

## 2019 Silverado Unveiling Kicks Off the 2018 Auto 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 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 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

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Reuss was on hand at Eastern Market to give the world the first look at the new 2019 Silverado.



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

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## Detroit Outfit Shows Off Its Flying Vehicle at Car Show

It's not a flying car, but it's pretty close.

AirSpace Experience Technologies, (AirSpaceX), a subsidiary of Detroit Aircraft Corp. (DAC), revealed a sub-scale model of its autonomous, electric VTOL aircraft, "MOBi-ONE," at the North American International Auto Show (NAIAS) in Detroit last week.

MOBi-ONE is designed to autonomously take off like a helicopter, fly like a plane, and transport passengers or cargo between urban centers, suburbs, and airports within 60 miles, said says JP Yorro, chief commercial officer at AirSpaceX, which operates out of the Coleman A. Young Municipal Airport in Detroit.

MOBi-ONE will fly at a top speed of 250 mph, leveraging existing Electric Vehicle (EV) architecture and autonomous technologies, Yorro said.

Recent advances in electric propulsion, automation, and lightweight materials now make the development of this

new class of aircraft possible.

"MOBi-ONE will offer clean, quiet, and connected on-demand air mobility to the mass traveling public at an affordable price," said Jon Rimanelli, founder and CEO of Detroit Aircraft and AirSpaceX. "Our vision is to mass produce aircraft leveraging lean automotive design and mass production techniques so our vehicles are affordable to the mass traveling public."

"Our goal is to deploy 2,500 aircraft at the nation's 50 largest cities by 2026, targeting existing infrastructure at first," said Yorro. "The MOBi development program will be capital intensive, but air Mobility as a Service could generate billions for the economy. We are considering a broad array of financing options, including potential fractional ownership interest and profit-sharing models."

"Last year, U.S. drivers wasted an aggregate \$300 billion in fuel and productivity sitting in traffic jams, yielding 38 billion pounds

of carbon emissions. Not only is traffic taking over our lives, it is harming our environment."

"There is an urgent need for innovation in urban mobility," said Rimanelli, "and I believe on-demand air mobility will go a long way toward reducing pressure on roads while improving the quality

of life for commuters on the ground."

MOBi-ONE was designed and built by Detroit Aircraft Corp. at Detroit City Airport, Yorro said. AirSpaceX teamed with Camilo Pardo, known as the chief design-

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AirSpaceX's MOBi-ONE was unveiled at the 2018 NAIAS.

## Autonomous Cars Topic of Day at NAIAS Show

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

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Contact us:  
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Deadline: Thursday 5:00 p.m.  
for the next edition of Monday

William Springer II, publisher  
Lisa A. Torretta, operations  
Jim Stickford, news

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## 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.

The business, 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, Miller said.

“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.”

# Magna’s New Scanner is Faster Than the Blink of an Eye

Automakers now have a radar option that leapfrogs the competition.

That’s what Magna’s Icon Radar, shown at the North American International Auto Show (NAIAS), does, said Magna spokeswoman Tracy Fuerst.

It sets a new standard in high-resolution automotive radar, Icon Radar incorporates advanced technology used by the U.S. military to provide precise detection, extensive range and high resiliency, Fuerst said.

Magna has been collaborating with Uhnder, a technology start-up currently in stealth mode, in engineering and product development to help bring this technology to market in 2019.

Icon Radar helps close the gap between level 3 and level 5 to reach full reliable autonomous driving.

With a range of more than 300 meters, Magna’s Icon Radar continuously scans the environment in four dimensions (distance, height, depth and speed). The advanced radar technology can detect and track almost 100 times more objects than competitive systems and individually classifies them.

It is able to detect and communicate to the vehicle a rich topography of static objects such as guard rails, road debris and speed bumps, as well as a large number of tracked moving objects such as vehicles, bicyclists, pedestrians and pets, Fuerst said.

Having the ability to distinguish smaller “objects” such as children and bicyclists in close proximity to larger, more easily detectable things such as parked cars and moving trucks is critical to the enhancement of safety ADAS features such as Automatic Emergency Braking and to further the progress toward full au-

tonomous driving vehicles.

It is this critical data and capability that keeps the software systems with information to continually improve vehicle intelligence and safety systems, Fuerst said.

