# **Tech Center News**

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# **Reuss Talks About GM's Tech Future at CES**

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.

spoke with Ryan Reuss 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.

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 deeply on the path of really understanding the right routes in the duty cycle of the EVs in terms of determining what they have to in different environments.

So we know just from a mathematical standpoint relative to uptime and we announced we're very capable of doing that because we have our high mileage

**O. What were GM's latest** 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

**CONTINUED ON PAGE 2** 



**Mark Reuss** 

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

### **GM Seeking to Test Car** Without Steering Wheel

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-Dri-

ving Safety Report, it was 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

CONTINUED ON PAGE 3

#### The Colorado ZR2 **Pickup Truck True Off-Roader**

It's always nice when experts who specialize in a product give you their highest praise. Just ask the folks at Chevrolet.

The Chevrolet Colorado ZR2 has been named Pickup Truck of the Year by Four Wheeler, a leading 4x4 authority since 1962, said GM spokesman Phil Lienert.

This award was determined by a weeklong, invitation-only competition open to all-new or significantly revised pickup trucks for the upcoming model year, Lienert said. The testing encompassed more than 1,000 miles and a variety of terrain, including a racetrack, paved roads, sand, rocky trails, loose-surface trails, snow, loose-dirt hill climbs and water crossings.

The judges included editors of various TEN (The Enthusiast Network): A Discovery Communications Company publications such as Four Wheeler, 4-Wheel & Off-Road and JP Magazine.

"Chevrolet has a proven track record of success developing performance variants for Corvette and Camaro," said Mark Dickens, executive director of Performance Vehicles at General Motors. "ZR2 takes this philosophy and applies it to Col-

**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

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 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-

**CONTINUED ON PAGE 10** 

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

by Jim Stickford

ternational Auto Show is coming at Cobo. The Grand Ballroom and

said, "during the three-month run-up to the auto show, so our The 2018 North American In- crews don't take up all the space



From subway systems and bus optimized to work as well as it lines to taxi fleets, ride-hailing services and personal vehicles, cities offer lots of ways to get

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.

ager 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

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 He's the public relations man- 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-

CONTINUED ON PAGE 10 Laborers spend weeks getting Cobo Center ready for the annual North American International Auto Show.

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### County Searches Warren for E Coli Sources

Working with the City of Warren, the Macomb County Office of Public Works has identified and is now working to eliminate two sources of E.coli bacteria that has been entering a county drain that ultimately empties into Lake St. Clair.

The first location is at an industrial business near 11 Mile Road and Bunert Road in Warren, said Macomb County Public Works Commissioner Candice Miller.

At that location, the business management has been notified of the issue and city and county officials are now working together to eliminate the problem. The business' sanitary sewer line – containing bathroom and possibly other waste – has been connected to the county storm water line, likely for many years. nue to investigate.

Another source of E.coli contamination entering the Red Run Drain has been found in Warren in the 14 Mile and Schoenherr area, Miller said. 

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 be what per nered with a nered with a route struct is very much prepared for that

 In the United States, you see
 sclear you see

... 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. However, and we're getting ready to introduce our new truck platform as you know

#### Q. What about AVs?

**A.** In the past, GM announced that the company would have early 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 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.

**Reuss Talks at CES About GM's Future Using Technology** 

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 ever and those are hard to do in a very competitive segment where we've got a lot of competitors that are pretty good at it.

But I think being first is really essential and being first with things that make money and also are what people really want. And so I think you'll see a laser focus on that.

Q. What about sedan pricing -

#### because sedan prices have gone down as demand has changed. How has that affected the company's AV and EV strategies?

**A.** The strategy has to evolve to match the market. That's one reason why Buick discontinued the Verano. But how does it play into a BEV? The BEV piece of this has to be able to handle both of those, right, both a global some day that global emerging market sedan may be a crossover. People said in China that would never happen.

Well, guess what? It is – the whole market's pretty much crossover, right? And that was the sedan thing for decades.

And so I think once people, number one, can afford a car – it may be a sedan the first thing they get into – but when they can afford their second car, it may be something that has higher use with a better package. And that's how you see some of these small SU-Vs coming into places where people said that would never happen. And so those BEV architectures have to be able to do those absolutely.

