

FCA CEO Sergio Marchionne an 'Agnostic' When It Comes to New EV, AV Technology

Sergio Marchionne said he believes autonomous tech and electric tech will take a lot longer to develop than many people think.

The Fiat Chrysler CEO was talking with the media at the 2018 North American International Auto Show (NAIAS) and answered questions from the press on such topics as his retiring from the company, rumors of sales to China and where he got his sweaters.

Marchionne said that, for the record, he buys his sweaters online because of his crazy schedule. But on a more serious note, Marchionne said he is an "agnostic" when it comes to new technology. FCA is investing money in developing it, but he believes autonomous tech and electric tech will take a lot longer to develop than many people think.

"We need to be careful of my skepticism," Marchionne said. "It doesn't solve any business problems. But at the same time, I don't know of any car companies that make money selling EVs."

"I studied philosophy when I was young and foolish and one thing I remember is the line 'all that you can't speak about must pass over in silence.'"

"There are proclamations about EVs and AVs that are, at

best, conjecture. Last year, about 3 percent of vehicles sold in the U.S. used some sort of electric technology in some form. That is not a good basis for a business unless you think all the problems have been solved."

Marchionne said that he's technology neutral and any tech that will help the company meet goals, whether imposed by governments or by stockholders, will be used.

He added that EVs will be big in Europe first because of regulations by the European Communi-

ty. He also said he is not surprised to hear about other European OEMs having problems meeting European emissions standards, but all OEMs who operate in that market will have to find a way to meet those goals – and he's confident Fiat will be able to do so.

Different regulations in China, the U.S. and Europe will dictate what technologies are adopted and when. But, Marchionne said, "EV tech is not the only solution

CONTINUED ON PAGE 4



Marchionne talks with the media at the 2018 NAIAS in Detroit last week.



Batey shows off the new 2019 Silverado at Eastern Market.

Silverado Gets Hometown Premiere at Detroit Show

by Jim Stickford

Chevrolet kicked off the 2018 North American International Auto Show (NAIAS) by unveiling the 2019 Silverado at Detroit's Eastern Market Jan. 13.

Alan Batey, General Motors executive vice president and president, GM North American and Global Chevrolet, said Chevrolet just celebrated a century of building pickup trucks and that the next 100 years begins with the 2019 Silverado.

"Our saying, 'Find New Roads,'

is the cornerstone of Chevrolet's DNA," Batey said. "It is meant to inspire passion and loyalty, and it's working."

"For the third year in a row, Chevrolet has seen retail sales growth. A large part of that is because of the brand's lineup. It's the best and the broadest out there. Last year, we sold 43,000 EVs alone."

And a crucial part of Chevy's lineup, Batey said, is the Silverado. Trucks are an ever-growing

CONTINUED ON PAGE 2



Hay displays the 2018 Regal TourX at the auto show in Detroit.

Buick's Pivot to SUVs and CUVs Pays Off With Strong Sales in U.S., China Markets

While Buick didn't introduce a new vehicle at the 2018 North American International Auto Show, the brand is still excited for 2018.

Chris Hay, director of Product and Pricing for Buick, said the brand's Regal Sportback and Regal TourX had their debut late last year and should give the brand enough new product to bring the public into dealerships. "The Sportback and TourX offer the mid-sized sedan market

two vehicles that are really versatile," Hay said. "While the SUV market has grown, there is still demand for exciting, well-made sedans, and we think the Regal Sportback and TourX are vehicles that sedan drivers will love."

Buick was traditionally known for its sedans, Hay said, but the brand bet on SUVs and CUVs starting a few years ago.

"We were able to get ahead of the curve," Hay said. "In 2007, we launched the Enclave. That is a

smaller SUV. It came out at a time when SUVs tended to be bigger. In 2013, we launched the Encore. It came out at a time when there weren't many premium small SUVs in the marketplace. We've been able to succeed as a brand by looking for opportunities in the 'white space' where there are gaps in the market. That's what we're doing with the Regal Sportback and TourX. We're bringing

CONTINUED ON PAGE 6

Ford Shows Off New Ranger, Talks About a Hybrid F-150

by Jim Stickford

Ford was built on the idea of freedom of movement.

That was one of the messages Bill Ford, executive chairman of Ford Motor Company, talked about during Ford's presentation at the 2018 North American International Auto Show (NAIAS) on Jan. 14.

Ford talked about how both the city of Detroit and the Detroit auto industry have made great comebacks in the last decade.

"Ford was founded on the idea that freedom of movement is fundamental to human progress," Ford said. "We at Ford will stay focused on people . . . Today's show is about passion and about the commitment of our people."

Ford CEO Jim Hackett said that 2018 was his first auto show as a Ford executive.

"The eyes of the world are on us at this show," Hackett said. "Everyone is waiting for the next technology to further transform the world. When that tech

comes, culture and business will change."

And Ford will not cede the future to anyone, Hackett said. And that's why the company built the new 2019 Edge ST. The new Edge ST – Ford's first SUV to be tuned by the Ford Performance team – features the most powerful V6 engine available in its class with a specially tuned 2.7-liter twin-turbocharged EcoBoost engine pumping out 335 horsepower and 380 lb.-ft. of torque, Hackett said.

It's also outfitted for dynamic handling with a quick-shifting 8-speed automatic transmission, standard all-wheel drive with selectable traction control, an available performance brake package, and ST-tuned sport suspension.

"Edge ST puts a new animal on the road – a performance SUV with a track mentality," said Hau Thai-Tang, executive vice president of Product Development and Purchasing. "From a performance standpoint, and with

its SUV silhouette and versatility, it sets a new standard Edge fans will love to drive."

A new Sport Mode allows Edge ST drivers to experience more aggressive throttle response and shifting patterns that hold gears near redline through cornering maneuvers, sharper engine brak-

ing, and a more resonant exhaust tone. Drivers can also manually shift using the steering wheel-mounted SelectShift paddle shifters while firmly positioned in unique Edge ST seating with additional bolstering.