“Magna has identified some of the world’s most advanced technologies and ‘auto-qualified’ them for use in the auto industry,” said Swamy Kotagiri, Magna chief technology officer. “Our Icon Radar takes the best of military technology and improves on it for automotive use – taking a significant step forward toward full autonomy.”

Magna’s Icon Radar continuously scans its full environment 50 times faster than the time it takes a human to blink an eye, which helps a vehicle make instantaneous decisions in response to complex surroundings.

It can detect vehicles at distances that well exceed any current requirements.

Its state-of-the-art imaging capability pulls from 192 virtual receivers incorporated into a sin-



An image of how Magna’s Icon Radar scans appear.

gle compact system, Fuerst said.

These virtual receivers are applied to deliver both horizontal and vertical resolution, achieving new benchmark levels of clarity for each, Fuerst said.

In addition, the technology is naturally immune to interference, which will become critical as the number of radar-enhanced

vehicles on the road starts to increase.

With its compact size, Fuerst said that Icon Radar also allows greater flexibility in exterior design and can be easily integrated into an automaker’s autonomous system or as part of Magna’s MAX4 autonomous vehicle platform.

## Local Firm Shows Flying Machine at NAIAS

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Part 27 Certification, and be operated by AirSpaceX, Yorro said.

The sub-scale MOBi-ONE was taken from clean sheet design, fabrication and assembly in 4 weeks for display from January 14-21 at Cobo Center in downtown Detroit in the AutoMobili-D Technology Showcase.

Yorro said the DAC was founded in 2011 to design pilot-optional aircraft systems for military and commercial applications, DAC has designed and licensed a series of multi-rotor aircraft for commercial data collection and package delivery.

er of the 2005 and 2006 Ford GT, in MOBi-ONE’s design.

Yorro said Pardo and Rimanelli began working together in 2011, prototyping and developing several VTOL concepts over the years.

“The evolution of these prototypes culminated in an iconic design with the MOBi-ONE. We wanted to create an aircraft with a unique appearance that stands alone and also reflects its function,” said Pardo.

Upon completion of engineering packages, a full-scale aircraft will be manufactured, undergo

DAC has provided contract manufacturing, testing, marketing, sales, training, and MRO for a leading U.S. Defense Contractor, and has built more than 70 small electric VTOL aircraft since 2013.

Yorro said that in 2015, DAC identified an automotive EV architecture making large-scale multi-rotor aircraft feasible for cargo and passenger transportation.

AirSpaceX, a subsidiary of DAC, was founded to fund manufacturing and certification of MO-Bi-ONE.

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## More Takata Recalls Needed

DETROIT (AP) – U.S. safety regulators released models from 14 different automakers that are being recalled to replace potentially deadly Takata air bag inflators.

Documents posted Jan. 14 by the government include models from Ford, Nissan, Mercedes-Benz, Ferrari, Daimler Vans, Toyota, Tesla, BMW, Fiat Chrysler, Mazda, Subaru, Jaguar-Land Rover, McLaren and Volkswagen. Toyota, Ford and Honda released some of their models the prior week.

In December Takata recalled an additional 3.3 million faulty air bag inflators as it expanded the largest automotive recall in

U.S. history. Models released Jan. 14 are equipped with those inflators.

The U.S. 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.

Some of the recalls are limited to certain groups of states.

To see if your vehicle is involved, go to <https://www.nhtsa.gov/recalls> and key in your 17-digit vehicle identification number.

It can be found on your registration and is stamped on the driver’s side dashboard. Automakers and the government say the recall repairs should be done as soon as possible.

The latest recalls 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.

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## 2019 Silverado Unveiling Kicks Off the 2018 Auto Show

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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 materials 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 func-

tionality 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, Reuss said, 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 alignment 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 a 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.

All models introduce a modern, powerful design with a strong dose of Chevy Truck DNA. For example, the "CHEVROLET" name stamped on the tailgate recalls iconic Chevy trucks of the 1950s and '60s, while the integrated dual exhausts and up to 33-inch tires reflect modern customer preferences, Reuss said.

