

# 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 con-

cerning electric vehicles," Barra said. "Even during our restructuring, we kept working on the Volt. People are very satisfied to

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## Tech Center News®

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

### GM's Work with DTE and CP Saves Energy, Money

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 en-

vironment 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, taking their advice on the purchase of new equipment as well as on other ways GM could save on power. "While we were doing this,"

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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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## Hyundai, Kia Recall Cars Over Lights

DETROIT (AP) – Hyundai and Kia are recalling more than a half-million compact cars in the U.S. because the brake lights may not go out when the pedal is released.

The recall was issued on Dec. 13.

The recall covers more than 390,000 Hyundai Elantra vehicles from the 2013 and 2014. Also included are over 134,000 Kia Forte cars from 2012 through 2014.

The companies say in documents recently filed with the government that a polymer stopper pad between the pedal arm and the light switch can deteriorate.

This allows the switch to stay on.

That, in turn, can keep the brake lights illuminated and also let a driver shift the vehicle out of park without putting a foot on the brake.

Neither company reported any crashes or injuries resulting from this problem.

# GM Works with Utilities to Save Money, Energy

CONTINUED FROM PAGE 1

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.

“We used to have plants and staff all over the place sending energy to GM,” 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 GM.”

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 glad to be able to provide energy in a sustainable way. They worked with GM on many different projects that saved 230,000 cubic feet of natural gas, resulting 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.

## State Supports Toxic Site Cleanup Efforts

by DAVID EGGERT  
Associated Press

LANSING, Mich. (AP) – State legislators on Dec. 13 quickly approved spending \$23.2 million to address what state regulators said is an emerging problem of drinking water contamination caused by chemicals used in fire-fighting foams, cleaning products and industrial applications.

Contamination from per- and polyfluoroalkyl substances, or PFAS, has been identified in 14 Michigan communities.

It recently has drawn intense scrutiny north of Grand Rapids, where footwear company Wolverine World Wild dumped waste sludge decades ago, and at or nearby multiple military bases.

The funding, included in a \$52.8 million supplemental budget bill, would pay for response efforts, lab equipment, water sampling and other functions associated with the project.

Fifteen new state employees

would be hired to help the state deal with the problem.

“We have no greater responsibility than to protect the public health of our constituents,” said Rep. Chris Afendoulis, a Republican from Grand Rapids Township.

The chemicals are widespread in the environment and have been detected in blood of people and animals around the world, according to the U.S. Agency for Toxic Substances and Disease Registry.

The agency’s website says scientists are uncertain about how they affect human health at exposure levels typically found in food and water.

But some studies suggest the chemicals might affect fetal development, disrupt hormonal functions, damage fertility and immune systems, and boost the risk of cancer.

Gov. Rick Snyder a month ago signed an executive directive establishing a PFAS team to coordinate response efforts among local, state and federal agencies that are currently working on this problem.

The legislation won approval from a Senate committee and both chambers in a matter of hours, on a 33-4 Senate vote and a 109-1 House vote.

It was the last day of legislative voting in 2017.

The spending bill also includes a provision allowing a planned new state veterans home in Detroit to be located outside the

city, which drew criticism from some Democrats in the state legislature.

The state Veterans Affairs Agency said it has had trouble finding an adequate place to build in Detroit.

The measure would expand the project scope to include Wayne, Oakland and Macomb counties.

If a site were not found in the tri-county region within 45 days, then the search would be expanded further to the greater southeast Michigan area.

Sen. David Knezek, a Dearborn Heights Democrat, said it would be “unconscionable” to ask Detroit residents to move an hour away to live in the facility.

But Senate Appropriations Committee Chairman Dave Hildenbrand, a Lowell Republican, said state officials “need that flexibility to find the right property and the right location.”

The state of Michigan has two homes now, in Grand Rapids and Marquette, but there are plans to build a new facility in the Detroit area and to replace and downsize the current facility in Grand Rapids.

A third of the state’s 640,000 veterans live in just three counties in the state.

The are Wayne, Oakland and Macomb.

The bill includes \$25 million for brownfield remediation and redevelopment, water asset management and drinking water monitoring. Of that total, \$14 million would replace environmental cleanup money that has dried up.

The money would come from the \$35 million Michigan Infrastructure Fund.

