires 12.31.2017

\$257

per month

TRANSPARENT PRICING

INCLUDES: ALL TAXES & FEES, NO SECURITY DEPOSIT

INCENTIVES INCLUDED: GM EMPLOYEE PRICE, GM LEASE LOYALTY

36 months

10,000 miles year

\$624 total due at signing (includes first month payment)





2018 GMC Terrain

SLE FWD Lease Offer MSRP: \$29,370

expires 12.31.2017

\$277

per month

TRANSPARENT PRICING

INCLUDES: ALL TAXES & FEES, NO SECURITY DEPOSIT

INCENTIVES INCLUDED: GM EMPLOYEE PRICING, GM LEASE LOYALTY

39 months

10,000 miles year

\$517 total due at signing (includes first month payment)





2017 GMC Acadia

SLE1 FWD Lease Offer MSRP: \$33,770

expires 12.31.2017

\$199

per month

TRANSPARENT PRICING

INCLUDES: ALL TAXES & FEES, NO SECURITY DEPOSIT

INCENTIVES INCLUDED: GM EMPLOYEE PRICE, GM LEASE LOYALTY

36 months

10,000 miles year

\$544 total due at signing (includes first month payment)





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SP71497



# AM General Opens New Tech Center in Oakland County

Global mobility solutions provider, AM General, headquartered in South Bend, Ind., recently settled in to the new Technology and Engineering Center in Auburn Hills, having moved from its previous location in Livonia.

The state-of-the-art facility, said AM General spokeswoman Deborah Reyes, houses the engineering, product planning, and prototyping departments as well as business development, US Defense, and strategic marketing functions.

The city of Auburn Hills displayed a digital welcome banner for AM General along the I-75 Highway to welcome the company to their new home from Dec. 4 through Dec. 10, Reyes said.

“AM General recognizes the importance of proximity not only to the vast number of automotive OEMs, suppliers, and research centers, but also to the strong military presence in Michigan,” said Andy Hove, AM General President and CEO. “Additionally, the extraordinary talent base in the area was a key factor to selecting Auburn Hills as our home and we look forward to expanding our experienced workforce as we continue to grow our business.”

The Auburn Hills location met AM General’s varied criteria not only as an automotive OEM, but also as a defense contractor for the US Government Reyes said. The building and adjoining work spaces provide room and security for designing and prototyping of new product offerings.

Additionally, AM General implemented a state-of-the-art wireless AC Wave 2 system, designed for high speed – high density environments and provides users up to 1Gb of bandwidth anywhere in the building.

The company also added a new “Unified Messaging” plat-



This message was recently displayed on a billboard by Auburn Hills to welcome a new corporate citizen.

form using Microsoft’s Skype-for-Business suite to provide wireless phone, messaging and video conferencing capabilities. These technology investments give AM General associates the ability to be 100 percent mobile, even when working remotely.

The Technology and Engineering Center will also serve as a collaboration center for customers and community members alike, Reyes said.

“We are thrilled to welcome AM General to Auburn Hills and honored that they have decided to locate their research and development operations here. We appreciate their confidence and investment in our community,” said Auburn Hills Mayor, Kevin McDonald.

“Our staff has worked diligently to support the project, as their deep experience in defense and automotive industries meets our goal of diversifying our local economy and that of Oakland County and the State of Michigan. On behalf of the City Council, City Staff and our over 23,000 residents, we welcome AM General to our Community and look

forward to watching them grow in Auburn Hills.”

AM General designs, engineers, manufactures, supplies and supports specialized vehicles for military and commercial customers worldwide, Reyes said. Through its military business, the company is widely recognized as the world leader in design, engineering, manufacturing and logistics support of Tacti-

cal Vehicles, having produced and sustained more than 250,000 vehicles in over 60 countries.

“AM General has breadth and scope of experience meeting the changing needs of the defense and automotive industries, supported by its employees at major facilities in Indiana, Michigan, and Ohio, and a strong supplier base that stretches across 43 states,” Hove said.

## Brewer Orders Tesla Electric Trucks

DETROIT (AP) – Your beer could soon be delivered in a Tesla.