The Silverado's bold, modern design is also surprisingly aerodynamic. Key elements of the front grille are front functional air curtains, similar to those introduced on the sixth-generation Camaro, that reduce aerodynamic drag by routing air around the front wheel wells.

## Creators Swing for the Fences When Designing Silverado

For Scott Damman, lead development engineer on the 2019 Chevrolet Silverado pickup truck, failure was not an option.

The reason, Damman said, was simple – trucks are a huge profit center for automakers and the competition for the marketplace is fierce. So when Chevrolet unveiled the 2019 Silverado at the 2018 North American International Auto Show (NAIAS), there were real stakes involved.

"I would say that the biggest difficulty we had, when engineering the 2019 Silverado, was weight savings," Damman said. "This was at the same time and the power team had to develop ways to get the performance our customers demanded out of the truck. We worked with our suppliers to be on the cutting edge of materials and new tech."

That meant doing things like figuring out where to put metal in the frame and take metal out of the frame, Damman said. They found ways to reduce the frame by 80 pounds while keeping strength. They did this by varying the thickness of the metal used in the frame. Where strength was needed, the frame was thicker. Where strength wasn't as important, the frame wasn't as thick.

In order to do this, they had to develop new manufacturing technology and processes, Damman said. That reduction in weight of 80 pounds mattered because every little bits helps when it comes to improving mileage.

"We wanted to innovate and look at new ways to be at the forefront of fuel economy for trucks," Damman said. "That 80 pounds allows us to give back to your customers. We also created the Dynamic Fuel Management system. This allows the engine to shut off between one and seven cylinders while the truck is traveling, depending on the driving conditions. The fewer cylinders in operation, the less fuel is used. We are proud that we are the first people to use a dynamic fuel management system. It's certainly a step up from the older active fuel management system."

Damman credits working with suppliers to help create the new system. The biggest surprise in engineering the Silverado was just how hard it was to innovate.

"Chevy has been building trucks for 100 years," Damman said. "We ended up developing eight different versions of the

2019 Silverado to meet all our customers' different demands. That includes space. Trucks are evolving. They used to be work vehicles, now people use them for family vehicles to haul the kids and groceries. They use trucks for towing. That meant finding ways to generate power and create additional interior spaces to store things."

And Damman said that the Silverado was created by engineers, designers and marketing people working together. The goals for the truck were really set by listening to customers and what these customers wanted.

One of the people who worked with customers to learn their needs was Jeff Maes, marketing product manager for the new Silverado.

"We did a lot of research to find out just what prices and what content levels our customers wanted," Maes said. "We interviewed many people in our dealer body and asked for their feedback, what they heard from their customers."

Tim Asoklis, vehicle chief engineer for Light Duty Trucks, said that he and Maes spent a lot of time behind glass panels watching focus groups in Denver talk about trucks and what they wanted from them.

"We heard from not just Chevy truck owners, but from people who owned Fords and Rams," Asoklis said. "They said if we put in a diesel engine in the new Silverado, they'd really think about switching."

One thing they learned, Maes said, is that different people like different trucks for different reasons. That presented a real chal-



Maes shows off the 2019 Silverado at NAIAS.

lenge to the design teams. And the end result was that there are now eight different 2019 Silverado packages – the Work Truck, the Custom Silverado, the Custom Trailboss, the Premier, the LTZ, the LT, the LT Trailboss and the RST.

Each iteration provides Silverado excellence, but varies in things like bed size, chrome levels, interior style, Maes said. By providing as broad a base of choices, the new Silverado can attract a broad customer base.

That meant doing research to learn just what price levels and trim levels customers were interested in, Maes said. For example, they looked at the high end of the pickup market to find out just what was popular. By doing this, Chevrolet was able to fill a gap where the competition is not that strong.

It's all in a day's work, Maes said.

"To stay ahead of Ford, we've

## Warren Reading Groups Liven Winter Months

Fans of reading for pleasure might want to check out what several Warren book clubs have going this winter.

On Tuesday, Feb. 13, at 7:30 p.m. the club Books, Brew & Banter will meet at the Falling Down Beer Co. – 2270 East 10 Mile – to discuss the book "So You've Been Publicly Shamed" by Jon Ronson.

Copies of the book may be taken out at the Miller branch of the Warren Public Library.