### Auto Industry Outshines Electronics Biz at CES

by MATT O'BRIEN and RYAN NAKASHIMA AP Technology Writers

LAS VEGAS (AP) – The smartphones and other small machines that used to dominate the annual CES gadget show have been overshadowed in recent years by bigger mobile devices: namely, automobiles.

Auto companies typically save more practical announcements about new cars, trucks and SUVs for the upcoming Detroit auto show. But major automakers like Toyota, Kia, Hyundai and Ford have a noticeable presence at last week's tech showcase in Las Vegas. CES is a chance for carmakers and suppliers of automotive parts and software to display their wilder and far-out ideas.

Among the highlights:

• Toyota says it's developing self-driving mini-buses that can serve as bite-sized stores. These vehicles will drive themselves to places where potential buyers can try on clothes or shoes or pick through flea market items. The project is still in the conceptual stage, with testing expected in the 2020s.

• Automotive supplier Bosch wants to help guide drivers to vacant parking spots in as many as 20 U.S. cities, including Los Angeles, Miami and Boston. The company says it will be working with automakers on the initiative but didn't say which ones. As cars drive by, they will automatically

• HTC is upgrading its headsets for exploring virtual worlds. HTC says the new Vive Pro has better resolution and audio and weighs less than its existing VR model. The Taiwanese company hasn't yet revealed cost or shipping dates. There's also a wireless option coming this summer. The Vive competes with Facebook's Oculus among high-end systems, but these haven't been as widely used as smartphonebased headsets such as Samsung's Gear VR and Google's Daydream.

#### Macomb County Seeks Help For Elderly

The Macomb County Board of Commissioners is seeking applicants for 17 position vacancies on the recently-created Macomb County Older Adult Advisory Committee (OAAC).

Terms are two years and meetings are expected to be held monthly, said Macomb County spokesman Michael O'Meara.

The OAAC was established by resolution by the Board of Commissioners as an advisory body which will gather and report input and information regarding challenges, trends, concerns and opportunities affecting older adults in the County.

Committee members will consist of one resident - at least 60 years of age - from each Commission district, as well as four County residents serving at-large without a minimum age requirement. At-large members will be appointed by the Board Chairman. Additional details and applications for the positions can be found at MacombBOC.com by clicking "Boards & Commissions" on the far left column. individuals Interested should submit notarized applications to the Board of Commissioners, 1 S. Main Street, 9th Floor, Mt. Clemens, no later than 5 p.m. on Wednesday, Jan. 31. Applicants should also expect to attend a Government Operations Committee meeting on Thursday, Feb. 8 at 3 p.m. for a public interview. Appointments are then expected to be made at the Thursday, Feb. 15 Full Board meeting. For more information please call the Board of Commissioners office at 586-469-5125.



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recognize and measure gaps between parked cars and transmit that data to a digital map.

In other developments at CES:

• TV manufacturers are showcasing new models – all with acronyms to set their sets apart. One feature called HDR10+ by Samsung and HDR 10 Pro by LG takes what's known as high dynamic range and adjusts settings for each frame, instead of having levels set for the entire video at once. Meanwhile, quantum-dot technology promises more accurate colors. Samsung calls its version QLED, while Hisense has ODEF.

• As LG unveiled its lineup of smart appliances, executive David VanderWaal quickly lost rapport with his on-stage partner, the cute voice-activated assistant CLOi. After a greeting, CLOi stopped responding while continuing to blink its digital eyes. VanderWaal shrugged it off, saying, "even robots have bad days."

# **Tech Center News**

**JANUARY 15, 2018** 



The 2018 Colorado ZR2 exterior received praise from experts.

COVERS THE TECH CENTER AND THE IMMEDIATE AREA

Chevrolet's efforts to create a great interior for 2018 ZR2 paid off.

### The Colorado ZR2 Pickup Truck Named Best Off-Roader

#### CONTINUED FROM PAGE 1

orado, albeit in a way that makes sense for a truck, enabling customers to rock crawl, desert run and even drive comfortably on paved roads, all with equal degrees of confidence and fun.'