Brewer Anheuser-Busch – which owns Budweiser and other brands – has placed an order for 40 all-electric Tesla Semis.

Anheuser-Busch says it’s one of the largest orders Tesla has received for the truck, but Tesla isn’t confirming.

Tesla Inc. unveiled the Semi last month.

Production will begin in 2019. Customers can put down a \$5,000 deposit to reserve one of the trucks.

Anheuser-Busch says the Tesla

Semis would be part of a 750-truck U.S. fleet that transports its products from the company’s different breweries to wholesalers.

The trucks will help the Belgium-based beer company meet its goal of reducing global carbon emissions by 30 percent in the year 2025.

Tesla won’t say how many companies have put down deposits for one of the promised all-electric semi trucks.

But Wal-Mart Stores Inc. and midwest retailer Meijer Inc. are among those that have placed orders.

## Hawaii Makes Move to Have More EVs

HONOLULU (AP) – Four mayors in Hawaii pledged to eliminate the use of fossil-fueled ground transportation vehicles by 2045.

The plan announced Dec. 12 is to have private state vehicles fueled by renewable energy by the year 2035 and public vehicles by the year 2045, the *Honolulu Star-Advertiser* reported.

The plan does not apply to air or sea transportation. Ground transportation accounts for more than 25 percent of the state’s consumption of imported fossil fuels.

Josh Stanbro, Honolulu’s chief resilience officer, said renewable energy is not just smart from an environmental standpoint, but makes financial sense and that such a move to electric vehicle should also save the government money.

The electric vehicles that the city uses today cost a third less in operation and maintenance costs than do their fossil-fueled automotive counterparts, Stanbro said.

Motor vehicle manufacturers already have begun to go electric only, Stanbro said. Swedish automaker Volvo pledged this past summer to build only electric or hybrid vehicles starting in 2019.

Tesla started as an electric-vehicle-only manufacturer back in 2003.

“Human activity created climate change, and human action’s going to reverse it,” Honolulu Mayor Kirk Caldwell said.

Honolulu’s upcoming rail line will be electric and the city will also begin converting its 500-plus bus fleet to all-electric beginning in January of 2018, Caldwell said.

## Several Automakers Work To Go Green in Europe

Efforts to be green are something that all automakers can do, and by working together they can do more.

“Drive Sustainability”, a partnership between ten leading automotive companies (BMW Group, Daimler AG, Ford, Honda, Jaguar Land Rover, Scania CV AB, Toyota Motor Europe, Volkswagen Group, Volvo Cars and Volvo Group), will set up a Raw Materials Observatory to identify and address ethical, environmental and labour rights issues in the sourcing of raw materials, said Ford spokesman Volker Eis.

Ford has long been at the forefront of supply chain sustainability and joined the international multi-stakeholder initiative to further improve the company’s own activities, Eis said.

With suppliers in more than 60 countries, and as many as ten levels of suppliers between the original source of the raw materials and the parts for the finished vehicle, Ford has put specific programmes in place to ensure suppliers meet the company’s own high standards.

“This is a perfect opportunity for an integrated approach amongst auto companies to come together and share a common platform for how we look at some of the very important aspects of sustainability, like working conditions and our collective environmental footprint,” said Bob Holycross, vice president, Sustainability, Environment & Safety Engineering, Ford of Europe.

Facilitated by CSR Europe, Holycross said “DRIVE Sustainability” is designed to create greater transparency, improve working conditions, and address issues at all levels of the supply

chain. The new Raw Materials Observatory will focus on assessing the potential risks of sourcing raw materials such as mica and cobalt as well as rubber and leather.

The plan to address these risks will be unveiled at the beginning of 2018.

Participating in the “DRIVE Sustainability” initiative builds on Ford’s own “Partnership for A Cleaner Environment” program, launched in 2014, that provides monitoring tools to help suppliers track and achieve their own sustainability goals, Eis said.

Enabling suppliers to report their progress and share their best practices in turn helps other suppliers mitigate risks, improve performance, save energy and cut down on waste.

Ford is also able to communicate with key strategic suppliers through the company’s Aligned Business Framework program, Eis said.

This engagement helps improve quality, promote innovation, explore operational synergies and encourage common approaches to addressing areas such as ethical business practices, working conditions, manufacturing impacts and responsible sourcing.