CONTINUED ON PAGE 10



Raj Nair showed the media the new Ranger mid-size pickup truck.

Autonomous Cars Topic of Day At NAIAS

by TOM KRISHER and DEE-ANN DURBIN
AP Auto Writers

DETROIT (AP) – The North American International Auto Show in Detroit opened to the press this week with one big question hanging in the air: How will autonomous vehicles change the industry?

The answer is still unclear. In the meantime, automakers continue to put out new vehicles of all shapes and sizes, including small cars, SUVs and the all-mighty pickup truck, which dominated the show.

All went on display when the show opened to the public Jan. 20, with a charity preview the night before.

Here are five things we learned from the preview last week:

- Trucks are king. Pickups are

CONTINUED ON PAGE 10

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Detroit Does Not Make List of Amazon Sites

DETROIT (AP) – Detroit isn’t on Amazon’s list of cities under consideration for the online retail giant’s second headquarters.

Seattle-based Amazon on Jan. 18 released a list of 20 cities that didn’t include the Motor City, which had submitted a proposal to be the home of the second headquarters.

Amazon plans to invest \$5 billion in the new headquarters and could employ as many as 50,000 people in and around the city it chooses.

Detroit’s proposal included office space in existing buildings, more space in projects under development and vacant land in the city.

Amazon had made clear that tax breaks and grants would be a big factor in its decision about where to locate the project.

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.

New Silverado Makes Its Debut at Eastern Market Event

CONTINUED FROM PAGE 1

part of the retail automotive market, he said, driving brand popularity and profits.

He emphasized that Chevy could not afford to drop the ball when redesigning the Silverado for 2019.

To build the best truck for its customers, Batey said Chevrolet employed a three-track strategy.

“Trucks are a complicated market,” Batey said. “But it really comes down to a few simple truths.”

First, Batey said, customers rely on their trucks for more than transportation, so dependability really matters. Second, work comes first for customers, so having a truck that can carry large loads and tow a lot matters.

Third, he added, truck customers want the perfect truck for them. The solution is not offering a “one size fits all” truck, rather it’s offering trucks – mid-size, full-size and heavy-duty – and trim levels that fit the individual customer’s needs.

“2018 will be a massive year for Chevrolet,” Batey said. “We will begin the next 100 years in trucks for the new Silverado 1500.”

“Truck customers value capability and functionality above all else,” said Tim Herrick, executive chief engineer of Full-Size Trucks. “Every truck – including the luxurious High Country – is a work truck with a job to do. As such, we set out to create the best tool for the job at hand, one that makes work more productive and more enjoyable, no matter what they call ‘work.’”

Mark Reuss, president of General Motors North America, said that redesigning the Silverado was the work of 10,000 people, as well as many suppliers. It will be built in Fort Wayne, Ind., at Fort



The media saw the new Silverado at a special press preview.

Wayne Assembly, the most-efficient auto plant in North America, said Reuss. That fact shows just how important the 2019 Silverado is to Chevrolet and GM.

The bed is the defining trait of every pickup, Reuss said, and bed construction has long been a strength of Chevy Trucks. To improve upon that strength, the 2019 Silverado 1500 bed features:

- Best-in-class cargo volume;
- Higher-strength steel floor;
- More and stronger tie-downs;
- Silverado will be available with a class-exclusive power up/down tailgate that can be operated from the key fob, interior button or by hand.

Other changes include available task lighting, a 120-volt power outlet and larger cutouts in the class-exclusive CornerStep bumpers to better accommodate steel-toed boots.

With class-leading cargo volume and class-exclusive features, the new Silverado offers the most functional bed of any full-size truck, Reuss said, and more convenient hauling for cargo of virtually any size or shape.

The 2019 Silverado is larger than before, he said, including a wheelbase that is up to 3.9 inches longer and an overall length that is 1.6 inches longer, enabling both more cargo volume and more interior room for all cab lengths.

Remarkably, he said, it’s also lighter, weighing 450 pounds less than today’s truck when comparing crew cab V8 models.

The weight savings comes from extensive use of mixed ma-

terials and advanced manufacturing processes throughout the next-gen truck, said Reuss, allowing Chevrolet to use the right material for the application and optimize every component for mass, durability, safety and functionality to meet our customers’ needs.

For example, the body is 88 pounds lighter than before due to mixed materials use. All exterior swing panels (doors, hood and tailgate) are made of aluminum while fixed panels (fenders, roof and bed) are made of steel. The underlying safety cage uses seven different grades of steel, each tailored for the specific application.

The fully boxed steel frame is also 88 pounds lighter than its predecessor, said Reuss, while offering 10 percent greater torsional rigidity. Eighty percent of the frame is made of high-strength steel varying from 2 to 5 millimeters in thickness, and every millimeter is optimized for performance using a variety of processes, including hydroforming, roll forming, conventional stamping and tailor-rolled blanking.

As a result, he said, frame sections, gauges, grades, processes and materials strategically vary to maximize strength, durability and stiffness without adding unnecessary mass.

Mixed materials also play a part in the all-new suspension. The front independent short/long arm suspension features new forged-aluminum upper control arms that are lighter and provide better wheel align-

ment than the stamped component they replace.

The live-axle rear suspension is also redesigned, including new carbon-composite second-stage springs on LT models that save about 12 pounds per side over the steel springs they replace.

The 2019 Silverado will be available with six engine/transmission combinations, giving customers more combinations of performance, efficiency and value to best fit their priorities, said Reuss.

The features include new 5.3L and 6.2L V8s with industry-first Dynamic Fuel Management that actively shuts off any number of cylinders, in a variety of combinations, depending on immediate needs to optimize fuel economy. The result of this industry-first technology is instant power when called for, and impressive efficiency, Reuss said.