The ZR2 is effectively a segment of one, Dickens said, combining the nimbleness and maneuverability of a midsize pickup with a host of new off-road features and the most off-road technology of any vehicle in its segment.

Compared to a standard Colorado, Dickens said the ZR2 features a 3.5-inch wider track and a suspension lifted by 2 inches. Functional rocker protection has been added for better performance over rocks and obstacles. and the front and rear bumpers were modified for better off-road clearance.

Class-exclusive features include front and rear electronic locking differentials, an available diesel engine and the first offroad application of Multimatic Dynamic Suspensions Spool Valve (DSSVTM) damper technology.

As a result, the Colorado ZR2 delivers exceptional performance in a variety of scenarios, from technical rock crawling to tight two-track trails to highspeed desert running to daily driving.

These achievements caught the eye of editors at Four Wheeler magazine.

"The ZR2 takes the capable Colorado platform to a new level

with a dizzying array of modifications including front and rear electric differential lockers, Multimatic Dynamic Suspensions Spool Valve shocks, a 2-inchtaller ride height, 3.5-inch-wider track width, additional skidplating, 31-inch tires, and many more off-road-centric goodies. The result is a truck that is willing and able to conquer terrain that would leave most other trucks behind," says Four Wheeler Editor Ken Brubaker.

Judges used a rutted, rocky, hilly, snow-clogged two-track. After ramp travel index and track testing, the majority of the competition was completed off-road. All In total, the weeklong test covered over 1,000 miles, Brubaker said

Editors also noted that the Col-

orado ZR2 was in its element driving off-road and the Multimatic Dynamic Suspension Spool Valve shocks, which were used for the first time on a truck, worked "extremely" well to damp the suspension over rough terrain.

This also resulted in "outstanding" handling. according to the judges who looked at the truck.

Brubaker also said that judges gave high marks to the ZR2's optional 2.8L Duramax turbodiesel I-4 direct-injected engine, which provided a "wealth" of smooth power while returning outstanding fuel economy.

And, Brubaker wrote, judges were also impressed by the exterior enhancements done to the ZR2 from both a visual and functional standpoint.

### Rock and Roll Sing-A-Long **Coming Soon**

Sometimes in the darkest Winter, it's just fun to sing some good old-fashioned rock and roll.

And people around Warren will have that chance on Saturday, Jan. 20, when the Warren Consolidated School for the Performing Arts (WCSPA) is holding its Grease Sing-A-Long, beginning at 7 p.m. in the Sterling Heights Performing Arts Center, 12901 15 Mile Road in Sterling Heights.

The event will raise money from the show will go to scholarship opportunities for WCSPA students, said Becky Rose, v.p. of the WCSPA Boosters.

"Here is your chance to be a Rock N Roll Party Queen," says Bernadette Magner, a Level IV student in the WCSPA program and Senior at Sterling Heights High School. "There will be 'No Tears on My Pillow' tonight with all the fun singing and dancing in the aisles. Don't forget to dress up.'

Rose said that there will be carnival games to and concessions for those who like something to eat when they particpate in a sing-a-long.

The doors open at 5 p.m. All tickets are general admission, Rose said, costing \$20 per person.

To learn more about the show and to order tickets, go to school.wcskids.net/wcspa, Rose said.

# National Commentator Speaking at MCC

known columnist and political commentator, will visit the Macomb Community College Lorenzo Cultural Center as part of the 2017-18 First State Bank Speaker Series on Thursday, Jan. 18, at 7 p.m.

Dionne's presentation will explore current trends in American politics and examine how a nation divided by political beliefs can once again come together around a new sense of patriotism, said Sean Patrick. manager of Media Relations at MCC.

Dionne is a senior fellow at the Brookings Institution, a syndicated columnist for the Washington p.m., preceded by a Meet & Greet

the Foundation of Democracy and Culture at Georgetown University.

He shares his analysis of the current political environment weekly on National Public Radio and is a regular contributor to MSNBC. He has also appeared on "News Hour with Jim Lehrer" and other PBS programs, Patrick said.

Dionne will speak at the Lorenzo Cultural Center on Macomb Community College's Center Campus at 44575 Garfield Road, Clinton Township.

