

## Terrain's New Design Cuts Through Air

What do a football and an SUV have in common?

Both rely on exceptional aerodynamics to perform to their fullest, and the GMC Terrain and Wilson leather NFL game footballs are perfect examples, said GM spokeswoman Courtney Moats. GMC Terrain engineers clocked more than 300 hours in the wind tunnel to refine every surface of the Terrain, from the front grille to the rear spoiler.

"Reducing the aerodynamic drag of an SUV is always a challenge," said GMC Aerodynamic Engineer Alicia Bidwell. "Our engineering team paid attention to even the smallest details to deliver the size and cargo space our customers want."

The Terrain's lifted stance means that more air can flow under the vehicle and pressurize the chassis components, which increases aerodynamic drag, Bidwell said. To reduce this drag and optimize aero performance, Terrain aerodynamicists used testing and simulation to craft features that effectively guide air to the back of the vehicle.

This attention to detail and craftsmanship delivered the next chapter of GMC's design language and assisted in providing more athletic handling and bold performance for Terrain customers.

"The styling that you can see –

and the mechanical components that you can't – work together in perfect aerodynamic harmony," said Bidwell. "Ultimately, this means up to 3 more miles per gallon for the Terrain driver for an EPA-estimated 26 mpg combined for AWD models."

As a longtime sponsor of ESPN's Monday Night Red Carpet Kickoff, GMC knows a thing or two about the American pastime. But the connection doesn't stop there, Moats said.

Just like airflow is essential for vehicle performance, football aerodynamics are critical for game time performance. While the vehicle and a football are

vastly different in size and function, the aerodynamics teams for both analyze air trails using tools such as computational fluid dynamic (CFD) analytics.

"Many look at our NFL football and see it as a simple object," said Daniel Hare, aerodynamics research engineer in Advanced Innovation at Wilson Sporting Goods. "However, the amount of engineering, particularly in the area of aerodynamics, that has gone into the ball is pretty extraordinary. Every millimeter of the football has been designed to maximize the airflow around it so

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GMC aerodynamicists use fluid dynamic tools to test airflow.



Batey, left, accepts "Overall Loyalty to Manufacturer" from Flynn.

## General Motors Rates High With IHS Markit Report

For the third year in a row, IHS Markit has recognized General Motors as the company with the highest overall customer loyalty. Buick was also recognized with an award for the Most Improved Loyalty to Make during the 2017 model year.

The announcements were made Jan. 16 at the Automotive News World Congress held in conjunction with the North American International Auto Show.

IHS Markit is a leading source of global automotive industry in-

formation, analysis and insight. Its loyalty awards are presented annually to companies and brands that demonstrate the ability to retain owners over repeat buying cycles, said GM spokesman Jim Cain. They are based on consumer transactions and information obtained from state registration and lease transaction information.

"Three years as the industry leader in loyalty shows that the customer-focused investments

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## FCA Employees' Profit Share, Bonus Amount to \$7,500

As a result of the company's strong 2017 financial performance, FCA US announced last week that it will make average profit-sharing payments of \$5,500 to eligible UAW-represented hourly employees.

Approximately 40,000 employees will receive the payment on Feb. 16, said FCA spokeswoman Jodi Tinson. With this payment, FCA US hourly employees have received on average more than \$23,000 in profit sharing since 2009.

As negotiated in the 2015 FCA US UAW Collective Bargaining Agreement, the 2017 profit-sharing payment is based on the adjusted EBIT margin performance of the North American region reported in the FCA financial results and on individual

compensated hours, Tinson said.

Since 2009, FCA has invested \$10 billion and added more than 25,000 new jobs in its U.S. manufacturing operations. In 2017, FCA US launched the Jeep Cherokee and the Jeep Wrangler in their new production locations, completing the first two actions of an industrialization plan designed to realign U.S. manufacturing capacity to expand the Jeep and Ram brands.

Production of the Jeep Cherokee moved from the north plant of the Toledo (Ohio) Assembly Complex, to the Belvidere (Ill.) Assembly Plant last June, following a \$350 million transformation. More than 300 new jobs

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## Ford Employees to Receive \$7,500 in Profit Sharing

DEARBORN, Mich. (AP) – Based on its North American performance, Ford Motor Co. said its 54,000 U.S. factory workers are eligible for \$7,500 profit-sharing checks, which will be distributed in the spring.

The Dearborn automaker reported higher fourth-quarter and full-year earnings last week, but the mood was subdued as the company warned that it's facing a tough year.

Sales in North America – responsible for 89 percent of Ford's pretax profits in 2017 – are slowing down after reaching record highs, so Ford will have to fight

harder to hold onto its share of that market. Rising interest rates will impact profits at Ford's credit arm.

Ford says it's facing big losses in its mobility unit, which plans to start testing self-driving vehicles in multiple cities this year.

And the company continues to be hurt by rising costs for steel and aluminum, which accounted for a \$1.2 billion hit to its 2017 earnings. Ford spends around \$10 billion on commodities each year; steel and aluminum make up two-thirds of that total.

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## GM, Chevy Auctions Vehicles for Charity

GM and Chevrolet offered two first retail production Corvette models for auction at Barrett-Jackson raising a total of \$2.325 million to benefit military veterans.

First up on the auction block at the Jan. 20 auction was the Corvette Carbon 65 Edition coupe signed by President George W. Bush. It was bought by John Staluppi, owner of Atlantic Automotive Group, for \$1.4 million, said GM spokeswoman Afaf Farah. The proceeds will benefit the Bush Center's Military Service Initiative.