The Silverado will also be available with an all-new Duramax 3.0L inline-six turbo-diesel. Chevrolet offers diesel engines in more segments and models than any other brand, said Reuss, including Equinox, Cruze, Colorado, Express, Silverado 1500, Silverado HD and upcoming Silverado medium-duty models.

Both the 3.0L diesel and 6.2L engines are paired with a new Hydra-Matic 10-speed automatic transmission, as well as start/stop technology to improve fuel economy for optimum performance and efficiency, Reuss said.

Macomb County, Warren Find E. coli Source

A significant source of E.coli pollution has been eliminated in Warren, thanks to joint efforts by the city, a local business and the Macomb County Office of Public Works, said Public Works Commissioner Candice Miller.

An industrial firm along 11 Mile Road near Schoenherr, was discovered earlier this month to have an illicit sewer connection in which its sanitary sewage was running into a storm drain that flowed untreated in to the Red Run Drain and ultimately in to Lake St. Clair. Working with the city and MCPW, the business has corrected the illicit connection.

“The business owner engaged immediately,” said Miller. “This was an illicit connection created years ago when the building was under different ownership. We’ll never know how, when or why the illicit connection was made, but the bottom line is we found it and we fixed it.”

Miller said Warren’s Department of Public Works staff deserves kudos for tracking down the source and working with the business to eliminate it, which was causing E. coli pollution spikes in the drain that were so high that they exceeded the ability of the MCPW’s lab to measure.

E. coli, a bacteria found in human and animal waste, makes water unsafe for drinking, bathing or swimming and is the primary factor in beach closures on Lake St. Clair.

“Eliminating one source is just one step – there is no magic bullet to clean water. It takes all of us working together, step by step, to protect and preserve our magnificent Great Lakes,” Miller said.

The E. coli source was originally found thanks to a resident who reported seeing a sheen on the Red Run Drain near 14 Mile and Schoenherr in Sterling Heights, Miller said.

Subsequent investigation led to the source along 11 Mile Road and another in a residential area near 14 Mile and Schoenherr in Warren.

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New Ram 1500 Builds on 100 Years of Pickup Heritage

by Jim Stickford

Fiat Chrysler introduced the new 2019 Ram 1500 at the North American International Auto Show.

Mike Manley, head of Ram Brand, unveiled the 1500 – which included for the first time a gas-hybrid engine component – to the media on Jan. 15.

"When we launched the Ram brand in 2009," Manley said, "it was done with a purpose. We are now celebrating 100 years of trucks and we want to focus our resources on building the best truck in the marketplace."

Ram designers, Manley said, understand that in this competitive truck market, it you don't build a great truck, you will lose.

"The all-new 2019 Ram 1500 delivers a no-compromise approach to the full-size truck segment with strength, durability, technology and efficiency," said Manley. "The Ram 1500 offers truck buyers leading-edge innovation with 225 pounds of weight reduction, 12,750 pounds of towing capability, a stunning Uconnect 12-inch touchscreen display and active systems that improve fuel efficiency and assist drivers. The Ram 1500 stands out as the benchmark in a very competitive segment."

And this Ram 1500 leverages the power of the innovative eTorque mild hybrid system on the proven Pentastar V6 and Hemi V8 powertrains to improve fuel economy without sacrificing horsepower, torque or capability, and requires no extra effort by the driver.

The eTorque enables the new Ram 1500 to achieve significant gains in fuel economy, Manley said. All Ram 1500s equipped with eTorque offer improved fuel economy when compared to the previous model.

"The eTorque mild hybrid system amplifies our award-winning combination of power, performance and fuel economy in the powertrains for the 2019 Ram 1500," said Bob Lee, head of Engine Powertrain and Electrified Propulsion Systems Engineering, FCA - North America. "Today's truck owners highly value fuel economy but also demand payload, towing and drivability. The 2019 Ram 1500 exceeds expectations."

Surprise Meteor Hits Michigan

DETROIT (AP) – Experts say a bright light and what sounded like thunder in the sky above Michigan was a meteor.

The American Meteor Society says it received hundreds of reports of a fireball Jan. 17 night over the state, including many in the Detroit area. Reports also came in from several other states and Ontario, Canada. Some Michigan residents reported their homes shaking.

The society says the reports suggest a space rock penetrated deep into the Earth's atmosphere before it broke apart. The U.S. Geological Service says it registered as a 2.0 magnitude earthquake in Michigan.

Bill Cooke with NASA's Meteoroid Environment Office tells *The Detroit News* it was "definitely a meteoroid" and a rare sight for Michigan. Other states where people reported seeing a fireball included Illinois, Pennsylvania, Ohio, Indiana and Missouri.



Manley showed the media the 2019 Ram 1500 at NAIAS.

The new Ram 1500 uses the longest, lightest and most efficient frame in the half-ton truck segment, said Lee. The chassis has reduced weight by 120 pounds – 100 pounds from the frame alone delivering a maximum payload of 2,300 pounds and maximum trailer tow capacity of 12,750 pounds.

The strongest Ram 1500 frame ever produced includes the same impact countermeasures across all configurations, and is made from 98 percent high-strength steel, Manley said. Exclusive front splayed frame rail technology (patent pending) creates a highly efficient energy-absorbing structure for all impact modes, including front-offset with frame integration forward of front tire.

Also, frame-mounted high-strength steel tire blockers are placed behind the front tires to force wheels outward in the event of impact.

Additionally, side rails are taller and fully boxed. To further improve NVH, new electronically controlled side-frame-mounted active tuned-mass modules (AT-MM) work in harmony with an interior active noise cancellation (ANC) system on 5.7-liter Hemi V8 equipped models to reduce ambient sounds down to a low 67.1 db – the quietest Ram 1500 ever. Rear cross members are double sheer welded to the inside and outside of the frame for improved durability and roll stiffness.