The presentation begins at 7

E.J. Dionne, Jr., a nationally Post and university professor in at 5:30 p.m. Tickets for the presentation are \$20, Patrick said Tickets that include both the presentation and Meet & Greet are \$30. For more information and to purchase tickets, call 586-286-2222 or visit MacombCenter.com.

Patrick said that R. David Edelman will be the final speaker in the 2017-18 series. The topic of discussion will be "A.I., Big Data, Self-Driving Cars & Drones: Innovations Disrupting the Global Economy" and this will take place on Thursday, April 5 at the Lorenzo Cultural Center.

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**Cruise AV Prototype Coming** 

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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 capability to see the environment around it, in 360 degrees, day and night. It is designed to identify pedestrians in a crosswalk, or an object 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 applex 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 Cruise AV is set to be tested on the road in 2019.

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### **New Project Starts in Detroit**

DETROIT (AP) – A building that will feature 288 apartments and penthouses is planned on the site of a former hotel in downtown Detroit.

A ceremonial groundbreaking was held Jan. 11 for City Club Apartments-Central Business District Detroit.

Crews began work in September.

The project is expected to be completed next year.

Its 13,000 square feet (1,208 square meters) of retail space will include a pet store, restaurant as well as a new gourmet market.

The 18-story, 800-room Statler Hotel stood on the site what would become the new project from 1915 until it was demolished in 2005.

The new building will be in walking distance of the central downtown area as well as the three professional sports stadiums that are located in the downtown Detroit area.

Mayor Mike Duggan says there is a six-month wait for an apartment in downtown and Detroit's Midtown.

He says about 5,000 units are under construction, but 10,000 likely are needed.



The 2017 black tie Charity Preview raised \$5.2 million for children's causes around Michigan.

### Black Tie Event to Kick Off 2018 NAIAS

The official 2018 North Ameri- cated in the Grand Riverview Ballcan International Auto Show kicks off on Friday, Jan. 19, with the annual black tie Charity Preview.

This year, the Preview begins at 6 p.m. Those who attend will get to be a part of the excitement on the hottest night this winter, said event spokeswoman Tavi Fulkerson. Once the preview end at 9 p.m., the real party will start.

"Enjoy the first AFTER 9, the North American International Auto Show's official Charity Preview after-party at Cobo Center, allows you and your friends to stay inside and rock the night away," Fulkerson said. "Enjoy memorable performances by Motown's very own,

"The Four Tops group, and returning favorite, Your Generation In Concert. Don't miss the bars in the AFTER 9 Club and Atrium that will be serving up plenty of cocktails and cold beer for purchase."

Gourmet food also available for purchase in the AFTER 9 Club lo-

room. Charity Preview ticket allows access to AFTER 9.

- The schedule is as follows:
- 9 p.m. 10 p.m. The Four Tops performance on Atrium stage.
- 9 p.m. midnight: AFTER 9 Club hours.
- 10 p.m. midnight: Your Generation In Concert performance on Atrium stage.

Charity Preview tickets are \$400 per person, \$390 of which is tax deductible. Proceeds directly benefit a wide range of children's charities.

Funds raised will support services for children of all ages from birth to 18, Fulkerson said. Since 1976, the Charity Preview has raised more than \$112 million for southeastern Michigan children's charities - over \$41 million of which was raised in the last 10 years alone. In 2017, about 13,000 tickets were sold, raising \$5.2 million.

For more information on the Charity Preview and to order tickets, call 888-838-7500.

Charities benefitting from the fundraiser include the Boys & Girls Clubs of Southeastern Michigan, Boys Hope-Girls Hope Detroit, the Children's Center, the Children's Hospital of Michigan Foundation, the Detroit Auto Dealers Association Charitable Foundation Fund, the Detroit Police Athletic League, the Judson Center and the March of Dimes for Metro Detroit.

Sponsors of the Charity Preview and the AFTER 9 party include Presenting Sponsor Axalta and Hospitality Sponsor Huntington Bank, Fulkerson said.

The VIP cutting reception is sponsored by Axalta, Cars.com, Comcast Spotlight, Delta Airlines, MGM Grand Detroit and Pandora.

