

FCA to Invest \$1B in Warren Truck, Give \$2,000 Bonuses

FCA last week unveiled two actions made possible in part by the passage of U.S. tax reform legislation late last year – an additional investment in its U.S. manufacturing operations and a

special payment to recognize employees for their continued efforts toward the success of the company.

First, the company confirmed that it will invest more than \$1

billion to modernize the Warren Truck Assembly Plant to produce the next-generation Ram Heavy Duty truck, which will relocate from its current production location in Saltillo, Mexico, in 2020,

said FCA spokeswoman Jodi Tinson. This investment is in addition to the announcement made in January 2017, which committed to spending a portion of \$1 billion in Warren Truck Assembly

to expand the Jeep product line with the addition of the new Jeep Wagoneer and Grand Wagoneer. The Saltillo Truck Assembly

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Chevy Cruise to Do Just That – No Driver

General Motors filed a Safety Petition with the Department of Transportation for its fourth-generation self-driving Cruise AV, the first production-ready vehicle built from the start to operate safely on its own, with no driver, steering wheel, pedals or manual controls.

The move, said GM spokesman Kevin Kelly, is part of GM’s Zero Crashes, Zero Emissions, Zero Congestion vision.

In the company’s 2018 Self-Driving Safety Report, it’s stated that “General Motors’ mission is to bring our vision of a world of zero crashes, zero emissions and zero congestion to life.

“Safely developing and deploying electric self-driving vehicles at scale will dramatically change our world.”

To that end, GM is developing an autonomous version of the Chevrolet Cruise, Kelly said. It has been built from the start to operate safely on its own, with

no driver. The company has engineered safety into the vehicle in every single step of design, development, manufacturing, testing and validation.

With its advanced sensor systems, the Cruise AV has the capa-

bility to see the environment around it, in 360 degrees, day and night.

It is designed to identify pedestrians in a crosswalk, or an ob-

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Look, Ma, no hands – and no steering wheel in autonomous Cruise AV.

Mark Reuss Speaks About GM’s Future in CES Q&A

Autonomous vehicles, mobility space and market demand were some of the topics covered during an interview with Mark Reuss, GM executive vice president, Global Product Development, Purchasing and Supply Chain at the recent Consumer Electronics Show (CES) in Las Vegas.

Reuss spoke with Ryan Brinkman, an analyst with JP Morgan on a Jan. 9 CES Tech Forum conference call. (A transcript of the full session can be found at Seekingalpha.com.)

Here, in question-and-answer form, is a part of that interview.

Q. What were GM’s latest thoughts on several technology trends, including autonomous driving and mobility space?

A. When it comes to EVs, GM has done well with the Bolt platform and the company is



Mark Reuss

deeply on the path of really understanding the right routes in the duty cycle of the EVs in terms of determining what they

CONTINUED ON PAGE 3



Ford has unveiled plans on how technology affects the planning for future vehicles and cities.

Ford Examines Technology’s Effect on Transportation

From subway systems and bus lines to taxi fleets, ride-hailing services and personal vehicles, cities offer lots of ways to get around.

This abundance of choice must make life easier, right? Unfortunately, no, said Marcy Klevorn, Ford executive vice president and president, Mobility, in an essay on the future of transportation.

“And that’s because each mode of transportation has been

optimized to work as well as it possibly can on its own,” said Klevorn, “but getting them all to work together hasn’t been at the top of too many to-do lists.

“It would be, though, if more of us involved in the transportation system were focused on optimizing mobility for the people in our cities versus the technology itself.

“Picture, for a moment, a cou-

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Putting Together Annual NAIAS Show Takes A Lot of Time and Effort

by Jim Stickford

The 2018 North American International Auto Show is coming to Detroit’s Cobo Center later this month. An event that brings thousands of people from around the world to see what’s going on in the auto industry just doesn’t happen. Ask Max Muncey.

He’s the public relations manager for the show.

“We start the ball moving to get the show ready sometime around Halloween,” Muncey said. “We have a survey crew come down to Cobo and mark the showroom floor. The automakers then come in. There’s a sort of trickle effect where space is marked off. Then about 1,500 union laborers come in and make the magic happen.”

Muncey said that the closer they get to the actual show, the faster things happen. Cobo is still in use during the early stage of the process.

“There are, after all other conventions that use Cobo,” Muncey

said, “during the three-month run-up to the auto show, so our crews don’t take up all the space at Cobo. The Grand Ballroom and some of the other rooms within the facility aren’t worked on until we get closer to the show. But once we get to be about a month out, we take over.”

It’s important that the crews and all those involved in actually setting up the auto show do a good job, Muncey said, because it has international reach.

“I definitely believe that when you compare the influence and impact of this show it’s one of the top three that take place in the year,” Muncey said. “When you factor in the number of journalists who show up to cover the event, and the number of automakers who unveil new vehicles, and when executives talk about their company strategies, you can see just how big of an event this is.”

Muncey said that, as of the be-



Laborers spend weeks getting Cobo Center ready for the annual North American International Auto Show.

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Mayor Duggan Visits Detroit Auto Show

DETROIT (AP) – Detroit Mayor Mike Duggan checked out the site of the city’s upcoming auto show with a tour on Jan. 8.

The mayor walked through the still-under-construction spots where General Motors, Fiat Chrysler, Ford and many other automakers will show off their latest creations starting in about a week.

Duggan shook hands with workers and others as he took a tour alongside NAIAS Chairman Ryan LaFontaine and other officials representing the North American International Auto Show.

Carmakers will debut dozens of new production vehicles and experimental concept cars during the three-day media preview, which gets under way on Jan. 14.

Starting on Jan. 20, the public will be able to visit the show and see hundreds of cars put on display by automakers from around the world at the Cobo Center convention hall in downtown Detroit.

Pacifica Minivan Earns Top Honors from *Road and Track*

Experts at *Car and Driver* have named the 2018 Chrysler Pacifica to their “10Best Trucks and SUVs” list as the winner in the Van category, the second consecutive year that the Pacifica has been honored.

An expansion of the “10Best” franchise, which has awarded the 10 best cars on the market in each January issue for the past 36 years, the “10Best Trucks and SUVs” awards, now in their second year, are organized around segments and recognize one honoree from each segment, said FCA spokeswoman Angela Bianchi.

“In keeping with its mission, the Pacifica moves with aplomb, not overstarched vigor; its suspension is tuned for passenger comfort, while light and faithful steering makes navigating tight parking lots as effortless as knocking back a glass of Yoo-hoo,” *Car and Driver* judges wrote.