The primary goal of the Military Service Initiative is to ensure post-9/11 veterans and their

families make successful transitions to civilian life with a focus on gaining meaningful employment and overcoming the invisible wounds of war.

The Corvette ZR1, the fastest, most powerful production Corvette ever built, was bought by Rick Hendrick, chairman of Hendrick Automotive Group and owner of 12-time NASCAR Cup Series champions Hendrick Motorsports, for \$925,000, Farah said.

The auction proceeds will benefit the Stephen Siller Tunnel to Towers Foundation and the work it does to support wounded veterans through the Building for America's Bravest program.

"GM and Chevrolet are proud to honor and support the brave men and women of our armed forces," said Steve Hill, GM vice president of U.S. Sales and Service. "Thanks to the generosity of two of our dealers, John Staluppi and Rick Hendrick, we will be able to offer additional support to some of our most severely wounded veterans through the Bush Center Military Service Initiative and the Siller Foundation Building for America's Bravest effort – both extremely worthy organizations."

GM and Chevy "are proud to help those who have given so much of themselves for the country," Farah said.



The 2019 Corvette ZR1 was bought by Rick Hendrick of Hendrick Motorsports for \$925,000.

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**Kresge Honors  
Local Musician**

DETROIT (AP) – The Kresge Foundation has named jazz musician Wendell Harrison as winner of its Eminent Artist award for 2018.

The Troy-based foundation announced the honor Jan. 25 for the 75-year-old saxophonist, clarinetist and composer that includes a \$50,000 prize.

Harrison says in a statement to the media that he's "always worked hard" and he's thankful for the award.

Harrison has been based in the Detroit area for most of his career.

He's the 10th area artist to receive the Kresge Eminent Artist award since 2008 in recognition of professional achievements in an art form, contributions to the cultural community and dedication to Detroit and its residents.

**Ex-FCA Exec Pleads Guilty in Labor Fraud Investigation**

DETROIT (AP) – A former Fiat Chrysler executive pleaded guilty Jan. 22 to showering more than \$1.5 million in cash and gifts on high-ranking members of the United Auto Workers, admitting he turned the budget of a company-sponsored training center into a slush fund to curry favor with union officials.

Al Iacobelli said a key beneficiary was General Holiefield, a UAW vice president who was responsible for negotiating with Fiat Chrysler on behalf of the union.

A \$262,000 mortgage on his suburban Detroit home was paid off in 2014 with a check from the training center.

Iacobelli pleaded guilty to conspiracy and a tax crime and likely

faces eight years in federal prison. He failed to report \$861,000 in money taken from the training center in 2014.

"Fiat Chrysler's most senior labor negotiator colluded with top UAW leaders for many years to illegally line UAW officials' pockets," U.S. Attorney Matthew Schneider said.

Holiefield died in 2015, but his wife, Monica Morgan, is charged in the case. In his plea agreement, Iacobelli admitted to providing first-class air travel, designer clothing, furniture, jewelry and fancy watches to the couple and others, from 2009 through mid-2015.

The goal was to "obtain benefits, concessions and advantages" for Fiat Chrysler in the ne-

gotiation and execution of contracts between the company and the UAW, the plea deal states.

The plea agreement includes at least one instance where Iacobelli apparently influenced Holiefield.

He said Holiefield had been "scripted" ahead of a 2013 meeting with the union's international executive board. The topic was a multibillion-dollar deal involving a retiree health fund. No other details were disclosed.

The government said the money spent by Iacobelli came from the UAW-Chrysler National Training Center in Detroit. Fiat Chrysler made annual payments of \$13 million to \$28 million to the center from 2009 to 2014. Iacobelli and Holiefield were co-chairmen.

Fiat Chrysler and the UAW spokespeople said they were unaware of the scheme while it was unfolding. Iacobelli was fired in 2015.

**Valet Loses \$300K Ferrari**

ST. PETERSBURG, Fla. (AP) – The owner of a \$300,000 Ferrari is suing Marriott International, saying a hotel valet gave his keys to a young man who was trying to impress a woman he just met.

The Tampa Bay Times reports that 73-year-old attorney James "Skip" Fowler parked his yellow 458 Italia Spider outside the Vinoy Renaissance Resort & Golf Club last July 27 while attending a lawyer's convention in St. Petersburg.

There the 2014 Ferrari remained for more than 12 hours, until Levi Miles, then 28, showed up. Miles said he told the woman it was his and demanded the keys, telling the valet that the

ticket was in the car and he'd bring it back. He never did. The two sat in the car for "quite a while," according to a St. Petersburg police report. Eventually, the valet said he stopped paying attention after he "figured he wasn't getting a tip."

Miles drove off with Chloe Rimmer in the passenger seat until an officer stopped him for driving without taillights. The police report noted that the driver had "difficulty" handling the car, that cocaine was found on the center console, and that Rimmer had marijuana in her purse.

Miles told several stories. Then he said he had just met Rimmer, and she asked if the Ferrari was his. "Yeah, that's my car," he said he told her.

"I was just trying to impress the girl I just met at the Vinoy," he told officers.

But Miles says he's innocent of grand theft, because the valet gave him the keys. He also faces charges of cocaine possession and habitually driving with a suspended or revoked license. Rimmer faces a charge of marijuana possession. Fowler, meanwhile is accusing the hotel and valet of negligence.



Isabelle Wither, Cousino High, and Kevin Mazur, Sterling Heights High.

**School to Hold Winterfest**

The Warren Consolidated School of Performing Arts opens 2018 with a bang – Winterfest 2018.

The show will be performed on Feb. 9 and 10 at the Warren Consolidated Performing Arts Center, 12901 15 Mile in Sterling Heights, said Winterfest spokesman Erik Hart.

