

# 2017 Witnessed Detroit Automakers Setting New Paths

by Jim Stickford

2017 was a busy year for the auto industry – a year in which the Detroit Three made big changes in leadership, invested

in technology and changed the way they do business.

Among the biggest changes was the sale of the Opel and Vauxhall brands by General Motors to the French PSA Group.

On March 6, GM released a statement declaring that the company was selling the two European brands for \$2.3 billion.

“We are very pleased that together, GM, our valued col-

leagues at Opel/Vauxhall and PSA have created a new opportunity to enhance the long-term performance of our respective companies by building on the success of our prior alliance,” said

Mary T. Barra, GM chairman and chief executive officer. “For GM, this represents another major step in the ongoing work that is

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## Detroit Auto Scene®

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### JNAP Employees Spread Holiday Cheer

Who doesn't want to have the opportunity to be a real Santa Claus? Certainly not the employees at Fiat Chrysler's Jefferson North Assembly Plant (JNAP) in Detroit.

The 25th annual Put a Smile on a Child's Face event, hosted by JNAP, where plant employees passed out gifts to local families and children that they've "adopted" during the Christmas season, took place on Dec. 17.

In total, approximately 90 families attended the event, including 250 children. New this year, the plant adopted 63 girls from Alternatives for Girls, a local nonprofit dedicated to help homeless and high-risk girls and young women, said FCA spokeswoman Val Oehmke.

Gifts included clothes, food vouchers and toys from each child's wish list. Children in attendance met and took pictures with Santa, Oehmke said. Breakfast and lunch were provided to families who attended the event.

“Put a Smile on a Child's Face is one of the most significant, gratifying events that is organized not just by Jefferson North leadership, but by team members and team leaders. It is a home-grown activity right here at the plant that has expanded bigger and bigger for the last 25 years,” said Zach Leroux, Jefferson North Assembly Plant manager.

“The Put a Smile on a Child's Face is an event for children who are less fortunate, for whom par-

ents may not have funds to provide gifts for their children. It's a great way for Jefferson North employees to give back to their community,” said Reggie Griffin, UAW Local 7 president.

Aleeya Moody, a JNAP team leader, said she and her team enjoyed what they did.

“This year, my team adopted a six-year-old boy and we cannot wait to see his face when he opens his gifts,” Moody said.

“This is my second year participating in Put a Smile on a Child's Face,” said Bernard Thornton, Jefferson North Assembly Plant leader. “This year my team adopted a family of seven children. To see the smiles on the parents' and children's faces is a heartwarming feeling.”



The 2018 ATS-V coupe and sedan

### Cadillac Presents Two New Editions in Honor of Racing

Success on the race track is translating into new faces in the showroom.

To celebrate winning the 2017 IMSA Manufacturer, Driver, Team and Endurance Championships, Cadillac has created a Championship Edition for all three of its ultra-high-performance models – the 2018 Cadillac ATS-V coupe and sedan, and the 2018 Cadillac CTS-V super sedan, said GM spokesman JL Lavina.

And to make sure that owners can handle the power and get the most out of the vehicles' performance, new Cadillac V-Series models include tuition and accommodation at the two-day Cadillac V-Performance Academy at Spring Mountain, Nev., Lavina said. The offer is valid for one year, reserved for the original owner of each new, unused model year 2017 and newer Cadillac ATS-V and CTS-V models.

The special edition models celebrate Cadillac's first-ever endurance racing Manufacturer's

Championship, secured in the first year of the brand's return to the long-distance sport, Lavina said.

The Championship Editions of the ATS-V and CTS-V super sedan is available in Black Raven or Crystal White Tricoat exterior paint with Cadillac V-Performance graphics located on hood and rear spoiler, Red Obsession side-view mirror caps, DPI-V.R graphic on the quarter windows, Red Brembo brake calipers and forged polish-finished alloy V-Series wheels with Midnight Silver painted pockets.

Highlighting the interior of the

CONTINUED ON PAGE 2

### New COO Named At BorgWarner Of Auburn Hills

BorgWarner of Auburn Hills has appointed Frédéric Lissalde to the position of executive vice president and chief operating officer, effective Jan. 1, 2018.

He will be responsible for the operations of the company with the business presidents reporting to him. He will report to James Verrier, president and CEO, said BorgWarner spokeswoman Michelle Collins.

Lissalde, 50, has held positions of increasingly significant responsibility during his eighteen years with the company, Collins said.