“Even so, the Pacifica proves willing enough to dance down a twisty two-lane road . . . To all that, the Pacifica also adds an attractive exterior design, ergonomically friendly interior controls, and an infotainment system that’s perhaps the most intuitive and easy to use in all of autodom. It also returned 31 mpg on our 75-mph highway fuel-economy test, a boon for long family road trips. The Chrysler Pacifica is a refined tool that is now a two-time 10Best winner.”

When evaluating a vehicle against its peers, Bianchi said *Car and Driver* uses three guiding tenets: value, fulfillment of the vehicle’s mission (which changes from segment to segment) and level of engagement from behind the wheel.

With more than 100 available safety and security features, the Uconnect Theater rear-seat en-

tertainment system, and a full array of comfort and convenience technologies, the Chrysler Pacifica is a minivan ideally suited for today’s families and has earned its spot as the most awarded minivan of 2017, *Car and Driver* editors noted.

They also liked how the Pacifica Hybrid takes this vehicle a step further with its innovative, advanced plug-in 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.

Bianchi said the Chrysler Pacifica lineup is expanding for 2018 with the addition of the S Appearance Package, which offers a customized, athletic look featuring black accents inside and out.

The Chrysler Pacifica also receives additional updates for the 2018 model year, including standard SafetyTec across all gas and hybrid models, and upgraded Uconnect 4 systems with Apple CarPlay and Android Auto.

Bianchi said that *Car and Driv-*



The 2018 Chrysler Pacifica

er is known for its expert editorial team that is highly regarded by car enthusiasts and automotive manufacturers for its integrity, engineering insights and high standards.

The magazine is published monthly by Hearst, boasting the largest audience of any monthly automotive magazine.

The *Car and Driver* brand is also a leading online source of

information for automotive enthusiasts and in-market car buyers, delivering comprehensive coverage of the automotive landscape to 13 million users each month.

The brand extends across many platforms, including digital, radio, mobile apps, events, custom marketing programs and integrated marketing databases.

Chevrolet’s Cruise Prototype On the Move

CONTINUED FROM PAGE 1

ject darting suddenly into its path, and to respond accordingly. It can maneuver through construction cones, yield to emergency vehicles and react to avoid collisions.

By integrating GM’s self-driving system into the vehicle from the beginning, and through close coordination between the hardware and software teams, GM has evaluated potential failure modes for all systems, and addressed them throughout development to ensure a safe

and reliable product, Kelly said.

This comprehensive, integrated approach to safety, he said, combined with testing in one of the most complex environments in the world, allows us to safely take the next step – elimination of the steering wheel, pedals and other manual controls – from the vehicle.

The Chevy Cruise AV has the potential to provide a level of safety far beyond the capabilities of humans.

As GM’s experience and iterative improvements continue, the company will advance

closer to its zero crashes vision.

The first step to achieving this goal is testing its prototype, Kelly said.

The Cruise AV is designed to operate safely on its own, with no driver, steering wheel, pedals or other manual controls when it goes on the road in 2019.

DENSO Putting On Big Display At NAIAS

DENSO, an automotive technology, systems and components supplier with its North American headquarters in Southfield, has created a companywide framework in 2017 embracing new products and technologies critical to the future of mobility.

The company will put this vision on display at the 2018 North American International Auto Show (NAIAS) at Cobo Center, said DENSO spokeswoman Bridgette LaRose.

DENSO’s roster of engineering and recruiting experts will be available at the show to demonstrate interactive mobility technology displays and virtual reality experiences that illustrate how a future of connected, autonomous, shared and electrified transportation becomes a reality.

This is DENSO’s 14th consecutive year participating at NAIAS. The company is a premier sponsor of the event, LaRose said.

“Transportation will change rapidly over the next decade, as will society’s and our customers’ needs,” said Bill Foy, senior vice president of Engineering at DENSO’s North American headquarters.

“Our presence at NAIAS will express how we intend to deliver on these needs and create a future where mobility benefits society without hurting the environment.”

Among the products and services DENSO will have on display:

- Oculus Rift VR Connected Driving Demo. Connectivity will reduce accidents, improve vehicle efficiency and make driving easier. Participants can enter a cockpit of a future connected car through a virtual reality headset.

- Powering Future Electric Vehicles & Shared Mobility. Vehicles will soon be largely powered by renewable energy, electric batteries and fuel cells. Visitors can see how DENSO inverters and other technologies will make electric vehicles more viable.

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Meeting 2: 11:30 a.m. - 12:20 p.m. *(lunch included)*

LOCATION: Detroit Marriott at the Renaissance Center
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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.

FCA Invests \$1B in Warren Truck, Gives \$2,000 Bonuses

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Plant will be repurposed to produce future commercial vehicles for global distribution, Tinson said.

To support the increased volume at the Warren facility, 2,500 new jobs will be created, above and beyond the jobs promised as part of the January 2017 announcement.

Secondly, FCA confirmed that it will make a special bonus payment of \$2,000 to approximately 60,000 FCA hourly and salaried employees in the U.S., excluding senior leadership.

The payment, Tinson said, which recognizes employees for their continued commitment to FCA's success, will be made in the second quarter of this year, and will be in addition to any profit sharing and salaried performance bonuses that employees would otherwise be eligible to receive in 2018.

The special bonus will be paid

to all eligible employees of the FCA automotive and components operations in the U.S.

"These announcements reflect our ongoing commitment to our U.S. manufacturing footprint and the dedicated employees who have contributed to FCA's success," said Sergio Marchionne, FCA's Chief Executive Officer.

"It is only proper that our employees share in the savings generated by tax reform and that we openly acknowledge the resulting improvement in the U.S. business environment by investing in our industrial footprint accordingly."

FCA has invested \$10 billion in its U.S. manufacturing operations since June 2009, Tinson said. Most recently, FCA announced investments totaling \$3.5 billion, with the addition of 3,700 new jobs, to strengthen its U.S. manufacturing base, and align U.S. capacity to extend the Jeep and Ram product lines.

Those investments and related actions involved production shifts at three plants in Illinois, Ohio and Michigan to gain capacity for the Jeep Cherokee, Jeep Wrangler and Ram Light Duty truck, and the introduction of three new Jeep models at plants in Ohio and Michigan.

