

## It was a Golden Day for Dog Lovers at FCA

Fiat Chrysler recently went to the dogs – and that was a very good thing. When Canine Companions for Independence recently visited FCA US's headquarters last month, the most popular representative of the organization was Calvin, a canine companion in

training, said Edward Cardenas, Multimedia editor for Fiat Chrysler. "Why did he attract so much attention?" Cardenas said. "It is not often a puppy visits the office during a workday." The mission of the organization, which provides service

dogs to children, adults and veterans with disabilities, or the ongoing partnership between Canine Companions for Independence and Chrysler, everyone in attendance gravitated to him. Calvin, and his volunteer

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Hocking, Calvin speak with FCA employees about canine companions and how they help people.



The 2019 Corvette ZR1 is coming to the 2018 Detroit Auto Show.

## NAIAS Show Gives Locals Chance to See New 'Vette

Now that January is upon Detroit, people are getting ready for the 2018 North American International Auto Show (NAIAS), and that's good news for Corvette fans.

GM spokesman Tom Read said that one of the new vehicles that will be on display at the show is the the 2019 Corvette ZR1 and the the ZR1 convertible, the first ZR1 drop-top since the original 1970 model-year ZR1.

On sale in the spring alongside the Corvette ZR1 coupe, the ZR1 convertible emphasizes Corvette's

iconic proportions and functional sculpture, highlighting the seamless transition between the exterior and interior.

The ZR1 coupe will carry a suggested retail price of \$119,995, while the ZR1 convertible will start at \$123,995 (prices include destination charge, but exclude tax, title and other dealer fees).

"The new Corvette ZR1 convertible is a supercar in all respects," said Mark Reuss, executive vice

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## Edmunds Names F-150 'Most Innovative Truck'

There was good news for Ford and fans of the F-150 pickup truck.

Edmunds, the car shopping and information platform, and the Consumer Technology Association (CTA), the producer of Consumer Electronics Show (CES), named six of the seven winners of the inaugural Edmunds CES Tech Driven Awards, with the F-150 taking top honors in the Most Innovative Truck category.

The awards, announced Jan. 4, recognize the automakers at CES that have developed the most forward-thinking vehicles and technology features available for car buyers to purchase in 2018, said CES spokeswoman Leah Polk.

The seventh award category honors the most transformative new concept vehicle or automotive technology announced at CES, and the winner will be named during the show.

"CES has become a premier venue for automakers to debut and showcase their most progressive visions for the future of mobility," said Alistair Weaver, Edmunds v.p. of editorial and editor-in-chief.

"The winners of the Edmunds CES Tech Driven Awards represent some of the most innovative thinking in automotive and celebrate the technologies that are transforming personal transportation."

The winners of the 2018 Edmunds CES Tech Driven Awards are:

- Most Innovative Truck: Ford

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2018 Chrysler 300



2018 Chevrolet Suburban



2018 Ford F-150

## Detroit Three Auto Sales Mixed for 2017

### FCA Sees Slight Decline in Sales For the Year

FCA US in December of 2017 had sales of 171,946 units, an 11 percent decrease compared with sales in December 2016 (192,519 units).

In December, retail sales of 150,772 units were down 3 percent compared with the same month in 2016 and represented 88 percent of total sales, said FCA spokesman Jeff Bennett.

In line with FCA's strategy to reduce sales to the daily rental segment, fleet sales of 21,174 units were down, as expected, 42 percent year over year. The largest planned volume reduction in December fleet sales came from the Jeep brand, which reduced its fleet sales number by 75 percent year over year.

Fleet sales represented 12 percent of total FCA US December sales.

The Chrysler Pacifica minivan posted an 8 percent year-over-

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### Trucks Drove GM Sales

General Motors delivered 3,002,241 vehicles in the United States in 2017, including more than 1.3 million trucks and 965,090 crossovers.

In the process, GM set new annual sales records for pickup and crossover deliveries, electric vehicles sales, average transaction prices and more. GM also reduced year-end inventories more than its target. Inventories were 752,554 units, down 90,000 from a year ago.

Days supply was 63 days, said General Motors spokesman Jim Cain.

Chevrolet has been GM's most powerful growth engine, Cain said. The brand delivered year-over-year retail market share increases in 2015, 2016 and 2017.

Since the end of 2014, Chevrolet's retail share has grown from 10.2 percent, according to Polk registration data, to an estimated 11.2 percent.

GM crossover deliveries were up 17 percent year over year, driven by record sales of the Chevrolet Equinox, Traverse and Trax, as well as the Buick Envi-

sion, Buick Encore and GMC Acadia.

GM grew its retail share of the crossover market more than any other automaker, according to the latest J.D. Power PIN estimates, Cain said. GM's retail share grew 1.6 percentage points to 13.1 percent. The only other major automaker to gain retail share was up less than one point.

Chevrolet became the industry's fastest-growing crossover brand in 2017 based on retail market share, with the all-new Equinox and Traverse gaining more than one point of share in their respective segments. Equinox retail deliveries were up 21 percent and Traverse was up 31 percent. The Trax was up 5 percent.

Crossovers helped Buick deliver its best calendar year sales since 2004. The Buick Encore delivered its best year ever. It has been Buick's volume leader for three straight years.

Crossovers now account for more than 80 percent of Buick's

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### December Caps Off Good Year For Ford

The numbers are in for Ford in 2017, and they are good.

"December capped off a record year for Ford brand SUVs, making it eight consecutive years of Ford brand sales leadership. F-Series had an unbelievable year as we sold nearly 900,000 pickups, with strong high-end truck demand as customers continue to opt for our latest technology and equipment packages," said Mark LaNeve, Ford vice president, U.S. Marketing, Sales and Service.

Demand for F-Series was strong all year, with customers requesting the newest technologies in our high-series trucks. High-series Super Duty and new 2018 F-150 trucks pushed overall F-Series ATPs to a new record level of \$47,800 per truck, \$3,400 higher than a year ago, LaNeve said.

And in 2017 Edge sales totaled 142,603 vehicles, representing a

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## Ford Ordering Recall Over Coolant Issues

DETROIT (AP) – Ford says it will repair any coolant leaks that might be found in more than 200,000 recalled vehicles that are at risk of catching fire.

The repairs, detailed in company documents posted by U.S. safety regulators in December, come 10 months after the company said it would only install a coolant level sensor “with supporting hardware and software.”

In March, the automaker announced that it would recall the vehicles because their turbocharged engines can overheat if coolant is low, causing cylinder heads to crack and spew oil. At the time, Ford had reports of 29 engine fires with no injuries.

In a Dec. 13 letter to dealers, Ford said mechanics should check the cars for coolant leaks. Any repairs will be part of the recall, the letter stated.

The December letter to dealers said parts are available for Escapes but will not be ready for the other vehicles until January or February.