"Warren Consolidated School of Performing Arts' (WCSPA) annual dance concert, known as Winterfest, is completely created, choreographed, designed and danced by students," Hart said. "WCSPA encourages growth in their students by providing opportunities for students to combine their own artistic expression with execution in live performance. Winterfest helps

students unlock their creative potential as they produce a unique and lively showcase of dance, musical theatre and design every year in the dead of winter."

"I get to put everything on the line," says Nick Klein a sophomore at Sterling Heights High School, "to dance my heart out in order to have a great show."

A variety of genres and different dance styles are explored on stage, creating a diverse feel to each Winterfest performance, Hart said.

Students start the rehearsal process by presenting a concept and then gradually develop the work into a finished product through in-class and sometimes rehearsals beyond the school day. Students take on many leadership roles both creatively and within the production's management team.

Winterfest is also a unique process for student choreographers – who collaborate with their fellow students as dancers to incorporate the ideas of the group.

"The Gatsby 20s dance was initially just a collection of movements riddled with motifs," said first-time choreographer Chloe Malagar, a sophomore at Cousino High School. "Over time, it became a tale about two gang leaders and their struggle for dominance."

"Everyone who participates in Winterfest will leave the show having gained something," Hart said. "The show allows students to become their own boss; their own director; their own choreographer and truly lets them express themselves."

"Many of the students gain the most experience by teaching others and transferring what is in their mind to their fellow classmates."

The Warren Consolidated School of Performing Arts is an award-winning, nationally recognized program specializing in all the different aspects of theatre, Hart said.

Classes involve a daily, two-hour, in-depth program set in a professional working environment. WCSPA classes are offered to 9th-12th graders enrolled in any of the three Warren Consolidated high schools.

All tickets are reserved seating and are \$10 for students and senior citizens and \$15 for adults. To purchase tickets in advance, call 586-825-2525, ext.1 or visit www.wcskid.net/wcsipa.

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## GM Scores High on IHS Markit Loyalty Report

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our brands and our dealers are making in new products, new facilities and the ownership experience continue to pay off," said Alan Batey, president of GM North American and Global Chevrolet.

"Industry-leading loyalty and strong conquest sales are leading to the most robust growth we have seen in decades."

Batey accepted the "Overall Loyalty to Manufacturer" award from David Flynn, vice president of Automotive Global Sales at IHS Markit.

In 2017, GM and its brands set several sales records:

- Chevrolet grew its retail market share and improved its resale values for the third consecutive year.
- Chevrolet and GMC combined earned more than 75 percent of the market for large SUVs for the fourth consecutive year.
- Chevrolet and GMC led the industry in full-size pickup sales for the fourth consecutive year because, said Cain, they are the only brands with a three-truck strategy, including mid-size, light duty and heavy duty models.
- Chevrolet sold a record number of electric vehicles, including more than 43,600 Bolt EVs and Volts.
- GM grew its share of the retail crossover market more than any other manufacturer, said Cain, thanks to new models like the Cadillac XT5, Chevy

## Terrain Design Cuts Like An NFL Football

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we can extend its flight, reduce drag and help maintain stability as much as possible."

Hare points to the classic football shape and how Wilson researchers have enhanced that shape over time to reflect today's passing-centric game, where aerodynamic properties such as velocity, direction of motion and spin rate are critical.

Beyond shape, Hare said Wilson researchers also look at the pebble pattern of the leather on an NFL game football – as well as the height of the laces – both of which are aerodynamic levers engineers utilize to optimize laminar airflow (the airflow that is smooth and consistent) while mitigating turbulent airflow, which is highly unsteady and unpredictable.

"Both GMC and Wilson feel confident crossovers and Super Bowl LII will score," Bidwell said.

## Michigan Sees Gas Prices Drop

DEARBORN, Mich. (AP) – AAA Michigan says gas prices statewide have fallen by about 10 cents per gallon in the week prior to Jan. 22.

The auto club said Jan. 22 that the average price for self-serve regular unleaded gasoline was about \$2.61 per gallon. Prices are about 31 cents more than at the same point last year. The Detroit-area's average decreased about 5 cents to about \$2.61 per gallon.

let Equinox, Chevrolet Traverse and GMC Acadia.

- Chevrolet was the fastest-growing crossover brand on a retail sales basis, Cain said, and crossovers helped GMC deliver its best annual total sales since 2005.

The company's crossover momentum is expected to continue in 2018, Cain said, which will mark its first full year of sales of the new Chevrolet Equinox and Traverse, the GMC Terrain and the Buick Enclave and the Regal TourX. Buick's loyalty award came after the brand delivered its best calendar year sales since 2004.

"Buick offers the unique brand promise of attainable luxury, with a fresh and broad vehicle lineup supported by an awarded sales and service network," said Duncan Aldred, vice president, Global Buick and GMC.

"Loyalty is one of the best signs that customers value what we bring to them and we will continue to deliver on the things that keep our family growing."

The Chevrolet Equinox, Volt and GMC Yukon Denali XL each received the top award in their segment for loyalty, Cain said. Both the Volt and Yukon Denali XL were also segment winners in 2016. Denali deliveries, including Yukon Denali, set a monthly and full-year record, with penetration approaching 40 percent in December and 30 percent for the year.

## Macomb County Discusses Opioid Addiction

Opioid addiction is a serious problem in Macomb County.