He most recently served as president and general manager of Turbo Systems, the company's largest business. Prior to that he served as vice president and general manager of BorgWarner Transmissions Systems and vice president of global sales and marketing of BorgWarner Drivetrain Systems. Lissalde holds a Masters of Engineering degree from ENSAM – Ecole Nationale Supérieure des Arts et Metiers – Paris and an MBA from HEC Paris.



Leroux (fourth from left) and Griffin (fifth from left) with fellow JNAP employees and families.

### Ford Sees Future in Returning to Detroit's Industrial Past

Ford Motor Company revealed plans to move its key autonomous vehicle and electric vehicle business and strategy teams to the city where the company got its start.

Ford made the announcement earlier in December and is moving the teams to a historic building known as The Factory – a recently refurbished industrial complex with a 110-year history – in Detroit's Corktown neighborhood, said Ford spokesman Said Deep.

The Motor City location, which will be up and running early next year, will enable Ford teams to immerse themselves in urban mobility challenges and solutions.

“We're excited to choose this inspirational location in one of Detroit's resurgent neighborhoods to accelerate our work on electric and autonomous vehi-

cles,” said Jim Hackett, Ford president and CEO.

“This move and our exciting Dearborn campus transformation are important steps as we move toward our aspiration to become the world's most trusted mobility company – designing smart vehicles for a smart world.”

The Corktown location holds special meaning for Executive Chairman Bill Ford, whose ancestors emigrated from County Cork, Ireland, to the Dearborn, Mich., area years ago, Deep said.

Corktown, Detroit's oldest neighborhood, derives its name from immigrants from County Cork who settled there.

“Returning to Detroit is particularly meaningful, because it is where my great-grandfather originally set out to pursue his passion and where we have always called our home,” said Ford.

“We are planting a special piece of our company's future in one of the city's great neighborhoods, because we believe in Detroit, its people

and what we can build together.”

The move is more than a relocation – it's a strategic decision

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This old Corktown factory will soon be home to a Ford facility.

View This Week's Edition at <http://DetroitAutoScene.com>

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## Oakland County Ice Festival Set for Jan. 19-21

A live ice carving demonstration will accompany the announcement of this year's Rochester Fire & Ice Festival, to be held Jan. 19-21 in downtown Rochester.

This 11th annual event features fireworks, TasteFest, tube sledding, snow shoeing, cross-country skiing and more. Admission is free.

In addition, there will be an announcement about how the layout of the festival will change this year.

The announcement ceremony – set for 2 p.m. Jan. 3 at the Rochester Mills Beer Co., 400 Water St. in Rochester – will feature Oakland County Executive L. Brooks Patterson, representatives from the Rochester Fire & Ice Festival Committee, Downtown Rochester, the city of Rochester, Oakland County Parks & Recreation, Rochester Mills Beer Co., and others.

County spokesman Bill Mullan said the layout of the festival will change this year.

# Ford Looks to Future by Returning to Industrial Past

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aligned with a mission, Deep said.

The company is committed to helping improve the entire system of transporting people and goods, especially in cities facing major challenges such as congestion, pollution, accidents and other transportation issues that affect everything from productivity to quality of life.

The Corktown relocation means employees will be working in the heart of these challenges, experiencing life firsthand in one of the nation's burgeoning urban neighborhoods. More than 220 employees will be working at the new location.

The move to Detroit is both a nod toward the past and a bold look forward, Deep said. It allows Ford to reaffirm its commitment to a city where its journey first began.

"Having these teams together in a dedicated facility in the heart of Detroit is truly a full-circle moment for Ford," said Jim Farley, Ford executive vice president and president, global markets. "It's such a conducive environment for sharing ideas, for collaboration, and for accelerating our electric vehicle efforts. We have such a great team, and we'll be hearing more from them in the coming months."

The team in Corktown will be led by Sherif Marakby, Ford vice president of autonomous vehicles and electrification, Deep said. Marakby is a Ford veteran who first joined the company in 1990, leaving briefly for a stint in Silicon Valley.

Ford is focused on driving its electric vehicle business forward, both with hybrid vehicles and full battery-electric vehicles with research led by Ford's Team Edison, Marakby said. The team

is working to accelerate both the development and adoption of electric vehicles.

Team Edison also is focused on fostering partnerships with other companies to deliver smart solutions, following Ford's global lead. Ford recently created an electric vehicle partnership with Zotye, creating Zotye Ford Automobile Co., a 50-50 joint venture that will offer a range of stylish and affordable electric vehicles for consumers in China.