On Monday, Feb. 12, The Warren Reading Group is meeting at 6:30 p.m. at the Civic Center branch of the library to discuss the book "The Heirs" by Susan Reiger.

Space is limited and people are asked to reserve a spot by calling 586-939-5619. All are welcome.

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# Navigator Named Top Truck at 2018 NAIAS

DETROIT (AP) – Automotive journalists crowned the Honda Accord the North American Car of the Year on Jan. 15, a first for the longtime model that’s twice flirted for the top honor as a finalist.

The 10th-generation Accord edged out the Kia Stinger and Toyota Camry for the award, which was announced at the North American International Auto Show in Detroit. The award program, now in its 24th year, has twice gone to the Honda Civic.

Henio Arcangeli Jr., senior vice president for Honda’s auto sales division, said the award represents “not resting on past ... achievements.”

The Accord, which went on sale last fall, is among many revamped car models hoping to lure buyers as sales fall and SUVs rise. Arcangeli calls the Accord “new from the ground up,” with more coupe-like styling and its first-ever turbocharged engines.

Honda sold 322,655 Accords in the U.S. in 2017, a 6.5 percent decline over the previous year.

The Volvo XC60 took the top prize in the utility category and the Lincoln Navigator for trucks. Other utility finalists were the Alfa Romeo Stelvio and Honda Odyssey, and Navigator beat the Chevrolet Colorado and Ford Expedition.

Kumar Galhotra, head of the Lincoln brand, said the award should give the Navigator a boost as it tries to gain traction in the competitive full-size truck-based luxury SUV market.

“It is a very competitive segment, and in the past we have had much better share in this segment,” he said.

# New Mid-Size Ranger Pickup Truck Among Ford’s Offerings

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



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

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 braking, 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.

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 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, Nair said.

The new 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 to satisfy different needs and tastes in the mid-size pickup truck marketplace.

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 and 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 at core of company strategy, Farley said.

Ford’s investment in electrification is scheduled to increase to \$11 billion by 2022 will result in 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.

# MCC Board Approves New Millage Ballot

A ballot proposal to combine, restore and continue prior voter-approved operating and technology millages was approved for placement on the ballot in the May 8, 2018, election by the Macomb Community College Board of Trustees at its Jan. 17 meeting.

When approving the ballot, the MCC board stated that the millage is vital to the operations of the college, comprising 26 percent, \$36 million, of the college’s operational budget and will expire in 2020, said MCC spokeswoman Jeanne Nicol.

“Macomb Community College is an indispensable resource that residents rely on for education and training that connects to workplace opportunity,” said Jennifer Haase, chair, Macomb Community College Board of Trustees. “The millage is critical to ensuring that the college can continue providing up-to-date programs that position residents for in-demand careers and the community for economic success.”

The ballot proposal seeks approval of a 1.464 mill levy, the amount Macomb County voters approved in 2000, Nicol said. Since then, the college’s millage has been subject to seven Headlee rollbacks, reducing the millage rate to 1.4072 mills and equating to \$1.5 million annually. Restoration of the original millage rate would result in an increase of less than \$3 per year for a house with a taxable value of \$50,000 (approximate sale value of \$100,000).

“We’re committed to a balanced fiscal approach to support strategic investment in programs and resources, while maintaining affordable tuition and a low millage rate,” said James O. Sawyer IV, Ed.D., president, Macomb Community College. “About 80 percent of Macomb’s students leave the college debt free and the majority of our graduates remain in the community to live and work, significantly contributing to Macomb County’s future.”

The largest portion of the college’s operating revenue comes

from tuition, comprising 43 percent of its budget, Nicol said. Local property taxes – the millage – provide 26 percent, state appropriations provide 25 percent and other revenue, such as grants and investment income, provide 6 percent.

Macomb’s millage rate will remain third lowest among Michigan’s 28 community colleges if the restoration is adopted.

More information about the millage as well as the actual ballot language are available at [www.macomb.edu/millage](http://www.macomb.edu/millage).

# Ohio Seeking Piece of the AV Action

COLUMBUS, Ohio (AP) – Republican Gov. John Kasich created a statewide center Jan. 18 to advance Ohio’s efforts to become a national leader in autonomous vehicle research and smart road technology.