The Macomb County Medical Examiner's Office documented in its 2016 annual report 201 heroin and/or fentanyl-related deaths in 2016 compared to 138 in 2015, a 46 percent increase, county spokesperson Roneeka Pleasant-Brown said. The epidemic has also been on the front pages nationally. The Center for Disease Control reported that opioid overdose deaths were five times higher in 2016 than 1999.

Which is why, in collaboration with the Detroit Division of the FBI, the Department of Health and Community Services of Macomb County will host the "Making a Safer Macomb" opioid and heroin epidemic town hall meeting, said Pleasant-Brown.

The event will take place on Wednesday, Jan. 31 from 6 p.m. to 8 p.m. at the Van Dyke Community Auditorium, 22900 Federal Avenue in Warren.

Amy Lange, reporter for Fox 2

News, will be the moderator for the evening. Special guests include Macomb County Executive Mark A. Hackel and Van Dyke Public Schools Superintendent Piper Bognar said.

The event will include a variety of law enforcement agencies at the federal, state, county and local level, along with experts in the areas of prevention, treatment and recovery for the evening's "on-the-record" conversation and an audience question-and-answer session.

Participating agencies include: Macomb County's Medical Examiner, Office of Substance Abuse, Prosecutor's Office, and Sheriff; also the Michigan State Police, DEA, FBI, Families against Narcotics, Warren/Center Line Pre-

vention Coalition, CARE of Southeastern Michigan, The Arab American and Chaldean Council, and the U.S. Attorney's Office-Eastern Michigan District.

"Families in every community, regardless of socioeconomic status, are suffering from this crisis," said Rhonda Powell, director of Macomb County Health and Community Services. "We must work together at every level to have an impact and be successful in this important fight."

Local agencies and resources will be present to distribute information at the event. Doors will open to the public at 5:30 p.m. For more information, contact the Macomb County Department of Health and Community Services at 586-469-7190.

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The FT 400 was developed in collaboration with Ignites Research, a subsidiary of the FT that provides specialized content on asset management. To qualify for the list, advisers had to have 10 years of experience and at least \$300 million in assets under management (AUM) and no more than 60% of the AUM with institutional clients. The FT reaches out to some of the largest brokerages in the U.S. and asks them to provide a list of advisers who meet the minimum criteria outlined above. These advisers are then invited to apply for the ranking. Only advisers who submit an online application can be considered for the ranking. In 2016, roughly 980 applications were received and 400 were selected to the final list. The 400 qualified advisers were then scored on six attributes: AUM, AUM growth rate, compliance record, years of experience, industry certifications, and online accessibility. AUM is the top factor, accounting for roughly 60-70 percent of the applicant's score. Additionally, to provide a diversity of advisers, the FT placed a cap on the number of advisers from any one state that's roughly correlated to the distribution of millionaires across the U.S. The ranking may not be representative of any one client's experience, is not an endorsement, and is not indicative of advisor's future performance. Neither Raymond James nor any of its Financial Advisors pay a fee in exchange for this award/rating. The FT is not affiliated with Raymond James. space Neither Raymond James Financial Services nor any Raymond James Financial Advisor renders advice on tax issues, these matters should be discussed with the appropriate professional.

# Ford Employees' Profit Share – \$7,500

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Ford Chief Financial Officer Bob Shanks said the company might be able to absorb those hits if it were leaner and nimbler. Ford ended 2017 with a 6 percent adjusted operating margin and expects that to fall this year, far from its goal of achieving an 8 percent margin. By contrast, its chief rival General Motors Co. reported a 7.5 percent adjusted operating margin in the third quarter.

"It's very, very clear that we have to improve the fitness of the company," Shanks told reporters Jan. 24.

Ford CEO Jim Hackett said the company has teams in place figuring out plans to pare billions in costs. It wants to cut vehicle engineering costs, for example, and simplify manufacturing by offer-

ing customers fewer ways to order popular vehicles like the Ford Escape SUV.

Hackett also said the company believes it can chop marketing costs by targeting customers more effectively.

Ford has said it wants to cut \$14 billion in costs by 2022. But on a conference call, analysts expressed frustration with the scant details Hackett has provided so far.

"What's taking the time is we're going through and doing all the fact-based work to find out where the biggest opportunities are," Hackett said. "The more time I've gotten with it, the more hopeful and clear it's becoming to me about where we can find the savings."

For 2017, Ford's full-year earnings jumped 65 percent to \$7.6 billion. Shanks said the recent

tax reform package gave Ford a \$400 million boost in the calculation of its future tax obligations. The company expects its ongoing tax rate to fall from 30 percent to 18 percent in 2019.

Ford's adjusted full-year earnings of \$1.78 per share fell just short of Wall Street's predictions. Analysts polled by FactSet predicted earnings of \$1.79 per share.

The Dearborn-based automaker expects to earn between \$1.45 and \$1.70 per share this year.

The lion's share of Ford's profits came from North America, which posted a pretax profit of \$7.5 billion.

Ford eked out small profits in Europe and Asia but lost money in South America and the Middle East and Africa. Ford Credit reported a \$2.2 billion profit for the year.

Ford's automotive revenue rose slightly to \$145.7 billion even though its global sales were flat at 6.6 million cars and trucks sold.

That was higher than the \$144 billion analysts had earlier forecast.

Ford earned more on each vehicle thanks in part to a higher mix of expensive SUVs and pickup trucks.

Ford debuted its most expensive truck ever, the Super Duty Limited, in the fall; it tops out at \$94,000.

Ford's fourth quarter earnings jumped to \$2.4 billion – from an \$800 million loss a year ago – largely due to a recalculation of its pension costs and its future taxes.

Its adjusted profit, of 39 cents per share, fell short of analysts' forecast of 44 cents.