The investments include:

- \$350 million in the Belvidere (Ill.) Assembly Plant to produce the Jeep Cherokee, which moved from Toledo, Ohio, in 2017. More than 300 new jobs were added to support production.
- \$700 million in the Toledo (Ohio) Assembly Complex to retool the North plant to produce the next-generation Jeep Wrangler. Approximately 700 new jobs will be added to support production.
- \$1.5 billion in the Sterling Heights Assembly Plant to build the next-generation Ram 1500 truck. More than



The Warren Truck Plant is getting additional investments.

700 new jobs will be added to support production.

- \$1 billion in the south plant of the Toledo Assembly Complex to prepare the facility to produce an all-new Jeep truck, and in the Warren Truck Assembly Plant to modernize the plant to build the all-new

Jeep Wagoneer and Grand Wagoneer.

More than 2,000 new jobs will be added at these two plants to support production.

The plant investment actions announced last week are subject to the negotiation and final approval of incentives by state and local entities.

Reuss Talks at CES About General Motors' Future Use of Technology

CONTINUED FROM PAGE 1

have to in different environments.

So we know just from a mathematical standpoint relative to up-time and we announced we're very capable of doing that because we have our high mileage Better Electric Vehicle (BEV) in the Bolt platform and the battery developed to do that and we have the battery developments in the future to do that. So the reason why it's important for us is because of our mission of zero emissions, zero congestion and zero crashes.

Also, New Energy Vehicle mandates in China will absolutely dictate the creation of better EVs that will sell in high volumes.

So we're ready for that, getting ready for that over the next two years that begins to phase in and high volumes. So General Motors is very much prepared for that . . . In the United States, you see states like California looking very carefully at what China is doing from the zero emission vehicle standpoint or the self-mandate standpoint. I think there's high interest because of some of the climate change we see, factually notating and take the political side out of this.

Q. EVs have never made money for OEMs, and, given that fact, how should the investors think as electrics become a greater and greater part of GM's production? What are the profitability implications of that, and when do you think that electric vehicles could become profitable?

A. GM's upcoming battery platform will allow the company to be producers of accessible profitable EVs.

And so, that is the mantra inside of GM. It is a rally cry. And I think if you look at our track record on some of the stuff seemingly high barriers and high bars of technology and execution, whether it'd be AV, EV or otherwise, we have a pretty good track record of taking those rally cries and converting them into things that people want and are doing it profitably. Is it every vehicle in every segment? No, it doesn't happen overnight.

Q. What about AVs?

A. In the past, GM announced that the company would have ear-

ly AV vehicles in certain urban environments by the year 2019. And we're on that track. So I think in '19, you will see us deploying into those urban ride share environments, whether it'd be what people who we partnered with already to create the route structure or the route structure that we create ourselves, you will see more to come on that.

Q. Does GM plan to sell autonomous vehicles to rival ride sharing businesses?

A. The company hasn't decided yet. The market is still so new, but GM is willing to work with others if the numbers make sense.

Q. GM has a good chance of being first in developing an autonomous ride share vehicle. What would be the advantages of doing that?

A. Well, I think – well, I actually know – the barriers to producing a vehicle that has the safety integration, that has the technical integration, that has the redundant systems, that has the cost basis of the sensors, that has the propulsion – all of those things – correct to produce a vehicle that is . . . profitable and data monetization and ride share and all of those things.

Those barriers are very high. And so being first into that creates quite a moat around some of those places where it's first deployed. And I think that the safety piece of that is really a high bar and working with NHTSA and some of the regulatory pieces of that, this has never been done before.

So, creating that again creates an upside that GM thinks is really important, and that's why the company hasn't made all the decisions on what to vertically integrate. But GM has made the decisions of what technology it's going to do itself and what the company will do with partners in the supply base.

And, by the way, the supply base is incredibly important in this. But the integration and the electric architecture and the way it works in a car safely from a cyber standpoint as well is something that we have to own as a maker.

Q. What about adding tech to pickups, a vital market for OEMs, while still making an affordable truck in an economic way?

A. What's been holding GM back has been production capacity. But we are constrained in our manufacturing footprint on going at the heart of the market that people really want on the last gen of the pickup, so we're solving things like that too.

I think you'll see some things on this pickup truck that you haven't seen before in the market

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Notre Dame's Killer Bees prepare for the upcoming robot season with help from Fiat Chrysler.

FCA Helping Next Gen of Robot Designers

Ahead of the (Jan. 6) kickoff of the 2018 FIRST Robotics season, the FCA Foundation, the charitable arm of North American automaker FCA US, has awarded more than \$228,000 in grants to 51 Michigan-based FIRST Robotics Competition (FRC) teams.

The grants (\$4,475 per team) will help offset the costs i.e. registration fees, parts and materials and team apparel associated with participating in the 2018 FIRST POWER UP challenge. FIRST (For Inspiration and Recognition of Science and Technology), is an international, K-12 not-for-profit organization founded to inspire young people's interest and participation in science and technology, said FCA spokesman Kevin Frazier.

"We are proud to partner with

an organization that is committed to inspiring the next generation of science, technology, engineering, and math (STEM) professionals," said Phil Jansen, head of Product Development, FCA – North America. "The experience that students gain through their participation in FIRST programs is invaluable in preparing them for STEM-based careers."

This year alone, Frazier said the FCA Foundation has awarded more than \$400,000 to student robotics programs, including grants for Michigan-based FIRST Tech Challenge and FIRST LEGO League teams, First in Michigan and 2018 FIRST Championship – Detroit (April 25-28).

Additionally, more than 80 FCA US employees will guide FRC teams through the competition season as volunteer team mentors and coaches.