# GM ‘Marketplace’ Tech Turns Car Into Market

Starting in the beginning of December General Motors Co. rolled out the automotive industry’s first commerce platform for on-demand reservations and purchases of goods and services. With Marketplace, drivers can now order and pay for their favorite coffee – and much more – on the way to work with a simple tap on the dash.

Marketplace allows customers to order food, find the closest gas station to save on fuel, and make dinner reservations on the go, said GM spokesman Vijay Iyer.

This means Marketplace gives drivers of eligible Chevrolet, Buick, GMC and Cadillac vehicles the opportunity to more safely interact with a growing number of their favorite brands in retail, fuel, hospitality, food, hotel and transportation through the in-vehicle touchscreen.

Marketplace, Iyer said, also features a “Shop” section dedicated to offers specific to GM vehicles, for instance purchasing Wi-Fi data, discounts for an oil change or deals on General Motors accessories. Simple on-screen notifications can identify relevant offers.

“The average American spends 46 minutes per day on the road driving. Leveraging connectivity and our unique data capabilities, we have an opportunity to make every trip more productive and give our customers time back,” said Santiago Chamorro, vice president for Global Connected Customer Experience, GM.

“Marketplace is the first of a suite of new personalization features that we will roll out over the next 12 to 18 months to nearly four million U.S. drivers.”

Leveraging the embedded 4G LTE connectivity, Chamorro said GM is adding Marketplace to mil-

lions of existing 2017 and 2018 model-year cars, trucks and crossovers that have compatible infotainment systems, with continued rollout to compatible new vehicles.

A separate data plan is not required to use Marketplace.

“For most retailers and consumer brands the daily commute is the only time not accessible in a consumers’ day,” said Chamorro. “Marketplace gives merchants the ability to more safely engage with drivers and passengers in a meaningful way that provides true value for our customers.”

Marketplace is designed to be used while driving, Iyer said. It uses machine learning from real-time interaction data, such as location, time of day and a driver’s established digital relationship with third-party merchants, to offer highly personalized experiences.

Adhering to industry distracted driving guidelines, as well as GM’s strict in-house safety guiding principles, Chamorro said GM designs its in-vehicle systems to minimize manual interactions, helping drivers keep their eyes on the road and their hands on the wheel.

GM lets customers buy 4G LTE Data packages, extend their On-Star subscription or receive offers for certified service, parts and accessories for their specific vehicle, Iyer said.

The first brands accessible through Marketplace include:

- Starbucks offers another convenient way for customers to order ahead and enjoy their favorite handcrafted beverage or food item. And as part of the Starbucks Rewards program, members enjoy more value by earning Rewards towards free food and drink. (Early 2018)

- Dunkin’ Donuts will help customers start their day off right through an experience that allows DD Perks members to pre-order and pay onscreen for their favorite coffee and donut, at their preferred pickup location.



Marketplace is a platform that allows shopping from a car.

- Wingstop will allow you to skip the wait by re-ordering your favorites and paying ahead, so you can get home in time for the big game

- TGI Fridays will let customers schedule a table reservation for them and their closest friends and family when they need a break from the week.

- Shell will enable the exceptional driver experience, providing ease of payment and savings with INSTANT GOLD STATUS in the Fuel Rewards program. Customers’ closest Shell station will be identified and station amenities showcased among the largest fuel station network in the U.S., with the ability to pay in-dash coming soon.

- ExxonMobil will quickly locate Exxon and Mobil fuel stations with details of what they offer, route you there and get you back on the road faster.

- Priceline.com gives drivers access to hundreds of thousands of hotels and exclusive hotel savings on the go.

- Parkopedia allows drivers to find, reserve and pay for parking, all at the click of a button.

- Applebee’s ensures customers are never too far from Eatin’ Good in the Neighborhood whether close to home or miles away with the ability to locate their nearest restaurant, order

featured menu items and reorder recent favorites through the convenience of their vehicle’s touchscreen.

- IHOP makes it easy for guests to enjoy hot, fresh all-day breakfast favorites like fluffy buttermilk pancakes on the go, thanks to safe and secure on-dash ordering and location service capabilities that help search and find the nearest restaurant for pickup.

- delivery.com empowers the neighborhood economy by enabling customers to order online from their favorite local restaurants, wine and spirits shops, grocery stores and laundry and dry-cleaning providers.

To allow merchants to efficiently and quickly integrate their content as part of the in-vehicle Marketplace ecosystem, Iyer said General Motors is working with three main platform partners: Xevo (www.xevo.com) in Seattle, Washington; Conversable (conversable.com) in Austin, Texas; and Sionic Mobile (www.sionicle.com) in Atlanta. Merchants interested in Marketplace can contact the above platform partners or email General Motors at Marketplace@onstar.com.

## Tesla is Still Short of Sales Goals

DETROIT (AP) – Electric car maker Tesla Inc. has again fallen short of production goals for its new Model 3 sedan.

The Palo Alto, California-based company made 2,425 Model 3s in the fourth quarter. That’s only a fraction of the 20,000 per month that CEO Elon Musk promised last summer when the car first went into production.

The company exceeded its overall sales targets, delivering 101,312 Model S sedans and Model X SUVs in 2017, up 33 percent over 2016.

But all eyes are on the Model 3, which is Tesla’s first lower-cost, high-volume car and is crucial to its goal of becoming a profitable, mainstream automaker. Tesla at one point had more than 500,000 potential buyers on the waiting list for the Model 3. In a statement Jan. 3, the company thanked those buyers “who continue to stick by us while patiently waiting for their cars.”

Tesla says it made significant progress in reducing unspecified production bottlenecks toward the end of the fourth quarter. It now expects to be making 10,000 Model 3s per month at the end of the first quarter and 20,000 Model 3s per month at the end of the second quarter.

But the company said it’s focusing on quality and plant efficiency, not just meeting volume targets.

Michelle Krebs, an executive analyst for the car buying site Autotrader.com, said Tesla would have been better served by not announcing such lofty production targets initially.

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The interior of the 2019 Corvette ZR1.



The 2019 ZR1's exterior has taken the Corvette to the next level.

## Oakland County Selling Radon Testing Kits

January is National Radon Action Month, and Oakland County Health Division encourages residents to purchase radon test kits for only \$5 this month to test their homes for the potentially harmful gas.

OCHD recommends testing homes for radon during the cooler months as windows and doors remain closed, said Leigh-Anne Stafford, health officer for OCHD.

"Radon is the leading cause of lung cancer in nonsmokers, and the second leading cause of lung cancer overall, but it is preventable," said Leigh-Anne Stafford, Oakland County health officer. "We are offering radon test kits at half price to help Oakland County families protect themselves and their loved ones."

Radon test kits for homes are available for purchase at Health Division offices in Pontiac and Southfield. Their addresses are North Oakland Health Center, 1200 N. Telegraph, Building 34E, Pontiac; and South Oakland Health Center, 27725 Greenfield Road, Southfield.

Office hours are Monday – Friday 8:30 a.m. – 5:00 p.m. To purchase more than 15 radon kits, please call 248-858-1312 to pre-order.