Fourth quarter automotive revenue rose 7 percent to \$38.5 billion, beating analysts' expectations.



Chevy Virtual Dynamics Lab 4-D experience premiered at the auto show.

## GM Used Latest Viewing Tech to Show off Cars

They say seeing is believing and Chevrolet used some new technology to help people see the potential of Chevy vehicles at the recent North American International Auto Show in downtown Detroit.

For the first time, Chevrolet offered auto show attendees a behind-the-scenes look at vehicle testing through a 4-D virtual reality experience.

"Chevrolet is committed to delivering high-quality, durable vehicles able to withstand some of the harshest weather conditions and most unique driving situations people encounter today," said Alan Batey, president of GM North America and head of Global Chevrolet.

"With this new Chevrolet Virtual Dynamics Lab experience, we are offering consumers the opportunity to be immersed in our rigorous testing processes and to better understand the capability built into our lineup of vehicles."

Auto show guests were invited to visit the Chevrolet display to experience the Virtual Dynamics

Lab, Batey said. It was a curated 4-D experience that offered a virtual 360-degree, front seat passenger ride through a variety of courses, including gravel roads, extreme temperature labs and rock climbs that you would find at GM's test facilities.

Testing at a glance:

- The new 2019 Chevy Silverado will accumulate 7 million miles of testing and validation before delivery of the first truck.
- GM's Milford Proving Ground (MPG) test facility comprises 4,000 acres of surfaces that equate to 137 miles of 2-lane road, the distance from Detroit to Fort Wayne, Ind.
- Vehicles are tested in chambers capable of simulating extreme environmental conditions, including temperatures from -40 degrees to 130 degrees Fahrenheit, altitudes from -700 to 12,500 feet, humidity from 10 to 90 percent, and wind speeds from 0 to 100 mph.



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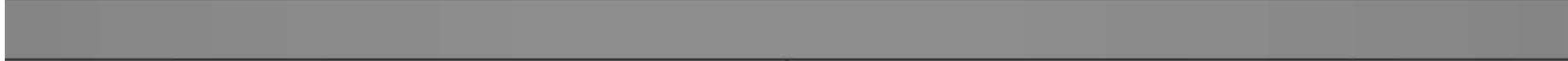


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**888-504-2960 | SellersBuickGMC.com**  
See Dealer for Details

### 2018 Buick Encore

Preferred FWD Lease Offer MSRP: \$25,410 expires 1.31.2018

# \$206

per month



**TRANSPARENT PRICING**

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

39 months

10,000 miles year

\$510 total due at signing  
(includes first month payment)

### 2018 Buick Envision

Preferred FWD Lease Offer MSRP: \$36,925 expires 1.31.2018

# \$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 expires 1.31.2018

# \$277

per month



**TRANSPARENT PRICING**

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

36 months

10,000 miles year

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

### 2018 GMC Acadia

SLE1 FWD Lease Offer MSRP: \$34,000 expires 1.31.2018

# \$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.

# MORAN CHEVROLET

# AUTO SHOW Sales Event!

**FINAL DAYS... THIS MONDAY, TUESDAY AND WEDNESDAY!**

## 2018 CRUZE "LT"



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

Stock# J40930

**NO Employee Discount REQUIRED!**

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

24 MONTH LEASE

**\$159\***

\$999 Down

NQ Security Deposit required. Tax, title and plate fees extra.

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

## 2018 TRAX "LT"



- Color Touch Screen Radio!
- Remote Start and Entry!
- Aluminum Wheels!
- Rear Camera!
- Power Sunroof!
- Bluetooth for Phone!

Stock# J41412

**NO Employee Discount REQUIRED!**

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

24 MONTH LEASE

**\$159\***

\$999 Down

NQ Security Deposit required. Tax, title and plate fees extra.

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

**LEASE LOYALTY for Current Chevrolet, Buick and GMC Lessees!\***

## 2018 "All New" EQUINOX "LT"



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

Stock# J41857

**NO Employee Discount REQUIRED!**

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

24 MONTH LEASE

**\$179\***

\$999 Down

NQ 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

NQ Security Deposit required. Tax, title and plate fees extra.

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

**Use Your GM CARD EARNINGS and BONUS CARD EARNINGS to Save Even More!\***

## 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

NQ 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

**\$259\***

\$999 Down

NQ Security Deposit required. Tax, title and plate fees extra.

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

**We'll Give You \$2000 MINIMUM for Your Trade-In... GUARANTEED!\***



### SHOWROOM HOURS:

Monday 8:00 AM - 9:00 PM  
 Tuesday 8:00 AM - 6:00 PM  
 Wednesday 8:00 AM - 6:00 PM  
 Thursday 8:00 AM - 9:00 PM  
 Friday 8:00 AM - 6:00 PM

**(586) 791-1010**

**35500 S. Gratiot Avenue... North of 15 Mile / Clinton Township / FIND NEW ROADS™**

\*Pictures may not represent actual sale vehicle. All applicable incentives including bonus cash, bonus tags, competitive lease, lease conquest and/or lease loyalty offers have been deducted from Sale Prices/Payments and are subject to change by the manufacturer without notice and are plus title, tax, plate and CVR fees and were valid at time of printing. GM Employee discount require except where noted. Leases are 10,000 miles per year. Disposition fee may be required at lease turn in. \$2000 Minimum offer is on 2006 or newer vehicles with under 150,000 miles. No salvage, rebuilt or branded titles. Certain restrictions apply, see dealer for complete details on all incentives/offers. Sale ends 1/31/2018 @ 6:00PM.