The FCA Foundation awarded grants to the following Michigan FRC teams:

- Almont High School, Shock and Awe-sum;
- Avondale High School (Auburn Hills), RoboJackets;
- Bedford Robotics Association, Inc. (Temperance), S.P.E.E.D.;
- Berkley High School & Hazel Park & Shrine Catholic High School, Da Bears;
- Birmingham Seaholm & Birmingham Groves High Schools, Maple Machine;
- Bishop Foley Catholic High School (Madison Heights), Foley Freeze;
- Bloomfield Hills High School, Bionic Black Hawks;
- Brandon High School (Ortonville) & Holly High School, Truck Town Thunder;
- Canton, Plymouth, and Salem High Schools, Lighting Robotics;
- Capac Community Schools, Metal and Soul;
- Cardinal Mooney Catholic (Marine City), RoboSapeins;
- Carman-Ainsworth High School (Flint), The Megatron Oracles;
- Central High School (Grand Rapids), D Cubed;
- Clarkston High School, Team RUSH;
- Detroit Catholic Central High School (Novi), CC Shambots;
- Dundee High School, Dundee Vi-Borgs;
- Fenton High School, Titanium Tigers;
- Ferndale High School, IMPIS;
- Genesee Robotics Area Youth Team (Fenton), GRAYT Leviathons;
- Goodrich High School, More Martians / Martians;
- Grand Blanc High School, EngINERDs;
- Gross Ile High School, Wired Devils;
- Imlay City High School, Spartronics;

- International Academy East (Troy), Benzene Bots;
- Jalen Rose Leadership Academy (Detroit), Jaguars;
- Lake Orion High School, Dragons;
- Lapeer County Ed-Tech, Galaktech Invaders;
- Linden High School, Robo Eagles;
- Livonia Public Schools, The Livonia Warriors;
- Macomb Academy of Arts and Sciences (Armada), Fighting PI;
- Mercy High School (Farmington Hills), The Riveters;
- Northwestern, Southwestern and Mott Middle College High Schools (Flint), Team F.I.R.E.;
- Notre Dame Preparatory (Pontiac), Killer Bees;
- Oakland Tech Northeast (Pontiac), Juggernauts;
- Our Lady of the Lakes (Waterford), Lakers;
- Oxford Community Schools, TORC;
- Pontiac Academy for Excellence, Team Eagle;
- Pontiac High School, Wings of Fire;
- Rochester Adams & Stoney Creek High Schools (Rochester Hills), Adambots;
- Rochester High School, The Feds;
- Skyline High School (Ann Arbor), Eagle Imperium;
- South Lake High School (St. Clair Shores), Cavbots;
- South Lyon Community Schools & South Lyon Robotics, Flying Toasters;
- Southeastern High School of Technology (Detroit), JungleBots;
- St. Clair High School, Flurb;
- Stevenson & Henry Ford II & Utica High Schools (Sterling Heights), Crevolution;
- Stoney Creek High School (Rochester Hills), Cyber Cats;
- Walled Lake Schools, The Monsters;
- Warren Consolidated Schools, Steel Armadillos;
- Waterford Kettering High School, The Captains.

New Web Tech For Land Bank

DETROIT (AP) – The website for Detroit's Land Bank Authority has been redesigned and will improve communication with home buyers.

The agency says the new BuildingDetroit.org has maps, zip code, street, district and neighborhood search functions. It has more traffic capacity and stronger security. Buyers also can see the status of applications, property purchases, and upload documents to the Web site. The land bank has sold about 4,000 vacant houses and 8,500 side lots.




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Dodge Makes Its Possible to Learn Drag Racing

Dodge/SRT and the Bob Bondurant School of High Performance Driving in Phoenix are offering new performance-packed one-day drag racing class, featuring the 840-horsepower 2018 Dodge Challenger SRT Demon – the most powerful muscle car ever.

The new “Dodge/SRT Bondurant Drag Racing School” complements Bondurant’s “Official High Performance Driving School of Dodge/SRT” class provided to all customers who buy an SRT model vehicle and includes both classroom instruction and on-track performance driving, said FCA spokeswoman Eileen Wunderlich. 2018 Dodge Challenger SRT Demon owners have the chance to participate in either one of these full-day classes at no additional charge.

In addition to the Challenger SRT Demon, the new drag racing course will also feature other Dodge high-performance vehicles, including the 707-horsepower Dodge Challenger SRT Hellcat and Hellcat Widebody, and the 485-horsepower Dodge Challenger SRT 392.

“With the 840-horsepower Dodge Challenger SRT Demon, 707-horsepower Charger and Challenger Hellcats and the 475-horsepower Durango SRT, the Dodge/SRT brands deliver more horsepower than any other brand in our segment,” said Tim Kuniskis, head of Passenger Cars, Dodge/SRT, Chrysler and FIAT, FCA - North America. “With great power comes responsibility, so we want our enthusiasts to respect the full capability of their machines.”

“Our Dodge/SRT partnership with the highly acclaimed Bob Bondurant School of High Performance Driving, which comes with the purchase of an SRT, gives our customers the opportunity to get the most out of their new vehicles in a controlled environment, as well as gives anyone interested in our performance cars the chance to get behind the wheel of one at the track. Where else can you drive a Demon without having to buy one?”

Pre-registration for the “Dodge/SRT Bondurant Drag Racing School” began on Jan. 12, Wunderlich said.

The first class will start on March 9. Demon and SRT owners register for the class through the Dodge/SRT concierge line, 800-998-1110, as their vehicle identification numbers will be verified. All others register at Bondurant.com/dragracing, Wunderlich said.

Detroit Zoo Gives Xmas Trees to The Animals

ROYAL OAK, Mich. (AP) – Some animals at the Detroit Zoo will get belated Christmas gifts in the form of recycled evergreen trees.

The Detroit Zoological Society says the trees were placed in habitats on Jan. 10 for animals to “play with, roll around, strip and tear apart.”

The zoological society said that the never-decorated trees are unpainted, untreated and part of a comprehensive animal care program at the zoo that ensures habitats are ever-changing and appropriately complex.

Wolves, a wolverine, arctic foxes, red pandas and otters will get the Fraser fir trees donated by The Home Depot locations in Southfield and Madison Heights.

The zoo is north of Detroit in Royal Oak.

It is operated by the zoological society.

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Intel CEO Talks About AVs At CES Event in Las Vegas

by MATT O'BRIEN
AP Technology Writer

LAS VEGAS (AP) – Intel has big plans to steer toward new business in self-driving cars, virtual reality and other cutting-edge technologies. But first it has to pull out of a skid caused by a serious security flaw in its processor chips, which undergird many of the world’s smartphones and personal computers.

Intel CEO Brian Krzanich opened his keynote talk Jan. 8 at the annual CES gadget show in Las Vegas by addressing the hard-to-fix flaws disclosed by security researchers early in January.

At an event known for its technological optimism, it was an unusually sober and high-profile reminder of the information security and privacy dangers lurking beneath many of the tech industry’s gee-whiz wonders.

Some researchers have argued that the flaws reflect a fundamental hardware defect that can’t be fixed short of a recall. But Intel has pushed back against that idea, arguing that the problems can be “mitigated” by software or firmware upgrades. Companies from Microsoft to Apple have announced efforts to patch the vulnerabilities.