Ford already has a variety of active partnerships related to the future of mobility, Deep said. With Ford's \$1 billion investment in Argo AI, the company is advancing autonomous vehicle development by combining its autonomous vehicle expertise

with Argo AI's robotics experience and startup speed on artificial intelligence software.

Ford's autonomous vehicle business is built around deploying self-driving vehicles in partnership with leading companies that serve the movement of both people and goods, Deep said. Working with these partners, such as Lyft and Domino's Pizza, Ford is conducting research and building out the infrastructure that will help in determining the design of the self-driving vehicle and the customer experience it will enable.

Planned for production beginning in 2021, Ford's first autonomous vehicle is a new hybrid-electric vehicle with self-driving capability, Deep said. It will be

optimized to meet the needs of Ford's partners to enhance and grow their business operations – and to deliver the best experience for the people they serve. Key factors in design and performance are:

- Commercial-grade quality for lower cost of ownership and improved durability to operate in tough urban environments.

- Hybrid-electric powertrain to help reduce emissions and achieve maximum mileage.

- Purposely designed for ride-hailing and delivery customer needs.

- Dependable from the outset, integrated for safety by the teams that are engineering, testing and ultimately building Ford's self-driving vehicles.

## Cadillac Celebrates Its Racing Tradition

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Championship Edition is the Morello Red interior detail package that includes Jet Black RECARO race-inspired seats, red front and rear door armrests and Morello accented high gloss carbon fiber interior trim. Other interior features include the Performance Data Recorder with Cosworth Toolbox, sunroof, the industry leading Rear Camera Mirror and next-generation Cadillac user experience.

The new Cadillac V-Performance DPi-V.R prototype race car, Lavina said, began the IMSA WeatherTech SportsCar Championship season with seven-straight race wins and secured the Manufacturer's Championship by winning seven of the 10 races, including the "36 Hours of Florida" which includes wins of the Rolex 24 at Daytona and the Twelve Hours of Sebring early in the season.

Before this season's dramatic return to endurance racing, Cadillac had a 14-year hiatus from the sport, focusing efforts on sprint-format GT racing in eleven seasons of the Pirelli World Challenge, where Cadillac amassed 33 race wins, 121 podium finishes, 25 pole positions, five Manufacturer Championships, and six Driver Championships including the 2017 SprintX Championship.

Cadillac placed three cars in IMSA's Prototype category for the 2017 IMSA season, Lavina said. The No. 10 Konica Minolta Cadillac DPi-V.R driven full-time by Jordan and Ricky Taylor; the No. 5 Mustang Sampling Cadillac DPi-V.R driven by Joao Barbosa and Christian Fittipaldi; and the No. 31 Whelen Engineering Cadillac DPi-V.R driven by Eric Curran and Dane Cameron.

The three vehicles became available for sale in late December, Lavina said.

The 2018 Cadillac Championship Edition ATS-V sedans will start at \$72,190 and coupes at \$74,390.

The 2018 CTS-V Championship Edition sedans will start at \$105,730, including destination freight charges but excluding tax, title, license and dealer fees.

In total, 200 Championship Editions will be built and are available for North America.

## FEV to Show Off Autonomous Tech At CES Show

FEV, which has its North American headquarters in Auburn Hills, will be demonstrating many of its smart vehicle technologies for the first time on the streets of Las Vegas during the upcoming Consumer Electronics Show (CES) in January.

The FEV Smart Vehicle Demonstrator vehicle, which serves as a technology and development platform, will be shuttling customers to and from its hospitality suite in the Bellagio Hotel to the Las Vegas Convention Center for the duration of the show, said FEV spokesman Marc Harlow.

While capable of autonomous operation, the vehicle will be driven by an FEV representative who will explain and demonstrate the integrated technologies.

The FEV Smart Vehicle targets SAE Level 5 automated driving, as adopted by the U.S. Department of Transportation, Harlow said.

FEV has been developing the technologies independently, and has now integrated them into the demonstrator vehicle.

Extensive use of sensors and interfaces, including radar, GPS, differential GPS, multiple cameras, and LIDAR, allow the vehicle to travel safely without a driver on a designated roadway, reacting to its environment due to the fusion of sensor information.

Vehicle driving commands are managed through FEV-developed algorithms comprising three main parts, Harlow said. They are perception, planning, and decision/action.

The vehicle is equipped with two types of embedded controller hardware, allowing for the testing of varying control algorithms.

Communication between the vehicle and its environment, an essential capability, is enabled through vehicle-to-everything (V2X) connections.

The FEV-developed intelligent connection unit (iCU) is based on a microserver architecture able to process data and information from a wide variety of inputs.