# VYLETEL AUTO SHOW SALES EVENT

<p>EXPERIENCE  THE NEW BUICK</p>		<p><b>GMC</b> WE ARE PROFESSIONAL GRADE</p>	
<p><b>2018 BUICK ENCLAVE</b> ESSENCE</p> <p>36 MONTH/10K PER YEAR LEASE FOR ONLY <b>\$386*</b> \$1,999 DOWN</p>  <p>STK#6361-18 • DEAL#72567 *GMS PRICING. MUST HAVE BUICK GMC LEASE LOYALTY. \$1999 DOWN PLUS TAX, TITLE, PLATE &amp; DOC FEE. NO SECURITY DEPOSIT REQUIRED!</p>	<p><b>2018 BUICK ENCORE</b> PREFERRED</p> <p>39 MONTH/10K PER YEAR LEASE FOR ONLY <b>\$189*</b> \$999 DOWN</p>  <p>STK# 6168-18 • DEAL# 72569 *GMS PRICING. MUST HAVE BUICK GMC LEASE LOYALTY. \$999 DOWN PLUS 1ST PAYMENT, TAX, TITLE, PLATE &amp; DOC FEE. NO SECURITY DEPOSIT REQUIRED!</p>	<p><b>2018 GMC SIERRA</b> SLE 4X4 • DOUBLE CAB</p> <p>36 MONTH LEASE FOR ONLY <b>\$228*</b> \$999 DOWN GREAT DEAL! 10K PER YEAR</p>  <p>STK#7292-18 • DEAL#72573 *GMS PRICING. MUST HAVE BUICK GMC LEASE LOYALTY. \$999 DOWN PLUS 1ST PAYMENT, TAX, TITLE, PLATE &amp; DOC FEE. NO SECURITY DEPOSIT REQUIRED!</p>	<p><b>2018 GMC ACADIA</b> DENALI</p> <p>36 MONTH LEASE FOR ONLY <b>\$329*</b> \$1,999 DOWN 10K PER YEAR</p>  <p>STK#7661-18 • DEAL#72571 *GMS PRICING. MUST HAVE BUICK GMC LEASE LOYALTY. \$1999 DOWN PLUS 1ST PAYMENT, TAX, TITLE, PLATE &amp; DOC FEE. NO SECURITY DEPOSIT REQUIRED!</p>
<p><b>2018 BUICK ENVISION</b> ESSENCE</p> <p>36 MONTH/10K PER YEAR LEASE FOR ONLY <b>\$289*</b> \$1,999 DOWN</p>  <p>STK#6402-18 • DEAL#72568 *GMS PRICING. MUST HAVE GM LEASE LOYALTY. \$1999 DOWN, PLUS 1ST MONTHS PAYMENT, TAX, TITLE, PLATE AND DOC FEE. NO SECURITY DEPOSIT REQUIRED!</p>	<p><b>2017 BUICK REGAL</b> SPORT TOURING</p> <p>27 MONTH/10K PER YEAR LEASE FOR ONLY <b>\$288*</b> \$0 DOWN</p>  <p>STK#5786-17 • DEAL#72565 *MUST HAVE GM LEASE LOYALTY AND BUICK GMC LEASE LOYALTY. PLUS 1ST PAYMENT, TAX, TITLE, PLATE &amp; DOC FEE. NO SECURITY DEPOSIT REQUIRED!</p>	<p>ALL NEW 2018 GMC <b>TERRAIN</b> SLE</p> <p>36 MONTH LEASE FOR ONLY <b>\$226*</b> \$999 DOWN 10K PER YEAR</p>  <p>STK#7721-18 • DEAL#72570 *GMS PRICING. MUST HAVE BUICK GMC LEASE LOYALTY. \$999 DOWN PLUS 1ST PAYMENT, TAX, TITLE, PLATE &amp; DOC FEE. NO SECURITY DEPOSIT REQUIRED!</p>	<p>2018 GMC <b>YUKON XL</b> PREMIUM EDITION</p> <p>36 MONTH LEASE FOR ONLY <b>\$639*</b> \$1,999 DOWN 10K PER YEAR</p>  <p>STK#8018-18 • DEAL#72578 *GMS PRICING. MUST HAVE BUICK GMC LEASE LOYALTY. \$1999 DOWN PLUS 1ST PAYMENT, TAX, TITLE, PLATE &amp; DOC FEE. NO SECURITY DEPOSIT REQUIRED!</p>
<p><b>2017 BUICK LACROSSE</b> ESSENCE</p> <p>NOW <b>\$26,599*</b> WAS \$40,585</p>  <p>STK#5223-17 • DEAL#72566 *GMS PRICING. MUST HAVE A BUICK GMC LEASE IN HOUSEHOLD. PLUS TAX, TITLE, PLATE, &amp; DOC FEE.</p>		<p><b>2018 GMC CANYON</b> SLT • CREW CAB</p> <p>WAS <b>\$34,456*</b> \$41,375</p>  <p>STK#7849-18 • DEAL#72579 *GMS PRICING. MUST HAVE TRADE IN @ BUICK GMC LEASE LOYALTY. PLUS TAX, TITLE, PLATE &amp; DOC FEE.</p>	

VISIT OUR WEBSITE TO SEARCH FOR MORE VEHICLE SELECTIONS AT [WWW.VYLETEL.NET](http://WWW.VYLETEL.NET)  
**40755 Van Dyke • Sterling Heights • 586.977.2800**  
**WWW.VYLETEL.NET** SALES: Sun CLOSED; M, TH 8:30am-9pm; T, W, F 8:30am-6pm; SAT 10am-3pm  
 SERVICE: Sun CLOSED; M, TH 7am-8pm; T, W, F 7am-6pm; Sat 8am-1pm