Helping to create the most spa-

cious cab in the segment, said Manley, three new, longer frame lengths are offered: a 144.5-inch wheelbase on Crew Cab short beds and a 153.5-inch wheelbase on Crew Cab long beds – both four inches longer than their predecessors. The Quad Cab long bed has a wheelbase of 140.5 inches. Ram's newest pickup offers a turning radius of just 46.2 feet, curb to curb.

New independent front suspension components combine lightweight composite upper control arms, aluminum lower control arms and retuned geometry for improved responsiveness and handling. The front stabilizer bar is relocated behind the front tires, further improving roll stiffness by 20 percent. A new front coil-over shock design is standard equipment on all Ram 1500s regardless of configuration.

The third generation, exclusive rear five-link coil suspension design provides better articulation over obstacles than a leaf spring system, and the new progressive coil springs are more than up to the task of handling a payload of 2,300 pounds and towing capability of 12,750 pounds.

Frequency Response Damping (FRD) technology has found its way into the 2019 Ram 1500 shocks on all four corners. When the 1500 experiences a slower input, common during cornering and heavy braking, the bypass valve is closed for more aggressive damping, which provides

additional stability and poise.

When driving normally or exposed to faster shock inputs – which is common on rough roads or at higher speeds – the valve will open to soften the damping, giving the driver more comfort, confidence and control.

The new aluminum tailgate not only features damping during opening, it also integrates a lift assist measure. Unlike most competitors, Ram uses a nitrogen- and oil-charged strut, which gives consistent assist in even the coldest or warmest climates and consistent assist through the entire tailgate swing, Manley said. The latch-and-lock mechanism is now electronic, reducing the amount of moving parts and allowing owners to drop the tailgate with the interior switch, remotely with the key fob or unlock/open with passive entry. Customers with arms full will appreciate the ability to easily access the bed on approach.

The new face of Ram includes a chiseled Ram's head logo and "RAM" grilles, Manley said. Most dramatic differentiation between models across six distinct price classes.

Design also includes new full LED Adaptive Front-lighting System (AFS), including twin bi-functional projector headlamps, fog lamps and tail lamps and lighter, longer and wider, including an overall cab length increase of four inches, creating the most spacious interior.

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FCA CEO Sergio Marchionne an ‘Agnostic’ When It Comes to New EV, AV Technology

GM Sees Profits for 2018

Ohio Seeking Piece of AV Action

The office also will confer with advisory boards of government leaders and experts.

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Canadians Like Windsor-Made Pacifica

The Canadian-made 2018 Chrysler Pacifica was named Best Minivan and the 2018 Ram 1500 has been named Best Pickup Truck by the Automobile Journalists Association of Canada (AJAC) in its annual Canadian Car and Canadian Utility Vehicle of the Year awards program.

AJAC is a long-running and respected national association of automotive journalists who test drive and report on new vehicles in various media outlets across the country, said FCA spokesman Bradley Horn. The annual Car and Utility Vehicle of the Year Awards program is an integral part of the association, providing consumers with expert advice and data to inform their vehicle buying decision.

This year, AJAC's annual Canadian Car and Canadian Utility Vehicle of the Year voting process was notably different from previous years, Horn said.

For the first time, voting was expanded to include all vehicles available to Canadian buyers, not just the vehicles that are new to the market.

AJAC's voting journalists were able to score vehicles against all their competition, whether they were new for the year 2018 or returning popular models, Horn said.

Almost 3,000 ballots were cast on 182 vehicles, including at Test Fest, a multi-day October event attended by more than 60 journalists from across the country, Horn said.

"Having both Chrysler Pacifica and Ram 1500 recognized as the best in their segments by the expert members of AJAC is an incredible honor," said Reid Bigland, president and CEO of FCA Canada. "The Pacifica is the most awarded minivan of the past two years, and this uniquely Canadian accolade, measured against all of its segment rivals, further proves that Pacifica delivers class-above quality, safety and functionality for families."

"Even faced with renewed competitors, Ram 1500's Best Pickup Truck title proves the depth of engineering prowess and competence offered by this proven line of trucks and the strength of the Ram brand overall. This win is especially sweet, given that we've just made the 'Best Pickup Truck' of 2018, even better for 2019 with the recent introduction of an all-new Ram 1500."

Chrysler Pacifica overcame eight rivals to earn the Best Minivan crown, Horn said.

Smaller Cars Have Tough Time in 2018

DETROIT (AP) — Among the many shiny models vying for attention at Detroit's North American International Auto Show are the revamped Volkswagen Jetta, Hyundai Veloster and Kia Forte.

But cars — particularly small ones — are having a tough time getting buyers to look their way as SUVs grow in popularity.

Car sales are expected to hit a record low this year after steadily declining for several years. SUVs surpassed cars for the first time in 2016, and the gap only widens.

Reasons are plenty, including relatively low gas prices, growing millennial families and small, attractive SUV models that are becoming more fuel-efficient and affordable.

Analysts and auto executives say there's still demand for small cars and cite popularity for them overseas. Consumer sentiment could also flip and automakers must be ready.

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LEASE FOR \$105**
24 Mos. \$1595 due
• Nappa Leather • All Wheel Drive D8-12102

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In stock new 2018 vehicles only. Must present coupon. Prior sales excluded. One coupon per purchase or lease. Not valid with \$1500 Auto Show Trade-In Bonus Cash or \$1500 Auto Show Match Cash. Excludes Wranglers & sold orders. See dealer for details. Valid thru 1/2018.