The architecture will also allow for the integration of 5G standards when available, Harlow said.

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Meeting 2: 11:30 a.m. - 12:15 p.m. (lunch included)

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Meeting 1: 7:00 a.m. - 7:45 a.m. (breakfast included)

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The FT 400 was developed in collaboration with Ignites Research, a subsidiary of the FT that provides specialized content on asset management. To qualify for the list, advisers had to have 10 years of experience and at least \$300 million in assets under management (AUM) and no more than 60% of the AUM with institutional clients. The FT reaches out to some of the largest brokerages in the U.S. and asks them to provide a list of advisors who meet the minimum criteria outlined above. These advisors are then invited to apply for the ranking. Only advisors who submit an online application can be considered for the ranking. In 2016, roughly 980 applications were received and 400 were selected to the final list. The 400 qualified advisers were then scored on six attributes: AUM, AUM growth rate, compliance record, years of experience, industry certifications, and online accessibility. AUM is the top factor, accounting for roughly 60-70 percent of the applicant's score. Additionally, to provide a diversity of advisors, the FT placed a cap on the number of advisors from any one state that's roughly correlated to the distribution of millionaires across the U.S. The ranking may not be representative of any one client's experience, is not an endorsement, and is not indicative of advisor's future performance. Neither Raymond James nor any of its Financial Advisors pay a fee in exchange for this award/rating. The FT is not affiliated with Raymond James. space Neither Raymond James Financial Services nor any Raymond James Financial Advisor renders advice on tax issues, these matters should be discussed with the appropriate professional.

## The Year in Review: Automakers Create Plans for Future



Barra encourages girl coders at a September event.



Ford's new CEO Hackett (left) with Bill Ford



One of 100 test vehicles built by Fiat Chrysler for Silicon Valley's Waymo.

CONTINUED FROM PAGE 1

driving our improved performance and accelerating our momentum.

"We are reshaping our company and delivering consistent, record results for our owners through disciplined capital allocation to our higher-return investments in our core automotive business and in new technologies that are enabling us to lead the future of personal mobility.

"We believe this new chapter puts Opel and Vauxhall in an even stronger position for the long term and we look forward to our participation in the future success and strong value-creation potential of PSA through our economic interest and continued collaboration on current and exciting new projects."

The announcement attracted much comment across the media. The Web site Motley Fool noted that General Motors has been on a long losing streak in Europe. The last time it earned a profit there, it was still the twentieth century.

Since 2000, GM has lost nearly \$20 billion in Europe, the Web site noted, saying: "It had initially expected to reach breakeven in Europe during 2016, but the negative impact of Brexit caused it to post a \$257 million loss.

"Pundits often contrast GM's perennial losses in Europe to Ford's recent recovery in the region. Yet Ford isn't making money hand-over-fist there. While Ford Europe earned a record profit during 2016, its 4.2 percent operating margin was nothing to write home about. Furthermore, a change in Ford's pension accounting has played a big role in its return to profitability in Europe."

Barra was asked about the move at a special end-of-year conference hosted by the Automotive Press Association. She said that the days of GM making moves based on the notion of "being big for the sake of being big" are over. Now, GM will look

at return on investment and whether the move makes sense to the company as a steward of its investors' money.

Across town at Ford, the company kicked off 2017 in January by unveiling details of seven of the 13 new global electrified vehicles it plans to introduce in the next five years, including hybrid versions of the iconic F-150 pickup and Mustang in the U.S., a plug-in hybrid Transit Custom van in Europe and a fully electric SUV with an expected range of at least 300 miles for customers globally.

The automaker also announced plans to invest \$700 million to expand its Flat Rock Assembly Plant in Michigan into a factory that will build high-tech autonomous and electric vehicles along with the Mustang and Lincoln Continental.

The moves are part of a \$4.5 billion investment in electrified vehicles by 2020, offering customers greater fuel efficiency, capability and power across Ford's global vehicle lineup, said Ford spokesman Karl Henkel. The

plans are part of the company's expansion to be an auto and a mobility company, including leading in electrified and autonomous vehicles and providing new mobility solutions.

"As more and more consumers around the world become interested in electrified vehicles, Ford is committed to being a leader in providing consumers with a broad range of electrified vehicles, services and solutions that make people's lives better," said Mark Fields, who was Ford president and CEO at the time of the announcements. "Our investments and expanding lineup reflect our view that global offerings of electrified vehicles will exceed gasoline-powered vehicles within the next 15 years."