The company has also honoured suppliers for their outstanding performance and achievements with the World Excellence Awards, held for the 19th time this year.

The awards dinner was held at the Henry Ford Museum in Dearborn in May. A total of 54 companies were selected from thousands of Ford global suppliers. They were chosen for quality, green efforts, safety and aligned business framework principles.



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Van Dyke Across From  
GM Tech Center



The Morello Red Edition interior for the CTS V-Sport performance sedan.



LUXURY HAS A NEW HOME  
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The CTS Morello Sees Red

Sometimes it's very good seeing red. Cadillac has introduced the Morello Red Edition for the CTS V-Sport performance sedan. This detailed interior package enhances the CTS V-Sport's striking exterior design and engaging performance.

The Morello Red Edition interior includes Jet Black RECARO race-inspired seats with red contrast stitching, red front and rear door armrests and stunning Morello Red-accented high-gloss carbon-fiber interior trim. A Black Chrome grille and Gloss Black side window surround trim provide the sport sedan's chiseled exterior with a dark and distinguished look.

For the 2018 Cadillac CTS V-Sport and CTS V-Sport Premium Luxury models, the 2018 Morello Red Edition is available now to order at local Cadillac dealerships or through the Build Your Own tool on Cadillac.com.

Customers can call the Cadillac Customer Experience at 1-800-458-8006 for additional information.

Cadillac CTS V-Sport Morello Red Edition has unique content that includes:

- Black Chrome accented grille;
- Gloss Black side window trim;
- C-Sport base spoiler;
- RECARO seats with sueded inserts;
- Sueded microfiber steering wheel and shift knob;
- Morello carbon-fiber trim;
- Morello Red interior trim (red front/rear door and center armrests).

Available model choices include the 3.6L V-Sport RWD and the 3.6L V-Sport Premium Luxury RWD.

Available exterior colors:

- Black Raven: No Charge;
- Phantom Gray Metallic: \$625;
- Satin Steel Metallic: \$625;
- Crystal White Tricoat: \$1,225.

Additional options for non-Premium Luxury CTS V-Sport include the Luxury Package with Tri-zone climate control and heated rear outboard seating positions as well as a power rear-window sunshade.



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# Uber States Social Security Numbers Not Compromised

DETROIT (AP) – An outside cyber security firm hired by Uber after a massive data theft found no evidence that rider credit card, bank account or Social Security numbers were downloaded by two hackers, the company said in a response to demands for information from U.S. senators.

But the ride-hailing company disclosed that in some cases, the hackers got location information from the place where people signed up for Uber, as well as heavily encoded versions of user passwords.

On Nov. 21, Uber disclosed that names, email addresses and mobile-phone numbers of 57 million drivers and riders had been stolen. In a letter to four Republican senators led by Commerce committee Chairman John Thune of South Dakota, the company says that Mandiant, the security firm, found 32 million of those are outside the U.S. and 25 million are inside.

Of the total, 7.7 million are drivers, mostly in the United States, and hackers got driver's license numbers for 600,000 of them, according to the letter from new Uber CEO Dara Khosrowshahi.

The ride-hailing company also said it has not seen evidence of fraud or misuse of data taken in the breach, which lasted more than a year before being disclosed. Two employees were fired for not disclosing the theft to "appropriate parties," the letter said.

The hackers emailed Uber's U.S. security team anonymously on Nov. 14, 2016 telling them about the breach and demanding a payment.

Uber tracked down the breach

in private cloud data stored on Amazon's web services and shut down access, which came through a "compromised credential," the letter said.

The security team agreed to pay \$100,000 to the hackers for an agreement to delete the data, and later tracked down the hackers' real names. Both signed documents assuring that the stolen data was destroyed, Khosrowshahi wrote. Team members found that the hackers first gained access on Oct. 13, 2016, and there was no further access after Nov. 15, 2016, the letter said.

Uber notified the U.S. Attorney's offices in San Francisco and Manhattan, as well as other government agencies, on Nov. 21 of this year, but it's not clear whether any criminal investigation has been started. Neither office confirmed nor denied an investigation.