And Krzanich promised fixes in the coming week to 90 percent of the processors Intel has made in the past five years, consistent with an earlier statement from the company . He added that updates for the remainder of those recent processors should follow by the end of January.

Krzanich did not address the company’s plans for older chips.

To date, he said, Intel has seen no sign that anyone has stolen data by exploiting the two vulnerabilities, known as Meltdown and Spectre.

The problems were disclosed last week by Google’s Project Zero security team and other researchers. Krzanich commended the “remarkable” collaboration among tech companies to address what he called an “industry-wide” problem.

While Meltdown is believed to primarily affect processors built by Intel, Spectre also affects many of the company’s rivals. Flaws affecting the processor chips also endanger the PCs, internet browsers, cloud computing services and other technology that rely on them. Both bugs could be exploited through what’s known as a side-channel attack that could extract passwords and other sensitive data from the chip’s memory.

Krzanich himself has been in the spotlight over the security issue after it was revealed that he had sold about \$39 million in his own Intel stocks and options in late November, before the vulnerability was publicly know. Intel says it was notified about the bugs in June.

The company didn’t respond to inquiries about the timing of Krzanich’s divestments, but a spokeswoman said it was unrelated to the security flaws.

During his presentation, Krzanich also launched into a flashy and wide-ranging celebration of the way Intel and its partners are harnessing data for futuristic innovations, from 3D entertainment partnerships with Paramount Pictures to virtual-reality collaborations with the 2018 Winter Olympics and a new breakthrough in so-called quantum computing.

A self-driving Ford Fusion rolled onto the stage of the casino theater where Krzanich gave his talk. It’s the first of a 100-vehicle test fleet run by Mobileeye, the Israel-based software company that Intel bought for \$15 billion last year. Mobileeye processes the information cars “see” from cameras and sensors.

A flying taxi – the German-built Volocopter – later lifted from the stage. Then came the drones, in a musical performance that Krzanich said would mark a Guinness record for the “world’s first 100-drone indoor lightshow without GPS.”

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Toyota Heir Passes Away

by YURI KAGEYAMA
AP Business Writer

TOKYO (AP) – Tatsuro Toyoda, the former Toyota Motor Corp. president who led the company’s climb to become one of the world’s top automakers, has died. He was 88.

Toyoda, a son of the company’s founder, died Dec. 30 of pneumonia, the Japanese automaker said Jan. 6.

Toyoda, the automaker’s seventh president, stepped down from the position in 1995, while continuing in other posts, such as adviser, a title he held until his death.

He was instrumental in setting up the California joint venture with U.S. rival General Motors called NUMMI, or New United Motor Manufacturing Inc., which began production in 1984. At that time, it was heralded as a pioneer in international collaborations in the industry.

With a career focused on international operations, Toyoda served as NUMMI’s first president, and is known for his efforts to bring together Toyota’s corporate culture of super-efficiency, teamwork and empowering workers with American culture, including introducing a new style of labor-management relations.

Toyoda’s father, Kiichiro Toyoda, founded the company. His brother Shoichiro Toyoda, whom he succeeded as president, is current President Akio Toyoda’s father. When Tatsuro Toyoda handed the helm to an executive

Tatsuro Toyoda

outside the Toyota family, there was speculation he may be the last Toyoda family member to lead the company.

But Akio defied skeptics to become president in 2009, underlining the family’s legacy for the automaker. The rural house that marks the automaker’s humble beginnings serves as a monument today. Toyota employees still repeat the sayings handed down by the family leaders about hard work and a hands-on approach.

The company name is spelled and pronounced with a “T,” instead of the “D” as in the family name, because it was considered to bring luck, according to fortune-telling.

Born in 1929, Tatsuro Toyoda was a graduate of the prestigious University of Tokyo, earning a degree in mechanical engineering.

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\$999 Down

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

24 MONTH LEASE

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 - Aluminum Wheels!
 - Power Driver's Seat!
 - Remote Start and Entry!
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Van Dyke Across From GM Tech Center







The 2017 XT-5 helped propel sales Cadillac sales around the world.



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Payments on these 2018 Cadillac's are for a standard model XT5 MSRP of \$41,190, ATS Sedan AWD with an MSRP of \$38,715 and a Luxury AWD CT6 AWD Courtesy Transportation Vehicle (CTA) with MSRP of \$69,585, stk# 101952. Lease is through GM Financial with top tier credit approval, 10,000 mile per year total. \$0 cap cost reduction down, only typical startup costs of taxes, license, registration, first months payment, acquisition and dealer fees due at signing. Must take delivery out of dealer stock by 1/31/18. Lessee pays for excess wear, over mileage and disposition fee of \$595 at end of lease. Residency restrictions apply. May not be available with other offers. Must have Cadillac Lease Loyalty rebate (must currently lease a Buick, Cadillac, Chevrolet or GMC through Ally, GM Financial or US Bank). Not required to terminate current lease or trade vehicle. Loyalty offer is transferable to individuals residing in the same household. Price based on GM Employee Pricing. Others slightly higher.. ©2017 General Motors. Cadillac® XT5® ATS® CT6®

Cadillac's Efforts to Grow Brand Across Globe Work

Cadillac recorded its second-highest sales mark in the brand's 115-year history, delivering 356,467 vehicles worldwide in 2017 and resulting in a 15.5 percent sales increase year over year.

China continues to be a strong market for the brand, with sales up 50.8 percent year over year. Cadillac also achieved significant sales growth in most international markets, with export sales growing over 10 percent during 2017, said Cadillac President Johan de Nysschen.

"The resurgence of the brand is underscored by our attaining the second-highest total sales figure in Cadillac's 115-year history," said de Nysschen. "Our objective of rapidly establishing a second volume hub for the brand to complement our U.S. operations has been attained, as our Chinese business grew exponentially, leaving us well-positioned for sustained growth going forward."

The XT5 crossover remains the brand's top-selling product, with a total of 143,905 units delivered worldwide in 2017, de Nysschen said. In Israel, the crossover ranks as the second-

best-selling luxury vehicle in the market. Globally, sales of the ATS remain strong and are up 17.2 percent for the year.

Throughout 2017 U.S. average transaction prices maintained the upward trajectory initiated in the prior two years, remaining well above \$54,000. Cadillac continues to have the second-highest average transaction prices among major luxury automotive brands in the U.S.