But while Fields unveiled this plan, he will not be at Ford to see it put into action. On May 22, Ford Motor Company named Jim Hackett as its new president and CEO and announced key global leadership changes designed to further strengthen its core automotive business and accelerate a strategic shift to capitalize on emerging opportunities.

"We're moving from a position of strength to transform Ford for the future," Bill Ford said. "Jim Hackett is the right CEO to lead Ford during this transformative period for the auto industry and the broader mobility space. He's a true visionary who brings a unique, human-centered leadership approach to our culture, products and services that will unlock the potential of our people and our business."

The company also stated that Hackett, together with Bill Ford, will focus on these priorities:

- Sharpening operational execution across the global business

to further enhance quality, go-to-market strategy.

- Modernizing Ford's business, using new tools and techniques to unleash innovation, speed decision-making and improve efficiency.

- Transforming the company to meet future challenges.

At FCA, the company entered the hybrid/EV market in a big way with the launch of the 2017 Pacifica Hybrid minivan, which reached dealers last April.

At the time of its release, the company, in a statement to the media, said "the 2017 Chrysler Pacifica reinvents the minivan segment with an unprecedented level of functionality, versatility, technology and bold styling. Re-engineered from the ground up

on an all-new platform, the Pacifica delivers class-leading gasoline and hybrid powertrains to the minivan segment.

"The Pacifica Hybrid takes this revolutionary vehicle a step further with its class-exclusive, innovative hybrid powertrain. It's the first electrified vehicle in the minivan segment and achieves 84 miles per gallon equivalent (MPGe) in electric-only mode and 33 miles of all-electric range."

But FCA's investment in new tech for the Pacifica didn't end with hybrid systems. The company also worked with Waymo, the Google automotive tech spin-off.

On April 25 Waymo stated that it was adding 500 Chrysler Pacifica Hybrid minivans to expand its self-driving program. FCA previously delivered 100 minivans, modified for self-driving, to Waymo during the second half of 2016. Production of the additional 500 minivans will ramp up beginning next month. Waymo will then outfit these vehicles with its self-driving technology.

Waymo also announced that it is inviting members of the public to use its fleet of self-driving vehicles for everyday travel.

"The collaboration between FCA and Waymo has been advantageous for both companies as we continue to work together to fully understand the steps needed to bring self-driving vehicles to market," said FCA CEO Sergio Marchionne.



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DEALER CASH \$1,000  
EP DISCOUNT \$2,827  
TOTAL SAVINGS **\$12,864**  
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## Edmunds 'Wants' Chrysler's 2018 300 Sedan

The Chrysler 300 has been named a 2018 Edmunds Most Wanted Vehicle.

The 300 was the winner in the Large Car segment in the annual awards given by Edmunds, said FCA spokesman Edward Cardenas. The recognition honors the most in-demand vehicles in 17 segments, based on sales, days-to-turn and shopper interest data on Edmunds.

"Bold and aggressive, the Chrysler 300 stands out in a class of largely look-alike sedans, and its originality makes it one of the most popular large cars on the market," said Jessica Caldwell, executive director of industry analysis, Edmunds.

To determine the 2018 Edmunds Most Wanted Award winner for each of the 17 segments, Caldwell said that Edmunds analyzed data from the first nine months of 2017 for all models on sale during that period. Rankings in each of the data sets analyzed were weighted equally to determine the winners in each segment.

"The awards celebrate the one vehicle in each segment that is winning both the hearts and wallets of car buyers," Edmunds wrote.

This award comes as Chrysler repositions the 300 model lineup for 2018 offering the Touring, Touring L, 300S, Limited and 300C. Cardenas said. Other updates for 2018 include:

- New entry-level Touring model offers cloth interior and 17-inch aluminum wheels;
- Limited model now offers 20-inch aluminum wheels;
- New Mocha leather interior option available on Limited and 300C models;
- 2018 300C model comes standard with the 5.7-liter HEMI V8, offering best-in-class V8 horsepower and torque.

## Chinese OEM Buys Volvo Truck Stock

BEIJING (AP) - The Chinese owner of Sweden's Volvo Cars is buying a stake in truck manufacturer AB Volvo, expanding a portfolio of vehicle brands that includes shares in Malaysia's Proton and Britain's Lotus.

Geely Holding Group said Dec. 27 the acquisition of shares from Cevian Capital, a fund manager, would give it 8.2 percent of Volvo's share capital and 15.6 percent of voting rights. Financial terms weren't disclosed, though analysts estimated the value of the deal at around \$3.3 billion.