\*Lease figured with \$1500 Dealer Inc. Certain rates Program subject to change while NC Supplies Last. \*Lease example is Stock Specific. \*GM Employee Pricing Plus Tax, Title, Lic. and Doc. No Security Deposit Required. All lease/purchase examples are figured with GM employee pricing. Lease conquest rebate qualifies to customers who have a non GM lease in household set to expire within 365 days of new lease/purchase delivery date. \*Buick/GMC lease loyalty rebate applies to customers who have a current Buick/GMC lease in household. NC certifi. rates may apply to lease/purchase examples and are good while dealer supply lasts. Prices subject to change during the month of January 2018. \*GM Employee Pricing Plus Tax, Title, Lic. and Doc. No Security Deposit Required. \*For GM Employee Purchase or Lease Conquest Rebate Customer Must Have Non GM Lease in Household To Expire Within 365 Days Of Delivery Of New Purchase or Lease. Programs subject to change. \*\*Additional 2 payments of a max amount of \$400.00 total. Photos may not represent actual vehicle. Price is subject to change without notice. See dealer for details. Expires 1/31/18.

## Michigan Looking for Ways To Stop Wrong-Way Driving

DETROIT (AP) – Michigan police and the state Department of Transportation are working to stop wrong-way drivers.

The Transportation Department has been installing better signs, new lane guides and modifying exit ramps, the Detroit Free Press reported. Officials are concentrating efforts in Wayne, Oakland and Macomb counties.

The department is focusing on exit ramps that are prone to wrong-way drivers, said Josh Carey, the department's traffic safety engineer for the metro-Detroit region.

"This tends to happen a lot on older ramps, where you have the entrance and the exit right next to each other," Carey said.

The state will modify exit ramps by adding reflector strips and upgrading signs that say "Wrong Way."

"We're adding more reflectivity to those signs and we're lowering them because we found out, impaired drivers don't see normally," Carey said. Impaired drivers have a narrower and lower view of the roadway, he said.

There are only about four to six confirmed cases of wrong-way drivers each month, according to police. While few of those end in crashes, those that do are typically fatal, Michigan State Police said.

At least eight motorists died in wrong-way driving crashes in the state from 2011 through 2016, said Gary Bubar, AAA Michigan traffic safety specialist.

Motorists who are driving after the sunsets should be particularly alert for potential wrong-way drivers, said State Police First Lt. Mike Shaw.

"Be watching for headlights coming at you," he said.

Motorists should also try to stay out of the left lane, since impaired drivers tend to veer into the wrong lane thinking it's the far right lane and where they want to be, Shaw said.

## Chrysler Bonus, Profit Share Equal \$7,500

CONTINUED FROM PAGE 1

were added to support Cherokee production, which began in June. With the Cherokee's move, Tinson said the Toledo North plant embarked on a \$700 million overhaul to produce the next generation Jeep Wrangler. Production began in December with the addition of more than 700 new jobs.

The new Ram 1500 will begin production at the Sterling Heights Assembly Plant in the first quarter of 2018 after moving from the nearby Warren Truck Assembly Plant. Nearly \$1.5 billion was invested to convert the suburban Detroit facility from unibody to body-on-frame production. The plant will add 700 new jobs.

The company has also committed to spending \$2 billion and adding 4,500 new jobs in the Warren Truck Assembly Plant and the south plant of the Toledo Assembly Complex, Tinson said. Warren Truck will be modernized to produce the Jeep Wagoneer and Grand Wagoneer alongside the Ram Heavy Duty, which will move from its current production location in Saltillo, Mexico.

The Toledo South plant will be retooled to build the new Jeep truck.

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**2018 CHEVY SILVERADO 1500**  
4X4 DBL CAB ALL STAR PKG  
**\$246+ TAX WITH \$0 DOWN**  
36 MTH LEASE 10,000 MILES

WITH LEASE LOYALTY • NO SECURITY DEPOSIT REQUIRED  
Equipped with Power Locks, Power Windows, Power Mirrors, Keyless Entry, Remote Start, My Link Radio, Back-Up Camera, Auto A/C, Bluetooth & More...

**2018 MALIBU 1LT**

**\$228+ TAX WITH \$0 DOWN**  
36 MTH LEASE 10,000 MILES

WITH LEASE LOYALTY • NO SECURITY DEPOSIT REQUIRED  
Equipped with Power Locks, Power Windows, Power Mirrors, Keyless Entry, Back-Up Camera, Touch Screen Radio, Bluetooth, OnStar & More...



**2018 CHEVY EQUINOX 1LT**

**\$235+ TAX WITH \$0 DOWN**  
36 MTH LEASE 10,000 MILES

WITH CHEVROLET LOYALTY • NO SECURITY DEPOSIT REQUIRED  
Equipped with 1.5L Turbo Engine, 7" touch screen radio, Onstar, Bluetooth, Keyless Entry Back Up Camera, Alum. Wheels, Deep Tinted Glass & More...

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\*See dealer for details. All Rebates/Incentives have been deducted from sale price/payment and are subject to change by manufacturer without notice. GM Employee discount required unless otherwise noted. All leases assume that you qualify for GM Lease Loyalty. To qualify for GM Lease Loyalty you must have a GM Lease in the household. All lease payments are based on 10,000 miles per year. 1st payment, tax, title and plate fee due at signing on all leases unless otherwise noted. All deals expire 01/31/2018.