"In the U.S., our focus on high-quality business has seen overall revenue growth being supported through higher transaction prices, while Cadillac residual values continue to strengthen, leaving us well positioned for 2018 and beyond, in preparation of our new product offensive starting with introduction of the XT4 later this year," said de Nysschen.

Sales by region:

- United States sold 156,440 in 2017 and 170,006 in 2016.
- China sold 175,489 in 2017 and 116,406 in 2016.
- In the rest of the world Cadillac sold 24,538 in 2017 and 22,293 in 2016.

Overall Cadillac sold 356,467 in 2017 and 208,718 in 2016.

Ally Financial Pays Dividend

The board of directors of Ally Financial Inc. declared a quarterly cash dividend of 13 cents per share of the company's common stock, payable on Feb. 15 to shareholders of record on February 1, 2018.

Ally Financial spokeswoman Sari Jensen said that Consistent with the company's 2017 CCAR capital plan, the dividend reflects a \$.01 per share increase relative to Ally's prior quarterly cash dividend.

Jensen said Ally Financial Inc. is a leading digital financial services company and a top 25 U.S. financial holding company offering financial products for consumers, businesses, automotive dealers and corporate clients.

"The company's legacy dates back to 1919," Jensen said. "The company was redesigned in 2009 with a distinctive brand, innovative approach and focus on its customers."

Jensen said Ally has an award-winning online bank (Ally Bank Member FDIC and Equal Housing Lender), one of the largest full service auto finance operations in the country, a complementary auto-focused insurance business, a growing digital wealth management and online brokerage platform, and a corporate finance business offering capital for equity sponsors and middle-market companies.

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OEMs Progressing on Improving Mileage

Today’s fuel economy trends release by the Environmental Protection Agency (EPA) shows automakers are fully capable of meeting fuel economy standards on a per vehicle basis. At least that is what the Consumers Federation of America believes

While the fuel economy of the entire U.S. fleet increased by only 0.1 MPG in 2016 over the previous year to a record 24.7 MPG, the individual size classes saw much greater increases in fuel economy, said Jack Gillis, CFA’s Director of Public Affairs and author of Center for Auto Safety’s “The Car Book”.

“SUV’s and crossovers, which are the fastest growing vehicle segment, are also seeing the most rapid gains in fuel economy,” said Gillis. “Small 2WD SUV’s and crossovers saw an increase of 1.1 MPG, and larger traditional SUV’s and crossovers increased by 0.3 MPG. “The good news, thanks to the standards, is that the most popular vehicles have significantly increased their fuel efficiency. This simply would not have happened without the current fuel efficiency requirements.”

This release of CAFE numbers demonstrates exactly why the current CAFE standards are working. By offering the manufacturers size flexibility in compliance, they encourage improvements across the board,” said Gillis. What is particularly remarkable about the standards is that a class of vehicles once called ‘gas guzzlers’ are now achieving fuel efficiency ratings roughly similar to the sedans of 10 years ago.

Automakers don’t need to sell only subcompacts to meet targets, Gillis said, they simply have to make the vehicles they sell, and that consumers want to buy, increasingly more fuel efficient.

“In fact, increases in fuel efficiency are one reason why SUVs and crossovers are becoming more popular,” Gillis said.

“The last thing the American auto industry needs is a rollback of the standards that are making their vehicles popular and increasing their global attractiveness.”

In addition, Gillis said a report done by CFA last year shows SUVs, crossovers and pickups with high MPG percent increases sell better than their lower MPG increase counterparts.

The failure of automakers to meet the 2016 fuel economy standards on a fleet wide basis while noteworthy, needs to be put into perspective, Gillis said.

In addition to increased sales of SUVs and crossovers, the 2016 standards were going to be tough to meet for two key reasons: the standards themselves saw a significant increase in stringency for 2016 and there was a notable lack of “all-new” vehicles released.

Automakers are most able to increase the fuel economy of vehicles when they bring totally redesigned models on line with the latest technology. Most models have a life of about five years where they stay essentially the same, Gillis said.

Uncharacteristically, Gillis said the 2016 model year had only one vehicle (the Honda Civic) in the top 10 bestsellers that was “all-new”. CFA is confident that CAFE numbers for subsequent years are expected to jump up as auto manufacturers introduce higher numbers of new, high-tech models. These vehicles include several new technologies from start/stop, to turbos, lightweight materials, multi speed transmissions and cylinder deactivation.

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AAM Presenting at Event

American Axle & Manufacturing Holdings, Inc. (AAM), will participate in the 2018 Deutsche Bank Global Auto Industry Conference on Jan. 17.

Starting at 10:20 a.m. eastern time, David C. Dauch, AAM’s Chairman and Chief Executive Officer, will discuss recent business developments, said AAM spokesman Christopher Son.

A live audio webcast will be accessible through the Investor Relations page on AAM’s website (www.aam.com), Son said.

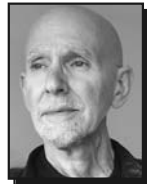
A replay of the webcast will be available to those interested in seeing the presentation once the event is completed, Son said.

“AAM is a premier, global leader in design, engineering, validation and manufacturing of driveline, metal forming, powertrain, and casting technologies for automotive, commercial and industrial markets,” Son said. “Headquartered in Detroit, AAM has over 25,000 associates operating at more than 90 facilities in 17 countries to support our customers on global and regional platforms with a focus on quality, operational excellence and technology leadership.”

The Conference will take place at the MGM Grand Detroit from Jan. 16 - Jan. 17, Son said. Senior executives from leading companies in the automotive industry will present on their businesses and financials. They will also be available for one-on-one and small group meetings throughout the conference. Keynote presentations from OEMs will be an agenda highlight as well as special programming during the conference.

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City of Detroit, Dan Gilbert Make Pitch for Amazon HQ

DETROIT (AP) – In its pitch to persuade Amazon to locate its second headquarters downtown, Detroit has offered something once considered an embarrassment: vacant space.

Detroit’s proposal to the Seattle-based online retail giant includes office space in existing buildings, more square footage in projects under development and nearly 100 acres to build on.

The pitch also features a promise from local utilities to offer wind power and systems to help maximize energy efficiency in Amazon buildings, and research and development partnerships with colleges and universities.

Amazon has made clear that tax breaks and grants will be a big factor in its decision about where to locate its \$5 billion project.

Detroit released its response to Amazon’s request for proposals as part of Freedom of Information Act requests, but it redacted the dollar value of its proposed incentive package.