The bill also calls for \$1 million to train schools on water testing and includes the authorization of construction projects at Saginaw State University, four community colleges, a new state police post in the Grand Rapids area and upgrades at one of the state’s fish hatcheries.

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## Employees of Warren Transmission Get to Be Santa Claus

Employees at GM's Warren Transmission plant were able to raise \$3,500 this year for the U.S. Marine Corps' annual Toys for Tots holiday toy drive.

John Giannetti, UAW Local 909 activity representative said that being able to give this year is especially meaningful.

"It's been a challenge," Giannetti said. "The plant, right now, is at a low in terms of employment. We had a layoff in June, and there is also some employee idling because of another temporary layoff."

Giannetti said that they make transmissions for GM's Volt, the V6 Impala, the GMC Acadia and the 6-speed Cadillac XTS.

"But despite this, we've had a good outpouring of donations from people who work here," Giannetti said. "This toy giveaway is something we do every year. It's always fun to do things that will help make people's Christmas merry."

Giannetti admitted that he enjoys going to the toy store with fellow Transmission plant employees to pick out the gifts they give away.

"It makes you feel like a kid again, being able to walk down the aisles of a toy store and see what was available and see what this year's toys are," Giannetti said.

"It does the heart good to be able to do that. Warren Transmission is a special place and it has special people who work here who are willing to open their



Giannetti, Golden and Warren Transmission employees show off the toys they donated this Christmas.

hearts to help others. We spend the entire year looking for ways to raise money for this event. It's not just something we do around the holiday season. This is a year-long commitment."

Warren Transmission salaried employees also help out. This is the first year Tamberlin Golden has been plant manager at Warren Transmission, and she said she was impressed when she learned what people there did.

"We work for a great company and we work with great people," Golden said. "All of us are blessed, but there are those out there who aren't blessed, and we are proud to be able to look for the opportunity to give back to the community. I have a daughter, Toya, and I told her what it was like to walk by the toys on display in the lobby."

"One day I took a picture of the Christmas tree display and all

the toys under it and showed it to her. When she saw the picture, she was impressed."

Giannetti said UAW Local 909 and other employees at Warren Transmission hold fundraisers throughout the year to pay for the toys.

"This is a tradition we've been doing here at Warren Transmission," Giannetti said. "It's a tradition we'll keep going as long as I'm here."

## Health Officials Urges Hep A Vaccinations

Since 2016, health departments across Southeast Michigan have mounted a strong effort to combat the hepatitis A outbreak in the region, said Gary Petroni, executive director of the Southeast Michigan Health Association (SMHA).

The outbreak is predominantly affecting Livingston, Macomb, Monroe, Oakland, St. Clair, Washtenaw and Wayne Counties, Petroni said. SMHA urges people in these counties to learn about hepatitis A vaccination.

Each of the affected county health departments is offering expanded opportunities for the vaccination, including evening hours and multiple community locations, Petroni said.

He said people who prepare food or beverages for others in the service industry are a priority for vaccination.

Petroni said state and local officials are also working to vaccinate healthcare workers, first responders and police departments to protect the public and prevent illness from affecting critical municipal functions.

The hepatitis A vaccine is effective in preventing infection, Petroni said. Those wishing to learn more about getting vaccinated, should contact the Macomb County Health Department at [health.macombgov.org](http://health.macombgov.org). The Oakland County Health Division is at [oakgov.com/health](http://oakgov.com/health).



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# Dodge Builds Virtual Garage for the Fans

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 – 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 all the latest Dodge 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.
- 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 has created a virtual garage where fans can meet online to talk about all things Dodge.

## Auto Industry Still in Dark Over Britain's Brexit Plans

by DANICA KIRKA and LORNE COOK  
Associated Press

LONDON (AP) – The U.K. official shepherding Britain's departure from the European Union acknowledged Dec. 6 that the government has made no formal assessments of the economic impact of leaving the 28-nation bloc.

Brexit Secretary David Davis told a parliamentary committee Dec. 6 that the nation should be prepared for a profound shift in the way the economy operates on a scale similar to that of the 2008 financial crisis.

He says that since Britain must prepare for a "paradigm change," in the economy, any assessment in the automotive, aerospace financial services or other sectors would fail to be "informative."

The House of Commons' Brexit committee's chair, Hilary Benn, described the decision as "rather strange" given the momentous decisions at hand and since authorities wish to start renegotiating Britain's trade relations with the rest of Europe within weeks.