Please note that Health Division offices will be closed in observance of Martin Luther King Jr. Day on Monday, Jan. 15.

## Corvette Fans Can Look Forward to NAIAS

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tive vice president, Global Product Development, Purchasing and Supply Chain. "Few others can challenge the ZR1 convertible's power and speed while offering the exhilaration of top-down motoring."

The performance and technology introduced on the Corvette ZR1 coupe carry over to the new ZR1 convertible. The strength of the Corvette's aluminum chassis means the only structural changes in the convertible are accommodations for the folding top and repositioned safety belt mounts. The power top can be operated remotely or while driving up to 30 mph.

"The ZR1 convertible is a no-compromise supercar," said Corvette Executive Chief Engineer Tadge Juechter. "Thanks to the strong structure, the suspen-

sion tuning between coupe and convertible models is identical, meaning the ZR1 convertible offers the same benchmark performance, including a top speed of over 200 mph."

The Corvette ZR1's unique aero package is central to the coupe's 212-mph top speed. Its standard, stanchion-mounted Low Wing generates road-holding downforce with minimal drag, enabling the benchmark top speed. This was evident during top-speed testing at Germany's Papenburg proving ground.

An adjustable High Wing is part of the new \$2,995 ZTK Performance Package, which also includes a front splitter with carbon-fiber end caps, Michelin Pilot Sport Cup 2 tires and specific chassis and Magnetic Ride Control tuning.

It is designed to help generate faster lap times through maxi-

mum grip in the corners, with up to 950 pounds of downforce. The top speed is lower with the High Wing but still exceeds 200 mph.

Complementing the ZR1's aero advantage on the way to 212 mph is the thrust generated by the exclusive LT5 6.2L supercharged engine, which is rated at an SAE-certified 755 horsepower and 715 lb-ft of torque. A seven-speed manual transmission and a ZR1-first paddle-shift eight-speed automatic transmission are offered with it.

Preliminary testing has shown 0-60 mph in under 3.0 seconds and the quarter mile in the high 10-second range when the engine is equipped with the eight-speed automatic.

The LT5 features a new, more efficient intercooled supercharger system, along with GM's first dual fuel-injection system, which employs primary direct injection

and supplemental port injection. Compared to the supercharger system on the Corvette Z06's LT4 engine, the LT5 employs a larger, 2.65-liter supercharger that generates more boost while spinning at a slightly slower speed. That reduces heat to help maintain a lower air intake temperature for optimal performance.

Four new radiators also help manage cooling in the ZR1, which features 13 radiators in all, including circuits for engine oil, transmission and differential cooling.

Read said that the new Corvette's look and power level make the car irresistible, giving people attending NAIAS something to look forward to when visiting the show.

## FCA Celebrated the Dog Days Last Month

CONTINUED FROM PAGE 1

trainer Fran Hocking, are local representatives for Canine Companions for Independence and shared anecdotes about being part of the organization.

"I picked Canine Companions because of their history of breeding quality dogs and their training program," said Hocking, of Wixom, who is now training her fifth puppy for the organization. "If I was going to donate my resources and my time to raise a puppy, I wanted to make sure it was really free to the recipient."

Calvin is one of more than 200 Canine Companions for Independence puppies who are in the midst of 14 to 18 months of training with volunteer puppy raisers such as Hocking. These puppy raisers provide basic obedience training, socialization and care.

The 42-year-old organization has a presence in all 50 states, with more than 3,000 volunteers

nationwide and more than 5,200 placements of a person and a dog during that time, Cardenas said.

One of Calvin's peers, a golden/Labrador retriever cross named Foley, is being featured in an online social initiative by Chrysler and Canine Companions for Independence to chronicle his growth and raise awareness for the organization's "Give a Dog a Job" campaign.

"(These dogs) enhance the lives of children, adults and veterans with disabilities by providing them highly trained assistance dogs by helping them with practical everyday tasks as well as providing unconditional love," said Danielle Scerbovsky, devel-

opment director, Donor & Corporate Engagement for Canine Companions for Independence.

Scerbovsky, who shared the information about the organization's history, mission and reach with FCA employees, also took time to recognize the contributions of Hocking and other volunteers.

"We couldn't do it without these volunteers," she said. "They cover food. They cover vet checks, obedience classes and more. That is a substantial savings for our organization."

To learn more about the partnership between Chrysler and Canine Companions for Independence, and to donate, visit [www.driveindependence.org](http://www.driveindependence.org).

## Keep Active at A. Hills Library

Cold temperatures are keeping people trapped in the house.

The Auburn Hills Library is holding an event that can get residents out and about.

On Wednesday, Jan. 10, from 2 to 3 p.m., Book Bingo will be played at the Auburn Hills Library.

Enjoy the benefits of engaging in mentally stimulating activities like games.

Interested in participating will meet in the Library's large meeting room. The library is located at 3400 E Seyburn Dr, Auburn Hills.

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# New Pacifica Minivan Stands Out its Among Competition

The automotive editors at *Consumer Guide Automotive* awarded four FCA US LLC vehicles the 2018 Best Buy distinction.

In its second year on the market, the Chrysler Pacifica captures both the Minivan and Family Vehicle Best Buy awards two years in a row, said FCA spokesman Berj Alexanian. Also for the second consecutive year, the Fiat 124 Spider takes home a Best Buy award, this one in the Sporty/Performance Car category.

Alexanian said te Dodge Durango earned the Best Buy award in the Large SUV segment for the sixth consecutive year and the Ram 1500 captures the Best Buy award for Large Pickup Trucks for the 10th straight year.

"There's a lot of good product hitting the market these days, but some designs are so well executed that they endure the test of new challengers. In the cases of the Durango and Ram, that is especially true," said Tom Appel, publisher of *Consumer Guide Automotive*. "As for the Pacifica, it's simply one of the most thoughtfully designed family vehicles we've ever evaluated. Likewise, the tradition-bound 124 Spider delivers a considerable dose of driving pleasure for a very reasonable price."

The review by editors also noted that the new Pacifica matches or beats its minivan competition in terms of things like power, fuel economy, the quality of the ride, and the overall comfort of the ride.

What cinches its Best Buy status are its exclusive Stow 'n Go second-row seats and the unmatched fuel efficiency of its well-executed plug-in hybrid model, along with its long list of thoughtful available convenience features.



2018 Chrysler Pacifica

Appel said editors liked the Ram 1500 and it "is really tough to beat for regular street driving. It rides better than most any other pickup, has a high level of refinement and features, and the base V6 – which is plenty of engine for most uses – offers decent fuel economy. And, the available diesel engine offers the best fuel economy in the class (at least until the Ford F-150's 3.0-liter diesel V6 launches later in the 2018 model year). The Ram 1500 also offers a wide choice of trim levels—from workhorse, to street cruiser, to luxury liner. Even if you're a die-hard loyalist to another brand, you still owe it to yourself to check out these outstanding trucks."