Uber installed additional protections to stop hackers, including a two-step authentication for one of the services that was hacked, the letter said.

In other news, a recent letter from the U.S. Attorney's office confirms the Justice Department has opened a criminal investigation connected to allegations that a former Uber executive stole self-driving car technology from a Google spin-off to help the ride-hailing service build robotic vehicles.

The letter unsealed Dec. 13 by a federal judge marks the Justice Department's first acknowledgment of the probe.

The criminal investigation was mentioned in court hearings two weeks ago, but the Justice Department had declined to comment.

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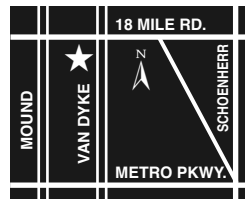
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# Ford Looking at How World is Changing

People feel increasingly polarized by unrest, upheaval and other changes taking place in the world, and more than 60 percent of adults globally say they feel overwhelmed by things happening around them.

Ford's 2018 Looking Further with Ford Trends Report, unveiled last week in New York City, examines not only the issues dividing the world, but also the coping mechanisms that are emerging as a result, said Anika Salceda-Wycoco, North America Product Launch and Events manager.

"We're clearly living in interesting times," said Sheryl Connelly, Ford global consumer trends and futuring manager. "Shifting global priorities, rampant political upheaval, and a spotlight on social inequity have upended the status quo and left many disoriented. But out of the chaos and conflict, a new energy and creativity is motivating people like never before."

"From compassion and guilt to heightened activism, most adults believe their actions have the power to influence positive change."

As societies cope with the rising demands of urbanization, serious threats to the environment and economic instability, Ford continues its work as a trusted mobility company developing smart transportation solutions for all, Connelly said.

Amid concern for world suffering, a widening gap between rich and poor, and worries that artificial intelligence will do more harm than good, Ford remains committed to the belief that freedom of movement drives human progress – and is designing sustainable, meaningful technologies to help make people's lives better.

Each year, Connelly said, the

company focuses on global trends to understand how consumers are changing in their perceptions and their desires, and how companies must respond to these changes.

Key insights from Ford's sixth annual report include:

- 39 percent of adults say they do not mind sharing their personal information with companies, but 60 percent say they are frustrated by how much of their information has become public.
- 76 percent of adults around the world say they find it creepy when companies know too much about them.
- 52 percent of adults say they believe artificial intelligence will do more harm than good, but 61 percent say they are hopeful about a future of autonomous vehicles.
- 68 percent of adults say they are overwhelmed by suffering in the world today, and 51 percent say they feel guilty for not doing more to make the world better.
- 81 percent of adults say they are concerned about the widening gap between the rich and the poor.
- 73 percent of adults say they should take better care of their emotional well-being.
- 54 percent of adults globally say they feel more stressed out than they did a year ago, and among 18- to 29-year-olds, that number is even higher, at 65 percent.

This report, Connelly said, serves as a blueprint for understanding how key trends are expected to influence consumers and brands in 2018 and beyond. Ford has identified and explored these 10 trends:

1. The Edge of Reason: Global upheaval is evident in everything from politics to pop culture, and people are responding to these changes in polarized fashion. As

divisiveness grows, a sense of being overwhelmed intensifies. Consumers are really hungry for inventive ways to cope and adapt.

2. The Activist Awakening: This culture of polarization means consumers are being jolted out of complacency. Conventional wisdom and expectations are being toppled as individuals debate the change we need.

3. Minding the Gap: Worldwide, the spotlight is on inequality. Activists and entrepreneurs are experimenting with new ways to improve access to quality education as well as increase productive employment and close wage gaps, while providing everyone with affordable access to basic living standards and infrastructure.

4. The Compassionate Conscience: With an omnipresent news cycle, we are more aware than ever of the challenges consumers face around the world. People are becoming more reflective of their roles in society and more focused on how they can be more engaged.

5. Mending the Mind: Consumers and institutions are realizing that you cannot have a healthy body unless you have a healthy mind. As such, mental health and well-being are moving to the forefront for individuals, governments and companies to address.

6. Retail Therapy: Many consumers are on an endless hunt for something new and different – seeking material goods or experiences that brings them happiness.