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EXCLUSIVE HUYAERE AUTO SHOW

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2018 RAM 1500 CREW CAB 4X4 BIG HORN

D8-12147 3.6L Pentastar

LEASE FOR \$117**
24 Mos. \$495 due

\$1250 AUTO SHOW CASH

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

24 MONTH 1 PAY LEASE \$2839

\$3000 HUYAERE BONUS CASH

2018 RAM 1500 CREW CAB 4X4 NIGHT EDITION

D8-12254 3.6L Pentastar

LEASE FOR \$107**
24 Mos. \$895 due

\$1250 AUTO SHOW CASH

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

24 MONTH 1 PAY LEASE \$3451

\$3000 HUYAERE BONUS CASH

CHRYSLER

JANUARY PACIFICA SPECIALS

2018 CHRYSLER PACIFICA LIMITED

• Premium Leather • \$1800 Huyare Match Cash

2018 LEASE FOR \$109**
24 Mos. \$495 due

\$2000 AUTO SHOW CASH

Only 34 Available! C8-41097

2018 CHRYSLER PACIFICA TOURING L

• Perforated Leather Seats • \$1800 Huyare Match Cash

2018 LEASE FOR \$88**
24 Mos. \$1495 due

\$500 AUTO SHOW CASH

C8-41022

2018 CHRYSLER PACIFICA TOURING PLUS

• 8.4" Radio With Navigation • \$1800 Huyare Match Cash

2018 LEASE FOR \$111**
24 Mos. \$1495 due

\$500 AUTO SHOW CASH

C8-41047

Jeep

2018 JEEP COMPASS 4X4

Latitude Limited Trailhawk

J8-11398 J8-11391 J8-11357

LEASE FOR \$112** \$117** \$111**
24 Mos. \$100 due

\$1000 AUTO SHOW CASH

2017 JEEP GRAND CHEROKEE LIMITED 4X4

• Leather Trimmed Seats • U Connect • 8.4 Navigation • Blind Spot & Cross Path Detection

84 MO. BUY \$467**
\$1995 due

SALE PRICE \$32,999

2018 JEEP GRAND CHEROKEE ALTITUDE EDITION 4X4

LEASE FOR \$189**
24 Mos. \$1995 due

J8-20142

2017 JEEP WRANGLER UNLIMITED 4X4

LEASE FOR \$183**
36 Mos. \$1995 due

J7-30089

2017 JEEP WRANGLER UNLIMITED 4X4

LEASE FOR \$205**
36 Mos. \$1995 due

J7-30212

DODGE

JANUARY CHARGER SPECIAL

2018 Dodge Charger GT AWD

24 MONTH 1 PAY LEASE \$4,365

Nappa Leather Sport Seat Blind Spot Detection Cross Path Detection Heated/Cooled Seats Heated Steering Wheel HID Head Lamps

LEASE FOR \$105**
24 Mos. \$1595 due

D8-71052

INCREDIBLE CHARGER LEASE SPECIALS

• Beats Audio • Power Sunroof • Navigation

2018 DODGE CHARGER R/T 392 LEASE FOR \$287**
24 Mos. \$1995 due

2017 DODGE CHALLENGER GT AWD

SALE PRICE \$27,238

INCREDIBLE CHALLENGER LEASE SPECIALS!

2018 DODGE CHALLENGER R/T LEASE FOR \$139**
24 Mos. \$1995 due

D8-50008

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• Blacktop Package • Driver Convenience Group

SALE PRICE \$22,973

D7-40941

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SALES EVENT

2018 AUTO SHOW EVENT

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Buick's Move to SUVs, CUVs Pays Off

CONTINUED FROM PAGE 1

SUV versatility to the sedan market.”

The Enclave and Encore have proven so successful, Hay said, that they now account for about 80 percent of Buick's sales. And 2017 was the brand's best sales year since 2004.

“We were able to do this by anticipating how the market would change,” Hay said.

Mike Ofiara, assistant manager Buick Brand Communications, said that Buick's success in SUVs and CUVs and the sale of Opel has not meant the end of the Cascada. The vehicle will still be made in Europe and sold in the United States.

The Cascada doesn't have to be a big seller, volume-wise, Ofiara said. It's job is to attract people and bring them to the dealers' showrooms. He said it's an exciting looking car that changes how people perceive the brand. Even if they don't buy a Cascada, they will get to see Buick's portfolio.

“The Encore is a key vehicle,” Ofiara said. “It's our biggest volume seller and it's popular with the female demographic. It's what we call a ‘get ‘em and grow ‘em’ vehicle. Younger buyers purchase it and they like it and remain Buick customers after the initial purchase.”

Hay said the key to growth in the future for Buick will be SUVs. The brand has created the Avenir sub-brand. They saw the success GMC has had with its Denali sub-brand – in 2017 almost a third of all GMC sales were Denalis – and has decided to do the same thing.

“We see ourselves as offering attainable luxury,” Hay said. “It's key that we are able to offer a premium vehicle that is not what people think is yesterday's news.



2018 Buick Regal TourX

Again, it's about playing in the white space between standard and high-end cars. The space that is empty of other players.”

Hay admitted that Buick's success with the Encore has been a bit of a surprise. They worked hard to produce a great vehicle, but that doesn't mean the public will buy what they're selling.

Ofiara said that producing a great vehicle is no guarantee of success. The Buick Verano sedan was designed to be an entry vehicle into the Buick brand.

“We all thought it was a very good sedan,” Ofiara said. “But the market changed, and sedans in general lost a lot of popularity with the public. Now the Regal is our entry sedan.

“It was a shame to see the Verano go, but it didn't make sense to keep making it in this new SUV world.”

Hay said Buick has also enjoyed success globally. The brand is doing very well in China. They've been able to leverage our markets in China and the U.S. to be able to produce vehicles in a global scale.

“We've been in China now for 20 years,” Hay said. “Buick is a true sales success. Last year we sold 1.4 million vehicles globally. They first introduced the Regal and the LaCrosse in China, which means that by the time they get here, development costs are taken care of. That's a nice advantage to have.”

Ofiara said that he was recently driving a TourX and was stopped by police because the officer checked the plates and it came back for a Buick.