Dan Gilbert, founder of online mortgage lender Quicken Loans and Bedrock commercial real estate, was picked last year by Mayor Mike Duggan to lead the team pursuing Amazon.

Detroit’s bid, which was submitted in collaboration with the state and Wayne County, also dangles a low Michigan corporate tax rate and economic development tax incentives.

Those include allowing Amazon to keep all of the state personal income taxes paid by its employees within key headquarters development sites for 10 years, and half of the taxes for the next 10 years.

The Associated Press sought proposals from dozens of the 238 applicants trying to draw Amazon’s second headquarters. More than

15 states and cities, including Chicago, Cleveland and Las Vegas, refused the requests, while others like Detroit and Philadelphia released their proposals with the financial details redacted.

The *AP* also sought invoices outlining how much public money was used to create the proposals and on public relations campaigns to promote them.

A spokeswoman for Gilbert’s Bedrock real estate said that details would not be released on how much was spent on Detroit’s response, public relations and on a more than 240-page book – “MOVE HERE. MOVE THE WORLD.”

The full-color book is 9-inches by 12-inches and nearly an inch-thick, and it highlights the benefits of locating in Detroit and the region.

John Roach, a spokesman for Duggan, said salaried City Hall staff worked on the pitch. Roach said he believes one of Gilbert’s companies paid for the book.

Among the things highlighted in Detroit’s pitch to Amazon:

- 3.2 million square feet in existing buildings, 1.3 million square feet of development projects that are underway and 71 acres of development sites in the U.S., and 20 acres across the Detroit River in Windsor, Ontario.
- Enough vacant land and surface parking lots in Detroit’s Central Business Districts and four surrounding neighborhoods to accommodate another 191 million square feet of development.
- Monthly rents in greater downtown average \$1.28 per square foot, according to figures in the response to Amazon.

NAIAS Takes Long Hours to Make Happen

CONTINUED FROM PAGE 1

ginning of January, more than 5,000 journalists have received credentials to cover the show. They come from 61 different countries.

“The show is only getting bigger and more important,” Muncey said. “That’s due to the changing nature of the car business.

“With so many new technologies being adopted by OEMs, we’re now seeing people who one does not normally associate with car shows. They are tech entrepreneurs and new suppliers. The media influence of the event is only growing.”

One of the tricky parts of putting together the car show is allotting space to OEMs, Muncey said. Cobo just underwent a refurbishing that created more space for shows. But prime space is still in short supply, so the show’s executive committee has an equation that determines floor space for the different auto-makers.

In addition to there being more players in the auto industry, the technology used to put on the different displays has advanced, Muncey said.

He credits the people who run Cobo with keeping up with the times and putting in the infrastructure needed for more technologically sophisticated displays. – things like fiber optic cables and broadband.

“As we get more journalists coming to the show, the demand for broadband and other technologies has only grown,” Muncey said.

“Gone are the days where you just needed a big room where reporters could park their typewriters. Now people podcast directly from the show, and Cobo has kept up with the times.”

The 1,500 union laborers are just those working directly for the auto show, Muncey said. Individual OEMs have to bring in their own people to operate their displays, and that number can also run in the hundreds, if not thousands.

So during the press preview week, there are thousands of journalists, laborers, OEM executives, suppliers personnel and caterers at Cobo.

“This event is huge and there are people who come from around the world who come to Detroit in January as tourists just to see the cars,” Muncey said.

“And then once the show is opened up to the public we expect between 900,000 and a million people to have visited Cobo for the event.”

When asked if he had any favorite OEM display, Muncey said like any good parent, he loves his “children” equally.

“But I will admit to having a favorite part of the entire auto show process,” Muncey said. “I must say that my favorite part is seeing all the OEMs set up their displays. Seeing the main floor go from a giant empty room to a place with just beautiful displays of the latest cars.

“As a lifelong car guy, it is just so exciting for me to see vehicles get their worldwide debut in Detroit, my hometown. It’s a real privilege to be a part of the team that makes that happen.”



Laborers work weeks to construct displays for the 2018 NAIAS.

Ford Maps Tech, Transportation at CES

CONTINUED FROM PAGE 1

ple in New York City who has purchased a large area rug and now has to figure out how to get it home,” Klevorn said.

“Dragging the rug behind them to a subway station or bus stop is impractical. Finding a taxi or ride-hailing service that can accommodate their purchase is unlikely. Even getting the item delivered to their apartment can be a challenge – they may not be able to be at home during the delivery window that inevitably gets extended when traffic prevents the driver from arriving on time. Or, the delivery van may be unable to find easy parking on their busy street, leading to double parking that clogs up traffic even more.”

Now, what if this couple had the ability to hail a ride that will fit their purchase?

Or what if the store’s delivery service was able to assess real-time traffic issues to reach their home at the same time they arrive, having reserved and paid for curbside parking through wireless transactions – all while avoiding any negative impact on other road users and residents, Klevorn said.

The way to tackle these challenges is to think of the multiple mobility elements in a city as part of a singular transportation network comprising several layers – the infrastructure, including roads and sidewalks; equipment, such as traffic lights; transportation modes, such as personal vehicles, mass transit and ride-sharing services; and finally, digital interfaces and processes.

Individual solutions – electric vehicles, autonomous vehicles, ride-sharing services – can all serve a purpose, but they need to act in the context of this system with all the other components, speaking a common language and working together.

“So how do we create this smarter system, one that can offset inevitable increases in demand with intelligence and efficiency?” Klevorn said. “Clearly, we can’t redesign our cities from

scratch or make significant investments in new infrastructure that follows the same models. What we need to do is unleash our creativity to provide innovative solutions to our transportation systems that improve them for the good of everyone using our roadways.

“At Ford, we’re developing solutions that can help synchronize this cacophony of services and functions to orchestrate a safer, more efficient city environment. Advancing our complex urban transportation systems to this level entails the large-scale connection of various, distinct bits of information. Our cities need a platform that can facilitate the flow of information and perform base processes – such as payment methods or identity verification – to support the entire ecosystem. Working with our partners at Autonomic, we’re developing exactly that with the creation of the Transportation Mobility Cloud – an open, cloud-based platform for mobility services.”

With this platform, transportation modes in cities can work together, Klevorn said. For example, instead of double parking on an already crowded street, a delivery van could reserve and pay for curbside parking, and the city would be able to tell the next vehicle in line when that same space will be available.