Appel said editors liked the 2018 Dodge Durango because "has something for just about every type of large-SUV shopper."

The base SXT has a lot of features for the money, while the GT and Citadel add worthwhile luxury and convenience items.

"We're not especially high on the sporty R/T, but we can see its appeal for those who crave brawny style and perform-

ance," editor wrote when evaluating the Pacifica.

"And, the generous selection of appearance packages and trim options makes Durango one of the more customizable SUVs around."

As for the Fiat Spyder 124, Appel said that editors noted "it is ironic that the first Mazda Miata was designed to emulate the small European sports cars that preceded it, and now a heritage model of that same European lineage owes its architecture to the Miata.

"The Fiat 124 Spider is a delight to drive and easy to afford. Plus, its retro Italian styling cues and slightly peppier engine help it stand out from its Mazda counterpart. Though it's somewhat less practical and less powerful than many of the cars in its class, the 124 Spider delivers a wonderfully connected and rewarding driving experience. For many consumers, the 124 will only make sense as a third car, but at these prices, keeping one for sunny weekend drives is not an overreaching indulgence."

Appel said *Consumer Guide Automotive* editors analyze, compare and evaluate numerous vehicles by extensively testing all major models available in the United States.

According to *Consumer Guide Automotive*, a vehicle does not become a Best Buy based solely on objective ratings.

Best Buys also distinguish themselves as good values compared to other vehicles in their class.

For wishing to get more information on the *Consumer Guide Automotive* 2018 Best Buys and the vehicles mentined in the article, Appel said people can visit the company's Web site at [consumerguide.com](http://consumerguide.com).

## Martinrea Opens Auburn Hills HQ

Martinrea International Inc. has officially opened its new, state-of-the-art technical center in Auburn Hills.

The new facility combines research and development, engineering and testing capabilities under one roof in an open and collaborative environment.

Among its many amenities, the energy-efficient building includes open stations for employee collaboration, a product showroom, an exercise room, an outdoor pa-

tio and electric vehicle charging stations, said Martinrea spokeswoman Katya Pruett.

"Our new location befits our reputation as a world-class supplier and an employer of choice and puts us at the epicenter of the automotive corridor in Southeast Michigan," says Pat D'Eramo, Chief Executive Officer. "This move highlights our continued focus on producing innovative processes and technologies for our customers."

## Hyundai, VW Partnering Up On New Tech

DETROIT (AP) – Hyundai and Volkswagen each say they're partnering with a U.S. autonomous vehicle tech firm led by former executives from Google, Tesla and Uber.

The companies on Jan. 4 announced partnerships with Aurora Innovation, started last year by ex-Google autonomous car chief Chris Urmson and others.

VW says its collaboration will help bring self-driving cars quickly to roads worldwide, while autonomous Hyundais are expected to be in the market by 2021. The partnerships are the latest in a string of tie-ups between auto companies and tech firms as they race to be first with self-driving vehicles.

Aurora is based in Pittsburgh and Palo Alto, Calif. It was started last year by Urmson, former Tesla executive Sterling Anderson, and ex-Uber autonomous vehicle leader Drew Bagnell.

Terms of each partnership were not released.

Urmson left Alphabet Inc.'s Google in 2016 after more than seven years of work on its autonomous vehicles. At Tesla Inc., Anderson led development of the company's semi-autonomous Autopilot system after its initial release, and he led development of the Model X SUV, according to Aurora's website. Bagnell was a founding member of Uber Technologies Inc.'s Advanced Technology Center that's working on autonomous cars in Pittsburgh.

Germany-based Volkswagen AG, which produces about 10 million vehicles annually, hopes the tie-up will bring autonomous vehicle technology to all of its brands. The company says it has been working with Aurora for the past six months, integrating its sensors, hardware and software into VW vehicles.

Hyundai Motor Co. said the partnership with Aurora will bring autonomous vehicles to market that can operate without human input in most conditions.

The partnership has yet to say how its first batch of self-driving vehicles will be used, but analysts expect they will likely be for commercial use, such as self-driving taxis or ride-hailing services, rather than for sales to individual consumers. General Motors said in November that its self-driving vehicles will carry passengers and deliver goods in big cities by 2019.

Hyundai earlier joined with Cisco Systems Inc. and Baidu Inc. to collaborate on internet-connected cars. It has also set up a \$45 million fund with South Korea's SK Telecom and Hanwha Asset Management to invest in artificial intelligence startups worldwide.

The South Korean automaker plans to share more details of its project with Aurora during the Consumer Electronics Show in Las Vegas next week, where it will also unveil the brand name of a new fuel-cell SUV that will be tested for self-driving technology.

## State Sees Gas Prices Go Up In New Year

DEARBORN, Mich. (AP) – AAA Michigan says gas prices statewide have gone up about 8 cents per gallon.

The Dearborn-based auto club said Jan. 2 the average price for self-serve regular unleaded gasoline was about \$2.68 a gallon. That price is 16 cents more than at the same time a year ago.

Michigan's lowest average price was about \$2.60 in the Marquette area. The highest was \$2.73 in the Jackson area.

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### THURSDAY, JANUARY 11, 2018

**Meeting 1:** 7:00 a.m. - 7:45 a.m. (breakfast included)  
**Meeting 2:** 11:30 a.m. - 12:15 p.m. (lunch included)

**LOCATION:** Courtyard Marriott  
30190 Van Dyke Ave., Warren, MI 48093  
(across from GM Tech Center)

### TUESDAY, JANUARY 25, 2018

**Meeting 1:** 7:00 a.m. - 7:45 a.m. (breakfast included)  
**Meeting 2:** 11:30 a.m. - 12:15 p.m. (lunch included)

**LOCATION:** Detroit Marriott at the Renaissance Center  
400 Renaissance Drive  
Detroit, MI 48243

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Investment advisory services offered through Kaydan Wealth Management, Inc. and Raymond James Financial Services Advisors, Inc.

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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 advisers who meet the minimum criteria outlined above. These advisers are then invited to apply for the ranking. Only advisers 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 advisers, the FT placed a cap on the number of advisers 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.



## Chrysler 300 Named 'Most Wanted'

The Chrysler 300, with its elegant design and world-class performance, 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 Edward Cardenas, multimedia editor at FCA. 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. 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 V-8, offering best-in-class V-8 horsepower and torque.

New available options include:

- Sport Appearance Package and Chrome Appearance Package on Touring.
- BeatsAudio and Alloy Package on the 300S.
- Harman Kardon premium audio system, navigation, power sunshade, dual-pane sunroof on the Limited.
- Harman Kardon premium audio system, navigation, power sunshade, dual-pane sunroof and Sun/Sound/Nav bundle on the 300C.
- New Green Metallic Clear Coat and Ocean Blue Metallic Clear Coat exterior paint options added to the lineup (late availability).

## Consumers Power Wind Project In Operation

COLUMBIA TOWNSHIP, Mich. (AP) — A new \$90 million Consumers Energy wind turbine project is now operating in Michigan.