The Regal TourX doesn't look like a traditional Buick and its look fooled the officer. Once the misunderstanding was cleared up, they then talked about the car before Ofiara went on his way.

“The Regal TourX enables people's lifestyles,” Ofiara said. “Our Buick marketing has paid off. We knew we had to change people's perception of the brand. It wasn't easy, but we did it. Right now Buick's entire line-up is new. The oldest vehicle iteration is only 24 months old.

“We've done a broad transformation across the board. It's a good time to be in a Buick.”

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\$227 per month

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INCENTIVES INCLUDED: GM EMPLOYEE PRICE, GM LEASE LOYALTY

39 months **10,000** miles year **\$486** total due at signing (includes first month payment)

2018 Buick Envision

Preferred FWD Lease Offer MSRP: \$36,925

\$320 per month

TRANSPARENT PRICING

INCLUDES: ALL TAXES & FEES, NO SECURITY DEPOSIT
INCENTIVES INCLUDED: GM EMPLOYEE PRICE, GM LEASE LOYALTY

36 months **10,000** miles year **\$656** total due at signing (includes first month payment)

2018 GMC Terrain

SLE FWD Lease Offer MSRP: \$29,370

\$277 per month

TRANSPARENT PRICING

INCLUDES: ALL TAXES & FEES, NO SECURITY DEPOSIT
INCENTIVES INCLUDED: GM EMPLOYEE PRICING, GM LEASE LOYALTY

36 months **10,000** miles year **\$532** total due at signing (includes first month payment)

2018 GMC Acadia

SLE1 FWD Lease Offer MSRP: \$34,000

\$287 per month

TRANSPARENT PRICING

INCLUDES: ALL TAXES & FEES, NO SECURITY DEPOSIT
INCENTIVES INCLUDED: GM EMPLOYEE PRICE, GM LEASE LOYALTY

36 months **10,000** miles year **\$564** total due at signing (includes first month payment)

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.

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Stock# J40930

NO Employee Discount REQUIRED!

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

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\$159*

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Stock# J41412

Was \$25,445 Sale Price: **\$18,899***

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

Stock# J41857

NO Employee Discount REQUIRED!

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

24 MONTH LEASE

\$179*

\$999 Down

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

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PERIOD!

2018 MALIBU "LT"



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

Stock# J41267

Was \$26,895 Sale Price: **\$19,498***

24 MONTH LEASE

\$189*

\$999 Down

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

The Best Price...
PERIOD!

2018 SILVERADO "LT" 4WD DOUBLE CAB



- ECOTEC3 4.3L V6 Engine!
- GM Bed Liner INCLUDED!
- Color Touch Screen Radio!
- Steering Wheel Radio Controls!
- Remote Keyless Entry!
- Aluminum Wheels!

Stock# J40400

NO Employee Discount REQUIRED!

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

24 MONTH LEASE

\$189*

\$999 Down

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

The Best Price...
PERIOD!

2018 "All New" TRAVERSE "LS"



- 3.6L V6 SIDI VVT Engine!
- 8 Passenger Seating!
- Color Touch Screen Radio!
- Rear Vision Camera!
- 18" Aluminum Wheels!
- Remote Keyless Entry!

Stock# J40311

Was \$32,995 Sale Price: **\$26,998***

24 MONTH LEASE

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This Bosch division went on to continuously improve the efficiency and functionality of starter motors and generators for passenger cars and commercial vehicles – by inventing the trend-setting Start/Stop, for example. With its highly innovative BRM (Boost Recuperation Machine), Liebler said. SEG Automotive is now paving the way for a cost-efficient and environmentally-friendly hybrid technology for vehicle manufacturers and their customers: the BRM enables regenerative braking and energy storage via a 48-volt electrical system to save fuel, enable a per-

Advanced start/stop technology, as well as high-efficiency generators from the SEG Automotive portfolio also provide significant CO2 savings, Liebler said. The efficiency gains accomplished by these technologies are not just a matter of theory and only relevant on the test bench: SEG Automotive technologies reduce fuel consumption and CO2 emissions under real-world conditions every day.

PSA, which is Europe's No. 2 automaker, completed a \$2.5 billion takeover of the Opel and Vauxhall brands from General Motors last year.



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MCC to Hold STEM Contest For Sixth Graders

Macomb Community College and Master Pneumatics Inc. will present the fourth annual Fluid Power Challenge, designed to introduce local sixth grade students to the world of engineering and increase awareness of STEM (science, technology, engineering and math) careers.

More than 110 sixth-graders from the Warren Consolidated School District's Middle School Mathematics Science Technology Center will first learn about using pressurized gases and liquids and then take that learning to solve specific engineering challenges, said Sean Patrick, Manager of Media Relations at Macomb Community College.

This six-week program begins with a workshop Wednesday, Jan. 24, when students will learn the basics of both pneumatics and hydraulics, the two components of fluid power engineering, Patrick said.

The students who attend the event, will learn to build small pneumatic lifters and develop the skills they will need to operate them.

Following the initial session, Patrick said that students will break into teams of four. They will then return to their individual schools to design, build and test their prototypes, with the aim of meeting an engineering challenge set forth by creators of the program.

"With the shortage of individuals pursuing STEM careers, it is important to engage kids and capture their imagination through fun, hands-on activities, and create excitement about careers in science, technology and engineering," said Joe Petrosky, dean, Engineering and Advanced Technology at Macomb. "Master

Pneumatics, who originally brought the Fluid Power Challenge to us, understands the importance of investing in young people to create a robust talent pipeline for the future."

At the second session, to be held Tuesday, March 27, Patrick said the teams will then compete, using their machines to solve engineering problems including lifting, rotating and placing weighted cylinders on a platform.

The students will be judged on how well their machines operate, how well they work together as a group, and through personal interviews.

The students are also required to submit a written portfolio that documents the processes they used.