His executive order establishing DriveOhio comes a day after aides say he successfully pitched the idea at the Detroit Auto Show.

Automakers there are sharing the latest ideas for kinds of robotic cars.

Kasich’s order calls for DriveOhio to be led by an executive director appointed by Ohio’s state transportation director.

That person would establish formal liaisons with the state departments of transportation, public safety, administrative services and insurance, the state workforce transformation office, the adjutant general and the

heads of the Ohio Turnpike and Public Utilities commissions.

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

Kasich uses the six-page order to lay out his case for Ohio’s position as a national leader. He says Ohio has always been a leader in new transportation modes “because the safe and easy movement of people and goods from place to place is a cornerstone of our economic success.”

He also notes that 60 percent of the North American population is within a single day’s drive of Ohio and that the state is already home to the Transportation Research Center, the continent’s largest independent automotive proving ground and the only research and test lab for the National Highway Traffic Safety Administration.



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# FCA CEO Sergio Marchionne Talks About Company’s Future

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 Community. 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.

## Chinese OEM Scraps Name Over Trump

DETROIT (AP) – Chinese automaker GAC Motor will scrap the brand name it uses in China when it enters the U.S. market next year because it could be confused with President Donald Trump’s surname.

For the past eight years, GAC has sold cars and SUVs under the brand Trumpchi in its home market, but is now researching new names before the company’s expected U.S. debut in the fourth quarter of 2019.

“We want to provide the best service for American customers, so we want to not be closely linked with politics,” Wang Qiu-jing, president of GAC Engineering Institute China, said through an interpreter in an interview at the Detroit auto show. “This is the reason we want to rename the brand.”

GAC picked the Chinese name Trumpchi in 2010, well before Trump was elected. The similarity to Trump is just a coincidence, Wang added. GAC will continue to use Trumpchi in China, where the word means legend and good fortune.

GAC’s first vehicle in the U.S. will be the GS8, a loaded-out full-size SUV that will cost about \$35,000. Two more vehicles are being researched for U.S. sales, but have not been selected yet.

The company showed seven different of its models on a video and unveiled two more at the Detroit show.

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 to any single problem. Economics will determine what tech is used and where.”

When asked about his succession plan, Marchionne said he does plan on retiring by early 2019, but any succession plan will be created by the FCA board and not him. And, he said, any successor will be following a business plan created by Marchionne and his colleagues.

“The board wants the business plan that goes from 2018 to 2022 to have clarity,” Marchionne said. But he repeated that it’s a group plan, and not “his” plan. Any successor will be on board with it, he said, because his unnamed successor will have helped formulate it. He also said that any potential successors are men.

When asked about breaking up the company and selling, maybe, Jeep to a Chinese company, he said the answer to that question was no. There never was any intention to do that, but he understands why people might speculate about that in the media. “It gets great headlines,” he said.

As for FCA’s China partner, GAC, Marchionne said the two companies make great partners, and FCA is working with them on GAC perhaps selling cars in the U.S. Having said that, he also warned that there is no guarantee that GAC would be successful.

On the subject of pickup trucks, Marchionne said they are popular in the U.S. because they fit into the character of the American public and its culture.

“About two out of three vehicles sold in the U.S. are trucks or SUVs,” Marchionne said. “I think we made the right call about three years ago



Marchionne spoke to reporters at the 2018 NAIAS in Detroit.

to shift our production toward trucks and SUVs. It was based on the realization that trucks and SUVs are the fastest-growing segments in the market.

“As to why, I say it’s an American thing. I don’t see trucks becoming as big in Europe.”

Marchionne said that FCA hasn’t always met sales predictions. The company now does not expect to sell seven million vehicles in 2018, but it has met profit predictions, and meeting those predictions is really what’s important.

He noted that when he took over Fiat in the 2000s, the company was nearly bankrupt. When Fiat took over Chrysler in 2009, that company was bankrupt. So getting the financial house in order has been a huge priority, and those efforts have begun to pay off.

When asked what product will be built in the Mexican plant that used to make heavy-duty trucks, Marchionne said some sort of vehicle that will be a world vehicle. He said it was important that FCA repay America for helping the company out financially.

The move of heavy-duty truck production from Mexico to Warren was about, in part, fulfilling an obligation the company owed the U.S.