The Swedish company, which also makes buses, construction equipment and diesel engines, was the parent of Volvo Cars until 1999, when it was sold to Ford Motor Co. Geely bought Volvo Cars in 2010.

"We recognize and value the proud Scandinavian history and culture, leading market positions, breakthrough technologies and environmental capabilities of AB Volvo," said Geely chairman Li Shufu.

The transaction will make Geely the biggest single shareholder in Volvo and the second biggest holder of voting rights. Christer Gardell, the co-founder of Cevian Capital, said Geely would provide Volvo with valuable access to the Chinese market and know-how on electric and self-driving vehicles.

Li said Geely would support Volvo's current strategy. Geely owns Geely Auto, one of China's biggest independent automakers. It agreed in May to buy 49.9 percent of Proton and 51 percent of Lotus, which was owned by the Malaysian automaker.

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## HELLA's New HQ Should be Ready by 2019

The automotive lighting and electronics company HELLA has reinforced its presence in the United States.

The automotive supplier will open a new administrative and technical center in Northville, at the beginning of 2019, said HELLA spokesman Markus Richter. The new, modernized facility will be at least 115,000 square feet and will address the company's continued growth, as well as provide flexibility to adapt to dynamic marketplace shifts in the coming years.

Official groundbreaking was in November, Richter said.

HELLA's U.S. headquarters and technical center will replace its existing U.S. headquarters in Plymouth Township, approximately three miles away, Richter said.

Within the next two years, the number of employees there is expected to expand from currently 350 to approximately 400.

The focus of activities is on developing electronics products and lighting technology solutions. The location also houses company functions, such as purchasing, sales and information management, as well as finance and controlling for the North American region.

"With the new location, we will create an important foundation for further pursuing our growth path in the North American market," says Steve Lietaert, president of HELLA Corporate Center USA. "We will have more space for required additional resources, while also being able to further optimize the work

environment for our employees."

The new location will implement a flexible and open office concept with modern office equipment, project rooms, meeting areas, lounge and cafeteria sections as well as fitness activities for employees.

To bring the project to fruition, HELLA has partnered with Michigan-based REDICO as the developer, Biddison Architecture + Design and Amson Development, Richter said.

HELLA is a global, family-owned company, listed on the stock exchange, with around 38,000 employees at over 125 locations in some 35 countries. The HELLA Group develops and manufactures products for lighting technology and electronics for the automotive industry

## Auburn Hills Firm Opens New Site in China

Henniges Automotive, an Auburn Hills-based global supplier of highly engineered sealing and anti-vibration systems for the automotive market, opened a new, scalable 79,500-square-foot facility in Suzhou, China on Dec. 20.

The plant is located in the Taicang Port Economic and Technological Development Zone that gives Henniges the ability to grow the facility to double its size to support future business growth, said Henniges spokesman Jon Penvose.

Customers, Chinese government officials and Henniges executives recently joined together in Suzhou for a grand opening ceremony to officially commemorate the milestone, Penvose said.

"As the automotive industry evolves at an unprecedented pace, having flexibility in our facilities, operations and capabilities is an advantage that makes

us more agile and responsive to our customers," said Larry Williams, president of Henniges Automotive. "In addition to changing industry demands, we've seen significant business growth in the Asia-Pacific region, which is why we have strategically designed a facility that meets our customers' current needs and can grow with them and us."

This plant will feature both TPV (thermoplastic) and EPDM (traditional) rubber sealing and will have state-of-the-art equipment that meets Henniges' global standards, Penvose said. A quality management system, which uses an electronic display system integrated with the company's enterprise resource planning systems to provide instantaneous feedback, will be a key asset at the new plant.

The opening of the facility is now one of seven manufacturing plants in China, and the compa-

ny's first in the Shanghai region, Penvose said. With this addition, Henniges now has 23 facilities worldwide, including five research and development centers and 18 production sites.

"This is an exciting expansion of our global footprint and one that will help us further establish our best practices in global engineering and strengthen our automotive sealing systems capabilities everywhere we do business," said Williams. "As a company that has provided sealing and anti-vibration technologies for more than 100 years, we pride ourselves on efficiently delivering solutions to our customers and tailoring our products to meet local standards; southern China will be no different."

Henniges has plans for further expansions in 2018, including a new manufacturing plant in South America and expanding an engineering facility in Europe.

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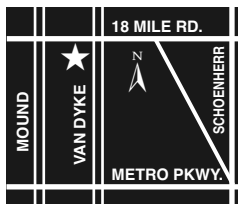
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# Edmunds Ranks Automotive Safety Systems for Buyers

(AP) – We are in a new era of car safety.