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### **More Recalls Forced by Takata Air Bags**

DETROIT (AP) - Japanese air bag maker Takata on Jan. 6 announced that it is recalling an additional 3.3 million faulty air bag inflators as it expands the largest automotive recall in U.S. history.

This was followed by an additional recall announded on Jan. 9 of more than one million Toyota and Honda vehicles.

The Jan. 6 recalls cover frontal air bags in certain 2009, 2010 and 2013 vehicles made Honda, Toyota, Audi, BMW, Daimler Vans, Fiat Chrysler, Ford, General Motors, Jaguar-Land Rover, Mazda, Mercedes-Benz, Mitsubishi, Nissan, Subaru and Tesla. Automakers will provide specific models in paperwork that will be filed later this month with the National Highway Traffic Safety Administration. Notices of the expanded recalls were posted Jan. 6 on the agency's Web site. On Jan. 9, *The Associated Press* reported Toyota and Honda are recalling more than 1 million additional vehicles in the U.S. to replace defective and potentially deadly Takata air bag inflators. This new recall came after Takata revealed that another 3.3 million inflators are defective, and is are part of the largest series of automotive recalls in U.S. history, with 19 automakers having to recall up to 69 million inflators in 42 million vehicles. The problem brought a criminal conviction and fine against Takata and forced the Japanese company into bankruptcy protection. Takata's inflators can explode with too much force and hurl shrapnel into the vehicle. At least 20 people have died worldwide and more than 280 have been hurt in vehicle crashes.

Toyota says it's recalling an additional 601,000 vehicles in the U.S. Owners will be notified by March and dealers will replace front passenger inflators or air bag assemblies.

The Toyota Jan. 9 recall covers:

- Corolla. Tovota Tovota Matrix, Scion xB, Lexus IS 250 and 350 and Lexus IS-F from the 2009, 2010 and 2013 model years.
- Toyota 4-Runner, Lexus IS 250C and 350C and Lexus GX 460 from the 2010 and 2013 model years.
- Tovota Yaris and Lexus ES 350 from the 2009 and 2010 model years.

optional air bags from the 2009-2016 model years. Honda noted that there have been no air bag ruptures reported on any Honda motorcycles globally.

Takata uses the chemical ammonium nitrate to create a small explosion and fill air bags quickly in a crash. But the chemical can deteriorate when exposed to high humidity and temperatures and burn too fast, blowing apart a metal canister. That can hurl hot shrapnel into unsuspecting drivers and passengers.

At least 20 people have been killed worldwide and more than 180 injured. The latest recalls are part of the largest series of auto-• Toyota Sienna from the 2013 motive recalls in U.S. history, with 19 automakers having to recall up to 69 million inflators in 42 million vehicles. The problem brought a criminal conviction and fine against Takata and forced the Japanese company into bankruptcy protection. The recalls, which are being managed by NHTSA, are being phased in over the next three years. Older models and those in states with high humidity and temperatures are getting priority. Many automakers have been slow to replace the potentially deadly inflators. A report by an independent monitor said that as of Sept. 15, 2017, automakers have recalled 43.1 million inflators. Of those, only 18.5 million, or 43 percent, have been replaced even though Takata recalls began in 2001. NHTSA has said the Takata recalls are unprecedented in size and complexity and have resulted in groundbreaking lessons that will help automakers reach their repair goals.

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- model year.
- Honda says it's recalling an additional 465,000 vehicles and 960 Gold Wing motorcycles in the U.S. Honda plans to notify owners by late February. Owners can get replacement passenger front air bags starting now.

The Honda Jan. 9 recall covers:

- Acura RL and Honda Accord from the 2009-2012 model years.
- Acura TSX, Honda Fit, Honda Ridgeline and Honda Pilot from the 2009-2013 model years.
- Honda Civic, Honda CR-V, Honda Element from the 2009-2011 model years.
- Honda Crosstour, Honda In sight and Acura ZDX from the 2010-2013 model years.
- Acura TSX from the 2011-2013 model years.
- Honda FCX Clarity and Hon da Fit EV from the 2013 model year.
- Gold Wing motorcycles with

## Fiat Chrysler Invests \$1.5 In Upgrades to Facilities

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 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

#### Shinola Watch

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 (III.) 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 700 new jobs will be added to support production.
- \$1 billion in the south plant of the Toledo Assembly Com plex 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.