As services aiming to provide efficiency experiences proliferate, consumers now find they can buy the one thing that was never for sale – time.

7. Helplessly Exposed: Big Data claims to be able to interpret our



Connelly unveiling Ford's latest trend report in New York City.

behaviors, which in theory should help consumers. But with Big Data can come Big Bias, and once personal information is relinquished, all consumers can do is hope companies use it responsibly.

8. Technology's Tipping Point: Virtual reality, artificial intelligence and autonomous technology – long far-fetched notions – are now being incorporated into our daily lives.

Worldwide, humans are wondering what the onslaught of intelligent technology will mean for society.

9. Singled Out: Are marriage and parenthood still the desired norms for happy living? Couples today – with more choices and longer life spans to consider – are rethinking commitment and fulfillment.

10. Big Plans for Big Cities: By 2050, nearly 75 percent of the world's population is expected to live in urban areas.

To capitalize on the full potential of cities – ensuring they are happy and healthy places in

which to thrive – we must smartly plan for transportation, employment, housing, wellness initiatives and an infrastructure that can accommodate booming populations.

With an astounding 87 percent of consumers agreeing cities need better transportation options, Connelly said Ford is uniquely positioned to provide meaningful solutions for consumers everywhere around the world.

As connected, sustainable and autonomous technologies rapidly transform the transportation business, Ford is committed driving progress that consumers can trust.

"In today's fast-moving world, consumers have less patience for the frivolous, and they demand greater emphasis on what's meaningful and impactful," said Connelly.

"This ethos is reflected in the work we do at Ford, and our relentless focus on providing trustworthy solutions that make consumers' lives better."

## November China Sales Down a Bit

by JOE McDONALD  
AP Business Writer

BEIJING (AP) – China's auto sales were flat in November compared with a year earlier, leaving total purchases in the world's biggest market up an anemic 1.9 percent for the first 11 months of 2017, an industry group reported Monday.

Chinese drivers bought 2.6 million sedans, SUVs and minivans, according to the China Association of Automobile Manufacturers. Total vehicle sales, including trucks and buses, edged up 0.7 percent to just under 3 million vehicles.

Chinese auto sales have struggled this year after a temporary tax cut boosted 2016's growth to 15 percent. Sales contracted in April and May before growing feebly in recent months.

That weakness is a setback for global automakers that look to China to drive future revenue, though some have grown faster than the market, taking share from Chinese and other rivals.

In November, SUV sales rose 8.9 percent over a year earlier to 11 million, while sedan purchases shrank 4.8 percent to 12.2 million. For the first 11 months of the year, sales totaled 22.1 million.

Chinese demand has weakened as economic growth slowed and Beijing and other major cities tightened restrictions on ownership to curb smog and congestion.

Sales by Chinese domestic brands overall rose 5 percent to 1.2 million vehicles, according to CAAM. Their share of the market expanded by 1.6 percentage points to 45.8 percent.

- General Motors Co., which competes with Volkswagen AG for the status of China's most popular automaker, said sales by the company and its Chinese manufacturing partners rose 13 percent from a year earlier to 418,225 vehicles.
- Ford Motor Co. sales fell 8 percent to 117,593 vehicles. Year-to-date sales were off 6 percent at just under 1.1 million.

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**Dennis Thacker**  
dthacker@edrinke.com

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. Disposition Fee may be required at vehicle turn in. Vehicles. Must have lease loyalty and/or closing competitive lease depending on vehicle model. Lacrosse purchase price is gm employee discount, lease loyalty, and trade in rebate. Lacrosse purchase is \$2500 down plus title taxes and fees. 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. Purchase pricing is gm employee discount plus title, taxes and fees. Pricing is subject to select model vehicles- while supplies last. Pricing has included instant value certificates, 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: 12/31/2017.