The unit of Jackson-based CMS Energy Corp. announced Jan. 4 that Cross Winds Energy Park II in Tuscola County's Columbia Township, about 90 miles (145 kilometers) northwest on Detroit, has started producing power.

Construction work by Consumers Power crews on the 19 turbines started about six months ago.

The company earlier pushed up construction on Cross Winds Energy Park III to 2019 instead of 2022, with plans for commercial operation in 2020 in Columbia and Akron townships.

Phase I of the Cross Winds Energy Park began operations in 2014.

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**2018 Dodge Charger GT AWD**

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D8-12147

**3.6L Pentastar**

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

**\$2829**

**\$3000 AUTO SHOW CASH**

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

D8-12254

**3.6L Pentastar**

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**\$3951**

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• Perforated Leather Seats

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C8-41047

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

Latitude	Limited	Trailhawk
J8-11398	J8-11391	J8-11357
LEASE FOR <b>\$112</b> **	LEASE FOR <b>\$117</b> **	LEASE FOR <b>\$111</b> **
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• Leather Trimmed Seats • U Connect • 8.4 Navigation • Blind Spot & Cross Path Detection

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J8-20142

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

LEASE FOR **\$189** \*\*

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J8-20096

**2017 JEEP WRANGLER UNLIMITED 4X4**

LEASE FOR **\$183** \*\*

36 Mos. \$1995 due

J7-30089

**2017 JEEP WRANGLER UNLIMITED 4X4**

LEASE FOR **\$205** \*\*

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J7-30212

**DODGE JANUARY CHARGER SPECIAL**

**2018 Dodge Charger GT AWD**

24 MONTH 1 PAY LEASE **\$4,865**

Nappa Leather Sport Seat  
Blind Spot Detection  
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Heated/Cooled Seats  
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HID Head Lamps

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24 Mos. \$1995 due

D8-71052

**INCREDIBLE CHARGER LEASE SPECIALS**

**2018 DODGE CHARGER R/T 392**

• Beats Audio • Power Sunroof • Navigation

LEASE FOR **\$287** \*\*

24 Mos. \$1995 due

D8-71001

**2017 DODGE CHALLENGER GT AWD**

SALE PRICE **\$27,238**

**INCREDIBLE CHALLENGER LEASE SPECIALS!**

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LEASE FOR **\$139** \*\*

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**2017 GRAND CARAVAN SXT**

• Blacktop Package • Driver Convenience Group

SALE PRICE **\$22,973**

D7-40941

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Picture may not reflect actual vehicle. \* The FCA US LLC (formerly Chrysler Group) Employee Advantage Purchase program sale prices and lease payments quoted. Just add tax, title, doc fee and destination charge. \*\* 24, 30, 36 month FCA US LLC employee leases. The amount due on all leases require amount due plus monthly tax, cap cost reduction tax, first payment, title, plate, doc fee and destination charge. Security deposit is waived on all lease payments. Lease payments are 10,000 miles per year. 20 cents per mile thru Ally or 25 cents thru Chrysler Capital for excess mileage. Customer must qualify for 1 or 5 tier credit approval. Payments subject to change due to lower approved credit tier. Banks may require to prove income and residency for credit approval. Customer is responsible for excess wear and tear. Total deferred price is the sum of the purchase price, plus doc fee, plate fee, sales tax, and accrued finance charges over the term of the lease. All rebates and program monies assigned back to dealer. All prices and lease payments are based off FCA US LLC incentives thru the Great Lakes Business Center. Rebates as retail consumer cash, lease cash, lease loyalty, military, trade assist cash, finance bonus cash and all other Great Lakes offers will be applied. The dealer invoice amount is not a net factory price to dealer. Customers may not qualify for all offers, incentives, discounts or financing offers. See dealer for qualifications and complete details. Exclusive Huvaere new car cash coupon has been applied to all sale and lease payments in this ad. Vehicle sale prices include Chrysler Capital bonus cash-must finance thru Chrysler Capital. Ram leases include Great Lakes Truck Conquest Bonus cash. \*Sale prices include lessee loyalty retail bonus cash, customer must qualify. 1.84 month buy, 2.99% APR with approved credit. Ram payments include Ram to Ram Loyalty Rebate.

# GM Bests Industry Sales Trends in 2017

CONTINUED FROM PAGE 1

retail deliveries, compared with about two-thirds last year. Retail crossover sales for the brand were up 26 percent year over year, with the Enclave up 14 percent, the Encore up 8 percent and Envision up 167 percent.

Cadillac's retail crossover deliveries were up 9 percent, driven by the new XT5.

GM sold more pickup trucks in the United States than any other automaker for the fourth year in a row – a record 948,909 units – thanks to its unique three-truck strategy. Since 2014, Chevrolet and GMC have been the only brands to offer mid-size, light- and heavy-duty pickups.

GM sold 239,719 full-size SUVs and has led the segment since the launch of the Chevrolet Suburban in 1935. Combined, the Chevrolet Tahoe and Suburban, and the GMC Yukon and Yukon XL, have earned more than 75 percent retail market share for the fourth consecutive year.

At GMC, more than half of Sierra HD customers and more than 70 percent of Yukon customers purchase premium Denali models, Cain said.

The Cadillac Escalade has earned at least 30 percent of the retail market for large luxury SUVs for four consecutive years, with ATPs that are more than \$20,000 above its closest domestic competitor.

Chevrolet delivered more than 43,669 electric vehicles in 2017, including 23,297 Bolt EV crossovers and 20,349 Volt sedans. In December, Cain said, the Bolt EV had its best month since launch with sales of 3,227.

GM's average transaction prices (ATPs), which are net of incentive spending estimates, were more than \$35,400 for the year and they surpassed \$38,000

in December. Both are records, and significantly above the industry average of \$31,600 for the calendar year.

GM's total sales in 2017 were down 1 percent year over year, besting the industry, which is expected to be down 2 percent. GM's retail deliveries, which are more than 80 percent of total sales, were down 1 percent year over year, in line with the industry's expected performance.

Chevrolet's retail market share increased 0.2 percentage points to an estimated 11.5 percent and ATPs for the month were the best-ever at more than \$34,000. Buick total sales were up 5 percent and retail deliveries were up 15 percent. GMC total sales were up 1 percent for its best sales month in more than 12 years.

Mustafa Mohatarem, GM's chief economist, forecasts 2018 total vehicle sales (including medium and heavy trucks) to exceed 17 million units for the fourth year in a row. Light vehicle sales are forecasted to be in the high 16 million-unit range.

"In 2017, we had solid GDP growth and good news on employment, wages and consumer sentiment, which helped deliver very strong retail sales for the auto industry," Mohatarem said. "This year, many consumers will see their take-home pay rise because of tax reform. That will keep the broad economy growing, and help keep sales at very healthy levels even as the Fed increases interest rates."