With the Transportation Mobility Cloud, residents and businesses could have the information and access necessary to make smarter choices for their schedules, for external factors such as weather, and for their wallets.

Optimizing at this system level requires the components in the transportation ecosystem be able to communicate – to speak the same language.

“That’s where technology like cellular vehicle-to-everything can play an important role,” Klevorn said. “C-V2X capability, which we’re working to validate with our partners at Qualcomm, enables various technologies and applications in a city – vehicles,

stoplights, signs, cyclists and pedestrian devices – to speak to each other and share information.”

Ford believes C-V2X will enable its cars and cities of the future to share fast, safe, and secure communications, Klevorn said. Sharing mobility data amongst communities can help unclog streets and open up curb space, while communications between vehicles and city infrastructure can help optimize traffic flow, she said.

The potential of these two initiatives – Ford’s open mobility services platform and participation in a robust communications system – will truly come into its own when self-driving vehicles enter the urban transportation system in high volumes and change the way people and goods get around, Klevorn said.

“We aren’t interested in developing self-driving vehicles to operate simply as isolated nodes in a massive transportation environment, because that likely won’t deliver on the potential the technology can bring about,” Klevorn said. “Inside an efficient, connected and optimized transportation system, this technology holds the promise for a whole new approach to moving goods, distributing content and serving humanity.

“We can envision the day when a dry cleaner relies on a self-driving delivery vehicle to smartly and efficiently distribute clean clothes to owners around the community, eliminating the congestion from multiple vehicles parking and double parking, and freeing up valuable time for customers. Perhaps those two curbside spots in front of the cleaners have a future as a parklet, providing the neighborhood with valuable greenspace.”

With a system optimized across several different technologies and transit modes, cities will be better situated to manage the flow of people and goods, and provide opportunities to return the streets to potentially more valuable uses for people who live and work there.



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

866-452-1547

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

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



VISIT OUR WEBSITE:
edrinke.com

Quick Oil Change EXPRESS LANE

LUBE OIL FILTER

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



GMC Certified Service

We use Genuine GM Oil & Filter
No additional or hidden charges. Out the door pricing.
Open Mondays & Thursdays until 8:30pm
Excludes synthetic, Diesel & Med. Duty Trucks.
Most GM cars & trucks. One coupon per customer.
Must present coupon with order. Plus tax. Expires 1-31-18.

BODY SHOP

586-754-7000
ext 1231

INSURANCE WRECK AMENDED TRANSPORTATION AVAILABLE
During Scheduled Repairs

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

GMC Certified Service

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

1-877-451-7707

26125 VAN DYKE AT 10 1/2 MILE ROAD



NO DOC FEES
Find Us on
FACEBOOK



Nicole Dodge
nhuminski@edrinke.com



Jim Pfeiffe
jpfieffe@edrinke.com

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

All prices and payments include GM rebates. Pictures may not represent actual vehicle. Pricing subject to change per GM incentives. Prices and payments are inclusive of active GM employee discount (unless otherwise stated). 2018 Models are price and discounted at supplier. All leases are 10,000 miles per year with approved S Tier credit. All Vehicles shown are \$999 down. Disposition Fee may be required at vehicle turn in. Must have lease loyalty and/or closing competitive lease depending on vehicle model. Prices and payments are plus tax, title, plate fee w/ acquisition fee up front, refundable security deposit required on certain vehicles - to be determined by lender. Purchase pricing is gm employee discount plus title, taxes and fees. Pricing is subject to flex cash certificates- while supplies last. **\$3,500 trade in is valid on 2003 or newer vehicles w/ under 115k miles in drivable condition, no branded titles, reconditioning determined by appraiser. Certain restrictions may apply, see dealer for complete details. ** Exp date: 1/21/2018.



FELDMAN CHEVY.COM



2018 TRAX LS

Lease For **\$59***
PER MONTH
STOCK # PJR103376

24 MONTHS | 10,000 MILES PER YEAR | \$995 DOWN | MSRP: \$22,035



2018 CRUZE LT

Lease For **\$63***
PER MONTH
STOCK # PJR102022

24 MONTHS | 10,000 MILES PER YEAR | \$995 DOWN | MSRP: \$22,450



2018 EQUINOX LT

Lease For **\$77***
PER MONTH
STOCK # PJR119710

24 MONTHS | 10,000 MILES PER YEAR | \$995 DOWN | MSRP: \$28,250



2018 COLORADO WT EXTD CAB 4X4

Lease For **\$79***
PER MONTH
STOCK # PJR110907

24 MONTHS | 10,000 MILES PER YEAR | \$995 DOWN | MSRP: \$30,340



2018 SILVERADO 1500 WT DBL CAB 4X4

Lease For **\$89***
PER MONTH
STOCK # PJR157901

24 MONTHS | 10,000 MILES PER YEAR | \$995 DOWN | MSRP: \$37,610



2018 TRAVERSE LS

Lease For **\$129***
PER MONTH
STOCK # PJR172420

24 MONTHS | 10,000 MILES PER YEAR | \$995 DOWN | MSRP: \$33,115

OPEN SATURDAY

Monday & Thursday: 8:30am – 9:00pm. Tuesday, Wednesday, Friday: 8:30am – 6:00pm. Saturday: 10:00am – 4:00pm.

HIGHLAND
(248) 717-2365
3372 West Highland Rd.
M-59 and Hickory Ridge

LIVONIA
(734) 344-5015
32570 Plymouth Rd.

NOVI
(248) 513-8916
42355 Grand River Ave.

LANSING
(517) 489-3743
2801 E. Michigan Ave.

NEW HUDSON
(248) 782-6461
30400 Lyon Center Drive
I-96 and Milford Rd.

WATERFORD
1800 PRE-OWNED SUPERCENTER
(248) 257-5647
5300 Highland Rd.

6,000 NEW AND PRE-OWNED AVAILABLE



FIND NEW ROADS™

* Must qualify and lease through GM Financial Leasing. Plus tax, title, license, destination, doc, CVR, acquisition fee and first month's payment. Must have qualifying lease loyalty in the household. Miles per year reflect the total odometer reading upon lease end. This is a low mileage lease. Actual miles may vary based on current odometer reading. Must be CTP unit. No security deposit required. Payments may include up to \$2,000 Flex Cash. Limited availability. See dealer for details. Programs end 1/31/18.

MICHIGAN'S #1 CHEVY DEALER