"You have said there are no impact assessments," Benn said. "You were hoping that, at the October (European) Council, the door would be open to phase two of the negotiations, where the question would be asked 'What does the U.K. government want?'"

"Are you actually telling us that the government hadn't at that point – and still hasn't – undertaken the assessment?" Benn asked.

Davis told the committee he didn't need a formal impact assessment.

"I'm not a fan of economic models because they have all proven wrong," Davis said. "When you have a paradigm change – as happened in 2008 with the financial crisis – all the models were wrong."

Britain and the EU on Dec. 4 came close to agreeing on key divorce terms, including how to maintain an open Irish border after the U.K. – including Northern Ireland – leaves the EU.

But the agreement was scuttled at the last minute when the Democratic Unionist Party, which props up Prime Minister Theresa May's minority government, warned it wouldn't support a deal it saw as undermining Northern Ireland's place in the United Kingdom.

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# Barra Predicting Bigger Things for GM in Upcoming Year

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own a Volt. That work led up to the Bolt. 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 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 General Motors was hiring new employees. 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 an excellent 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



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

are already there, though not in any great numbers currently.

General Motors will remain in the core business of selling cars for a long time, Barra said. As new technologies develop, that might change.

But the company's decisions 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 General Motors 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."

## Jackson Getting New Automobile Museum

JACKSON, Mich. (AP) – An old car factory in Michigan will be transformed into an auto museum after a \$1.4 million restoration.

The Hackett Auto Museum in Jackson is expected to be completed by the summer of 2019, the *Jackson Citizen Patriot* reported.

The 14,000-square-foot building was built around 1910 and was first used by the old Standard Electric Automobile Company.

Over the years it housed multiple manufacturers including Lewis Spring and Axle Company, Argo Motor Company, Briscoe

Motor Company and Hackett Motor Company.

"There's so much incredible automotive history in this building," said Ted O'Dell, the renovation project's leader.

The facility eventually became a storage location for the Jackson Citizen Patriot.

O'Dell said he already has a dozen cars and an airplane for the museum, including a Model A, Model T, a 1913 Cartercar, a 1948 Frazer Manhattan and a 1966 Mustang. O'Dell said many of the vehicles were made in Michigan and he's searching out cars that were specifically manufactured in Jackson.

"I'm trying to put together a small collection of cars significant to Jackson," O'Dell said. "I want this to be the permanent home."

O'Dell said he's seeking local, state and federal funding for the project. He hopes to begin construction early next year.

"I think it's important to save history so we pass it on to the next generation," O'Dell said. "It's the old saying, 'If you don't know your history, you'll be doomed to repeat it.'"

The museum will be open to the public from Tuesdays to Sundays once all the work is completed.

## MCC Hosting Info Sessions

Macomb Community College is holding information sessions Wednesday, Jan. 10, and Tuesday, Feb. 6, about advanced manufacturing training programs in several high-demand career pathways: controls technician, robot programmer, mechanical maintenance specialist and robotics technician.

For those living south of 16 Mile Road in Macomb County who meet other eligibility factors, all or a significant portion of tuition may be covered by the college's PRISM Project, which is funded by the Ralph C. Wilson, Jr. Foundation, said.

Additional tuition assistance may be available to financially support other individuals interested in the training who don't meet the PRISM requirements, Patrick said.

The programs will be conducted beginning in January through July 2018, ranging from 13 to 19 weeks. The training programs are available with either a Monday through Friday daytime schedule or an evening schedule

that also includes a full day commitment on Saturdays. The training programs include both foundational skills and manufacturing training components.

The information sessions will be held on Wednesday, Jan. 10, 10 a.m. – 12 p.m., and Feb. 6, 10 a.m. – 12 p.m. at the college's M-TEC facility, 7900 Tank Avenue, Warren. To register or for more information, call 566.498.4100 or email [workforcedev@macomb.edu](mailto:workforcedev@macomb.edu).

Funded by a grant from the Ralph C. Wilson, Jr. Foundation, the PRISM (Prosperity Reaches into Southern Macomb) Project supports training for adults in advanced manufacturing, outreach to introduce and engage high school students in information technology fields and a pilot on enhancing employer engagement in sustaining workforce training programs.