The Web site Edmunds has noted that the focus has shifted from reducing death and injury in a vehicle collision to preventing a crash from happening in the first place.

Safety features designed to avoid accidents are becoming increasingly common in new cars.

Here is an overview done by Edmunds of the advanced safety features consumers are likely to encounter when shopping for a new car, along with examples of what carmakers call their versions of the features.

**FORWARD COLLISION WARNING:** If you come up behind a slower or stopped vehicle and don't show signs of braking, the forward collision warning system will alert you that an impact is imminent. Some carmaker names for this feature include Predictive Forward Collision Warning (Infiniti), Forward Collision Alert (Chevrolet) and Forward Obstruction Warning (Mazda).

**SHOULD YOU GET IT?** Yes. Distracted driving is at an all-time high, and this system can serve as an extra set of eyes to prevent an accident. The National Highway Traffic Safety Administration recommends the technology.

**AUTOMATIC EMERGENCY BRAKING:** This system will become a standard feature on nearly all cars and light trucks by 2022, thanks to an agreement among most carmakers and NHTSA. If the vehicle senses an imminent collision, the system will automatically apply the brakes to avoid or minimize an impact. It is often bundled with forward collision warning and goes by names such as City Safety automatic braking (Volvo), Low Speed Forward Automatic Braking (Cadillac) and Frontal Collision Warning with City Collision Mitigation (BMW).

**SHOULD YOU GET IT?** Yes. The fact it is becoming a standard feature soon speaks to its importance.

**ADAPTIVE CRUISE CONTROL:** This system is less an active safety feature than a way to reduce driver fatigue on the highway. Let's say you set the cruise control at 70 mph. If a you catch up to another vehicle or one gets into your lane, the system will apply the brakes to slow your car down and follow the vehicle ahead at a preset distance. The naming is fairly standard, with the exception of more advanced systems such as Super Cruise (Cadillac), ProPilot Assist (Nissan) and Autopilot (Tesla).

**SHOULD YOU GET IT?** It depends. These systems require you to trust the car to speed up and slow down on its own. If you're not OK with that or don't use cruise control at all, save your money. And, just as with some drivers, some systems brake more smoothly than others.

**BLIND-SPOT MONITORING:** This system will scan the rear

corners of the vehicle and light up your side mirrors when it detects a vehicle in those zones. It's one of the most common new safety technologies, available on about 73 percent of 2017 models, according to Edmunds data. Some automaker names include Side Blind Zone Alert (Chevrolet), Audi Side Assist (Audi) and Blind Spot Detection (Hyundai).

**SHOULD YOU GET IT?** Yes, but you must regularly use your turn signals to get the most out of it. Some systems will activate the warning light when a vehicle is in your blind spot, but the warning tone or vibration will only occur when your turn signal is activated.

**LANE DEPARTURE WARNING AND LANE KEEPING ASSIST:** If your attention wanders and your vehicle starts to drift out of the lane, a lane departure system warns you with a beep, vibration or visual cue on the instrument panel.

If the vehicle also is equipped with lane keeping assist, it will go beyond just a warning: It will make a minor steering or braking correction to keep the car in its lane. Common names for these systems are LaneSense (Chrysler), Active Lane Keeping Assist (Mercedes-Benz) and Lane Departure Alert with Steering Assist (Toyota). NHTSA recommends lane departure warning but does not yet recommend lane keeping assist.

**SHOULD YOU GET IT?** Yes, but to get the most out of it, make sure to get a system with lane keeping assist, not just the warning. If the car's camera can no longer see the painted lanes, or if you veer out to make room for a cyclist, it will trigger an alert. Some may find the beeping annoying and choose to mute the alerts. That's why the lane keeping function, with its noiseless, more subtle physical cues, is more useful.

**REAR CROSS-TRAFFIC ALERT:** This system is most useful when you're in a parking lot and have to reverse out of a space. Sensors on the rear bumpers detect an approaching vehicle and warn you that it's there.

Names include Rear Cross Path Detection (Fiat), Moving Object Detection (Infiniti) and Rear Traffic Alert (Volkswagen).

**SHOULD YOU GET IT?** Yes, but don't expect it to catch everything. As the name implies, the sensors will spot objects crossing from the sides of the vehicle. If something or someone is directly behind the vehicle, you won't get the alert.

Edmunds has written that most of these safety systems are good to have, but consumers will usually find them on higher trim levels or bundled in optional packages.

Edmunds encourages potential buyers to make sure that they rank their list of must-have safety features before making a final purchasing decision.