Recent changes in tax law have made that decision easier to make.

“We have an obligation to produce trucks in the country where 90 percent of them are sold,” Marchionne said.

“It was the right thing to bring back production to the U.S. We want to be an active contributor to the recovery of the U.S. Our own recovery, beginning in 2009, was not painless and we want to make sure that never happens again. But it would be wrong if we didn’t do the right thing.”

When asked about truck building capacity, Marchionne said that once all the plant refurbishment is done, FCA will have the capacity to overtake Silverado in terms of production. If FCA can sell more 1500s than Chevy Silverados, it will be able to.

And while FCA has moved toward trucks and SUVs, it will still build sedans when it makes sense. “Our commitment is strong, es-

pecially when it comes to Dodge,” Marchionne said. “We won’t abandon that market, especially with Tim Kuniskis’ (head of North America Passenger Car Brands) attachment to the V8 engine.

“I think he has one in his bedroom,” he joked. “As long as he can defend their sales economically, they will stay in the portfolio.”

On the subject of rebuilding the Alfa Romeo brand in the U.S., Marchionne said they had to take the Germans head-on. The brand has two “great” products and bringing the brand to the U.S. will be a long-term effort. Fiat, on the other hand, won’t be pushed as hard in the U.S.

“Changes in gas prices and American tastes don’t bode well for the brand here,” Marchionne said, “and FCA has adjusted its efforts to sell Fiats here based on these realities.”

As for diesel engine technology, Marchionne said Fiat has always used diesel tech for large heavy equipment. But the diesel scandal of 2015 has put the tech on the defensive for regular cars. New regulations in Europe have made the tech less palatable over there, but Marchionne believes there will be a place for diesel tech here.

And, FCA’s commitment to making minivans in Windsor is “unwavering,” Marchionne said. He is confident FCA will be able to leverage the Pacifica platform for new products in the future.

In the area of building a truck for the mid-size pickup market, Marchionne said that given the introduction of the Ranger, the market is tight. FCA’s last mid-size – the Dakota – was discontinued a few years ago because the economics of production didn’t work. But they are reexamining the market niche and – “never say never,” he said.

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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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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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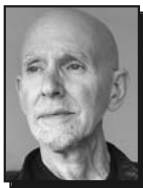
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# Autonomous Vehicles Remain a Big Question

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 produc-

tion, 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.

## Snyder Veto Gets Override

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 re-

cent 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. Senate Democratic Leader Jim Ananich said the override vote was "long overdue."

## 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.

## Mercedes Facing Emissions Dilemma Back in Europe

DETROIT (AP) – If customers don't buy electric and more efficient cars and trucks, then Mercedes may not be able to meet government-imposed carbon dioxide emissions standards across the globe, its top executive says.

Dieter Zetsche, CEO of German automaker Daimler AG and head of its Mercedes luxury division, told reporters at the Detroit auto show Jan. 14 that he can't guarantee compliance.

Daimler said it is spending 10 billion euros to develop new electric vehicles in the coming years and says it will launch a production model of its EQ electric brand in this decade. By 2022, the company says it will offer an electrified alternative across the entire Mercedes portfolio, from smart cars to large SUVs. The first EQ model is slated for production in 2019 in Bremen, Germany.

Zetsche answered questions about electric vehicles, government emissions standards and the North American Free Trade Agreement from The Associated Press and other reporters at the North American International Auto Show. Answers are edited for length and clarity:

**Q: As you look ahead to when new electric vehicles from Daimler and others go on sale, do you see rising demand or is there a concern that you'll have lots of models in a small segment of the market?**

A: We need a large crystal ball to make any forecast about the electric markets for the years ahead. Our planning assumption is 15 to 25 percent for us in 2025. That is pure electric, not including plug-in hybrids. And yes, now it's Tesla, then will be everybody

and his brother. We will see if demand will drive sales or whether we're all trying to catch the last customer out there. This is an iterative thing. When offerings are getting better, the interest will grow. I do believe that electric vehicles will get out of the small niche they are in today. How fast and how bit we'll see.