The project is designed to help to create systemic change in educational attainment, employment and income in south Macomb County, Patrick said.

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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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# 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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A silver Cadillac SRX SUV is shown from a front three-quarter view. The car is parked on a light-colored surface. The Cadillac logo is visible on the front grille. The car has a sleek, modern design with large windows and alloy wheels.

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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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2017 BUICK ENCORE  
PREFERRED  
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\$0 DOWN



STK# 6178-17 • DEAL# 72003  
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2017 BUICK ENVISION  
ESSENCE • AWD  
36 MONTH/10K PER YEAR LEASE FOR ONLY  
**\$319\***  
\$1,999 DOWN



STK#6188-18 • DEAL#72004  
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2017 BUICK REGAL  
SPORT TOURING  
39 MONTH/10K PER YEAR LEASE FOR ONLY  
**\$229\***  
\$0 DOWN



STK#5786-17 • DEAL#72005  
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2017 BUICK LACROSSE  
ESSENCE  
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WAS \$40,585  
WHILE SUPPLIES LAST



STK#5223-17  
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2017 GMC ACADIA  
SLE-2  
27 MONTH LEASE FOR ONLY  
**\$199\***  
\$0 DOWN  
10K PER YEAR \*V6 • TRAILERING PKG • BOSE



STK# 7373-17 • DEAL #71998  
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ALL NEW 2018 GMC TERRAIN  
SLE  
36 MONTH LEASE FOR ONLY  
**\$199\***  
\$999 DOWN  
10K PER YEAR \*TURBO



STK# 7804-18 • DEAL #71999  
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2017 GMC YUKON  
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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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  - 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

NO 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

NO 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

NO 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

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

24 MONTH LEASE

**\$227\***

\$999 Down

NO 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

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

24 MONTH LEASE

**\$278\***

\$999 Down

NO 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\***

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LEASE FOR <b>\$119*</b> PER MONTH   <b>24</b> MONTHS   <b>\$999</b> DOWN	LEASE FOR <b>\$159*</b> PER MONTH   <b>24</b> MONTHS   <b>\$999</b> DOWN	LEASE FOR <b>\$599*</b> PER MONTH   <b>36</b> MONTHS   <b>\$999</b> DOWN	LEASE FOR <b>\$639*</b> PER MONTH   <b>39</b> MONTHS   <b>\$999</b> DOWN	LEASE FOR <b>\$169*</b> PER MONTH   <b>24</b> MONTHS   <b>\$999</b> DOWN

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LEASE FOR <b>\$149*</b> PER MONTH   <b>24</b> MONTHS   <b>\$999</b> DOWN	LEASE FOR <b>\$219*</b> PER MONTH   <b>36</b> MONTHS   <b>\$999</b> DOWN	PURCHASE FOR <b>\$299*</b> PER MONTH	LEASE FOR <b>\$199*</b> PER MONTH   <b>36</b> MONTHS   <b>\$999</b> DOWN	LEASE FOR <b>\$169*</b> PER MONTH   <b>27</b> MONTHS   <b>\$999</b> DOWN

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<b>2017 CHEVY BOLT EV LT</b> NO GM EMPLOYEE DISCOUNT REQUIRED LEASE FOR <b>\$279*</b> PER MONTH OR <b>\$32,149*</b> PURCHASE FOR <b>36</b> MONTHS <b>\$999</b> DOWN STOCK # VCWZ33	<b>2017 CHEVY TAHOE LS</b> NO GM EMPLOYEE DISCOUNT REQUIRED LEASE FOR <b>\$289*</b> PER MONTH OR <b>\$42,289*</b> PURCHASE FOR <b>36</b> MONTHS <b>\$999</b> DOWN STOCK #578757	<b>25% OFF</b> <b>2017 CHEVY TRAX LT</b> NO GM EMPLOYEE DISCOUNT REQUIRED LEASE FOR <b>\$129*</b> PER MONTH OR <b>\$18,199*</b> PURCHASE FOR <b>24</b> MONTHS <b>\$999</b> DOWN STOCK #578373	<b>2018 CHEVY TRAVERSE</b> LS LEASE FOR <b>\$269*</b> PER MONTH OR <b>\$27,390*</b> PURCHASE FOR <b>24</b> MONTHS <b>\$999</b> DOWN STOCK #580417
			

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