March can't come fast enought for lovers of the Chevrolet Silverado 4500HD/5500HD.

Chevrolet confirmed executives last week confirmed that the brand will reveal its all-new Silverado Class 4 and 5 chassis cab trucks at The Work Truck Show 2018, which takes place March 6-9 in Indianapolis, said GM spokeswoman Rita Kass-Shamoun.

The Work Truck Show is North America's largest work truck event and this year it is expected to draw more than 11,000 public and private truck fleet operators, dealers and equipment distributors to the Indiana Convention Center, said Kass-Shamoun.

The new Silverado medium-duty trucks will be available in regular and crew cab models, with 2WD and 4WD capability and a wide range of GVWRs and wheelbases. They will be powered by Duramax diesel engines and Allison transmissions, a legendary combination that has powered about two million trucks, said Kass-Shamoun.

Chevrolet will also offer these trucks with an expanding suite of industry-leading driver connectivity and fleet management soluWi-Fi, and a number of telematics offerings.

**New Silverado HD Coming to Car Show** 

4500HD/ "The Silverado 5500HD trucks are the flagship of our full-line commercial truck portfolio and we've designed them to be among the best in the industry in maneuverability, serviceability, visibility, quietness and comfort, diesel fuel economy and more," said Ed Peper, U.S. vice president, General Motors Fleet.

"At GM Fleet, we are determined to deliver on our three pil-

lars: Great Products, Innovative Business Solutions and an Exceptional Customer Experience, and I'm confident that with these new trucks, we'll exceed the expectations of not only our fleet customers, but the drivers and upfitters as well."

Additional technical specifications for the new Silverado 4500HD/5500HD will be released at the reveal in March.

The trucks are expected to go into production in later in the year 2018.



tions, including OnStar, 4G LTE A preview of the Chevrolet Silverado 4500HD/5500HD.

### Takata Fault Forcing Ford Ranger Recall

DETROIT (AP) - Ford is telling and killed a South Carolina man at owners' homes or tow them to owners of about 2,900 Ranger small pickup trucks not to drive them after finding out that an exploding Takata air bag inflator killed a Ranger driver in West Virginia.

The death occurred July 1 in West Virginia, and Ford said it found out about it in December. After some investigation, the company determined that the truck's inflator was made on the same day as one that exploded

in 2016.

So the company issued the urgent new recall for tje Rangers with inflators made on the same day

"We take this matter very seriously and are advising owners of these specific 2006 Ford Rangers to stop driving their vehicles so dealers can make repairs immediately," Ford said in a statement Jan. 11

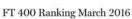
Dealers will repair the trucks

dealerships for the work, spokeswoman Elizabeth Weigandt said. The company also will offer loaner vehicles if needed.

The West Virginia death is the second involving a Ranger and the 21st worldwide caused by Takata inflators.

The inflators, which use ammonium nitrate as a propellant, can explode with too much force, blowing apart a metal canister and spewing shrapnel.





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#### TUESDAY, JANUARY 25, 2018

Meeting 1: 7:00 a.m. - 7:45 a.m. (breakfast included) Meeting 2: 11:30 a.m. - 12:20 p.m. (lunch included)

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

### **Thief Pleads Guilty in Court**

DETROIT (AP) - What time is it? It could be prison time for a woman who admits stealing at least 500 watches from her Detroit employer.

Judith Walker pleaded guilty to fraud Jan. 9.

She was a quality inspector at Shinola, which makes watches and bikes

Investigators say she sold watches that were retuned for possible repair.

In one text message, Walker said, "Tell your boy I have another pink one with the diamond."

The 41-year-old could face roughly two years in prison when she returns to Ann Arbor federal court to be sentenced on May 9.

Walker, as a result of the plea agreement, also owes \$358,000 in restitution.