Both sessions will be held at the John Lewis Student Community Center (K Building) on Macomb Community College's South Campus in located at 14500 E 12 Mile Rd in Warren, Patrick said.

Master Pneumatic Inc. originally advocated bringing the Fluid Power Challenge to Michigan and partnered with Macomb to make it a reality, with this being the fourth year of the partnership.

According to the National Fluid Power Association, (NFPA), fluid power is a growing and rapidly changing field that provides numerous opportunities that cut across many fields including manufacturing, transportation, entertainment and others.

NFPA created the Fluid Power Challenge to help address a potential future shortage of skilled workers by introducing STEM to students in their early years, Patrick said.

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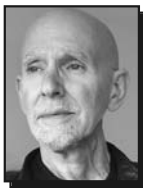
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Autonomous Vehicles Remain a Big Question

CONTINUED FROM PAGE 1

the most popular vehicles in the U.S., and trucks unveiled at the show make clear that will continue for a long time.

General Motors spent heavily to update its top-selling Chevrolet Silverado pickup, cutting up to 450 pounds of weight by using more aluminum and lighter high-strength steel. The truck also gets two new V8 engines that can run on one to eight cylinders depending on how much power is needed.

Fiat Chrysler's Ram also got big updates, losing more than 200 pounds and giving it a gas-electric hybrid engine option. Both the Silverado and Ram were given more athletic stances and meaner looks. Ford added a diesel engine to its F-150 and rolled out the midsize Ranger.

Sales rose nearly 6 percent last year to almost 2.4 million, even though total U.S. auto sales dropped 2 percent. Ford's F-Series is the country's top-selling vehicle, followed by the Silverado and Ram.

- Tax reform boost. U.S. auto sales are likely to fall to around 16.7 million in 2018 from 17.2 million last year, says Michelle Krebs, an executive analyst with the car buying site Autotrader.com.

But that would still make it one of the 10 best sales years in history, so the market remains strong.

U.S. income tax code changes this year may stimulate new auto sales, but any increase likely will be offset by rising interest rates and the abundant supply of late-model used cars that pull buyers from new vehicles, Toyota Motor Corp.'s top North American executive says.

North American CEO Jim Lentz expects a sales boost of 200,000 vehicles as tax cuts put more money in people's pockets. But the increase could be negated as rising rates keep some people on the sidelines, and some buyers opt for a lower-cost but nice off-lease used car.

Tax cuts could boost pickup truck sales because businesses can write off the expenses immediately under the new code, Lentz said.

But he expects luxury new-car sales to be flat this year even though tax rates were reduced for higher-income earners. Any decrease could be wiped out by caps on deductions for mortgage interest and local and state taxes in big luxury-car states such as New York and California, Lentz said.

- Trade deal. Many auto executives interviewed at the auto show say they're afraid the U.S. might pull out of the 24-year-old North American Free Trade Agreement, but they can't prepare for it because they don't know what, if anything will replace it.

In ongoing negotiations with

Mexico and Canada, the Trump administration is seeking to ensure that more vehicles are made in America, among other changes. But Jim Lentz, Toyota's North American CEO, says ending the agreement would likely raise costs. That, in turn, would raise vehicle prices and cut demand, forcing manufacturing layoffs. It also would make the U.S. less competitive than the world's other manufacturing centers, he said. Ending the agreement also could force some suppliers to stop making parts.

Charlie Chesbrough, the chief economist for Cox Automotive, said it's hard to imagine there will be much change in production, because automakers need a long lead time to act and they know the next president could reverse Trump's actions. But some automakers are already taking pre-emptive steps to show the administration they're willing to boost U.S. production. Fiat Chrysler said ahead of the auto show that it will move heavy duty truck production from Mexico to Michigan in 2020.

- Hedging on robot cars. Automakers are hedging their bets when it comes to autonomous vehicles and whether they will someday cut into or even end personal car ownership.

In interviews through the week, executives said they're preparing for a time when people hire self-driving ride services to get around instead of

spending on personal vehicles.

But they don't know just when that will take place, so they also must continue to spend millions to develop conventional vehicles as well.

"These proclamations that we hear about the advent of electrification and artificial intelligence ... are all things that, at best, are conjecture," said Fiat Chrysler CEO Sergio Marchionne.

Although some companies plan to deploy driverless cars to carry passengers in coming months, Marchionne said it will take years for the vehicles to be in widespread use.

Mark Reuss, General Motors' head of product development said he wishes he knew exactly when and where the switch would take place. But for now, GM and other companies have to be in both places.

"We can go either way and that agility is priceless," said Reuss.

- Good old days. Despite the new wheels on the show floor, one of the biggest hits is a 50-year-old Mustang GT fastback in need of a paint job. It was one of the original cars used in the 1968 film, "Bullitt," which put the Mustang on the map with a famous chase scene.

Ford Motor Co. rolled it out to help celebrate a special "Bullitt" edition Mustang, which goes on sale this summer.

The faded green car got a huge cheer when it rumbled onto the stage.

Winter Blast Heads to Downtown

Meridian Winter Blast returns Jan. 26-28 to Campus Martius Park in Downtown Detroit.

"Meridian Winter Blast features winter activities, live entertainment, and delicious local restaurants for the whole family to enjoy," said Blast spokeswoman Jennifer Sutton. "We are thrilled to have Meridian as our title sponsor for the second year."

Some of the festivities include the Meridian Winter Slide, Sutton said, and Meridian sponsored free ice skating on Campus Martius rink sponsored by St. John Providence Health System, Marshmallow roasting courtesy of Downtown Detroit Development Authority, professional skating demonstrations and MetroPCS' zip-line.

Detroit's music scene will be on display on two stages, with more than 50 entertainment acts performing, Sutton said. The Taste of Detroit food and vendor tent gives visitors the chance to sample delicious Metro Detroit restaurants and shop from local stores and artisans. Meridian Winter Blast will also feature a special Kid Zone.