GM is well positioned heading into the new year because of its low inventories and multi-year strategy to redesign and expand its truck and crossover portfolio, Mohatarem said. On a retail basis, 78 percent of GM sales are now trucks and crossovers, compared with an industry average of 65 percent.

"We are winning customers in the fastest-growing parts of the market, and our momentum continues to grow because we have strengthened our brands, grown our Commercial and Government business, sharply reduced rental sales and successfully transitioned to a crossover- and truck-focused business," said Kurt McNeil, U.S. vice president of Sales Operations. "We are starting 2018 with very lean inventories for such a strong industry, and we see more room to grow because Chevrolet, Buick and GMC will have a full year of sales of their all-new crossovers, and we are going to launch the industry's best full-size pickups."

## German Court Rules Against VW Request

BERLIN (AP) – Germany's highest court has rejected a bid by Volkswagen on Dec. 29 for an injunction blocking the deployment of a special auditor sought by a shareholders' rights group in its diesel emissions scandal.

In November a court in Celle backed an independent check on events surrounding the scandal that pushed down VW shares when it erupted in 2015. The DSW shareholders' group had previously failed to get VW's regular general meeting to agree to such a review on top of an investigation already commissioned by the automaker.

VW sought from the Federal Constitutional Court an injunction blocking the new probe while the court considers its complaint against the ruling deploying the special auditor. But the court said in a ruling released Dec. 29 that VW hadn't sufficiently proven the need.

# FCA Sales for December, 2017 Show Slight Drop

CONTINUED FROM PAGE 1

year increase for its best December sales ever.

The Fiat 124 Spider recorded its best December sales as well, Bennett said, selling 2,606 compared to 1,738 during the same time in 2016.

Other FCA US vehicles posting year-over-year sales increases in the month of December were the Chrysler 300 (5,726 versus 3,586), Jeep Cherokee 919,358 versus 16,380), Jeep Grand Cherokee 23,622 versus 23,250), Jeep Compass (8,743 versus 7,954) and Ram ProMaster City (1,617 versus 1,347).

Chrysler brand sales were up 3 percent in December, compared with the same month a year ago (17,208 versus 16,776), Bennett said. Both the Chrysler Pacifica minivan and the Chrysler 300 full-size sedan posted sales increases in December.

Sales of the 300 were up 60 percent for its best December sales since 2012. Jeep Compass, Jeep Cherokee and Jeep Grand Cherokee delivered year over year increases for December. Sales of the Cherokee were up 18 percent in December, compared with the same month a year ago. The 2018 Jeep Wrangler has earned a Residual Value Award from ALG, the industry benchmark for residual values and depreciation data, in the Off-road Utility segment.

For the full year, Jeep Grand Cherokee sales increased 13 percent, compared with sales in 2016.

The Dodge Durango full-size SUV posted its best full year of sales since 2006. The Durango – for the sixth-consecutive year – earned the Best Buy award in

the Large SUV category from *Consumer Guide Automotive*.

In addition, Strategic Vision named the Dodge Charger to its "Most Loved Vehicles in America" list for the fourth-consecutive year, Bennett said.

Ram Truck brand sales were up year over year in 2017 versus 2016. In addition, sales of the Ram pickup truck edged up year over year in 2017 versus the previous year.

For the 10th-consecutive year, the Ram pickup captured the Best Buy award for Large Pickup Truck from *Consumer Guide Automotive*.

Alfa Romeo brand sales of 2,034 units were up significantly compared with the same month a year ago and recorded its strongest monthly sales of 2017.

Furthermore, *Motor Trend* named the Alfa Romeo Giulia as its 2018 Car of the Year, best representing exceptional value, superiority in its class and impact on the automotive scene.

Sales of the Fiat 124 Spider were up 15 percent year over year for its best December sales ever.

Overall, the Jeep brand sold a total of 828,522 vehicles in 2017, Bennett said. That's compared to 926,376 in 2016.

The Chrysler brand sold 188,545 vehicles in 2017, compared to 21,972 in 2016.

Dodge sales were 446,996 in 2017, versus 505,858 in 2016.

Ram brand sales were 556,790 in 2017, compared to sales of 545,851 in 2016.

Fiat brand sales were 26,492 in 2017, compared to sales of 32,742 in 2016.

2017, Bennett said, was the first year that Alfa Romeo vehicles were sold throughout the year. Sales were 12,031. In 2016, the brand only sold 516 vehicles.

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2018 Buick Encore

Preferred FWD Lease Offer MSRP: \$25,410

expires 1.31.2018

\$227

per month

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INCENTIVES INCLUDED: GM EMPLOYEE PRICE, GM LEASE LOYALTY

39 months

10,000 miles year

\$485 total due at signing (includes first month payment)

BUICK

2018 Buick Envision

Preferred FWD Lease Offer MSRP: \$36,925

expires 1.31.2018

\$343

per month

TRANSPARENT PRICING

INCLUDES: ALL TAXES & FEES, NO SECURITY DEPOSIT

INCENTIVES INCLUDED: GM EMPLOYEE PRICE, GM LEASE LOYALTY

36 months

10,000 miles year

\$634 total due at signing (includes first month payment)

BUICK

2018 GMC Terrain

SLE FWD Lease Offer MSRP: \$29,370

expires 1.31.2018

\$277

per month

TRANSPARENT PRICING

INCLUDES: ALL TAXES & FEES, NO SECURITY DEPOSIT

INCENTIVES INCLUDED: GM EMPLOYEE PRICING, GM LEASE LOYALTY

36 months

10,000 miles year

\$532 total due at signing (includes first month payment)

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2018 GMC Acadia

SLE1 FWD Lease Offer MSRP: \$34,000

expires 1.31.2018

\$302

per month

TRANSPARENT PRICING

INCLUDES: ALL TAXES & FEES, NO SECURITY DEPOSIT

INCENTIVES INCLUDED: GM EMPLOYEE PRICE, GM LEASE LOYALTY

36 months

10,000 miles year

\$549 total due at signing (includes first month payment)

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- Automatic Transmission!
- Color Touch Screen Radio!
- Aluminum Wheels!
- Remote Keyless Entry!
- Rear Vision Camera!
- Bluetooth for Phone!

Stock# J40930

NO Employee Discount REQUIRED!

Was \$22,325 Sale Price: **\$16,588\***

24 MONTH LEASE

**\$159\***

\$999 Down

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

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**PERIOD!**

**2018 TRAX "LT"**



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

Stock# J41567

Was \$23,845 Sale Price: **\$16,499\***

24 MONTH LEASE

**\$159\***

\$999 Down

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**2018 "All New" EQUINOX "LT"**



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

Stock# J41857

NO Employee Discount REQUIRED!

Was \$27,745 Sale Price: **\$22,388\***

24 MONTH LEASE

**\$179\***

\$999 Down

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

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

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



- ECOTEC 3.6L V6 Engine!
- GM Bed Liner INCLUDED!
- Color Touch Screen Radio!
- Steering Wheel Radio Controls!
- Remote Keyless Entry!
- Aluminum Wheels!