# ED RINKE



2016 CHEVROLET DEALER OF THE YEAR • 2016 CHEVROLET DEALER OF THE YEAR

## WE'LL GIVE YOU A \$3,500 MINIMUM FOR YOUR 2003 OR NEWER TRADE IN



**2018 CHEVY SILVERADO**  
1500 LT DBL CAB  
LEASE FOR  
**\$219\*** PER MONTH  
**24** MONTHS  
**\$999** DOWN  
OR PURCHASE FOR  
**\$34,809\***  
STOCK #580719



**2017 CHEVY MALIBU LT**  
NO GM EMPLOYEE DISCOUNT REQUIRED  
LEASE FOR  
**\$209\*** PER MONTH  
**24** MONTHS  
**\$999** DOWN  
OR PURCHASE FOR  
**\$20,209\***  
STOCK # 470477



**2017 CHEVY CRUZE LT**  
HATCHBACK  
NO GM EMPLOYEE DISCOUNT REQUIRED  
LEASE FOR  
**\$109\*** PER MONTH  
**24** MONTHS  
**\$999** DOWN  
OR PURCHASE FOR  
**\$17,949\***  
STOCK #471364



**2018 CHEVY EQUINOX LT**  
LEASE FOR  
**\$209\*** PER MONTH  
**24** MONTHS  
**\$999** DOWN  
OR PURCHASE FOR  
**\$23,319\***  
STOCK #580043



**2017 CHEVY BOLT EV LT**  
NO GM EMPLOYEE DISCOUNT REQUIRED  
LEASE FOR  
**\$279\*** PER MONTH  
**36** MONTHS  
**\$999** DOWN  
OR PURCHASE FOR  
**\$32,149\***  
STOCK # VCWZ33



**2017 CHEVY TAHOE LS**  
NO GM EMPLOYEE DISCOUNT REQUIRED  
LEASE FOR  
**\$289\*** PER MONTH  
**36** MONTHS  
**\$999** DOWN  
OR PURCHASE FOR  
**\$42,289\***  
STOCK #578757



**2017 CHEVY TRAX LT**  
NO GM EMPLOYEE DISCOUNT REQUIRED  
LEASE FOR  
**\$129\*** PER MONTH  
**24** MONTHS  
**\$999** DOWN  
OR PURCHASE FOR  
**\$18,199\***  
STOCK #578373



**2018 CHEVY TRAVERSE**  
LS  
LEASE FOR  
**\$269\*** PER MONTH  
**24** MONTHS  
**\$999** DOWN  
OR PURCHASE FOR  
**\$27,390\***  
STOCK #580417

## GM CARD TOP OFF UP TO \$3,000 • NO APPOINTMENTS NECESSARY FOR OIL CHANGES

### ED RINKE

• FAST • FRIENDLY • DISCOUNTS



**Certified Service**

**GM SERVICE CENTER**

MICHIGAN'S LARGEST • SERVICE DEPT. • PARTS • BODY SHOP

## 866-452-1547

26125 Van Dyke @ 10 1/2 Mile • Center Line, MI 48015

SERVICE HOURS: Monday & Thursday 6:30am-9:00pm; Tuesday, Wednesday & Friday 6:30am-6:00pm • Shuttle at 6:30am - Pick-up Both Ways • All Day starting at 6:30am.



VISIT OUR WEBSITE:  
[edrinke.com](http://edrinke.com)

See us for your GM Employee purchases. Now looking for experienced salespeople to join our team!

## 1-877-451-7707

26125 VAN DYKE AT 10 1/2 MILE ROAD

### Quick Oil Change EXPRESS LANE

**LUBE OIL FILTER**

**\$23.95** Up to 5 qts.  
Fluid Level,  
Brake & Alignment Check Included.



**Certified Service**

We use Genuine GM Oil & Filter  
No additional or hidden charges. Out the door pricing.  
**Open Mondays & Thursdays until 8:30pm**  
Excludes synthetic, Diesel & Med. Duty Trucks.  
Most GM cars & trucks. One coupon per customer.  
Must present coupon with order. Plus tax. Expires 12-31-17.

### BODY SHOP

586-754-7000  
ext 1231

**INSURANCE**  
**WRECK AMENDED**  
**TRANSPORTATION**  
**AVAILABLE**  
During Scheduled Repairs

**FREE OIL CHANGE With Each Major Repair**  
**WE REPAIR ALL MAKE & MODELS**

**Certified Service**



**Nicole Dodge**  
nhuminski@edrinke.com



**Jim Pfeiffe**  
jpfeiffe@edrinke.com

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

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. All Vehicles shown are \$999 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. Purchase pricing is gm employee discount plus title, taxes and fees. Pricing is subject to flex cash certificates- 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: 12/31/2017.