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## AUTO SHOW BONUS CASH



**GMC** WE ARE PROFESSIONAL GRADE 2016 GMC DEALER OF THE YEAR • 2016 GMC DEALER OF THE YEAR • 2016 GMC DEALER OF THE YEAR

**2017 GMC SIERRA DOUBLE CAB SLE**  
PURCHASE FOR  
**\$28,949\***  
STOCK #G574644



LEASE FOR  
**\$169\*** PER MONTH | **36** MONTHS | **\$999** DOWN

**2018 GMC ACADIA SLE1**  
PURCHASE FOR  
**\$27,479\***  
STOCK #G581158



LEASE FOR  
**\$219\*** PER MONTH | **36** MONTHS | **\$999** DOWN

**2017 GMC YUKON DENALI**  
PURCHASE FOR  
**\$63,249\***  
STOCK #G577035



LEASE FOR  
**\$699\*** PER MONTH | **36** MONTHS | **\$1999** DOWN

**2018 GMC SIERRA 1500 DENALI CREW CAB**  
PURCHASE FOR  
**\$46,479\***  
STOCK #G578855



LEASE FOR  
**\$359\*** PER MONTH | **36** MONTHS | **\$999** DOWN

**2018 GMC TERRAIN SLE**  
PURCHASE FOR  
**\$23,199\***  
STOCK #G580877



LEASE FOR  
**\$179\*** PER MONTH | **24** MONTHS | **\$999** DOWN

**BUICK** 2016 BUICK DEALER OF THE YEAR • 2016 BUICK DEALER OF THE YEAR • 2016 BUICK DEALER OF THE YEAR

**2018 BUICK ENCORE**  
PURCHASE FOR  
**\$18,529\***  
STOCK #HVN8VZR



LEASE FOR  
**\$119\*** PER MONTH | **24** MONTHS | **\$999** DOWN

**2017 BUICK ENVISION**  
PURCHASE FOR  
**\$24,049\***  
STOCK #B571416



LEASE FOR  
**\$159\*** PER MONTH | **36** MONTHS | **\$999** DOWN

**2017 BUICK LACROSSE**  
PURCHASE FOR  
**\$23,789\***  
STOCK #B470714



LEASE FOR  
**\$199\*** PER MONTH | **24** MONTHS | **\$0** DOWN

**2018 BUICK ENCLAVE**  
PURCHASE FOR  
**\$38,349\***  
STOCK #B581041



LEASE FOR  
**\$319\*** PER MONTH | **36** MONTHS | **\$999** DOWN

**2017 BUICK REGAL**  
PURCHASE FOR  
**\$26,695\***  
STOCK #B471195



LEASE FOR  
**\$149\*** PER MONTH | **24** MONTHS | **\$999** DOWN

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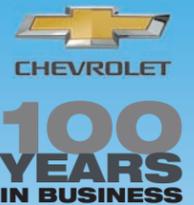


**Dennis Thacker**  
dthacker@edrinke.com

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: 1/31/2018.



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**2018 CHEVY SILVERADO**  
NO GM EMPLOYEE DISCOUNT REQUIRED  
LEASE FOR  
**\$179\*** PER MONTH OR PURCHASE FOR  
**\$30,929\***  
**24** MONTHS | **\$999** DOWN  
STOCK #580716



**2017 CHEVY BOLT LT**  
LEASE FOR  
**\$295\*** PER MONTH OR PURCHASE FOR  
**\$30,249\***  
**36** MONTHS | **\$999** DOWN  
STOCK #472006



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



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



**2018 CHEVY MALIBU LT**  
NO GM EMPLOYEE DISCOUNT REQUIRED  
LEASE FOR  
**\$149\*** PER MONTH OR PURCHASE FOR  
**\$19,359\***  
**24** MONTHS | **\$999** DOWN  
STOCK #VKMG6



**2018 CHEVY VOLT LT HATCHBACK**  
NO GM EMPLOYEE DISCOUNT REQUIRED  
LEASE FOR  
**\$339\*** PER MONTH OR PURCHASE FOR  
**\$29,995\***  
**36** MONTHS | **\$999** DOWN  
STOCK #VPG89



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



**2018 CHEVY TRAVERSE LS**  
NO GM EMPLOYEE DISCOUNT REQUIRED  
LEASE FOR  
**\$219\*** PER MONTH OR PURCHASE FOR  
**\$26,389\***  
**24** MONTHS | **\$999** DOWN  
STOCK #580417

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## EXTENDED HOURS 9-9

NOW THROUGH JANUARY 31ST



### 2018 TRAX LS

Lease For **\$59\***

PER MONTH  
STOCK # PJR103376

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



### 2018 CRUZE LT

Lease For **\$63\***

PER MONTH  
STOCK # PJR102022

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



### 2018 EQUINOX LT

Lease For **\$77\***

PER MONTH  
STOCK # PJR119710

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



### 2018 COLORADO WT EXTD CAB 4X4

Lease For **\$79\***

PER MONTH  
STOCK # PJR110907

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



### 2018 SILVERADO 1500 WT DBL CAB 4X4

Lease For **\$89\***

PER MONTH  
STOCK # PJR157901

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



### 2018 TRAVERSE LS

Lease For **\$129\***

PER MONTH  
STOCK # PJR172420

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

# OPEN SATURDAY

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

#### HIGHLAND

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

#### LIVONIA

(734) 344-5015  
32570 Plymouth Rd.

#### NOVI

(248) 513-8916  
42355 Grand River Ave.

#### LANSING

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

#### NEW HUDSON

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

#### WATERFORD

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

6,000 NEW AND PRE-OWNED AVAILABLE



FIND NEW ROADS™

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

MICHIGAN'S #1 CHEVY DEALER