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<p><b>2018 CHEVY SILVERADO</b> 1500 LT DBL CAB LEASE FOR <b>\$109*</b> PER MONTH OR <b>\$34,809*</b> PURCHASE FOR <b>24</b> MONTHS <b>\$999</b> DOWN STOCK #580719</p>	<p><b>2017 CHEVY MALIBU LT</b> NO GM EMPLOYEE DISCOUNT REQUIRED LEASE FOR <b>\$209*</b> PER MONTH OR <b>\$20,209*</b> PURCHASE FOR <b>24</b> MONTHS <b>\$999</b> DOWN STOCK #470477</p>	<p><b>2017 CHEVY CRUZE LT</b> NO GM EMPLOYEE DISCOUNT REQUIRED HATCHBACK LEASE FOR <b>\$109*</b> PER MONTH OR <b>\$17,949*</b> PURCHASE FOR <b>24</b> MONTHS <b>\$999</b> DOWN STOCK #471364</p>	<p><b>2018 CHEVY EQUINOX LT</b> LEASE FOR <b>\$129*</b> PER MONTH OR <b>\$23,319*</b> PURCHASE FOR <b>24</b> MONTHS <b>\$999</b> DOWN STOCK #800043</p>
<p><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 #VCW263</p>	<p><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</p>	<p><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</p>	<p><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</p>

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

<p><b>ED RINKE</b> • FAST • FRIENDLY • DISCOUNTS VISIT OUR QUICK LANE</p> <p><b>GMC Certified Service</b> <b>GM SERVICE CENTER</b> MICHIGAN'S LARGEST • SERVICE DEPT. • PARTS • BODY SHOP <b>866-452-1547</b> 26125 Van Dyke @ 10 1/2 Mile • Center Line, MI 48015 SERVICE HOURS: Monday &amp; Thursday 6:30am-9:00pm; Tuesday, Wednesday &amp; Friday 6:30am-6:00pm • Shuttle at 6:30am - Pick-up Both Ways • All Day starting at 6:30am.</p>	<p><b>Quick Oil Change EXPRESS LANE</b> <b>LUBE OIL FILTER</b> <b>\$23.95</b> Up to 5 qts. Fluid Level, Brake &amp; Alignment Check Included.</p> <p><b>GMC Certified Service</b> We use Genuine GM Oil &amp; Filter No additional or hidden charges. Out the door pricing. <b>Open Mondays &amp; Thursdays until 8:30pm</b> Excludes synthetic, Diesel &amp; Med. Duty Trucks. Most GM cars &amp; trucks. One coupon per customer. Must present coupon with order. Plus tax. Expires 1-31-18.</p>	<p><b>BODY SHOP</b> 586-754-7000 ext 1231 INSURANCE WRECK AMENDED TRANSPORTATION AVAILABLE During Scheduled Repairs <b>FREE OIL CHANGE With Each Major Repair</b> <b>WE REPAIR ALL MAKE &amp; MODELS</b> GMC Certified Service</p>
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**Nicole Dodge**  
nhuminski@edrinke.com

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

# MORAN CHEVROLET

# 12 HOUR SALE!

OPEN LATE 'Til 8:00 PM...Tuesday, January 2<sup>nd</sup>

## 2018 CRUZE "LT"



- Automatic Transmission!
  - Color Touch Screen Radio!
  - Power Driver's Seat!
  - Remote Start and Entry!
  - Rear Vision Camera!
  - Bluetooth for Phone!
- Stock# Q9171

Was \$23,475 Sale Price: **\$16,899\***

24 MONTH LEASE

**\$169\***

\$999 Down

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

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

## 2018 TRAX "LT"



- Color Touch Screen Radio!
  - Remote Keyless Entry!
  - Aluminum Wheels!
  - Rear Camera!
  - Deep Tinted Glass!
  - Bluetooth for Phone!
- Stock# J41232

Was \$23,845 Sale Price: **\$16,999\***

36 MONTH LEASE

**\$175\***

\$999 Down

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

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

## LEASE LOYALTY for Current Chevrolet, Buick and GMC Lessees!\*

## 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.

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

## 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.

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

## 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.

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

## 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

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

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

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



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



### SHOWROOM HOURS:

Monday CLOSED NEW YEAR'S  
Tuesday 8:00 AM - 8:00 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 required except where noted. Leases are 10,000 miles per year. Disposition fee may be required at lease turn in. 2018 Cruze is a former courtesy transportation vehicle with under 3000 miles. \$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 1/2/2018 @ 8:00PM.