Stock# J40400

NO Employee Discount REQUIRED!

Was \$41,710 Sale Price: **\$30,999\***

24 MONTH LEASE

**\$189\***

\$999 Down

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

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

**2018 MALIBU "LT"**



- Color Touch Screen Radio!
- Bluetooth for Phone!
- Rear Vision Camera!
- Aluminum Wheels!
- Power Driver's Seat!
- Remote Start and Entry!

Stock# J41267

Was \$26,895 Sale Price: **\$20,498\***

24 MONTH LEASE

**\$219\***

\$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: **\$27,668\***

24 MONTH LEASE

**\$279\***

\$999 Down

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

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# Local Automotive Heritage Group Gets National Honor

The MotorCities National Heritage Area, a non-profit organization dedicated to the historic preservation of the automotive industry, along with partners the Detroit Metro Convention and Visitors Bureau and Tourism Windsor, has won a prestigious Partnership Award from the Director of the National Park Service (NPS) for the “Find Your Road Trip” tourism guide.

“Find Your Road Trip” celebrated the 2016 NPS Centennial and was designed to bring greater awareness to more people about the unique story of how the area “Put the World on Wheels” said Bob Sadler, communications manager for MotorCities National Heritage Area.

MotorCities collaborated with their tourism partners and six National Park sites in Michigan during the Centennial celebration.

The tourism guide created a contest too, Sadler said. By visiting a combination of six heritage sites and one NPS site, passport stamp collectors received a certificate from Governor Snyder stating “I Found My Michigan National Parks.”

“As an affiliate of the National Park Service, we wanted to increase awareness about the unique and multi-faceted story of this region’s automotive heritage,” said Shawn Pomaville-Size, executive director of MotorCities National Heritage Area Partnership.

“We could not have distributed 40,000 copies nor had so many winners of the passport contest without the help of our two partners, the Detroit Metro Convention and Visitors Bureau and Tourism Windsor Essex Pelee Island.”

There were only six NPS Director’s Partnership awards distributed nationwide, so this is quite an honor for the region, Sadler said.

“Each year, these awards celebrate great partnerships and great accomplishments,” said Acting Director of the National Park Service Michael T. Reynolds.

“This year’s recipients demonstrate the breadth and depth of what can be achieved through partnerships with the National Park Service. They exemplify the important work partners carry out every day in national parks and communities across the country.”

Headquartered in Detroit, Sadler said the MotorCities National Heritage Area Partnership is a nonprofit corporation affiliated with the National Park Service that serves 16 counties representing a population of over 6.5 million.

Its mission is to preserve, interpret and promote the region’s rich automotive and labor heritage for future generations, Salder said.

Regional programs such as those created and shown by MotorCities National Heritage Partnership work to inspire residents of Michigan as well visitors to the state with an appreciation for how the automobile changed Michigan, the nation, and the world, Sadler said.

For those wishing to learn more about MotorCities National Heritage Area Partnership, they can find information on the web at [www.motorcities.org](http://www.motorcities.org); also visit their Facebook page at [www.facebook.com/motorcities](http://www.facebook.com/motorcities) and follow them on Twitter/Instagram: @MotorCities, Sadler said.



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# Uber's Investors See Stock Prices Decline in Year 2017

DETROIT (AP) – Investors in the Uber ride-hailing service didn't get all they wanted in selling at least part of their holdings to a group led by Japanese technology conglomerate SoftBank.

But don't show them too much sympathy. Even though they sold at roughly a 30 percent discount from what the shares were worth in 2016, those who invested early made nearly 100 times their initial stake, going from around 35 cents per share to just under \$33, according to one investor who requested anonymity because the sales are private.

Uber was valued around \$68.5 billion during a 2016 capital investment, but it dropped to somewhere above \$48 billion in the SoftBank deal announced last week. The reasons for the discount are many, among them the seemingly endless string of scandals, lawsuits and fights that plagued Uber through almost all of 2017. Also, competition has gotten tougher from Lyft and Grab in the U.S. as well as Ola in India and several emerging services elsewhere.

During the past year, Uber has been rocked by revelations of rampant sexual harassment in the company, technological trickery designed to hinder regulators, and a yearlong cover-up of a hacking attack that stole personal information of 57 million passengers and 600,000 drivers.

Rohit Kulkarni, managing director of SharesPost, a company that analyzes private company investments, says three big events that happened around the time that SoftBank began courting investors combined to discount the shares. Just before SoftBank's intent to shop for shares was announced, regula-

tors in London refused to renew the cab-hailing app's license to operate.

Then the data hack and cover-up were revealed, and the company told investors its third-quarter net loss had widened to \$1.46 billion on huge legal costs.

The events helped SoftBank's group get a better deal, Kulkarni says. Many big Uber investors include venture capital firms that got in early. They hedged their bets, selling part of their stake to bring big profits to their shareholders while holding the rest for big gains if the company gets past the scandals, the investor said.

"This is still a good deal," said Gartner analyst Michael Ramsey. "The earlier the investment, the bigger the payout."

All-in, the SoftBank group will pump about \$9 billion into Uber, including \$1.25 billion in new shares that were purchased at the 2016 valuation. SoftBank acquired about 15 percent of Uber, while other investors in its group got around 3 percent.

The deal, due to close this month, also brings management stability to Uber, reducing the influence of ousted CEO Travis Kalanick. SoftBank, which has global investments in other ride-hailing companies, gets two seats on the board and will help Uber navigate the tough global competition, says Kulkarni.

Uber's new CEO Dara Khosrowshahi and COO Barney Harford are experienced executives who successfully increased share value at travel booking companies, says Kulkarni, who expects Uber to be worth a total of \$100 billion by the time it offers shares to the public sometime in 2019.

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# Ford Enjoys Good 2017 Thanks to F-150

CONTINUED FROM PAGE 1

record year with expanding retail sales. In December, Edge posted the largest gain in the coastal western region of the country last month, with sales up 8 percent. Explorer sales gained 33.3 percent overall in December, LaNeve said.

Following its initial sales in November, 2018 Expedition is off to a strong start, with new models to retail customers turning in just seven days, with our customers demanding a Platinum series mix of almost 50 percent. Overall Expedition sales totaled 5,458 for the month, as 2018 stock levels are built.

“Lincoln Navigator sales were up 30.1 percent last month,”LaNeve said. “The start is very strong with new models to retail customers turning in just six

days. Customers are seeking out our two highest trim levels, with over 75 percent of our sales mix comprised of Reserve and Black Label.”

Lincoln outpaced the luxury retail segment last year, finishing 2017 up 0.2 percent; Lincoln SUVs posted their best year since 2003, with retail sales up 1.1 percent, LaNeve said.