There will be several Comfort Stations where guests can warm up, Sutton said.

Meridian Winter Blast has a storied history here in Detroit, Sutton said. In January 2005, Winter Blast, formerly known as Motown Winter Blast, kicked off the official countdown to Super Bowl XL in Detroit. Winter Blast attracted more than one million people to Detroit during the Super Bowl. For the past 12 years, Winter Blast has continued to attract Metro Detroiters to the revitalized downtown Detroit area.

State Legislature Overrides a Snyder Veto

LANSING, Mich. (AP) – The Republican-led Michigan Legislature voted Jan. 17 to override Gov. Rick Snyder's veto of a speedier tax cut for those who trade in their car for a new one, the first override in his tenure and just the fourth in the last 67 years.

Senate Majority Leader Arlan Meekhof said the "timing was right" – the same day the chamber approved a bill to keep intact and boost Michigan's personal tax exemption, which is at risk of being eliminated under the recent federal tax overhaul due to the way the state tax code is linked to the U.S. code.

He and House Speaker Tom Leonard downplayed any concerns that the override will cause a rift in their relationship with the Republican governor.

"I'm more focused on the money that the taxpayers send us – how much more of it should be put back in their pocket," said Meekhof.



2019 Ford Edge ST interior



2019 Ford Edge ST

Ford Shows Off Its New Ranger Mid-Size and Edge ST

CONTINUED FROM PAGE 1

To complement its performance abilities, Edge ST features new front and rear styling, a wide mesh grille for optimal cooling, deep side skirts and dual-exhaust outlets, Thai-Tang said. Unique 21-inch wheels are available and interior design cues on the steering wheel, seat backs and scuff plates provide a subtle reminder that this five-passenger SUV is something special.

But Ford didn't stop with the 2019 Edge ST. Raj Nair, executive vice president and president of North America at Ford, introduced the 2019 Ranger, which will be sold in the North American market for the first time this year.

"Ford will take its rightful place in the mid-size truck market," Nair said. "We've been dominating trucks since 1977 and the Ranger is an icon. It was the first vehicle I worked on when I joined Ford in the late 1980s. It's the best-selling mid-size pickup in Europe and South Africa. It's been built Ford-tough."

Production begins late this year at Ford's Michigan Assembly Plant as customer demand is growing for midsize trucks. U.S. sales are up 83 percent since 2014 as a new generation of mid-size truck buyers seek more maneuverable, fuel-efficient pickups.

The 2019 Ford Ranger answers the call with an all-new midsize

pickup featuring a new exterior design, chassis and powertrain developed specifically for North American truck customers.

Powerful and strong, with a high-strength steel frame, Ranger is equipped with a proven 2.3-liter EcoBoost engine mated to the only 10-speed automatic transmission in the segment.

Ranger comes in entry-level XL, mid-level XLT and high-level Lariat trim series with available Chrome and Sport appearance and FX Off-Road packages, and in SuperCab or SuperCrew cab configurations.

Ranger incorporates smart driver-assist, passenger convenience and connectivity technologies. Advanced driver-assist technologies include standard Automatic Emergency Braking, while Lane Keeping Assist, Lane Departure Warning, a Reverse Sensing System and class-exclusive Blind Spot Information System with trailer coverage are standard on XLT and Lariat trim levels.

Additional driver-assist technologies standard on Lariat include Pedestrian Detection and Adaptive Cruise Control.

Available SYNC 3 features Apple CarPlay and Android Auto compatibility, Ford+Alexa personal assistant functionality and optional navigation. An available FordPass Connect 4G LTE modem provides Wi-Fi access for up to 10 devices. Available AC power outlets allow for charging of

laptops and USB outlets provide more options for passengers to connect. Available B&O PLAY premium audio is specially tuned for the Ranger cab to deliver a rich and engaging listening experience.

Ford's innovation hasn't stopped with the Ranger and the Edge ST. Jim Farley, executive vice president and president of Global Markets, said that Ford vehicles are about how people feel about them.

The question of whether an electric vehicle or a hybrid can stir someone's soul is about to be answered.

Ford is investing \$11 billion in EV technology and the company

will introduce a hybrid F-150 that will be built in Dearborn in the year 2020.

This is all part of Ford's ongoing plans. Operational fitness, portfolio rationalization and increased investments in electrification, autonomy and mobility are at the core of company strategy, Farley said.

Ford's investment in electrification will increase to \$11 billion by 2022 and will result in an expanded electrified portfolio to include 40 electrified vehicles globally, including 16 full battery electric vehicles by 2022.

The future is coming and Ford Motor Company is ready, Ford said.

Macomb County App Helping Job Seekers

In an effort to better serve the business development clients of the Macomb County Department of Planning & Economic Development by attracting skilled professionals to the region, Macomb County is featuring a new web application to promote career opportunities offered by top employers.

"Our purpose is twofold," said John Paul Rea, director of the Macomb County Department of Planning & Economic Development. "We want to support the businesses that have enlisted our services as they seek out candidates for their open positions. Secondly, we want the

world to know about the great jobs waiting for them in Macomb County, Mich."

The launch of the Macomb County Jobs Board, Rea said, coincides with the 2018 North American International Auto Show – a time when the world is watching the newest technologies in mobility be revealed.

"Macomb County is a great place to call home, and our companies are at the forefront of advanced manufacturing capabilities and digital innovation," said County Executive Mark A. Hackel.

"We want talented people from near and far to get excited about

the inspiring and high-paying jobs our companies have to offer, as well as our enviable quality of life."

The new Jobs Board is powered by TrueJob, Inc., an Ann Arbor-based company that developed their hosted job board software product to meet the unique needs of economic development organizations, chambers and trade associations that want to increase the strategic value they offer the communities they serve.

For more information on the program, call 586-469-5285 or visit MacombBusiness.com, Rea said.

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