# RED TAG

## SALES EVENT

See some **RED...** Save some **GREEN!**

Lease Loyalty for Current Chevrolet, Buick and GMC Lessees!\*

### 2017 TRAX "LT"



- Color Touch Screen Radio!
- Remote Start and Entry!
- Aluminum Wheels!
- Rear Camera!
- Deep Tinted Glass!
- Bluetooth for Phone!

Stock# H41140

**NO Employee Discount REQUIRED!**

Was \$23,845    Sale Price: **\$16,889\***

**24 MONTH LEASE**

**\$129\***

**\$999 Down**

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



### 2017 CRUZE "Premier RS"



- RS Pkg. w/Rear Spoiler and Fog Lamps!
- Sun and Sound w/Navigation Pkg.!
- Color Touch Screen Radio!
- Heated Front AND Rear Leather Seats!
- Remote Start and Entry!
- Bluetooth for Phone!
- Heated Front Seats!

Stock#H32840

**NO Employee Discount REQUIRED!**

Was \$28,205    Sale Price: **\$19,399\***

**24 MONTH LEASE**

**\$139\***

**\$999 Down**

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



### 2018 "All New" EQUINOX "LT"



- Color Touch Screen Radio!
- Bluetooth for Phone!
- Rear Vision Camera!
- Remote Keyless Entry!
- Aluminum Wheels!
- Push Button Start!

Stock# J41895

**NO Employee Discount REQUIRED!**

Was \$27,745    Sale Price: **\$23,745\***

**24 MONTH LEASE**

**\$219\***

**\$999 Down**

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



### 2018 SILVERADO "LT" 4WD DOUBLE CAB



- ECOTEC3 4.3L V6 Engine!
- GM Bed Liner **INCLUDED!**
- Color Touch Screen Radio!
- Steering Wheel Radio Controls!
- Remote Keyless Entry!
- Aluminum Wheels!

Stock# J40389

**NO Employee Discount REQUIRED!**

Was \$41,710    Sale Price: **\$33,989\***

**24 MONTH LEASE**

**\$227\***

**\$999 Down**

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



### 2018 "All New" TRAVERSE "LS"



- 3.6L V6 SIDI VVT Engine!
- 8 Passenger Seating!
- Color Touch Screen Radio!
- Rear Vision Camera!
- 18" Aluminum Wheels!
- Remote Keyless Entry!

Stock# J40311

**NO Employee Discount REQUIRED!**

Was \$32,995    Sale Price: **\$28,629\***

**24 MONTH LEASE**

**\$278\***

**\$999 Down**

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



### 2017 TAHOE "Premier" 4WD



- 5.3L V8 ECOTEC3 Engine!
- Heated/Vented Front Leather Seats!
- Color Touch Screen Radio!
- Max Trailering Package w/Brake Controller!
- Power Sunroof!
- Chrome Wheels and Assist Steps!

Stock# 2H1880

**NO Employee Discount REQUIRED!**

Was \$70,025    Sale Price: **\$55,989\***

**24 MONTH LEASE**

**\$499\***

**\$999 Down**

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



## \$2000 MINIMUM for Your Trade... When You Lease/Purchase a Remaining 2017!\*



**moranchevy.com**



**RICH MILNE**  
rmilne@moranautomotive.com



**DAVID BERCEL JR.**  
dberceljr@moranautomotive.com

### 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

**(586) 791-1010**

**35500 S. Gratiot Avenue... North of 15 Mile / Clinton Township / FIND NEW ROADS™**

\*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 and CVR fees and were valid at time of printing. GM Employee discount require except where noted. Leases are 10,000 miles per year. Disposition fee may be required at lease turn in. \$2000 minimum trade-in guarantee is on 2006 or newer vehicles. No branded, salvage or rebuilt titles. Certain restrictions apply, see dealer for complete details on all incentives/offers. Sale ends 12/22/2017 @ 6:00PM.

**CHEVROLET**