Full-year Ford sales totaled 2,586,715 vehicles; at retail, trucks were up 4.3 percent, SUVs gained 4.3 percent and cars were down 15.2 percent, LaNeve said. Ford brand sales totaled 2,475,556 vehicles for full-year 2017, marking the eighth consecutive year for Ford as America’s best-selling vehicle brand. In December, Ford sold a total of 89,385 F-Series trucks in December of 2017. That’s compared to 87,512 trucks sold at the same

time in 2016. Mustang sales were up 9.2 percent last month, with 7,714 cars sold, LaNeve said. For the year Ford sold 81,866 Mustangs in 2017. That’s 22.7 percent drop compared to the 105,932 sold in 2016.

The Fiesta sold 3,657 in December of 2017 compared to 3,772, LaNeve said. That’s a drop of 3 percent December to December. Overall, Ford sold 46,249 for the year, a drop of 5.2 percent.

The Ford Focus sold 11,237 in December of 2017 and a total of 158,385 for the year. That’s a drop of 6.2 percent, LaNeve said.

The Fusion sold 17,444 in December of 2017, a drop of 8.8 percent compared to the same time in 2016.

Overall, Ford sold 209,623 in 2017. That is a 21.1 percent drop compared to the 265,840 sold in 2016.

# Edmunds Honoring Ford Innovation at CES Show

CONTINUED FROM PAGE 1

F-150. In a category not typically known for tech features, the sophisticated 2018 Ford F-150 flips the script with advanced driver assistance features, adaptive powertrain calibration and the Sync 3 infotainment system.

- Most Innovative Car: Honda Clarity. With options including pure electric, plug-in hybrid and hydrogen fuel cell models, the 2018 Honda Clarity provides unmatched flexibility when it comes to alternative fuel choices, and proves that innovative design can push the industry further toward a future using renewable energy.
- Most Innovative SUV: Honda CR-V. The 2018 Honda CR-V offers advanced driver assistance technologies and active safety features at an affordable price point, a rarity among SUVs. Coupled with other outstanding features such as a deftly balanced ride and handling, class-leading fuel economy, and a large and clever storage space, the CR-V is a winner.
- Most Innovative Driver Assist Feature: Porsche InnoDrive. Porsche’s InnoDrive maximizes performance and efficiency with a predictive powertrain control that uses GPS, radar sensors, and a camera to see the road ahead and configure the powertrain to optimal settings.
- Most Innovative Infotainment System: Audi MMI. The full-featured but easy-to-use Audi MMI system stands out thanks to a clean, contemporary high-tech experience that keeps distraction to a minimum and seamlessly pairs with Audi’s Virtual Cockpit for a cabin with unrivaled integration.

- Most Innovative Automaker: Audi. As we progress toward fully autonomous vehicles, Audi has pulled ahead of the pack with its strong history of innovation. And with the 2018 A8’s Level 3 automated system about to hit the road, it’s clear that Audi looks to maintain this lead for a while.

The Tech Driven Awards honor new vehicles and systems that are available this year and that were developed and brought to market by automakers represented at CES 2018, Polk said. A panel of Edmunds editors selected the winners based on a combination of factors including actual testing experience; first-to-market or first-to-announce technologies; feasibility and potential impact on the industry; usability and practicality of the technology; and overall ingenuity.

# Ford Sales Showing Strength in Europe

It looks like good old-fashioned Yankee ingenuity is popular in Europe. At least according to October sales figures released by Ford in mid-December.

“Our total vehicles sales in Europe grew by 5.4 percent in October, with Fiesta sales contributing to the sales growth with 20,500 cars sold. Ford SUV sales continue to go from strength to strength, with sales up nearly 29 percent for the Edge, Kuga and EcoSport. We’re anticipating a positive momentum in sales across our entire vehicle range as we enter the last two months of the year,” said Roelant de Waard, v.p., Marketing, Sales and Service, Ford of Europe.

The Ford Ranger pickup had its best October and year to date sales since launch. Close to 36,000 Rangers have been sold in Europe so far this year. Outside

North America, Ranger is the world’s No.2 top selling pickup, and Europe’s best selling pickup year to date September (latest figures), de Waard said.

Ford sold 4800 new Fiestas in Germany during October, making it the country’s best selling small car for the month. The existing Fiesta range will be strengthened further in 2018 with the arrival of the Fiesta Active crossover.

With sales of 126,900 – up 22 percent – in the first ten months of 2017, Kuga is enjoying its best ever sales year. In October, 12,400 Kugas were sold in the traditional Euro 20 markets – up 44 percent compared with the same month last year, de Waard said. And total Transit family sales, from the 2-ton Transit, to the small Transit Courier, were 240,316, up 6.7 percent, for the first ten months of the year.

In October, Transit family sales were up 9.5 percent to 21,682.

DeWaard said October sales highlights include:

- Ford sold 104,800 vehicles in October in its traditional Euro 20 markets, up 5.4 percent compared with October 2016. Year to date sales of 1,153,000 were 0.8 percent up on last year.
- New Fiesta production ramp-up continues to grow with 18,800 new Fiestas sold in Ford’s traditional Euro 20 markets in October.
- Market share growth in Germany, Ford sold 25,100 cars in Germany in October, up 2,600 compared with the same month in 2016, and resulting in a market share of 8.3 percent.
- Sports Utility Vehicle (SUV) sales up 28.5 percent to 18,600 in October driven by strong demand for EcoSport and Kuga.

# New Auto Training Center Opens

GREER, S.C. (AP) – BMW of North America plans to open its second training center in the South by the end of this year.

The Spartanburg Herald-Journal reports that the company’s head of U.S. corporate communications, Kenn Sparks, said Wednesday that the \$12 million BMW Southern Regional Training Center will be located in Spartanburg County. According to plans filed with the county’s planning department, it will be built near the company’s manufacturing plant.

Sparks says the new center is part of BMW Group University, and will train technicians, service personnel and client advisers.



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<b>2018 CHEVY MALIBU LT</b> NO GM EMPLOYEE DISCOUNT REQUIRED LEASE FOR <b>\$179*</b> 36 MONTHS <b>\$999</b> DOWN OR PURCHASE FOR <b>\$20,359*</b> STOCK #VKMGTB	<b>2018 VOLT LT HATCHBACK</b> NO GM EMPLOYEE DISCOUNT REQUIRED LEASE FOR <b>\$339*</b> 36 MONTHS <b>\$999</b> DOWN OR PURCHASE FOR <b>\$29,995*</b> STOCK #VPGBH9	<b>2018 CHEVY TRAX LS</b> NO GM EMPLOYEE DISCOUNT REQUIRED LEASE FOR <b>\$149*</b> 24 MONTHS <b>\$999</b> DOWN OR PURCHASE FOR <b>\$16,239*</b> STOCK #580975	<b>2018 CHEVY TRAVERSE LS</b> NO GM EMPLOYEE DISCOUNT REQUIRED LEASE FOR <b>\$249*</b> 24 MONTHS <b>\$999</b> DOWN OR PURCHASE FOR <b>\$27,389*</b> STOCK #580417

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