**Q: Sales of SUVs are going up, sales of diesels are going down. How confident are you in your ability to sell more electric and efficient vehicles and meet carbon dioxide emissions standards by 2020 and afterward?**

A: I can't say I guarantee that we'll be compliant in 2021. Our objective is to be compliant. And we'll do everything to be compliant. But not all parameters are under our control. This is the difficulty of this kind of legislation, that it forces suppliers and manufacturers to do something but it doesn't force customers to do anything. Ultimately, the customer will decide how the market will develop.

We have a pretty nice growth story throughout the last years and our leverage was not pushing product down the throat of our customers by creating demand. Obviously that is our objective going forward with electric vehicles. We have some pretty cool ideas how we can make them especially attractive, not price-wise but from content and its attributes. I would see how that works.

**Q: Are you making contingency plans in case the North American Free Trade Agreement is torn up?**

A: There's a multitude of potential outcomes of these negotiations, and to make contingency plans in this

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**36** MONTHS **\$999** DOWN  
STOCK #472006



**2018 CHEVY CRUZE LT**  
NO GM EMPLOYEE DISCOUNT REQUIRED  
LEASE FOR  
**\$149\*** PER MONTH OR **\$16,289\*** PURCHASE FOR  
**24** MONTHS **\$999** DOWN  
STOCK #480042



**2018 CHEVY EQUINOX LS**  
NO GM EMPLOYEE DISCOUNT REQUIRED  
LEASE FOR  
**\$169\*** PER MONTH OR **\$22,259\*** PURCHASE FOR  
**24** MONTHS **\$999** DOWN  
STOCK #580099



**2018 CHEVY MALIBU LT**  
NO GM EMPLOYEE DISCOUNT REQUIRED  
LEASE FOR  
**\$149\*** PER MONTH OR **\$19,359\*** PURCHASE FOR  
**24** MONTHS **\$999** DOWN  
STOCK #VKMGTB



**2018 VOLT LT HATCHBACK**  
NO GM EMPLOYEE DISCOUNT REQUIRED  
LEASE FOR  
**\$339\*** PER MONTH OR **\$29,995\*** PURCHASE FOR  
**36** MONTHS **\$999** DOWN  
STOCK #VPGBH9



**2018 CHEVY TRAX LS**  
NO GM EMPLOYEE DISCOUNT REQUIRED  
LEASE FOR  
**\$149\*** PER MONTH OR **\$16,239\*** PURCHASE FOR  
**24** MONTHS **\$999** DOWN  
STOCK #580975



**2018 CHEVY TRAVERSE LS**  
NO GM EMPLOYEE DISCOUNT REQUIRED  
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**\$219\*** PER MONTH OR **\$26,389\*** PURCHASE FOR  
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All prices and payments include GM rebates. Pictures may not represent actual vehicle. Pricing subject to change per GM incentives. Prices and payments are inclusive of active GM employee discount (unless otherwise stated). 2018 Models are price and discounted at supplier. All leases are 10,000 miles per year with approved S Tier credit. All Vehicles shown are \$999 down. Disposition Fee may be required at vehicle turn in. Must have lease loyalty and/or closing competitive lease depending on vehicle model. Prices and payments are plus tax, title, plate fee w/ acquisition fee up front, refundable security deposit required on certain vehicles - to be determined by lender. Purchase pricing is gm employee discount plus title, taxes and fees. Pricing is subject to flex cash certificates- while supplies last. \*\*\$3,500 trade in is valid on 2003 or newer vehicles w/ under 115k miles in drivable condition, no branded titles, reconditioning determined by appraiser. Certain restrictions may apply, see dealer for complete details. \*\* Exp date: 1/28/2018.





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PER MONTH  
STOCK # PJR103376

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



### 2018 CRUZE LT

Lease For **\$63\***

PER MONTH  
STOCK # PJR102022

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



### 2018 EQUINOX LT

Lease For **\$77\***

PER MONTH  
STOCK # PJR119710

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



### 2018 COLORADO WT EXTD CAB 4X4

Lease For **\$79\***

PER MONTH  
STOCK # PJR110907

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



### 2018 SILVERADO 1500 WT DBL CAB 4X4

Lease For **\$89\***

PER MONTH  
STOCK # PJR157901

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



### 2018 TRAVERSE LS

Lease For **\$129\***

PER MONTH  
STOCK # PJR172420

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

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