- Construct a satellite strategy centered around your Retirement Savings Plan.
- Social Security maximization strategies.
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#### **THURSDAY, FEBRUARY 8, 2018**

Meeting 1: 7:00 a.m. - 7:45 a.m. (breakfast included) Meeting 2: 11:30 a.m. - 12:20 p.m. (lunch included)

LOCATION: Courtyard Marriott 30190 Van Dyke Ave., Warren, MI 48093 (across from GM Tech 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 advisors who meet the minimum criteria outlined above. These advisors are then invited to apply for the ranking. Only advisors who submit an online application can be considered for the ranking. In 2016, roughly 980 applications were received and 400 were selected to the final list. The 400 qualified advisers were then scored on six attributes: AUM, AUM growth rate, compliance record, years of experience, industry certifications, and online accessibility. AUM is the top factor, accounting for roughly 60-70 percent of the applicant's score. Additionally, to provide a diversity of advisors, the FT placed a cap on the number of advisors from any one state that's roughly correlated to the distribution of millionaires across the U.S. The ranking may not be representative of any one client's experience, is not an endorsement, and is not indicative of advisor's future performance. Neither Raymond James nor any of its Financial Advisors pay a fee in exchange for this award/rating. The FT is not affiliated with Raymond James. space Neither Raymond James Financial Services nor any Raymond James Financial Advisor renders advice on tax issues, these matters should be discussed with the appropriate professional.



## **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."

# 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



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SALES: Sun CLOSED; M, TH 8:30am-9pm; T, W, F 8:30am-6pm; SAT 10am-3pm SERVICE: Sun CLOSED; M, TH 7am-8pm; T, W, F 7am-6pm; Sat 8am-1pm

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 Tovoda

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

# **Cadillac's Efforts to Grow Brand Across Globe Work**

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-

Cadillac recorded its 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 highquality 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 \$0.01 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 market companies.

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 awardwinning 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-



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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®

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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 econo-"Small 2WD my." said Gillis. 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 SU-Vs, 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.

# 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.





Offers include: Tax, Title, Plate, Transfer, CVR, Doc Fee, GM Employee Pricing, GM Lease Loyalty (must have a 1999 or newer GM lease in household). and 1st Month's Payment. No security deposit required. See dealer for details. "The show is only getting big-

"With so many new technolo-

ger and more important," Muncey

said. "That's due to the changing

gies being adopted by OEMs,

we're now seeing people who

one does not normally associate

with car shows. They are tech

entrepreneurs and new suppli-

ers. The media influence of the

One of the tricky parts of put-

ting together the car show is allot-

ting space to OEMs, Muncey said.

Cobo just underwent a refurbish-

ing that created more space for

shows. But prime space is still in

short supply, so the show's exec-

utive committee has an equation

that determines floor space for

technology used to put on the

different displays has advanced,

Cobo with keeping up with the

times and putting in the infra-

structure needed for more tech-

nologically sophisticated dis-

plays. - things like fiber optic ca-

coming to the show, the demand

for broadband and other tech-

"As we get more journalists

only

grown,'

bles and broadband.

nologies has

Muncey said.

In addition to there being more

the different auto-makers.

Muncey said.

nature of the car business.

event is only growing."

## **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 Seattlebased 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 inchthick, 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.

"Gone are the days where you just needed a big room where reginning of January, more than porters could park their type-5,000 journalists have received writers. Now people podcast directly from the show, and Cobo credentials to cover the show. They come from 61 different 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.

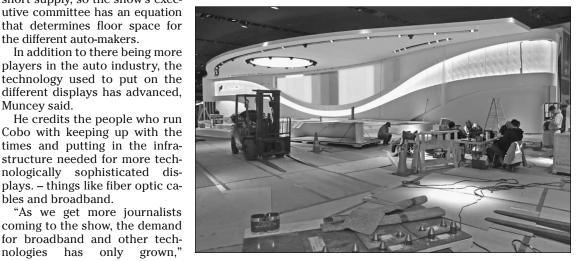
"This event is huge and there are people who come from around the world who come to Detroit in January as tourists just to see the cars," Muncey said.

"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 realtime traffic issues to reach their home at the same time they arrive, having reserved and paid for curbside parking through wireless transactions – all while

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, cloudbased platform for mobility services.'

With this platform, transportation modes in cities can work tostoplights, 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,



# NAIAS Takes Long Hours to Make Happen

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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

gether, 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,

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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